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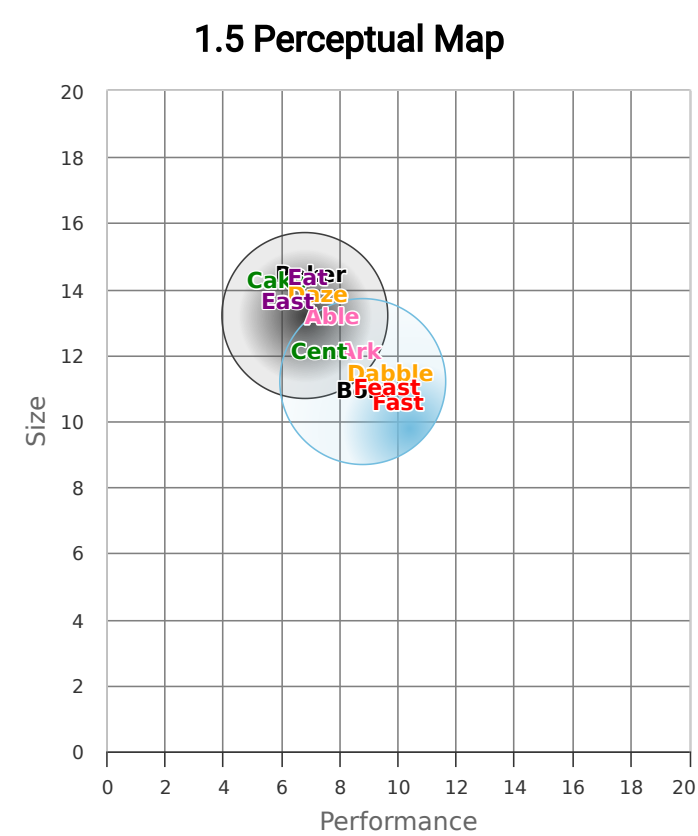
0.1 Roster		
Andrews	Baldwin	Chester
Dan Smith		
Digby	Erie	Ferris

0.2 High Level Overview							
	Andrews	Baldwin	Chester	Digby	Erie	Ferris	Average
Sales	\$68,782	\$80,411	\$57,836	\$84,318	\$50,119	\$66,443	\$67,985
Profit	\$155	\$4,752	\$2,263	\$4,540	\$964	\$179	\$2,142
Contribution Margin	22.87%	36.25%	38.94%	33.33%	37.92%	35.59%	34.15%
Stock Price	\$12.20	\$30.31	\$15.25	\$30.49	\$13.46	\$11.87	\$18.93
Emergency Loan	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Market Share	16.9%	19.7%	14.2%	20.7%	12.3%	16.3%	16.7%

Section 1 | Research and Development

1.3 Low Tech		
Customer Buying Criteria	Expectations	Importance
Price	\$15.00 - \$35.00	41%
Age	3 Years	29%
Reliability	14,000 - 20,000 Hours	21%
Positioning	Performance 6.8 Size 13.2	9%

1.4 High Tech		
Customer Buying Criteria	Expectations	Importance
Positioning	Performance 10.2 Size 9.8	33%
Age	0 Years	29%
Price	\$25.00 - \$45.00	25%
Reliability	17,000 - 23,000 Hours	13%



1.6 Product List					
Name	Performance	Size	Reliability	Age	Revision Date
Able	7.7	12.3	20,000	1.9	July 16, 2029
Ark	8.7	11.3	21,000	1.0	July 16, 2029
Baker	7.0	13.6	19,800	2.4	April 2, 2029
Bold	8.8	10.1	22,400	1.3	May 10, 2029
Cake	5.8	13.4	17,000	3.4	July 8, 2028
Cent	7.3	11.3	20,000	1.0	August 22, 2029
Dabble	9.7	10.6	22,000	1.3	June 7, 2029
Daze	7.2	13.0	19,000	2.3	May 26, 2029
East	6.2	12.8	16,500	1.7	January 9, 2029
Eat	6.9	13.5	16,500	2.0	June 15, 2029
Fast	10.0	9.7	22,000	1.6	May 25, 2029
Feast	9.6	10.2	22,000	1.2	May 25, 2029

