

▶▶ (4.1 Distribution)

MODERN TRADE

MHS - Must Have SKU Prioritas


CHANNEL	SPECIALIZED NUTRITION	PREPARED BEVERAGES	RTD	TOTAL MHS
Hyper	22 MHS	17 MHS	21 MHS	60 MHS
SPM Large	17 MHS	17 MHS	21 MHS	55 MHS
SPM Small	17 MHS	16 MHS	18 MHS	51 MHS
MM Large	21 MHS	13 MHS	15 MHS	49 MHS
MM Small	14 MHS	12 MHS	10 MHS	36 MHS
MM CVS	0 MHS	7 MHS	9 MHS	16 MHS
WHS Modern	16 MHS	17 MHS	20 MHS	53 MHS


▶▶ { 4.1 Distribution }


MODERN TRADE

MHS - Must Have SKU Prioritas

CHANNEL	SPECIALIZED NUTRITION	PREPARED BEVERAGES	RTD	TOTAL MHS
Hyper	22 MHS	17 MHS	21 MHS	60 MHS
SPM Large	17 MHS	17 MHS	21 MHS	55 MHS
SPM Small	17 MHS	16 MHS	18 MHS	51 MHS
MM Large	21 MHS	13 MHS	15 MHS	49 MHS
MM Small	14 MHS	12 MHS	10 MHS	36 MHS
MM CVS	0 MHS	7 MHS	9 MHS	16 MHS
WHS Modern	16 MHS	17 MHS	20 MHS	53 MHS

Kategori	Sub Kategori	SKU	Ukuran	Hyper	SPM Large	SPM Small	MM Large	MM Small	MM CVS	WHS Modern
 SPECIALIZED NUTRITION				22 MHS	17 MHS	17 MHS	21 MHS	14 MHS	0 MHS	16 MHS
	IFT Preglac	FF MAMA 200g	200 gr	★	★	★	★			
	IFT Starter	Frisian Baby Awal	200 gr				★			
		Frisian Baby Awal	400 gr	★	★	★	★	★		★
		Frisian Baby Awal	800 gr	★	★	★	★	★		★
	IFT Follow On	Frisian Baby Langkah	200 gr				★			
		Frisian Baby Langkah	400 gr	★	★	★	★	★		★
		Frisian Baby Langkah	800 gr	★	★	★	★	★		★
	GUM Jr	FF Jelajah Vanilla	400 gr	★	★	★	★	★		★
		FF Jelajah Vanilla	800 gr	★	★	★	★	★		★
		FF Jelajah Vanilla	1200 gr	★						
		FF Jelajah Honey 200	200 gr				★			
		FF Jelajah Honey 400	400 gr	★	★	★	★	★		★
		FF Jelajah Honey 800	800 gr	★	★	★	★	★		★
		FF Jelajah Honey 1200	1200 gr	★						
		FF Jelajah Choco 400	400 gr	★	★	★	★			★
		FF Jelajah Choco 800	800 gr	★	★	★	★	★		★
	GUM Sr	FF Karya Vanilla 400	400 gr	★	★	★	★	★		★
		FF Karya Vanilla 800	800 gr	★	★	★	★	★		★
		FF Karya Vanilla 1200	1200 gr	★						
		FF Karya Honey 200	200 gr				★			
		FF Karya Honey 400	400 gr	★	★	★	★	★		★
		FF Karya Honey 800	800 gr	★	★	★	★	★		★
		FF Karya Honey 1200	1200 gr	★						
		FF Karya Choco 400	400 gr	★	★	★	★			★
		FF Karya Choco 800	800 gr	★	★	★	★	★		★
		FF Karya Choco 1200	1200 gr	★						


