

Company PP Report

ERP Simulation Results



Group Members & Roles

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Introduction

After completing their masters degrees a group of four California State University, Los Angeles (CSULA) alumni saw an opportunity in the water and soft drink industry. After working in a group project together, they realized they shared similar goals - to help others, work for a sustainable business, and make the world a better place. A year into their careers post graduation they all took a trip to Germany and realized the lack of bottled water and soft drink options at local retailers . After doing some research the group of friends discovered that the German market was the ideal market to put their education to the test and launch their own beverage brand to fulfill the German consumers' need for bottled beverages.

Golden Eagle Beverage Company was founded by CSULA alumni with the sole mission to help people live better lives - to promote healthy hydration, become sustainability advocates, and make the world a better place. The Golden Eagle Beverage Company is focused on creating the best bottled water in a way that creates a better future for all - evolving the business environment, transforming the bottled beverage industry, and the entire world.

Each member of the team was assigned with different roles. Our roles were divided as CEO, Sales Manager, Marketing Manager, and Inventory Manager. The CEO was responsible for analyzing the financial report to see where our company lies in terms of profit and revenue. Sales manager was responsible for generating sales to increase the valuation of the company. Marketing Manager was responsible for planning the marketing

expense for the products according to the marketing report and sales report generated, and Inventory Manager was responsible for ordering the inventory. As a team, initially we planned a sales and marketing budget. We set the sales and marketing price for each product. We were constantly analyzing the sale report, marketing report and financial report and made changes to our marketing and sales plan to increase the valuation of the company.

Business Process Model

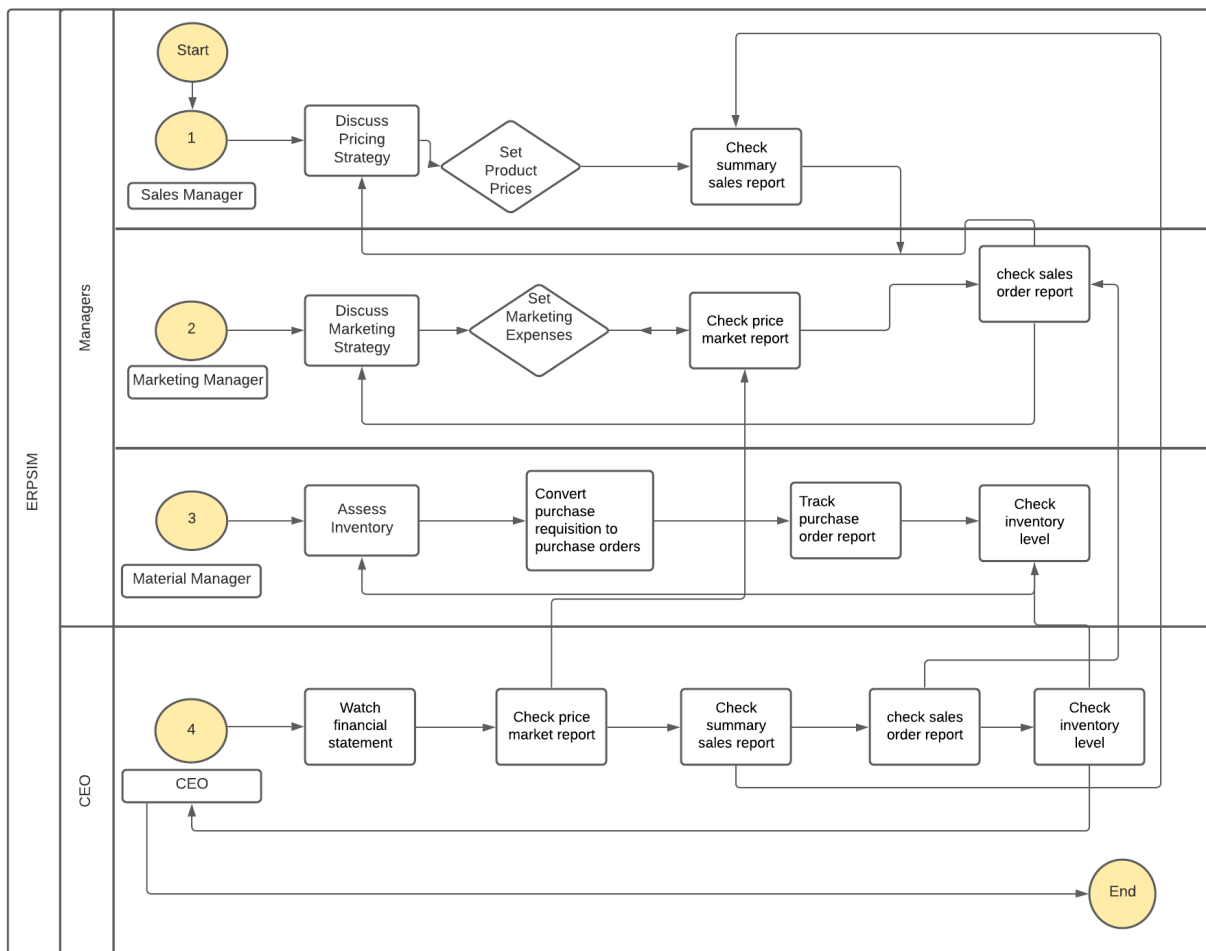


Figure 1 - Business Process Model:

The Business Process Shows each role for the management team at Company PP. Key processes include discussing pricing, marketing, and inventory strategies. The CEO reviews multiple reports and works with the other managers to set prices, marketing, and inventory levels.

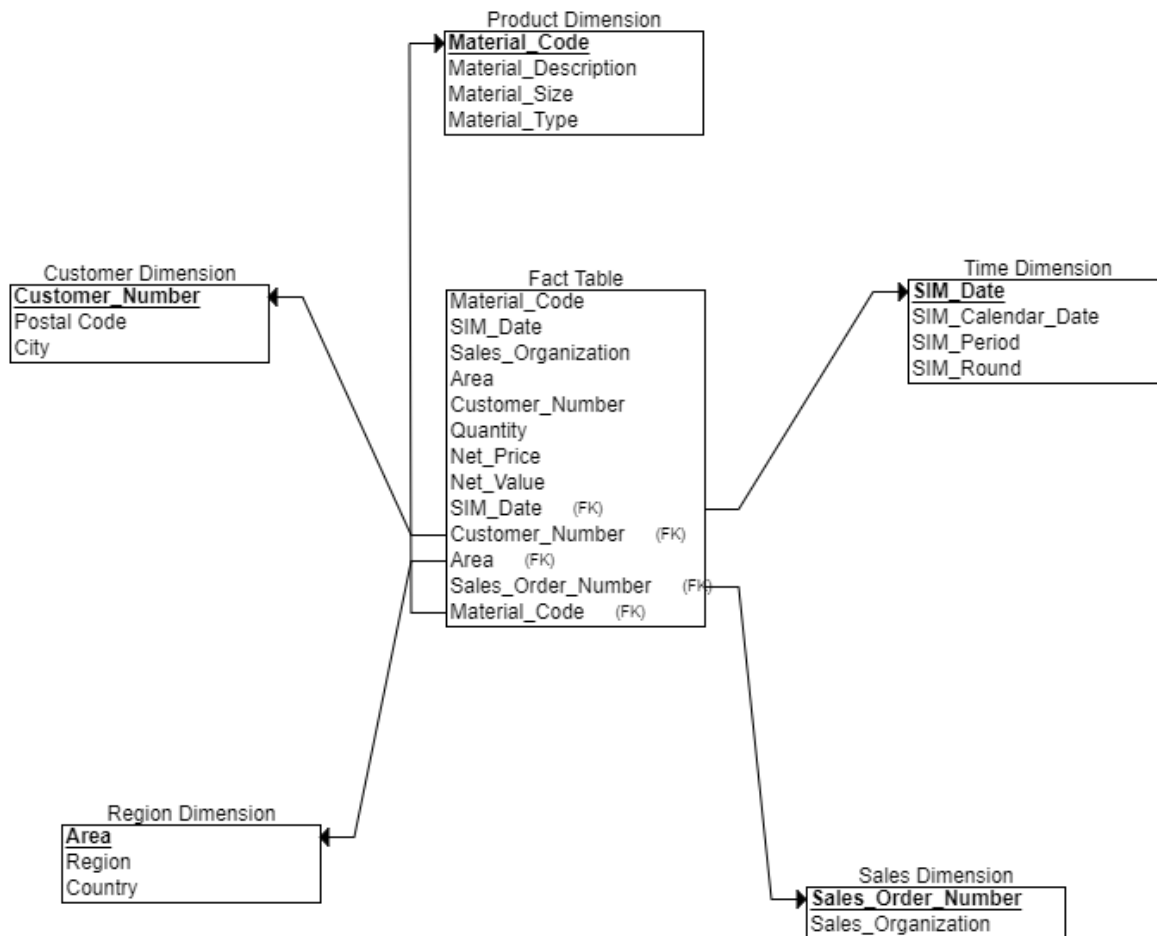


Figure 2 - Star Schema for Finance

This figure displays the star schema for the finance data generated from SAP.

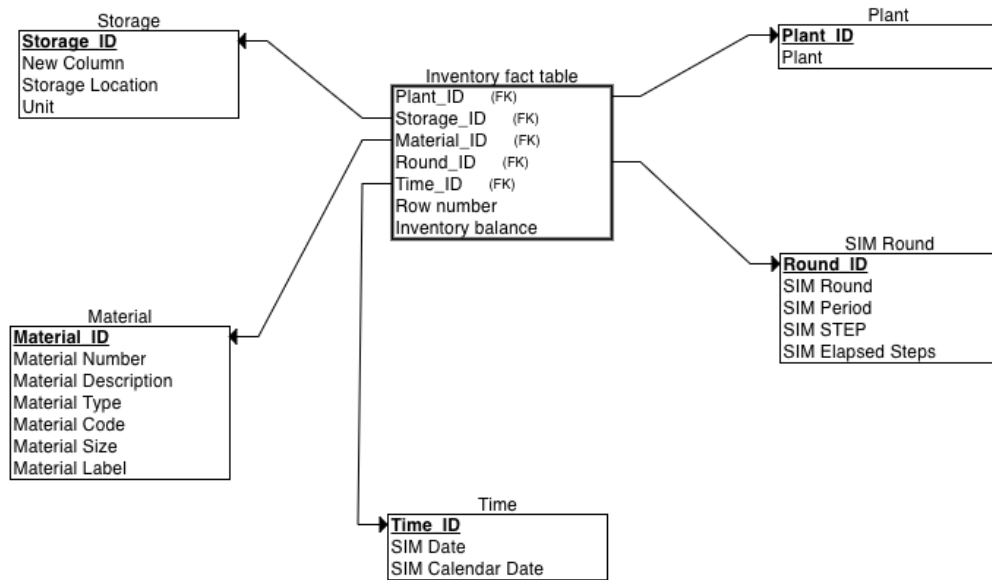


Figure 3 - Star Schema for Materials

This figure displays the star schema for the Material Manager's relevant data generated from SAP.

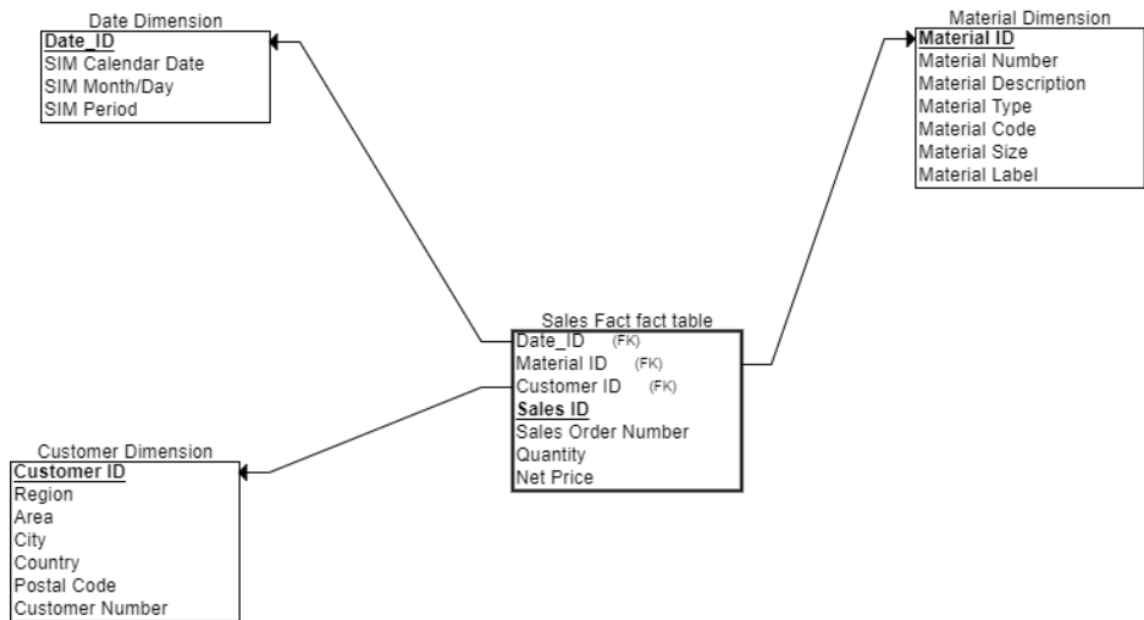


Figure 4 - Star Schema for Sales

This figure displays the star schema for sales data generated from SAP.

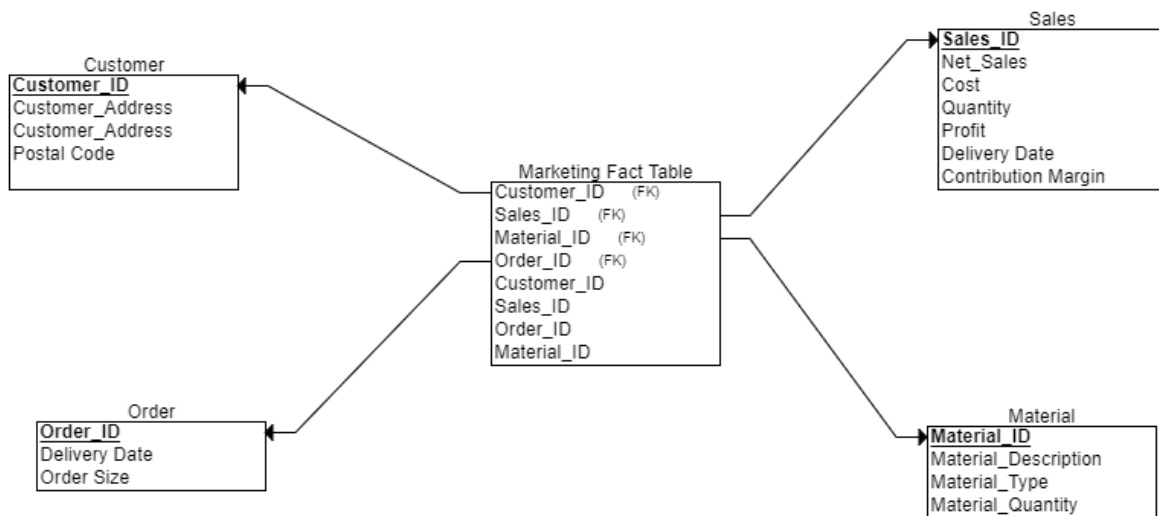


Figure 5 - Star Schema for Marketing

This figure displays the star schema for the Marketing's relevant data generated from SAP.