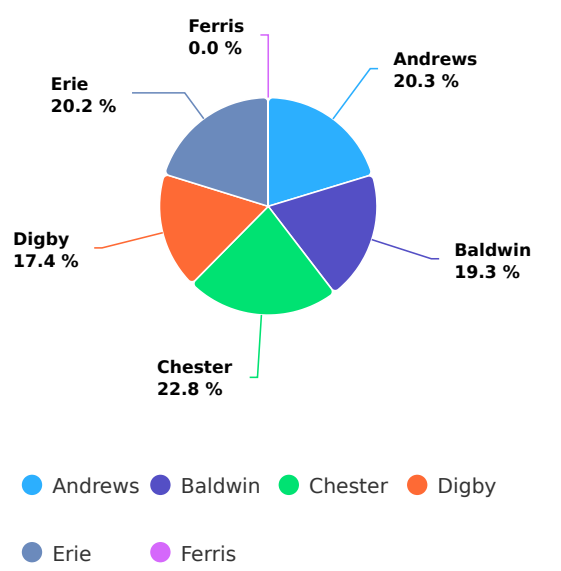
Section 2 | Marketing

Low Tech

2.1 Customer Buying Criteria		
	Expectations	Importance
Price	\$15.00 - \$35.00	41%
Age	3 Years	29%
Reliability	14,000 - 20,000 Hours	21%
Positioning	Performance 6.8 Size 13.2	9%

2.2 Demand Information	
2029 Total Market Size	7,378
2029 Total Units Sold	7,378
2030 Demand Growth Rate	-7.3%

2.3 Market Share



2.4 Top Products													
Name	Price	Units Sold ▼	Potential Sold	Stock Out	Age	Performance	Size	Reliability	Sales Budget	Customer Accessibility	Promo Budget	Customer Awareness	Customer Satisfaction
Baker	\$33.40	1,392	1,366	No	2.4	7	13.6	19,800	\$1,350	58%	\$1,350	95%	36
Cake	\$25.20	1,328	1,303	No	3.4	5.8	13.4	17,000	\$1,150	59%	\$1,025	65%	31
Daze	\$34.00	1,282	1,258	No	2.3	7.2	13	19,000	\$1,450	59%	\$1,450	100%	32
Able	\$32.00	1,250	1,226	No	1.9	7.7	12.3	20,000	\$1,600	72%	\$1,400	89%	28
Eat	\$27.60	929	912	No	2	6.9	13.5	16,500	\$1,000	56%	\$1,000	58%	22
East	\$29.50	559	549	No	1.7	6.2	12.8	16,500	\$1,000	56%	\$1,000	51%	16
Cent	\$37.20	351	345	No	1	7.3	11.3	20,000	\$1,150	59%	\$1,025	56%	8
Ark	\$35.00	250	384	Yes	1	8.7	11.3	21,000	\$1,400	72%	\$1,400	71%	10
Bold	\$42.35	35	34	No	1.3	8.8	10.1	22,400	\$1,350	58%	\$1,350	73%	1
Feast	\$44.00	3	2	No	1.2	9.6	10.2	22,000	\$1,500	16%	\$1,500	74%	0

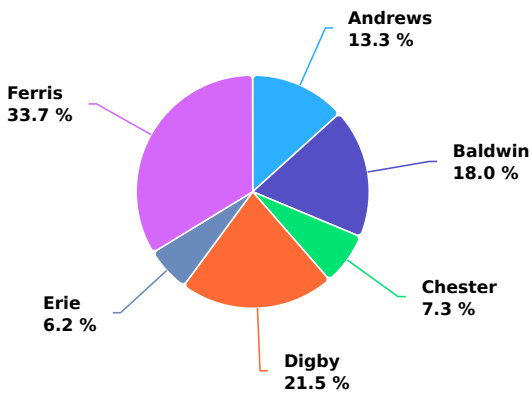
Section 3 | Marketing

High Tech

3.1 Customer Buying Criteria		
Expectations		Importance
Positioning	Performance 10.2 Size 9.8	33%
Age	0 Years	29%
Price	\$25.00 - \$45.00	25%
Reliability	17,000 - 23,000 Hours	13%

