

Average Daily Sales when Available

MATERIAL_DESCRIPTION	03N	03S	03W	Total
Butter	18	15	6	39
Cheese	6	3	19	29
Cream	17	11	5	33
Ice Cream	39	11	6	56
Milk	115	34	50	199
Yoghurt	45	66	23	133

of Days Availability

MATERIAL_DESCRIPTION	03N	03S	03W
Butter	12.4	0.7	18.3
Cheese	33.5	23.0	1.9
Cream	2.7	3.3	1.5
Ice Cream	0.0	10.8	11.3
Milk	0.7	7.4	2.3
Yoghurt	9.0	0.0	6.7

06/01

Current Date

Schedule days

- ☐ 1
- ☐ 2
- ☐ 3
- ☐ 4
- ☐ 5

Supplier vs Company vs Market Prices

MATERIAL_DESCRIPTION	Current Supplier Price	Current Sale Price	Most Recent Market Price	% above market
Butter	59.88	70.87	70.26	1%
Cheese	82.68	95.95	93.41	3%
Cream	72.07	77.78	76.63	1%
Ice Cream	43.15	51.47	52.35	-2%
Milk	22.95	27.35	29.72	-8%
Yoghurt	25.85	30.50	33.46	-9%

1. Increase purchase quantity but decrease purchase frequency.
2. Raise prices to -4% below market.

By: Magda Odrowaz,
Reece Gordley, and
Andrea Wright

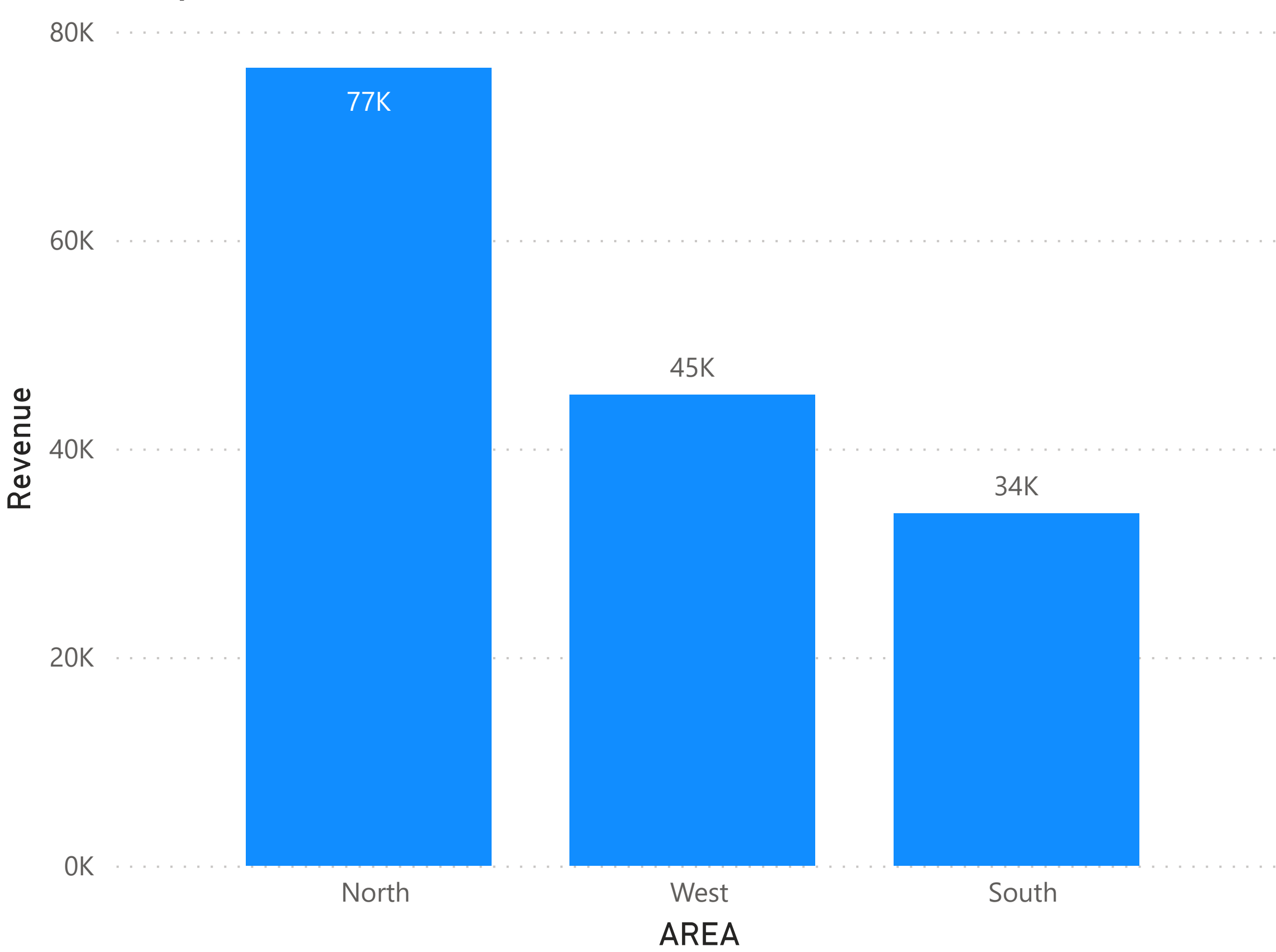


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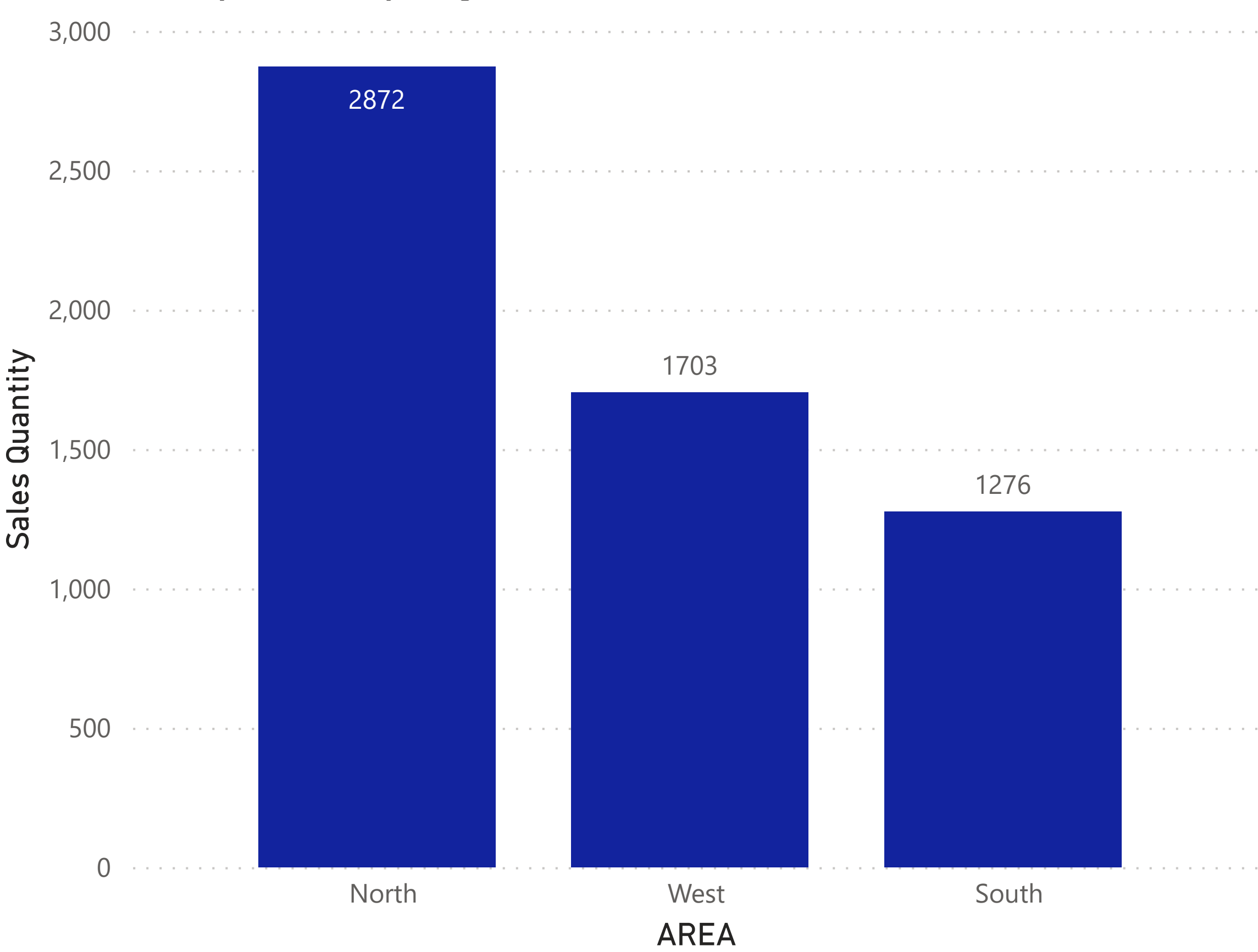
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- 01
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- 06

