Average Daily Sales when Available

3W Tota l	CRIPTION 03N 03S	AL_DESCRIPTION 03N 03S 03W T	ON 03N 03S 03W T c	otal
6 39	18 15	18 15 6	18 15 6	39
19 29	6 3	6 3 19	6 3 19	29
5 33	17 11	17 11 5	17 11 5	33
6 56	39 11	am 39 11 6	39 11 6	56
50 199	115 34	115 34 50	115 34 50 1	199
23 133	45 66	t 45 66 23	45 66 23	133
6 39 19 29 5 33 6 56 50 199	18 15 6 3 17 11 39 11 115 34	18 15 6 6 3 19 17 11 5 m 39 11 6 115 34 50	18 15 6 6 3 19 17 11 5 39 11 6 115 34 50 1	39 29 33 56 199

of Days Availability

MATERIAL DESCRIPTION 03N (U33	U3 VV
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Butter	12.4	0.7	18.3
Cheese		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

- ____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%

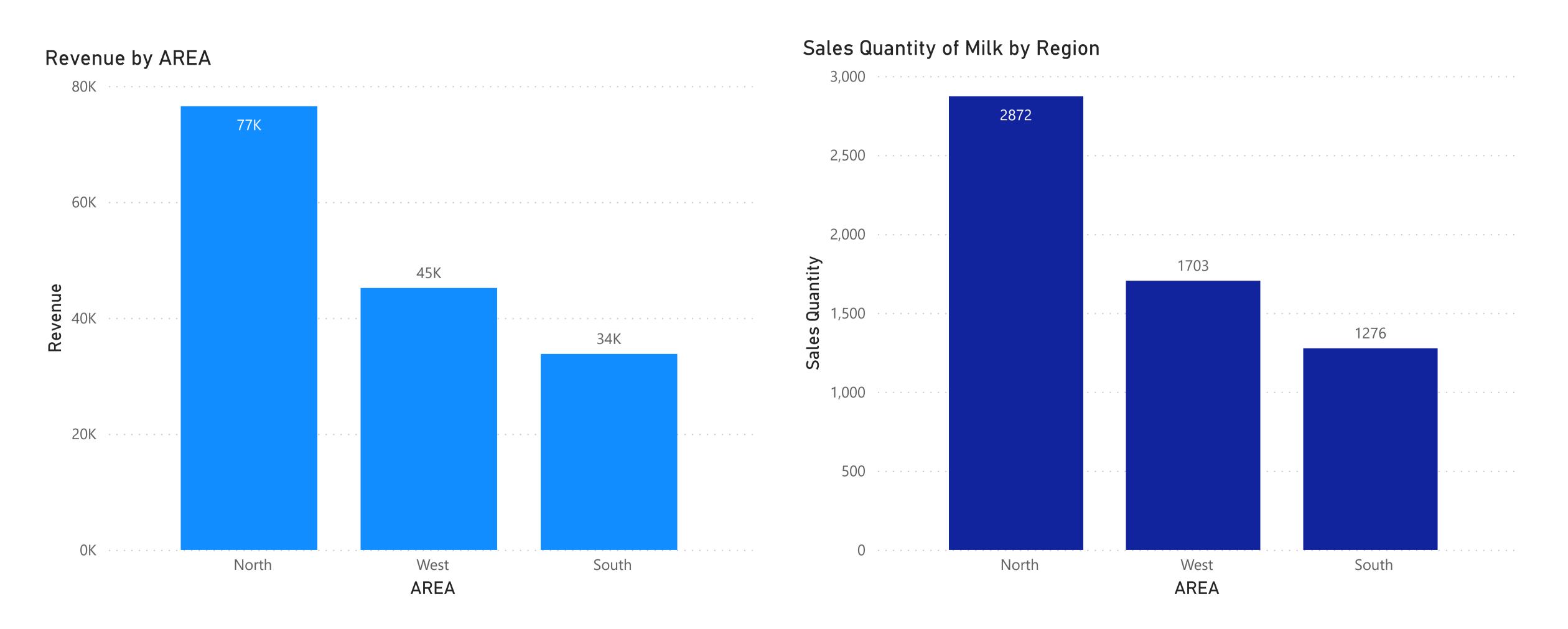
^{1.} Increase purchase quantity but decrease purchase frequency.