3.2 Demand Information	
2029 Total Market Size	4,478
2029 Total Units Sold	4,478
2030 Demand Growth Rate	-6.5%

3.3 Market Share

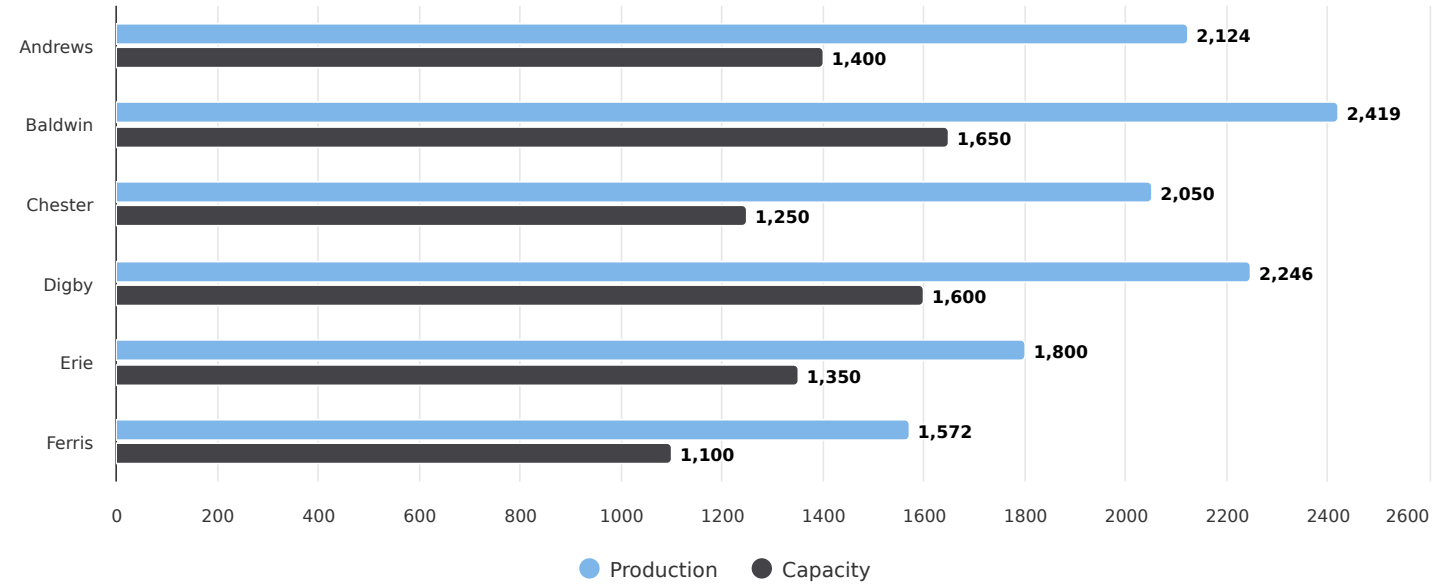


- Andrews
- Baldwin
- Chester
- Digby
- Erie
- Ferris

3.4 Top Products													
Name	Price	Units Sold ▼	Potential Sold	Stock Out	Age	Performance	Size	Reliability	Sales Budget	Customer Accessibility	Promo Budget	Customer Awareness	Customer Satisfaction
Fast	\$44.00	765	733	No	1.6	10	9.7	22,000	\$1,500	81%	\$1,500	100%	46
Feast	\$44.00	743	712	No	1.2	9.6	10.2	22,000	\$1,500	81%	\$1,500	74%	42
Dabble	\$45.00	728	697	No	1.3	9.7	10.6	22,000	\$1,450	95%	\$1,450	83%	42
Bold	\$42.35	614	588	No	1.3	8.8	10.1	22,400	\$1,350	76%	\$1,350	73%	34
Ark	\$35.00	329	503	Yes	1	8.7	11.3	21,000	\$1,400	73%	\$1,400	71%	31
Able	\$32.00	266	255	No	1.9	7.7	12.3	20,000	\$1,600	73%	\$1,400	89%	18
Cent	\$37.20	255	245	No	1	7.3	11.3	20,000	\$1,150	52%	\$1,025	56%	15
Daze	\$34.00	235	225	No	2.3	7.2	13	19,000	\$1,450	95%	\$1,450	100%	14
Baker	\$33.40	193	185	No	2.4	7	13.6	19,800	\$1,350	76%	\$1,350	95%	9
East	\$29.50	158	152	No	1.7	6.2	12.8	16,500	\$1,000	47%	\$1,000	51%	5
Eat	\$27.60	119	114	No	2	6.9	13.5	16,500	\$1,000	47%	\$1,000	58%	6
Cake	\$25.20	72	69	No	3.4	5.8	13.4	17,000	\$1,150	52%	\$1,025	65%	1

Section 4 | Production

Production vs Capacity



4.1 Plant Information											
Name	Primary Segment	Units Produced	Units Sold	Inventory	Price	Material Cost	Labor Cost	Contribution Margin	Auto. Next Round	Capacity Next Round	Plant Utilization
Able	Low Tech	1,545	1,516	71	\$32.00	\$13.11	\$11.92	20.8%	4.5	800	200%
Ark	High Tech	579	579	0	\$35.00	\$15.34	\$9.63	27.9%	4.5	600	100%
Baker	Low Tech	1,728	1,585	395	\$33.40	\$11.48	\$8.50	36.7%	5	1,200	152%
Bold	High Tech	691	648	130	\$42.35	\$17.57	\$8.94	35.4%	4	700	140%
Cake	Low Tech	1,400	1,400	214	\$25.20	\$9.21	\$5.64	36.5%	7.5	950	156%
Cent	High Tech	650	607	43	\$37.20	\$13.55	\$7.96	42.8%	4.5	350	186%
Daze	Low Tech	1,562	1,517	339	\$34.00	\$12.20	\$9.57	32.7%	4.8	1,100	145%
Dabble	High Tech	683	728	120	\$45.00	\$18.09	\$10.86	34.3%	3.8	650	140%
Eat	Low Tech	1,050	1,049	227	\$27.60	\$9.96	\$5.80	39.4%	5.6	850	124%
East	Low Tech	750	718	80	\$29.50	\$10.03	\$7.99	36%	5.6	500	150%
Fast	High Tech	786	765	195	\$44.00	\$18.71	\$9.39	33.7%	4.5	600	160%
Feast	High Tech	786	745	89	\$44.00	\$17.82	\$8.92	37.5%	4.5	600	133%