Kategori	Sub Kategori	SKU	Ukuran	Hyper	SPM Large	SPM Small	MM Large	MM Small	MM CVS	WHS Modern
				17 MHS	17 MHS	16 MHS	13 MHS	12 MHS	7 MHS	17 MHS
 PREPARED BEVERAGES	Powder	FF Mainstream Full Cream 200	200 gr							
		FF Mainstream Full Cream 400	400 gr	★	★	★	★			★
		FF Mainstream Full Cream 800	800 gr	★	★	★				★
		FF Mainstream Instant 200	200 gr							
		FF Mainstream Instant 400	400 gr	★	★	★				★
		FF Mainstream Instant 800	800 gr	★	★	★				★
		FF Mainstream Honey 400	400 gr	★	★	★	★	★	★	★
		FF Mainstream Honey 800	800 gr	★	★	★				★
		FF Mainstream Chococo 200	200 gr							
		FF Mainstream Chococo 400	400 gr	★	★	★	★	★	★	★
		FF Mainstream Chococo 800	800 gr	★	★	★	★	★	★	★
		FF Mainstream Energo 400	400 gr							
		FF Mainstream Energo 800	800 gr							
	SCM	SCM CAN GOLD	385 gr	★	★	★	★	★	★	★
		BKM Can Plain	385 gr	★	★	★	★	★	★	★
		SCM Can Choco	385 gr	★	★	★	★	★	★	★
		Omela Can	385 gr	★	★	★	★	★		★
		SCM Sachet Gold	40 gr	★	★	★	★	★	★	★
		BKM Sachet	40 gr	★	★	★	★	★		★
		SCM Sachet Choco	40 gr	★	★	★	★	★	★	★
		SCM Pouch Gold	220 gr	★	★	★	★	★	★	★
		SCM Pouch Choco	220 gr	★	★	★	★	★	★	★


Kategori	Sub Kategori	SKU	Ukuran	Hyper	SPM Large	SPM Small	MM Large	MM Small	MM CVS	WHS Modern
				2l MHS	2l MHS	18 MHS	15 MHS	10 MHS	9 MHS	20 MHS
 READY TO DRINK	Powder	Bottle FF Choco 190 ml	190 ml		★	★	★	★	★	
		Bottle FF Choco 190 ml MP	190 ml	★						★
		Bottle FF Straw 190 ml	190 ml		★	★	★	★	★	
		Bottle FF Straw 190 ml MP	190 ml	★						★
		Bottle FF Cho 800 ml	800 ml	★	★					
		Bottle FF Plain 800 ml	800 ml	★	★					
		CP FF Cho 115 ml Reg	115 ml			★	★	★	★	
		CP FF Cho 115 ml Reg MP	115 ml	★	★					★
		CP FF Cho 115 ml Kid	115 ml		★	★	★			
		CP FF Cho 115 ml Kid MP	115 ml	★						★
		CP FF Straw 115 ml Reg	115 ml			★	★	★	★	
		CP FF Straw 115 ml Reg MP	115 ml	★	★					★
		CP FF Straw 115 ml Kid	115 ml		★	★	★			
		CP FF Straw 115 ml Kid MP	115 ml	★						★
		CP FF Cho 190 ml Reg	190 ml		★	★	★	★	★	
		CP FF Cho 190 ml Reg MP	190 ml	★						★
		CP FF Cho 190 ml School	190 ml							
		CP FF Cho 190 ml School MP	190 ml							
		CP FF Straw 190 ml Reg	190 ml		★	★	★	★		
		CP FF Straw 190 ml Reg MP	190 ml	★						★
		CP FF Straw 190 ml School	190 ml							
		CP FF Straw 190 ml School MP	190 ml							
		CP FF Cho 250 ml Reg	250 ml	★	★	★	★		★	★
		CP FF Cho 250 ml LF	250 ml	★	★	★			★	
		CP FF Straw 250 ml Reg	250 ml	★	★	★	★			★
		CP FF Straw 250 ml LF	250 ml	★	★	★				★
		CP FF Plain 250 ml Reg	250 ml	★	★	★	★		★	★
		CP FF Plain 250 ml LF	250 ml	★	★	★				
		CP FF Cho 1000 ml Fam	1000 ml	★	★	★	★	★	★	★
		CP FF FC 1000 ml	1000 ml	★	★	★	★	★		★
		CP FF Plain 1000 ml LF	1000 ml	★	★					
	LAD	Pillow Yes! Milky Cho 90 ml	90 ml							
		Pillow Yes! Milky Straw 90 ml	90 ml							
		Yes Mut -mut Choco 18 gr	18 gr							★
		Yes Mut -mut Strawberry 18 gr	18 gr							★
		Yes Mut -mut Vanilla 18 gr	18 gr							★
		Pillow Yes! Straw 80 ml	80 ml			★				★
		Pillow Yes! Grape 80 ml	80 ml			★				★
		Pillow Yes! Tutti Fruity 80 ml	80 ml							
		Yes! Bottle Apel 90 ml	90 ml							
		Yes! Bottle Tutti Fruity 90ml	90 ml							
		Yes! Bottle Grape 90 ml	90 ml	★	★	★	★	★		★
		Yes! Bottle Orange 90 ml	90 ml							
		Yes! Bottle Straw 90 ml	90 ml	★	★	★	★	★		★