Milk

Revenue by AREA



Sales Quantity of Milk by Region



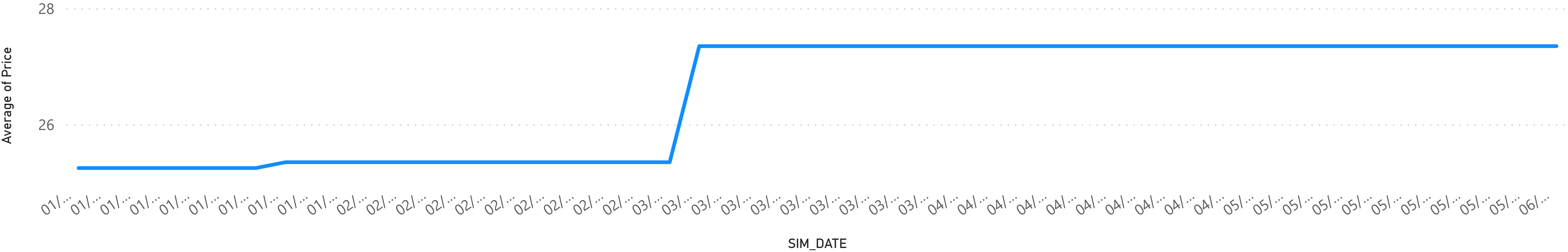


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