Section 5 | Finance

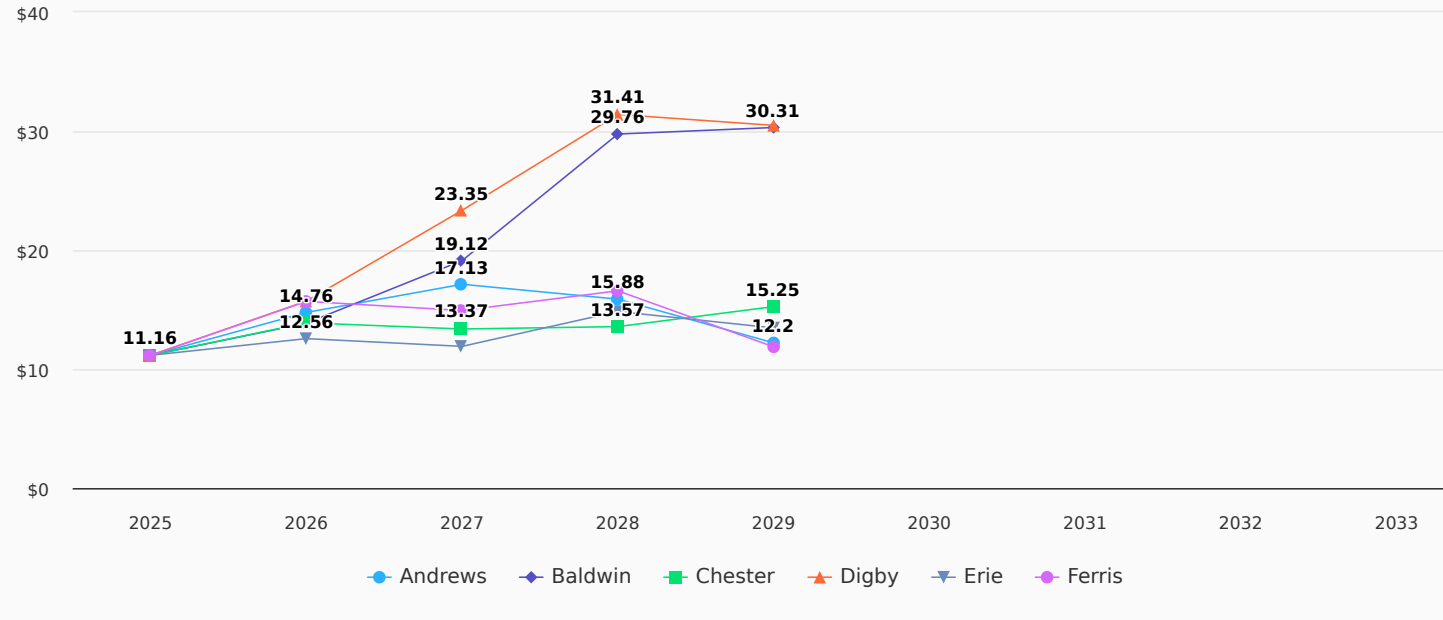
5.1 Income Statement						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Sales	\$68,782	\$80,411	\$57,836	\$84,318	\$50,119	\$66,443
Variable Costs						
Direct Material	\$29,161	\$30,185	\$21,679	\$32,269	\$18,339	\$27,891
Direct Labor	\$23,677	\$19,689	\$13,122	\$22,623	\$12,153	\$13,950
Inventory Carry	\$214	\$1,391	\$513	\$1,324	\$624	\$952
Total Variable Costs (Labor, Material, Carry)	\$53,051	\$51,265	\$35,313	\$56,216	\$31,116	\$42,793
Contribution Margin	\$15,731	\$29,146	\$22,522	\$28,102	\$19,003	\$23,650
Period Costs						
Depreciation	\$2,240	\$3,073	\$2,813	\$2,701	\$2,556	\$1,827
SG&A						
R&D	\$1,078	\$606	\$641	\$830	\$474	\$789
Promotions	\$2,800	\$2,700	\$2,050	\$2,900	\$2,000	\$3,000
Sales	\$3,000	\$2,700	\$2,300	\$2,900	\$2,000	\$3,000
Administration	\$1,016	\$1,543	\$793	\$1,264	\$670	\$936
Total Period Costs	\$10,134	\$10,623	\$8,597	\$10,595	\$7,700	\$9,552
Net Margin	\$5,597	\$18,524	\$13,926	\$17,506	\$11,303	\$14,097
Other (Fees/Write-offs/Bonuses/Relocation Fee)	\$4,145	\$8,003	\$7,952	\$7,618	\$7,554	\$11,867
EBIT	\$1,452	\$10,520	\$5,974	\$9,889	\$3,749	\$2,231
Interest (Short term/Long Term)	\$1,209	\$3,061	\$2,421	\$2,761	\$2,236	\$1,950
Taxes	\$85	\$2,611	\$1,243	\$2,495	\$529	\$98
Profit Sharing	\$3	\$97	\$46	\$93	\$20	\$4
Net Profit	\$155	\$4,752	\$2,263	\$4,540	\$964	\$179

