

**Activity 2.1**  
**Summary of Units Sold**  
**12oz Size Diet Products**

1

Analysis Variable : UnitsSold Units Sold						
StateFIPS	ProductName	Container Size	Container per Units	Sum	Minimum	Maximum
13	Cherry Cola	1 liter	1	1236824.00	0	3371.00
		12 oz	1	2470600.00	0	7863.00
		2 liter	1	1235756.00	0	3892.00
		20 oz	1	2449210.00	0	9442.00
	Cola	1 liter	1	2456662.00	0	8066.00
		12 oz	1	4976799.00	0	15162.00
		2 liter	1	2466703.00	0	7629.00
		20 oz	1	4965538.00	3.0000000	14408.00
	Diet Cherry Cola	1 liter	1	421425.00	0	1507.00
		12 oz	1	863419.00	1.0000000	2796.00
		2 liter	1	430220.00	0	1411.00
		20 oz	1	855531.00	0	2588.00
	Diet Cola	1 liter	1	869837.00	1.0000000	2962.00
		12 oz	1	1730505.00	0	4963.00
		2 liter	1	867792.00	0	2402.00
		20 oz	1	1729016.00	0	5460.00
	Diet Vanilla Cola	12 oz	1	859478.00	0	2934.00
		2 liter	1	426073.00	0	1183.00
		20 oz	1	860222.00	0	2808.00
	Vanilla Cola	12 oz	1	2458185.00	0	6669.00
		2 liter	1	1241469.00	0	3515.00
		20 oz	1	2470522.00	0	7817.00
37	Cherry Cola	1 liter	1	1445344.00	0	4459.00
		12 oz	1	2922327.00	8.0000000	9573.00
		2 liter	1	1450980.00	0	4725.00
		20 oz	1	2898152.00	5.0000000	10475.00
	Cola	1 liter	1	2891250.00	4.0000000	9779.00
		12 oz	1	5832961.00	0	17566.00

**Minimum and maximum Sales are within any county for any week**

**Activity 2.1**  
**Summary of Units Sold**  
**12oz Size Diet Products**

Analysis Variable : UnitsSold Units Sold						
StateFIPS	ProductName	Container Size	Container per Units	Sum	Minimum	Maximum
37	Cola	2 liter	1	2895756.00	0	9634.00
		20 oz	1	5821204.00	0	21559.00
	Diet Cherry Cola	1 liter	1	501478.00	0	1745.00
		12 oz	1	1014177.00	0	3004.00
		2 liter	1	508182.00	0	1942.00
		20 oz	1	1013926.00	0	3669.00
	Diet Cola	1 liter	1	1012437.00	2.0000000	3871.00
		12 oz	1	2025423.00	0	6842.00
		2 liter	1	1018943.00	0	3300.00
		20 oz	1	2012035.00	0	7267.00
	Diet Vanilla Cola	12 oz	1	1014623.00	0	3596.00
		2 liter	1	507482.00	1.0000000	1805.00
		20 oz	1	1014952.00	0	3216.00
	Vanilla Cola	12 oz	1	2898926.00	0	10383.00
		2 liter	1	1441787.00	1.0000000	4477.00
		20 oz	1	2884575.00	0	9462.00
45	Cherry Cola	1 liter	1	716390.00	8.0000000	2308.00
		12 oz	1	1440800.00	12.0000000	4384.00
		2 liter	1	725727.00	7.0000000	2142.00
		20 oz	1	1436945.00	0	4602.00
	Cola	1 liter	1	1428107.00	0	4883.00
		12 oz	1	2861305.00	0	8954.00
		2 liter	1	1432861.00	15.0000000	4558.00
		20 oz	1	2887580.00	25.0000000	8295.00
	Diet Cherry Cola	1 liter	1	251493.00	0	849.0000000
		12 oz	1	502991.00	0	1609.00
		2 liter	1	248867.00	2.0000000	796.0000000
		20 oz	1	503224.00	1.0000000	1651.00

**Minimum and maximum Sales are within any county for any week**

**Activity 2.1**  
**Summary of Units Sold**  
**12oz Size Diet Products**

Analysis Variable : UnitsSold Units Sold						
StateFIPS	ProductName	Container Size	Container per Units	Sum	Minimum	Maximum
45	Diet Cola	1 liter	1	506084.00	3.00000000	1483.00
		12 oz	1	1002051.00	6.00000000	2954.00
		2 liter	1	506866.00	0	1580.00
		20 oz	1	1014091.00	3.00000000	2940.00
	Diet Vanilla Cola	12 oz	1	502549.00	0	1542.00
		2 liter	1	253643.00	2.00000000	714.00000000
		20 oz	1	507987.00	0	1555.00
	Vanilla Cola	12 oz	1	1465230.00	6.00000000	4696.00
		2 liter	1	719552.00	0	2247.00
		20 oz	1	1438702.00	13.00000000	4097.00

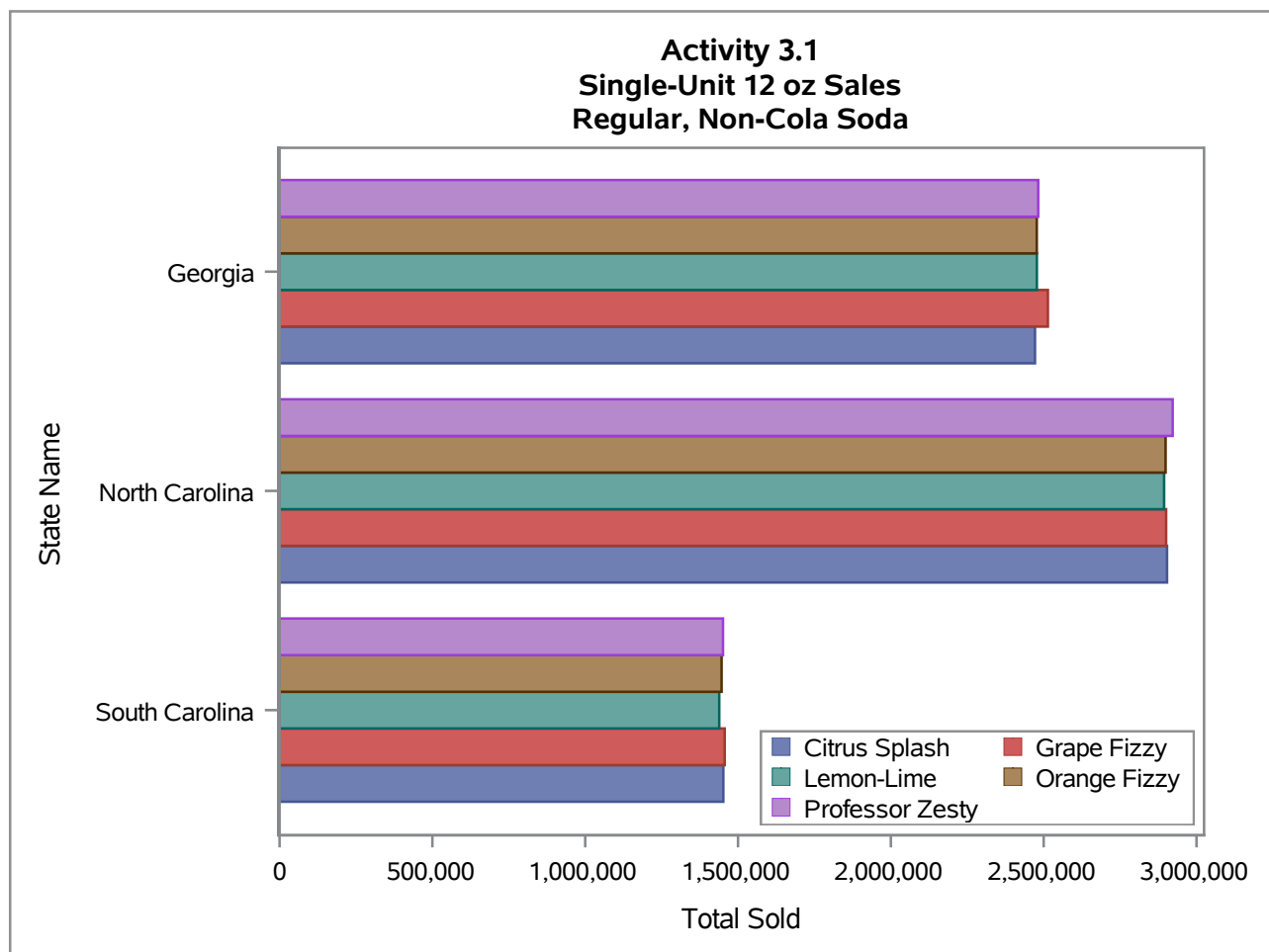
**Minimum and maximum Sales are within any county for any week**