Initial Strategy

Company PP (hereinafter referred to as “Company PP”, or “The Company”) wanted to maximize revenues and gross margins by charging higher prices. Company PP also invested heavily in marketing campaigns due to concerns that competitors would obtain larger market shares and decrease Company PP’s sales. During the 20-day simulation rounds (“Sales Period”) the sales manager watched competitor prices, the marketing manager updated marketing expenses for each product, and the materials manager watched inventory levels & ordered new products as necessary.

The company aimed to raise prices on popular products to maximize revenues. If customers liked a product, the company assumed they would pay a higher price for it. However, if a product lost popularity among customers, the Company would lower prices to maintain consistent sales and avoid large quantities of unsold inventory. Company PP chose to market certain products more heavily than others depending on how the product was performing. Observing the sales report, setting prices, and strategically allocating marketing expenses were extremely important.

In the following sections, Company PP’s revenues, pricing & market share, marketing expenses, and material management are analyzed for evaluation of the strategy.

Revenue Analysis

Considering revenue alone, Company PP’s strategy was successful when compared against competitors. Company PP had the second highest revenues, as shown by the figure below:

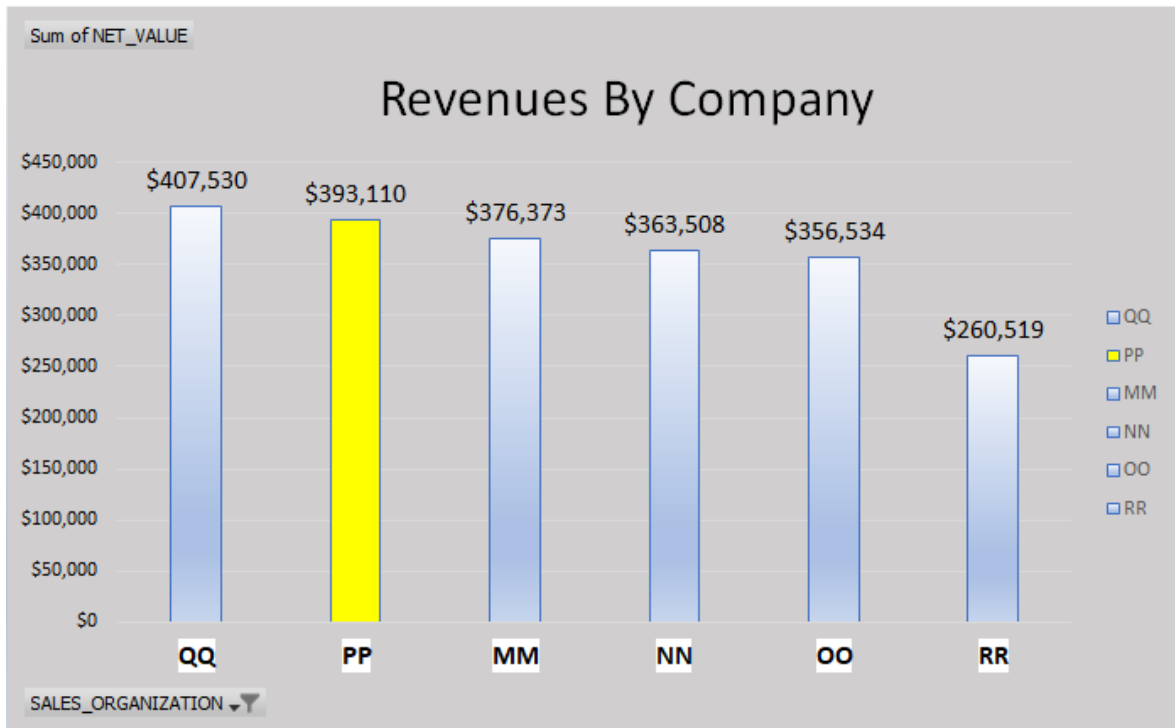


Figure 6 - Total Revenues For All Companies

Comparison of each company from highest to lowest revenue. Company QQ (far left) has the highest revenue of all companies. Company PP (yellow) had the second highest revenue.

Generally, every company's revenue increased over time. Only one company had decreasing revenues (Company RR). The revenue that each company earned for each round, along with the revenue trend line is displayed in the following figures.

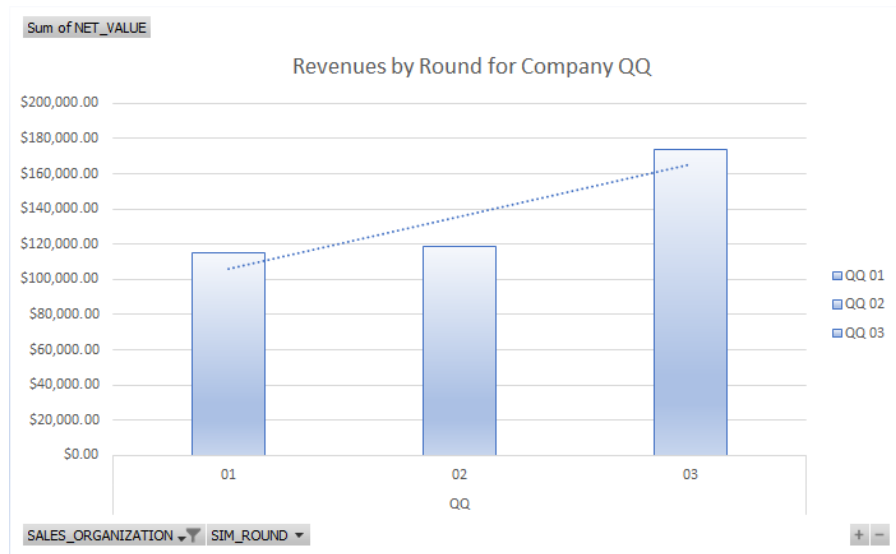


Figure 7 - Revenue Trendline for Company QQ

This graph represents the revenue generated by Company QQ during Rounds 1, 2, & 3 of the simulation. The trend line for Company QQ shows an increase in revenue.

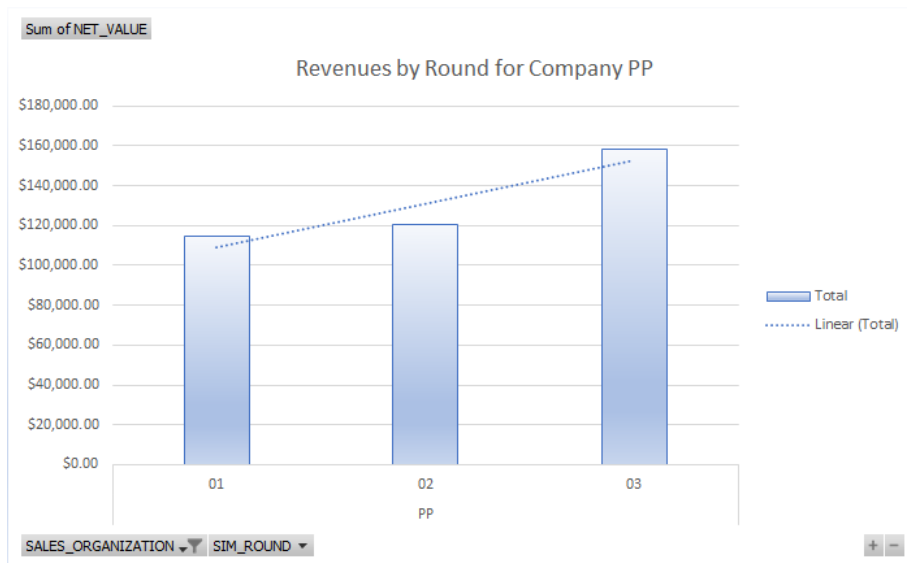


Figure 8 - Revenue Trendline for Company PP

This graph represents the revenue generated by Company PP during Rounds 1, 2, & 3 of the simulation. The trend line for Company PP shows an increase in revenue.

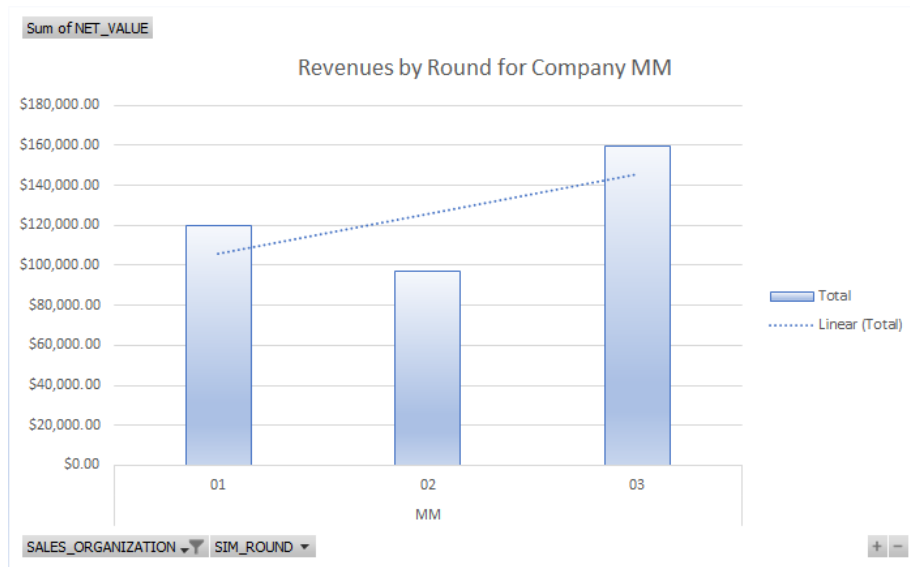


Figure 9 - Revenue Trendline for Company MM

This graph represents the revenue generated by Company MM during Rounds 1, 2, & 3 of the simulation. The trend line for Company MM shows an increase in revenue.

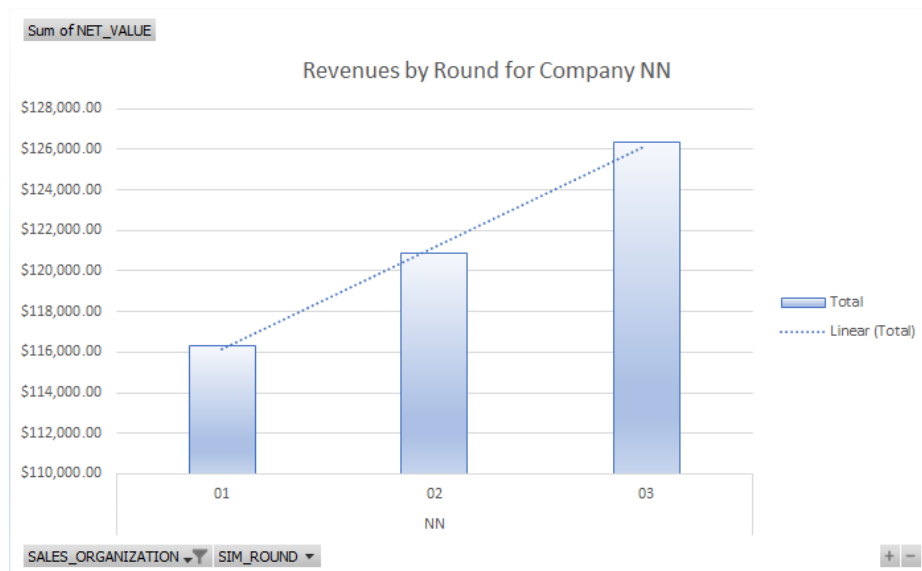


Figure 10 - Revenue Trendline for Company NN

This graph represents the revenue generated by Company NN during Rounds 1, 2, & 3 of the simulation. The trend line for Company NN shows an increase in revenue.

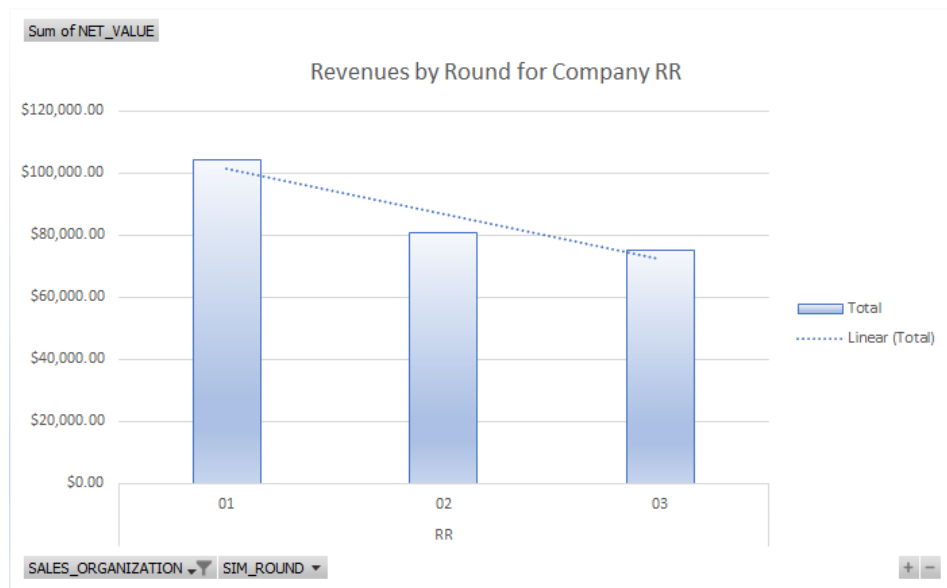


Figure 11 - Revenue Trendline for Company RR

This graph represents the revenue generated by Company RR during Rounds 1, 2, & 3 of the simulation. The trend line for Company RR shows a decrease in revenue.

Company PP's highest selling product was 500 mL Spritz as shown in the figure below.