5.2 Cash Flow Statement						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Starting Cash Position	\$12,391	\$13,800	\$9,000	\$11,742	\$6,742	\$10,157
Cash From Operations						
Net Income(Loss)	\$155	\$4,752	\$2,263	\$4,540	\$964	\$179
Adjustment For Non-Cash Items						
Depreciation	\$2,240	\$3,073	\$2,813	\$2,701	\$2,556	\$1,827
Extraordinary Gains/Losses/Write-offs	\$0	\$0	\$0	\$0	\$0	\$0
Changes In Current Assets And Liabilities						
Accounts Payable	\$338	(\$350)	\$143	(\$255)	\$44	\$861
Inventory	(\$758)	(\$3,621)	(\$337)	\$253	(\$113)	(\$1,734)
Accounts Receivable	(\$558)	(\$26)	(\$923)	(\$533)	(\$623)	(\$1,389)
Net Cash From Operations	\$1,417	\$3,827	\$3,959	\$6,706	\$2,827	(\$257)
Cash From Investing						
Net Plant Improvements	(\$5,600)	(\$8,000)	(\$6,480)	(\$7,020)	(\$3,200)	(\$4,600)
Cash From Financing						
Dividends Paid	(\$712)	(\$4,753)	\$0	(\$4,821)	(\$1,851)	(\$3,257)
Sales Of Common Stock	\$0	\$0	\$454	\$0	\$0	\$0
Purchase Of Common Stock	\$0	\$0	\$0	\$0	\$0	\$0
Cash From Long-Term Debt Issued	\$2,900	\$3,066	\$2,590	\$2,353	\$1,574	\$2,336
Early Retirement Of Long-Term Debt	\$0	\$0	\$0	\$0	\$0	\$0
Retirement Of Current Debt	\$0	(\$10,052)	(\$6,295)	(\$12,208)	(\$6,443)	(\$8,314)
Cash From Current Debt Borrowing	\$0	\$14,335	\$7,017	\$14,845	\$7,957	\$9,347
Cash From Emergency Loan	\$0	\$0	\$0	\$0	\$0	\$0
Net Cash From Financing	\$2,188	\$2,596	\$3,766	\$169	\$1,237	\$112
Effect Of Exchange Rates	\$0	\$0	\$0	\$0	\$0	\$0
Net Change In Cash	(\$1,995)	(\$1,577)	\$1,245	(\$144)	\$864	(\$4,745)
Ending Cash Position	\$10,395	\$12,223	\$10,245	\$11,598	\$7,607	\$5,412

5.3 Balance Sheet						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Cash	\$10,395	\$12,223	\$10,245	\$11,598	\$7,607	\$5,412
Accounts Receivable	\$5,653	\$6,609	\$4,754	\$6,930	\$4,119	\$5,461
Inventory	\$1,783	\$11,588	\$4,275	\$11,036	\$5,199	\$7,929
Current Assets	\$17,832	\$30,420	\$19,274	\$29,564	\$16,925	\$18,803
Plant and Equipment	\$33,600	\$46,100	\$42,200	\$40,520	\$38,340	\$27,400
Accumulated Depreciation	(\$10,827)	(\$13,196)	(\$12,836)	(\$12,772)	(\$12,517)	(\$7,310)
Fixed Assets	\$22,773	\$32,904	\$29,364	\$27,748	\$25,823	\$20,090
Total Assets	\$40,605	\$63,324	\$48,638	\$57,312	\$42,748	\$38,893
Accounts Payable	\$4,405	\$4,397	\$2,407	\$3,742	\$1,929	\$3,582
Current Debt	\$1,733	\$16,069	\$8,750	\$15,960	\$9,690	\$10,685
Current Liabilities	\$6,138	\$20,465	\$11,157	\$19,702	\$11,619	\$14,267
Long-Term Liabilities	\$10,000	\$13,538	\$13,804	\$10,771	\$11,411	\$7,943
Total Liabilities	\$16,138	\$34,004	\$24,961	\$30,473	\$23,029	\$22,210
Common Stock	\$7,023	\$4,042	\$5,196	\$3,142	\$4,222	\$3,721
Retained Earnings	\$17,443	\$25,278	\$18,481	\$23,697	\$15,496	\$12,962
Total Equity	\$24,467	\$29,320	\$23,676	\$26,839	\$19,718	\$16,683
Total Liabilities & Equity	\$40,605	\$63,324	\$48,638	\$57,312	\$42,748	\$38,893