## Activity 2.3

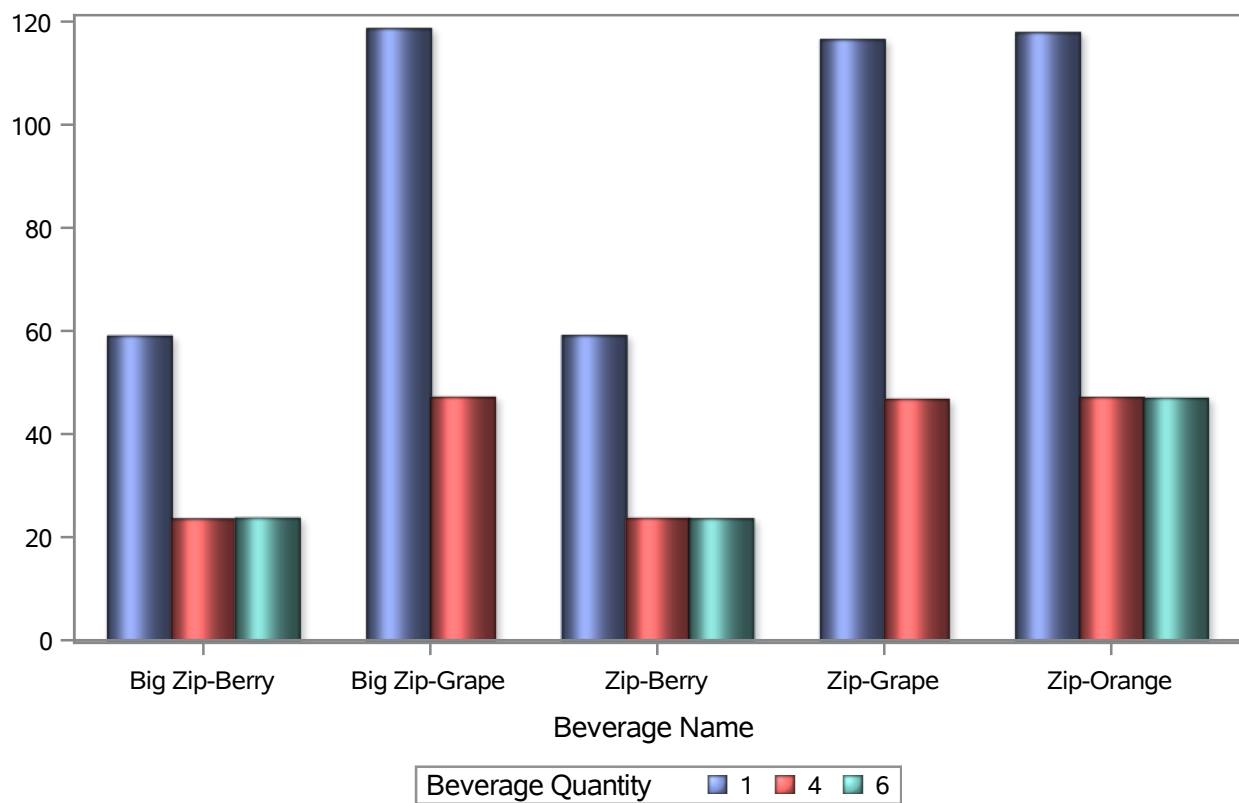
### Cross Tabulation of Single Unit Product Sales in Various States

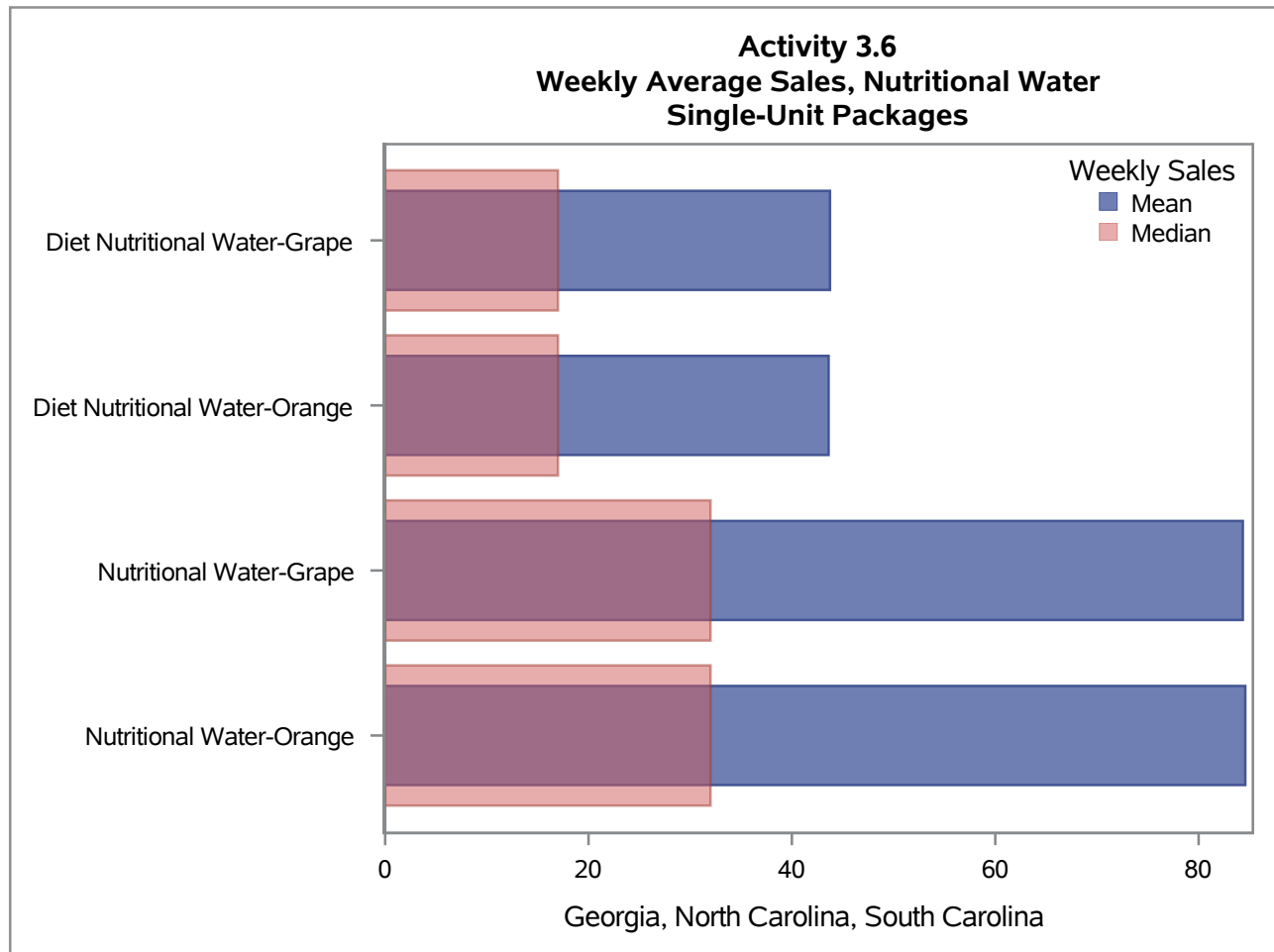
Frequency Percent Row Pct Col Pct	Table 1 of StateFIPS by size					
	Controlling for productName=Cherry Cola					
	StateFIPS(.)	size(Container Size)				
		1 liter	12 oz	2 liter	20 oz	Total
<b>13</b>		1,236,824	2,470,600	1,235,756	2,449,210	7,392,390
		6.05	12.09	6.05	11.99	36.19
		16.73	33.42	16.72	33.13	
		36.39	36.15	36.21	36.10	
<b>37</b>		1,445,344	2,922,327	1,450,980	2,898,152	8,716,803
		7.07	14.30	7.10	14.19	42.67
		16.58	33.53	16.65	33.25	
		42.53	42.76	42.52	42.72	
<b>45</b>		716,390	1,440,800	725,727	1,436,945	4,319,862
		3.51	7.05	3.55	7.03	21.15
		16.58	33.35	16.80	33.26	
		21.08	21.08	21.27	21.18	
<b>Total</b>		3,398,558	6,833,727	3,412,463	6,784,307	20,429,055
		16.64	33.45	16.70	33.21	100.00