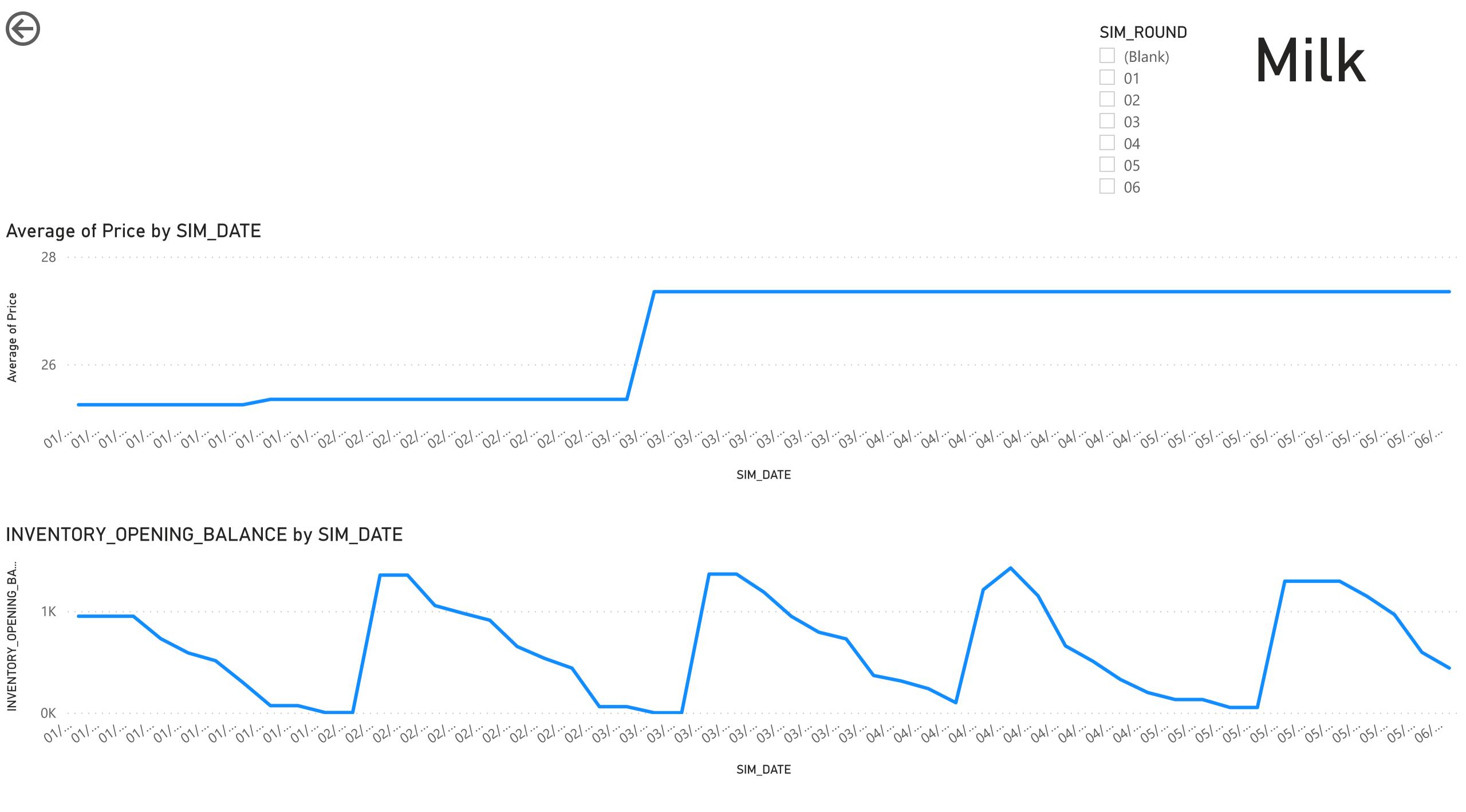
^{2.} Raise prices to -4% below market.