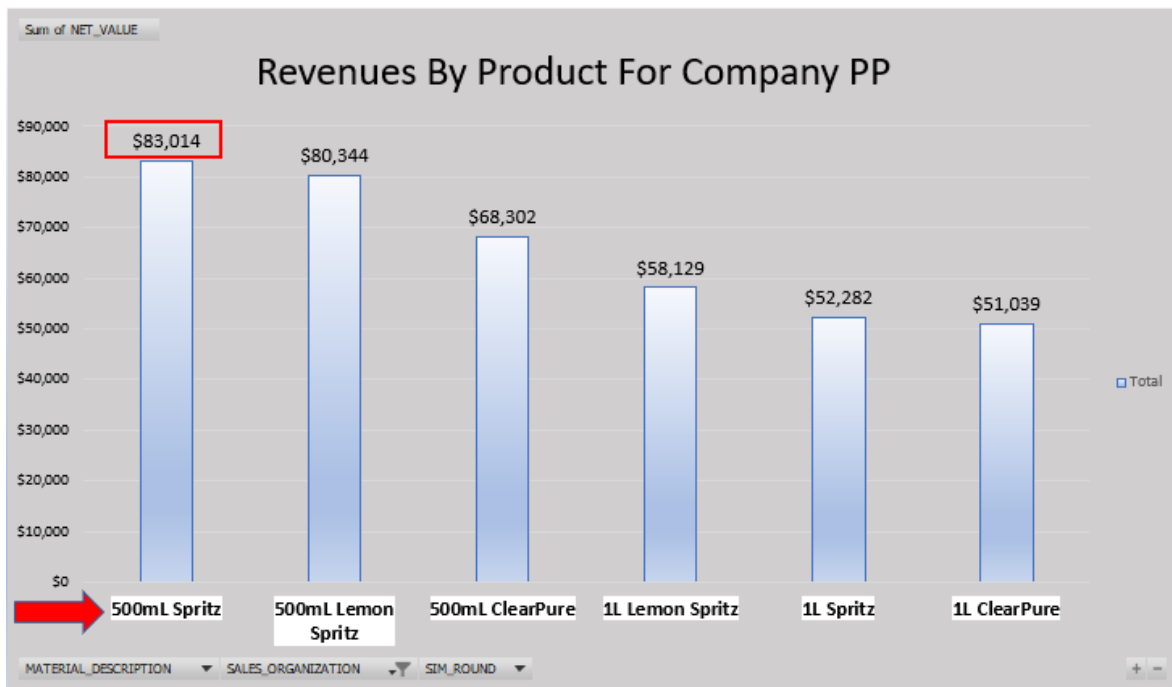


Figure 12 - Revenue By Product For Company PP

This graph displays the amount of revenue generated by each product for Company PP.

Company PP's highest selling product was not the highest overall selling product for all competitors. The highest revenue generating product was the 500mL ClearPure which had revenues of \$956,994 as shown by the figure below:

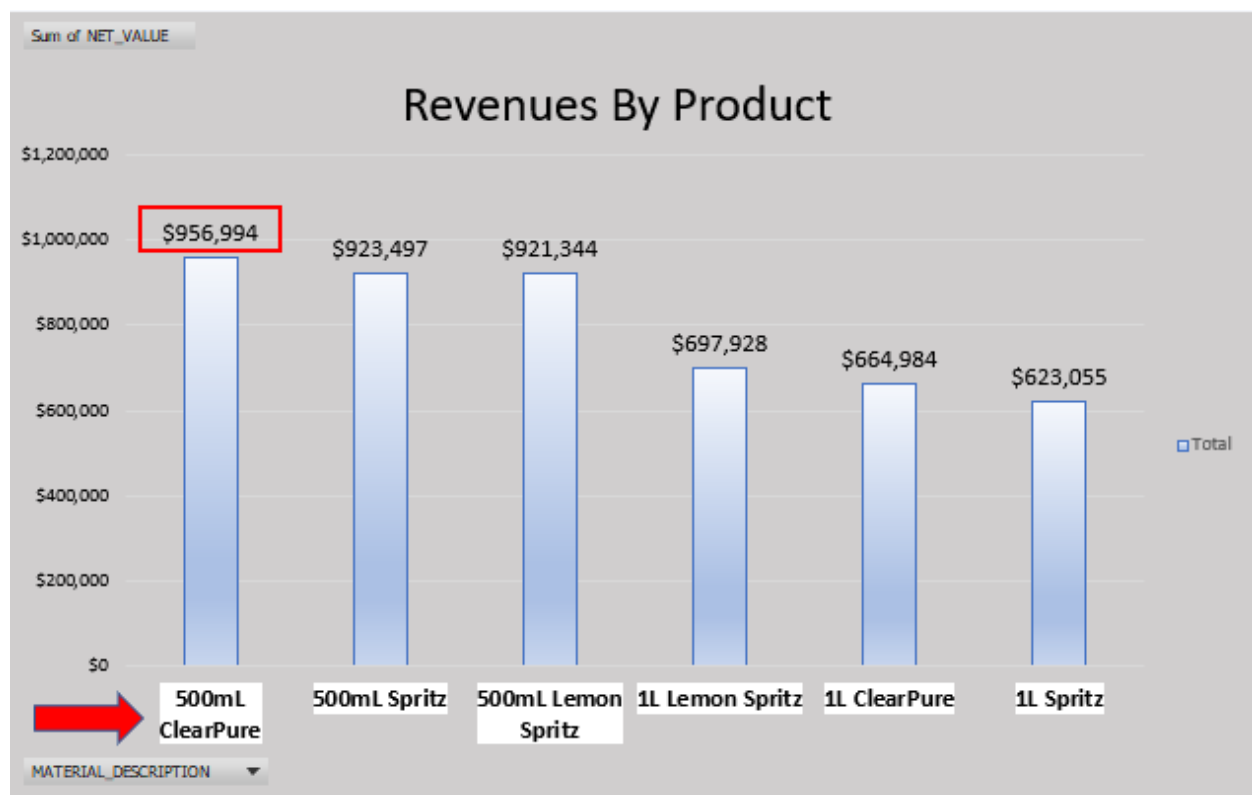


Figure 13 - Revenue By Product For All Companies

Comparison of each product and the revenue that the product generated. Product 500mL ClearPure (far left) had the highest revenue of any product.

As shown in the data, it is important to understand what products are selling quickly and what products are selling slowly. Company PP aimed to increase prices for the most

popular products to maximize revenues and gross margins. When products lost popularity, Company PP would lower prices to maintain consistent sales and remove excess inventory.

Company PP had to set prices for all products and consistently watch how sales performed, and watch the competition's prices during the 20 day sales periods. Shown below is a table displaying the average prices paid by customers for each product.

Pricing & Market Share Analysis

Average Price Paid Per Company

Product	MM	NN	OO	PP	QQ	RR
1L ClearPure	16.04	16.58	15.84	15.94	14.72	16.53
1L Lemon Spritz	19.55	18.90	19.31	19.29	17.46	19.78
1L Spritz	17.42	17.57	17.63	17.25	15.66	17.89
500mL ClearPure	21.22	20.60	20.10	19.54	19.35	20.62
500mL Lemon Spritz	25.01	23.03	25.02	23.98	21.03	24.00
500mL Spritz	23.37	21.38	22.54	22.36	19.61	22.21

Figure 14 - Average Price Paid Per Company

This heat map shows the average price paid for various products per company. The background color diverges from green for a low range value, to yellow for a mid range value, and to red for a high range value.

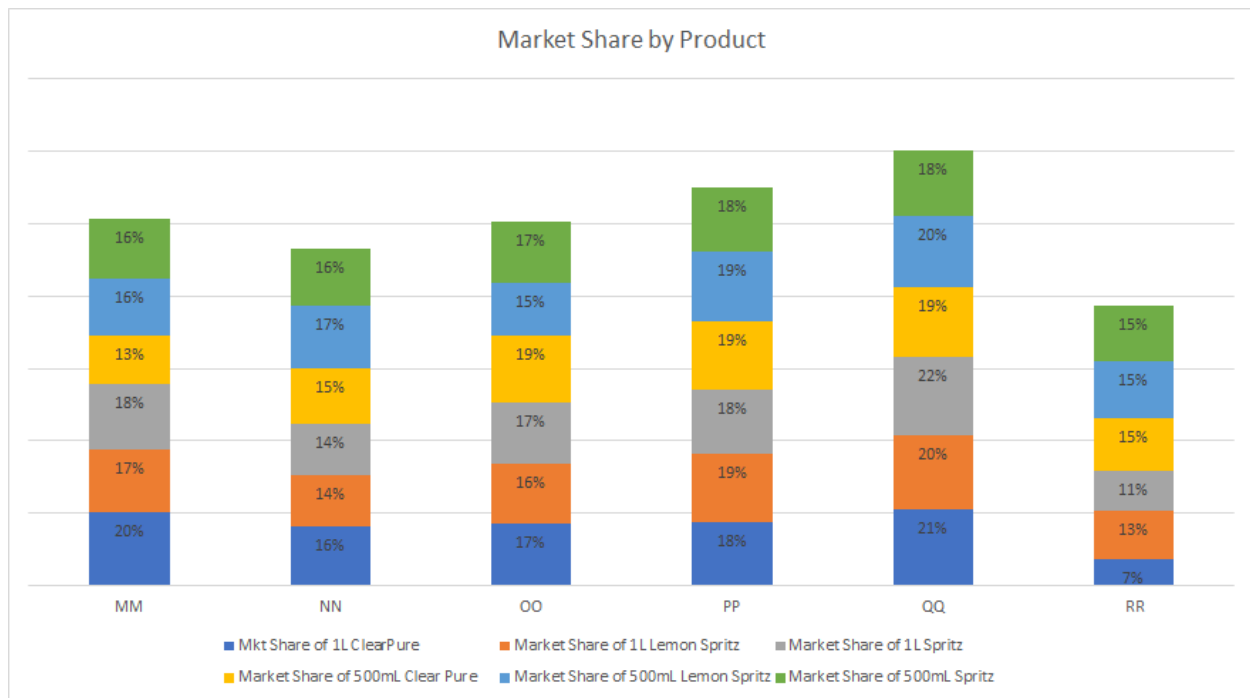


Figure 15 - Market Share by Product

This stacked column chart displays the market share of each team by product.

Figures 14 and 15 show that Company PP had the second highest market share of all companies, but were not charging the highest prices for our products. It further shows that Company PP did not execute its intended strategy and needed to charge higher prices. For comparison, the winning company (Company MM) charged higher prices for most products.

In the following paragraphs and figures, the prices for all companies are further compared.

Most Expensive Beverages

SALES_ORGANIZATION	1L ClearPure	1L Lemon Spritz	1L Spritz	500mL ClearPure	500mL Lemon Spritz	500mL Spritz
MM	18.99	20.99	20.99	25.99	26.99	24.99
NN	23.00	22.99	20.99	23.00	26.99	24.45
OO	16.45	20.50	18.50	20.50	26.50	22.99
PP	18.99	20.99	19.20	21.30	26.99	25.99
QQ	17.99	20.99	19.99	22.99	26.99	26.99
RR	20.99	26.99	22.00	21.99	26.99	24.00

Figure 16 - Most Expensive Product

This heat map displays the most expensive beverages of all teams. The background color diverges from green for a low range value, to yellow for a mid range value, and to red for a high range value.

The data shows that Company PP generally charged lower prices for products. Our prices on the heat map show that we charged lower prices than the winning team (Team QQ). Based on the data, all of the teams' highest priced beverages was the 500mL Lemon Spritz at \$26.99. Team QQ also sold 500mL Spritz at \$26.99. Finally, team RR also sold the 1L Lemon Spritz at \$26.99. Team QQ sold the most products overall, and further observation shows that 500ML ClearPure was the most sold item with a total of 4.48K as shown in the figure below.

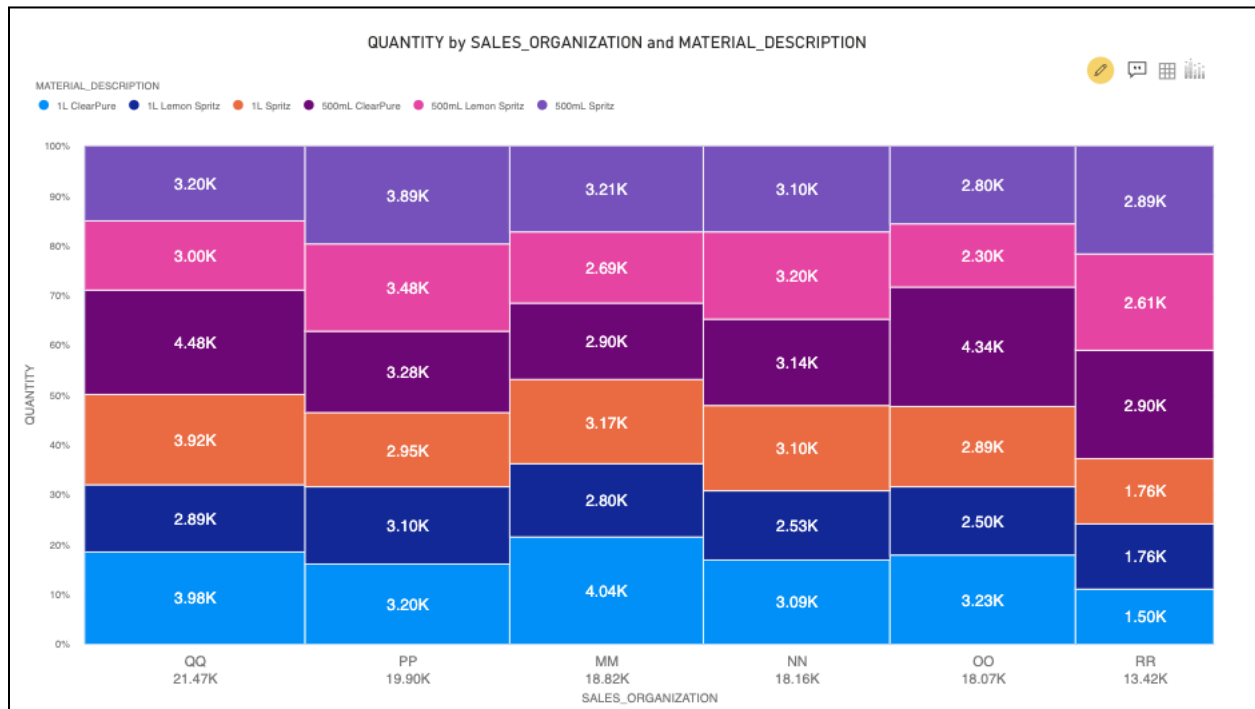


Figure 17 - Quantity by Sales_Organizations and Material_Description

The above graph represents the sum of quantity based on organisations and material description. As we can see the x-axis is sorted in descending order based on the most quantity and company QQ is at the top, followed by company PP and so on. The colors represent the different materials, for instance light blue represents 1L ClearPure, orange represents 1L Spritz etc, and from the analysis we can say that in the company QQ 500ML ClearPure is the most sold product with the sum of 4.48K quantity.