Frequency Percent Row Pct Col Pct	Table 2 of StateFIPS by size					
	Controlling for productName=Cola					
	StateFIPS(.)	size(Container Size)				
		1 liter	12 oz	2 liter	20 oz	Total
<b>13</b>		2,456,662	4,976,799	2,466,703	4,965,538	14,865,702
		6.00	12.16	6.03	12.14	36.33
		16.53	33.48	16.59	33.40	
		36.26	36.40	36.30	36.31	
<b>37</b>		2,891,250	5,832,961	2,895,756	5,821,204	17,441,171
		7.07	14.26	7.08	14.23	42.63
		16.58	33.44	16.60	33.38	
		42.67	42.67	42.61	42.57	
<b>45</b>		1,428,107	2,861,305	1,432,861	2,887,580	8,609,853
		3.49	6.99	3.50	7.06	21.04
		16.59	33.23	16.64	33.54	
		21.08	20.93	21.09	21.12	
<b>Total</b>		6,776,019	13,671,065	6,795,320	13,674,322	40,916,726
		16.56	33.41	16.61	33.42	100.00



**Activity 3.3**  
**Average Weekly Sales, Non Diet Energy Drinks**  
**For 8 oz Cans in Georgia**





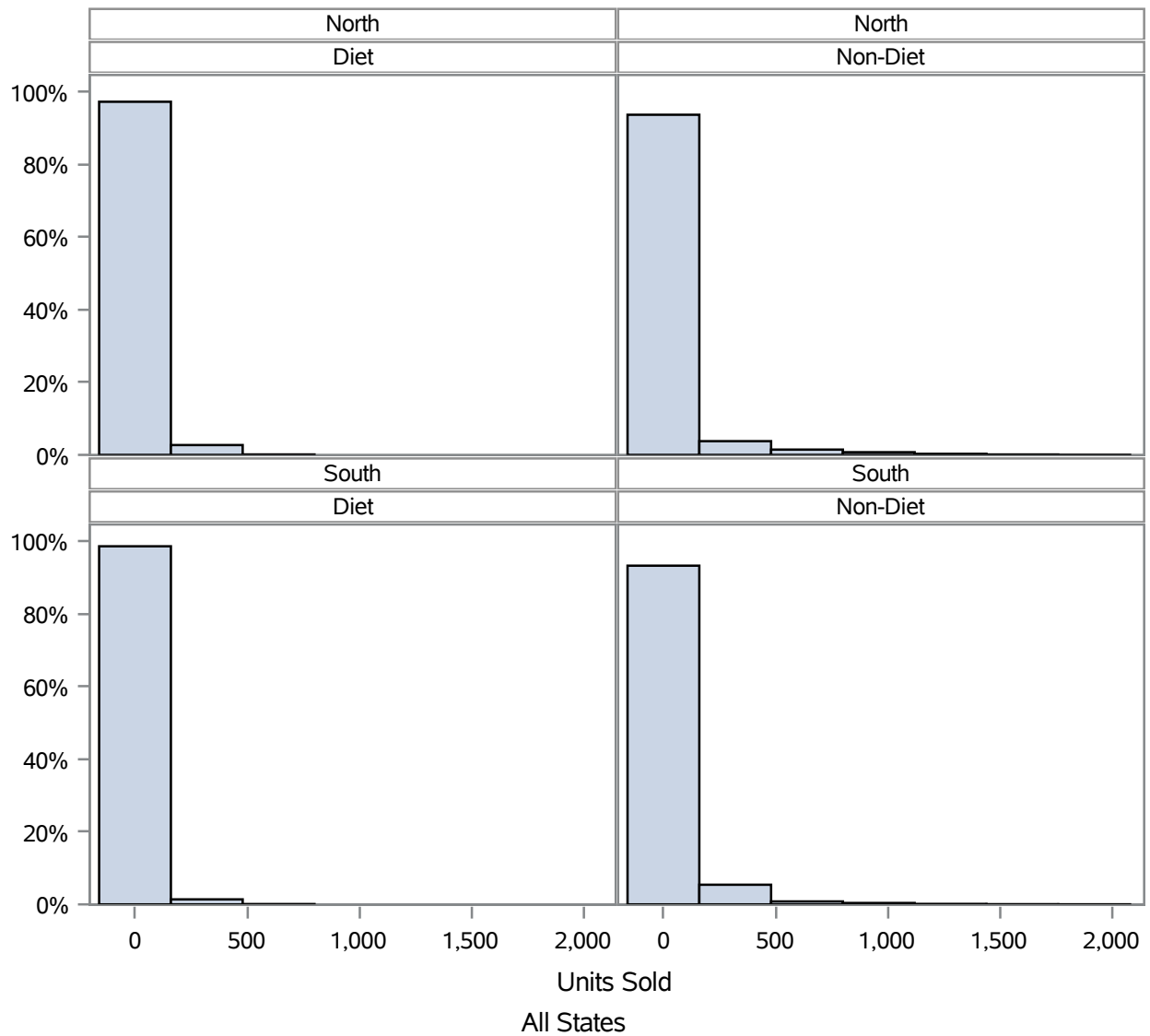
**Activity 4.1**  
**Weekly Sales Summaries**  
**Cola Products, 20 oz Bottles. Individual Units**

Analysis Variable : UnitsSold						
region	type	Flavor	Mean	Median	Lower Quartile	Upper Quartile
North	Diet	Cherry Cola	168	52	27	129
		Cola	341	107	54	259
		Vanilla Cola	170	52	27	127
	Non-Diet	Cherry Cola	488	151	78	358
		Cola	972	301	155	737
		Vanilla Cola	490	150	79	366
South	Diet	Cherry Cola	147	56	26	149
		Cola	294	113	52	298
		Vanilla Cola	147	56	25	150
	Non-Diet	Cherry Cola	420	161	74	429
		Cola	846	320	146	868
		Vanilla Cola	420	160	73	428

