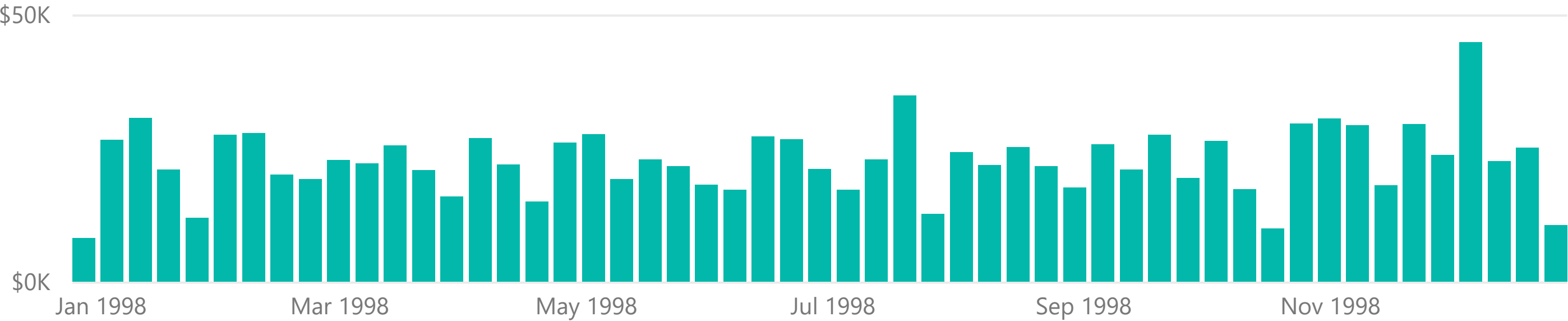


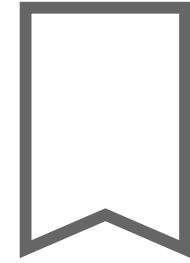
product_name	Total Transactions	Total Profit	Profit Margin	Return Rate
Super Chunky Peanut Butter	151	\$226	50.51%	0.67%
Carrington Ice Cream	149	\$648	55.09%	0.45%
Nationeel Dried Apples	149	\$619	49.82%	1.12%
Nationeel Fudge Brownies	148	\$414	53.80%	0.22%
Better Chicken Ramen Soup	147	\$142	52.38%	0.47%
Better Canned Tuna in Oil	146	\$440	66.67%	2.05%
Carlson Blueberry Yogurt	146	\$775	64.13%	1.37%
Ebony Mixed Nuts	145	\$266	63.16%	0.23%
Tell Tale Fresh Lima Beans	145	\$901	60.88%	0.64%
Carrington Turkey TV Dinner	144	\$850	51.90%	0.45%
Sunset Paper Towels	144	\$386	62.24%	0.92%
Better Canned Tomatos	143	\$343	56.82%	0.66%
Ebony Fresh Lima Beans	143	\$423	66.21%	1.13%
Super Salt	143	\$665	51.02%	0.90%
Carlson Buttermilk	142	\$325	65.79%	0.69%
Landslide Vegetable Oil	142	\$512	55.14%	0.46%
Big Time Chicken TV Dinner	141	\$506	51.82%	1.13%
Carrington Beef TV Dinner	141	\$405	53.11%	0.46%
High Top New Potatos	141	\$997	58.96%	0.68%
Best Choice Low Fat Popcorn	140	\$725	61.89%	1.36%
Carlson Havarti Cheese	140	\$321	67.26%	0.71%
Carlson Sour Cream	140	\$669	64.83%	1.14%
Ebony Red Delcious Apples	140	\$176	57.14%	0.91%
Horatio Frosted Cookies	140	\$959	56.92%	
Nationeel Golden Raisins	140	\$776	69.05%	1.12%
Tri-State Almonds	140	\$425	61.04%	1.77%
BBB Best Brown Sugar	139	\$487	65.17%	0.48%
Best Choice Dried Dates	139	\$234	63.95%	
Better Chicken Noodle Soup	139	\$336	68.70%	0.94%
Better Chicken Soup	139	\$949	57.04%	0.72%
Total	113,668	\$449,627	59.94%	1.00%



