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**An integrated demand-planning and sales forecasting model:  
A Case study in Parmalat S.A.**

By

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**Submitted in fulfilment of the requirements for the degree of  
MASTERS IN BUSINESS ADMINISTRATION**

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This research has not been previously accepted for any degree and is not being currently submitted in candidature for any degree.

Signed.....

106196

Date: 30 June 2005

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## **ABSTRACT**

This study specifically deals with finding a pragmatic solution to the problem of sales forecasting and demand planning in a very dynamic industry, the dairy industry, in the fast moving consumer goods (FMCG) market. Two projects surrounding the Parmalat supply chain were commissioned, the first dealing with sales forecasting, and the second dealing with distribution replenishment planning. This dissertation handles the former and sought to find solutions and integrate the strategic or long-term planning process with the operational forecasting process, and effectively integrate both these into the Parmalat supply chain management process. Of great importance to us during the project was the organizations maturity and level of business discipline currently prevalent, you would therefore constantly find reference to improvements required in other business process in support of a more sophisticated world class Supply Chain Management (SCM) system.

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## **Chapter 1 - Introduction.**

### ***1.1 Introduction***

Through interviews conducted with Fred Anderson, the Customer Services Director, Parmalat S.A. is fast becoming a prominent player in the dairy foods market in Sub Saharan Africa. The company's profits have increased from a substantial loss of R 160 million in 2000, to an operating profit in excess of R 180 million in 2004. Such continuous profitable growth is necessitating that management reviews its current operating systems and procedures. One of the key areas that Parmalat management believes it has been operating at sub-optimum levels is in the supply chain. Mr. Anderson, has therefore recently commissioned a project with the objective of improving & refining our current business practices with regards to the supply chain. A steering committee has been appointed, and has tasked a project team to review Parmalat's current business practice with regards to the Supply Chain Management (SCM) process.

Two projects were launched simultaneously, the one specifically dealing with issues surrounding the forecasting and demand planning process, and the second project dealing with the automation of the distribution replenishment planning (DRP) process. It was believed that these processes would have to evolve hand in hand, in order to make the proposed supply chain management system more efficient.

The steering committee was made up of the executive of the company to allow for the most senior and experienced input in to the company and comprised the directors of customer services, manufacturing and finance. The most senior functional heads also sat on this committee and they were the head of the Information technology department, and the head of logistics as well as a representative from projects management.

### ***1.2 Background of the study***

Through interview with the head of the logistics department, Mr. Sanjay Hoolasi, it became apparent what complicates the dairy industry with regards to SCM is the perishable nature of the product. The largest input cost to the company from a raw materials perspective is raw milk, which is collected from a network of contracted farmers. The Raw milk is then distributed to various production locations in the country, based on the milk requirements of each production unit. To further complicate matters, these production units are not generic, resulting in a variety of products produced at different locations. These products then need to ship to distribution centres across the country, to serve both the retail & wholesale market. Parmalat operates in a broad market, selling the following products, each with a different level of "perish ability", as can be noted from their product range as seen on their official website, [www.parmalat.co.za](http://www.parmalat.co.za):

#### 1 Fresh Products

- Pasteurised Milk
- Fresh Cream
- Yoghurt & Drinking yogurt
- Buttermilk
- Fresh Juices
- Fruit/Dairy Juices
- Maas

#### 2 Long Life Products

- UHT Milk
- Sterilised Milk
- Flavoured Milk
- Whey Powder
- Skim Milk Powder
- UHT Custard
- UHT Juices

#### 3 Cheese products

- Natural cheese
- Processed Cheese

- Specialty Cheese
  - Cheese Spreads
- 4 Butter
  - 5 Ice-Cream

As you will note these products compete in a variety of categories in the market place, each with different consumption patterns and different consumer profiles. It is therefore no wonder that up to a few years ago that the industry was very much driven by a production philosophy and marketing & sales took place based on a push strategy. Supply was balanced to demand through price movement, and fierce competitive activity. The reality was very simple and remains true today, you cannot stockpile product. Apart from the negative effect this has on working capital, if product is not sold within a given period it has to be disposed of. It is believed that much of the commodity status attributed to these categories have this strategy to thank. It has therefore become of utmost importance to move from a “push” strategy to a “pull” strategy embracing the marketing concept. (Kotler 2000, p19)

### **1.3 The “triggers” to change.**

The main trigger to start this research was problems identified through distribution centres (DC's) not receiving the required orders that they placed on the logistics department, resulting in customers not receiving the orders that they placed on the various DC's. This resulted in a lot of buyers complaining to the customer operations managers (COM's) responsible for the key accounting practice with these customers, even threatening a total de-listing of our product ranges in their stores should service delivery not improve.

All this in-turn lead to a lot of finger pointing amongst departments, the sales department blaming the distribution department for poor service delivery, distribution blaming the logistics department and the logistics department blaming the production department. On the other hand logistics and the production department blamed the sales and marketing department for forecasting incorrectly. Very quickly it became

apparent that no cohesive and integrated process was in place to actually measure any of the above statements and that communication and process was seriously lacking amongst departments.

#### **1.4 Motivation for the project**

If any advances are to be made in establishing Parmalat S.A. as a consumer, and therefore customer responsive company, the logical starting point would be to understand and implement a world class demand planning and sales forecasting system. Although a process is currently in place, it has proved to be inadequate, if the high amount of out-of-stock situations is evaluated.

A project has also recently commenced to integrate processes such as distribution replenishment planning (DRP), master production scheduling (MPS) and material replenishment planning (MRP). However, before full integration can commence it is critical that higher levels of forecast accuracy be attained, otherwise the system will not function. A high level of trust, in the forecast, needs to be attained first and foremost. It is furthermore important to establish the importance of the longer-term, strategic, process as opposed to the operational short-term process, and seek ways to synchronize both.

#### **1.5 Value of the research**

Through regular market survey on customer satisfaction (MS: Research, Jan 2005) it has also become apparent that not only Parmalat is performing inadequately, but our competitors are also inferior regarding this aspect. Mastering the process will thus represent a potential source of competitive advantage to the company.

The study, which will compare Parmalat's current forecasting and demand planning process with current best practices, will also point out where certain business practices is inadequate to become a fully fledged consumer responsive company. Decisions could then be taken to address these practices. What has also become apparent is that SCM is moving into a highly automated field world wide, and although advances in

information technology (IT) have facilitated this growth, it is by no means the answer to all the problems. The industries we operate in are vastly different and call for different solutions in IT application, business process and disciplines to support such process.

### **1.6 *Limitations of the study***

For the purpose of this study we limited the scope to 'forecasting proper'. It excludes any of the uses of the data, such as MRP, production and purchase planning etc. Forecasting can be considered a stand-alone activity concerning methodology, process and execution. This includes identification of 'demand drivers' on specific product categories or stock keeping units, but excludes the measurement of the casual relationships that exist.

### **1.7 *Methodology***

The research conducted can best be described as an exploratory – formal study dichotomy. Both elements, at various stages of the study, were present.

Firstly research was conducted through an extensive literature review on current best practices and methodology with respect to demand planning and sales forecasting. This was also supported through interviews with software vendors in this field, and discussions with persons responsible for demand planning in other FMCG companies.

Next research was conducted to ascertain Parmalat's current supply chain management process, and more specifically the current demand planning and sales forecasting process in place. Personal interviews, and focus groups with key personnel involved in the process, through a series of workshops were used to gather information. Response from current users of the system across the country was invited through an open questionnaire.

Analysis of company reports were also conducted to ascertain the historic level of success or failure with respect to the current demand planning and forecasting system

in place.

## **1.8 Structure of the Study**

Chapter 1 deals with the introduction to the study and setting the scene with respect to the reasons that the study was to be conducted. Chapter 2 forms the literature review and seeks to lay a solid foundation with respect to the discipline of SCM, forecasting and demand planning and best practices in these fields. Chapter 3 reviews the methodology employed to collect the data pertinent to the study.

Chapter 4 presents the current processes in place in Parmalat with respect to the SCM processes and more specifically the current demand planning and forecasting process in place. Reference is also made to current success or failure, satisfaction and dissatisfaction with the process. Chapter 5 presents the Gap-Analysis, in order to identify the shortcomings of the current process, with respect to theoretical models and current best practices in this field. Chapter 6 forms the conclusions drawn, and recommendation of a demand planning and forecasting process that could be implemented in Parmalat.

## **1.9 Problem Statement**

What are the inadequacies of Parmalat current demand planning and sales forecasting systems and process?

What demand planning and sales forecasting models will be best suited to the industry in which Parmalat operates?

What are the best practices with regards to demand planning and sales forecasting?

What other business processes need to be addressed, in order to implement a 'world class' demand planning and forecasting system that supports Parmalat strategy?

### **1.10 Objectives of the Study**

To evaluate Parmalat's current demand planning and sales forecasting system, from the perspective of the current level of accuracy being achieved as well as an evaluation of user satisfaction or dissatisfaction.

To determine which demand planning and sales forecasting model would be best suited given Parmalat's context, and which supporting business processes it will impact on.

To establish the gap that exists between current process and 'world-class' process, and to make recommendation to management on how successful implementation could be achieved. Furthermore an assessment of supporting business process will need to be established.

### **1.11 Conclusion**

In this chapter we established the foundation as to the reasons why the research in this study is to be conducted. In essence the objective is to understand the current dilemma facing Parmalat, and understanding what areas could be improved upon. The ultimate goal is to deliver recommendation to management with respect to an improved demand planning and forecasting model, and the supporting business practices required for such a model to operate at optimum level.

The following chapter now looks at the theoretical foundation of the key concepts to be researched, theoretical models and best practices in this field.

## **Chapter 2 - Literature Review**

### ***2.1 Theoretical foundations for supply chain management.***

In its broadest sense, supply chain management is concerned with the interactions between firms, ranging from raw material input suppliers to retailers that are serving a specific market segment. Irrespective of the focus of these interactions, improved efficiency or enhanced competitive position, SCM is multi-disciplinary approach and therefore has its foundations in a range of academic disciplines. The most important of these are economics, strategic management and marketing.

#### **2.1.1 Improved efficiency**

Traditional microeconomic theory holds that the basic coordinating mechanism between firms in a supply chain is the market. But, as Coase (1937) points out, while market transactions are common outside the firm as a means of directing production, inside the firm the task of directing or coordinating production is in the hands of the owner or manager.

This observation raises the question, which activities should be left to the coordinating influence of the market and which should be assumed within the firm to be controlled by management? Williamson (1971) built on this theme and identified the importance of “transactional failures” as the driving force behind vertical integration and/or the substitution of market transactions by contracts. Transaction cost economics as described by Coase and developed by Williamson provides a solid theoretical base for the existence of a firm and for establishing the boundaries of its activities.

Hobbs (1996) classified transaction costs into three specific types, information costs - the discovery of potential suppliers/buyers and price levels, negotiation costs - all aspects of the sale including time, the employment of specialists and the terms of sale and monitoring costs - activities, which occur after the sale, has been negotiated, such as monitoring the behaviour of the other party, checking deliveries against

specifications and enforcement costs.

According to Coase (1937) a firm will internalize activities (vertically integrate) up to the point where the internal transaction costs associated with these activities equals the costs of using the open market. This initial research concentrated on presenting two starkly different supply chain structures for the firm - dependence on market transactions or vertical integration.

### **2.1.2 Competitive advantage**

In his work on competitive strategy, Porter (1980) introduced the concept of a “value stream” as a continuum of individual “value chains”. In this model, each value chain represents an individual firm that adds value to its customer - the next firm in the value stream, and ultimately the final consumers in the target market serviced by the value stream.

It follows that the total added value generated by a value stream is influenced by two factors:

- The ability of individual firms to create value - the competitive advantage of the individual value chain, and
- The ability of firms to co-ordinate their value creation activities - the efficiency of the value stream.

In this context, what activities a firm undertakes and its relationships with other members of the value stream are of fundamental interest.

According to Porter, a firm's ability to create superior value for its customers, its competitive advantage, is determined by how successful it is in melding its support and operational activities.

The firm's support activities consist of:

- Its business structure - its ownership and management structure that directly affects the level of resources available to a firm along with its decision-making structures.

- Its human resource management policies that directly affect how it recruits, trains and retains staff.
- Its research and development policies that directly affect its ability to develop new processes and practices.
- Its procurement policies that directly affect how it deals with input suppliers.

The management structures and policies of a firm are part of its intangible assets. Not only are these assets difficult to value in monetary terms they are also difficult to duplicate. Because of these characteristics, the support activities of the firm are an important source of sustainable competitive advantage.

The operational activities of a firm, Porter refers to these as primary activities, consist of:

- Inbound logistics - how inputs are delivered, handled and stored affects the real cost of inputs through their effect on the quality maintenance of inputs, the cost of holding inventory and the risk of material shortages.
- Operations - what techniques and processes it employs to produce its goods or services will obviously affect how competitive the firm is in terms of product quality and price competitiveness.
- Outbound logistics - the level of finished product inventory along with how the products are handled stored and delivered will affect the final cost of the goods and the level of service the firm is able to offer its customers.
- Marketing and sales - how the firm positions and sells its products will directly affect the revenue that it is able to generate.
- After-sale service - how the firm manages its relationship with its customers will directly affect the level of customer loyalty.

The major contribution Porter has made through his analysis of the value chain of an individual firm is that he has clearly identified that there are multiple sources of

competitive advantage within a firm. The bonus available to business managers is that if they “get it right”, in a coordinating sense, the firm's cumulative competitive advantage is enhanced.

### **2.1.3 Relationship marketing**

In the previous two sections the structure of a supply chain has been evaluated from two different perspectives:

- Efficiency: where the emphasis has been on minimizing the transactions costs associated with interactions between firms.
- Strategic: where the emphasis has been on increasing the competitive advantage of individual firms within a supply chain.

This section deals with the relationships that exist between firms within a given supply chain as the final discipline on which supply chain management is based.

The primary focus of business-to-business transactions is the exchange process. Traditionally economists and marketers have tended to treat the exchange process as a series of discrete events and as a result, relational aspects have been neglected. However there is a growing body of literature that confirms a move away from adversarial buyer-seller interaction towards a more cooperative relationship as buyers downsize their supply base and sellers tailor their marketing mix to individual buyers. Capon (2001) points to a 1996 study conducted by A.T Kearney confirming this, as number of suppliers based on an index of 100 in 1992 dropped to 77 in 1995, and 43 in 1998 in North America. Similar patterns were evident in Europe. This has given rise to the discipline of Key Account Management. This move towards greater cooperation between buyers and sellers (referred to as relationship marketing) stems from the changes in the global marketplace and the changing requirements for competitive success. (Morgan and Hunt: 1994)

Morris, Brunyee and Page (1998, p361) define relationship marketing as:

*A strategic orientation adopted by both buyer and seller organizations, which*

*represents a commitment to long-term mutual beneficial collaboration.*

From a seller's perspective, the assumption is that it is easier and cheaper to keep existing customers than to find new ones, especially in mature and concentrated markets. Buyers see benefits arising from more reliable sources of supply in terms of total cost, delivery and quality.

The commitment- trust theory of relationship marketing by Morgan and Hunt, postulates that commitment and trust are central to successful relationships between firms because they encourage managers to work at preserving relationship investments by cooperating with exchange partners. Furthermore they resist attractive short-term alternatives in favour of the expected long-term benefits of staying with existing partners, and view potentially high-risk actions as being prudent because of the belief that their partners will not act opportunistically.

Morgan and Hunt identify five major precursors of relationship commitment and trust which are necessary to generate these outcomes:

- Termination cost – due to an absence of a comparable potential substitute partner and dissolution/or switching costs,
- Relationship benefits – the leverage gained in the firm's ability to create customer value through the relationship,
- Shared values – minimize the potential for dysfunctional conflict between partners due to commonly held attitudes towards goals, processes and behaviours,
- Communication – timely communication fosters trust by aligning perceptions and expectations, thereby reducing the potential for conflict, and
- opportunistic behaviour – if present such behaviour has a negative impact on trust and therefore on commitment.

Lorenzoni and Lipparini (1999) expand on this notion of leveraging of skills within a partnership, and in so doing create a linkage between strategic intent and the resource based view of the firm, knowledge accumulation, economic efficiency and relationship

marketing.

Their research, based on a longitudinal study of three networks in the Italian packaging industry generated two main propositions. Lead firms potentially can lower overall coordination and production costs of a network through multiple, repeated, trust-based relationships with key suppliers. Furthermore, multiple, repeated trust-based relationships with key suppliers favour the lead firm's access to complementary capabilities and specialized knowledge with positive effects on the networks as a whole.

They conclude that the capability to interact with other companies, a firm's relational capacity, accelerates the lead firm's knowledge access and transfer with relevant positive effects on company growth and innovativeness. These outcomes are similar to those reported by Dyer (1996) in the US car industry.

The journey from an open market, adversarial type relationship to one that involves closer collaboration with a partner requires increasing amounts of trust, commitment and relationship management. This is particularly the case in the shift from coordination to collaboration because of the necessity for greater transparency and interdependence.

Empirical studies in the US (Spekman et al: 1998); South Africa (Morris et al: 1998) and Australia (Shroder and Mavondo: 1998) suggest that, close business-to-business relationships are not appropriate for all trading situations, in practice are more than simple customer retention programs but less than full-fledged collaborative partnerships, and these relationships are more valued by sellers than buyers.

Morris et al. ( 1998, p369) conclude that:

*A move towards more involved relationships may be underway, but the changes to date appear to be more attitudinal than behavioural.*

They claim that this apparent gap between theory and practice may be due to the difficulty in determining with whom to form relationships and a simple lack of knowledge and experience regarding how to manage relationships. Further difficulties

are apparent in determining the cost and benefits associated with relationships, and there is an absence of a clear understanding of the strategic role of partnerships in the competitive strategy of the firm.

In spite of this 'go-slow' approach to more involved cooperation between businesses, Morris et al, (1998) believe that it is reasonable to conclude that relationships are now a fixture in industrial markets. Furthermore, the literature suggests that an extension of dyadic business-to-business relationships to the whole supply chain is a prerequisite for firms wishing to compete in global markets.

*Global competition occurs increasingly between networks of firms. To be an effective competitor (in the global economy) requires one to be a trusted co-operator (in some network). (Morgan and Hunt 1994, p.20)*

*Individual buyer-seller relationships are becoming part of competitive systems or networks as firms strive to create competitive advantage through developing a set of relationships that creates value and is difficult to duplicate.*

*These networks seem to be organized by one firm that seeks to build an interlocked set of relationships, which in their totality give the network competitive advantage over other sets of non-networked firms. (Wilson 1995, p.334)*

In this section the theoretical foundations for the concept of supply chain management have been established. The individual elements of this foundation are not new, what is new is the integration of these elements into a management approach that has the potential to enhance a firm's competitive position in a complex global marketplace. Supply Chain Management as a discipline is therefore becoming increasingly important and strategically crucial.

## **2.2 Supply Chain Management – A Definition.**

Gifford et al. (1997, p.2) define supply chain management as:

*“An integrated approach that aims to satisfy the expectations of consumers,*

*through continual improvement of processes and relationships that support the efficient development and flow of products and services from producer to consumer”.*

This definition explicitly identifies innovation, efficiency and coordination as central elements of SCM and implicitly recognizes the importance of competitive strategy in aiming to meet the expectations of consumers. It is this lack of an explicit recognition of value creation as the key strategic objective of SCM that has prompted authors such as O’Keeffe (1998) and Boehlje (1999) to suggest that a more appropriate name for SCM is ‘value chain management’. To avoid confusion, the traditional terminology of supply chain management is used in this document, but the primacy of value creation as its strategic objective is acknowledged.

Perhaps the definition of supply chain management as expressed by Lambert and Cooper (2000, p.66) is more appropriate:

*Supply Chain Management is the integration of key business processes from end user through original suppliers that provides products, services and information that add value for customers and other stakeholders.*

Based on this overview of the theoretical foundations of SCM, it is possible to identify the critical issues that have to be addressed by firms contemplating becoming more proactive in the management of their supply chain so as to improve their competitiveness:

- Do we have the core competencies to create value?
- How do we select the right partners that share our values and vision while enhancing our value creation capacity?
- How do we manage the partnership to maximize trust, commitment and innovation?

### **2.3 Key competencies and successful Supply chain management.**

Thompson and Strickland (2003) state that one of the most valuable resources a company has is its ability to perform a *competitively relevant activity* very well. A

competitive internal activity that a company performs better than other competitive internal activities is termed a *core competence*. Most often, a core competence resides in its people and its intellectual property, not in its assets or on the balance sheet. Core competencies tend to be grounded in cross-departmental and cross-functional combinations of skills, resources and technologies. Whether a company's core competence represent a distinctive competence depends on how good the competence is relative to what competitors are capable of. Consequently, a core competence becomes a basis for competitive advantage only when it is a distinctive competence. The importance of a distinctive competence rests with the competitively valuable capability its gives a company, its potential for being a cornerstone of strategy and the competitive edge it can produce in the market place.

*“With rare exception, a firm’s products or services are not a dependable basis for sustained competitive advantage; it is too easy for competitors to clone, improve on, or find an effective substitute for them. Rather, sustaining a company’s competitive edge is best grounded in competencies and capabilities critical to market success and to pleasing customers – competencies and capabilities that rivals don’t have or can’t quite match”.* (Thompson and Strickland. 2003, p.227)

Lambert and Cooper (2000) claim that a prerequisite for successful SCM is to coordinate the activities within the firm. This involves the identification of key processes undertaken by the firm and the adoption of appropriate management styles and techniques to effectively coordinate these processes.

Their research, based on in-depth interviews with managers representing various levels, functions and processes in 15 different companies, identified the following key business processes:

- customer relationship management,
- customer service management,
- demand management,

- order fulfilment,
- manufacturing flow management,
- procurement,
- product development and commercialization, and
- returns.

There is an obvious correlation between this list of processes and those identified by Porter (1980).

## ***2.4 Benefits from Supply Chain Optimization.***

Estimates from the U.S. Commerce Department indicate that, in the United States, \$1.1 trillion in inventory supports \$3.2 trillion in annual retail sales. Of this \$ 400 billion resides at retail locations, \$ 290 billion at wholesalers or distributors, and \$ 450 billion with manufacturers. With such high stock levels it is expected that out-of-stock's at the retail level should be very low. The reality however suggests otherwise, studies have shown that 8.2% of shoppers, on average, will fail to find the products they are looking for in stock. These stock-out events represent 6.5% of all retail sales. Even after recouping some of the loss with sales of alternative products, retailers will suffer net lost sales of 3.1% and Manufacturers will loose 5%. (Lee: 2003) The lesson from this is quite obvious, high inventory levels do not compensate for the inadequacies of bad supply chain management.

Optimizing the supply chain on the other hand holds numerous benefits. Higher levels of customer service, leads to greater revenue and net income. The resultant higher inventory turnover also frees up working capital. Higher worker productivity lowers operating expenses and more productive capacity utilization increases the return on assets. Lower logistical costs decrease operating expenses, lowers the cost of goods and therefore increases competitiveness. Lower cost with respect to returns from store further increases revenue. All of this in-turn equates to an increase in the enterprise's

return on assets, which leads to increased return on equity and shareholder value.

## **2.5 Operational Forecasting.**

At operational level,

*“Demand planning and Sales forecasting is the process of determining what products are needed where, when, and in what quantities.”* (Demand forecasting: 2000)

The goal of forecasting is thus to balance the availability of products that a company supplies with the consumer demand for a product, at the point of purchase, at a specific point in time.