Marketing Analysis

Company PP invested significantly more in marketing than its competitors. This most likely contributed to consistent sales, but overall decreased the company's valuation by reducing its profit margin. The marketing expenses for each team are shown below:

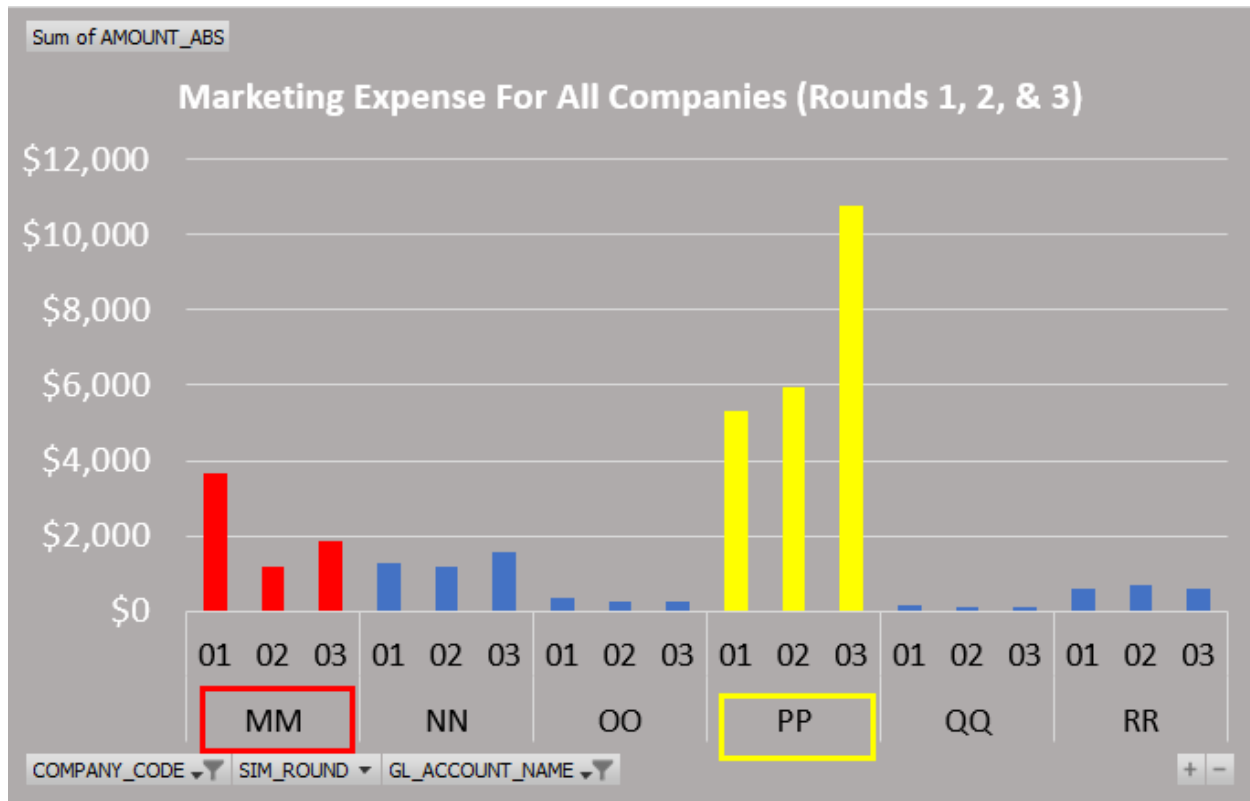


Figure 18 - Marketing Expense By Round For All Companies

This graph shows that Company PP spent more money on marketing expenses than its competitors in every round. The winning Company (MM) is shown in Red. Company PP is shown in Yellow.

The Company invested heavily in marketing with hope that it would increase sales and market share while the Company charged higher prices. Overall, the revenues for Company PP were among the highest as well as the market share. Company PP had revenues of about \$393,000 while Company MM had revenues of roughly \$373,000.

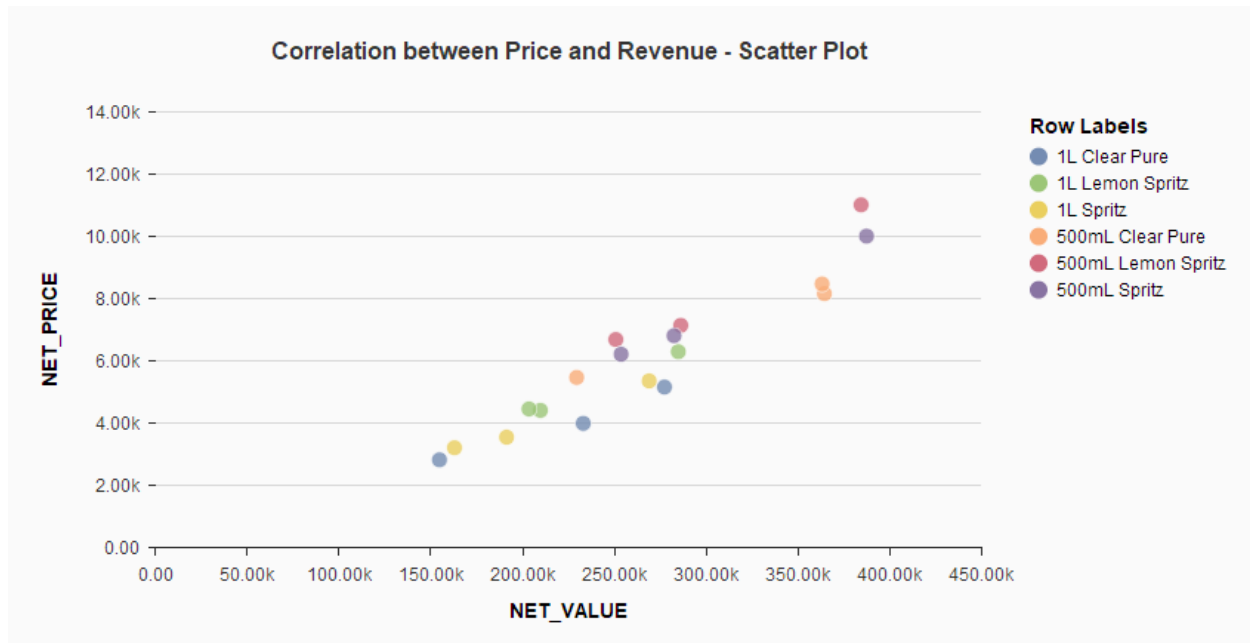


Figure 19 - Scatter plot of Correlation between Price and Revenue

The figure above displays the correlation between price and revenue. The revenue and prices are closely related, and when there is an increase or decrease in price, there is a corresponding increase or decline in revenue. Data for the above figure can be found in the appendix.

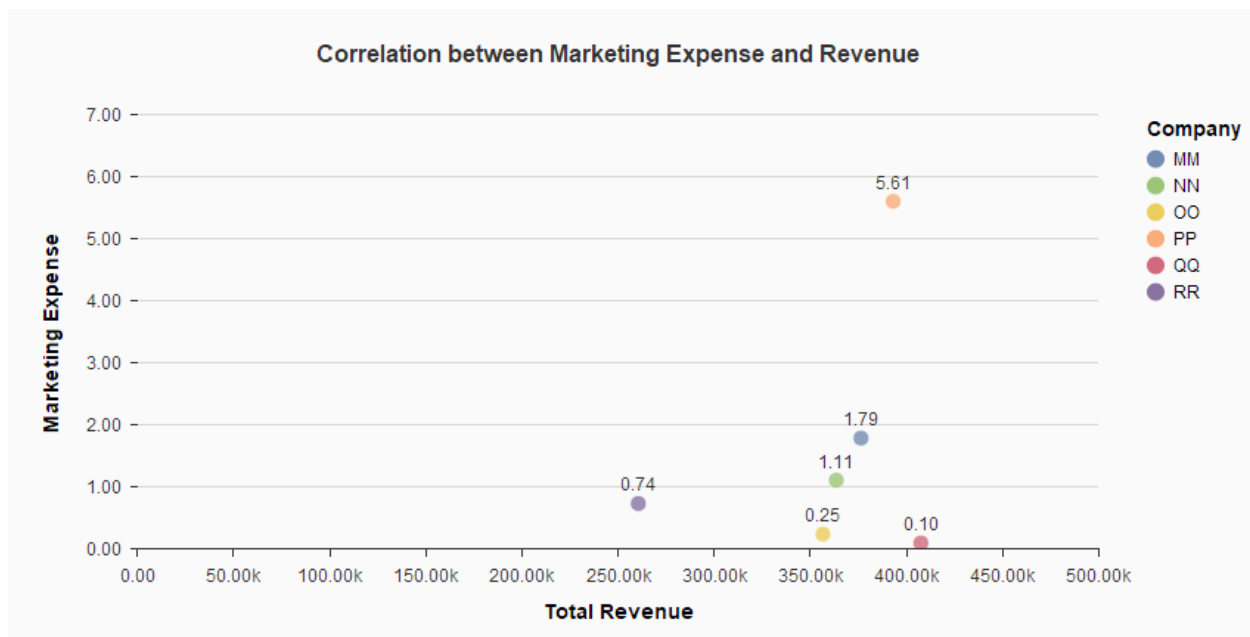


Figure 20 - Scatter plot of Correlation between Marketing expense and Revenue

The above graph shows the correlation between marketing expense and revenue. It shows that some Companies are spending more on marketing expenses and some are spending less on marketing expenses. Company PP spent the highest amount on marketing expenses and had second highest revenue and company QQ spent the least amount on marketing expenses and had the highest revenues compared to other companies. From the above graph we can conclude that the marketing expense is not correlated to the total revenue and the correlation is not consistent. Data for the above figure can be found in the appendix.

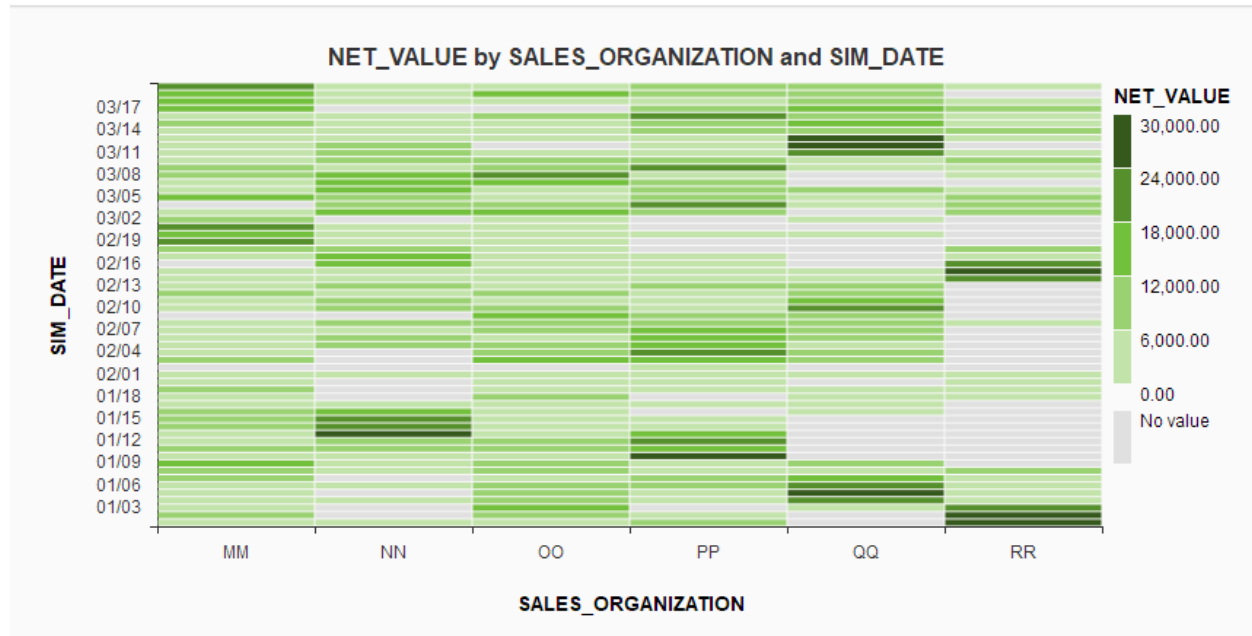


Figure 21 - Heat map of highest revenue made on a single day

This is a heat map which shows the highest sales made by which company on which date. As per the data we see that the highest sales were made by company RR on day 1 and round 1. The 500ML ClearPure product brought the highest revenue on 03/12 at round 3 for the team QQ. The below data represent the values based on the top team with the highest product sold along with the date on which it was sold most.

While Company PP's sales and revenue levels were competitive, the marketing expense consumed a large portion of gross profit as compared to Company MM. Company PP's marketing expenses consumed more than twice as much as Company MM's gross profit margin percentage.

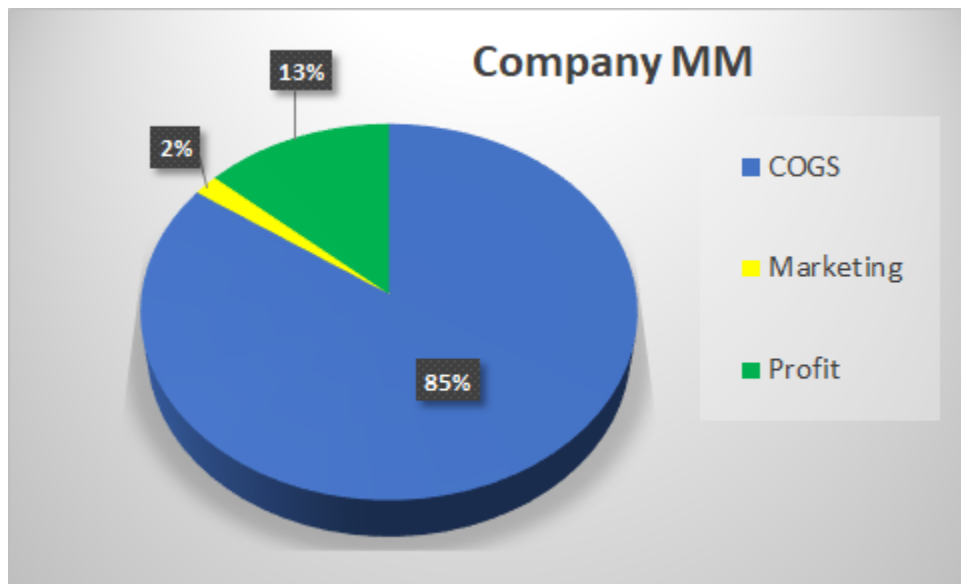


Figure 23 - Pie Chart Displaying Company MM's COGS, Marketing Expense, and Profit %

This figure displays Company MM's Cost of Goods Sold (COGS), Marketing Expense, and Profit percentage. It shows that the marketing percentage was 2% of the gross margin.