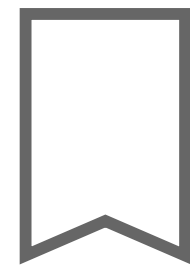
Weekly Revenue Trending



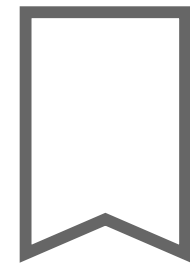
PERFORMANCE NOTES:



Portland reached 1,000 sales in December to close out the year



High Top product returns doubled in Mexico (4 to 8), at a return rate of 1.2%



Plato products drove the strongest overall profit margin (63.55%) in 1998

Full Name	Qty Purchased	Total Revenue
Merridee Archuleta	814	\$1,764
Scott Littleford	841	\$1,716
Isaiah Heymsfield	760	\$1,599
Shirley Ortiz	753	\$1,584
Mary Smith	716	\$1,543
Craig Blackwell	762	\$1,539
Tyler Tejan	713	\$1,528
Angelina Pabrislo	683	\$1,494
Hilda Suazo	714	\$1,485
Kendrick Stephens	681	\$1,446
Yolanda Pannell	724	\$1,444
Zelma Pereira	699	\$1,437
Estela Dvorak	702	\$1,425
Peter Swaim	699	\$1,424
Natasha Staton	672	\$1,421
Sonja Sommers	653	\$1,406
Elsie Maggart	643	\$1,401
Elizabeth Archuleta	650	\$1,399
Norma Serpanchy	668	\$1,384
Roberta Bozeman	661	\$1,381
Christopher Sweet	638	\$1,361
James Stevens	637	\$1,356
Pauline Ballard	609	\$1,344
Joan Brett	656	\$1,343
Jerry Christiansen	616	\$1,339
Eleanor Storey	635	\$1,328
Andrew Bell	591	\$1,319
Margaret Lowery	635	\$1,316
Jean Cooper	603	\$1,305
Melody Bancroft	589	\$1,304
Kimball Asuncion	625	\$1,303
Betty Hensley	576	\$1,287
Ida Rodriguez	580	\$1,286
Denise Baird	625	\$1,285
Kurtis Trospers	571	\$1,281
Randee Simmons	589	\$1,279
Dawn Laner	584	\$1,277
Brian Turcios	621	\$1,274
Dennis Burbige	590	\$1,264
Megan Tillman	589	\$1,246
Total	566716	\$1,199,308