5.4 Stock Market Summary									
Company	Closing Price	Change	Shares Outstanding	Market Cap	Book Value	EPS	Dividend	Yield	P/E
Andrews	\$12.20	(\$3.69)	2,297,878	\$28m	\$10.65	\$0.07	\$0.31	2.5%	180.93
Baldwin	\$30.31	\$0.56	2,138,881	\$65m	\$13.71	\$2.22	\$2.22	7.3%	13.64
Chester	\$15.25	\$1.68	2,220,590	\$34m	\$10.66	\$1.02	\$0.00	0%	14.96
Digby	\$30.49	(\$0.92)	2,062,853	\$63m	\$13.01	\$2.20	\$2.34	7.7%	13.85
Erie	\$13.46	(\$1.38)	2,159,764	\$29m	\$9.13	\$0.45	\$0.86	6.4%	30.16
Ferris	\$11.87	(\$4.71)	2,091,396	\$25m	\$7.98	\$0.09	\$1.56	13.1%	138.82

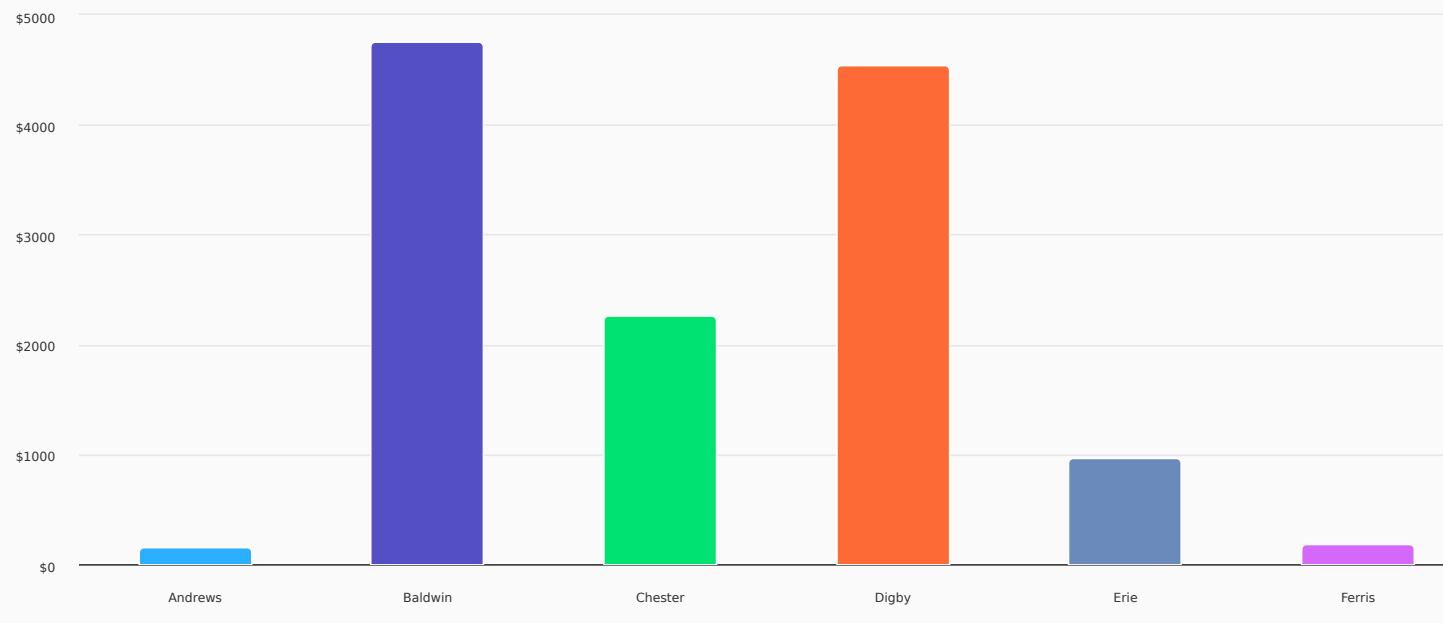
5.5 Stock Price



5.6 Bond Market Summary					
Company	Series	Face Value	Yield	Closing Price	S&P Rating
Andrews	13.0S2031	\$2,600,000	11.75%	\$110.65	BBB
	10.4S2037	\$2,500,000	8.69%	\$119.63	BBB
	9.5S2038	\$2,000,000	8.22%	\$115.57	BBB
	9.6S2039	\$2,900,000	8.17%	\$117.48	BBB
Baldwin	13.0S2031	\$2,600,000	12.08%	\$107.60	CCC
	10.0S2036	\$2,480,000	9.38%	\$106.61	CCC
	11.0S2037	\$3,606,517	9.75%	\$112.87	CCC
	11.1S2038	\$1,785,747	9.69%	\$114.57	CCC
	11.0S2039	\$3,066,025	9.57%	\$114.96	CCC
Chester	13.0S2031	\$2,600,000	12.02%	\$108.16	CCC
	10.0S2036	\$2,363,492	9.24%	\$108.22	CCC
	10.8S2037	\$3,746,724	9.51%	\$113.59	CCC
	11.3S2038	\$2,503,863	9.59%	\$117.82	CCC
	11.3S2039	\$2,590,357	9.49%	\$119.11	CCC
Digby	13.0S2031	\$2,600,000	12.06%	\$107.78	CCC
	10.0S2036	\$2,288,825	9.33%	\$107.14	CCC
	10.9S2037	\$3,529,182	9.65%	\$112.92	CCC
	11.1S2039	\$2,353,041	9.54%	\$116.33	CCC
Erie	13.0S2031	\$2,600,000	12.08%	\$107.60	CCC
	10.0S2036	\$2,363,492	9.38%	\$106.61	CCC
	10.9S2037	\$3,665,758	9.7%	\$112.31	CCC
	11.3S2038	\$1,207,203	9.76%	\$115.78	CCC
	11.2S2039	\$1,574,384	9.63%	\$116.26	CCC
Ferris	13.0S2031	\$2,600,000	12.15%	\$107.04	CC
	10.0S2036	\$422,159	9.52%	\$105.03	CC
	11.1S2037	\$2,585,202	9.94%	\$111.62	CC
	11.0S2039	\$2,335,765	9.75%	\$112.84	CC

Next Year's Prime Rate: 4%

5.7 Net Profit



Section 6 | Product Financials