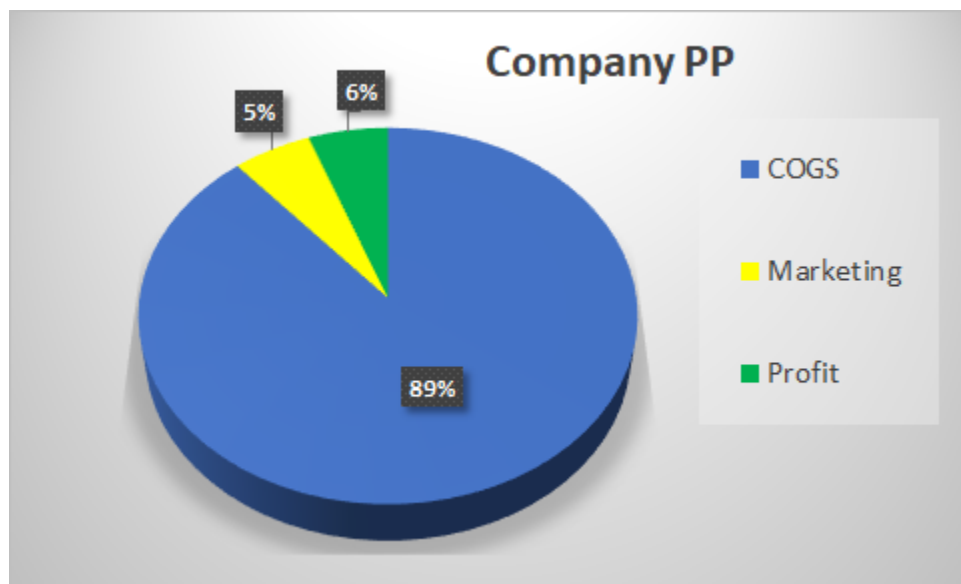


Figure 24 - Pie Chart Displaying Company PP's COGS, Marketing Expense, and Profit %

This figure displays Company PP's Cost of Goods Sold (COGS), Marketing Expense, and Profit percentage. It shows that the marketing percentage was 5% of the gross margin.

Materials Management Analysis

Company PP had to track inventory to avoid running out of stock. Each sales period was subject to different rules and restraints. For instance, In round 3 there is no limit on how much each company could order the inventory. The Company had to check the inventory report to know how much stock was left of each product.

Company PP ran out of inventory for a few different products on different days. The table below shows the number of days the Company was out of stock and for which products.

Material Description	Number of days products were out of stock (Days)
1L ClearPure	03
1L Lemon Spritz	04
1L Spritz	05
500mL ClearPure	14
500mL Lemon Spritz	04
500mL Spritz	09
Total	116

Figure 25 - Out of Stock Products

The table above shows products that were out of stock, and the number of days those products were out of stock.

Inventory Levels by Day

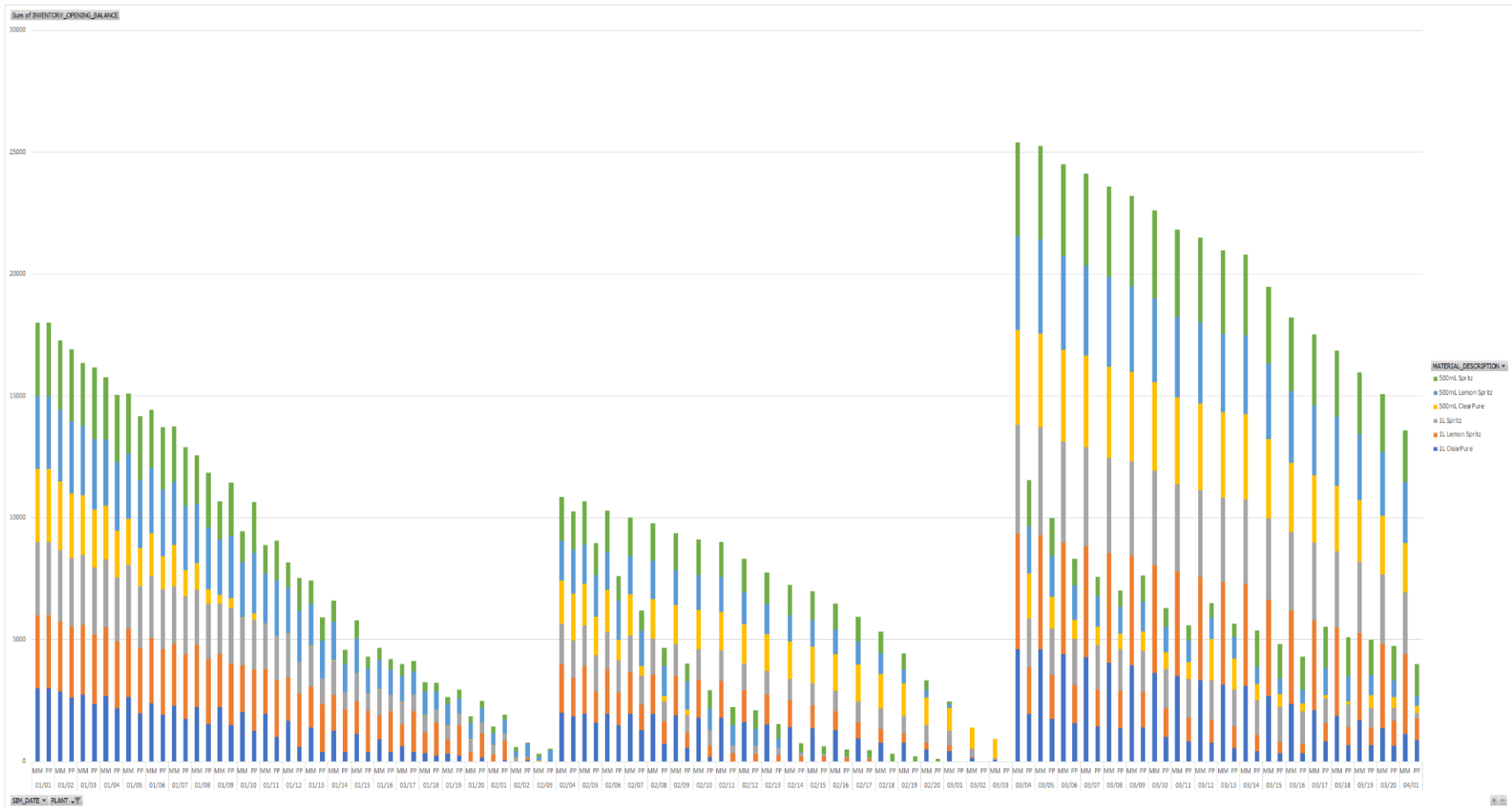


Figure 26 - Inventory Levels by Day

*The graph above shows inventory levels by day for each product for the winning company MM and our company PP. Overall our inventory levels were lower than the winning company's inventory levels. ** See Appendix section for list/table of data*

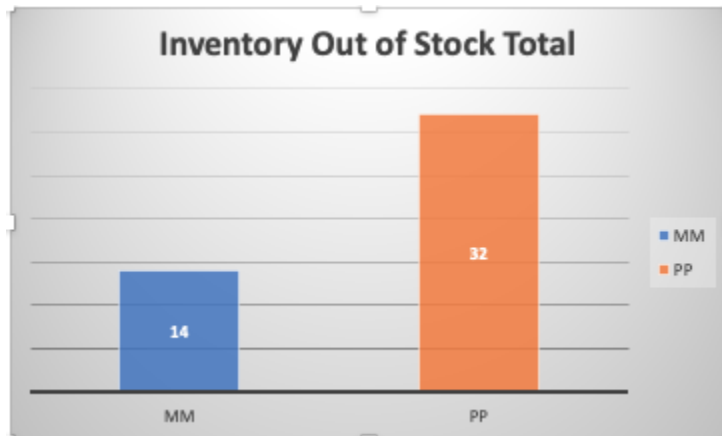


Figure 27 - Inventory Out of Stock Total

The graph above represents the out-of-stock calculation for a product or more for all three rounds with comparison to the winning team MM.

Being out of stock was a disadvantage to competitors, because that allowed competitors to sell products while the Company was out of stock. That results in lost profits.

Sales Quantity by Product and Area

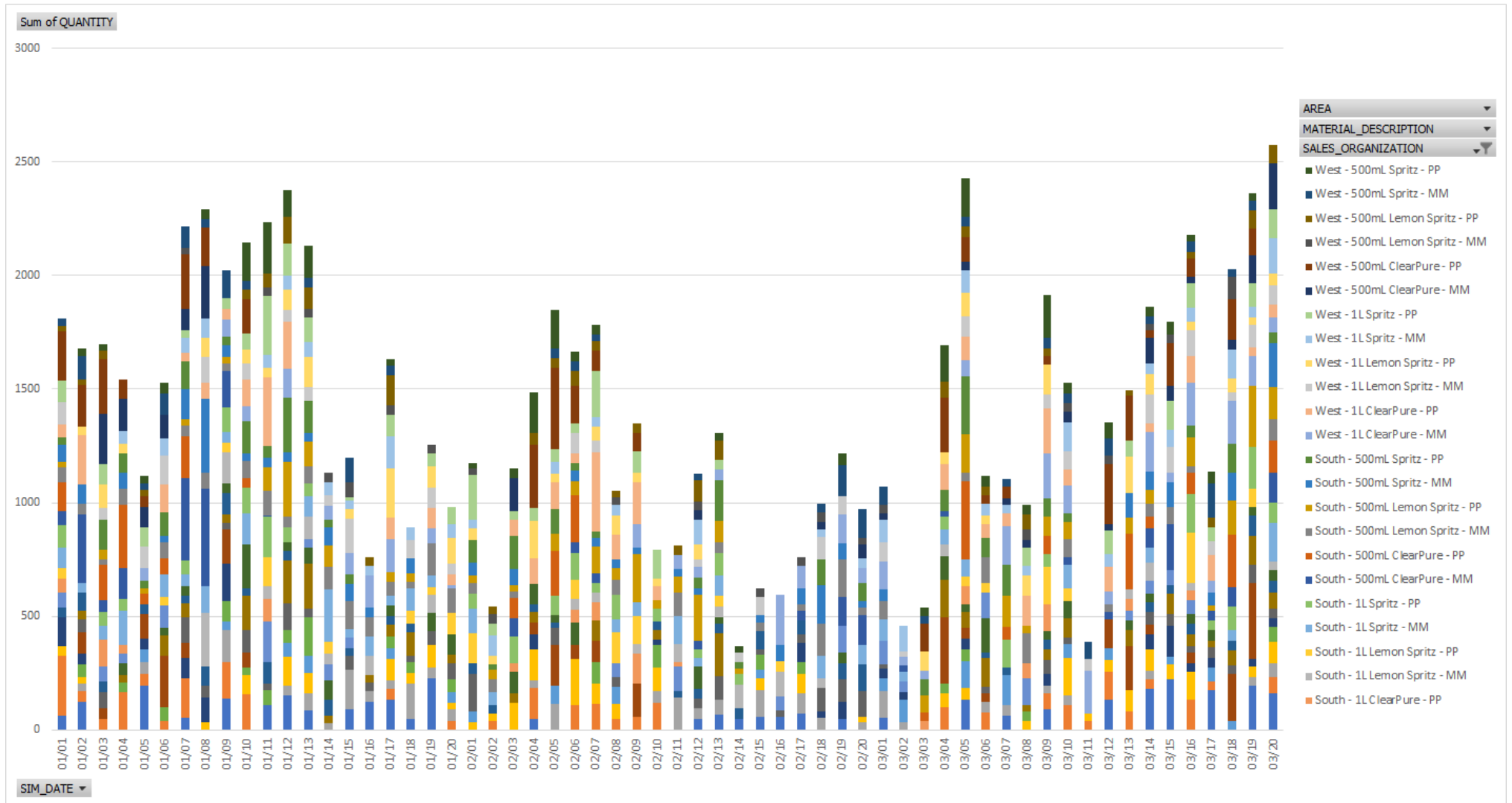


Figure 28 - Sales Quantity by Product and Area

The stacked bar chart above displays the sales quantity for each product in different areas (NO, SO, and West) in our company (PP) and the winning company (WW).

Each product had different sales values in different regions. 500ml spritz had the highest sales in the north region, 500ml lemon spritz had the highest sales in the south region and 500ml clearPure had the highest sales in the west region. With the figure shown below, one can see the daily sales quantity and value amount for each product in different areas of the north, south and west region of Company PP.

Column Labels									
Row Labels	1-Jan		2-Jan		3-Jan		4-Jan		5-Jan
	Sum of QUANTITY	Sum of NET_PRICE	Sum of QUANTITY	Sum of NET_PRICE	Sum of QUANTITY	Sum of NET_PRICE	Sum of QUANTITY	Sum of NET_PRICE	Sum of QUANTITY
North	540	\$ 184.90	606	\$ 292.86	216	\$ 112.95	293	\$ 114.94	
1L ClearPure	327	\$ 80.95	171	\$ 47.97	48	\$ 16.99	169	\$ 47.97	
MM	65	\$ 15.99	122	\$ 31.98					
Jan	65	\$ 15.99	122	\$ 31.98					
Feb									
Mar									
PP	262	\$ 64.96	49	\$ 15.99	48	\$ 16.99	169	\$ 47.97	
Jan	262	\$ 64.96	49	\$ 15.99	48	\$ 16.99	169	\$ 47.97	
Feb									
Mar									
1L Lemon Spritz	44	\$ 20.99	63	\$ 40.98					
MM			34	\$ 19.99					
Jan			34	\$ 19.99					
Feb									
Mar									
PP	44	\$ 20.99	29	\$ 20.99					
Jan	44	\$ 20.99	29	\$ 20.99					
Feb									
Mar									
1L Spritz			53	\$ 18.99			41	\$ 17.99	
MM									
Jan									
Feb									
PP			53	\$ 18.99			41	\$ 17.99	
Jan			53	\$ 18.99			41	\$ 17.99	

Figure 29 - Daily Sale Values and Quantity Table

This table displays daily sales quantity and price per day for each product in different areas.

The Company frequently changed the price of the product based on its sales revenue generated. The daily price changes for each product of Company PP and the winning company is shown in the figure below.