Forecasting is the foundation of a company's entire logistics process. Planning activities such as capacity planning, raw materials planning and scheduling (MRP), master production scheduling (MPS), inventory planning, distribution planning & scheduling, and even the overall business planning necessitates accurate demand forecasting.

All of the above processes are derived and is dependent on an accurate forecast. Yet despite the importance of demand planning and sales forecasting, a lack of communication within the company's functional areas and across trading partners often leads to separate and disjointed forecasts. To compensate for these uncoordinated forecasts and the related negative impacts on customer service, companies often resort to building excess inventories, fixed assets, and turn to expensive premium freight. Forecasting correctly can be a significant source of competitive advantage for a company, by improving both cost structures and customer service levels.

From the preceding discussion, and considering the Parmalat context, it is fair to assume that forecasting is a competitive relevant activity that is critical to the success

of the organization, both with regards to short-term operational efficiency and long-term viability and competitiveness. Forecasting can be considered a stand-alone activity concerning methodology, process and execution. It has to be noted however that without translating the forecast results into usable data, relevant to the greater supply chain functions, and without monitoring the accuracy of periodic forecasts and making corresponding policy adjustments, the efforts expended on forecasting would be wasted.

For the purpose of this study we review the model proposed by Martin and Roth (2000). They assert that the forecasting model at its basic level is:

- The statistical forecast derived from historic data,
- The demand-managed forecast incorporating specific assumption into the statistical forecast, and
- The process used to develop and control the two former.

Statistical formulae are used to derive the forecast model, baseline, trend and seasonality of the units as well as predict the likely future quantities of the units. Historic data that has been accumulated under past conditions of influence factors (drivers) such as market development, promotions, or other company actions are used. If the past conditions continue to prevail, and if no changes are made to influence the future development, then the forecasted quantities are likely to occur. If the actions described are being taken in the described quantity/value and time and if no other influences will take effect, then the statistical forecast plus the changes resulting from the described assumptions will likely occur.

In order to determine whether or not the assumed effect actually takes place we must measure the actual quantities/values observed (i.e. the new historic data) and compare the actual data to the demand-managed forecast data to determine the difference if any, and analyze, in the event of a significant difference between actual and forecast, the underlying assumptions to determine whether they were correct.

At completion of the analysis, the resulting new assumptions (more optimistic/pessimistic, different actions, etc.) must be applied to the then current statistical forecast. This process should be performed at least monthly, to achieve a reasonable measure of actual performance early enough to implement any corrective action.

Companies may have thousands of “SKU’s” (stock keeping units”) subject to independent demand. Clearly, forecasting all of them would require a tremendous effort. Consequently, a selection process must be put in place to forecast only meaningful data. Criteria for the selection could be any SKU defined for forecasting purposes as any measurable unit that can be extracted and/or composed from historic data.

The forecast process will result in improved business forecasts accuracy if, and only if, the organization implements the process in a disciplined fashion. Assumptions must be noted in detail; their ‘correctness’ must be analyzed; corresponding changes must be defined. This necessitates a description of the forecast process (from timing through data extraction, analysis, note taking, to applying changes), and assignment of responsibility for each step in the process.

Typically, companies develop roles and responsibilities for the process, and incorporate them into the position descriptions of the responsible functions.

“Forecasting proper” includes the activities in the periodic cycle from “accepting historic demand data” through “statistical forecasting” and “demand management” to “providing forecast and demand-managed data to other systems and functions”. This process is graphically represented in Fig 2.1.

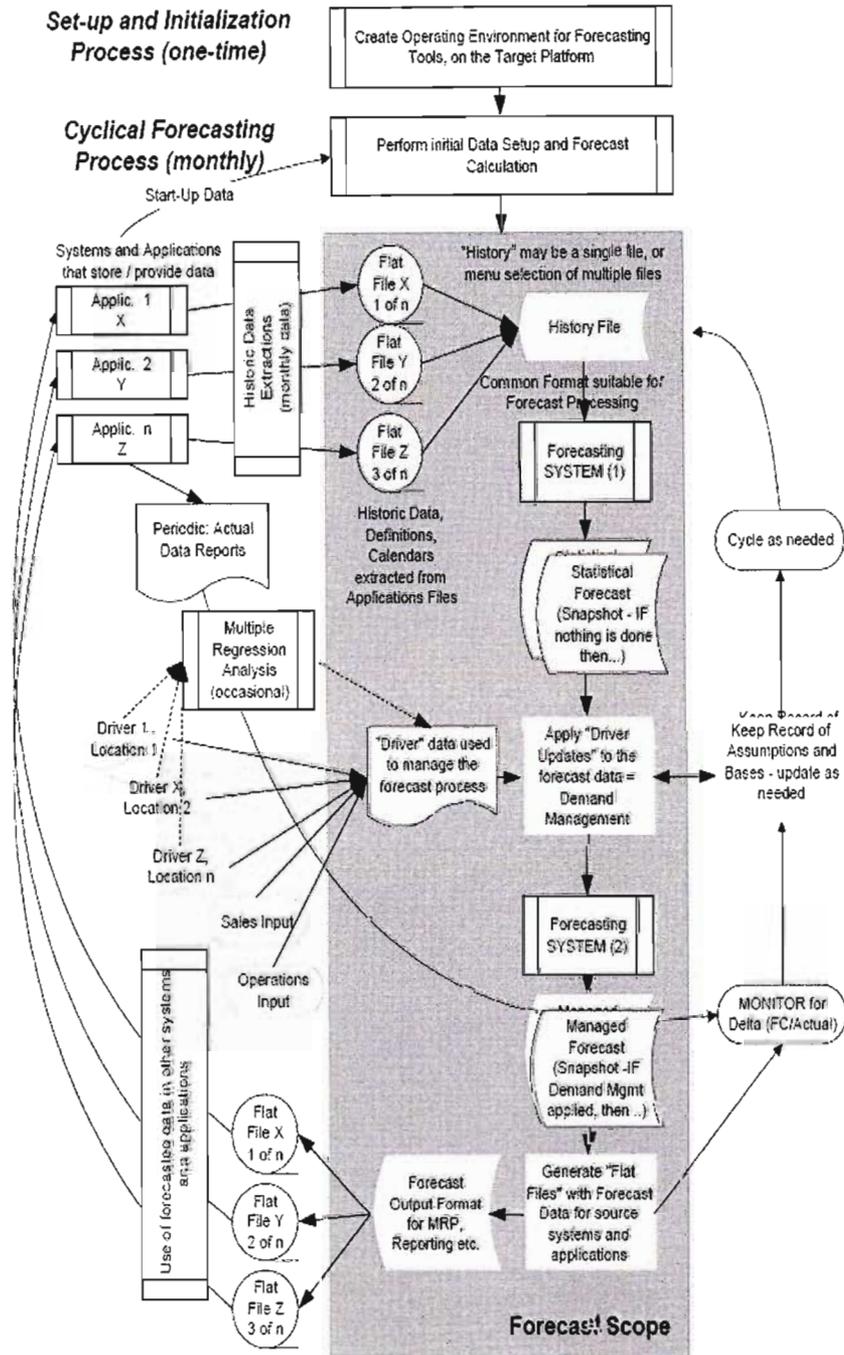


Fig 2.1 The high-level forecast process flow. (Martin & Roth: 2000)

## 2.6 Strategic Forecasting.

Through studies performed by Capon and Hulbert (1985), they found, through examination of the extensive literature on “strategic planning”, that only limited

agreement existed as to the set of activities that was deemed necessary for planning to be considered strategic. Based on a literature review and empirical work, they concluded that the most important indicator of the extent to which planning was strategic was information-gathering activity. The view from many authors that they studied placed the gathering of environmental information and the adapting to environmental change as the primary activities, which distinguishes planning which is strategic from other types of planning.

They concluded that since forecasting is the only means by which to develop an information base about the future, that this put forecasting efforts in a position of central importance to strategic planning. They did however argue further that company forecasting systems are often misaligned with the needs created by strategic planning.

Through their study they found that author's writing on the topic of forecasting noted the relevance of forecasting to strategic planning but have devoted little effort to developing relationships between the use of strategic planning techniques, such as portfolio and policy matrices, and forecasting requirements. They do however distinguish between strategic forecasting and operational forecasting. They conclude that the key elements of strategic forecasting are the following:

- Environmental emphasis – a major preoccupation of a strategic forecasting system must be the prediction of the structural environment within which the firm operates. The process must identify the critical environmental elements for which any change would upset the competitive equilibrium.
- Long-term horizon – this element distinguishes strategic forecasting from operational forecasting.
- Conditional forecasting – Since strategic actions may influence critical environmental factors, the firm must be able to forecast the future of those factors as well as the ultimate results that the firm itself will achieve. These forecasts are 'what if' forecasts, given a certain set of conditions what could be expected.

Implementation of strategic forecasting will thus require key environmental factors to be identified, key environmental sectors to be forecast and conditional forecasts to be made for alternative strategic options.

The firm will need to develop an environmental scanning ability to identify opportunities, a forecasting capability able to predict the future of a set of key environmental factors surrounding each opportunity, and a 'what if' capability, given that the firm accepts the opportunity and makes alternative strategic moves.

## **2.7 Strategy – A process.**

*“A company’s mission statement is typically focused on its present business scope – ‘who we are and what we do’; mission statements broadly describe an organizations present capabilities, customer focus, activities, and business make-up” (Thompson and Strickland 2000, p6)*

Strategic vision on the other hand is about where the company wishes to be. What is management’s vision for the company? Where should we be heading? It is thus about drawing careful reasoned conclusions about what the companies long-term direction should be, based on the company’s external and internal environment. Management has to have a very clear sense of whether and how its present business needs will change over the next couple of years.

Thompson and Strickland (2003) see the five tasks of strategic management as follow:

- Developing a strategic vision and business mission
- Setting objectives
- Crafting strategy to achieve the objectives
- Implementing and executing the strategy
- Evaluating performance, monitoring new developments and initiating corrective adjustments.

Lynch (2000) points out those objectives take the generalities of mission, vision and

corporate strategy and turn them into specific commitments. Usually objectives will cover, what is to be done and when the objective is to be completed. The purpose of this is to focus managements attention on a specific outcome, and to provide a means of accessing whether that outcome has been achieved after the event.

A company that has a mission but no quantified objectives at all would be at risk of engaging in meaningless jargon. Companies furthermore set objectives in two types of areas:

- Financial objectives – earnings per share, return on investment, EBIT etc, and
- Strategic objectives – market share, product quality, customer satisfaction, etc.

Thompson and Strickland (2003) states that a company's strategy is the game plan that management uses. Strategy relates to companies competitive initiatives and business approaches that companies employ to please customers, compete successfully and achieve organizational objectives. Objectives are thus the 'ends' and strategy the 'means' of achieving them. The 'how' of strategy is typically made up of the following aspects?

- Deliberate and purposeful actions
- As-needed reactions to unanticipated developments and fresh market conditions or competitive pressures
- The collective learning of the organization – its experience and internal activities it has learnt to perform well, the competitive capability it has developed.

Lynch (2000) elaborated on the difference between two approaches to strategy development. The prescriptive approach, which is judged to be an essentially linear and rational process, starting with 'where are we now' and then developing new strategies based on 'where we want to be'. A prescriptive corporate strategy is one whose objective is thus clearly defined in advance and where the main elements of the process have been developed before strategy commences. The emergent approach on the other hand takes the view that corporate strategy emerges, adapting to needs and continues to develop over time. It is evolving, incremental and continuous, and therefore cannot be easily or usefully summarized in a plan, which then requires to be

implemented.

The prescriptive approach therefore views the three core areas – strategic analysis, strategic development and strategy implementation, as a sequentially linked process. The emergent approach takes the view that these three core areas are interrelated. Proponents of the emergent process argue that it accords more with actual practice in an organization. Furthermore it allows the strategy to develop as more is learnt about the strategic situation. The role of implementation is redefined so that it-self becomes an integral part of the strategy development process. Especially in fast moving markets or industries, such as the case is with Parmalat, it delivers the flexibility to respond to changes, seizing opportunities and responding to threats.

Both approaches are not without merit, the significance of the latter is that it indicates that in faster changing environments it has become necessary to be more responsive and flexible.

Thompson and Strickland further elaborate on what they call the strategy making pyramid, for all intense a strategy making hierarchy. They see the process as a hierarchy, from a high level corporate strategy to operational strategy. Strategy development takes place through four levels in the organization, the first being *corporate strategy*. At this level strategy relates to the business as a whole and predominantly deals with moves to establish positions in different businesses, diversification and actions to boost combined business performance. And in doing so capturing valuable cross business 'strategic fits' and turning them into competitive advantage, and establishing investment priorities and steering corporate resources into the most attractive business units.

The second level of the hierarchy is that of business strategy, the central theme here being on the development or strengthening of a company's long-term competitive position in the market place. Business strategy is therefore typically concerned with:

- Forming responses to changes underway in the industry, economy, regulatory

or political environment, and other relevant areas at large.

- Crafting competitive plans and market approaches that can lead to sustainable competitive advantage
- Building competitive valuable competencies and capabilities, and
- Uniting the strategic initiatives of functional departments.

The third level, *functional strategy*, refers to the plan for a particular functional activity, business process, or key department within the business. The functional strategies provide the detail to the overall business strategy. Compatible, collaborative and mutually reinforcing functional strategies are the key to having an overall impact-full business strategy. Coordination and consistency are essential at this level.

The final level, *operating strategies*, deals with the initiatives and actions for managing key operating units, handling daily operative tasks with strategic significance. These operating strategies while limited in scope add detail and completeness to the functional strategies and to the overall business plan.

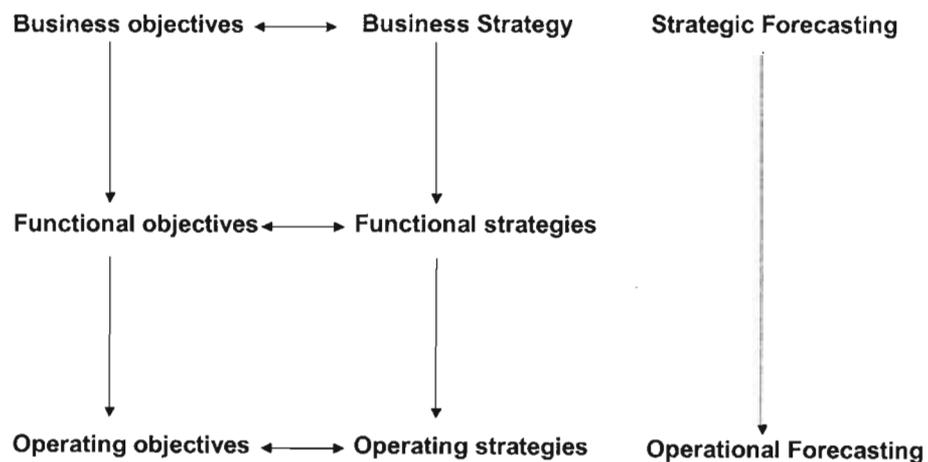
## **2.8 An integrated multi-level view of demand planning and forecasting.**

Demand for a product is customer's wishing to buy your product at the "point of desire" or "point of purchase". But we need to ask the question, "Why do consumers want to buy the specific product?" We need to understand what drives the demand, mostly this would be found in your sales and marketing strategies. Companies thus create a demand for their products. So operational strategies such as price discount and advertising are the operational strategies, which are derived from your functional marketing, and sales strategies. The objective of these functional strategies could possibly be an increase in market-share within a specific category or key account. This functional strategy, if correctly aligned with company objectives could support the greater business objective of increasing revenue or return on investment to shareholders.

From the above it is important to note that processes such as setting of company objectives and budgets, crafting strategies and implementation of these strategies are intrinsically linked to the operational forecasting process.

In the ideal world or the 'perfect' organization this seems obvious; however this is hardly ever the case. The main reason for this is that companies don't operate in a vacuum, but in a rather turbulent environment. What is more important to note however is that successful organizations find ways to respond and deal with these challenges, take corrective actions, adapt and implement in a timeous manner, in order to still reach their objectives. The key it would seem at this stage is to have the information available in order to respond.

### **Understanding the forecasting hierarchy**



**Fig 2.2** *Aligning forecasting with strategy.*

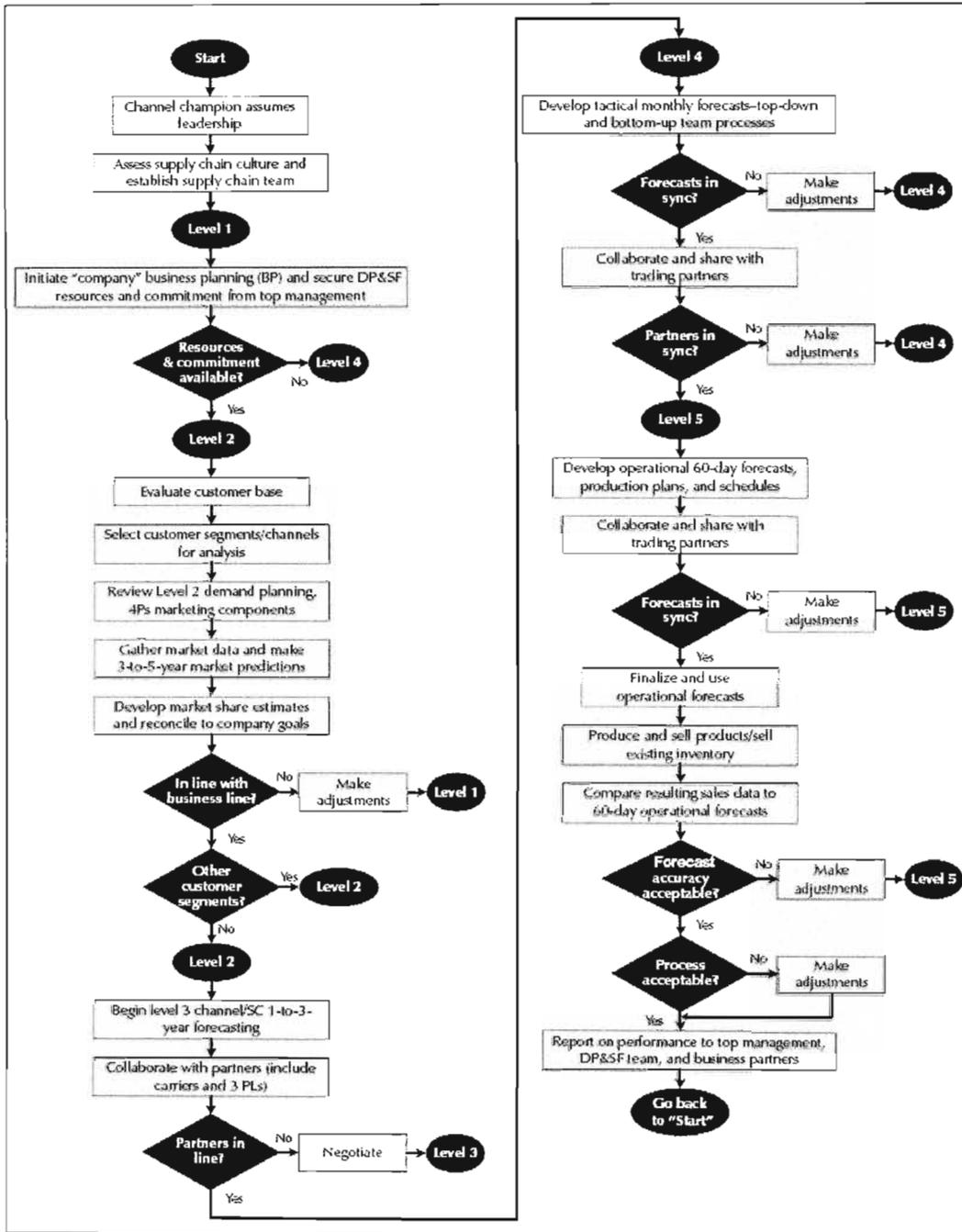
Research conducted by the University of Wisconsin – Madison (Marien 1999). Through their literature study they found that the following topics with regard to demand planning and sales forecasting were frequently discussed:

- A focus upon the use of statistical forecasting tools.
- An operations planning and budgeting process.

- A focus on trading partner collaboration – concepts such as Vendor Managed Inventory (VMI).
- An overall business planning and market forecasting approach.
- A behavioural approach requiring a forecasting champion and consensus team actions.
- A step-by-step process flow to link and reconcile supply chain members forecasts.

Advocates of the above however often argued for their approach without adequately identifying the linkages to the other perspectives.

The research they conducted made the point and argued for a structured approach to identifying those linkages that gives forecasters and planners direction on when to use the alternative techniques. Fig 2.3 illustrates how forecasting at five alternative business levels must be mutually supportive and reconciled to keep everyone moving in concert. They argued that this broad business perspective suggested is critical because business plans and budgets drive the commitment of resources for supply chain activities.

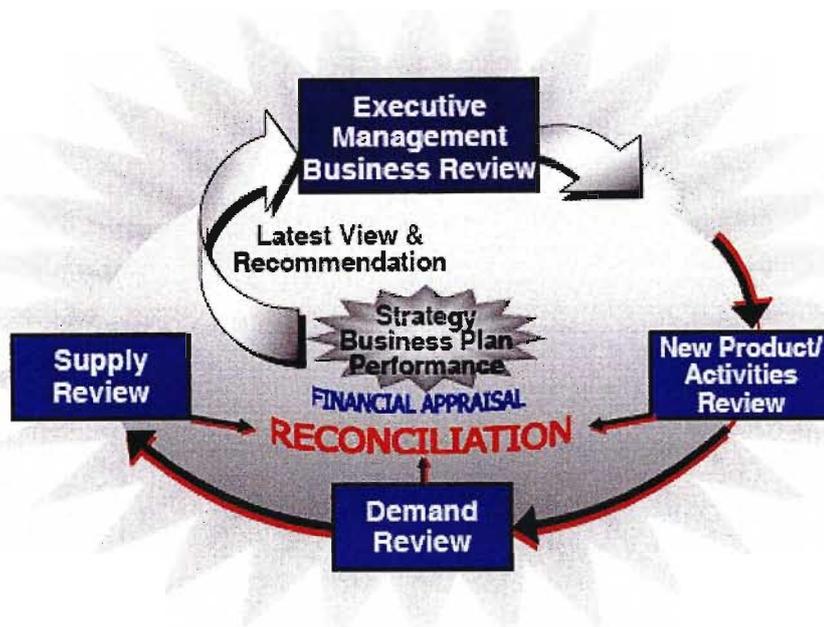


**Fig 2.3** *Event flowchart for demand planning and sales forecasting. (Marien 1999)*

## 2.9 Best Practices

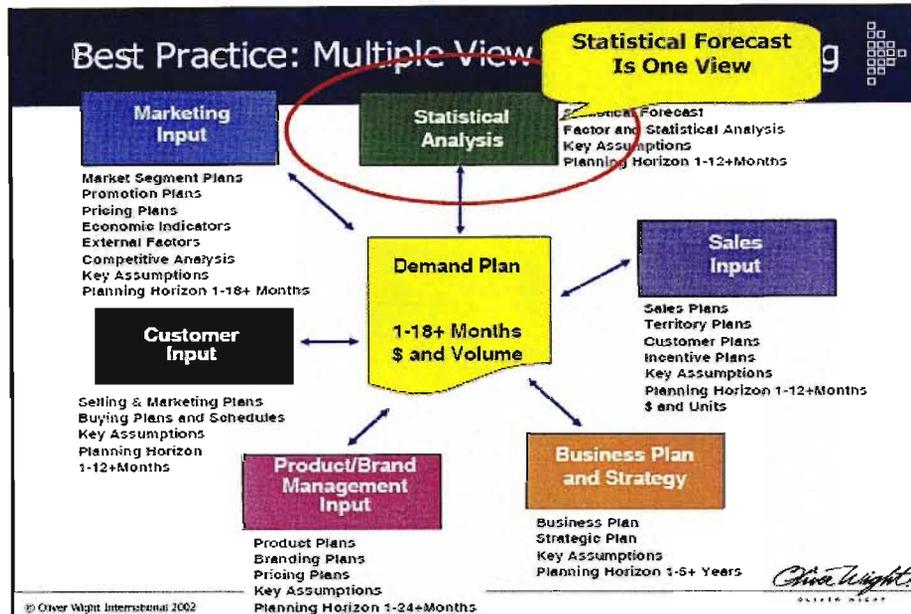
The following is based on researched conducted on the processes of world-class demand & forecasting establishments:

### 2.9.1 Sales and Operations Planning (S&OP) Process



**Fig 2.4** Demand & Supply Integration in S & OP. (Crum: 2002)

Demand Planning (2001) claims that the sales and operations planning process are perhaps the most important and one of the best practices. In this process, decision makers from a variety of departments hold a regular meeting to arrive at a “one number” forecast. Typically, representatives from logistics, forecasting, production, marketing, sales, and finance meet in the process. This ensures that multi-functional input is obtained for the forecast. The S&OP process also provides an avenue for accountability because the group has agreed to the forecast value. If the actual demand does not match the forecast, the group is accountable for understanding the cause of the error.