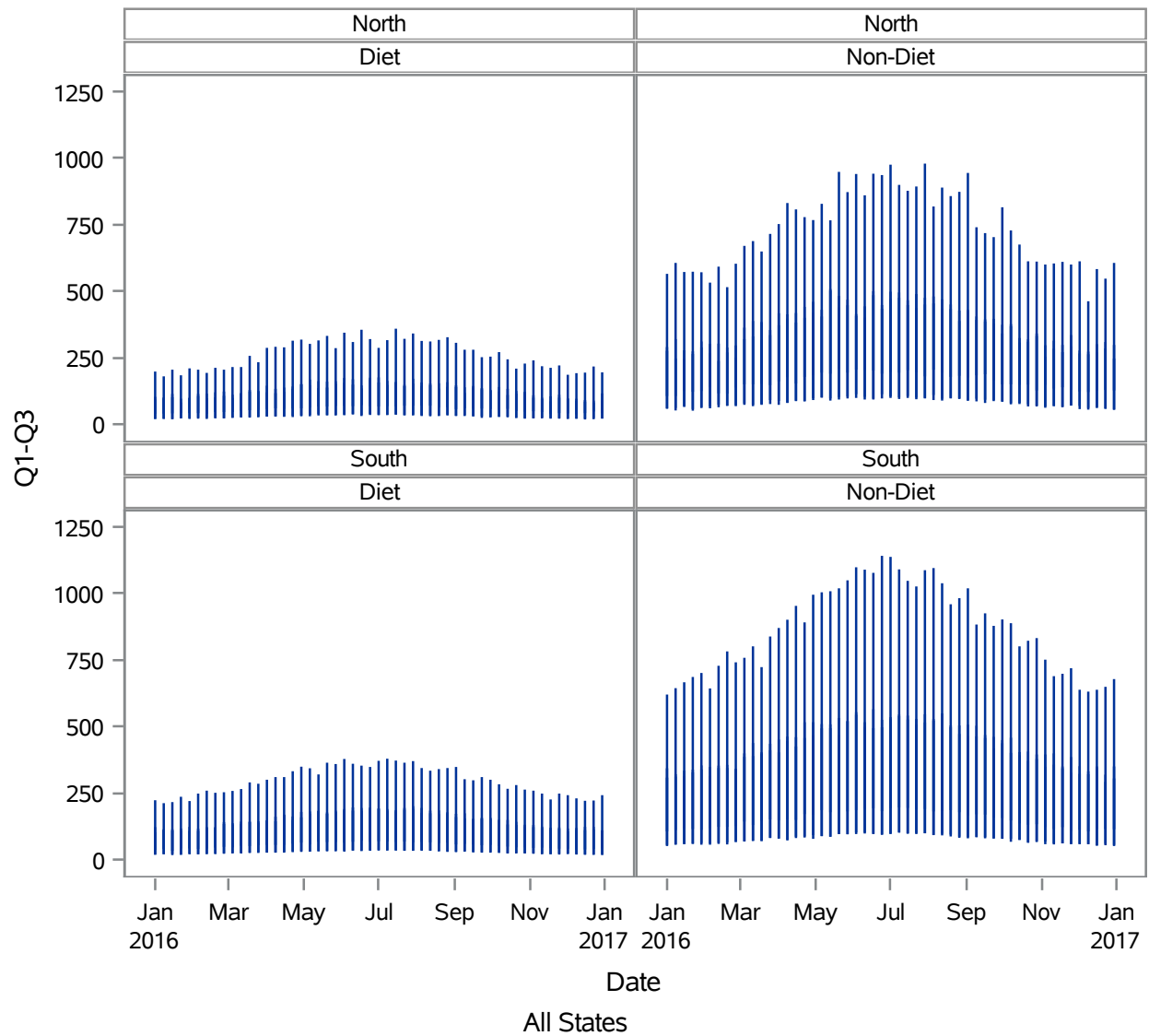
**All States**



**Activity 4.2**  
**Weekly Sales Distributions**  
**Cola Products, 12 Packs of 20 oz Bottles**



**Activit 4.4**  
**Sales Inter-Quartile Ranges**  
**Cola: 20 oz Bottles, Individual Units**



## Optional Activity

### Product Information and Categorization

productName	type	ProductCategory	ProductSubCategory	Flavor	size	container
Diet Big Zip-Berry	Diet	Energy	Big Zip	Berry	16 oz	Can
Diet Big Zip-Berry	Diet	Energy	Big Zip	Berry	8 oz	Can
Diet Big Zip-Grape	Diet	Energy	Big Zip	Grape	16 oz	Can
Diet Big Zip-Grape	Diet	Energy	Big Zip	Grape	8 oz	Can
Diet Mega Zip-Berry	Diet	Energy	Mega Zip	Berry	16 oz	Can
Diet Mega Zip-Orang	Diet	Energy	Mega Zip	Orang	16 oz	Can
Diet Mega Zip-Orange	Diet	Energy	Mega Zip	Orange	16 oz	Can
Diet Zip-Berry	Diet	Energy	Zip	Berry	16 oz	Can
Diet Zip-Berry	Diet	Energy	Zip	Berry	8 oz	Can
Diet Zip-Grape	Diet	Energy	Zip	Grape	16 oz	Can
Diet Zip-Grape	Diet	Energy	Zip	Grape	8 oz	Can
Diet Zip-Orange	Diet	Energy	Zip	Orange	16 oz	Can
Diet Zip-Orange	Diet	Energy	Zip	Orange	8 oz	Can
Big Zip-Berry	Non-Diet	Energy	Big Zip	Berry	16 oz	Can
Big Zip-Berry	Non-Diet	Energy	Big Zip	Berry	8 oz	Can
Big Zip-Grape	Non-Diet	Energy	Big Zip	Grape	16 oz	Can
Big Zip-Grape	Non-Diet	Energy	Big Zip	Grape	8 oz	Can
Mega Zip-Berry	Non-Diet	Energy	Mega Zip	Berry	16 oz	Can
Mega Zip-Orange	Non-Diet	Energy	Mega Zip	Orange	16 oz	Can
Zip-Berry	Non-Diet	Energy	Zip	Berry	16 oz	Can
Zip-Berry	Non-Diet	Energy	Zip	Berry	8 oz	Can
Zip-Grape	Non-Diet	Energy	Zip	Grape	16 oz	Can
Zip-Grape	Non-Diet	Energy	Zip	Grape	8 oz	Can
Zip-Orange	Non-Diet	Energy	Zip	Orange	16 oz	Can
Zip-Orange	Non-Diet	Energy	Zip	Orange	8 oz	Can
Non-Soda Ades-Diet Lemonade	Diet	Non-Soda Ades		Lemonade	2 liter	Bottle
Non-Soda Ades-Diet Lemonade	Diet	Non-Soda Ades		Lemonade	2 liters	Bottle
Non-Soda Ades-Diet Lemonade	Diet	Non-Soda Ades		Lemonade	20 oz	Bottle
Non-Soda Ades-Diet Lemonade	Diet	Non-Soda Ades		Lemonade	12 oz	Can

## Optional Activity Product Information and Categorization

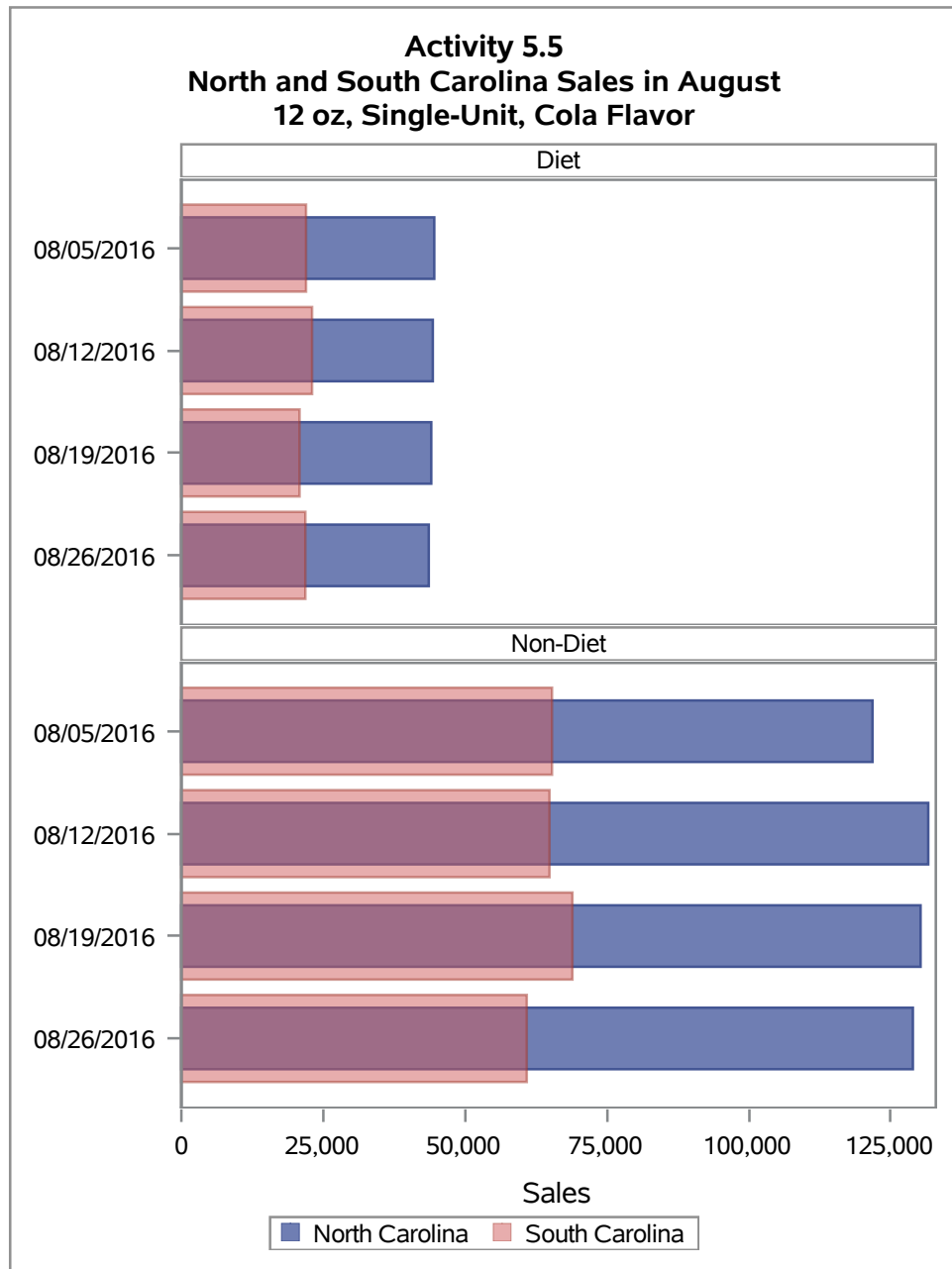
productName	type	ProductCategory	ProductSubCategory	Flavor	size	container
Non-Soda Ades-Diet Orangeade	Diet	Non-Soda Ades		Orangeade	2 liter	Bottle
Non-Soda Ades-Diet Orangeade	Diet	Non-Soda Ades		Orangeade	2 liters	Bottle
Non-Soda Ades-Diet Orangeade	Diet	Non-Soda Ades		Orangeade	20 oz	Bottle
Non-Soda Ades-Diet Orangeade	Diet	Non-Soda Ades		Orangeade	12 oz	Can
Non-Soda Ades-Lemonade	Non-Diet	Non-Soda Ades		Lemonade	2 liter	Bottle
Non-Soda Ades-Lemonade	Non-Diet	Non-Soda Ades		Lemonade	20 oz	Bottle
Non-Soda Ades-Lemonade	Non-Diet	Non-Soda Ades		Lemonade	12 oz	Can
Non-Soda Ades-Orangeade	Non-Diet	Non-Soda Ades		Orangeade	2 liter	Bottle
Non-Soda Ades-Orangeade	Non-Diet	Non-Soda Ades		Orangeade	20 oz	Bottle
Non-Soda Ades-Orangeade	Non-Diet	Non-Soda Ades		Orangeade	12 oz	Can
Diet Nutritional Water-Grape	Diet	Nutritional Water		Grape	20 oz	Bottle
Diet Nutritional Water-Orange	Diet	Nutritional Water		Orange	20 oz	Bottle
Nutritional Water-Grape	Non-Diet	Nutritional Water		Grape	20 oz	Bottle
Nutritional Water-Orange	Non-Diet	Nutritional Water		Orange	20 oz	Bottle
Cherry Cola	Non-Diet	Soda: Cola		Cherry Cola	1 liter	Bottle
Cherry Cola	Non-Diet	Soda: Cola		Cherry Cola	2 liter	Bottle
Cherry Cola	Non-Diet	Soda: Cola		Cherry Cola	20 oz	Bottle
Cherry Cola	Non-Diet	Soda: Cola		Cherry Cola	12 oz	Can
Cola	Non-Diet	Soda: Cola		Cola	1 liter	Bottle
Cola	Non-Diet	Soda: Cola		Cola	2 liter	Bottle
Cola	Non-Diet	Soda: Cola		Cola	20 oz	Bottle
Cola	Non-Diet	Soda: Cola		Cola	12 oz	Can
Diet Cherry Cola	Diet	Soda: Cola		Cherry Cola	1 liter	Bottle
Diet Cherry Cola	Diet	Soda: Cola		Cherry Cola	2 liter	Bottle
Diet Cherry Cola	Diet	Soda: Cola		Cherry Cola	20 oz	Bottle
Diet Cherry Cola	Diet	Soda: Cola		Cherry Cola	12 oz	Can
Diet Cola	Diet	Soda: Cola		Cola	1 liter	Bottle