6.1 Andrews Income Statement			
	Able	Ark	Total
Sales	\$48,504	\$20,279	\$68,782
Variable Cost	\$38,424	\$14,627	\$53,051
Fixed Cost	\$5,536	\$4,599	\$10,134
Net Margin	\$4,544	\$1,053	\$5,597
		Other (Fees, Writeoffs)	\$4,145
		Long Term Interest	\$1,066
		Taxes & Tariffs	\$85
		Profit Sharing	\$3
		Net Profit	\$155

6.2 Baldwin Income Statement			
	Baker	Bold	Total
Sales	\$52,948	\$27,463	\$80,411
Variable Cost	\$33,510	\$17,755	\$51,265
Fixed Cost	\$6,047	\$4,576	\$10,623
Net Margin	\$13,390	\$5,133	\$18,524
		Other (Fees, Writeoffs)	\$8,003
		Long Term Interest	\$1,518
		Taxes & Tariffs	\$2,611
		Profit Sharing	\$97
		Net Profit	\$4,752

6.3 Chester Income Statement			
	Cake	Cent	Total
Sales	\$35,270	\$22,566	\$57,836
Variable Cost	\$22,399	\$12,914	\$35,313
Fixed Cost	\$4,938	\$3,658	\$8,597
Net Margin	\$7,932	\$5,994	\$13,926
		Other (Fees, Writeoffs)	\$7,952
		Long Term Interest	\$1,555
		Taxes & Tariffs	\$1,243
		Profit Sharing	\$46
		Net Profit	\$2,263

6.4 Digby Income Statement			
	Daze	Dabble	Total
Sales	\$51,568	\$32,750	\$84,318
Variable Cost	\$34,705	\$21,511	\$56,216
Fixed Cost	\$5,920	\$4,676	\$10,595
Net Margin	\$10,943	\$6,563	\$17,506
		Other (Fees, Writeoffs)	\$7,618
		Long Term Interest	\$1,213
		Taxes & Tariffs	\$2,495
		Profit Sharing	\$93
		Net Profit	\$4,540

6.5 Erie Income Statement			
	Eat	East	Total
Sales	\$28,941	\$21,178	\$50,119
Variable Cost	\$17,553	\$13,563	\$31,116
Fixed Cost	\$4,448	\$3,252	\$7,700
Net Margin	\$6,940	\$4,363	\$11,303
		Other (Fees, Writeoffs)	\$7,554
		Long Term Interest	\$1,287
		Taxes & Tariffs	\$529
		Profit Sharing	\$20
		Net Profit	\$964

6.6 Ferris Income Statement			
	Fast	Feast	Total
Sales	\$33,642	\$32,801	\$66,443
Variable Cost	\$22,300	\$20,493	\$42,793
Fixed Cost	\$4,829	\$4,724	\$9,552
Net Margin	\$6,513	\$7,584	\$14,097
		Other (Fees, Writeoffs)	\$11,867
		Long Term Interest	\$924
		Taxes & Tariffs	\$98
		Profit Sharing	\$4
		Net Profit	\$179