**Fig 2.5** *The multiple views required in the S & OP process. (Crum: 2002)*

As pointed out in Fig 2.5 there is a clear argument for multi-functional input into the operational forecasting process. Furthermore it emphasizes the link that has to exist between the longer term planning process in the company and the operational forecasting process. Crum, in her presentation explains the philosophy in easy to understand terms. Demand, is defined by customers purchasing your products or services, but what causes such a demand to exist in the first place? Marketing and selling activities create the demand. The demand plan should therefore be a reflection of such marketing and selling activities. The demand plan numbers should therefore be the result of the planned marketing and sales efforts.

This methodology is supported by the earlier discussions, in the section on strategy. It is therefore essential that the companies goals and strategy is reflected in the forecasting process, and that those role players responsible in the strategy making activity, specifically at senior level and functional level have input into the forecasting process to ensure that all parties are working to the same common goal.

Bowman (2004), also refers to what managers call “one version of the truth” being a necessity. Companies can no longer support the luxury of duelling forecasts, created by departments, each with personal agendas.

### **2.9.2 Internal collaboration**

Bowman (2004) quotes Bob Moffat, head of IBM's integrated supply chain organization as saying that internal integration is the single biggest challenge a company can face, when overhauling their supply chains. He notes - "the business world still has more silos than the Kansas wheat fields". The goal of internal integration and collaboration should be to address the mismatches that exist between supply and demand, and to effectively manage this process. Regular meeting between managers hailing from all the major functions, manufacturing, procurement, marketing, sales, logistics and finance are advocated by Norman Weed (Cited in Bowman 2004).

Steve Buckley (Cited in Bowman 2004) states that despite its enormous size, a company such as IBM has fostered a culture of collaboration through the use of Lotus notes, e-mail and instant messaging. The idea of creating a culture goes beyond mere processes put in place such as regular S & OP meetings. Culture implies a commitment to an outcomes based result where collective responsibility is paramount. Larry Lapidé (Cited in Bowman 2004) of AMR Research in Boston supports this view and states that an effective S & OP process cuts across discrete functions and embrace plan creation, collaboration around a forecast, and management of the follow up.

### **2.9.3 External Collaboration**

Chase (2002) defines the hallmark of demand chain collaboration as being a two-way, interactive business process focused on the customer, rather as a controlling or managing process focused on a company's business relationship with a sales partner. He states that by creating a demand chain collaboration framework, a company can instantly share current customer information with its sales partners and therefore unify sales effort throughout the customer sales cycle by accommodating and synchronizing the unique systems and processes of different organizations.

He goes on to create the following definition on demand chain collaboration:

*'The ability to exchange and/or share information based on a proven business*

*process with the network of direct and indirect marketing, sales and service professionals that provide you with the capability to get, keep, and grow profitable customer relationships better, faster and bigger'*

The framework will allow everyone in the demand chain to stay actively involved in the sales process and to have the most current and complete view of the customer at all times. Taking a pulse of the channel sales process, a company can react quickly to customer needs and changes in the market.

Lapide (Cited in Bowman 2004) states that a workable S & OP process will incorporate accurate downstream data about the customer, your own customer and therefore ultimately the consumer purchasing from your customer. He points out that Point-of-Sale data (barcode scanning data) can be an important data source. He further argues that companies must also know the location and movement of inventory at points throughout the chain.

This line of conceptual thinking combined with the technological advances in information technology has given rise to the concepts such as Customer Relationship Management (CRM), Collaborative planning, Forecasting and Replenishment (CPFR) and Vendor Managed Inventory (VMI).

The whole idea of external collaboration centres round the fact that having an integrated process with one's customer, the customer being closer to the consumer, so that better information and therefore more accurate demand forecasting could be possible. In simplistic terms it assumes that if each customer could supply a more accurate sales forecast, ones aggregated across all customers that a more accurate sales forecast for the business could be derived at. In practice however studies have shown that although the movement towards customer relationship management is gaining momentum, that after several years of implementing information technology to support relationship marketing, the greater majority of all CRM projects do not produce results. (Wikstrom)

Parmalat has recently embarked on a electronic data interchange (EDI) project with

Shoprite. However business process in this area is still very weak and it will take some time before we will be able to move towards concepts like vendor managed inventory.

#### **2.9.4 Enabling Software and computational efficiency.**

Enabling software is a critical element to generating quality forecasts. However, it is up to each business to determine the appropriate forecasting methods that are to be used in the software. Companies that can use software properly, while understanding the drivers for their demand, will be more successful in their forecasting initiatives.

Predictions by industry analysts in the mid 1990's on demand planning trends have proved to be very accurate. They predicted that there would be an array of commercial software applications available, which can accurately forecast all major types of demand. They further predicted the use of forecasting approaches, which can automatically determine the best mathematical models to be used in predicting demand. They also predicted the adoption of causal forecasting by leading edge enterprises. (Lee: 2000)

It is however important to note that as companies move to forecast at SKU level that the speed of processing is becoming more and more important. The idea that "computers are becoming faster and faster, so why be overly concerned" is fallacious thinking. (Lee: 2002) We must remember that complex statistical computation in a company with SKU's in the thousands, forecasted at for instance customer-account-region level, produces millions and millions of calculations. It is therefore important to consider not only the applicable software, but also the information technology platform and hardware specifications, such as server capacity that has to be used.

#### **2.9.5 Use Different Forecasting Techniques for Different Products**

Aspirin is a good medicine for a headache, but not for an upset stomach. Likewise, a specific forecasting technique is not appropriate for all types of products. For example,

moving average may be a good technique to use for mature products with little demand variability, but would be a poor choice for new products in a growth stage.

Using Bayesian logic is widely recognized as the most appropriate forecasting approach, as it selects the combination of available models to achieve the best trade-off between complexity and accuracy. (Wilson: 2002) The Bayesian approach has the following advantages over less-sophisticated forecasting approaches. Firstly it utilizes all available statistical techniques so that seasonality, trends, outliers, intermittent demand, step changes and other patterns inherent in the data can be checked for and modelled. Secondly, it simultaneously checks the significance of other variables, which may have influenced the demand, often described as casual factors. Thirdly it utilizes an “out-of-sample” approach to trade off model complexity versus accuracy and minimize over fitting and lastly it improves the overall run time of the forecast.

### **2.9.6 Forecast Demand versus Shipments (or Demand versus Sales)**

Demand and shipments (or sales) are different. Although shipments are typically tracked and easy to access, they are not a true measurement of what the customers really want. Shipments tend to be less than demand, because of backorders, lost sales, manufacturing delays, and other constraints in the business.

### **2.9.7 Tracking Forecast Error or Other Performance Measurements**

Lapide (cited in Bowman 2004) suggest that very few companies have no idea whether they are executing against plan. He suggests that companies measure the S & OP process itself. Companies need to know if promotions actually took place, where they on time and how well did we forecast given the fact the event did take place as planned. He suggests the use of at least five key metrics:

- Forecast accuracy
- Variance to the baseline forecast (how was it adjusted to meet reality)
- Actual demand versus budget
- Adherence to the demand plan by sales and marketing, and

- Adherence to manufacturing, operational and logistics plans

Aparjithan (cited in Bowman 2004), principle with Celerant Consulting in Chicago states:

*“You need to understand what’s going to drive operational performance and have a direct impact on your financial statements”*

The trick therefore according to him lies in limiting the metrics to conform to the above rule. Measure the right things. Johnson & Davis (Cited in Lee) supports this view and points out that managers should avoid meaningless efforts and use the measurements productively. Bowman further points out the importance of data accuracy as a key metric. Poor data will undermine the most elaborate planning process, and undermine confidence in the process.

Demand Forecasting (2000) also points out that good forecasting practice includes a disciplined system of monitoring forecast error and understanding the underlying causes of the error. Lee (2003) further supports this view, and suggests that accurate and timely performance metrics are kept and root causes recorded. The data behind the key performance indicator’s (KPI’s) should be granular enough to allow drill-downs into specific SKU’s or network locations, whilst at the same time the data has to be substantial enough to support root cause analysis.

### **2.9.8 Sales and Marketing Involvement.**

It is essential that the sales and marketing organizations of the company be involved in the forecasting process. Unlike many of the other departments in the business, sales and marketing have the ability to directly affect customer demand. They also tend to understand the customers and marketplace better than other groups. Because of this, they can validate forecast values and assist in making adjustments.

### **2.9.9 Integrate supply and demand-planning tools**

As information technology applications developed through the 90’s, there were often separate pieces of supply and demand planning software, as were the enterprise

resource planning (ERP) systems, that served as the company's accounting and financial backbone. Demand planning software was bolted on to ERP and required some code to integrate the two systems. Although demand and supply side planning may still be separate applications, they blend much better than before in later software applications. Lapide (cited in Bowman) calls this part of an "integrated application architecture" aligned by an S & OP "workbench" which utilizes dashboards and scorecards to track the overall planning functions.

Through the process of integrating information, companies can collaborate better both internally and externally, creating what AMR (cited in Bowman) calls "the demand driven supply network".

#### **2.9.10 Make use of event – management tools.**

This forms the link between planning and execution. Understanding what the drivers of demand are, and developing a feeling for the magnitude of the impact that drivers of demand have on the demand will naturally lead to better forecasting of such events. (Bowman: 2004)

#### **2.9.11 Get down to details**

As Bowman(2004) putts it:

*“ the big picture is all well and good, but companies won't wring out maximum profitability out of operations until they attend to the small things”*

Planners have to consider individual customer and individual SKU's. Although the goal with respect to accurate forecasting in service maximization, trends such as profit maximization within service delivery is fast emerging. Factors such as gross margins and product lifecycle are also being acknowledged in the mix. In a company such as Parmalat this could add immense value, specifically when dealing with shortages in supply, which happens from time to time in the industry.

### **2.9.12 Creating Supply chain confidence**

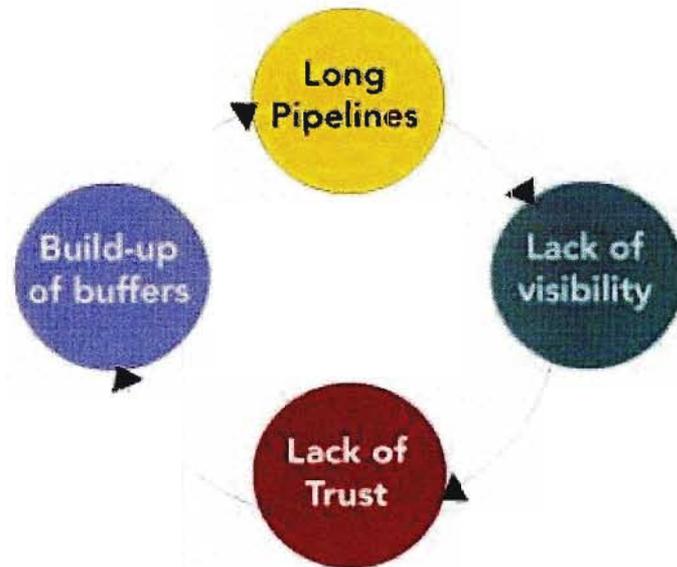
It goes without saying that once a system is implemented users of the system must have the confidence to use the system, without second guessing other supply chain partners. Christopher and Lee (2001) refer to the “chaos effect” resulting from complexity and uncertainty in the supply chain. These “chaos effects” result from over-reactions, unnecessary interventions, second-guessing, mistrust, and distorted information throughout the supply chain. The bullwhip effect, which describes increasing fluctuations of order patterns from down stream to upstream supply chains is an example of such chaos, the result being higher costs through inefficiencies through over-ordering or ‘squirreling’ for stock.

Lack of supply chain confidence results from a lack of confidence in the following areas:

- Order cycle time
- Order Current status
- Demand forecasts given
- Supplier’s capability to deliver
- Manufacturing capacity
- Quality of the products, and
- Services delivered

A classic example of a lack of confidence in the supply chain process is a sales team that believe they are not going to get stock for a specific promotion. They might increase their order over the expected rate of sales for the promotion, and in doing so create their own ‘buffer’ stock. This action then spirals right through the supply chain.

Christopher and Lee (2001) believe that the answer to increasing confidence in the supply chain is to make the elements of the supply chain visible to all the users. In addition to visibility they advocate the implementation of controls to monitor key performance areas.

**The risk spiral**

**Fig 2.6** *The Risk spiral. (Christopher and Lee: 2001)*

Without supply chain confidence, members of the supply chain are liable to chaos and decision risks. Sales people start over-ordering since they do not have timely visibility of the correct demand signals, or they know from experience that supplies may be late or insufficient to fill the complete orders. Production plans are based on inflated production lead times due to similar lack of visibility and control. "Safety lead times" are commonly used in standard MRP's, since production planners do not want to be blamed for production delays. The lack of means to expedite or flexibility in manufacturing also mean that any yield shortfalls or production downtimes have to be made up by additional production, and as a result, lead times are stretched out in production plans.

<b>Business Area</b>	<b>Lack of confidence outcomes</b>
Sales	<ul style="list-style-type: none"> <li>▪ Over order to hold buffer stocks for key customers</li> <li>▪ Over quote on delivery times to customers - may loose the order</li> <li>▪ Misuse of samples to compensate for lack of stock</li> </ul>
Customer Service	<ul style="list-style-type: none"> <li>▪ Cannot give accurate information on resolving supply issues</li> <li>▪ May order buffer stock to assist customers</li> </ul>
Operations	<ul style="list-style-type: none"> <li>▪ Can derive no patterns on sales due to lack of confidence in other areas – forecasting becomes inaccurate and the trend continues</li> <li>▪ Likely to over produce to compensate for other areas lack of confidence</li> </ul>
Marketing	<ul style="list-style-type: none"> <li>▪ Delays in essential product launches due to uncertainty of supply</li> </ul>
Raw material supplier	<ul style="list-style-type: none"> <li>▪ Does not have accurate forecasting and has suffered from previous emergency requirements, starts to hold more stock and passes the cost onto their customer</li> </ul>

**Table 2.1** *Lack of confidence in practice. (Christopher & Lee: 2001)*

Further examples are pointed out in Table 2.1. Cristopher and Lee (2001) propose the following actions to break the risk spiral:

- **Information Accuracy, Visibility And Accessibility**

Make information on key metrics and statuses, such as inventory, demand forecasts, production and shipment plans, work-in-progress etc, available. However such information should be accurate and timely in-order to make it useful for planning or re-planning purposes. The accuracy of the data itself should be a source of confidence to the parties using the data.

- **Alerts for 'Out of Control' conditions**

When deviations from the plan occur at any time, then all appropriate parties in the supply chain have to be alerted. Here intelligent controls need to be in place, in-order to determine if such deviations are normal random events, or if they represent systematic or unexpected changes that warrant further attention.

- ***Responsive corrective actions***

Members in the supply chain should have contingency plans and the necessary means to make corrective actions when 'out of control' situations occur. Can production be re-scheduled in time? Should sales cancel an upcoming promotion or offer alternative products?

- ***Supply Chain Synchronization***

Are all players in the supply chain marching in step? Is all information taken into consideration, and is there transparency in the chain.

## ***2.10 Conclusion.***

This chapter established the theoretical foundations with respect to SCM, the main elements, benefits, and success factors as well as the role within a company's strategy. It firmly places demand planning and sales forecasting at the beginning of the process, and recognizes it as a success critical starting point to effective SCM. It is imperative for any company wishing to compete in an increasingly competitive environment to get it right if they want to achieve a competitive advantage.

It is important to note that there is a definite link between a company's strategy and its forecast and that the forecast is the crystallization of the goals and objectives of the company. It is with this in mind that forecasting is not merely seen as an operational issue, but also has a longer term, environment dependant aspect to it. Therefore clear distinction is drawn between operational forecasting and strategic forecasting and the establishment of a multi-level view that integrates the two.

Reference to various "best practice" has also been discussed in this chapter, and when discussed in relation to the models presented, form the basis of an effective process. The sales and operations planning process has ultimately emerged as the process to give effect to the integration of operational forecasting and strategic forecasting, and establishing a foundation for parties both internally and externally to collaborate in the process.

Chapter 3 will now discuss the methodology used to gather data and information that was required in this study.

## **Chapter 3 – Methodology**

The research conducted can best be described as an exploratory – formal study dichotomy. Both elements, at various stages of the study, were present.

### **3.1 *Project teams***

A project team was convened in January 2005, from various departments in Parmalat to conduct the research required for this project. The project members were as follow:

Daniel Lombard – Business Manager Sales (Project leader)

Barry Loots – Trade Marketing Manager

Danie Schoeman – Marketing Manager

David Green – Marketing Manager

Elena Zichella – Marketing Manager

Jakobus Saaiman – Deals Administration Manager

Johan Snyman – Master files

Ian Arendsen – Milk planning & current administrator of the current forecasting process

Dave Reynolds – Regional Distribution Manager – Western Cape

Sanjay Hoolasi – Group Logistics Manager

Jerome Christensen – Representative from Demand Solutions (The current Forecasting software that we utilize)

The group formed the focus group for debate surrounding the analysis we conducted in each case. Each member was picked due to the expertise necessary in each field to evaluate the current demand planning and sales forecasting system, and make recommendation in this regard to management.

At the same time and running in parallel with the forecasting project, a project team under the leadership of Sanjay Hoolasi, the Group logistics manager, evaluated the feasibility of automating the DRP process. Regular weekly workshops were held on

Monday afternoons for a period of 8 weeks each lasting about an afternoon (5 –6 Hours), specifically with regards to the forecasting project. Weekly presentation was then made to the steering committee regarding the progress of projects, forecasting and DRP. This was essential in order to ensure that integration of the two was possible. The steering committee comprised the following members:

Fred Anderson – Customers Services Director and Project sponsor

Jaco van Lill – Financial Director

Hannes Wagener – Manufacturing Director

Faan van der Westhuizen – Group IT manager

Sanjay Hoolasi – Group logistics manager & Project leader (DRP)

Daniel Lombard – Business Manager Sales & Project Leader (Forecasting)

### **3.2 *The forecasting workshops***

#### **Workshop A**

The first workshop dealt with the current forecast system in place, the current system administrator made presentation to this regard and the group debated the merits as well as where they possibly saw short comings. The outcome of this meeting was to establish the current process:

- Roles and responsibility analysis.
- Current flow of data.
- Current analysis of software usage and software capability.
- IT platform (hardware) suitability.
- Current supply chain management system in place.

#### **Workshop B**

The following topics were discussed in this workshop:

- Measurement of current forecast accuracy.
  - Data analysis of current forecast accuracy utilising Parmalat management information systems. This study was a cross sectional

analysis of the latest data available, December 2004. Analysis was conducted per product, per account, as this is the current segmentation for forecast generation. Descriptive statistics was applied to this data and the level of accuracy determined.

- Review of the product flow through current manual distribution replenishment process.
- Analysis of customer satisfaction.
  - Analysis of secondary data which Parmalat commissions on a quarterly basis was reviewed. The source data for this study is the MS Research: Retail support survey – Jan 2005. (This gave us the best indication of our performance in Dec 2004. This is an external qualitative study.
  - Analysis of the SLA 013 report, which measure distributions ability to fulfil customer orders. A cross sectional analysis of the report for Dec 2004 was used.

The outcome of this workshop was to ascertain how well we are performing currently with respect to the current forecasting process and manual DRP process in place seen in the context of the day-to-day activities the DC's have to deal with.

### **Workshop C**

This workshop specifically dealt with the following secondary research gathered.

- Review of theory, models and best practice.
  - The data presented in Chapter 2 of this study was presented at this workshop. The goal was to evaluate the theories and models that could be applied to the Parmalat context, in order to develop a suitable forecasting model. These models were then reviewed and refined based on research conducted on 'best practice' with respect to supply chain management and more specifically forecasting and demand planning.

## **Workshop D**

This workshop specifically dealt with the influence of the drivers of demand on various products and product groups. The purpose of this workshop was to arrive at the SKU segmentation and to decide at which level the forecasting process should take place.

- Demand planning segmentation, “Demand-Driver” Identification and SKU behaviour.
  - Product sales variance analysis was conducted to ascertain at which level the product needs to be forecasted, and which stock keeping units show correlation with one another. This data was acquired through an analysis of primary data sourced from Parmalat management information systems.
  - Demand-Driver Identification was performed through interrogation and personal interview with sales, merchandising and distribution personnel and presented.

## **Workshop E**

The objective of this workshop was to assess the areas of satisfaction or dissatisfaction with the current system seen from the user’s perspective.

- Electronic mail was sent in January to all participants currently involved in the forecasting process using the current system. These individuals comprised the Customer Operations Managers (COM’s), Business Managers (BM’s), Marketing Managers (MM’s) and Distribution Centre Managers (DCM’s). The goal of this questionnaire was exploratory in nature and was to ascertain the areas in which the users of the system expressed their satisfaction or dissatisfaction with the current process.

The replies from all the respondents were first categorized, and then analyzed and discussed by the project committee.

## **Workshop F**

The workshop focused on drawing all the data & information previously presented and assessing the gap that exists between the current process in place and the various models and demand planning methodology that came from the secondary literature reviews. An assessment was also made of how it would be possible to facilitate the information gathered on “best practices” in the new proposed model.

## **Workshop G**

Attention was drawn through the previous workshop on supporting business practice that was insufficiently disciplined or for that matter still at a lower level of maturity. These supporting practices were discussed and ways of putting them into practice to support the proposed demand planning and forecasting model.

## **Workshop H**

In this workshop the forecasting project committee met with the DRP project committee to test the proposed forecasting model and DRP models conceptually, and to explore the integration and interface possibilities and to establish the rules supporting each other.

## **Workshop I**

This was the final meeting of the project committee, and the project was signed off by the individual members when everybody was sufficiently satisfied with the proposal to management.