## Optional Activity Product Information and Categorization

productName	type	ProductCategory	ProductSubCategory	Flavor	size	container
Diet Cola	Diet	Soda: Cola		Cola	2 liter	Bottle
Diet Cola	Diet	Soda: Cola		Cola	20 oz	Bottle
Diet Cola	Diet	Soda: Cola		Cola	12 oz	Can
Diet Vanilla Cola	Diet	Soda: Cola		Vanilla Cola	2 liter	Bottle
Diet Vanilla Cola	Diet	Soda: Cola		Vanilla Cola	20 oz	Bottle
Diet Vanilla Cola	Diet	Soda: Cola		Vanilla Cola	12 oz	Can
Vanilla Cola	Non-Diet	Soda: Cola		Vanilla Cola	2 liter	Bottle
Vanilla Cola	Non-Diet	Soda: Cola		Vanilla Cola	20 oz	Bottle
Vanilla Cola	Non-Diet	Soda: Cola		Vanilla Cola	12 oz	Can
Citrus Splash	Non-Diet	Soda: Non-Cola		Citrus Splash	1 liter	Bottle
Citrus Splash	Non-Diet	Soda: Non-Cola		Citrus Splash	2 liter	Bottle
Citrus Splash	Non-Diet	Soda: Non-Cola		Citrus Splash	20 oz	Bottle
Citrus Splash	Non-Diet	Soda: Non-Cola		Citrus Splash	12 oz	Can
Diet Citrus Splash	Diet	Soda: Non-Cola		Citrus Splash	2 liter	Bottle
Diet Citrus Splash	Diet	Soda: Non-Cola		Citrus Splash	20 oz	Bottle
Diet Citrus Splash	Diet	Soda: Non-Cola		Citrus Splash	12 oz	Can
Diet Grape Fizzy	Diet	Soda: Non-Cola		Grape Fizzy	2 liter	Bottle
Diet Grape Fizzy	Diet	Soda: Non-Cola		Grape Fizzy	20 oz	Bottle
Diet Grape Fizzy	Diet	Soda: Non-Cola		Grape Fizzy	12 oz	Can
Diet Lemon-Lime	Diet	Soda: Non-Cola		Lemon-Lime	2 liter	Bottle
Diet Lemon-Lime	Diet	Soda: Non-Cola		Lemon-Lime	2 liter	Bottle
Diet Lemon-Lime	Diet	Soda: Non-Cola		Lemon-Lime	20 oz	Bottle
Diet Lemon-Lime	Diet	Soda: Non-Cola		Lemon-Lime	12 oz	Can
Diet Orange Fizzy	Diet	Soda: Non-Cola		Orange Fizzy	2 liter	Bottle
Diet Orange Fizzy	Diet	Soda: Non-Cola		Orange Fizzy	20 oz	Bottle
Diet Orange Fizzy	Diet	Soda: Non-Cola		Orange Fizzy	12 oz	Can
Diet Professor Zesty	Diet	Soda: Non-Cola		Professor Zesty	1 liter	Bottle
Diet Professor Zesty	Diet	Soda: Non-Cola		Professor Zesty	2 liter	Bottle
Diet Professor Zesty	Diet	Soda: Non-Cola		Professor Zesty	20 oz	Bottle

## Optional Activity Product Information and Categorization

productName	type	ProductCategory	ProductSubCategory	Flavor	size	container
Diet Professor Zesty	Diet	Soda: Non-Cola		Professor Zesty	12 oz	Can
Grape Fizzy	Non-Diet	Soda: Non-Cola		Grape Fizzy	1 liter	Bottle
Grape Fizzy	Non-Diet	Soda: Non-Cola		Grape Fizzy	2 liter	Bottle
Grape Fizzy	Non-Diet	Soda: Non-Cola		Grape Fizzy	20 oz	Bottle
Grape Fizzy	Non-Diet	Soda: Non-Cola		Grape Fizzy	12 oz	Can
Lemon-Lime	Non-Diet	Soda: Non-Cola		Lemon-Lime	1 liter	Bottle
Lemon-Lime	Non-Diet	Soda: Non-Cola		Lemon-Lime	1 liter	Bottle
Lemon-Lime	Non-Diet	Soda: Non-Cola		Lemon-Lime	2 liter	Bottle
Lemon-Lime	Non-Diet	Soda: Non-Cola		Lemon-Lime	2 liter	Bottle
Lemon-Lime	Non-Diet	Soda: Non-Cola		Lemon-Lime	20 oz	Bottle
Lemon-Lime	Non-Diet	Soda: Non-Cola		Lemon-Lime	12 oz	Can
Orange Fizzy	Non-Diet	Soda: Non-Cola		Orange Fizzy	1 liter	Bottle
Orange Fizzy	Non-Diet	Soda: Non-Cola		Orange Fizzy	2 liter	Bottle
Orange Fizzy	Non-Diet	Soda: Non-Cola		Orange Fizzy	20 oz	Bottle
Orange Fizzy	Non-Diet	Soda: Non-Cola		Orange Fizzy	12 oz	Can
Professor Zesty	Non-Diet	Soda: Non-Cola		Professor Zesty	1 liter	Bottle
Professor Zesty	Non-Diet	Soda: Non-Cola		Professor Zesty	2 liter	Bottle
Professor Zesty	Non-Diet	Soda: Non-Cola		Professor Zesty	20 oz	Bottle
Professor Zesty	Non-Diet	Soda: Non-Cola		Professor Zesty	12 oz	Can