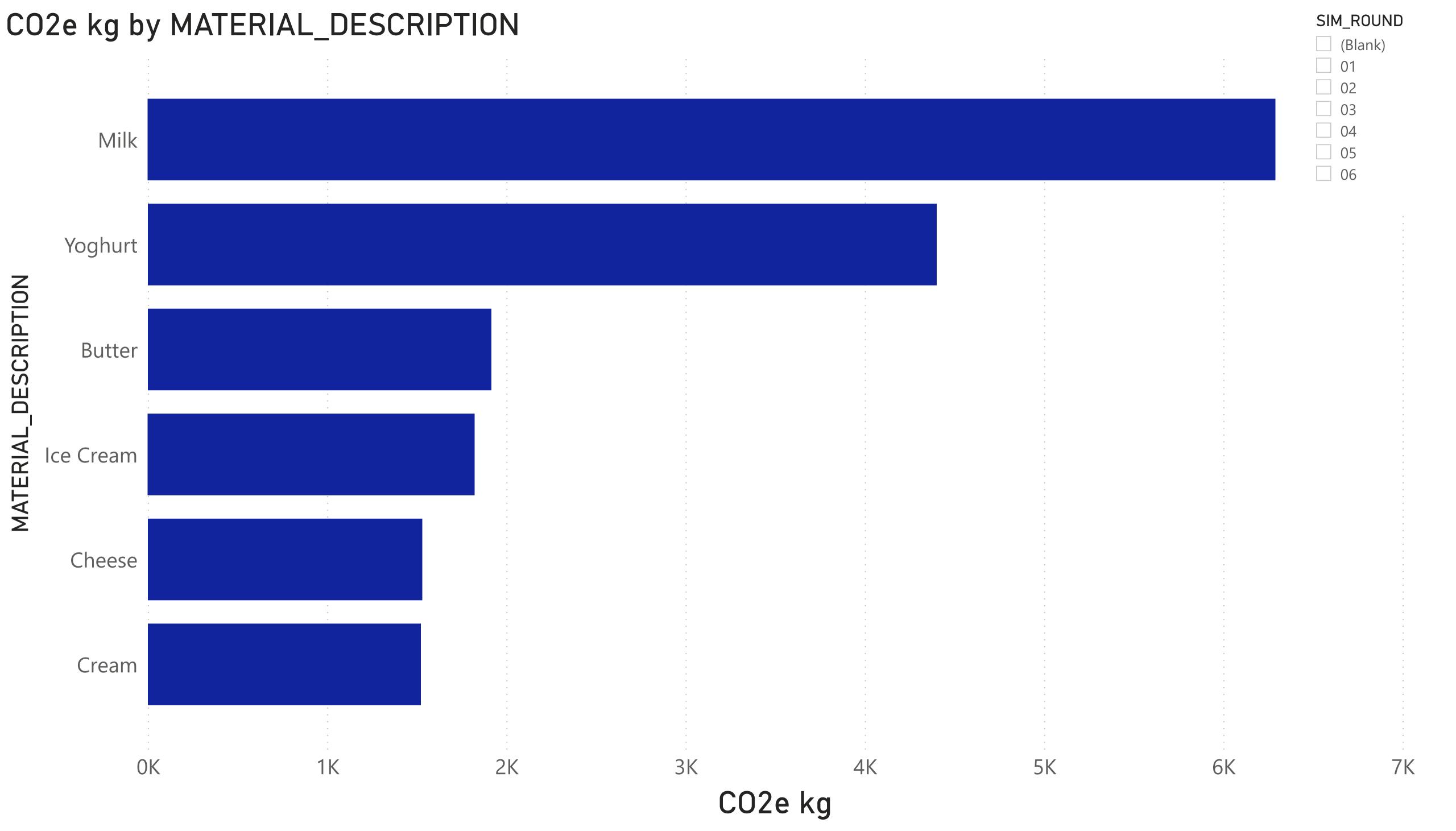


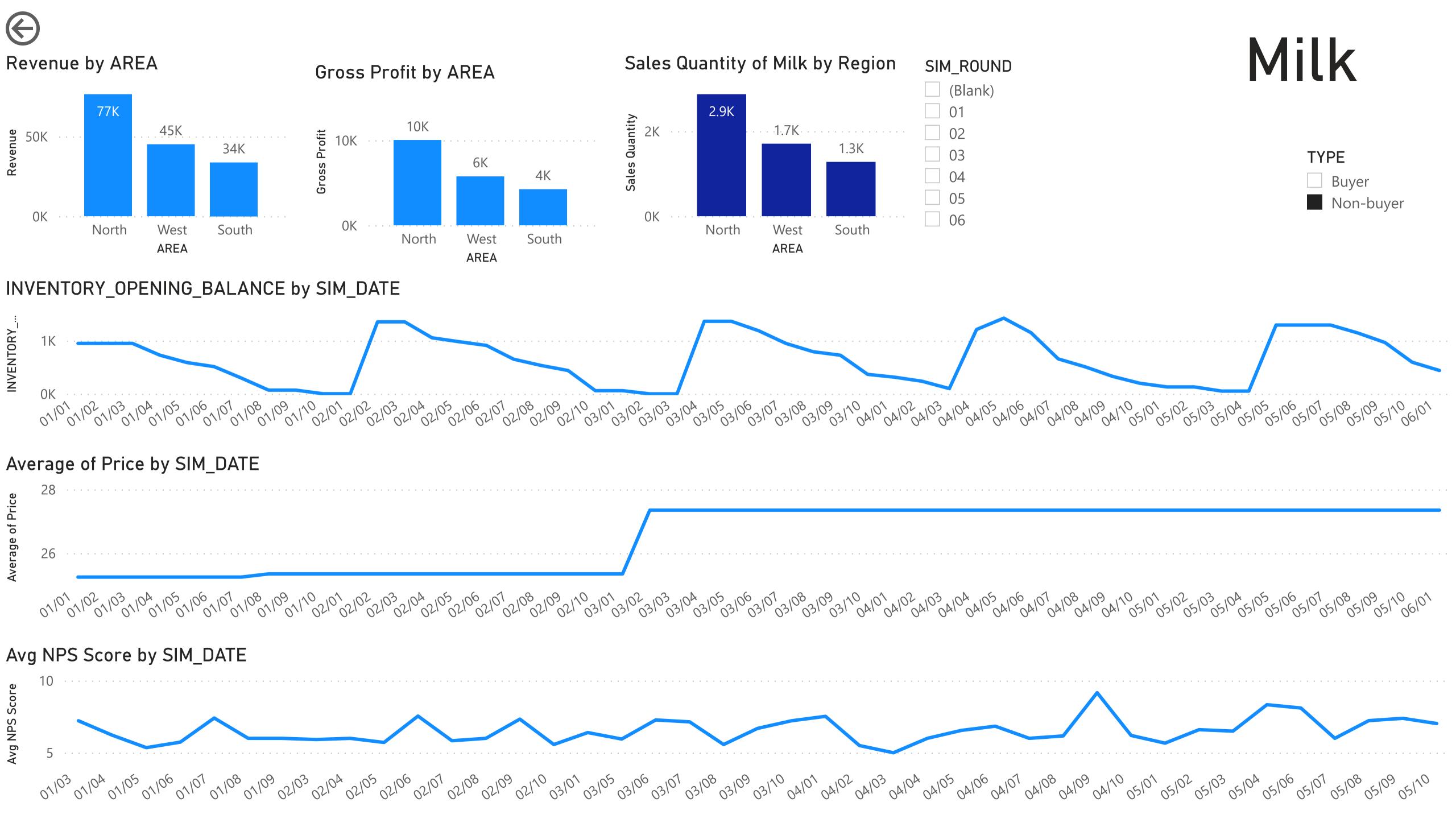
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02
03
04
05
06











Cheese	6	3	19	29	Cheese	18	10	58	86
Cream	17	11	5	33	Cream	50	32	16	98
Ice Cream	39	11	6	56	Ice Cream	118	33	17 1	168
Milk	115	34	50	199	Milk	345	101	150 5	96
Yoghurt	45	66	23	133	Yoghurt	134	197	69 4	100
# of Days Availability					Average Survey Scores				
MATERIAL_DESCRIPTION	03N	03S	03W		MATERIAL_DESCRIPTION	North	South	West	
Butter	12.4	0.7	18.3		Butter	7.48	7.97	6.88	
Cheese	33.5	23.0	1.9		Cheese	9.64	9.27	9.50	
Cream	2.7	3.3	1.5		Cream	7.70	7.93	7.39	
Ice Cream	0.0	10.8	11.3		Ice Cream	6.40	6.50	6.67	
Milk	0.7	7.4	2.3		Milk	7.76	6.35	6.54	
Yoghurt	9.0	0.0	6.7		Yoghurt	6.43	8.05	6.54	
	at Dric	·06							
Supplier vs Company vs Mark	ヘロ・ロート	てつ							
			oplier F	² rice (ırrent Sale Price Most Recent Mark	et Price	e % ab	ove m	arket