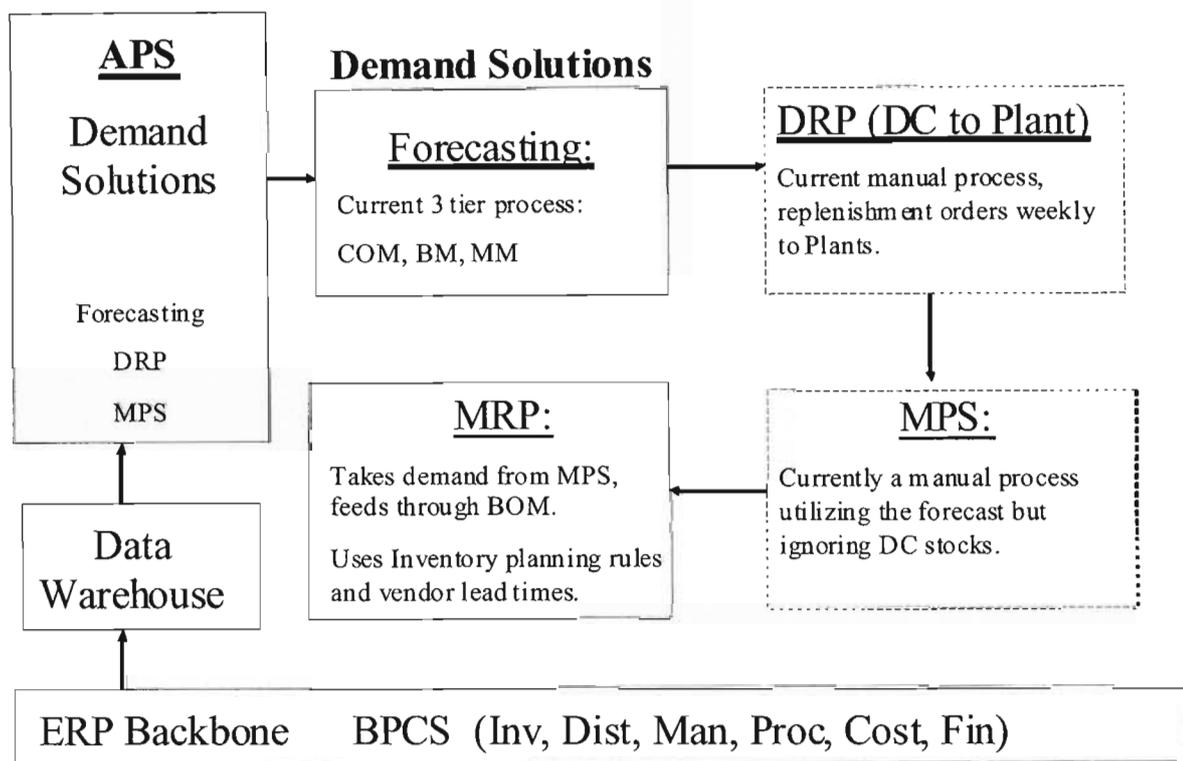
### **3.3 Conclusion.**

The final project proposal was then presented to the steering committee, whom was satisfied with the proposal to commence with the physical modelling and establishment of a phase 2 of the project to begin implementation.

## Chapter 4 – Parmalat’s current practice regarding SCM and forecasting.

### 4.1 The current Supply chain planning system

#### The Current SCM system



**Fig 4.1** The current disconnect in Parmalat’s SCM process. (Source: Hayden Williams)

Parmalat has successfully established a single integrated Enterprise Resource Planning (ERP) system foundation, BPCS, across its internal supply chain. Currently the system is being used to predominantly feed financial and KPI reporting requirements. Recent initiatives have concentrated on resurrecting the forecasting process (through the Demand Solutions product) and initiating Material Requirements Planning (MRP) – through the functionality available in BPCS.

These activities, at opposite ends of internal supply chain management, are currently supported by a strategically disconnected manual distribution replenishment planning (DRP) and master production scheduling (MPS) process.

It is clear that the weakness in achievements thus far is that the link between forecasting and MPS/MRP is underpinned by a very manual and labour intensive DRP activity managed by the logistics department. The manual nature of the process results in the current DRP/MPS process only managing factory stock and does not take into account stock holding at the DC's. DC replenishment order management works independently of the forecast/MPS planning strategy resulting in a high level of second-guessing across departments in the supply chain.

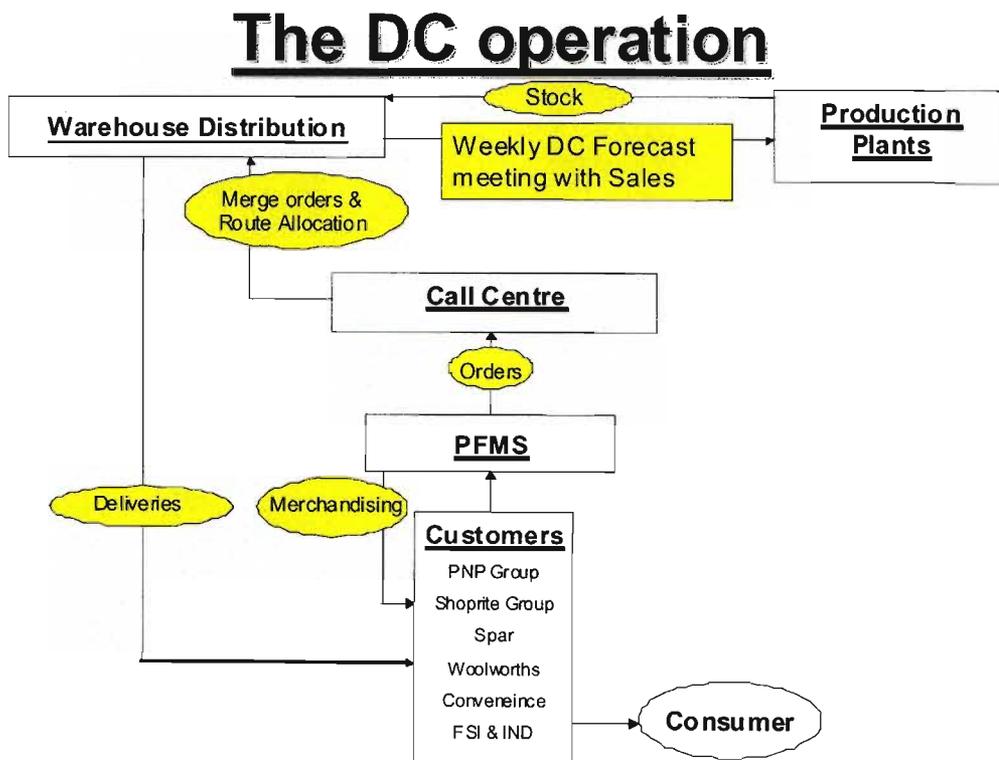
It has to be noted that the ERP foundation and software tools to automate and integrate these processes are in place. It is with this in mind that the company embarked on two projects simultaneously, firstly to review the current forecasting process and in support of this process implement and automate the DC replenishment (DRP) process. Once these processes are in place it will give effect to MPS being automated, to more effectively support MRP.

The business has identified the need to improve customer service levels while at the same time optimizing company stock holding costs across the supply chain.

## ***4.2 The product flow from DC to Customer***

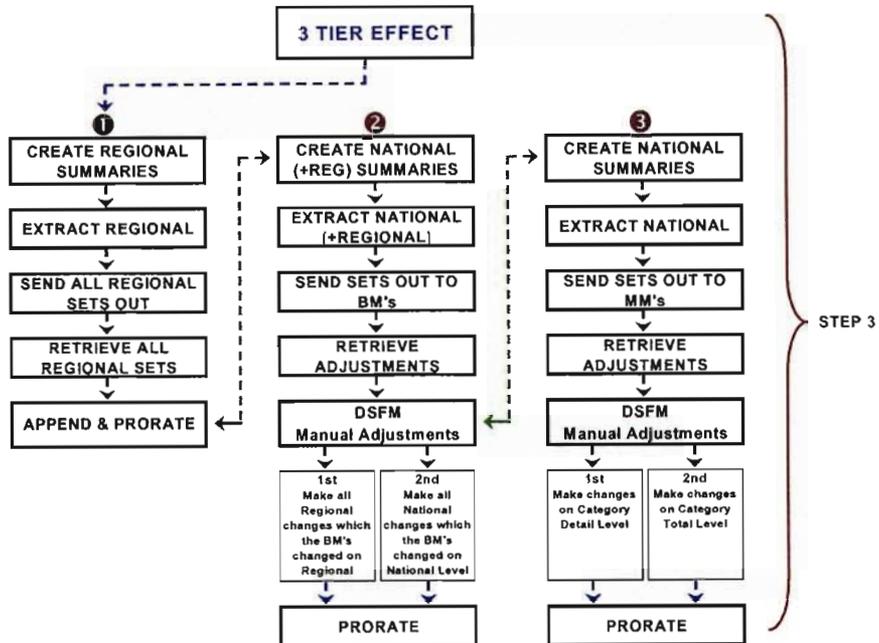
Fig 4.2 represents a simplified diagram of the current flow of information and stock in the DC process. Orders are taken by our Sales and Merchandising Agency, Parmalat Field Marketing Services (PFMS) and then phoned through via a toll-free number to the DC call centre. Orders are collated and aggregated after which picking of stock occurs and loaded onto the relevant routes for distribution. Orders are thus delivered according to these route schedules on particular days to particular stores and PFMS merchandizes the stock, after which the cycle repeats itself again.

The replenishment of DC stocks occurs through orders that are directly placed on the logistics department, which arranges for deliveries from the various production facilities to the DC's. There are specific deadlines for orders in place to allow for shipment of such orders to the particular DC within a particular timeframe. The DC's therefore have their own "forecasting" process in place which typically takes place once a week through a meeting between the DC manager and support staff as well as the sales staff, normally comprising of the customer operations manager (COM) responsible for the key accounting practice with specific accounts and regional head of Parmalat field marketing services (PFMS). In these meetings the current DC stock situation is reviewed and input is requested with regard to trade activity, more specifically promotional activity and competitor pricing in the market. It is important to note that science plays virtually no role in this forecasting process, as neither COM's nor PFMS have any clue as to the exact volumes that are to be anticipated. It is mostly the clerk responsible for the replenishment order that has some crude aggregated ordering history that is applied.



**Fig 4.2** The current DC operation. (Source: Dave Reynolds)

### 4.3 The current forecasting process



**Fig 4.3 The current 3 tier forecasting process.(Source: Ian Arendse)**

Fig 4.3 is a graphical representation of the flow of data in the current forecasting process. Monthly sales data is extracted monthly after month-end closing from BPCS, which is Parmalat ERP accounting and transactional backbone. Month-end closing is normally finalized by the 6<sup>th</sup> of the month after which this data is extracted to our management information systems, COGNOS. Data from COGNOS is then exported to DSFM (Demand solutions forecast management), which is the current demand-planning tool, which Parmalat uses. Only the latest month's data is extracted and then added to the preceding 35 months data, which is already available in DSFM.

Data maintenance then takes place, issues such as new products are added, packaging changes addressed etc. A statistical forecast is then produced at product group and customer region level, in other words, 175g yoghurts for Shoprite Western Cape as an example. This methodology has been adopted because of the fact that promotions and relative pricing is controlled at customer region level and pricing and promotions are applicable at product group level. As an example you may find 175g

yoghurt pricing differ from Pick and Pay Western Cape to Shoprite Western Cape due to the competitive nature of the various retail chains, but you will find that all 175g yoghurts independent of flavour variants are consistently priced within these chains. However regions pricing and promotional activity grids are not aligned unless national promotions are done by the business managers responsible for these accounts.

A statistical forecast is thus produced per customer region, i.e. PNP Western Cape, per product group. This file is then sent to the customer operations manager (COM) responsible for that specific customer in a specific region. The COM is the individual responsible for the key accounting practice at customer level. He is therefore the individual who in effect controls and negotiates relative everyday prices and promotional activity with buyers within these regionalized chains. The COM is then expected to evaluate the statistical forecast and is allowed to intervene and change the statistical forecast based on promotional expectations and market dynamics they foresee. They are expected to complete a forecast per product group for the following 12-month period per customer region that they are responsible for.

The forecasting extract files reach them normally by the 12<sup>th</sup> or 13<sup>th</sup> of the month, and they are expected to complete the forecast within 2 days from receiving the files. The system is location based, which means that forecasting for Gauteng customers can only take place in Gauteng at the office at which it was originally specified.

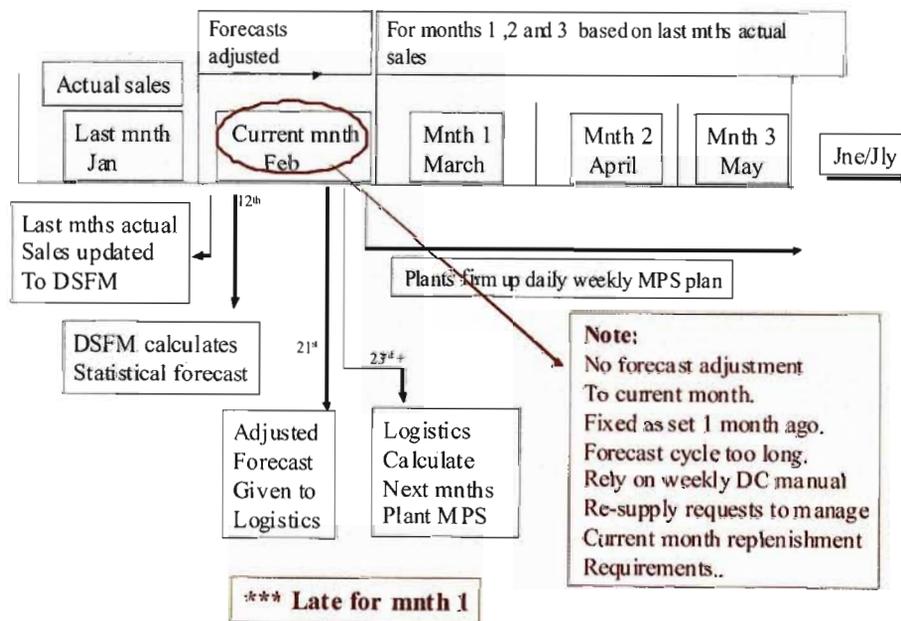
Once the COM has completed his forecast he exports the file back to head office, where the data is aggregated to national customer level, and then sent to the business managers (BM) responsible for the national account to review and agree on. Intervention on the BM's part takes place through a process of collaboration with the COM and changes are again affected on a regional customer level. These files normally reach the BM by the 15<sup>th</sup> or 16<sup>th</sup> of the month and allows them 1 or 2 days to review, collaborate and agree after which the files are again exported to a central location.

Once all data has been exported the revised sales forecast is aggregated to a national

product SKU level, and sent to the marketing managers (MM's) responsible for their respective categories. A final review is conducted at this level by the MM and again through a process of collaboration with the BM any adjustments are affected. Files are normally received by the MM on the 19<sup>th</sup> or 20<sup>th</sup> of the month and again a period of 2 days is allowed for intervention, after which data is extracted and sent to a central location. The final forecast for the following 12 months is then produced and finalized by normally the 23<sup>rd</sup> of the month.

It is however important to note, that during our discussions in the project team that the MM did not adhere to this principle of collaboration with the BM's and COM's. Instead, if they felt that the forecast was either not sufficient or too bullish, then they would merely prorate their expected forecast across all accounts.

### **Current Forecast/manual DRP model**



**Fig 4.4** The current forecasting/manual DRP Model (Source: Ian Arendsen)

Currently no supersession management, item classification or back testing is performed due to hardware constraints. The server on which DSFM is currently running is proving very unstable, and the computational efficiency has proved very

weak and time consuming. This is not because of failure on the software's part but is definitely due to the hardware component, the server. ( Kappeler and Arendsen)

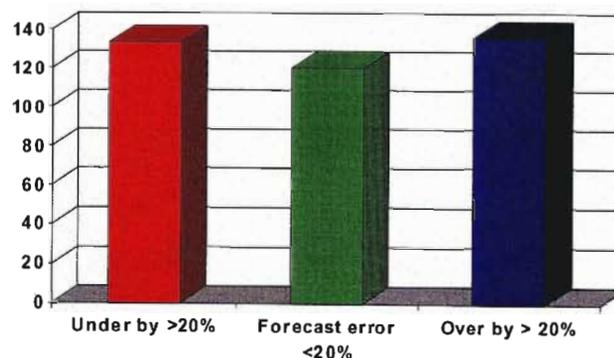
#### **4.4 How successful are we currently?**

After reviewing the weaknesses in the above process, we choose to analyze three separate sets of data to answer this question. Firstly we analyzed the forecast error at a point in time, December 2004 – Appendix 1 and 2. Secondly we had a look at an internal report SLA 013 – Appendix 3, which measures our service delivery from the various DC's to customers, in order to assess how accurately we were able to fulfil orders placed on us by customers. Thirdly we analyzed an independent survey – Appendix 4, that we conduct with the trade to assess our service levels to the trade relative to our competitors.

##### **4.4.1 Forecasting error measurement**

We start by analyzing the National aggregate forecast error – Appendix 1. For all intent a figure of 92% accuracy would suggest only a 8% forecasting error, this does not seem to bad, but in fact viewing this measure in isolation means nothing. If we look at the individual forecasting error at SKU level across the company the real picture starts unfolding. As can be seen from fig X.1 only 30% of the SKU's were forecast with an error of less than 20%, whilst 34,5% were under-forecast with an error greater than 20%, and 35,5% were over-forecast with an error greater than 20%.

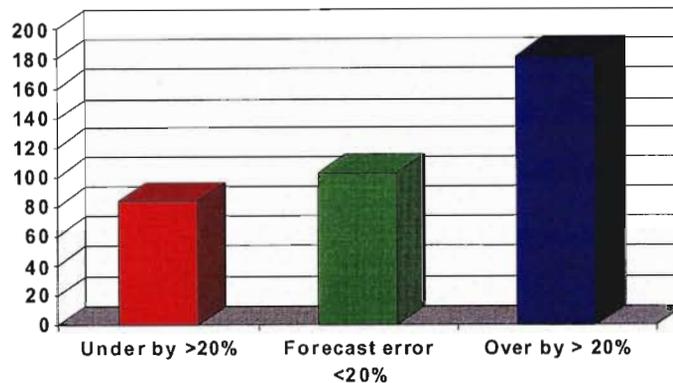
#### **All Channels National Forecast Error**



**Fig4.5**      ***The national aggregated forecast error.***

We also analyzed the forecasting error relative to the point of origination of the forecast namely at COM level in the various channels. If we view the PNP channel we see that at aggregate national level, in other words all products and regions, that the forecast accuracy was 74%. This means that in total the account was 26% over forecasted in this period. The regions also varied considerably if viewed by region.

### **PNP National Forecast Error**



**Fig 4.6** *PNP National Forecasting error.*

Fig 4.6 is an analysis of the individual SKU's in the National PNP Group. From the graph it can be assessed just how poor we are even at national account level, in other words not considering the regional or lower level error. Of the 366 SKU's being sold, 72% had a forecasting error greater than 20%, 22.7% being under-forecasted with an error greater than 20%, and 49.5% being over-forecasted with an error greater than 20%. That left just 27.9% of the SKU's within an acceptable range of having a forecast error less than 20%.

PICK 'n PAY		All Items
	Vol(Sales)	5,403,386
	Vol(AdjFC)	7,302,128
	Sales % FC	74.0%
	Vol(Sales)	2,232,627
	Vol(AdjFC)	3,389,869
	Sales % FC	65.9%
	Vol(Sales)	207,091
	Vol(AdjFC)	300,187
	Sales % FC	69.0%
	Vol(Sales)	649,498
	Vol(AdjFC)	936,811
	Sales % FC	69.3%
	Vol(Sales)	1,024,030
	Vol(AdjFC)	808,442
	Sales % FC	126.7%
	Vol(Sales)	1,290,140
	Vol(AdjFC)	1,866,819
	Sales % FC	69.1%

**Table 4.1 PNP Regional, SKU aggregation.**

The pattern in the other accounts is not dissimilar as can be seen in Table 4.2

Channel Summary	Under-forecasted by more than 20%	Forecast error less than 20%	Over-forecasted by more than 20%
PNP Group	22.7%	27.9%	49.5%
Shoprite Group	34.7%	33.6%	31.7%
Spar/WW/Conv.	34.8%	30.5%	34.8%
Wholesale	38.9%	25.2%	35.9%
FSI & Industrial	33.9%	20.1%	46.0%
Export	21.7%	7.8%	70.4%

**Table 4.2 All Channels, Forecasting error.**

When we further analyze the data at regional level the same patterns are evident. This analysis is summarized in Table 4.3. Seen from an execution perspective, all would be well if some channels were over forecast and others under forecast at SKU level, as long as the regional aggregate was somewhere in the ball park, then although rather

non-scientific, we would be fine. Enough stock would be available for that region. As can be seen from Table 4.3, this is not the case.

Regional Summary	Under-forecasted by more than 20%	Forecast error less than 20%	Over-forecasted by more than 20%
Gauteng	24.9%	28.0%	47.1%
Free State	28.8%	21.1%	50.2%
KZN	34.9%	26.7%	38.4%
Eastern Cape	37.4%	35.7%	27.0%
Western Cape	42.2%	24.9%	32.9%

**Table 4.3 All Channels, regional SKU Forecast error.**

The implications of the above in a fully automated supply chain management system cannot be underestimated. It would suggest that on average that we will run out of stock in the regions on the under forecasted SKU's, and on the other hand we will have an overstock situation in the SKU's that were over forecasted. In the case of the over forecasted stock, many off these SKU's will lead to being dumped or sold at lower prices that could be dictated by the market, due to the perishable nature of some SKU's. This, all apart from other implications, such as fluctuating production runs leading to higher cost, the cost of additional storage and the subsequent capital cost associated with this, not speaking of the cost associated with the high level of customer dissatisfaction, or consumers not finding our products in store.

#### **4.4.2 Customers Service Delivery Measurement.**

We choose to use both internal and external measurements on the question of how successful are we at servicing our customers.

##### **Internal Measurement.**

The SLA 013 is a report written to measure the respective DC's delivery performance, as a whole, and by category. Every time a customer places an order on Parmalat the full order is captured prior to the invoice being generated. Once the invoice is

generated the discrepancy is then measured by this report. Table 4.5 is a summary of Appendix - 3 the SLA 013 report. It has to be kept in mind that although this report measures service delivery, it is not an accurate measure of out of stock situations at the customer, as some back-up stock could have been kept at the customer. As we do not work on a backorder fulfilment system, it could also mean that orders placed today on the DC by the customer is repeated again and again until the order is fulfilled. However, taken these weaknesses into account it still remains the most accurate report to measure customer service levels, in other words having the right product, in the correct DC at the correct time.

Reviewing Table 4.4 it can be seen that in December that this service level was only running at 92.7% (100% - 8.3%) at the aggregate level. This represents a net loss of sales to the company of R 19 365 674.00 for the month of December. Apart from this financial loss, some categories even ran at service levels of less than 80%; imagine the frustration of the customer, specifically in these categories.