Top Customer

Merridee Archuleta

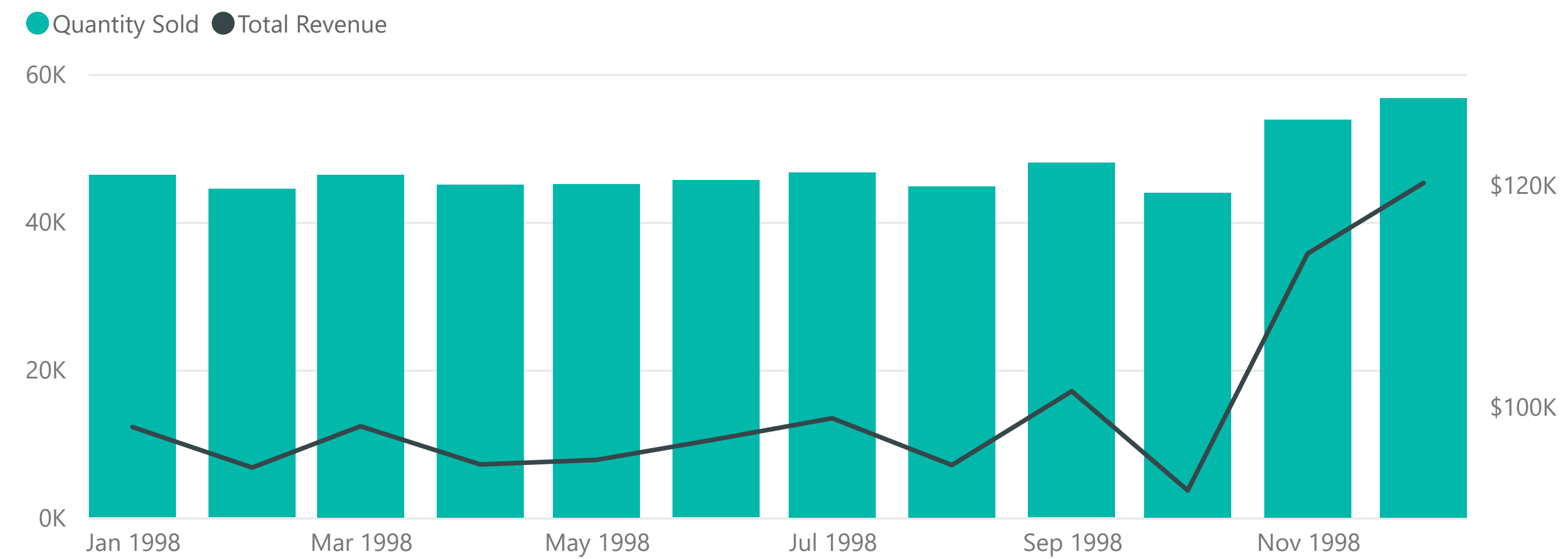
Total Purchases

814