GENERAL TRADE

MHS - Must Have SKU Prioritas

CHANNEL	SPECIALIZED NUTRITION	PREPARED BEVERAGES	RTD	TOTAL MHS
Whs Traditional	4 MHS	6 MHS	4 MHS	14 MHS
Grocery Large	4 MHS	6 MHS	6 MHS	16 MHS
Grocery Small	0 MHS	3 MHS	4 MHS	7 MHS
Milk Store	14 MHS	0 MHS	0 MHS	14 MHS

Kategori	Sub Kategori	SKU	Ukuran	Whs Traditional	Grocery Large	Grocery Small	Milkstore
 SPECIALIZED NUTRITION				4 MHS	4 MHS	0 MHS	14 MHS
	IFT Preglac	FF MAMA 200g	200 gr				
	IFT Starter	Frisian Baby Awal	200 gr				
		Frisian Baby Awal	400 gr				★
	IFT Follow On	Frisian Baby Awal	800 gr				★
		Frisian Baby Langkah	200 gr				
		Frisian Baby Langkah	400 gr				★
		Frisian Baby Langkah	800 gr				★
	GUM Jr	FF Jelajah Vanilla 400	400 gr	★	★		★
		FF Jelajah Vanilla 800	800 gr				★
		FF Jelajah Vanilla 1200	1200 gr				
		FF Jelajah Honey 200	200 gr				
		FF Jelajah Honey 400	400 gr	★	★		★
		FF Jelajah Honey 800	800 gr				★
		FF Jelajah Honey 1200	1200 gr				
		FF Jelajah Choco 400	400 gr				★
		FF Jelajah Choco 800	800 gr				
	GUM Sr	FF Karya Vanilla 400	400 gr	★	★		★
		FF Karya Vanilla 800	800 gr				★
		FF Karya Vanilla 1200	1200 gr				
		FF Karya Honey 200	200 gr				
		FF Karya Honey 400	400 gr	★	★		★
		FF Karya Honey 800	800 gr				★
		FF Karya Honey 1200	1200 gr				
		FF Karya Choco 400	400 gr				★
		FF Karya Choco 800	800 gr				
		FF Karya Choco 1200	1200 gr				


Kategori	Sub Kategori	SKU	Ukuran	Whs Traditional	Grocery Large	Grocery Small	Milkstore
 PREPARED BEVERAGES				6 MHS	6 MHS	3 MHS	0 MHS
	Powder	FF Mainstream Full Cream 200	200 gr				
		FF Mainstream Full Cream 400	400 gr				
		FF Mainstream Full Cream 800	800 gr				
		FF Mainstream Instant 200	200 gr				
		FF Mainstream Instant 400	400 gr				
		FF Mainstream Instant 800	800 gr				
		FF Mainstream Honey 400	400 gr				
		FF Mainstream Honey 800	800 gr				
		FF Mainstream Chococo 200	200 gr				
		FF Mainstream Chococo 400	400 gr				
		FF Mainstream Chococo 800	800 gr				
		FF Mainstream Energo 400	400 gr				
		FF Mainstream Energo 800	800 gr				
	SCM	SCM CAN GOLD	385 gr	★	★		
		BKM Can Plain	385 gr	★	★	★	
		SCM Can Choco	385 gr	★	★		
		Omela Can	385 gr	★	★		
		SCM Sachet Gold	40 gr				
		BKM Sachet	40 gr	★	★	★	
		SCM Sachet Choco	40 gr	★	★	★	
		SCM Pouch Gold	220 gr				
		SCM Pouch Choco	220 gr				