All Distribution Centres	Volume (Kg/L)				Value ( R )		
	Ordered	Shipped	Short QTY	% Short QTY	Ordered	Shipped	Value Short
Pasteurised Milk	2,374,375	2,291,437	-82,938	-3.5%	10,381,328	10,024,827	-356,501
UHT Milk	6,286,803	6,072,283	-214,520	-3.4%	35,707,638	34,556,680	-1,150,958
Sterilised Milk	896,661	892,391	-4,270	-0.5%	5,308,454	5,283,157	-25,297
Fresh cream	138,934	122,425	-16,509	-11.9%	2,739,505	2,405,371	-334,134
<b>Total Milk Category</b>	<b>9,696,773</b>	<b>9,378,536</b>	<b>-318,237</b>	<b>-3.3%</b>	<b>54,136,923</b>	<b>52,270,034</b>	<b>-1,866,889</b>
Skim milk powder	2,225	2,225	0	0.0%	48,098	48,098	0
Whey powder	30,100	30,100	0	0.0%	162,028	162,028	0
Buttermilk Powder	175	175	0	0.0%	4,813	4,813	0
Butter	424,687	242,295	-182,392	-42.9%	8,913,347	5,082,983	-3,830,364
Cream Cheese	50,391	47,025	-3,366	-6.7%	2,387,164	2,228,534	-158,630
Spreads	81,603	80,235	-1,368	-1.7%	3,640,962	3,581,061	-59,901
Mozzarella Cheese	153,147	151,280	-1,867	-1.2%	4,254,256	4,168,075	-86,181
White Mould	24,361	18,234	-6,127	-25.2%	1,576,940	1,163,426	-413,514
Blue Mould	14,748	11,539	-3,209	-21.8%	873,788	728,242	-145,546
Feta Cheese	136,592	128,894	-7,698	-5.6%	5,332,907	5,020,347	-312,560
Wedges Portions	36,639	28,838	-7,801	-21.3%	1,880,489	1,487,359	-393,130
Cheddar Types	285,002	254,253	-30,749	-10.8%	7,315,408	6,499,779	-815,629
Gouda types	123,594	115,955	-7,639	-6.2%	3,115,580	2,923,396	-192,184
Cottage cheese	42,670	31,989	-10,681	-25.0%	1,163,854	876,216	-287,638

Processed Cheese	127,616	123,917	-3,699	-2.9%	4,446,478	4,333,975	-112,503
Cheddar – Small Packaging	351,726	317,212	-34,514	-9.8%	10,107,619	8,950,228	-1,157,391
Gouda – Small Packaging	251,429	245,433	-5,996	-2.4%	6,973,478	6,750,913	-222,565
Other Cheese – Small Pack	3,695	2,500	-1,195	-32.3%	157,621	105,402	-52,219
<b>Total Cheese, Butter &amp; Powders</b>	<b>2,140,400</b>	<b>1,832,099</b>	<b>-308,301</b>	<b>-14.4%</b>	<b>62,354,823</b>	<b>54,114,868</b>	<b>-8,239,955</b>

Flavoured Milk Drinks	388,274	328,808	-59,466	-15.3%	3,197,864	2,727,789	-470,075
UHT Flavoured Milk Drinks	65,996	53,667	-12,329	-18.7%	675,858	548,206	-127,652
Fresh Juice	451,254	358,110	-93,144	-20.6%	2,857,151	2,256,403	-600,748
UHT juice	983,573	905,735	-77,838	-7.9%	4,907,224	4,525,761	-381,463
Fruit/Dairy drinks	1,753,796	1,634,181	-119,615	-6.8%	6,788,122	6,347,952	-440,170
UHT Dairy Blends	10,045	8,077	-1,968	-19.6%	31,379	24,647	-6,732
Drinking Yoghurt	176,216	127,750	-48,466	-27.5%	1,712,084	1,216,361	-495,723
Buttermilk	38,741	33,935	-4,806	-12.4%	273,618	240,027	-33,591
Maas	679,743	628,933	-50,810	-7.5%	3,430,261	3,158,301	-271,960
Magou	55,221	47,020	-8,201	-14.9%	238,205	204,049	-34,156
<b>Total Drinks</b>	<b>4,602,859</b>	<b>4,126,216</b>	<b>-476,643</b>	<b>-10.4%</b>	<b>24,111,762</b>	<b>21,249,491</b>	<b>-2,862,271</b>

Yoghurt	2,090,243	1,648,841	-441,402	-21.1%	22,799,556	17,912,363	-4,887,193
Custard	757,887	608,850	-149,037	-19.7%	7,613,944	6,233,125	-1,380,819
Ice Cream	699,225	688,420	-10,805	-1.5%	4,694,290	4,603,775	-90,515
Soft Serve Ice Cream	455,783	453,537	-2,246	-0.5%	2,352,703	2,342,837	-9,866
Novelties	19,632	18,372	-1,260	-6.4%	399,546	371,381	-28,165
<b>Total Yoghurts &amp; Desserts</b>	<b>4,022,770</b>	<b>3,418,020</b>	<b>-604,750</b>	<b>-15.0%</b>	<b>37,860,037</b>	<b>31,463,478</b>	<b>-6,396,559</b>

<b>Total</b>	<b>20,462,802</b>	<b>18,754,871</b>	<b>-1,707,931</b>	<b>-8.3%</b>	<b>178,463,543</b>	<b>159,097,869</b>	<b>-19,365,674</b>
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**Table 4.4 Summary of customer service report – SLA 013**

### External Measurement.

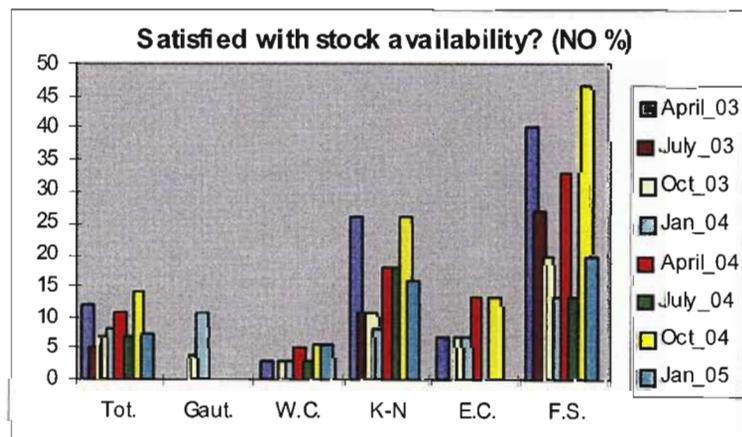
The final report we reviewed is available in Appendix –4, the MS Research report that we commission on a bi-monthly basis. The main aim of this report is to measure customer satisfaction or dissatisfaction with respect to various issues. The methodology is qualitative in nature and is discussed in Appendix – 4. The report has been tracked by Parmalat since 2000, and includes data from the last 8 surveys, to make it possible to access changes in trends as well.

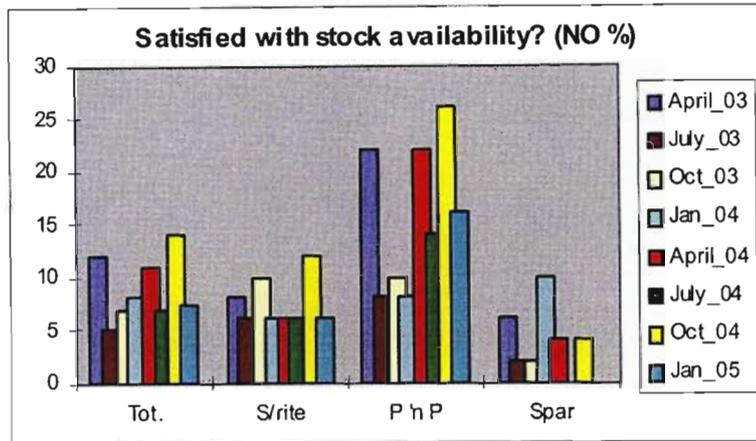
The main objectives of this survey are to determine the following regarding Parmalat SA with respect to its customers:

- Level of satisfaction with communication;
- Satisfaction with merchandisers;
- **Satisfaction with availability of stock;**
- **Satisfaction with correctness of deliveries;**
- Satisfaction with condition of deliveries;
- Investigate product returns;
- Satisfaction with timing of deliveries;

For the purpose of this study we pay specific attention to the highlighted items. The questions posed as well as the findings are presented in the following extract:

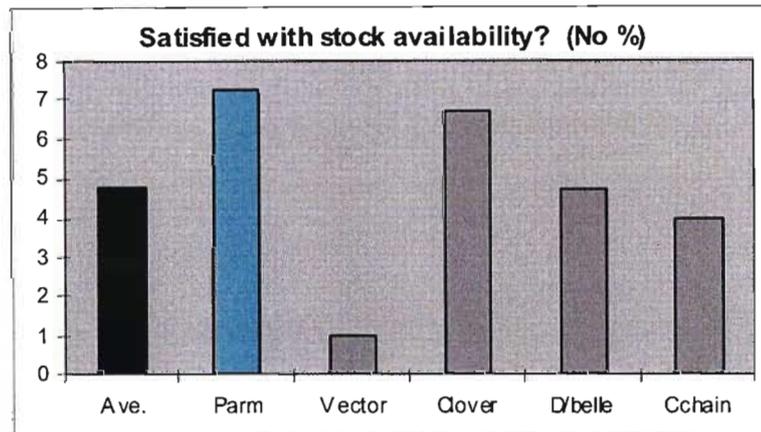
Question: "Are you satisfied with stock availability at Parmalat SA in the last 3 months?"





**Fig 4.7 Customer satisfaction regarding stock availability (MS Research)**

In total 7% of respondents (14%, 7%, 11%, 8%, 7%, 5%, and 12% in previous surveys) said that they were not satisfied with the availability of stock at Parmalat in the past 3 months.



**Fig 4.8 Comparison of dissatisfaction regarding stock availability versus competitors (MS: Research Jan 2005)**

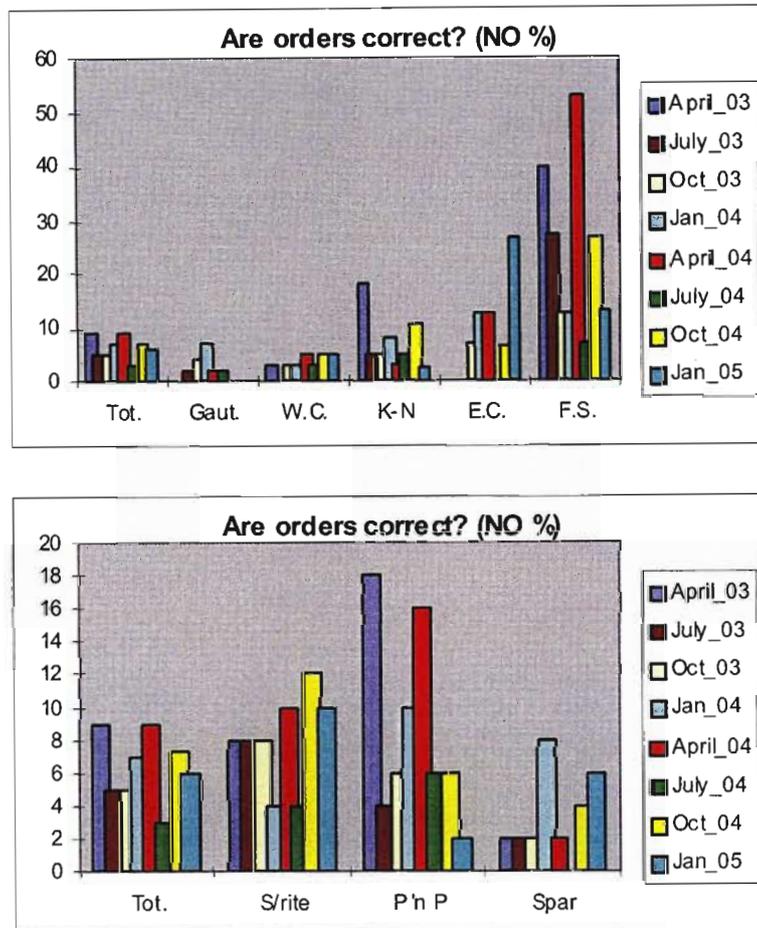
The result of fig 4.13 shows that we were rated worse than all our competitors with respect to stock availability. A further question was posed to those respondents who were dissatisfied with stock availability:

Question: "If not satisfied with stock availability, which products mostly?"

Those respondents who were dissatisfied with stock availability mentioned mainly "specials / advertised lines". (MS: Research)

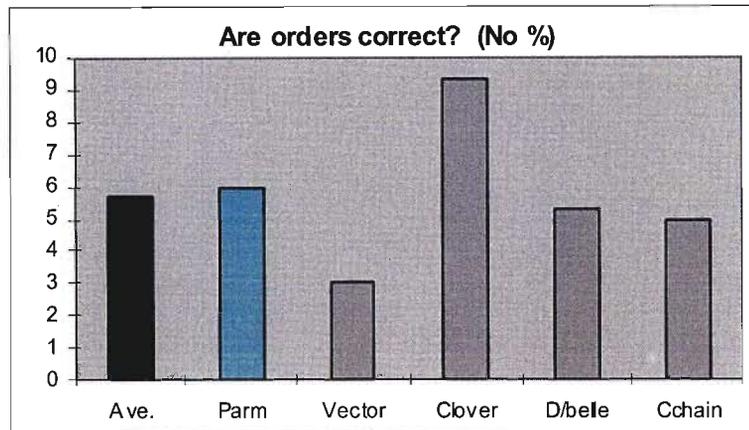
Another question that is of significance for this study was:

Question: "Have you always received what you ordered from Parmalat SA in last 3 months?"



**Fig 4.9 Analysis of correct orders received by region and channel. (MS: Research Jan 2005)**

In total 6% of respondents (7%, 3%, 9%, 7%, 5%, 5%, and 9% in previous surveys) said that they had not always received what they ordered from Parmalat in the previous 3 months. (MS: Research, Jan 2005)



**Fig 4.10 Correct orders received vs. competitors. (MS: Research Jan 2005)**

In terms of correct orders, Parmalat was rated about average. (MS: Research) The graph however suggests that apart from clover in this aspect we were second worse. A further question was posed to those respondents who were not satisfied with the correctness of the orders:

Question: "If not, why was your order not correct?"

The main reason given by respondents for incorrect orders was that "there were products out of stock". (Ms: Research, Jan 2005)

In both cases the results point to relative low levels of satisfaction from customers. It is clear that the high levels of out of stocks to customers are filtering through and leading to on-shelf out of stocks at the customer. It is in these cases that they normally voice their dissatisfaction.

#### **4.10 Defining the "drivers" of Demand**

Through discussion with both sales and DC staff it emerged that the primary drivers of fluctuation in volumes could mainly be attributed to promotional activity in retail groups on products, changes in retail selling prices (RSP's) relative to competitors as well as seasonality with respect to specific products, such as ice cream.

However, there are various kinds of promotions that can take place with a competitor.

Unfortunately no distinction could be quantified as no accurate data with regard to specific promotions were kept, and neither was there accurate record keeping of factors such as out of stocks during promotional periods. Pointing to weak business practices, with regard to promotional planning and promotional evaluation.

The types of promotions for forecasting purposes can however be limited to the leaflet promotions, news paper adverts and television adverts.

These types of promotions are normally referred to as deep-cut promotions, where the customer uses a company's product as a draw card to entice consumers to visit their store. These types of promotions are very competitively priced due to the fact that the buyer negotiates with the supplier for the best possible price, and on top of this sells that product on a cost-to-cost basis, in other words does not take any margin on the product during the advertised period. It is therefore not uncommon to see RSP's on a specific product during a promotional period drop to levels of 20 – 25% under the normal RSP, and be the cheapest product on shelf in that category for that specific period.

Advertised promotional activity can further be supported in store by granting additional space, or what is referred to as forward share, for the specific product. Retailers also sell additional space to suppliers, such as Gondola ends or side stacks to suppliers in these promotional periods. Studies have shown that these incremental interruption points lure consumers to buy these displayed products at a greater frequency than non-displayed products.

Another form of promotion, that has a lesser effect than the above-mentioned cost to cost type of promotions, are what is referred to as EDLP or every day low price promotions. This is not really a type of promotion but more a pricing strategy that could be applied to certain products. It entails the COM negotiating with the buyer, by giving him a slightly better price (a cycle deal) to drop his margin on a product to stimulate demand for the product, thereby putting the product at a slight advantage to competitor products.

Although many other types of promotions exist, such as coupon discounts or in- store

tasting etc, they rarely stimulate demand in our market to the level that the aforementioned type of activity does and are very infrequently applied.

The previous discussion was however mainly concerned with the short-term fluctuation in demand, it was seen that volumes in some categories such as yoghurt specifically could rise by as much as 500% in promotional periods. It is however important to note that other factors could also have an effect on the demand for specific products, such as awareness adverts in both print media as well as television, or competitions are types of marketing activities are however more long term in nature and the effect of such activity is much easier to handle than trade advertising.

#### ***4.11 SKU variance analysis and correlation of SKU's within product groups.***

The purpose of Workshop D was to assess the various SKU's behaviour under conditions of what was considered the drivers of demand. It was believed that through analysing the data that the project team could access if correlation existed amongst the variants that made up the specific product group. For instance, if Parmalat 175g yoghurt is on promotion, and the volume uplift during the promotional period was a 100% for the product group, was the uplift the same amongst the flavour variants?

A number of problems arose when we proceeded to test the above hypothesis. Current data in COGNOS and DSFM are viewed in monthly periods, not in weekly periods as should be the case to when promotional periods actually take place. It was therefore impossible to overlay promotions on specific sales data. No accurate record keeping of promotional activity existed, concerning all the dynamics that might have had an influence on promotional activity as well as the out-of-stock situations that existed during the promotion of a specific variant.

However, as will be discussed in section 6.4.5 under the "Development of a promotional/relative pricing evaluation system" the project team felt it necessary to first implement the correct measurement instrument before such analysis is to be conducted. At this stage however, no data exists to challenge the logic that the SKU

behaviour under “driver” conditions will not be positively correlated.

This does not deter from the value of the project currently. If after research is conducted, using the new instrument, and correlation can not be proved then it would just mean that we have to forecast at individual SKU level. In any event we believe that this scenario is highly unlikely.

#### ***4.12 Current user satisfaction/dissatisfaction with the process***

Current users involved in the process as well as DC managers were asked to express their concerns with the current process. They were asked to not only express their concern with the process, but also asked where they believe weaknesses in the system as a whole lie. These individuals remarked the following:

- COM's don't believe information is being used.
- Knowing what to forecast for a promotion is a time consuming process.
  - Data availability?
  - Usability?
  - Skill?
- Need for DC's to be part of process expressed.
- Not all sales channels are forecast.
- How to forecast for factory shops?
- Time to do forecast very time consuming.
- Timing of when to do forecast is an issue.
- “Forecasting at MM level purely a guesstimate because you don't know what promotional activity is taking place”
- People do not understand difference between DC replenishment order and the

forecast.

- OOS having an effect on looking at history, and no accurate data in place to know when a specific account ran out of stock.
- Difficult to forecast if no price planning process is in place. (Lack of market knowledge)
- “Marketing does not give direction on which products are to be driven when”
- Lack of trust with respect to DSFM information. Users tend to look at COGNOS in conjunction with DSFM
- Lack of External Collaboration, do not know when customer is going to promote?
- Concerns with regards to back-up support, handling of queries.
- Who is responsible to check accuracy of data to be received by COM's
- Product descriptions in DSFM, no data maintenance apparent.
- Need for more training?
- No budget in DSFM?
- I do not know if DSFM breaks down my forecast to variants correctly.
- “I want to do my forecast in weekly buckets against history and budget.
- Need for ease of use, TIME!!
- Feedback – How well did I perform against my forecast.
- Need at least 3 days window period to do my forecast.
- DC's should know who forecasted and didn't forecast, they should not be penalized if they forecasted correctly.
- System needs to be flexible, what if I am on leave?

- Shoprite not confirmed grid, decisions at Stellenbosch has implication if I get promotion or not.
- No history on pricing, promotions and OOS to access what happened previously.

#### **4.12 Conclusion.**

Parmalat's SCM process is currently performing dismally; this was clearly pointed out in the level of customer satisfaction in the data presented. Apart from annoying customers, the financial loss could be quantified monthly, and suggests that considerable profits are being foregone. On the upside however is the fact that this in itself represents considerable financial and strategic opportunity to the company.

Apart from the fact that very high levels of forecasting error are apparent, it would seem as if the forecasting information is rarely being used in a timeous manor. The manual intervention in the process is not only time consuming but responsible for this 'disconnect' between parties in the supply chain, which leads to individuals and departments second guessing each other.

Chapter 5 will now ascertain the gap that exists between the current process in place and the processes discussed in Chapter 2, in order to arrive at the recommendation of an improved process.

## **Chapter 5 – The Gap Analysis.**

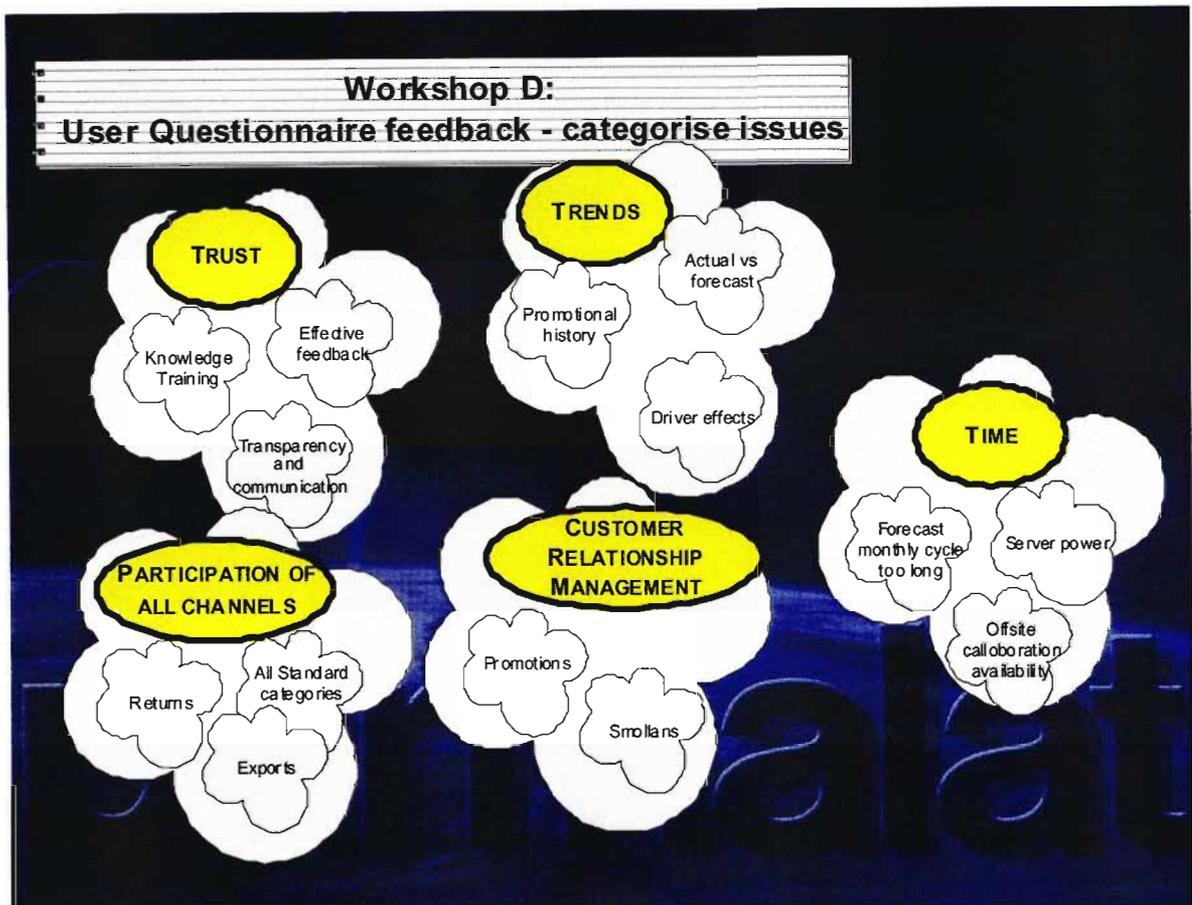
### ***5.1 Review of current success and failure.***

Reviewing the forecasting accuracy reports and customer service level reports described in section 4.9 of this document, it was agreed by the project committee that we are performing dismally. The out-of-stock situations are costing as millions of rand per month and the overstocks in the wrong categories is also costing us money, seen from the high amount of product that has to be sold at a discount to the market price.