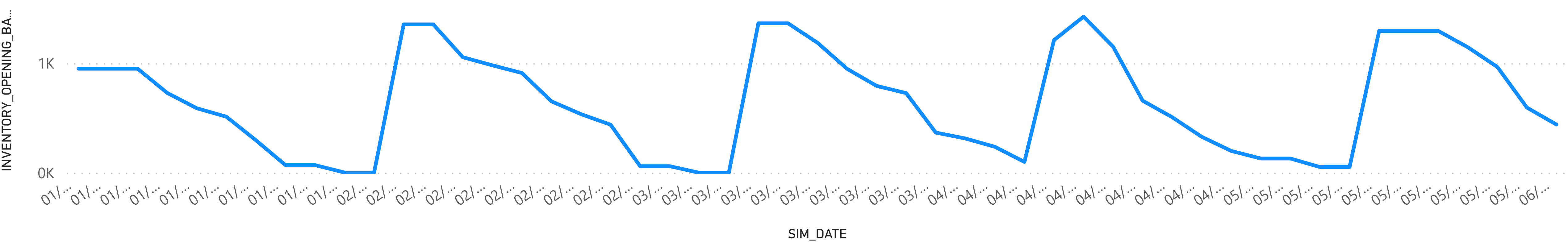
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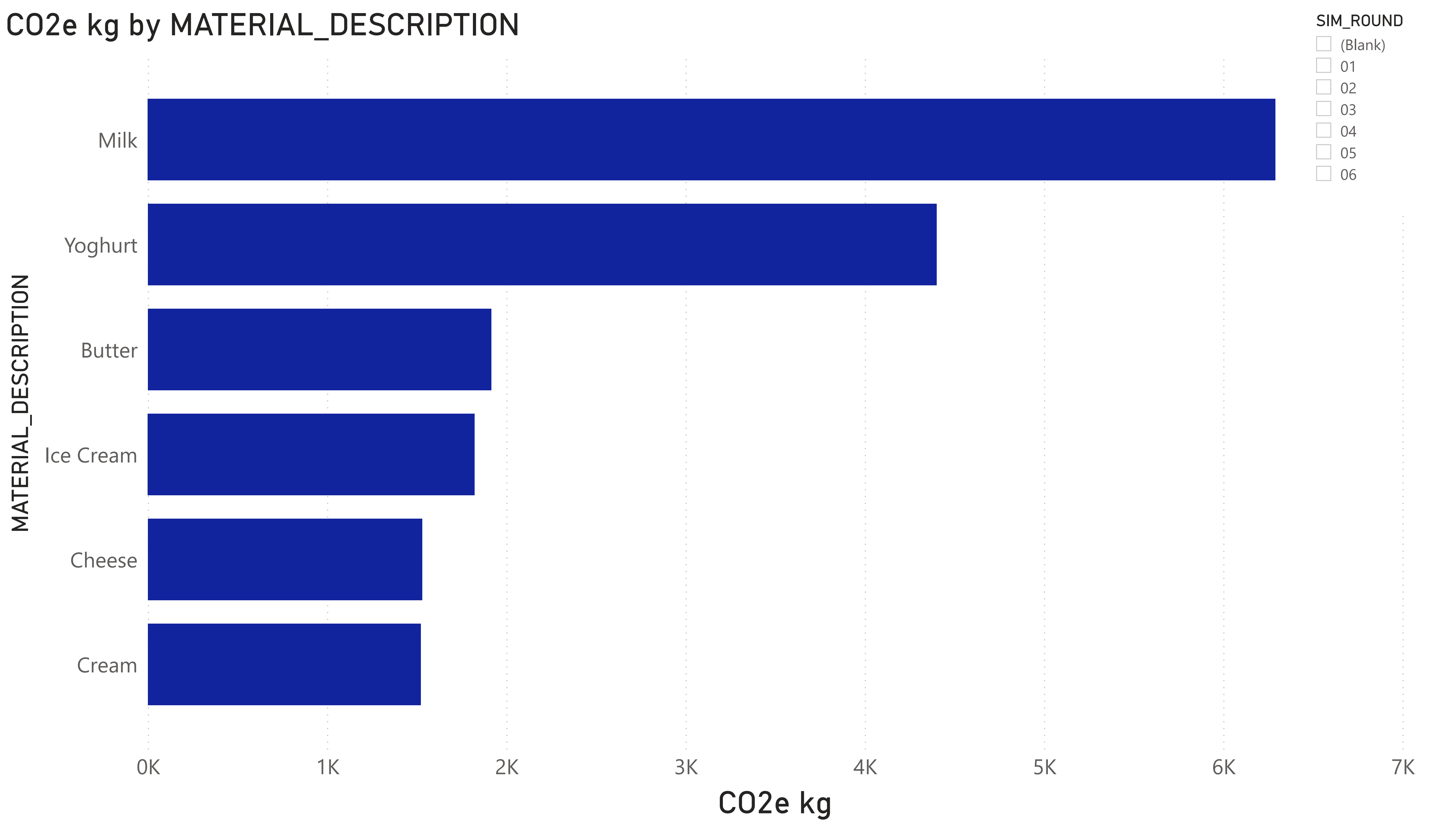
Milk