Sum of NET_PRICE	Column Labels										
Row Labels	1-Jan	2-Jan	3-Jan	4-Jan	5-Jan	6-Jan	7-Jan	8-Jan	9-Jan	10-Jan	
North	\$	184.90	\$ 292.86	\$ 112.95	\$ 114.94	\$ 203.89	\$ 239.89	\$ 322.35	\$ 157.93	\$ 500.75	\$ 45
1L ClearPure	\$	80.95	\$ 47.97	\$ 16.99	\$ 47.97	\$ 80.95	\$ 15.99	\$ 63.96		\$ 96.94	\$ 4
MM	\$	15.99	\$ 31.98		\$ 63.96		\$ 15.99	\$ 15.99		\$ 48.97	
Jan	\$	15.99	\$ 31.98		\$ 63.96		\$ 15.99	\$ 15.99		\$ 48.97	
Feb											
Mar											
PP	\$	64.96	\$ 15.99	\$ 16.99	\$ 47.97	\$ 16.99	\$ 15.99	\$ 47.97		\$ 47.97	\$ 4
Jan	\$	64.96	\$ 15.99	\$ 16.99	\$ 47.97	\$ 16.99	\$ 15.99	\$ 47.97		\$ 47.97	\$ 4
Feb											
Mar											
1L Lemon Spritz	\$	20.99	\$ 40.98		\$ 19.99			\$ 19.99	\$ 56.97	\$ 4	
MM		\$ 19.99		\$ 19.99					\$ 56.97		
Jan		\$ 19.99		\$ 19.99					\$ 56.97		
Feb											
Mar											
PP	\$	20.99	\$ 20.99					\$ 19.99		\$ 4	
Jan	\$	20.99	\$ 20.99					\$ 19.99		\$ 4	
Feb											
Mar											
1L Spritz		\$ 18.99		\$ 17.99	\$ 17.99	\$ 17.99			\$ 53.97	\$ 1	
MM				\$ 17.99					\$ 17.99		
Jan				\$ 17.99					\$ 17.99		
Feb											
PP		\$ 18.99		\$ 17.99		\$ 17.99			\$ 53.97	\$ 1	

Figure 30 - Daily Price Changes for Each Product

This table displays the daily price changes for each product for the winning company (MM) and company PP.

Each product sold differently in different regions. In the north 500ml spritz had the highest sales, in south 500ml lemon spritz had the highest sales and in the west 500ml clearPure had the highest sales as shown in the figure below.

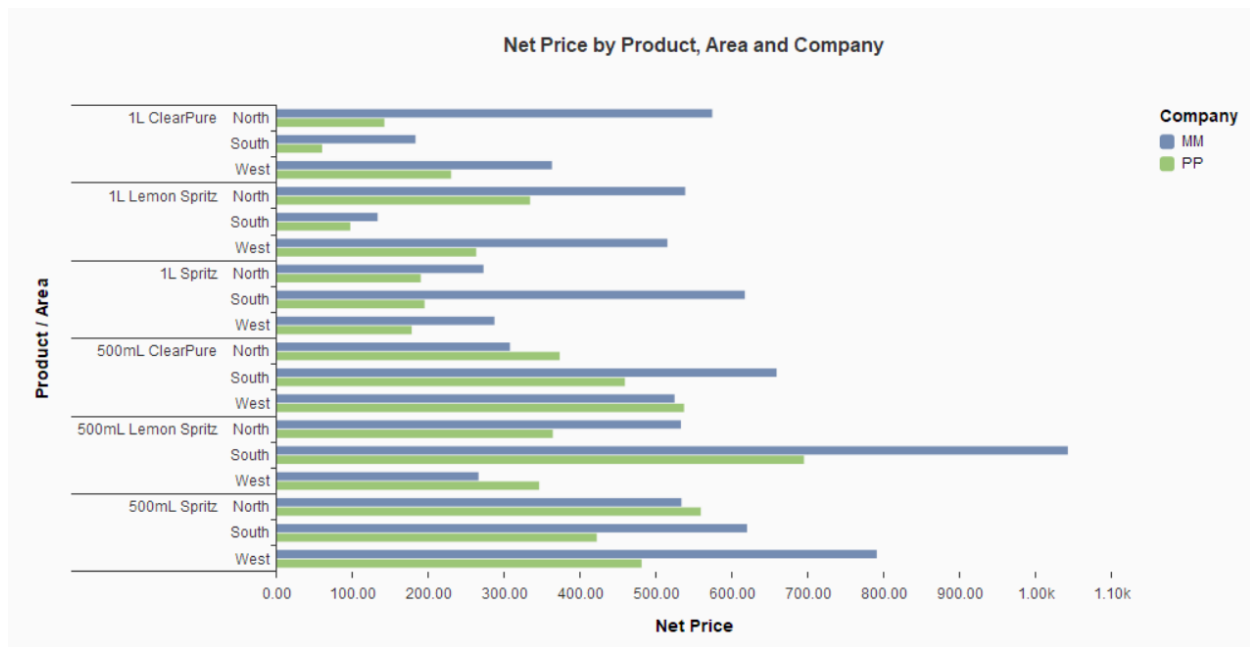


Figure 31 - Column graph that shows the details of the products sold in different regions.

The graph above shows that 500ml spritz had the highest sales in the North region, 500ml lemon spritz had the highest sales in the South region and 500ml clearPure had the highest sales in the West region.

Company PP had the fifth highest valuation. The Company spent the highest amount on marketing. Company PP spent around \$22,000 on our marketing, which is significantly more than company MM, which only spent only \$6,740 on their marketing expenses and has a similar gross profit margin. The revenue we generated was majorly spent on marketing which reduced the overall profit of the company.

Company PP will make significant cuts to the marketing campaign. The Company's strategy was otherwise successful, but it needs to improve its net profit margins which are low due to marketing expenses.

Company Valuation = $\left[\frac{(\text{Current Profit} / \text{Number of Rounds Played}) * 12}{[\text{Market Risk Rate} + \text{Company Risk Rate}]} \right]$

Current Profit = \$6,466.21

Number of Rounds Played = 3

Market Risk Rate = 6%

Company Risk Rate = 5.94%

= $[(22,308 / 3) * 12] / [6\% + 5.94\%]$

= \$223,076.50

Team MM had relatively similar profit results as team PP. Revenues and expenses were within 20,000 of each other. However, Team MM only spent \$6,740 on marketing expenses while team PP spent over \$22,000 on marketing expenses.

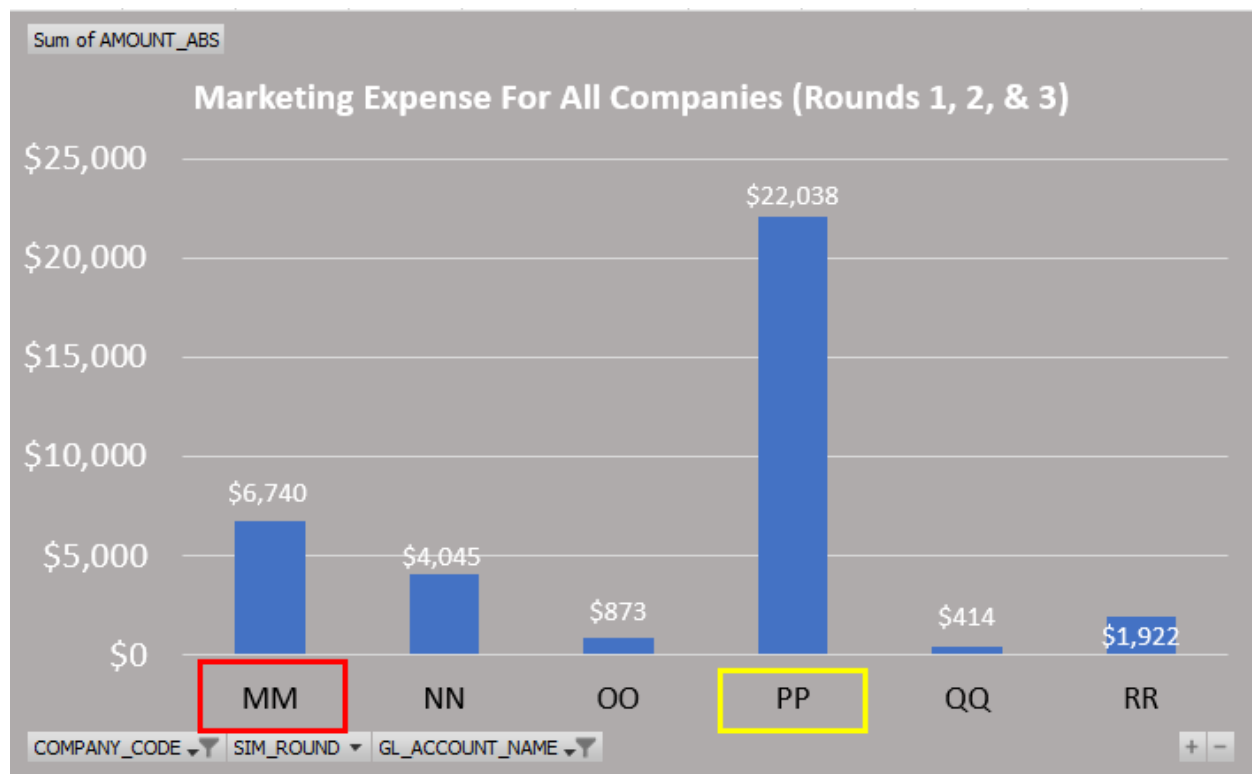


Figure 32 - Total Marketing Expense For All Companies

The graph above shows that Company MM only spent \$6,740 on marketing expenses and Company PP spent \$22,038 on marketing expenses.

Future Strategy Changes

Company PP has to reduce its marketing expenses. The Company spent around \$22,000 on marketing, which is significantly more than company MM, which has spent only \$6,740 on their marketing expenses and has a similar profit margin. Along with that, the Company would benefit from more competitive pricing. There were times when Company PP was charging noticeably higher or lower prices than the competition which should be avoided if possible. Overall, the Company should not lose money when it makes sales in order to maintain an adequate profit margin.

The Company could improve on managing its inventory, as there were several products out of stock over the Sales Period. For example, the 500 mL ClearPure product was out of stock for 14 days.

Based on our calculation, our inventory was out-of-stock for 116 days which is way higher compared to the winning team MM. The Company has to maintain its inventory and avoid going out of stock. One way to prevent running out of stock is to place the purchase order ahead of time.

From a team collaboration perspective, our team should have met often to check in on progress and help each other understand their roles and responsibilities using teams or zoom meetings. There were miscommunications which led to confusion about the team strategy.

Conclusion

Company PP secured fifth position in the game. The Company made the second highest revenue. The total revenue of company PP is \$393,109.65 which is \$14420.63 less than the company QQ which made the highest revenue of \$407,530.28. Company PP invested about \$22,000 (5% of gross margin) on marketing expenses which is significantly more than company MM, which only spent only \$6,740 on marketing expenses and had a similar gross profit margin. The revenue company PP generated was majorly spent on marketing which reduced the overall profit of the company.

The executive data analytics simulation helped our group gain valuable technical and analytical skills. ERP software is a tool that centralizes a company's database of information, automates routine tasks, and simplifies business processes. In addition, ERP provides complete visibility into core business processes, helps in scaling of operations, reducing cost, and improving control over business and decision making.

As a team, it was extremely important to effectively communicate and collaborate. Our team used a variety of communication tools for instant messaging & communication as well as virtual calls to discuss various items in depth. We learned new visualization techniques such as Heat maps and Marimekko charts. We used tools such as MS Excel and Power BI to create the charts and graphs. Graphs and charts helped us visualize and understand how the real time data is used to build strategies and make business decisions.

The first part of the project was heavily focused upon understanding & navigating SAP 4 HANA, generating reports to analyze our company and compete in 20 day simulation periods. The second part of the project involved analyzing initial mistakes and learning how to plan resources. The third part of the project involved competing against other groups in a final competition, with the intent to generate data for further analysis. The results obtained were analyzed to understand how to improve our overall strategy - how to adjust marketing costs, product prices, order quantity. Company PP would benefit from reducing the marketing expenses and increasing team collaboration to address pricing strategies and inventory management.

Appendix

Data for Figure 19

Row Labels	Sum of Quantity	Sum of Net_Price	Sum of Net_Value
Round 1 Total	98226	46366.24	1965955.74
1L Clear Pure	17202	5171.4	277278.3
1L Lemon Spritz	14770	6306.18	284803.78
1L Spritz	15560	5368.4	268935.6
500mL Clear Pure	17974	8481.97	363155.76
500mL Lemon Spritz	15472	11022.2	384418.62
500mL Spritz	17248	10016.09	387363.68
Round 2 Total	64097	28926.46	1254837.55
1L Clear Pure	9656	2834.19	154680.25
1L Lemon Spritz	10799	4467.88	203440.24
1L Spritz	9647	3222.87	162871.98
500mL Clear Pure	11067	5479.74	229430
500mL Lemon Spritz	11059	6697.54	250768.31

500mL Spritz	11869	6224.24	253646.77
Round 3 Total	84617	34127.25	1567010.11
1L Clear Pure	15484	4003.58	233025.76
1L Lemon Spritz	11457	4420.96	209684.25
1L Spritz	11741	3560.73	191247.73
500mL Clear Pure	18776	8170.14	364408.67
500mL Lemon Spritz	13347	7150.9	286157.12
500mL Spritz	13812	6820.94	282486.58
Grand Total	246940	109419.95	4787803.4

Data for Figure 20

Company	Marketing Expense	Total Revenue
MM	1.791	376373.19
OO	0.245	356534.04
NN	1.113	363507.84
QQ	0.102	407530.28

PP	5.606	393109.65
RR	0.738	260518.75
Total	9.595	2157573.75

Data for Figure 23

Daily inventory levels by product and company

Sum of INVENTORY_OPENING_BALANCE	Column Labels					
Row Labels	1L ClearPure	1L Lemon Spritz	1L Spritz	500mL ClearPure	500mL Lemon Spritz	500mL Spritz
01/01						
MM	3000	3000	3000	3000	3000	3000
NN	3000	3000	3000	3000	3000	3000
OO	3000	3000	3000	3000	3000	3000
PP	3000	3000	3000	3000	3000	3000
QQ	2000	2000	2000	2000	2000	2000
RR	4000	4000	4000	4000	4000	4000
01/02						

MM	2871	2898	2906	2814	2932	2847
NN	2843	2929	3000	2765	3000	2936
OO	2774	2811	2951	2639	2931	3000
PP	2619	2913	2812	2657	2952	2967
QQ	1833	1886	2000	1727	1920	1962
RR	3335	3641	3796	3080	3609	3653
01/03						
MM	2749	2864	2863	2463	2833	2579
NN	2667	2929	2918	2566	2799	2833
OO	2592	2723	2840	2374	2896	2948
PP	2353	2849	2759	2378	2886	2933
QQ	1724	1795	2000	1480	1920	1936
RR	2689	3520	3200	2047	3302	3089
01/04						
MM	2685	2814	2800	2188	2737	2531
NN	2667	2901	2918	2566	2799	2763
OO	2438	2595	2618	1765	2750	2712
PP	2188	2743	2611	1937	2805	2771
QQ	1605	1675	1904	1189	1802	1725
RR	2450	3167	2816	1548	3055	2668
01/05						
MM	2644	2814	2596	1912	2664	2461
NN	2600	2703	2918	2345	2758	2763

