

MS-455M / WCTS Direct Sales in ROW regardless of Production location Reporting Instructions

DIRECT SALES IN ROW

1. Enter participant code number and month/year being reported
2. All data are to be Thousands of Dollars and Thousands of Units (i.e. 000's omitted).
All data in other currencies must be converted into US dollars.
3. All shipments should be valued at Sales level. Sales data reported must be net sales billed.
4. The reported Sales include both own manufacture and re-sale.
The reported Sales include in-house usage (internal use).
The reported Sales may not include internal shipments to other affiliated organizations of the reporting company.
5. Cancellations of Sales must be reported in the month when the cancellation took place.
6. SALES reported in this form are total sales of all organizations belonging to the same corporate company
7. Sales in ROW to another WCTS member should not be reported.