The project committee further believed after reviewing the secondary data that much improvement could be made to the supply chain management system, and more specifically to our current forecasting methodology. The importance of getting the forecast to a reasonable confidence level was emphasized by both the DRP project committee and the steering committee, seen in the context that the forecasting process is the starting point in the supply chain management system. Integration and automation of the DRP process cannot commence before this is achieved.

### ***5.2 User dissatisfaction classification***

Data received through this questionnaire was discussed by the project committee and classified into the following:



**Fig 5.1** Summary of user questionnaire feedback, discussed in workshops.

## Trust

It was noted by the project committee that there was general distrust from the users with respect to the use of the actual forecast to which the users have had an input. Firstly there were definite issues around the data they received, the statistical forecast, as well as concerns with regards to the accuracy of the history data in DSFM. (Some participants even mentioning that they look at the information in DSFM in conjunction with the information presented to them in COGNOS.) The lack of trust, we believe also stems from the fact that users do not perceive effective data maintenance to be performed currently.

Secondly, because of the fact that DC's and COM's have constant out of stock situations they question if the information is being used at all. It is however important to note at this stage that there is a disconnection between the forecast for specific regions

and the replenishment order received from the DC's. The replenishment order does not currently acknowledge the forecast in the specific region. DSFM information is currently mostly used with respect to materials replenishment planning and to a lesser extent in the production scheduling of long-life products. The forecast is not being used with regards to the production of fresh products at all. It is also important to note that when the forecast is done it is done from a monthly perspective, no heed is paid to when the stock will be sold in that specific month. As an example a COM might have forecasted 100 000 litres increase in current volume levels on a specific product for that month, but no procedure is in place to notify production planning and logistics that the promotion is taking place in the first week of the month.

Thirdly, COM's and DC-staff, believe that if they forecasted correctly, and another region's COM hasn't, and that region orders the stock first, then they are penalized. They are correct in this assumption as there is no process in place to allocate the forecasted stock to a region before the fact. The situation that then arises when it is their turn to order the stock is that no stock will be available.

Furthermore, a transparent process needs to be put in place where stock forecasted is reconciled in the DC replenishment process, and if no stock is available a process needs to be put in place whereby regions are alerted to this timeously, so that corrective action can take place.

The forecasting process also needs to allow for time phasing of stock within the monthly period. (Promotions and price changes at store level take place in weekly windows, thus the increases or decreases in orders take place in the same.)

## **Trends**

What became apparent through discussions with the COM's, and feedback received that no accurate record was kept with regards to promotional history. There is currently no system in place to evaluate prior promotional activity as well as price elasticity evaluation. No accurate records are kept with regards to conditions prevailing under prior promotional activity either, for example if there was enough stock for the promotion, what competitor pricing reigned during the promotion, what additional space

was made available in-store during the promotion etc. The only way COM's can currently evaluate a promotion is by looking at MONTHLY sales data, and assume that the incremental sales during certain periods was due to some sort of promotional activity.

There is also no effective process in place to evaluate the actual sales to the forecast for specific promotions. Even if an evaluation of actual sales versus the forecast is done it will be flawed, due to the fact that BM's or MM's could have intervened and adapted the forecast. The high level of out of stocks also make it very difficult to measure how effective the previous promotion has been, because no accurate measure of out of stock or lost sales are currently in place or being utilized.

Through this it has also become apparent that very few people actually know the effect of their promotional activity, did it reach the objective? No process is in place to understand the effect of various drivers of demand in a usable format.

Issues surrounding the marketing process and communication of activity were also raised. When should sales be driving specific products? The feeling is that currently promotional activity is very much a non-integrated individualized process.

## **Time**

Issues regarding the time consuming nature of the forecasting process, the time frame in which the process needs to be completed, and the time it takes to complete the three tier process in itself was addressed.

COM's made the point that without the data available on promotional history and the current formats available to view prior sales history, to accurately forecast is a time consuming process. If one had to make the necessary effort, it would mean a review of price surveys on the previous promotional activity as well as delving deep into COGNOS, to view daily sales and then aggregate them across the promotional time frame to actually see sales within the period. Apart from this fact it has been recognized that very few COM's actually have the skill to drill down to this kind of detail. It was also highlighted that a significant review of all products across all accounts that some COM's are responsible for, in-it-self is a time consuming process.

Sales people are employed to do what they are best at, sell. Although planning and administration is a significant requirement for success, the panel believed that these individuals serve the company best at doing what they do well, and that is interacting with buyers, field marketing services and doing store visits, i.e. implementing strategies. The more time we tie them down to the office the greater the affect on their primary function for the company. With the current server un-stability and the forecasting files arriving at random time it has become very difficult for COM's to reschedule trade appointments, these people are expected to also travel a significant part of the time to various locations. It is therefore a worrying fact that they are expected to be office bound. Another problem that arises here is how to address the issue if a person is on leave. Due to the fact that the system is location bound, it would mean that information had to be forwarded to ones BM, and that the BM would have to fly to that region to actually do the forecast.

The COM's also made comments that the time to solve queries that they have is time consuming, so much so that the only receive it after it has been expected of them to complete the forecast.

If a final forecast is made available only on the 23<sup>rd</sup> of a month it seems obvious that the forecast will have very little impact on the following months planning process. Unfortunately the following month is precisely the month COM's and the business alike are in the best position to predict. Buyers may then only have confirmed their promotional activity grids, market activity are also better understood, issues such as current competitor pricing or other market intelligence. It is therefore necessary to ensure that this information can still be used in our planning processes and not be discarded.

### **Participation of Channels**

Mention was made of the fact that all channels are also not currently being covered in the process, and that it is extremely difficult to forecast for some channels. An example of this would be the export channel, Botswana and Namibia as well as factory shops.

Questions around understanding how returns should be handled within the process

also came to the fore. Factory shops in it-self sell short dated stock close to expiry and the supply chain it-self drives this.

### **Customer Relationship management.**

Many examples were dealt with in regards to inadequate promotional planning by COM's. One of the biggest nightmares for DC's has been the fact that they do not receive notification of promotions. Their argument that it could not have been forecasted for if they had no knowledge about this therefore has a lot of merit. The problem in this for DC's is even if they have stock available and a customer goes on promotion unannounced that this has a detrimental effect on the service to other customers. It also became apparent to DC's that COM's do not know the magnitude of promotional activity taking place, they did not know what the incremental volume will be due to excuses offered such as the buyer is not willing to tell them at what price he will be selling or that they don't know what competitor pricing or activities are going to be during this period.

The panel came to the conclusion that this is one of the biggest problems that we face, and although many times this is driven from the customers side with regards to their bad planning it remains the responsibility of the COM to ensure that this does not happen, and if it happens that customers need to be notified that we will not be able to supply them, and that process then needs to be in place to give effect to this.

Another problem that poor promotional planning leads to is parallel promotional activity that takes place in two or more customers at the same time. This not only causes immense strain on the supply chain, but also leads to embarrassing situations with the customers.

If poor promotional planning is prevalent it also goes without saying that ordering of stock into stores and the KPI's associated with good promotional execution is also lacking. When do PFMS order stock for the promotion, and how much should they order?

### **5.3 Further conclusions reached by the panel.**

Besides the issues highlighted within the above analysis, the current monthly forecast process is not effective in supporting the business planning requirements because the 3-tier user forecast collaboration process is too cumbersome and the process takes too long. This means whatever good information is available is wasted. Insufficient effort is focused on understanding previous assumptions (drivers) to enable better forecasting going forward and no records are kept of specific activity and the ensuing situations such as out of stock situations.

Once the forecast is handed over to Logistics for production planning, replenishment planning reverts to a manual weekly process managed by the DC and COM's. This process is independent of the original forecast planning process and is subject to weak promotional control procedures resulting in each link in the supply chain second guessing strategy and demand.

The revised forecasting model should therefore consider the following:

Let DSFM do what it is good at, forecast statistical and base line trends utilizing historic actual performance and concentrate the user collaboration effort on advising DSFM what it cannot anticipate into the future i.e.: promotional activity that will cause demand spikes in excess of an accepted upper and lower mean deviation.

Developing a promotional management system that will improve visibility and control of promotional activity and support long term promotional strategic planning, whilst monitoring short term promotional planning to ascertain if planned activity is translated into actual events, and the interface thereof to DSFM. Distribution Replenishment Planning (DRP) can then manage forecast inaccuracies. It is impossible to forecast to 100% accuracy, DRP stock holding rules will need to be set to optimize stock holding requirements in support of targeted customer delivery performance.

The current monthly forecast cycle needs to be shortened in order to make use of the

most relevant information and then the forecast collaboration effort should focus only on items identified as requiring adjusted input. In order for this to happen the hardware needs to be updated to enable more efficient processing.

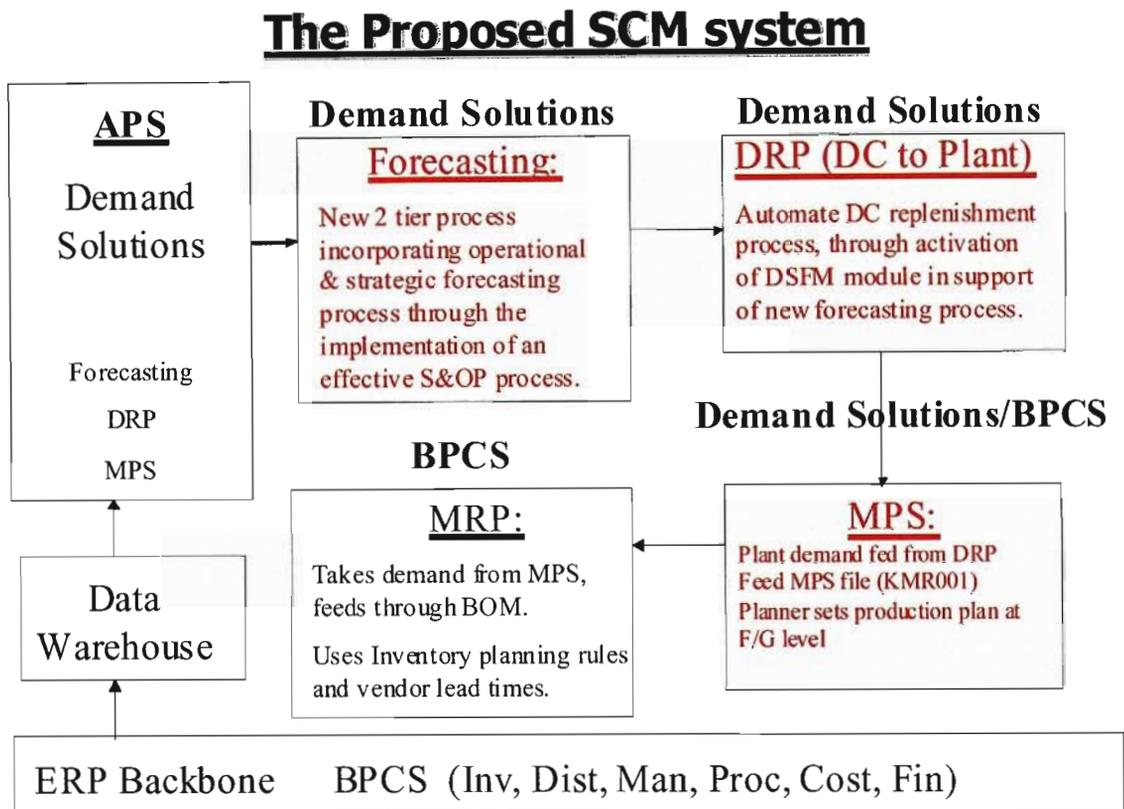
There is a definite need to manage the monthly forecast process within a strategically focused business forum, such as a sales & operations planning process (S &OP). This process will need to be driven by a designated resource with sufficient demand management knowledge and authority to enable effective feedback and consultation. The process needs focus on the evaluation of the previous months 'Driver' assumptions and thereby learning from the past. This forum will also allow for a second tier forecast review and adjustment process incorporating changes in the market, and learning from the past. The process could also facilitate top management input into the longer term strategic forecast, to enable understanding of possible changes in strategy and or constraints.

#### **5.4 Conclusion.**

This chapter pointed to the deviations in the current process to that of the previously researched processes. As can be seen through the chapter there has been considerable emphasize on the total business process and disciplines necessary to achieve this. Chapter 6 forms the conclusion of the study and presents the proposal to management of the revised demand planning and sales forecasting model.

## Chapter 6 - The Proposal to Management

### 6.1 The proposed supply chain integration process.



**Fig 6.1** The proposed integrated supply chain management system.

The proposed model, now takes cognizance of the shortcoming identified through the research and pays attention to the previously discussed best practices. It is further proposed that the new forecasting process now interfaces with the DRP model, which will be activated in the Demand Solutions model to effectively support the inherent shortcomings of forecasting. It is important to understand that although it is critical to establish a mature and effective forecasting process it is not realistic to expect 100% forecast accuracy. Industry standards range from 80% to 95% depending on market circumstances. The proposed DRP system is rules based automated planning tool that manages strategically acceptable forecast inaccuracies and attempts to optimize

finished goods inventory holding across the supply chain in support of targeted customer service levels set by the company.

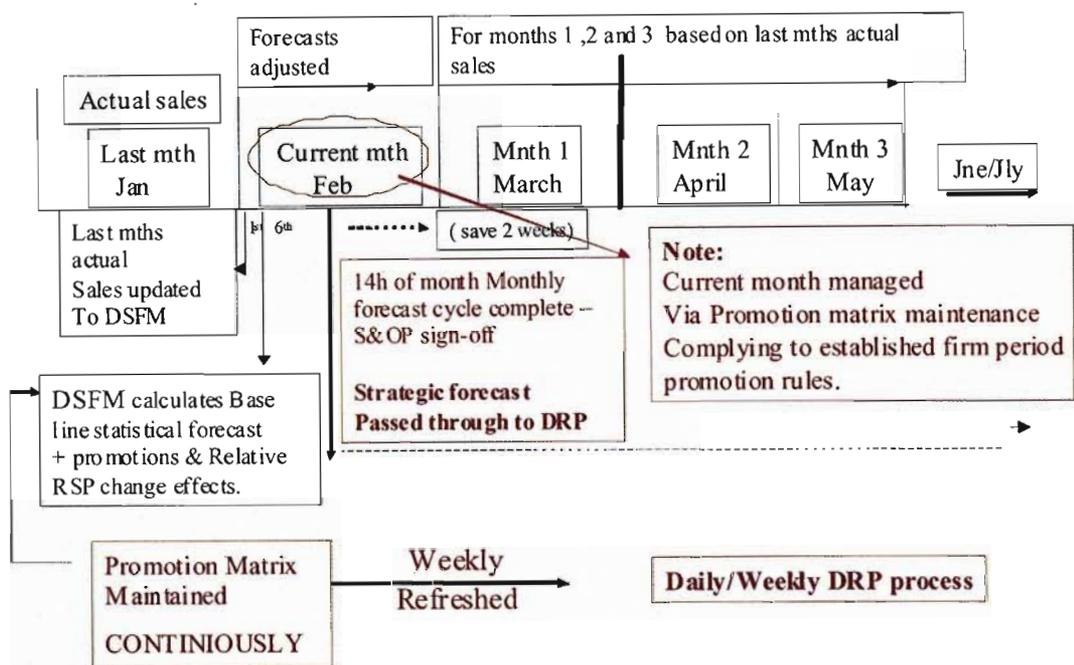
Our revised 2 tier forecasting model entails that both, short term or operational forecasting is improved at the first tier, through the implementation of a promotional management/relative pricing system, operating from the premise of firm committed promotions as well as longer term planned promotions. The second tier giving affect to the implementation of an effective sales and operational planning process, paying specific attention to longer term planning in harmony with company and category strategy, whilst accommodating for review of environmental factors both externally and internally. The S & OP process will further allow for more effective resource and capacity planning within the company's constraints.

The automation with respect to the DC replenishment planning through the new DRP process will free up some 80% of the manual effort put into the process by the logistics personnel thereby increasing the efficiency of the planning process. Considerable advantages could be achieved through the automation of DRP. The holding of inventory across the whole supply chain (DC and plants) will be automatically taken into account when optimising inventory. DRP calculations will be supportive of a single central strategic plan; it will cut out 2<sup>nd</sup> guessing across the supply chain. Current time consuming manual activities would be automated leaving more time at the logistics department and DC's to review and manage by exception. Furthermore, identified interface developments will improve the creation of re-supply orders, allowing for visibility and maintenance of DC forecast at weekly planning meetings.

An increase in the effectiveness & efficiency of the DRP process should lead to greater trust with production facilities and the acceptance of an automated MPS process that now will rather than managing crisis situations, allow for the next level which is optimization of the production process. Greater effectiveness and efficiency through optimization of MPS would in-turn lead to more accurate and more effective MRP.

## 6.2 The proposed forecast and distribution replenishment planning (DRP) integration model.

### New Proposed Forecast and DRP model



**Fig 6.2 Proposed integrated forecasting and DRP model.**

Fig 6.2 highlights the proposed new forecast model integrated to the proposed DRP model. This allows for a shortened monthly cycle, finished by the 14<sup>th</sup> of the month, saving at least 10 days on the current process.

Allowance is made for the interface to DRP for finished goods inventory and replenishment planning as well as an interface to a promotion matrix, which is to be developed. This promotion matrix will feed data to both DSFM & DRP to accommodate for more accurate forecasting, whilst feeding short-term firmed up promotional activity to DRP to ensure that DC replenishment is synchronized to the forecast.

The new forecast methodology in Fig 6.2 is now geared through a classification methodology to more accurately calculate predicted volumes, using Bayesian logic, a baseline philosophy for highly promoted SKU's and rules based forecast practices for certain difficult to forecast or make-to-order SKU's and allows for the implementation of a sales & operational planning process that now accommodates a longer-term strategic view in the forecasting process.

### ***6.3 The proposed forecast cycle.***

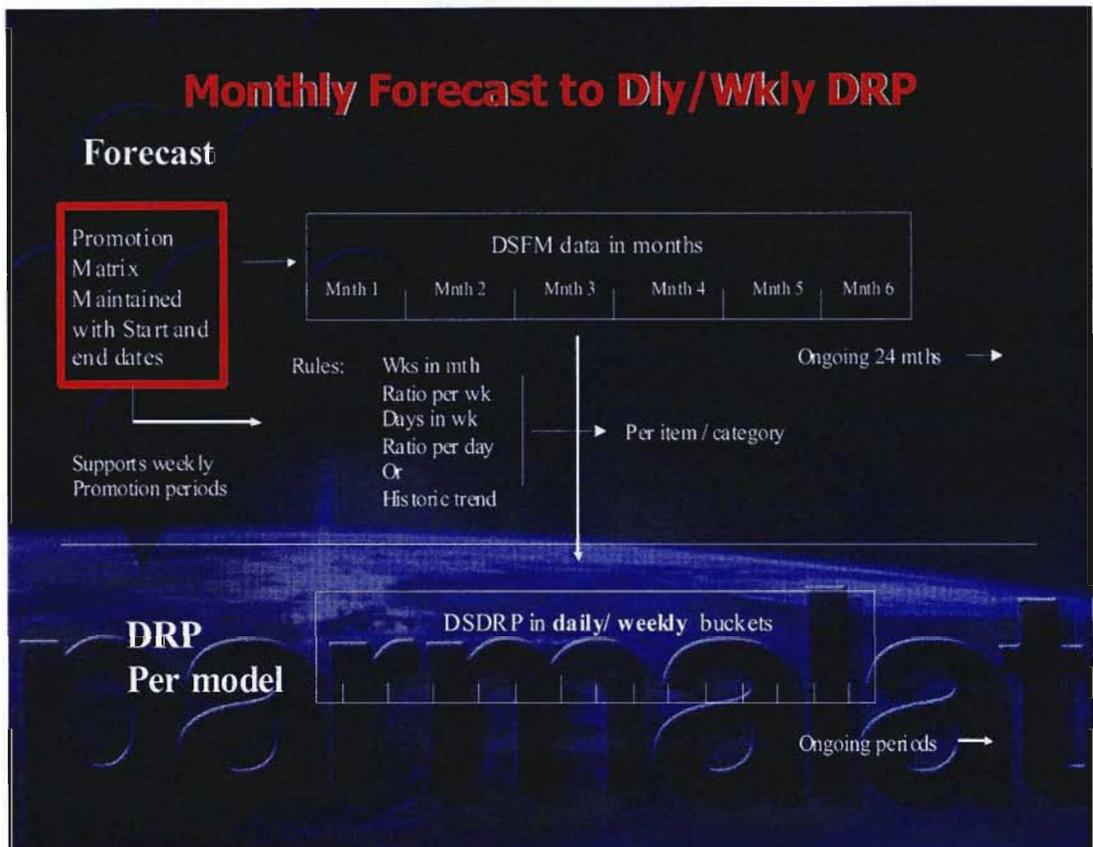
It is imperative that the monthly forecast cycle is shortened, the target being the fourteenth of the month, thereby saving at least ten days on the current process. In order for this to happen it will mean that the previous month's sales update from the ERP system by the first of the month. This will allow the statistical baseline calculations in DSFM to be completed by the third of the month.

Because the promotion matrix is incorporated into forecast, it will be continuously updated and fully integrated to the promotion system.

- Short-term operational (current month and Month +1) dealing with firmed up promotional activity (within fixed lead times), through input from COM's who collaborate with customers.
- Medium/Long term, strategic (Month +2 ..... Month +12) dealing with higher level planning and strategic issues, including constraints through S & OP forum.

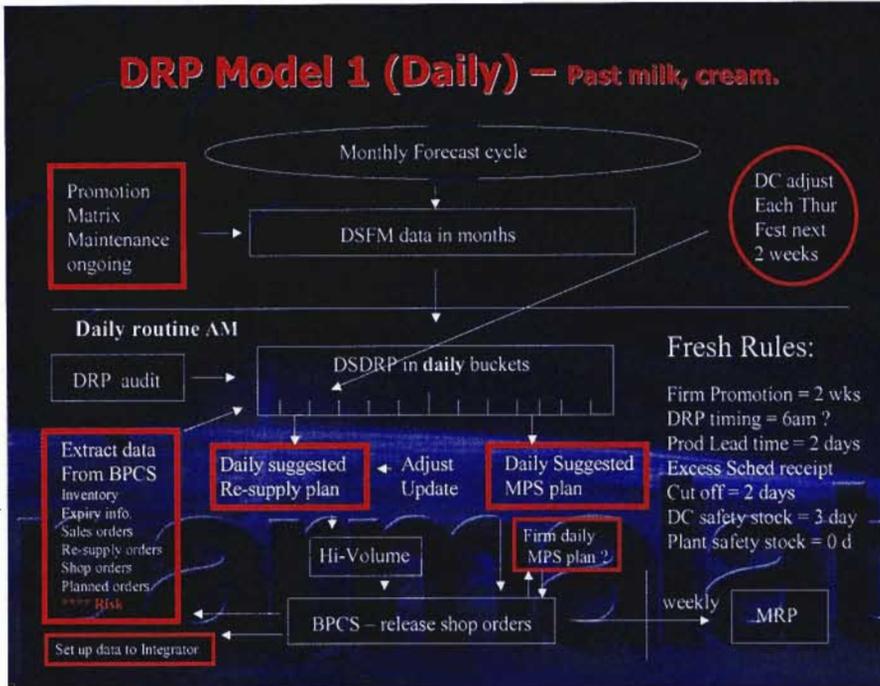
This will allow for top Management forecast sign off by the fourteenth of the month, where-after the update forecast can be sent to DRP.