OO	2166	2504	2393	739	2570	2581
PP	1977	2698	2519	1573	2773	2636
QQ	989	1500	1904	611	1673	1436
RR	2263	3104	2752	1340	3031	2448
01/06						
MM	2396	2668	2541	1772	2664	2389
NN	2600	2667	2815	1790	2655	2594
OO	2076	2343	2162	349	2503	2366
PP	1921	2698	2436	1371	2720	2573
QQ	807	1426	1685	64	1647	1042
RR	2087	2823	2493	717	2655	2184
01/07						
MM	2298	2541	2364	1671	2593	2268
NN	2487	2667	2815	1666	2590	2553
OO	1740	2296	1987	20	2310	2366
PP	1761	2660	2376	1072	2630	2388
QQ	415	1058	1408	0	1512	775
RR	1749	2685	2351	238	2522	2083
01/08						
MM	2243	2541	2246	1124	2409	2007
NN	2089	2253	2671	1615	2442	2513
OO	1554	2296	1987	0	2310	2220
PP	1552	2660	2280	581	2537	2227

QQ	317	922	1107	0	1355	641
RR	1488	2520	2186	185	2283	1953
01/09						
MM	2243	2188	2044	354	2289	1560
NN	1871	2187	2671	1373	2356	2388
OO	1405	2257	1837	0	2268	2094
PP	1482	2544	2280	409	2537	2187
QQ	317	922	955	0	1180	593
RR	1157	2208	1890	120	1905	1786
01/10						
MM	2031	1906	1963	29	2230	1287
NN	1547	2146	2559	1087	2279	2237
OO	1034	2035	1737	0	2183	1815
PP	1276	2500	2033	257	2473	2108
QQ	317	871	849	0	942	593
RR	1088	2119	1676	81	1810	1644
01/11						
MM	1965	1835	1826	29	2055	1183
NN	1502	2026	2415	785	2215	2209
OO	961	1836	1525	0	2007	1732
PP	998	2360	1808	0	2281	1609
QQ	280	836	849	0	900	568
RR	910	2119	1570	41	1588	1379

01/12						
MM	1675	1777	1768	26	1886	1045
NN	1385	1841	2317	620	1768	1847
OO	628	1591	1428	0	1862	1592
PP	597	2191	1304	0	2113	1334
QQ	229	836	849	0	900	568
RR	820	2024	1509	0	1588	1268
01/13						
MM	1396	1680	1644	26	1725	958
NN	1273	1627	2058	446	1560	1576
OO	528	1501	1365	0	1862	1295
PP	388	1979	1037	0	1569	938
QQ	229	836	849	0	900	568
RR	776	1972	1411	0	1461	1203
01/14						
MM	1271	1452	1411	26	1579	877
NN	974	1485	1613	155	1274	1286
OO	511	1430	1253	0	1780	1178
PP	388	1754	699	0	1167	587
QQ	229	836	849	0	869	568
RR	732	1932	1376	0	1290	839
01/15						
MM	1139	1329	1119	26	1440	725

NN	654	1347	1460	57	982	1044
OO	117	1137	1196	0	1675	1049
PP	388	1702	699	0	1042	470
QQ	88	780	667	0	743	496
RR	732	1884	1283	0	1190	728
01/16						
MM	903	1011	1036	26	1194	506
NN	309	1274	1184	0	786	847
OO	0	1025	1010	0	1630	752
PP	388	1660	687	0	1040	429
QQ	48	732	525	0	573	102
RR	732	1799	1153	0	1111	728
01/17						
MM	635	876	913	26	1074	464
NN	109	1064	1054	0	632	694
OO	0	994	939	0	1470	599
PP	388	1660	687	0	970	429
QQ	0	288	114	0	210	0
RR	732	1578	937	0	1011	416
01/18						
MM	355	838	680	26	971	384
NN	53	983	1054	0	475	607
OO	0	946	939	0	1293	416

PP	244	1351	539	0	746	355
QQ	0	161	45	0	90	0
RR	732	1468	865	0	1011	347
01/19						
MM	306	604	521	26	911	282
NN	0	983	948	0	429	522
OO	0	809	762	0	852	287
PP	244	1248	495	0	604	355
QQ	0	12	10	0	24	0
RR	732	1023	660	0	927	173
01/20						
MM	17	383	472	26	671	282
NN	0	957	948	0	365	492
OO	0	712	516	0	637	81
PP	154	1020	438	0	604	274
QQ	0	12	10	0	0	0
RR	732	983	559	0	828	17
02/01						
MM	0	287	359	26	490	282
NN	0	917	780	0	296	279
OO	0	651	464	0	374	0
PP	66	785	312	0	567	187
QQ	0	12	10	0	0	0

RR	732	578	515	0	801	4
02/02						
MM	0	0	146	26	249	176
NN	0	0	223	0	0	0
OO	0	0	0	0	147	0
PP	66	71	51	0	534	67
QQ	0	0	0	0	0	0
RR	732	0	497	0	729	4
02/03						
MM	0	0	0	26	152	139
NN	0	0	223	0	0	0
OO	0	0	0	0	112	0
PP	27	0	0	0	456	42
QQ	0	0	0	0	0	0
RR	684	0	497	0	729	4
02/04						
MM	2000	2000	1656	1778	1633	1787
NN	2000	1855	2000	1944	1960	1658
OO	1946	1844	1670	1854	1808	2000
PP	1849	1591	1532	1910	1817	1573
QQ	1869	1464	1329	1806	997	1548
RR	989	1000	1000	1000	1242	1000
02/05						

MM	1952	1966	1656	1714	1633	1756
NN	1948	1805	1954	1796	1757	1244
OO	1946	1844	1527	1456	1808	1936
PP	1600	1286	1477	1576	1723	1302
QQ	1760	1018	897	1464	767	1299
RR	989	1000	1000	1000	1242	1000
02/06						
MM	1952	1852	1521	1714	1562	1691
NN	1823	1763	1913	1574	1610	918
OO	1835	1794	1471	1162	1808	1878
PP	1482	1338	1334	841	1604	993
QQ	1663	942	850	1254	737	970
RR	989	1000	1000	1000	1242	1000
02/07						
MM	1952	1710	1521	1668	1562	1605
NN	1719	1763	1913	1270	1206	918
OO	1767	1741	1259	925	1737	1678
PP	1277	1054	1170	411	1471	819
QQ	1365	849	743	1170	668	897
RR	989	881	1000	1000	1242	1000
02/08						
MM	1952	1616	1478	1624	1562	1542
NN	1662	1627	1879	1153	1098	837

OO	1538	1696	1150	251	1737	1372
PP	738	901	833	227	1216	748
QQ	1315	791	638	1051	640	813
RR	989	881	1000	1000	1242	1000
02/09						
MM	1893	1616	1303	1624	1418	1508
NN	1492	1402	1802	376	925	687
OO	1288	1648	1084	183	1669	1177
PP	577	612	723	227	1137	748
QQ	1281	749	547	1003	541	780
RR	989	881	967	969	1185	918
02/10						
MM	1790	1571	1241	1624	1418	1480
NN	1451	1195	1802	356	925	687
OO	838	1499	1039	0	1522	896
PP	202	454	628	0	882	748
QQ	1281	630	547	920	503	634
RR	989	881	967	924	1185	871
02/11						
MM	1790	1520	1241	1601	1418	1442
NN	1451	1141	1669	228	808	687
OO	743	1440	949	0	1325	625
PP	19	320	341	0	804	748

QQ	1233	496	401	848	372	220
RR	989	881	967	690	1153	737
02/12						
MM	1619	1299	1117	1601	1312	1381
NN	1363	897	1518	134	775	628
OO	549	1440	813	0	1255	373
PP	0	320	341	0	692	748
QQ	911	398	302	655	249	11
RR	1952	1843	1967	1555	1867	1651
02/13						
MM	1521	1221	973	1518	1229	1288
NN	1209	897	1420	134	775	581
OO	473	1280	611	0	1151	281
PP	0	256	304	0	390	604
QQ	562	319	259	327	157	11
RR	1952	1843	1904	1506	1867	1562
02/14						
MM	1406	1107	885	1518	1081	1247
NN	1166	754	1364	77	669	547
OO	353	1108	498	0	1073	82
PP	0	207	164	0	21	359
QQ	239	95	259	243	83	0
RR	1952	1843	1904	1478	1867	1471

02/15						
MM	1356	960	885	1518	1081	1203
NN	1005	665	1364	32	669	511
OO	6	946	432	0	1038	49
PP	0	207	115	0	0	302
QQ	167	9	205	166	40	0
RR	1952	1843	1819	1027	1359	1139
02/16						
MM	1298	761	844	1518	978	1093
NN	1005	629	1327	32	636	421
OO	6	768	316	0	1003	49
PP	0	155	52	0	0	302
QQ	0	9	151	0	10	0
RR	1952	1805	1671	631	853	432
02/17						
MM	955	657	844	1518	950	1021
NN	888	369	1201	32	533	209
OO	6	724	316	0	870	49
PP	0	107	52	0	0	302
QQ	0	9	151	0	10	0
RR	1786	1576	1460	44	590	69
02/18						
MM	783	569	844	1390	851	886

NN	681	197	1105	0	405	0
OO	0	447	24	0	675	0
PP	0	23	0	0	0	302
QQ	0	9	151	0	10	0
RR	1786	1576	1460	0	590	0
02/19						
MM	783	372	716	1329	564	681
NN	599	78	1105	0	106	0
OO	0	364	0	0	606	0
PP	0	23	0	0	0	185
QQ	0	9	151	0	10	0
RR	1561	1259	1129	0	590	0
02/20						
MM	489	294	716	1126	304	403
NN	397	0	966	0	0	0
OO	0	53	0	0	518	0
PP	0	23	0	0	0	82
QQ	0	9	151	0	10	0
RR	1561	1193	1040	0	483	0
03/01						
MM	426	259	584	933	134	131
NN	357	0	772	0	0	0
OO	0	12	0	0	401	0

PP	0	0	0	0	0	0
QQ	0	9	16	0	10	0
RR	1561	1052	981	0	424	0
03/02						
MM	147	55	332	860	0	0
NN	227	0	738	0	0	0
OO	0	12	0	0	289	0
PP	0	0	0	0	0	0
QQ	0	9	16	0	10	0
RR	1508	865	914	0	238	0
03/03						
MM	64	0	69	801	0	0
NN	161	0	693	0	0	0
OO	0	2	0	0	105	0
PP	0	0	0	0	0	0
QQ	0	9	0	0	10	0
RR	1466	736	852	0	98	0
03/04						
MM	4602	4741	4485	3868	3866	3836
NN	1017	941	1393	970	855	955
OO	2257	1492	1957	2895	1000	1917
PP	1959	1914	2000	1839	1927	1893
QQ	2414	2502	2791	2218	2442	2383

RR	1466	652	892	769	964	784
03/05						
MM	4602	4686	4421	3842	3866	3836
NN	1221	1541	1280	1271	1418	1555
OO	2059	1435	1957	2769	1000	1828
PP	1750	1799	1900	1307	1694	1533
QQ	1985	2136	2141	1967	2000	2000
RR	1408	1012	852	1661	998	1784
03/06						
MM	4398	4595	4130	3757	3828	3793
NN	1221	1497	1214	1191	1340	1484
OO	2001	1322	1864	2241	972	1761
PP	1570	1595	1848	814	1403	1079
QQ	1948	2033	1984	1928	2000	1943
RR	1408	1012	809	1545	842	1750
03/07						
MM	4284	4546	4075	3757	3682	3768
NN	1011	1464	1065	1055	1106	1402
OO	1580	945	1727	1823	913	1496
PP	1433	1517	1848	738	1245	797
QQ	1850	2033	1939	1588	2000	1943
RR	1408	977	761	1545	801	1673
03/08						

MM	4053	4502	3907	3728	3682	3700
NN	960	1342	945	953	839	1349
OO	1232	661	1634	1141	1040	1092
PP	1374	1517	1727	628	1109	660
QQ	1850	2033	1939	1588	2000	1943
RR	1369	944	703	1464	801	1673
03/09						
MM	3936	4502	3863	3695	3504	3700
NN	606	917	754	284	478	540
OO	1131	511	1330	758	1001	973
PP	1381	1486	1658	814	1205	1087
QQ	1850	2033	1939	1588	2000	1943
RR	1369	944	703	1409	758	1673
03/10						
MM	3645	4408	3863	3644	3443	3614
NN	358	917	721	284	190	540
OO	793	324	1262	407	1001	915
PP	999	1190	1602	693	1040	776
QQ	1805	1986	1939	1588	2000	1893
RR	1369	831	657	1082	694	1602
03/11						
MM	3524	4283	3569	3562	3300	3574
NN	358	917	721	284	99	304

OO	632	281	1079	242	888	748
PP	821	970	1602	693	874	618
QQ	1705	1895	1854	1588	1969	1893
RR	1369	775	657	912	574	1437
03/12						
MM	3334	4233	3569	3562	3300	3495
NN	253	862	840	129	99	257
OO	632	229	1014	156	839	706
PP	782	938	1602	1693	874	618
QQ	1573	2202	2333	1783	1769	2070
RR	1313	675	657	912	526	1367
03/13						
MM	3144	4233	3458	3498	3229	3423
NN	164	768	840	76	6	132
OO	578	229	1014	156	762	706
PP	551	889	1501	1301	874	543
QQ	938	1858	1974	347	1680	1649
RR	1313	675	657	912	526	1367
03/14						
MM	3097	4192	3458	3498	3229	3315
NN	619	808	801	576	397	353
OO	578	89	870	115	689	572
PP	419	658	1432	662	706	1503

QQ	839	1691	1273	7	1443	1567
RR	1313	496	657	912	472	1318
03/15						
MM	2691	3947	3347	3241	3091	3162
NN	619	808	691	507	378	321
OO	578	36	825	0	650	531
PP	333	470	1432	530	643	1419
QQ	719	1625	1048	7	1395	1466
RR	1313	450	657	679	289	1111
03/16						
MM	2358	3832	3239	2829	2931	3019
NN	534	808	691	330	303	321
OO	1000	4	757	725	579	383
PP	333	406	1305	343	552	1364
QQ	549	1526	683	0	1258	1328
RR	1267	450	613	534	289	922
03/17						
MM	2105	3690	3178	2763	2875	2926
NN	500	777	691	295	150	74
OO	958	0	707	525	579	302
PP	836	732	1026	124	1126	1698
QQ	470	1452	599	0	1122	1259
RR	1237	450	613	500	253	882

03/18						
MM	1882	3628	3118	2679	2830	2719
NN	500	777	691	295	150	74
OO	958	0	707	525	579	302
PP	682	732	921	124	1030	1599
QQ	444	1717	400	159	1096	1186
RR	1237	419	568	350	207	762
03/19						
MM	1692	3588	2906	2550	2699	2518
NN	447	543	498	69	32	103
OO	906	0	652	457	538	302
PP	682	716	815	505	815	1474
QQ	141	1388	249	9	1023	1168
RR	1237	331	568	350	171	608
03/20						
MM	1364	3452	2861	2396	2617	2381
NN	413	509	415	0	49	26
OO	690	0	598	3	498	264
PP	642	1038	527	430	686	1407
QQ	24	1154	233	9	992	975
RR	1237	331	568	310	171	578
04/01						
MM	1138	3272	2536	2024	2484	2136

NN	254	465	379	0	5	0
OO	690	0	598	0	498	196
PP	873	895	240	286	392	1311
QQ	24	1090	49	9	992	800
RR	1237	243	568	144	76	463

Data for Figure 26

List of quantity and value amount for each product in different areas (NO, SO, and West) in our company and the winning company.