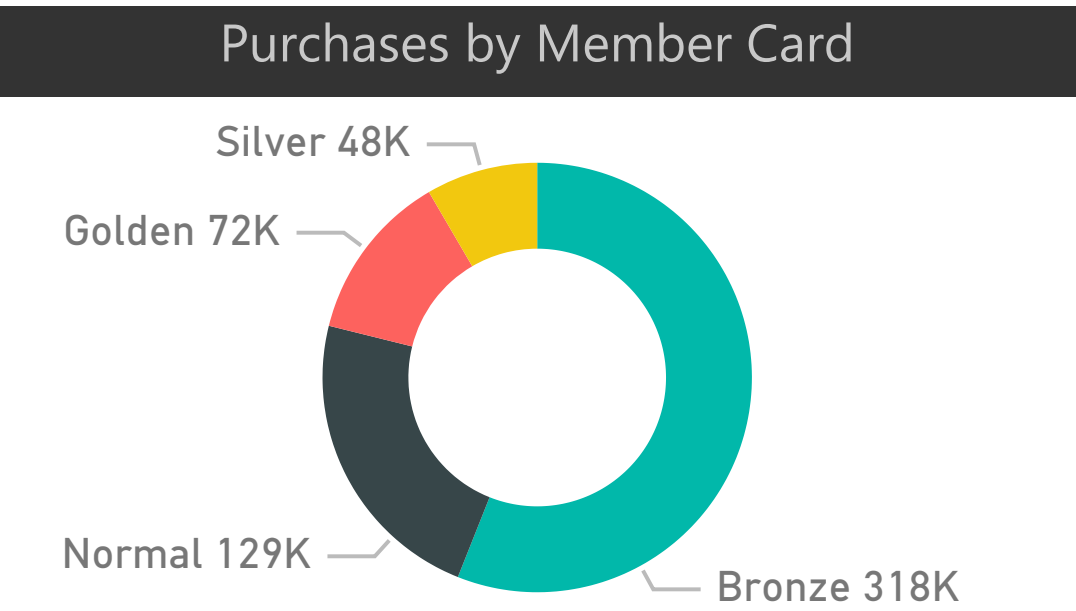
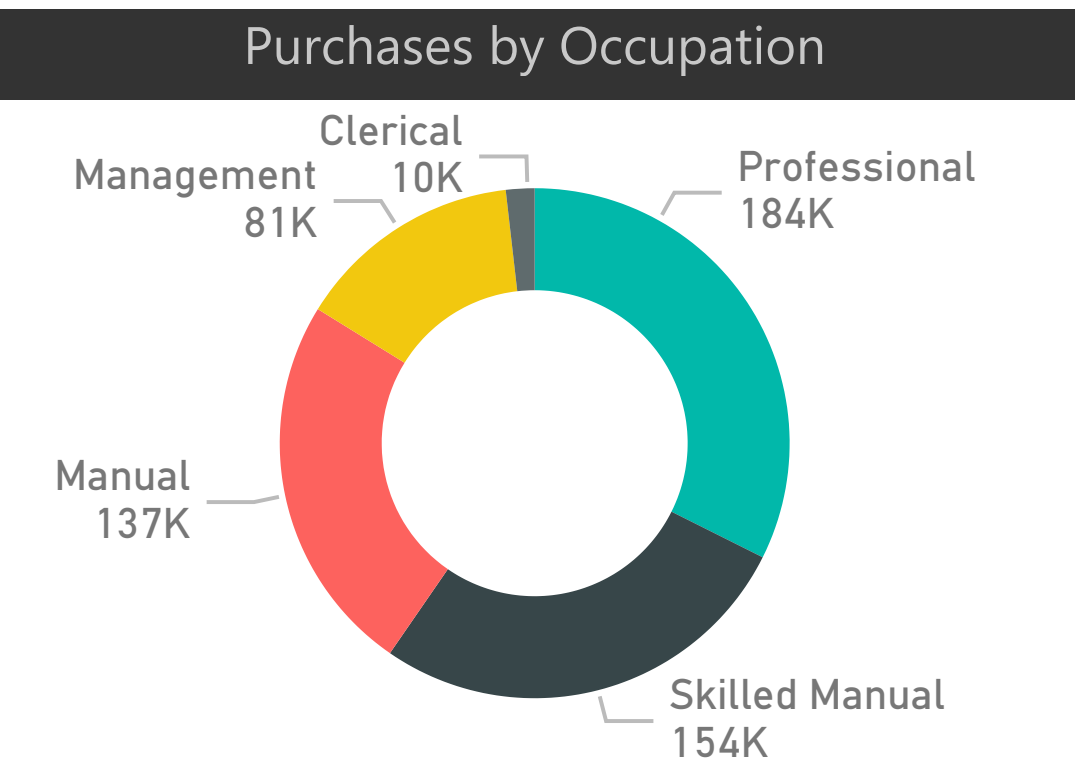
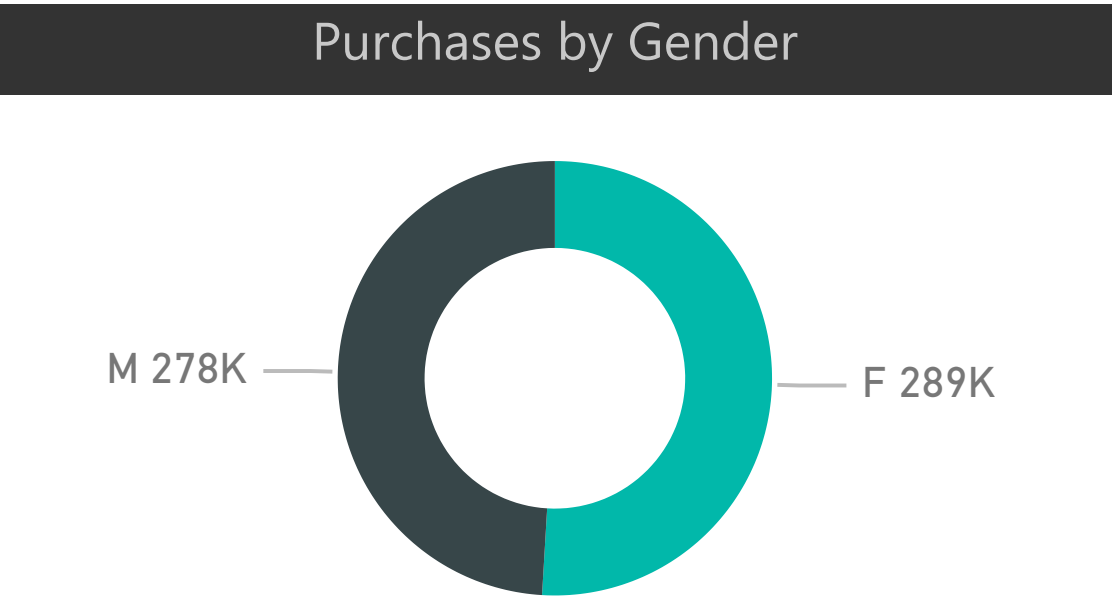