Kategori	Sub Kategori	SKU	Ukuran	Whs Traditional	Grocery Large	Grocery Small	Milkstore
 READY TO DRINK				4 MHS	6 MHS	4 MHS	0 MHS
	Real Milk	Bottle FF Choco 190 ml	190 ml	★	★	★	
		Bottle FF Choco 190 ml MP	190 ml				
		Bottle FF Straw 190 ml	190 ml	★	★	★	
		Bottle FF Straw 190 ml MP	190 ml				
		Bottle FF Cho 800 ml	800 ml				
		Bottle FF Plain 800 ml	800 ml				
		CP FF Cho 115 ml Reg	115 ml	★	★	★	
		CP FF Cho 115 ml Reg MP	115 ml				
		CP FF Cho 115 ml Kid	115 ml				
		CP FF Cho 115 ml Kid MP	115 ml				
		CP FF Straw 115 ml Reg	115 ml	★	★	★	
		CP FF Straw 115 ml Reg MP	115 ml				
		CP FF Straw 115 ml Kid	115 ml				
		CP FF Straw 115 ml Kid MP	115 ml				
		CP FF Cho 190 ml Reg	190 ml		★		
		CP FF Cho 190 ml Reg MP	190 ml				
		CP FF Cho 190 ml School	190 ml				
		CP FF Cho 190 ml School MP	190 ml				
		CP FF Straw 190 ml Reg	190 ml		★		
		CP FF Straw 190 ml Reg MP	190 ml				
		CP FF Straw 190 ml School	190 ml				
		CP FF Straw 190 ml School MP	190 ml				
		CP FF Cho 250 ml Reg	250 ml				
		CP FF Cho 250 ml LF	250 ml				
		CP FF Straw 250 ml Reg	250 ml				
		CP FF Straw 250 ml LF	250 ml				
		CP FF Plain 250 ml Reg	250 ml				
		CP FF Plain 250 ml LF	250 ml				
		CP FF Cho 1000 ml Fam	1000 ml				
		CP FF FC 1000 ml	1000 ml				
		CP FF Plain 1000 ml LF	1000 ml				
	LAD	Pillow Yes! Milky Cho 90 ml	90 ml				
		Pillow Yes! Milky Straw 90 ml	90 ml				
		Yes Mut -mut Choco 18 gr	18 gr				
		Yes Mut -mut Strawberry 18 gr	18 gr				
		Yes Mut -mut Vanilla 18 gr	18 gr				
		Pillow Yes! Straw 80 ml	80 ml				
		Pillow Yes! Grape 80 ml	80 ml				
		Pillow Yes! Tutti Fruity 80 ml	80 ml				
		Yes! Bottle Apel 90 ml	90 ml				
		Yes! Bottle Tutti Fruity 90ml	90 ml				
		Yes! Bottle Grape 90 ml	90 ml				
		Yes! Bottle Orange 90 ml	90 ml				
		Yes! Bottle Straw 90 ml	90 ml				

OUT OF HOME

MHS - Must Have SKU Prioritas

CHANNEL	SPECIALIZED NUTRITION	PREPARED BEVERAGES	RTD	TOTAL MHS
Catering Institusi	0 MHS	4 MHS	12 MHS	16 MHS
Industry	0 MHS	8 MHS	11 MHS	19 MHS
Food Supplier	0 MHS	11 MHS	15 MHS	26 MHS
Hawker	0 MHS	7 MHS	11 MHS	18 MHS
Restaurant	0 MHS	7 MHS	11 MHS	18 MHS
Catering Food Service	0 MHS	4 MHS	14 MHS	18 MHS
Bakery Pastry	0 MHS	6 MHS	15 MHS	21 MHS
Café	0 MHS	4 MHS	5 MHS	9 MHS
Hotel	0 MHS	6 MHS	5 MHS	11 MHS
Kantin	0 MHS	7 MHS	19 MHS	26 MHS