**Activity 6.2**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Beverage Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
Diet	Diet Cherry Cola	I	143	92,173	0	1,959
		II	204	127,258	25	2,559
		III	199	139,257	25	2,238
		IV	141	93,187	12	2,184
			167	451,875	0	2,559
	Diet Citrus Splash	I	213	135,092	14	3,057
		II	302	188,427	38	3,577
		III	305	206,656	38	3,635
		IV	211	134,799	16	3,032
			257	664,974	14	3,635
	Diet Cola	I	271	189,822	21	3,740
		II	385	256,914	48	4,978
		III	394	277,733	48	5,043
		IV	267	176,170	32	3,658
			333	900,639	21	5,043
	Diet Grape Fizzy	I	209	136,490	0	3,390
		II	294	190,292	37	3,530
		III	309	204,069	22	3,898
		IV	210	134,717	20	2,823
			253	665,568	0	3,898
	Diet Lemon-Lime	I	211	135,355	10	2,865
		II	303	184,446	32	3,499
		III	304	208,253	41	5,106
		IV	217	138,881	0	2,663
			251	666,935	0	5,106
	Diet Orange Fizzy	I	202	139,008	4	2,697
		II	300	189,683	37	4,125
		III	308	210,086	33	3,801
		IV	199	141,404	9	2,800
			246	680,181	4	4,125



**Activity 6.2**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Beverage Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
	Diet Professor Zesty	I	205	138,308	21	3,254
		II	298	193,855	39	3,796
		III	294	210,341	37	3,751
		IV	205	135,196	16	3,394
			249	677,700	16	3,796
	Diet Vanilla Cola	I	143	91,463	14	2,067
		II	196	131,571	15	2,587
		III	213	140,082	22	2,342
		IV	139	95,661	7	2,217
			169	458,777	7	2,587
	Non-Soda Ades-Diet Lemonade	I	60	39,092	3	931
		II	86	51,459	11	908
		III	87	60,877	13	1,049
		IV	59	40,173	5	923
			72	191,601	3	1,049
	Non-Soda Ades-Diet Orangeade	I	66	41,028	5	999
		II	82	54,665	9	1,149
		III	78	59,895	11	1,262
		IV	65	40,481	0	1,028
			72	196,069	0	1,262
Non-Diet	Cherry Cola	I	408	274,640	0	6,617
		II	522	366,913	56	7,008
		III	603	392,103	64	7,747
		IV	404	263,374	0	5,758
			485	1,297,030	0	7,747
	Citrus Splash	I	396	264,372	34	5,443
		II	575	366,881	68	6,564
		III	564	403,496	78	7,377
		IV	410	268,953	39	6,177
			477	1,303,702	34	7,377

**Activity 6.2**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Beverage Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
	Cola	I	740	520,138	45	11,230
		II	1,123	739,386	154	14,846
		III	1,178	805,538	123	15,960
		IV	802	532,732	41	11,341
			914	2,597,794	41	15,960
	Grape Fizzy	I	375	256,214	23	6,107
		II	629	376,409	69	7,620
		III	571	404,223	62	8,280
		IV	401	266,845	22	5,590
			475	1,303,691	22	8,280
	Lemon-Lime	I	396	262,809	22	6,125
		II	568	358,788	62	6,645
		III	541	405,130	64	7,770
		IV	397	261,703	49	5,390
			461	1,288,430	22	7,770
	Non-Soda Ades-Lemonade	I	257	160,645	29	3,783
		II	333	226,750	43	4,630
		III	341	234,411	41	4,118
		IV	236	159,314	18	3,219
			293	781,120	18	4,630
	Non-Soda Ades-Orangeade	I	76	51,265	7	1,206
		II	116	72,234	17	1,358
		III	105	77,081	14	1,530
		IV	76	53,818	7	1,179
			91	254,398	7	1,530
	Orange Fizzy	I	369	269,103	9	5,863
		II	591	365,600	66	6,697
		III	566	403,207	70	8,530
		IV	413	258,041	23	6,201
			479	1,295,951	9	8,530

**Activity 6.2**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Beverage Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
	Professor Zesty	I	396	267,872	0	6,931
		II	573	371,589	74	7,075
		III	574	393,371	67	7,626
		IV	392	273,860	34	6,496
			474	1,306,692	0	7,626
	Vanilla Cola	I	411	276,462	37	5,591
		II	566	363,391	58	7,768
		III	580	401,022	57	6,764
		IV	382	259,468	40	4,886
			489	1,300,343	37	7,768

Obs	number	Flavor	size	Unit	Code
1	1	Cola	12 oz	1	S-1-12 oz-1
2	1	Cola	20 oz	1	S-1-20 oz-1
3	1	Cola	1 liter	1	S-1-1 liter-1
4	1	Cola	2 liter	1	S-1-2 liter-1
5	1	Cola	12 oz	6	S-1-12 oz-6
6	1	Cola	12 oz	12	S-1-12 oz-12
7	1	Cola	12 oz	24	S-1-12 oz-24
8	1	Cola	20 oz	8	S-1-20 oz-8
9	1	Cola	20 oz	12	S-1-20 oz-12
10	2	Diet Cola	12 oz	1	S-2-12 oz-1
11	2	Diet Cola	20 oz	1	S-2-20 oz-1
12	2	Diet Cola	1 liter	1	S-2-1 liter-1
13	2	Diet Cola	2 liter	1	S-2-2 liter-1
14	2	Diet Cola	12 oz	6	S-2-12 oz-6
15	2	Diet Cola	12 oz	12	S-2-12 oz-12
16	2	Diet Cola	12 oz	24	S-2-12 oz-24
17	2	Diet Cola	20 oz	8	S-2-20 oz-8
18	2	Diet Cola	20 oz	12	S-2-20 oz-12
19	3	Cherry Cola	12 oz	1	S-3-12 oz-1
20	3	Cherry Cola	20 oz	1	S-3-20 oz-1
21	3	Cherry Cola	1 liter	1	S-3-1 liter-1
22	3	Cherry Cola	2 liter	1	S-3-2 liter-1
23	3	Cherry Cola	12 oz	6	S-3-12 oz-6
24	3	Cherry Cola	12 oz	12	S-3-12 oz-12
25	3	Cherry Cola	12 oz	24	S-3-12 oz-24
26	3	Cherry Cola	20 oz	8	S-3-20 oz-8
27	3	Cherry Cola	20 oz	12	S-3-20 oz-12
28	4	Diet Cherry Cola	12 oz	1	S-4-12 oz-1
29	4	Diet Cherry Cola	20 oz	1	S-4-20 oz-1
30	4	Diet Cherry Cola	1 liter	1	S-4-1 liter-1
31	4	Diet Cherry Cola	2 liter	1	S-4-2 liter-1

Obs	number	Flavor	size	Unit	Code
32	4	Diet Cherry Cola	12 oz	6	S-4-12 oz-6
33	4	Diet Cherry Cola	12 oz	12	S-4-12 oz-12
34	4	Diet Cherry Cola	12 oz	24	S-4-12 oz-24
35	4	Diet Cherry Cola	20 oz	8	S-4-20 oz-8
36	4	Diet Cherry Cola	20 oz	12	S-4-20 oz-12
37	5	Vanilla Cola	12 oz	1	S-5-12 oz-1
38	5	Vanilla Cola	20 oz	1	S-5-20 oz-1
39	5	Vanilla Cola	2 liter	1	S-5-2 liter-1
40	5	Vanilla Cola	12 oz	6	S-5-12 oz-6
41	5	Vanilla Cola	12 oz	24	S-5-12 oz-24
42	5	Vanilla Cola	20 oz	8	S-5-20 oz-8
43	6	Diet Vanilla Cola	12 oz	1	S-6-12 oz-1
44	6	Diet Vanilla Cola	20 oz	1	S-6-20 oz-1
45	6	Diet Vanilla Cola	2 liter	1	S-6-2 liter-1
46	6	Diet Vanilla Cola	12 oz	6	S-6-12 oz-6
47	6	Diet Vanilla Cola	12 oz	24	S-6-12 oz-24
48	6	Diet Vanilla Cola	20 oz	8	S-6-20 oz-8
49	7	Professor Zesty	12 oz	1	S-7-12 oz-1
50	7	Professor Zesty	20 oz	1	S-7-20 oz-1
51	7	Professor Zesty	1 liter	1	S-7-1 liter-1
52	7	Professor Zesty	2 liter	1	S-7-2 liter-1
53	7	Professor Zesty	12 oz	6	S-7-12 oz-6
54	7	Professor Zesty	12 oz	12	S-7-12 oz-12
55	7	Professor Zesty	12 oz	24	S-7-12 oz-24
56	7	Professor Zesty	20 oz	8	S-7-20 oz-8
57	7	Professor Zesty	20 oz	12	S-7-20 oz-12
58	8	Diet Professor Zesty	12 oz	1	S-8-12 oz-1
59	8	Diet Professor Zesty	20 oz	1	S-8-20 oz-1
60	8	Diet Professor Zesty	1 liter	1	S-8-1 liter-1
61	8	Diet Professor Zesty	2 liter	1	S-8-2 liter-1
62	8	Diet Professor Zesty	12 oz	6	S-8-12 oz-6