Fig 6.3 below highlights splitting monthly forecast into daily/weekly DRP requirements:

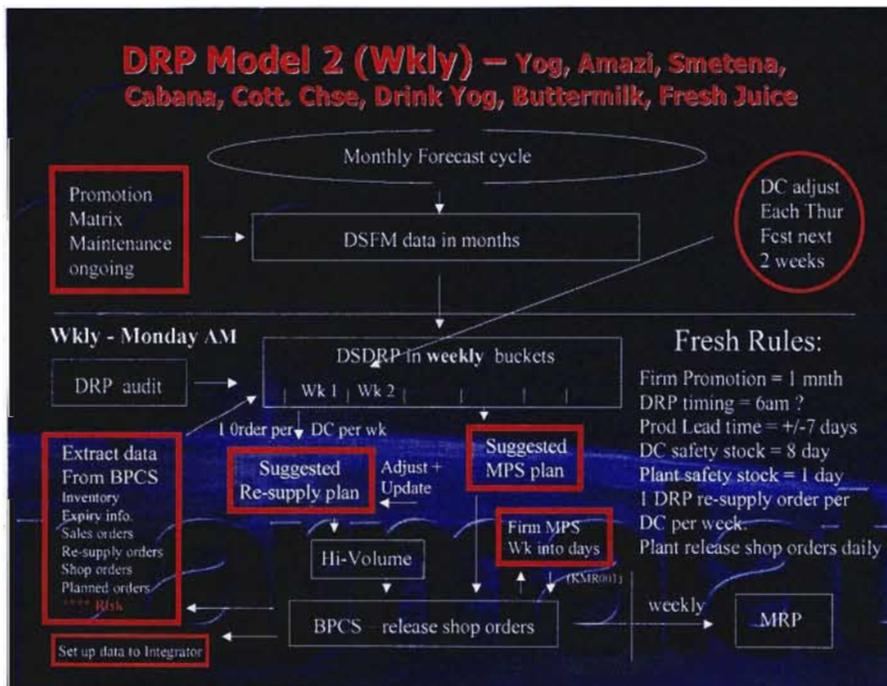


**Fig 6.3** The monthly forecast interfaces with the DRP model.

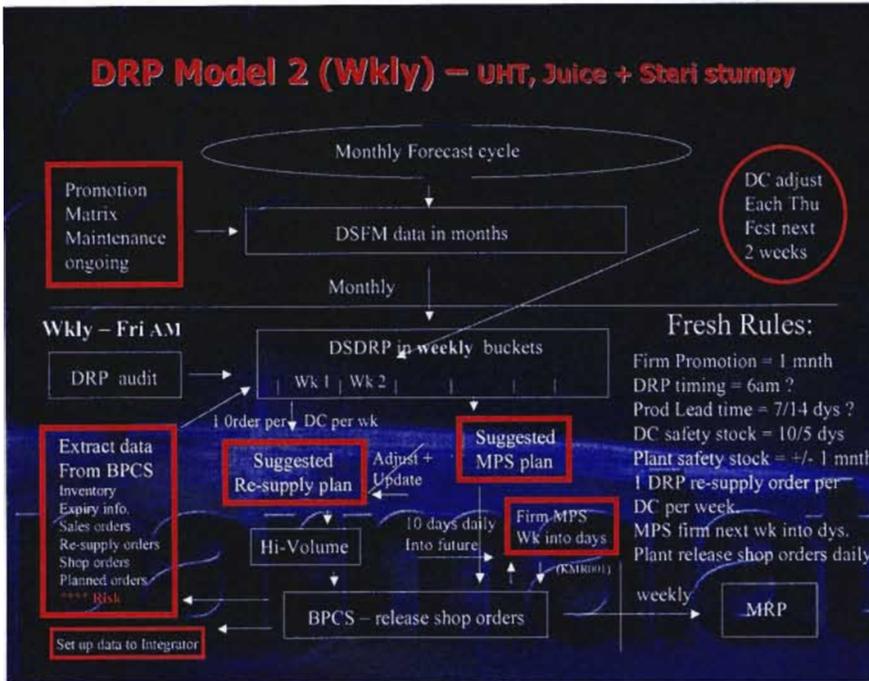
Each time DRP is run it will extract forecast and promotion activity from the forecast system and split into daily or weekly DRP buckets according to model type, defined by the categories it is working with (see fig 6.4 to 6.7 below for different model types).



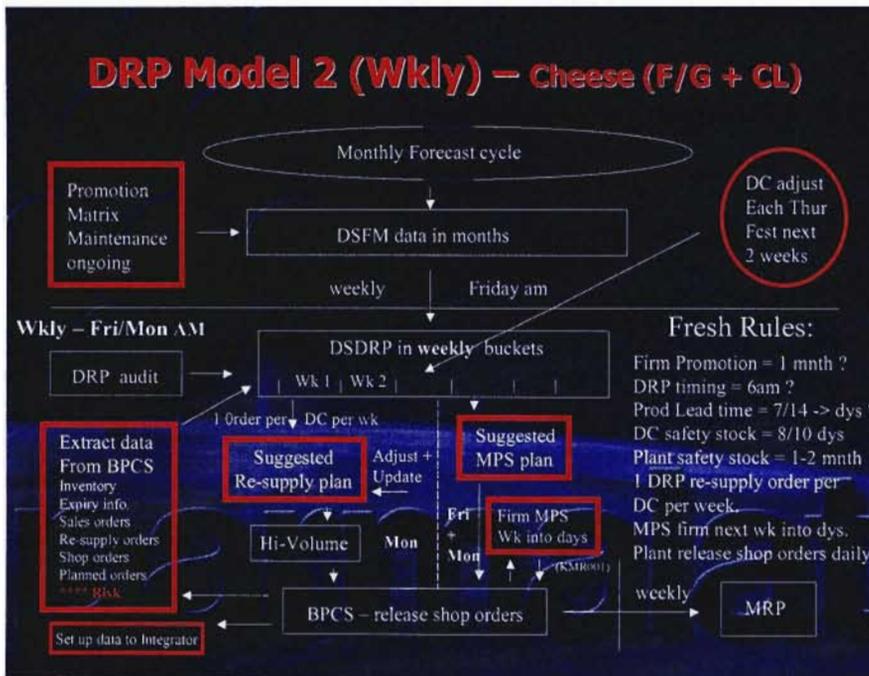
**Fig 6.4** *DRP model for daily replenishment – Pasteurised milk and fresh cream.*  
(Source: DRP committee)



**Fig 6.5** *DRP weekly model – Yoghurt, Amazi, Smetena, Cabana, Cottage cheese, Drinking yoghurt, Buttermilk and Fresh Juice.*  
(Source: DRP Committee)



**Fig 6.6** *DRP weekly model – UHT Milk, UHT Juice and Flavoured milk (Source: DRP committee)*

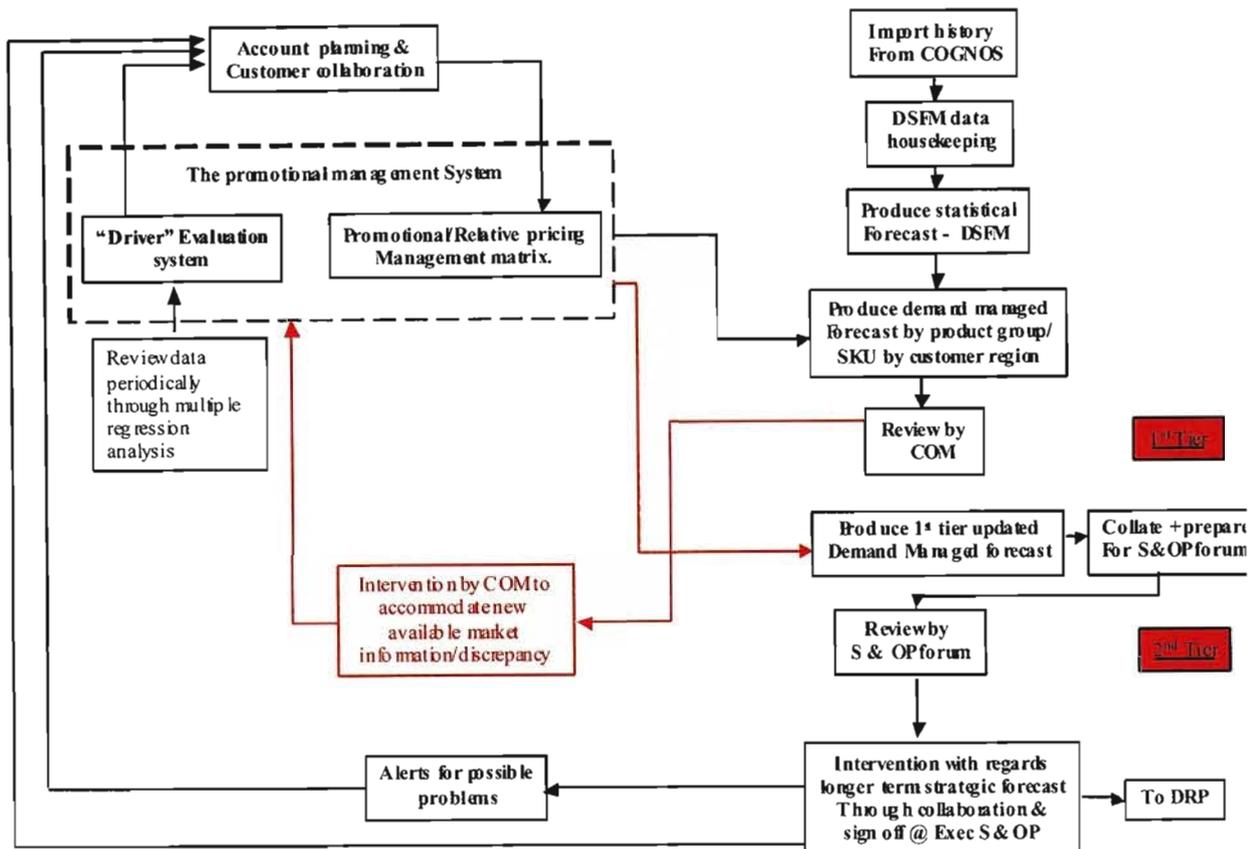


**Fig 6.7** *DRP weekly model – Cheese products. (Source: DRP Committee)*

- DRP will also need to extract the operational status information from BPCS (the ERP system):
  - Finished goods inventory at DC's and plants.
  - Open customer sales orders
  - Open plant to DC replenishment orders.
  - Open shop orders at the plants.
  - Stock maturity status, available via warehouse management systems.
- DRP will then optimise finished goods replenishment planning and MPS based on planning rules set up on the system.
- It was decided that interface development would cater for DC and plant review and adjustment of DRP recommendations.
  - Note that this ability to modify DRP recommendations is seen as an interim option until confidence in the process is established. The objective is to encourage as little intervention as possible – let the system optimise the supply chain and discourage user 2<sup>nd</sup> guessing requirements.
- Further interface development will assist the logistics department in managing and creating re-supply orders as suggested by DRP back into BPCS.
- DRP suggested manufacturing schedules (MPS) will also be interfaced back into BPCS where plant planners will be able to split into daily production schedules as required.
- Once production schedules are accepted then the plants will be able to run MRP on a weekly basis.

#### ***6.4 The activities associated with the improved forecasting process.***

We have adopted the theoretical model proposed by Martin & Roth (2000) as presented previously with certain adaptations to accommodate Parmalat specific needs and market circumstance. The model presented in fig 6.8 we believe now takes cognizance of the short comings identified through our research and pays attention to the previously discusses best practices.



**Fig 6.8 Proposed forecasting model flow diagram.**

#### 6.4.1 Importation of history data from Cognos.

In the current process month-end data is imported from COGNOS management information systems to DSFM, inevitably causing a time delay of 6 days due to the month-end accounting procedures. From a forecasting perspective the team believes the efficiency lost from a time perspective outweighs the accuracy of the data, and therefore proposes a change to procedure. The previous months data could be extracted from the daily sales files of COGNOS, without waiting for month-end procedures to take place, we believe this data to be accurate enough for the forecasting process. However to keep the system as accurate as possible it would be necessary to import the month-end data then of the month preceding the last month.

This will allow DSFM to work from a base of 35 months of accurate month-end data, and only one month of less accurate data at any time.

Currently the DSFM system is already populated with 36 months data and the change would be a minor one from an operational perspective, but would allow a gain of up to 6 days from a timing perspective.

#### **6.4.2 Creation of History file in DSFM**

Although the DSFM history file is currently populated with data as previously discussed, much of DSFM capability is currently not utilized.

##### **Classification.**

One of the key areas to be addressed before we can proceed is to classify the data, and determine the correct statistical methodology by SKU. As discussed under best practice it is important to treat each and every SKU as a separate entity and derive the best forecasting practice for each, it is here where specific attention to detail is essential.

It is imperative that we understand the behaviour of each SKU and classify accordingly. One of the first segmentation levels will be to differentiate between highly promoted versus non-promoted or less promoted SKU's. We base our findings on the fact that the statistical forecast produces a forecast based on the fact that if nothing changes then the statistical forecast would be the best indicator of the future. Promotions have been identified as extraordinary events that history cannot predict, and will therefore have a detrimental effect of the forecast.

Once products have been segmented into these two categories it will be possible to understand which statistical procedures to apply to these two categories. For highly promoted SKU's it will be necessary to arrive at a baseline forecast, in other words if no promotional activity takes place within a given period then the sales can be expected to be the baseline. Naturally this baseline trending methodology will still have to accommodate for normal trends, such as seasonality or current growth trend, as an example. In order for this to happen the team will have to liaise with expert advice from

statisticians consulting in this field. For non-promoted SKU's current forecasting methodology could be assumed. Because nothing changes through intervention, best-fit methodology (Bayesian logic) currently utilized by DSFM could be applied.

Furthermore SKU's will need to be classified with respect to volume and frequency. This classification methodology is commonly referred to as ABC and WXYZ classification methodology.

An ABC classification will allow for implementation of the 80/20 principle. This principle holds that 20% of items generally contribute 80% of the volume. The principle in essence allows us to view SKU's with respect to their relative importance to the business. It cannot be argued that immense gains could be made from ensuring that the necessary time and effort in the process is spent on those lines contributing the bulk of business. It has however become apparent in our business that volume alone is not a sufficient indicator of importance, the methodology for classification will therefore have to make provision for the incorporation of other financial metrics such as profitability. The ABC classification methodology proposed is a slight variation of the 80/20 principle. Items are defined as the SKU's representing 75% of importance, B items representing 20% and C items representing the bottom 5%.

WXYZ classification is a classification methodology based on the demand frequency of SKU's. The purpose of this is to differentiate between fast moving and slow moving SKU's. It goes without saying that the higher the demand frequency, the more accurate the statistical forecast would be due to the fact of a higher level of predictability. In this methodology W items are fast moving items and Z items are slow moving items.

Items need to be furthermore classified with respect to old, new, active and discontinued SKU's. The methodology for highlighting the aforementioned will ensure that an acceptable methodology is created for all segment discussed.

Once items are classified the statistical forecasting methodology can be defined, such as items that require application of a baseline methodology. Business rules can then be set to manage the exceptions and items that really matter and can be focussed on.

Items that cannot be forecasted for can be identified and rules can be created to

determine/calculate stock holding policies.

### **6.4.3 DSFM Data housekeeping.**

One of the objectives of the project was to identify functional opportunities within the DSFM product that were not being utilised within the current process. Several opportunities were identified in the areas of:

- Launching new products.
- Phasing out old products.
- Validating correct set up data.
- Measuring and managing forecast accuracy and trends.
- Identifying the need for and fine-tuning statistical forecast calculations.
- Measurement of statistical confidence levels.

Causes for the historic lack of effectiveness can be attributed to the fact that the current forecast process sees forecast administration as a secondary role and is managed by a resource with other functional responsibilities. Secondly, current master file management process is weak within the business and does not support lead times and critical data required by the forecast process. Lack of formal training due to some extent to changing staff and absence of formal hand over process could also have compounded this.

DSFM allows for the use of 27 different filters to analyse and find data anomalies. Issues such abnormal growth, fast declining trends or no sales for a SKU could be highlighted using such filters. Once data anomalies have been found, such anomalies need to be understood and collaboration of such data is essential to ascertain if this is merely computational error, or are certain market dynamics responsible. Anomalies, if verified that they are not due to computational or systematic error, then they could be reviewed with individual Marketing managers, Business managers or Customer operations managers. As an example, were products de-listed and is this status quo going forward, or is the process being reversed?

Data maintenance also needs to be performed with respect to master file data updates, new products and discontinued products. One of the key areas identified has been super session management, where the same product might have had changes. A product group that was highlighted in our discussion was the change from 175ml yoghurt to 175g yoghurt. DSFM will not know that this is the same product and that 175g are replacing 175ml unless you tell it. The consequence is that 175ml due to stock running out merely sees this as a decrease in demand for the product, and therefore forecasting lower volumes going forward, 175g is merely seen as a new product without any sales history.

It is of utmost importance that data is thoroughly checked and verified for accuracy before any forecast is produced. If this is not done then the statistical forecast will merely generate an incorrect forecast accommodating data inaccuracies. This will have a negative impact on user perception, and second-guessing of the total system will take place. It is important to build trust in the process, through accurate data maintenance.

#### **User administration requirements.**

Through various discussions it has become apparent given the importance of an accurate forecast in an integrated and automated supply chain process, that the company would be wise to apply dedicated resources to this function. We therefore advocate the creation of a position of demand manager. In order for us to drive all the processes effectively we believe such a position is a necessity. The person responsible will need to play a strong coordinating and support role in all the processes that we have been advocating in this document.

#### **DSFM vendor recommendation with regards to the creation of the position of Demand Manager**

Although the Demand Solutions Software can be used in stand-alone mode on a single PC, the software is complex and needs certain administrative functions to be carried out regularly. This becomes even more important if the software is to operate on a

company or departmental server. In view of this, it is important to ensure that there are competent technical people available to assist the users as far as technical and general usage of the system is concerned.

Amongst other things, good demand management/supply planning requires people that have the right qualifications or experience and skills to use the tools we are proposing. This type of system requires constant care and attention if it is to be used effectively.

No specific qualifications are prescribed although a tertiary qualification in statistics, operations/logistics, and accounting or similar is highly advantageous. Good company domain knowledge and good relationship across supply chain in order to understand and predict changes in the supply and/or market requirements is however vital. The analytical ability to understand the balance between customer service, inventory holding and supply capability and an understanding of supply chain, sales, brand marketing is also important. A suitable candidate will have to understand figures at SKU, brand and market level and have above average computer literacy.

It would be necessary for a suitable candidate to constantly seek improvement to business processes and drive efficiency, through challenging conventional thinking without the “need to reinvent the wheel.” Attention to detail is crucial, combined with a strong customer service mentality. The person should also need to be able to evaluate and adopt appropriate performance measures and have the ability to coach and develop others.

### **Roles & Responsibilities.**

There are as many specifications for Demand & Supply Chain Analysts as there are companies. In many cases the same person performs these roles. As far as Parmalat is concerned these roles should cover the following main points:

**As a Demand Analyst** it is necessary to understand the company demand

management process and understand the data, where it comes from and how it is used. It is important to have a detailed knowledge of the forecasting system in order to solve minor technical problems and be capable of analysing forecast variances and anomalies. This implies that he/she must be capable of recognising problems with the input and the resulting output and must be proactive in solving these problems. The Identification and implementation of the relevant KPI's associated the overall company objectives for this function and report thereof will also be required. The analyst must be capable of doing data mining to support and satisfy ad hoc enquiries from users and be able to act as the facilitator between Sales and Marketing and Operations.

In addition to the above there are specific requirements for the supply side of the business. A requirements planning system because of its nature is probably the most mission critical system within an organisation. This means that data and rules maintenance must be kept up to date at all times.

**As a Supply Analyst** the person should be capable of recognising problems with the input and the resulting output and must be proactive in solving these problems. An understanding of the interrelationships between all affected operational functions. E.G: Customer, Distribution, Manufacturing and Supplier are necessary. Capability with respect to the modelling of alternative inventory strategies to determine the best “do-able” alternatives is also vitally important. The analyst will also be responsible for the monitoring and reporting of important supply indicators such as customer service levels in relationship to costs, inventory days in relation to customer service levels, the level and effect of safety stock as a result of forecast inaccuracies, factory service level and distribution service levels.

#### **6.4.4 The Statistical Forecast in DSFM.**

Once data is verified and the various statistical methodologies defined for the respective segment as defined by the SKU classification, then DSFM should produce the statistical forecast. As discussed previously, the classification will drive issues, such as if only a baseline is to be calculated or if all prior data in the SKU's history should be utilised to produce the forecast. DSFM also has the functionality to back-test

the forecast. In other words the system would look at the history it had at a point in time, and then evaluate post fact how well the current methodology it is using is performing. It is advised that this process takes place at least quarterly.

It is important that our current methodology is maintained with regards to level at which the forecasting process takes place. Currently the forecast is performed at product group level for a specific customer/account region. Although initial statistical testing performed pointed to a higher level of confidence achieved at higher levels such as product group at National level, it is important to maintain the integrity of our philosophy. This philosophy holds that changes in demand are mostly due to two “drivers”, promotional activity and relative pricing. Both these “drivers” are in turn dependant on specific retail selling prices and adverts at customer/account region level. Demand at each of these levels, are the building blocks of total demand. If we want to review demand at national product group level, then the forecast has to be aggregated from all these customer/account regions.

On the other hand, we did not find any reason to believe that fluctuations within specific product groups, i.e. SKU's that make up the product group behave any differently from the demand generated for the total product group. In other words under conditions of relative pricing and promotional activity, where the product group is promoted and priced the demand pattern for specific SKU's is the same as for the product group. It therefore means that once the statistical forecast is produced at product group level, that the forecast can be disaggregated to SKU level in that specific group. When DSFM disaggregates the data it does take into account the relative trend of SKU's within the product group. This means that normal changes in tastes and thus consumer behaviour will be accommodated at SKU level.

#### **6.4.5 Application of “Driver” data.**

As mentioned we have isolated two “drivers” through our research that have a significant impact on the demand patterns of our products. The two drivers that we have isolated are promotional activity and combined with this relative market pricing. What has however become apparent through discussion with both COM's and DC managers is that it is incredibly difficult to forecast for these events.

Although there is a process in place by which accurate price surveys are completed by PFMS, these surveys are looking at relative competitor activity within specific account regions for a specific region at a point in time. There is no pricing model in place by which COM's or DC managers can currently view relative pricing and changes to this in a time series per account region. It is therefore cumbersome to collate all information in order to make a prediction on movements in pricing.

Currently there is no systematic process in place for recording promotional activity with specific accounts. Some COM's do keep track of this information, but in general this is done with relative ill discipline. Neither is there process in place to record any abnormalities, which took place in specific promotional periods, such as competitor activity pre- or post the promotion, out of stocks during the promotional period or field marketing execution evaluation of the promotion. Feedback received from DC's also pointed to ill-disciplined promotional planning on the side of COM's. Many examples were mentioned of DC's and even COM's not knowing when a promotion is breaking, or a promotion simply breaking out of the blue, without it being planned for.