Kategori	Sub Kategori	SKU	Ukuran	Whs Traditional	Grocery Large	Grocery Small	Milkstore
 PREPARED BEVERAGES				6 MHS	6 MHS	3 MHS	0 MHS
	Powder	FF Mainstream Full Cream 200	200 gr				
		FF Mainstream Full Cream 400	400 gr				
		FF Mainstream Full Cream 800	800 gr				
		FF Mainstream Instant 200	200 gr				
		FF Mainstream Instant 400	400 gr				
		FF Mainstream Instant 800	800 gr				
		FF Mainstream Honey 400	400 gr				
		FF Mainstream Honey 800	800 gr				
		FF Mainstream Chococo 200	200 gr				
		FF Mainstream Chococo 400	400 gr				
		FF Mainstream Chococo 800	800 gr				
		FF Mainstream Energo 400	400 gr				
		FF Mainstream Energo 800	800 gr				
	SCM	SCM CAN GOLD	385 gr	★	★		
		BKM Can Plain	385 gr	★	★	★	
		SCM Can Choco	385 gr	★	★		
		Omela Can	385 gr	★	★		
		SCM Sachet Gold	40 gr				
		BKM Sachet	40 gr	★	★	★	
		SCM Sachet Choco	40 gr	★	★	★	
		SCM Pouch Gold	220 gr				
		SCM Pouch Choco	220 gr				


Kategori	Sub Kategori	SKU	Ukuran	Catering Institusi	Industry	Food Supplier	Hawker	Restaurant	Catering Food Service	Bakery Pastry	Cafe	Hotel	Kantin
 READY TO DRINK	Real Milk	Bottle FF Choco 190 ml	190 ml		★	★	★	★		★			★
		Bottle FF Choco 190 ml MP	190 ml										
		Bottle FF Straw 190 ml	190 ml		★	★	★	★		★			★
		Bottle FF Straw 190 ml MP	190 ml										
		Bottle FF Cho 800 ml	800 ml		★	★			★	★		★	
		Bottle FF Plain 800 ml	800 ml		★	★			★	★	★	★	
		CP FF Cho 115 ml Reg	115 ml	★			★	★	★		★		★
		CP FF Cho 115 ml Reg MP	115 ml										
		CP FF Cho 115 ml Kid	115 ml										
		CP FF Cho 115 ml Kid MP	115 ml										
		CP FF Straw 115 ml Reg	115 ml	★			★	★	★				★
		CP FF Straw 115 ml Reg MP	115 ml										
		CP FF Straw 115 ml Kid	115 ml										
		CP FF Straw 115 ml Kid MP	115 ml										
		CP FF Cho 190 ml Reg	190 ml	★	★	★	★	★	★	★			★
		CP FF Cho 190 ml Reg MP	190 ml										
		CP FF Cho 190 ml School	190 ml										
		CP FF Cho 190 ml School MP	190 ml										
		CP FF Straw 190 ml Reg	190 ml	★	★	★	★	★	★	★			★
		CP FF Straw 190 ml Reg MP	190 ml										
		CP FF Straw 190 ml School	190 ml										
		CP FF Straw 190 ml School MP	190 ml										
		CP FF Cho 250 ml Reg	250 ml	★	★	★	★	★	★	★			★
		CP FF Cho 250 ml LF	250 ml	★		★			★	★			
		CP FF Straw 250 ml Reg	250 ml	★	★	★	★	★	★	★			★
		CP FF Straw 250 ml LF	250 ml	★		★			★	★			
		CP FF Plain 250 ml Reg	250 ml	★	★	★	★	★	★	★			★
		CP FF Plain 250 ml LF	250 ml	★		★			★	★			
		CP FF Cho 1000 ml Fam	1000 ml		★	★	★			★	★	★	
		CP FF FC 1000 ml	1000 ml	★	★	★	★	★	★	★	★	★	
		CP FF Plain 1000 ml LF	1000 ml	★		★			★	★	★	★	
	LAD	Pillow Yes! Milky Cho 90 ml	90 ml										★
		Pillow Yes! Milky Straw 90 ml	90 ml										★
		Yes Mut -mut Choco 18 gr	18 gr										
		Yes Mut -mut Strawberry 18 gr	18 gr										
		Yes Mut -mut Vanilla 18 gr	18 gr										
		Pillow Yes! Straw 80 ml	80 ml										★
		Pillow Yes! Grape 80 ml	80 ml										★
		Pillow Yes! Tutti Fruity 80 ml	80 ml										★
		Yes! Bottle Apel 90 ml	90 ml										★
		Yes! Bottle Tutti Fruity 90ml	90 ml										★
		Yes! Bottle Grape 90 ml	90 ml										★
		Yes! Bottle Orange 90 ml	90 ml										★
		Yes! Bottle Straw 90 ml	90 ml										★