Average of Price by SIM_DATE



INVENTORY_OPENING_BALANCE by SIM_DATE

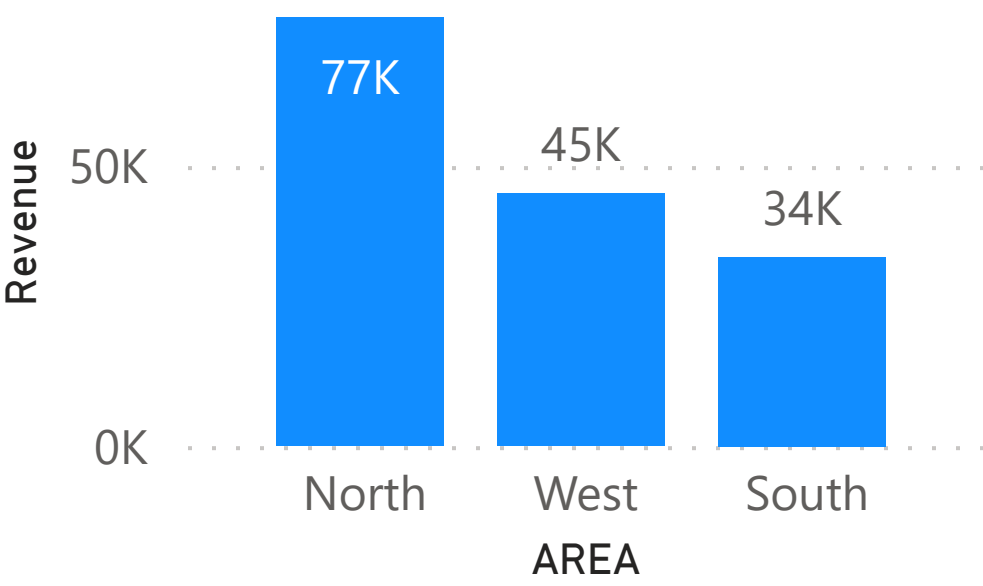




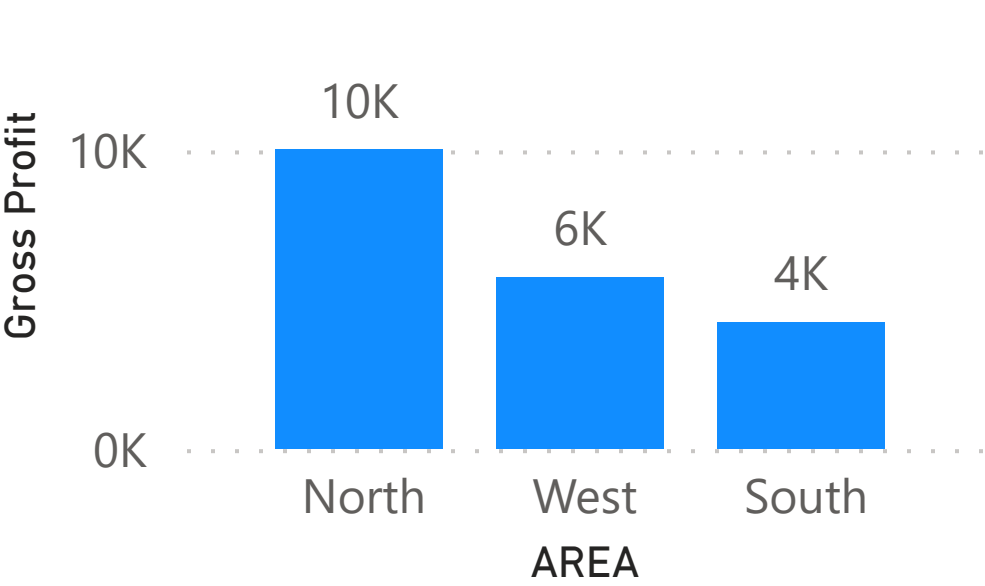


Milk

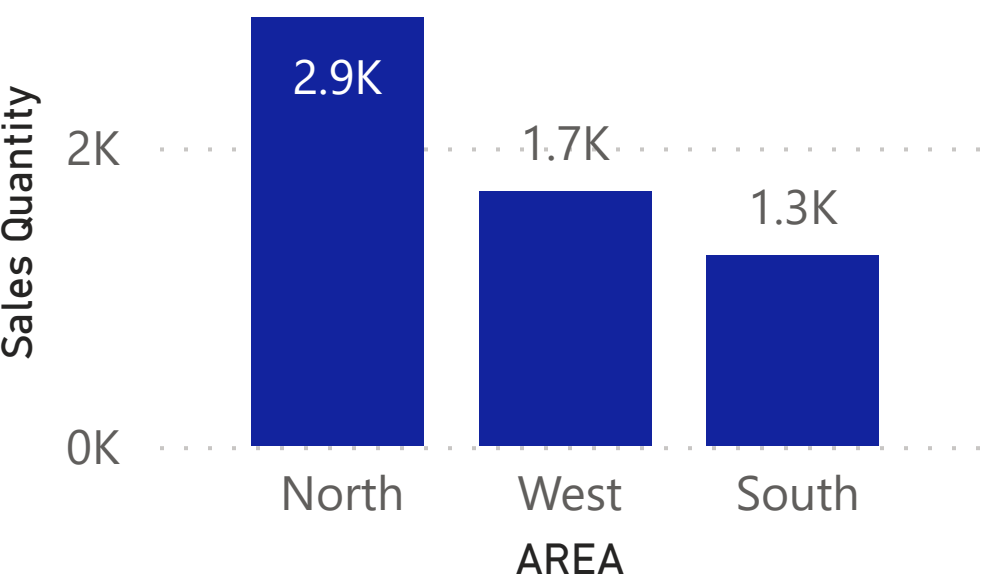
Revenue by AREA



Gross Profit by AREA



Sales Quantity of Milk by Region



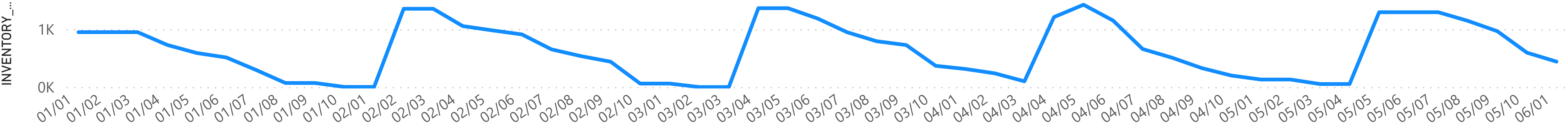
SIM_ROUND

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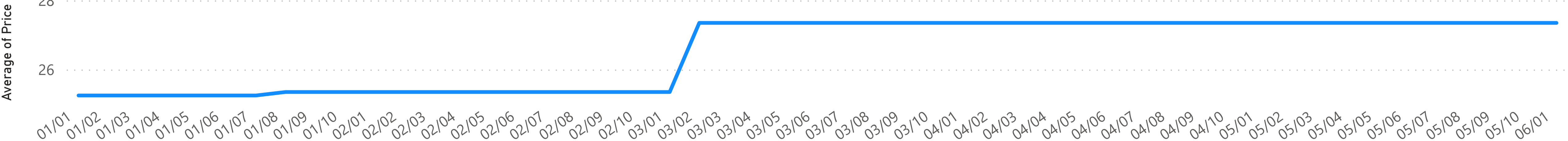
TYPE

- Buyer
- Non-buyer

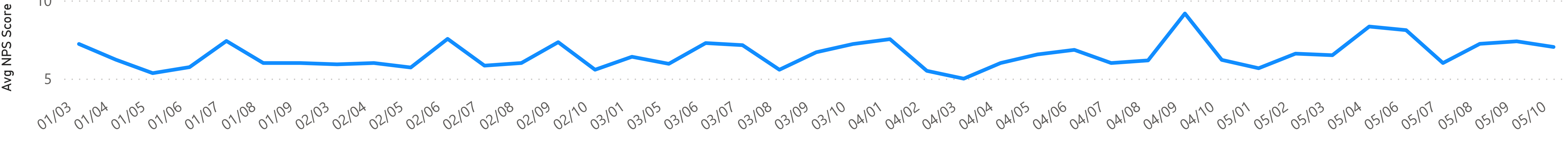
INVENTORY_OPENING_BALANCE by SIM_DATE



Average of Price by SIM_DATE



Avg NPS Score by SIM_DATE



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Target Stock

MATERIAL_DESCRIPTION	03N	03S	03W	Total
Butter	54	45	18	116
Cheese	18	10	58	86
Cream	50	32	16	98
Ice Cream	118	33	17	168
Milk	345	101	150	596
Yoghurt	134	197	69	400

Average Survey Scores

MATERIAL_DESCRIPTION	North	South	West
Butter	7.48	7.97	6.88
Cheese	9.64	9.27	9.50
Cream	7.70	7.93	7.39
Ice Cream	6.40	6.50	6.67
Milk	7.76	6.35	6.54
Yoghurt	6.43	8.05	6.54

06/01

Current Date

Schedule days

- ☐ 1
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- ☒ 3
- ☐ 4
- ☐ 5

TYPE

- ☐ Buyer
- ☒ Non-buyer

Target Stock and STOCK by MATERIAL_DESCRIPTION

Target Stock STOCK