Obs	number	Flavor	size	Unit	Code
63	8	Diet Professor Zesty	12 oz	12	S-8-12 oz-12
64	8	Diet Professor Zesty	12 oz	24	S-8-12 oz-24
65	8	Diet Professor Zesty	20 oz	8	S-8-20 oz-8
66	8	Diet Professor Zesty	20 oz	12	S-8-20 oz-12
67	9	Citrus Splash	12 oz	1	S-9-12 oz-1
68	9	Citrus Splash	20 oz	1	S-9-20 oz-1
69	9	Citrus Splash	1 liter	1	S-9-1 liter-1
70	9	Citrus Splash	2 liter	1	S-9-2 liter-1
71	9	Citrus Splash	12 oz	6	S-9-12 oz-6
72	9	Citrus Splash	12 oz	12	S-9-12 oz-12
73	9	Citrus Splash	12 oz	24	S-9-12 oz-24
74	9	Citrus Splash	20 oz	8	S-9-20 oz-8
75	9	Citrus Splash	20 oz	12	S-9-20 oz-12
76	10	Diet Citrus Splash	12 oz	1	S-10-12 oz-1
77	10	Diet Citrus Splash	20 oz	1	S-10-20 oz-1
78	10	Diet Citrus Splash	2 liter	1	S-10-2 liter-1
79	10	Diet Citrus Splash	12 oz	6	S-10-12 oz-6
80	10	Diet Citrus Splash	12 oz	24	S-10-12 oz-24
81	10	Diet Citrus Splash	20 oz	8	S-10-20 oz-8
82	11	Lemon-Lime	12 oz	1	S-11-12 oz-1
83	11	Lemon-Lime	20 oz	1	S-11-20 oz-1
84	11	Lemon-Lime	1 liter	1	S-11-1 liter-1
85	11	Lemon-Lime	2 liter	1	S-11-2 liter-1
86	11	Lemon-Lime	12 oz	6	S-11-12 oz-6
87	11	Lemon-Lime	12 oz	12	S-11-12 oz-12
88	11	Lemon-Lime	12 oz	24	S-11-12 oz-24
89	11	Lemon-Lime	20 oz	8	S-11-20 oz-8
90	11	Lemon-Lime	20 oz	12	S-11-20 oz-12
91	12	Diet Lemon-Lime	12 oz	1	S-12-12 oz-1
92	12	Diet Lemon-Lime	20 oz	1	S-12-20 oz-1
93	12	Diet Lemon-Lime	2 liter	1	S-12-2 liter-1

Obs	number	Flavor	size	Unit	Code
94	12	Diet Lemon-Lime	12 oz	6	S-12-12 oz-6
95	12	Diet Lemon-Lime	12 oz	24	S-12-12 oz-24
96	12	Diet Lemon-Lime	20 oz	8	S-12-20 oz-8
97	13	Orange Fizzy	12 oz	1	S-13-12 oz-1
98	13	Orange Fizzy	20 oz	1	S-13-20 oz-1
99	13	Orange Fizzy	1 liter	1	S-13-1 liter-1
100	13	Orange Fizzy	2 liter	1	S-13-2 liter-1
101	13	Orange Fizzy	12 oz	6	S-13-12 oz-6
102	13	Orange Fizzy	12 oz	12	S-13-12 oz-12
103	13	Orange Fizzy	12 oz	24	S-13-12 oz-24
104	13	Orange Fizzy	20 oz	8	S-13-20 oz-8
105	13	Orange Fizzy	20 oz	12	S-13-20 oz-12
106	14	Diet Orange Fizzy	12 oz	1	S-14-12 oz-1
107	14	Diet Orange Fizzy	20 oz	1	S-14-20 oz-1
108	14	Diet Orange Fizzy	2 liter	1	S-14-2 liter-1
109	14	Diet Orange Fizzy	12 oz	6	S-14-12 oz-6
110	14	Diet Orange Fizzy	12 oz	24	S-14-12 oz-24
111	14	Diet Orange Fizzy	20 oz	8	S-14-20 oz-8
112	15	Grape Fizzy	12 oz	1	S-15-12 oz-1
113	15	Grape Fizzy	20 oz	1	S-15-20 oz-1
114	15	Grape Fizzy	1 liter	1	S-15-1 liter-1
115	15	Grape Fizzy	2 liter	1	S-15-2 liter-1
116	15	Grape Fizzy	12 oz	6	S-15-12 oz-6
117	15	Grape Fizzy	12 oz	12	S-15-12 oz-12
118	15	Grape Fizzy	12 oz	24	S-15-12 oz-24
119	15	Grape Fizzy	20 oz	8	S-15-20 oz-8
120	15	Grape Fizzy	20 oz	12	S-15-20 oz-12
121	16	Diet Grape Fizzy	12 oz	1	S-16-12 oz-1
122	16	Diet Grape Fizzy	20 oz	1	S-16-20 oz-1
123	16	Diet Grape Fizzy	2 liter	1	S-16-2 liter-1
124	16	Diet Grape Fizzy	12 oz	6	S-16-12 oz-6

Obs	number	Flavor	size	Unit	Code
125	16	Diet Grape Fizzy	12 oz	24	S-16-12 oz-24
126	16	Diet Grape Fizzy	20 oz	8	S-16-20 oz-8



**Activity 7.4**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Product Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
Diet	Diet Cherry Cola	I	143	92,173	0	1,959
		II	204	127,258	25	2,559
		III	199	139,257	25	2,238
		IV	141	93,187	12	2,184
			167	451,875	0	2,559
	Diet Citrus Splash	I	213	135,092	14	3,057
		II	302	188,427	38	3,577
		III	305	206,656	38	3,635
		IV	211	134,799	16	3,032
			257	664,974	14	3,635
	Diet Cola	I	271	189,822	21	3,740
		II	385	256,914	48	4,978
		III	394	277,733	48	5,043
		IV	267	176,170	32	3,658
			333	900,639	21	5,043
	Diet Grape Fizzy	I	209	136,490	0	3,390
		II	294	190,292	37	3,530
		III	309	204,069	22	3,898
		IV	210	134,717	20	2,823
			253	665,568	0	3,898
	Diet Lemon-Lime	I	211	135,355	10	2,865
		II	303	184,446	32	3,499
		III	304	208,253	41	5,106
		IV	217	138,881	0	2,663
			251	666,935	0	5,106
	Diet Orange Fizzy	I	202	139,008	4	2,697
		II	300	189,683	37	4,125
		III	308	210,086	33	3,801
		IV	199	141,404	9	2,800
			246	680,181	4	4,125

**Activity 7.4**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Product Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
	Diet Professor Zesty	I	205	138,308	21	3,254
		II	298	193,855	39	3,796
		III	294	210,341	37	3,751
		IV	205	135,196	16	3,394
			249	677,700	16	3,796
	Diet Vanilla Cola	I	143	91,463	14	2,067
		II	196	131,571	15	2,587
		III	213	140,082	22	2,342
		IV	139	95,661	7	2,217
			169	458,777	7	2,587
	Non-Soda Ades-Diet Lemonade	I	60	39,092	3	931
		II	86	51,459	11	908
		III	87	60,877	13	1,049
		IV	59	40,173	5	923
			72	191,601	3	1,049
	Non-Soda Ades-Diet Orangeade	I	66	41,028	5	999
		II	82	54,665	9	1,149
		III	78	59,895	11	1,262
		IV	65	40,481	0	1,028
			72	196,069	0	1,262
Non-Diet	Cherry Cola	I	408	274,640	0	6,617
		II	522	366,913	56	7,008
		III	603	392,103	64	7,747
		IV	404	263,374	0	5,758
			485	1,297,030	0	7,747
	Citrus Splash	I	396	264,372	34	5,443
		II	575	366,881	68	6,564
		III	564	403,496	78	7,377
		IV	410	268,953	39	6,177
			477	1,303,702	34	7,377