Sum of QUANTITY	Column Labels	
Row Labels	MM	PP
North		
1L ClearPure		
01/01	65	26 2
01/02	122	49
01/03		48
01/04		16 9
01/05	193	56

01/06		40
01/07	55	17 1
01/09	139	15 8
01/10		15 8
01/11	112	
01/12	151	
01/13	85	
01/15	93	
01/16	124	
01/17	135	46
01/18	49	
01/19	226	
01/20		41
02/02		39
02/04	48	13 6
02/06		11 2
02/07		11 4
02/08		51
02/09		58
02/10		12

		0
02/12	51	
02/13	66	
02/14	50	
02/15	58	
02/16	58	
02/17	74	
02/19	47	
03/01	53	
03/04		99
03/05	132	
03/06		75
03/07	65	
03/09	93	69
03/10		10 8
03/11		39
03/12	134	12 3
03/13		82
03/14	179	45
03/15	224	
03/16		13 6

03/17	174	40
03/19	195	
03/20	163	71
1L Lemon Spritz		
01/01		44
01/02	34	29
01/05	50	
01/08		33
01/09	144	
01/10		82
01/12	45	12 4
01/13	76	92
01/14	32	
01/15	171	
01/16	47	
01/17	38	92
01/18	156	48
01/19	49	99
01/20	49	29
02/01		33
02/02		34
02/03		12 0

02/04	34	139
02/05	114	
02/06		203
02/07		92
02/08		65
02/10	51	103
02/11	144	
02/12	43	
02/13	68	
02/15	116	52
02/17	88	84
02/18	53	
02/20	35	23
03/01	119	
03/02	33	
03/04		61
03/05		55
03/06	49	
03/07	44	
03/08		38
03/09	33	

03/10	46	16 2
03/11		32
03/12		49
03/13		94
03/14	37	96
03/15		64
03/16		12 2
03/19	40	46
03/20	60	92
1L Spritz		
01/02		53
01/04		41
01/05	55	
01/06		60
01/09	37	91
01/10		37
01/11		66
01/12	64	58
01/13	73	17 2
01/17	51	51
01/18		44

01/20	48	54
02/01	51	
02/05	82	
02/07		93
02/08	73	
02/10		10
		1
02/15	41	63
02/17		52
03/01	56	
03/02	103	
03/04		45
03/05	115	52
03/07	131	
03/08		44
03/10	64	
03/12	54	
03/15	35	
03/17	60	
03/18	38	
03/20		70
500mL ClearPure		
01/01	124	
01/02	50	93

01/03		49
01/05	49	108
01/06		226
01/07	91	66
01/08	109	
01/09	164	152
01/10		63
02/04	64	54
02/05		180
02/06		61
02/07		94
02/09		148
02/10	23	
02/17	85	
02/18	30	
02/19	79	
03/01	43	
03/02	32	
03/04		291
03/05	48	47

03/06		38
03/09	51	
03/12		12 6
03/13		19 3
03/14	64	44
03/15	137	
03/16	37	46
03/17	45	
03/18		21 0
03/19	33	33 1
03/20	38	
500mL Lemon Spritz		
01/02	55	42
01/03	71	
01/04		32
01/06		90
01/07	112	64
01/08	52	
01/09	26	37
01/10	102	14 8

01/11	28	
01/12	118	18 5
01/13	35	20 0
01/14		30
01/15	63	
01/16	36	33
01/17		52
01/18	29	10 6
01/19	59	
01/20	74	37
02/01	165	
02/03		41
02/04		45
02/05	71	
02/07		90
02/08	45	
02/10		43
02/12	46	
02/13	103	18 8
02/15	26	
02/16	28	

02/17	36	
02/18	101	
02/19	96	
02/20	113	
03/01	19	
03/04		16 4
03/05		73
03/06	30	12 4
03/08		30
03/09	61	49
03/10	25	89
03/13		71
03/14	55	
03/15	49	91
03/16	29	49
03/17	45	30
03/18	35	66
03/19	82	12 6
03/20	39	73
500mL Spritz		
01/01	45	

01/02	79	
01/03	48	
01/04		51
01/05	43	
01/06		34
01/07	31	42
01/08	85	
01/09	97	39
01/10	34	19 1
01/11	94	
01/12	44	39
01/13		69
01/14	74	82
01/15	33	
01/17	36	45
01/18	36	
01/19		81
01/20		87
02/01	47	
02/02	37	
02/03		93
02/04	31	91
02/05	25	34

02/06		99
02/10	38	
02/11	29	
02/12	41	99
02/13	41	31
02/14	44	
02/15	79	
02/17	61	
02/19	70	51
02/20	117	
03/04		10 4
03/05		33
03/06	25	14 9
03/07	37	
03/09	40	40
03/10		74
03/13		40
03/14	43	39
03/15	36	
03/16	48	45
03/17		48
03/18	43	

03/19	93	36
03/20	51	49
South		
<hr/>		
1L ClearPure		
01/01	64	64
01/03	64	11 7
01/04	41	42
01/06	98	
01/11	178	99
01/13	40	
01/14	70	
01/15	45	
02/03		42
02/06		53
02/07		79
02/08	59	
02/09		13 0
02/11	108	19
02/16	64	
02/19	118	
03/01	101	
03/02	44	

03/03		41
03/05		78
03/06	114	
03/08	117	65
03/09		11 7
03/13	47	50
03/14	54	
03/15	66	
03/16	61	43
1L Lemon Spritz		
01/01		43
01/06		38
01/08	238	
01/09	138	44
01/11	58	12 7
01/13	95	
01/14	47	52
01/16	88	
01/18		55
01/19	80	35
01/20		96
02/01		13

		1
02/06	50	81
02/07	42	
02/08		13 7
02/09	45	11 9
02/11	77	
02/13	46	49
02/14	105	
02/16	104	48
02/18	45	
03/04	55	
03/05		44
03/06		41
03/09		16 4
03/10		58
03/13	41	
03/14	83	
03/16	33	21 8
03/19		82
03/20	36	
1L Spritz		

01/01	94	96
01/02	43	
01/03	63	58
01/04	150	51
01/06	98	
01/07	52	63
01/08	116	
01/09	44	11 0
01/10	137	11 5
01/11		17 9
01/12		66
01/13	91	58
01/14	234	
01/15	41	
01/16	83	
01/17	43	
01/18	100	
01/19	49	
02/01	109	65
02/02	56	
02/03		11 4

02/05		86
02/06		12 2
02/07		41
02/08	55	11 0
02/09	62	
02/10		56
02/11	124	
02/12	36	37
02/13	88	10 0
02/14		49
02/18	96	
02/20	88	
03/01	98	
03/02	45	
03/04	64	55
03/05	76	
03/07		12 1
03/09		56
03/10	102	
03/14	64	
03/16		17

		1
03/17		42
03/18	47	10 6
03/19		18 3
03/20	169	89
500mL ClearPure		
01/01	62	12 6
01/02	301	
01/03	56	15 1
01/04	134	27 8
01/05		46
01/06		73
01/07	360	18 6
01/08	431	
01/09	161	
01/10		44
01/11	3	
02/03	80	90
02/05		19 6

02/06	46	206
02/07	44	
02/12	39	
02/17	43	
02/19	124	
02/20	132	
03/02	27	
03/03		37
03/04	26	
03/05		341
03/07		58
03/09		82
03/10	33	
03/12	35	
03/13		248
03/14	84	53
03/15	206	
03/16		94
03/17	39	
03/18	85	230
03/20	132	14

		4
500mL Lemon Spritz		
01/01	68	23
01/02	44	
01/03	25	42
01/04	73	
01/05		25
01/06	71	
01/07	45	29
01/08	68	
01/09	33	27
01/10	73	
01/11	106	10 5
01/12	43	24 1
01/13	77	10 8
01/14	97	95
01/15	119	
01/16	84	
01/17	61	43
01/18	31	36
01/19	145	

01/20	107	
02/01	46	33
02/02	55	45
02/03	29	31
02/05		78
02/06		64
02/07		12 0
02/08	67	53
02/09		21 2
02/10		35
02/11	106	68
02/12		20 5
02/13	45	95
02/14		21
02/15	39	
02/17	28	
02/18	143	
02/19	164	
02/20	31	
03/01	79	
03/03		73

03/05	38	16 9
03/06	116	
03/07		13 6
03/08	131	33
03/09		82
03/10	80	77
03/12	33	
03/13		70
03/14	56	63
03/15	73	
03/16	27	12 7
03/17		27
03/18		14 9
03/19		26 5
03/20	94	14 0
500mL Spritz		
01/01	75	33
01/02	87	
01/03		13 3

01/04	70	84
01/05		31
01/06	26	10 5
01/07	135	11 9
01/08	325	
01/09	52	40
01/10	32	14 1
01/11	44	50
01/12	43	24 0
01/13	38	14 1
01/14	78	35
01/15	77	41
01/16	42	
01/18	66	
02/01	59	95
02/02		25
02/03	70	14 3
02/05		10 4
02/06	46	32

02/07	35	30
02/08	34	
02/09	28	
02/11	32	
02/12	27	45
02/13		17 9
02/14		31
02/15	31	
02/16	72	
02/17	74	
02/18	168	11 7
02/19	73	
02/20	28	82
03/01	49	
03/03		72
03/04		95
03/05		25 4
03/06		82
03/07		13 7
03/09		83
03/10		37

03/13	108	
03/14	78	
03/15	107	
03/16		52
03/17	56	
03/18	124	12 5
03/20	194	47
West		
<hr/>		
1L ClearPure		
01/01		55
01/02		21 7
01/05	55	
01/06		12 0
01/07		38
01/08		70
01/09	73	48
01/10	66	12 0
01/11		30 2
01/12	128	20 9
01/14	62	

01/15	98	
01/16	144	
01/17	145	98
01/19	63	90
01/20	17	47
02/03		70
02/04		11 3
02/05		11 8
02/06		40
02/07		34 6
02/08		11 0
02/09	103	18 7
02/10		63
02/11	63	
02/12	47	
02/13	49	
02/16	221	
02/17	98	
02/19	129	
02/20	63	

03/01	125	
03/02	39	
03/03	36	
03/04		11 0
03/05	72	10 2
03/06		62
03/07	166	59
03/08		13 3
03/09	198	19 6
03/10	121	70
03/11	190	
03/12	56	10 8
03/14	173	41
03/15	43	
03/16	192	11 8
03/17	49	11 4
03/18	190	
03/19	133	40
03/20	63	60

1L Lemon Spritz

01/01	102	
01/02		35
01/03	50	10 6
01/04		45
01/05	96	
01/06	127	
01/08	115	83
01/10	71	58
01/11		42
01/12	52	88
01/13	57	13 3
01/14	44	
01/15	147	42
01/17		21 7
01/18	78	
01/19	92	94
01/20	47	11 0
02/01		54
02/02		37
02/04		16

		6
02/05		39
02/06	92	
02/07	52	61
02/08		87
02/09		39
02/10		31
02/12	35	64
02/14	42	
02/15	83	
02/18	99	
02/19	78	
03/01	85	
03/02	22	
03/03		86
03/04		54
03/05	91	10 5
03/06		37
03/08		89
03/09	61	13 2
03/10	79	
03/11	50	

03/13		15 9
03/14	125	92
03/15	115	
03/16	109	40
03/17	62	
03/18	40	59
03/19	96	36
03/20	84	51
1L Spritz		
01/01		92
01/03		90
01/04	54	
01/05		83
01/06	79	
01/07	66	33
01/08	86	
01/09		46
01/10		73
01/11	58	25 9
01/12	60	14 3
01/13	69	10 8

01/14	58	
01/15	42	12
01/16	40	
01/17	139	97
01/18	59	
01/19		57
01/20	65	72
02/01	38	19 6
02/02	90	51
02/03		42
02/04		55
02/05	53	57
02/06		42
02/07	43	20 3
02/08	47	
02/09		95
02/10		13 0
02/12	108	
02/13		40
02/18	32	
02/20	44	

03/01	98	
03/02	115	
03/05	100	
03/06	55	
03/07	37	
03/08	44	80
03/10	128	
03/12	57	10 1
03/13		69
03/14	47	
03/15	73	12 7
03/16	61	10 8
03/17		63
03/18	127	
03/19	45	10 5
03/20	156	12 8
500mL ClearPure		
01/01		21 7
01/02		18 6

01/03	219	24 1
01/04	142	86
01/05	91	48
01/06	101	
01/07	96	23 9
01/08	230	17 2
01/10		15 0
02/03	142	
02/04		28 0
02/05		35 9
02/06		16 3
02/07		90
02/09		79
02/12	44	
02/18	31	
02/20	61	
03/01	30	
03/03		12 4

03/04		241
03/05	37	105
03/06		38
03/07	29	52
03/08	33	
03/09		39
03/10	49	
03/12	29	266
03/13		198
03/14	109	35
03/15	69	187
03/16	29	79
03/18	44	179
03/19	121	120
03/20	202	
500mL Lemon Spritz		
01/01		25
01/02		24
01/03		39

01/05		28
01/07	27	
01/10		44
01/11	35	63
01/12		11 8
01/13	34	94
01/14	42	
01/15	64	2
01/16		37
01/17	42	12 9
01/19	36	
02/01	30	
02/02	42	33
02/04		49
02/05		41
02/06		69
02/07		45
02/08	32	26
02/09		43
02/11		44
02/12	37	97
02/13		86

02/15	38	
02/17	35	
02/18	43	
02/20	26	
03/01	36	
03/04		69
03/05		49
03/06		34
03/08	47	66
03/09		34
03/10	38	
03/12	38	
03/13		27
03/14	27	
03/15	38	
03/16		31
03/17		39
03/18	96	
03/19		78
03/20		81
500mL Spritz		
01/01	33	
01/02	102	34

01/03		29
01/05	29	32
01/06	95	46
01/07	95	
01/08	37	40
01/09	124	
01/10	38	16 7
01/11		22 5
01/12		11 7
01/13	43	14 1
01/15	109	
01/17	44	29
02/01		25
02/03		46
02/04		18 0
02/05	40	17 1
02/06	40	43
02/07	28	41
02/12	25	
02/13		35

02/14		26
02/18	37	
02/19	135	52
02/20	127	
03/01	82	
03/03	33	35
03/04		16 1
03/05	43	16 7
03/06		51
03/07	31	
03/08		40
03/09	46	18 8
03/10	40	47
03/11	79	
03/12	72	75
03/14	32	45
03/15		55
03/16	45	26
03/17	151	51
03/18	34	
03/19	44	31