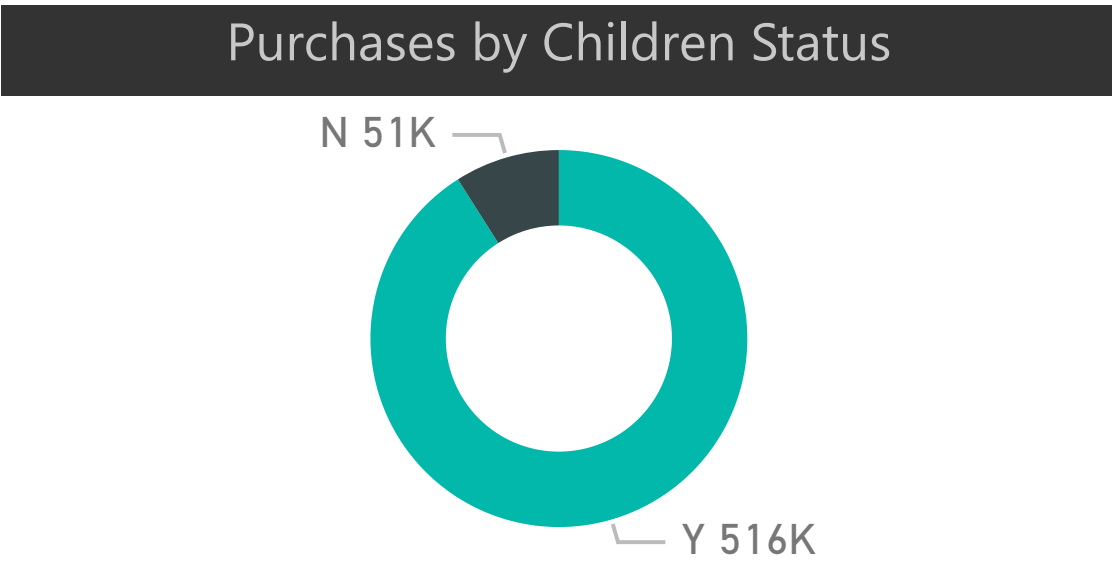
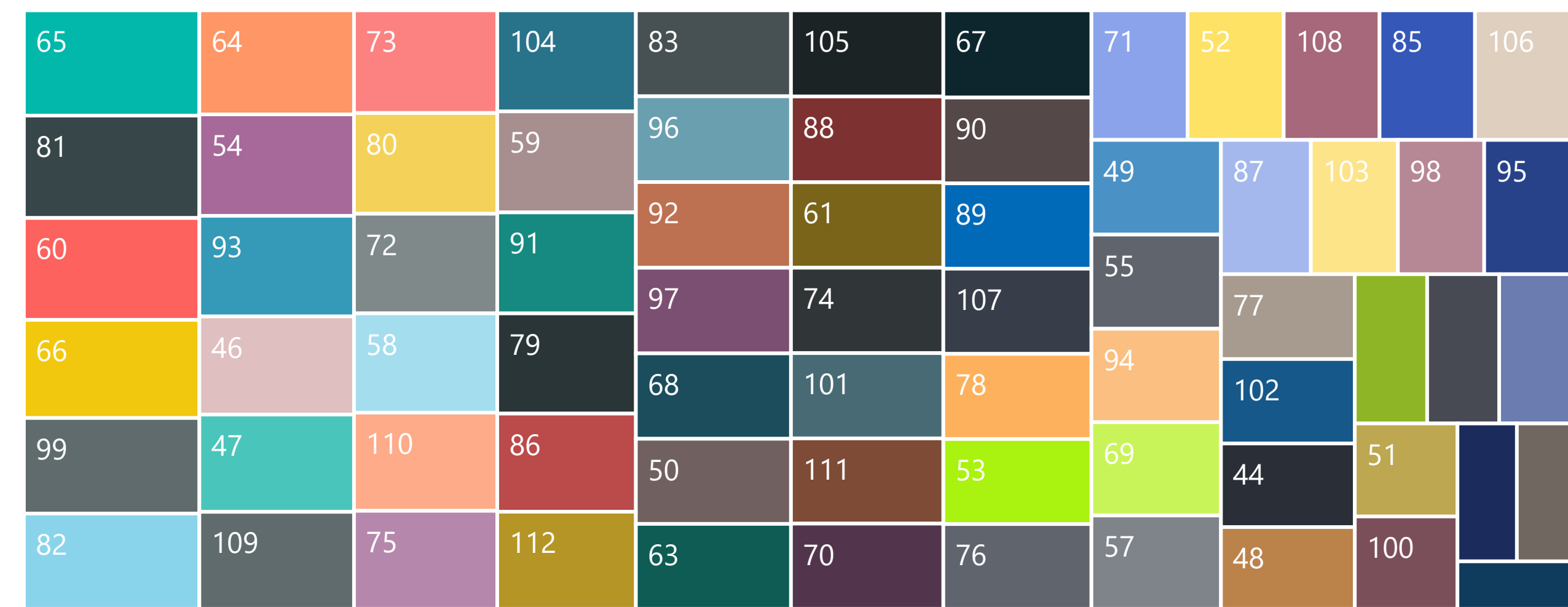
Customer Revenue