MEDICAL

MHS - Must Have SKU Prioritas

CHANNEL	SPECIALIZED NUTRITION	PREPARED BEVERAGES	RTD	TOTAL MHS
Apotek Modern	7 MHS	1 MHS	11 MHS	19 MHS
Apotek Reguler	12 MHS	0 MHS	9 MHS	21 MHS
Toko Obat	9 MHS	0 MHS	8 MHS	17 MHS
Nutrition RS	4 MHS	0 MHS	7 MHS	11 MHS
Trade RS	1 MHS	0 MHS	14 MHS	15 MHS
Dinas Kesehatan	5 MHS	3 MHS	0 MHS	8 MHS
Puskesmas	4 MHS	0 MHS	8 MHS	12 MHS
Klinik Bersalin	5 MHS	0 MHS	6 MHS	11 MHS
Bidan	5 MHS	0 MHS	8 MHS	13 MHS
Dokter	6 MHS	0 MHS	6 MHS	12 MHS

Kategori	Sub Kategori	SKU	Ukuran	Apotek Modern	Apotek Reguler	Toko Obat	Nutrition RS	Trade RS	Dinas Kesehatan	Puskesmas	Klinik Bersalin	Bidan	Dokter
 SPECIALIZED NUTRITION				7 MHS	12 MHS	9 MHS	4 MHS	1 MHS	5 MHS	4 MHS	5 MHS	5 MHS	6 MHS
	IFT Preglac	FF MAMA 200g	200 gr	★	★		★	★	★	★	★	★	★
	IFT Starter	Frisian Baby Awal	200 gr	★	★		★		★	★	★	★	★
		Frisian Baby Awal	400 gr		★	★	★		★	★	★	★	★
		Frisian Baby Awal	800 gr										
	IFT Follow On	Frisian Baby Langkah	200 gr				★		★	★	★	★	★
		Frisian Baby Langkah	400 gr	★	★	★			★		★	★	★
		Frisian Baby Langkah	800 gr										
	GUM Jr	FF Jelajah Vanilla	400 gr	★	★	★							
		FF Jelajah Vanilla	800 gr										
		FF Jelajah Vanilla	1200 gr										
		FF Jelajah Honey 200	200 gr		★				★				★
		FF Jelajah Honey 400	400 gr	★	★	★							
		FF Jelajah Honey 800	800 gr										
		FF Jelajah Honey 1200	1200 gr										
		FF Jelajah Choco 400	400 gr		★	★							
		FF Jelajah Choco 800	800 gr										
	GUM Sr	FF Karya Vanilla 400	400 gr	★	★	★							
		FF Karya Vanilla 800	800 gr										
		FF Karya Vanilla 1200	1200 gr										
		FF Karya Honey 200	200 gr										
		FF Karya Honey 400	400 gr	★	★	★							
		FF Karya Honey 800	800 gr		★	★							
		FF Karya Honey 1200	1200 gr										
		FF Karya Choco 400	400 gr		★	★							
		FF Karya Choco 800	800 gr										
		FF Karya Choco 1200	1200 gr										

Kategori	Sub Kategori	SKU	Ukuran	Apotek Modern	Apotek Reguler	Toko Obat	Nutrition RS	Trade RS	Dinas Kesehatan	Puskesmas	Klinik Bersalin	Bidan	Dokter
 PREPARED BEVERAGES				I MHS	0 MHS	0 MHS	0 MHS	0 MHS	3 MHS	0 MHS	0 MHS	0 MHS	0 MHS
	Powder	FF Mainstream Full Cream 200	200 gr										
		FF Mainstream Full Cream 400	400 gr	★					★				
		FF Mainstream Full Cream 800	800 gr										
		FF Mainstream Instant 200	200 gr										
		FF Mainstream Instant 400	400 gr										
		FF Mainstream Instant 800	800 gr						★				
		FF Mainstream Honey 400	400 gr										
		FF Mainstream Honey 800	800 gr										
		FF Mainstream Chococo 200	200 gr										
		FF Mainstream Chococo 400	400 gr						★				
		FF Mainstream Chococo 800	800 gr										
		FF Mainstream Energo 400	400 gr										
		FF Mainstream Energo 800	800 gr										
	SCM	SCM CAN GOLD	385 gr										
		BKM Can Plain	385 gr										
		SCM Can Choco	385 gr										
		Omela Can	385 gr										
		SCM Sachet Gold	40 gr										
		BKM Sachet	40 gr										
		SCM Sachet Choco	40 gr										
		SCM Pouch Gold	220 gr										
		SCM Pouch Choco	220 gr										