Section 7 | Custom Modules

7.1 Workforce Summary						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Number of Employees	390	340	218	368	213	240
First Shift	248	229	132	257	158	165
Second Shift	142	111	86	111	55	75
Turnover Rate	14.3%	9.4%	8.7%	9.6%	7.3%	10.9%
New Employees	61	32	19	35	19	69
Separated Employees	0	61	5	56	0	0
Productivity Index	101.8%	109.0%	112.5%	104.0%	113.5%	107.5%

7.2 CapsimCore: Global Initiative						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Decisions						
Product Customization	\$0	\$1,500	\$0	\$2,500	\$0	\$1,250
Foreign Advertising	\$0	\$750	\$375	\$1,000	\$125	\$3,750
Hire International Distributors	\$0	\$500	\$125	\$1,000	\$150	\$1,000
Total Expenditures	\$0	\$2,750	\$500	\$4,500	\$275	\$6,000
Yearly Impacts						
Material Cost	0%	2.4%	0%	4%	0%	2%
Demand	0%	6%	0%	10%	0%	5%
Awareness	0%	7.5%	3.8%	10%	1.3%	10%
Accessibility	0%	5%	1.3%	10%	1.5%	10%

7.3 Total Quality Management						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Decisions						
Concurrent Engineering	\$250	\$750	\$0	\$0	\$0	\$0
Quality Function Deployment Effort	\$300	\$750	\$0	\$0	\$0	\$0
UNEP Green Program	\$250	\$750	\$900	\$0	\$900	\$750
CCE (Concurrent Engineering)/6 Sigma Training	\$300	\$0	\$900	\$0	\$900	\$750
Channel Support Systems	\$300	\$750	\$0	\$1,000	\$0	\$750
CPI (Continuous Process Improvement) Systems	\$350	\$0	\$900	\$0	\$900	\$0
Benchmarking	\$250	\$0	\$0	\$1,000	\$0	\$0
GEMI TQEM Sustainability	\$300	\$0	\$900	\$0	\$900	\$750
Vendor/JIT (Just in Time) Inventory	\$350	\$0	\$900	\$0	\$900	\$750
QIT (Quality Initiative Training)	\$300	\$0	\$900	\$0	\$900	\$0
Total Expenditures	\$2,950	\$3,000	\$5,400	\$2,000	\$5,400	\$3,750
Yearly Impacts						
Material Cost	-0.7%	-0.1%	-2.5%	0%	-2.5%	-1.2%
R & D Cycle Time	-3.8%	-19.9%	0%	0%	0%	0%
Labor Cost	-1.1%	0%	-4.9%	0%	-4.9%	-1.6%
Demand	1.1%	5.1%	1.6%	3.1%	1.6%	4.4%
Administrative Cost	-7%	0%	-13%	-20%	-13%	-12.2%

7.4 Human Resources						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Decisions						
Scientists - Recruitment & Retention	\$350	\$900	\$400	\$400	\$200	\$1,000
Manufacturing - Training & Assembly Teams	\$350	\$700	\$1,000	\$300	\$1,000	\$600
Sales - Compensation	\$350	\$500	\$500	\$300	\$600	\$400
Total Expenditures	\$1,050	\$2,100	\$1,900	\$1,000	\$1,800	\$2,000
Yearly Impacts						
R & D Cycle Time	-0.3%	-8.5%	-1%	-1%	2%	-10%
Demand	1%	2.7%	1.2%	1.2%	0.6%	3%
Accessibility	2.8%	4%	4%	2.4%	4.8%	3.2%
Productivity Index	1.8%	3.5%	5%	1.5%	5%	3%
Turnover Rate	2.5%	-7%	-10%	5%	-14%	-2%
Production After Adjustment	-0.5%	0%	0.5%	-0.6%	0.5%	-0.1%

7.5 Cumulative Impacts						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Material Cost	-0.7%	2.3%	-2.5%	4%	-2.5%	0.8%
R & D Cycle Time	6%	-37.9%	1.5%	-13.5%	10.5%	-25.5%
Labor Cost	-1.1%	0%	-4.9%	0%	-4.9%	-1.6%
Demand	2.1%	17.7%	4.3%	18.8%	2.5%	17.5%
Administrative Cost	-7%	0%	-13%	-20%	-13%	-12.2%
Awareness	0%	7.5%	3.8%	10%	1.3%	10%
Accessibility	2.8%	14.6%	10.9%	21.2%	13.5%	17.2%
Productivity Index	1.8%	9%	12.5%	4%	13.5%	7.5%
Turnover Rate	42.5%	-6%	-13%	-4%	-27%	9%
Production After Adjustment	-2.5%	-0.3%	0.7%	-1.8%	1%	-0.8%