MATERIAL_DESCRIPTION			<u> </u>					ove m	
Butter			5	59.88	70.87	70.26	6	ove m	1%
MATERIAL_DESCRIPTION Butter Cheese			5	59.88 32.68	70.87 95.95	70.26 93.4	5 1	ove m	1% 3%
MATERIAL_DESCRIPTION Butter Cheese Cream			5 8 7	59.88 32.68 72.07	70.87 95.95 77.78	70.26 93.47 76.63	5 1 3	ove m	1% 3% 1%
MATERIAL_DESCRIPTION Butter Cheese Cream Ice Cream			5 8 7 4	59.88 32.68 72.07 43.15	70.87 95.95 77.78 51.47	70.26 93.47 76.63 52.35	5 1 3	ove m	1% 3% 1% -2%
MATERIAL_DESCRIPTION Butter Cheese Cream			5 8 7 4 2	59.88 32.68 72.07	70.87 95.95 77.78	70.26 93.47 76.63	5 1 3 5 2	ove m	1% 3% 1% -2% -8%

Target Stock

Butter

MATERIAL_DESCRIPTION 03N 03S 03W Total

54

45

18

116

Average Daily Sales when Available

Butter

MATERIAL_DESCRIPTION 03N 03S 03W Total

18

15

6

39

06/01

Current Date

Schedule days

3

____5

TYPE

BuyerNon-buyer

Target Stock and STOCK by MATERIAL_DESCRIPTION