Kategori	Sub Kategori	SKU	Ukuran	Apotek Modern	Apotek Reguler	Toko Obat	Nutrition RS	Trade RS	Dinas Kesehatan	Puskesmas	Klinik Bersalin	Bidan	Dokter
				11 MHS	9 MHS	8 MHS	7 MHS	14 MHS	0 MHS	8 MHS	6 MHS	8 MHS	6 MHS
 READY TO DRINK	Real Milk	Bottle FF Choco 190 ml	190 ml	★	★	★	★	★		★	★	★	★
		Bottle FF Choco 190 ml MP	190 ml										
		Bottle FF Straw 190 ml	190 ml	★	★	★	★	★		★	★	★	★
		Bottle FF Straw 190 ml MP	190 ml										
		Bottle FF Cho 800 ml	800 ml										
		Bottle FF Plain 800 ml	800 ml										
		CP FF Cho 115 ml Reg	115 ml	★	★	★	★	★		★	★	★	★
		CP FF Cho 115 ml Reg MP	115 ml										
		CP FF Cho 115 ml Kid	115 ml	★									
		CP FF Cho 115 ml Kid MP	115 ml										
		CP FF Straw 115 ml Reg	115 ml		★	★	★	★		★	★	★	★
		CP FF Straw 115 ml Reg MP	115 ml										
		CP FF Straw 115 ml Kid	115 ml	★									
		CP FF Straw 115 ml Kid MP	115 ml										
		CP FF Cho 190 ml Reg	190 ml	★	★	★	★	★		★	★	★	
		CP FF Cho 190 ml Reg MP	190 ml										
		CP FF Cho 190 ml School	190 ml										
		CP FF Cho 190 ml School MP	190 ml										
		CP FF Straw 190 ml Reg	190 ml	★	★	★	★	★			★	★	
		CP FF Straw 190 ml Reg MP	190 ml										
		CP FF Straw 190 ml School	190 ml										
		CP FF Straw 190 ml School MP	190 ml										
		CP FF Cho 250 ml Reg	250 ml	★	★			★		★			
		CP FF Cho 250 ml LF	250 ml										
		CP FF Straw 250 ml Reg	250 ml	★			★	★		★			
		CP FF Straw 250 ml LF	250 ml										
		CP FF Plain 250 ml Reg	250 ml					★		★			
		CP FF Plain 250 ml LF	250 ml										
		CP FF Cho 1000 ml Fam	1000 ml										
		CP FF FC 1000 ml	1000 ml										
		CP FF Plain 1000 ml LF	1000 ml										
	LAD	Pillow Yes! Milky Cho 90 ml	90 ml										
		Pillow Yes! Milky Straw 90 ml	90 ml										
		Yes Mut -mut Choco 18 gr	18 gr										
		Yes Mut -mut Strawberry 18 gr	18 gr										
		Yes Mut -mut Vanilla 18 gr	18 gr										
		Pillow Yes! Straw 80 ml	80 ml										
		Pillow Yes! Grape 80 ml	80 ml										
		Pillow Yes! Tutti Fruity 80 ml	80 ml										
		Yes! Bottle Apel 90 ml	90 ml					★					
		Yes! Bottle Tutti Fruity 90ml	90 ml					★					
		Yes! Bottle Grape 90 ml	90 ml	★	★	★		★				★	★
		Yes! Bottle Orange 90 ml	90 ml					★					
		Yes! Bottle Straw 90 ml	90 ml	★	★	★		★				★	★