**Activity 7.4**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Product Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
	Cola	I	740	520,138	45	11,230
		II	1,123	739,386	154	14,846
		III	1,178	805,538	123	15,960
		IV	802	532,732	41	11,341
			914	2,597,794	41	15,960
	Grape Fizzy	I	375	256,214	23	6,107
		II	629	376,409	69	7,620
		III	571	404,223	62	8,280
		IV	401	266,845	22	5,590
			475	1,303,691	22	8,280
	Lemon-Lime	I	396	262,809	22	6,125
		II	568	358,788	62	6,645
		III	541	405,130	64	7,770
		IV	397	261,703	49	5,390
			461	1,288,430	22	7,770
	Non-Soda Ades-Lemonade	I	257	160,645	29	3,783
		II	333	226,750	43	4,630
		III	341	234,411	41	4,118
		IV	236	159,314	18	3,219
			293	781,120	18	4,630
	Non-Soda Ades-Orangeade	I	76	51,265	7	1,206
		II	116	72,234	17	1,358
		III	105	77,081	14	1,530
		IV	76	53,818	7	1,179
			91	254,398	7	1,530
	Orange Fizzy	I	369	269,103	9	5,863
		II	591	365,600	66	6,697
		III	566	403,207	70	8,530
		IV	413	258,041	23	6,201
			479	1,295,951	9	8,530

**Activity 7.4**  
**Quarterly Sales Summaries for 12 oz Single-Unit Products**  
**Maryland Only**

Product Type	Beverage Name	Quarter	Median weekly sales	Total Sales	Lowest Weekly Sales	Highest Weekly Sales
	Professor Zesty	I	396	267,872	0	6,931
		II	573	371,589	74	7,075
		III	574	393,371	67	7,626
		IV	392	273,860	34	6,496
			474	1,306,692	0	7,626
	Vanilla Cola	I	411	276,462	37	5,591
		II	566	363,391	58	7,768
		III	580	401,022	57	6,764
		IV	382	259,468	40	4,886
			489	1,300,343	37	7,768

**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
Allegany	Diet	I	503	7
		II	746	10.3
		III	800	11.1
		IV	542	7.5
	Non-Diet	I	2,035	28.2
		II	2,797	38.7
		III	3,007	41.7
		IV	1,754	24.3
			12,184	168.8
2016 population:				72,194
Anne Arundel	Diet	I	4,102	7.2
		II	5,683	10
		III	6,083	10.7
		IV	3,765	6.6
	Non-Diet	I	19,605	34.5
		II	19,596	34.4
		III	24,607	43.3
		IV	15,207	26.7
			98,648	173.4
2016 population:				568,916
Baltimore	Diet	I	5,530	6.7
		II	7,356	8.8
		III	10,048	12.1
		IV	7,071	8.5
	Non-Diet	I	22,422	27
		II	37,143	44.7
		III	35,833	43.1
		IV	22,917	27.6

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**

**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
			148,320	178.4
2016 population: 831,431				
Calvert	Diet	I	773	8.5
		II	962	10.6
		III	972	10.7
		IV	593	6.5
	Non-Diet	I	2,842	31.2
		II	3,682	40.4
		III	3,707	40.7
		IV	2,733	30
			16,264	178.5
2016 population: 91,099				
Caroline	Diet	I	275	8.4
		II	363	11
		III	396	12
		IV	262	8
	Non-Diet	I	1,148	34.9
		II	1,421	43.2
		III	1,574	47.9
		IV	1,043	31.7
			6,482	197.1
2016 population: 32,887				
Carroll	Diet	I	947	5.7
		II	1,624	9.7
		III	1,996	11.9
		IV	1,199	7.2
	Non-Diet	I	4,935	29.5
		II	6,439	38.5

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**

**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
		III	6,459	38.6
		IV	4,572	27.4
			28,171	168.5
2016 population: 167,140				
Cecil	Diet	I	752	7.3
		II	1,103	10.7
		III	1,281	12.5
		IV	810	7.9
	Non-Diet	I	3,122	30.4
		II	4,480	43.6
		III	4,741	46.2
		IV	3,452	33.6
			19,741	192.2
2016 population: 102,701				
Charles	Diet	I	1,019	6.5
		II	1,760	11.2
		III	1,569	10
		IV	1,268	8.1
	Non-Diet	I	4,859	30.9
		II	6,919	43.9
		III	6,654	42.3
		IV	4,869	30.9
			28,917	183.7
2016 population: 157,430				
Dorchester	Diet	I	260	8.1
		II	354	11
		III	398	12.3
		IV	261	8.1

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**

**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
	Non-Diet	I	997	30.9
		II	1,536	47.6
		III	1,677	52
		IV	1,152	35.7
			6,635	205.6
2016 population:				32,267
Frederick	Diet	I	1,950	7.9
		II	2,674	10.8
		III	2,558	10.3
		IV	1,856	7.5
	Non-Diet	I	7,854	31.7
		II	10,166	41
		III	11,697	47.2
		IV	7,753	31.3
			46,508	187.6
2016 population:				247,881
Garrett	Diet	I	184	6.3
		II	318	10.8
		III	298	10.2
		IV	211	7.2
	Non-Diet	I	890	30.3
		II	1,237	42.2
		III	1,324	45.1
		IV	734	25
			5,196	177.1
2016 population:				29,344
Harford	Diet	I	1,774	7.1
		II	2,294	9.2

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**



**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
		III	2,816	11.2
		IV	1,974	7.9
	Non-Diet	I	6,894	27.5
		II	10,880	43.4
		III	10,750	42.9
		IV	7,620	30.4
			45,002	179.7
2016 population: 250,439				
Howard	Diet	I	2,285	7.2
		II	2,910	9.2
		III	4,000	12.6
		IV	2,299	7.3
	Non-Diet	I	9,056	28.6
		II	12,767	40.3
		III	15,053	47.5
		IV	8,798	27.8
			57,168	180.4
2016 population: 316,966				
Kent	Diet	I	141	7.2
		II	204	10.4
		III	235	12
		IV	155	7.9
	Non-Diet	I	663	33.7
		II	836	42.5
		III	907	46.1
		IV	638	32.5
			3,779	192.3
2016 population: 19,654				

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**

**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
Montgomery	Diet	I	7,736	7.4
		II	8,989	8.6
		III	11,107	10.6
		IV	7,335	7
	Non-Diet	I	28,356	27
		II	47,963	45.8
		III	42,449	40.5
		IV	30,191	28.8
			184,126	175.6
2016 population: 1048332				
Prince George's	Diet	I	6,892	7.6
		II	8,657	9.5
		III	10,383	11.4
		IV	6,365	7
	Non-Diet	I	28,785	31.6
		II	36,295	39.8
		III	40,057	44
		IV	29,512	32.4
			166,946	183.2
2016 population: 911,154				
Queen Anne's	Diet	I	413	8.4
		II	503	10.2
		III	588	12
		IV	388	7.9
	Non-Diet	I	1,414	28.8
		II	2,259	45.9
		III	2,478	50.4
		IV	1,723	35

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**

**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
			9,766	198.6
2016 population:				49,178
Somerset	Diet	I	212	8.2
		II	322	12.5
		III	306	11.8
		IV	226	8.7
	Non-Diet	I	871	33.7
		II	1,268	49.1
		III	1,289	49.9
		IV	786	30.4
			5,280	204.4
2016 population:				25,833
St. Mary's	Diet	I	863	7.7
		II	1,126	10.1
		III	1,292	11.6
		IV	946	8.5
	Non-Diet	I	3,472	31
		II	4,867	43.5
		III	4,901	43.8
		IV	3,672	32.8
			21,139	189
2016 population:				111,835
Talbot	Diet	I	278	7.5
		II	353	9.5
		III	450	12.1
		IV	287	7.7
	Non-Diet	I	1,004	27
		II	1,574	42.3

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**

**Activity 7.5**  
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**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
		III	1,717	46.2
		IV	1,187	31.9
			6,850	184.1
2016 population: 37,204				
Washington	Diet	I	1,005	6.7
		II	1,538	10.3
		III	1,417	9.5
		IV	1,113	7.4
	Non-Diet	I	4,336	28.9
		II	6,103	40.7
		III	5,928	39.6
		IV	4,347	29
			25,787	172.1
2016 population: 149,810				
Wicomico	Diet	I	837	8.2
		II	1,042	10.2
		III	1,304	12.7
		IV	785	7.7
	Non-Diet	I	3,177	31
		II	4,235	41.3
		III	5,026	49
		IV	3,267	31.8
			19,673	191.8
2016 population: 102,585				
Worcester	Diet	I	361	7
		II	578	11.2
		III	580	11.3
		IV	462	9

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**

**Activity 7.5**  
**Quarterly Per-Capita Sales Summaries**  
**for 12 oz Single-Unit Lemonade**  
**Maryland Only**

County	Product Type	Quarter	UnitsSold	Sale per thousand
	Non-Diet	I	1,908	37
		II	2,287	44.4
		III	2,576	50
		IV	1,387	26.9
			10,139	196.8
2016 population:				51,514

**Flagged Rows: Sales Less Than 7.5 per 1000 for Diet; Less Than 30 per 1000 for Non-Diet**