\$1,764

Quantity Sold and Total Revenue by Month



Quantity by Age





Nationeel Fudge Brow...

Price Adjustment %

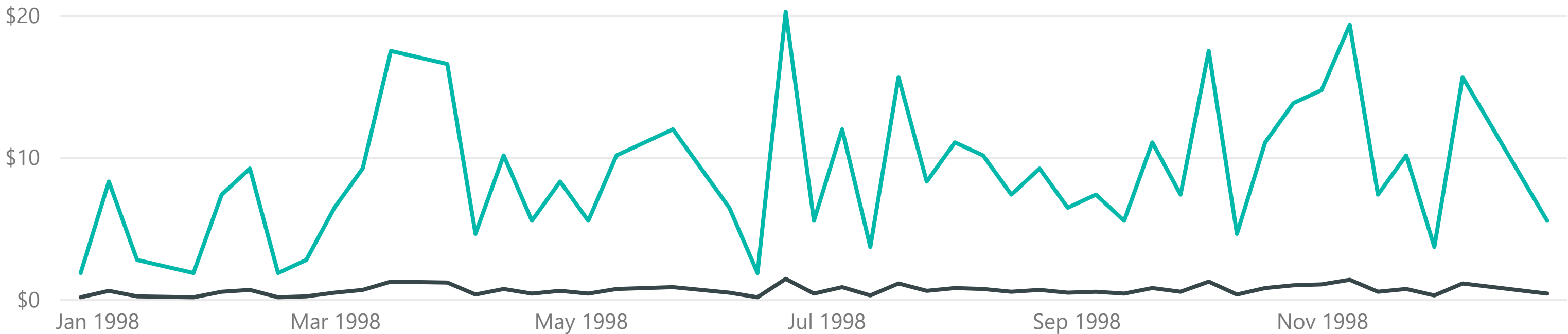
-0.50



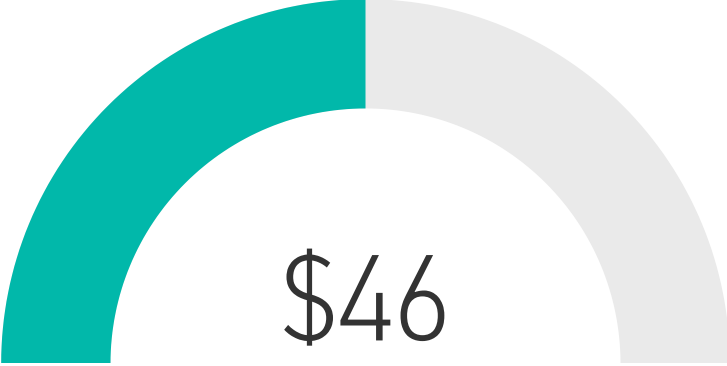
\$1.71
Avg Retail Price
\$0.85
Adjusted Price

Weekly Profit Forecast

Total Profit Adjusted Profit



Revenue vs. Target



Weekly Profit Forecast