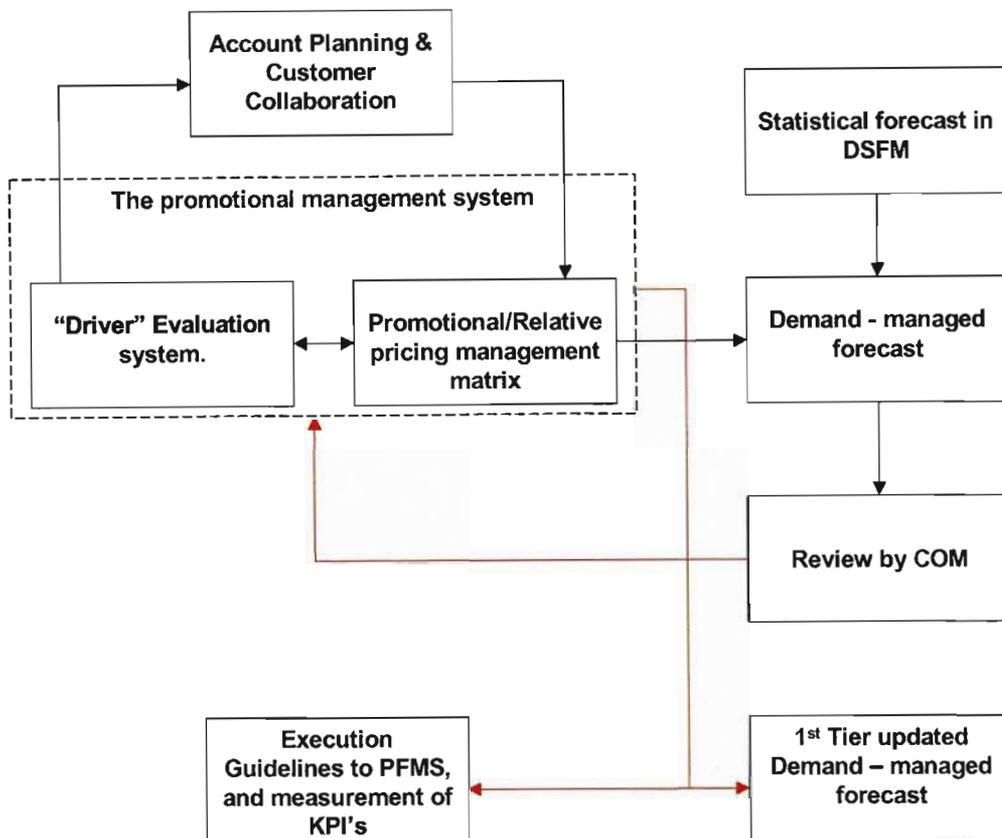
### **Proposed Promotion management system**

Frequent feedback from DC's and plants indicated ongoing frustration in the current business process relating to effective management of promotional activities. Co-ordination, short lead times and competing demand all have a negative effect on supply chain performance.

It is therefore advisable that the following processes are put into place to ensure better business process in this regard:

- Creation of a promotional/relative pricing evaluation system.
- Creation of a promotional communication matrix and integration of this with the forecasting process.

- The setting of execution performance guidelines to field sales, and measurement of specific KPI's.
- Improved account management process specifically with regards to promotional planning through improved customer collaboration.



**Fig 6.9** *“Driver” data integration to deliver demand managed forecast.*

#### **Development of a promotional/relative pricing evaluation system.**

It seems quite apparent that this should be taking place every time that we do a promotion, however through this whole project it has become apparent that we do not even know what the volumes are we can expect from a promotion. In discussions with other companies it has also become apparent that we are not unique in this aspect.

Promotional activity and our pricing strategies have a detrimental effect on our

profitability as a company and we need to understand the consequences of our decisions on the bottom-line when taking decision to engage in such activities. More importantly we need to be able to review the consequences of such activity with our customers to ensure that they handle our categories in a responsible manner.

Theoretically this process should be a financial evaluation of the costs associated with supporting customer's promotional objectives, seen in context of the company's own promotional objectives. Parmalat currently has no such evaluation tool in place; neither does it currently have the ability to forecast what promotional increments can be expected from such promotional activity. A further complication in the current process is that both the historical information in COGNOS and DSFM are viewed in monthly terms. Relative RSP's as well as promotional activities from the trade are defined with respect to weekly periods. Therefore fluctuations in volumes occur in weekly 'buckets'. Currently it is impossible to isolate the promotional volume uplifts.

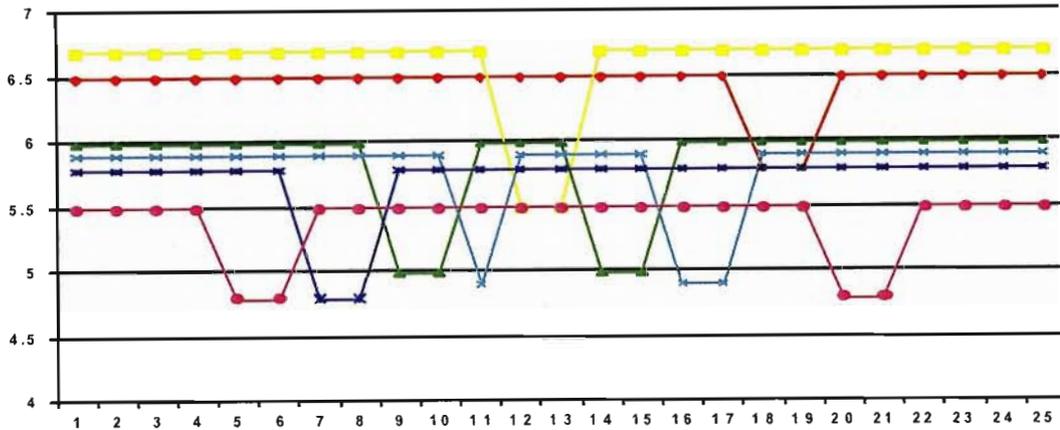
The initial objective in creating a promotional/relative pricing evaluation system would be to collect data which is currently available and to design an integrated system by which such data can be viewed in a time series manner in order to draw certain conclusions from it. The following elements need to be addressed:

#### Market pricing

Currently price surveys are received from PFMS on a weekly basis by region, by account and by product group. (Appendix 5) This data needs to input into a system such as COGNOS whereby multiple views can be generated per product group, i.e. Parmalat SKU (or product group) compared with competitive offerings in specific accounts.

# Relative pricing per Account Region

Checkers Gauteng																									
Week	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
Category UHT Milk																									
Everfresh	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	6.49	5.79	5.79	6.49	6.49	6.49	6.49	6.49	6.49
Clover	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69	6.69
Dewfresh	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99	5.99
Dairybell	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89	5.89
First Choice	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79	5.79
Checkers Houseband	5.49	5.49	5.49	5.49	4.79	4.79	5.49	5.49	5.49	5.49	5.49	5.49	5.49	5.49	5.49	5.49	5.49	5.49	5.49	5.49	4.79	4.79	5.49	5.49	5.49



## 6.10 Market pricing time series analysis.

### Promotional Activity

Promotional activity can be verified by overlaying a promotions matrix on the above data. Adcheck (Appendix 6) to which Parmalat already subscribes will serve as verification if promotional activity did in-fact take place or not. The added benefit of the Adcheck product is that it records competitor adverts as well, and specifies the period of the campaign once the campaign has broken. Adcheck is a product that reviews all major newspaper adverts and leaflet adverts in which the trade advertises and records this information. Adcheck is available in both Text files and EXEL pivot tables that should make integration easy.

### Sales Data

Currently sales data is available in COGNOS in a monthly format. This means that

users can view the data in a monthly time series only. The problem with this current format is that as discussed earlier that retailers on a weekly basis change promotional activity and market prices. It is therefore important that a new weekly sales cube be created in COGNOS so that data could be integrated with the pricing model as well as the promotional model, which are defined in weeks.

Recording of any other “drivers” applied during specific period.

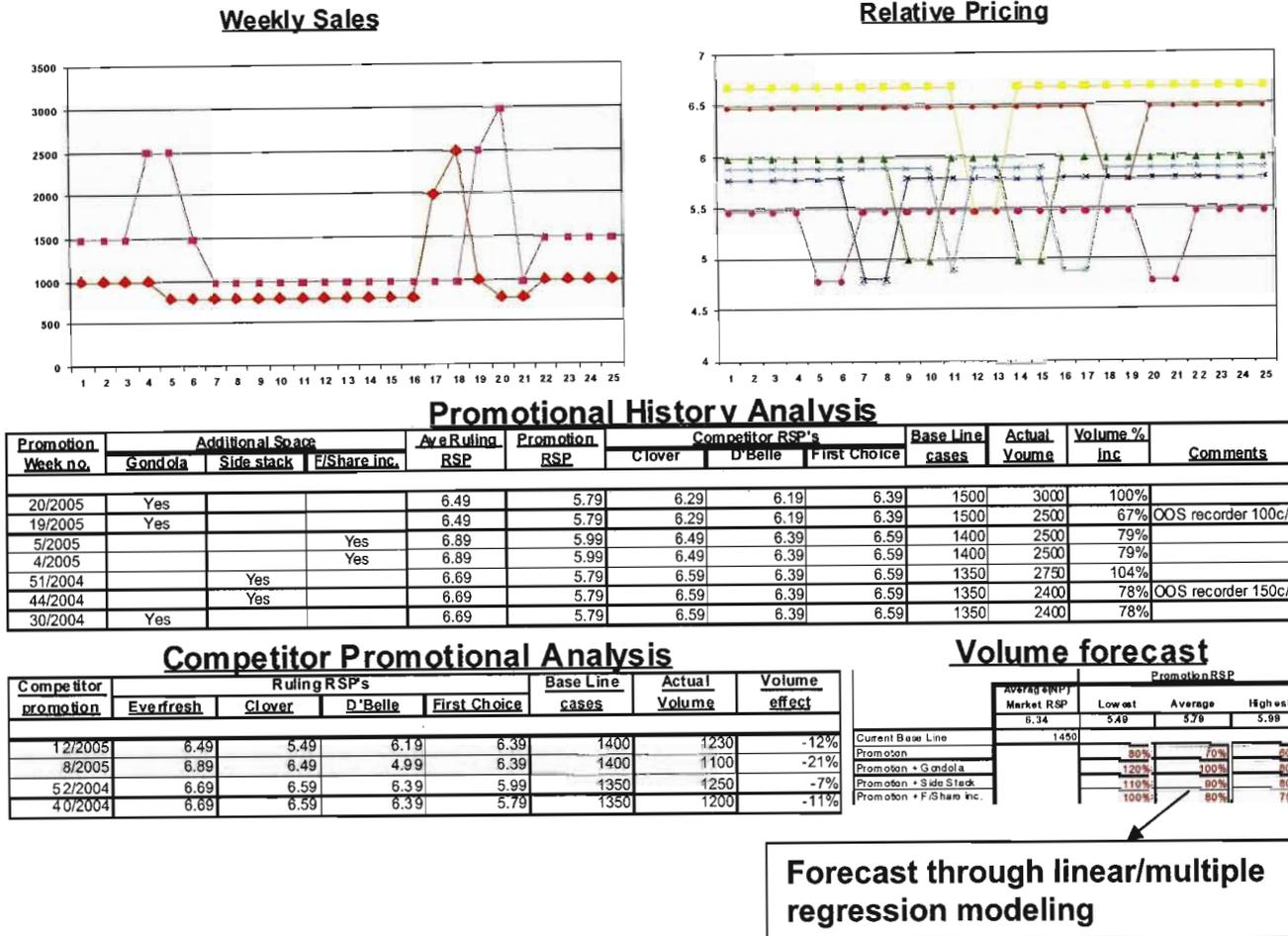
The system to be developed should accommodate for input of additional information, such as incremental space in-store, marketing activity, out of stock situations, etc. The system to be designed will also in the post mortem evaluation module have to allow for recording of specific extraordinary events that took place within that week, in order to understand the total dynamics of the market at that given point in time.

Ultimately we are looking for a model that could be illustrated as in figure 6.10. You may note that once such a model is available that it would be much easier for COM's to actually understand the level of promotional increments on specific categories.

It is suggested that we utilise expert skills to design such a model or that we conduct a search of current available software that could be integrated into our management information system. The more history that is built up through time, and the more accurate our record-keeping in this regard, the better will our deductions be with regards to the pricing elasticity and promotional effect on our products.

Once sufficient history is built up, then through regression analysis, can these deviations be forecasted? In other words we will be in a position where we can statistically forecast promotional uplifts under anticipated market conditions.

**Account: Shoprite Gauteng**  
**Product Group: Everfresh UHT Milk**



**Fig 6.11 Promotional/Relative pricing evaluation Tool.**

Using current software technology and pivot tables such as COGNOS or Click-View it would be possible to view precisely what happens to a SKU's sales under certain conditions as presented above. One can for instance isolate the table to just have available ones own product and the dominant competitor, and draw conclusions with respect to price elasticity. This data could prove very valuable in terms of defining the selling prices of products.

Outside the scope of this current project, but in support of good business process, it would be possible to expand this evaluation tool. It would be possible with the available data and integration of our deals pricing system, to define the incremental profit gained from promotional activity within a specific customer, if the correct cost accounting

principles are adhered to. It would therefore be practical to consider the total benefits and build in this functionality into this system.

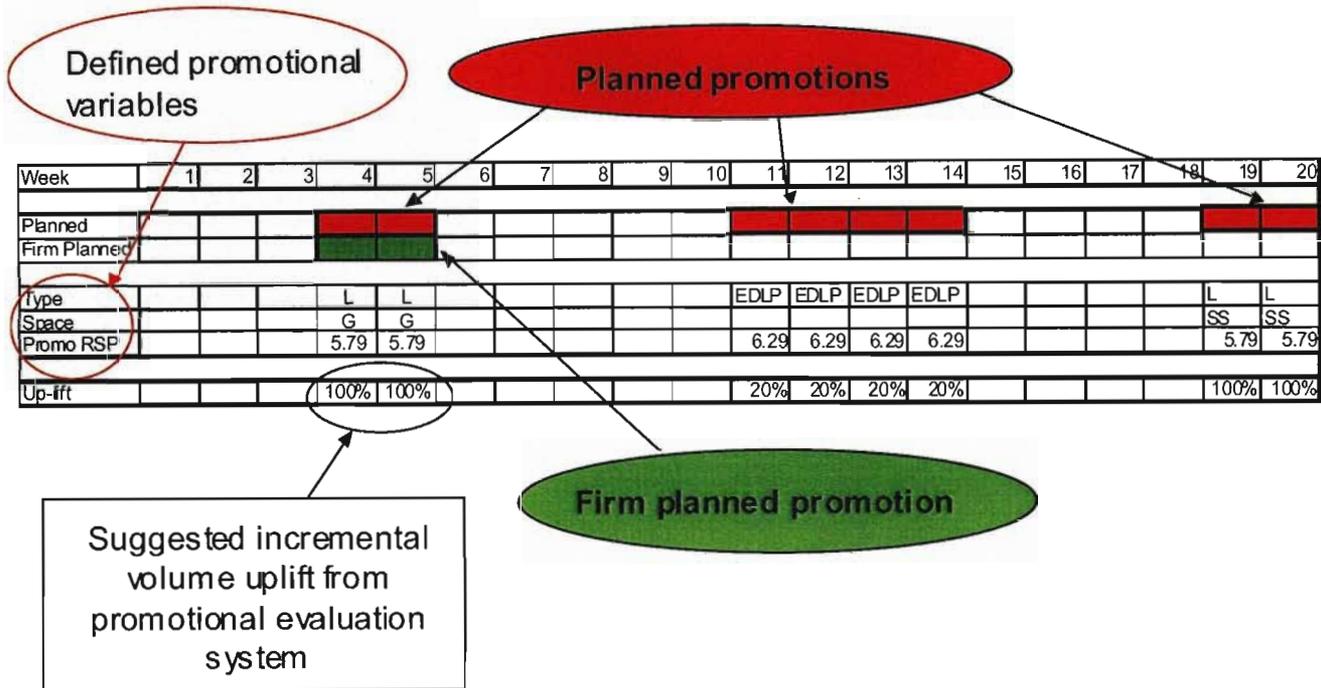
### **Develop a promotional management matrix**

As discussed previously with respect to the promotional evaluation model, it is proposed that a promotional management matrix is created to integrate with the forecasting process. The purpose of this is to define in which specific periods additional stock will need to be available at specific DC's, for a promotion in that account in that region.

There is a need to develop a system that will allow visibility of promotional activity whilst being maintained continuously, and be practical to maintain. The system would also have to integrate automatically to the forecasting model.

The initial intention is that the nature of the promotion matrix will emulate the look and characteristics of a production-scheduling product, where the forecast is viewed in weekly buckets and coded within weekly period designating promotion status, planned promotions versus firm planned or confirmed promotions.

**Account: Shoprite Gauteng**  
**Product Group: Everfresh UHT Milk**



**Fig 6.12 Proposed promotional matrix.**

Fig 6.12 is a graphical presentation of what such a matrix should look like where:

**Planned activity** reflects the longer-term strategic forecast period, in other words Month +2 through Month +12. Theoretically this data should already be available through the account planning process in place. In accounts like PNP and Spar this data is available a year in advance because they operate from a basis where suppliers purchase slots from these groups. This activity could change however depending on a variety of situations. Should the company through the S & OP process identify that additional sales are required due to increases in the milk flow or an aggressive attack on a competitor’s market share, and then additional slots could be planned or purchased.



**Firm Planned activity** - business rules will dictate the lead time by which a promotion must be firmed up by the COM, generally between 2 to 4 weeks depending on item class involved and the rules required by the DRP, MPS and MRP processes. It is however advocated that in order to create a more pro-active and structured process that COM's collaborate more effectively with buyers in order to have at least a period of 2 months committed plans in place.

The purpose of such planning should however not be perceived as to become an inflexible organization, and it is understood through discussion with various COM's that changes in planned activity do happen from time to time. An example of this would be a COM and a buyer not reaching agreement on a specific price, and a promotion therefore being cancelled. Situations could also arise where buyers have a special request for a new promotion, perhaps because they were let down by one of our competitors. These exceptions could then rather be managed through the S & OP decision makers to clarify the effect such activity would have, and an informed decision can then be taken.

Such a promotional matrix will have to accommodate for the specific type of promotion that is both intended and firm planned. An integration of such a matrix with the promotional evaluation system will then give effect to the specific volume uplifts that will be required in specific accounts in specific regions at a specific point in time, and would therefore replenish the correct DC, through the DRP process with the correct volume of stock.

The promotional matrix will therefore be the only mechanism by which the COM can interact with the forecasting process. Because the system is independent of the DSFM module, it means that updating of promotional activity can happen when they have the time available to do it, as long as firm planned activity is noted in advance of the lead times prescribed. We have however catered for COM intervention to the forecast by prescribing a review process once the demand managed forecast is produced. It is foreseen that this review can take place by the 6<sup>th</sup> of the month.

The COM can however only intervene through the matrix, i.e. lets assume the COM in our graphical example in fig 6.11 does not agree with the volume prescribed, due to new market information that he has, a competitor supplier perhaps having production problems and therefore being out of stock. The COM can now physically override the 100% uplift suggestion to 150% if he believes it to be more accurate. As pointed out in the discussion on classification previously in section 6.4.2, a review process is necessary under certain difficult to forecast conditions. An A item with Z frequency is perhaps given a rule of make-to-order. Only the COM will know when that specific customer wants the stock and therefore has to forecast it.

**Demand managed forecast-COM Review**

**Account: Shoprite Gauteng**

**Product Group: Everfresh UHT Milk**

Week	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Planned																				
Firm Planned																				
Type				L	L						EDLP	EDLP	EDLP	EDLP					L	L
Space				G	G														SS	SS
Promo RSP				5.79	5.79						6.29	6.29	6.29	6.29					5.79	5.79
Up-lift				100%	100%						20%	20%	20%	20%					100%	100%
Base Line	1400	1390	1390	1450	1450	1400	1400	1500	1500	1450	1450	1550	1550	1450	1450	1600	1600	1550	1550	1650
Uplift Volume				1450	1450						290	290	290	290					1550	1650
Total Volume	1400	1390	1390	2900	2900	1400	1400	1500	1500	1450	1740	1840	1840	1740	1450	1600	1600	1550	3100	3300

COM can now intervene and make changes, furthermore he has a promotional evaluation tool available to challenge the numbers.

**Fig 6.13 Demand managed forecast – COM review and intervention.**

Rules regulating new products will also require direct COM intervention as no history is

available for a statistical forecast. If a specific SKU has been discontinued in a group, then the COM will also have to intervene and ensure that no longer any stock is produced for that account region.

Parmalat currently has a deal-system in place that currently regulates pricing in specific accounts. The COM responsible for a specific account in a region currently administrates the deal-system at account region level. In order to negate duplication and increase the administrative burden on COM's it is foreseen that the deal system can become the input mechanism for the promotional matrix, once a couple of changes is made to the deal-system to accommodate for the information that would be necessary to give effect to the promotion matrix.

The deal-system does currently accommodate two deal levels, a cycle deal and a promotional deal. The cycle deal is normally the everyday price, which we offer to our customers; under these circumstances a customer would sell our products at a RSP to ensure a specific margin. For example, the cycle deal on Everfresh UHT milk in Shoprite Western Cape is R 5.95, and the customer sells the product at a RSP of R 6.49 (8.3% margin to the customer). When the customer now agrees to a promotion, for arguments sake, assume a leaflet promotion, we will offer a very market competitive selling-in price of R 5.75. Through negotiation a buy-in period and an advert period will be agreed, and the customer on a buy-in period of say four weeks will agree to a sell the product at R 5.79 for a two week period. If such information could successfully be extracted in the correct format it would be possible to integrate it with DSFM and DRP.

### **Improved customer collaboration**

Process needs to be put in place that supports better understanding between customers and COM's of mutual objectives to be achieved. Firstly an understanding has to be reached between COM's and customers on what effect inadequate planning leads to with regards to the effect on the supply chain. Certain rules have to be defined with respect to deadlines for promotions and enforced at customer level. In other words

if we do not have conformation on specific promotional activity within a defined timeframe, such promotion could not be honoured with respect to having sufficient stock available. Rules need to be defined as how COM's and DC's then enforce these principles at a practical level.

Secondly, a greater understanding with respect to the effect of promotional activity has to be reached between customers and COM's. This necessitates the implementation of some form of promotional evaluation between the two parties. Promotional objectives should be agreed in advance and a commitment gained from customers to support these mutually beneficial objectives. Issues to be addressed in such a process would be to evaluate the effect of certain practices that are not conducive to effective promotions, such as lowering competitor-pricing within promotional periods, promoting competitors immediately after our promotions, specifically on fresh products while we might sit with higher than normal stock levels in-store. The effect of shortening or extending promotional periods without due consultation needs to be discussed.

Thirdly, in order to achieve a higher level of professionalism with regards to our Customer Relationship management process, heed has to be given to better account planning process, regionally across accounts as well as at specific account level. The customer review format needs to be addressed and refined to accommodate a more forward thinking and outcomes based orientation, as opposed to what it is currently, merely a review of history.

Lastly, we need to define the process of how these objectives and activities are executed at store level. What are the requirements on PFMS with respect to promotional execution? We need to have a system that not only communicates that a promotion is taking place, but also what we expect from this promotion.

#### **6.4.6 The setting of execution performance guidelines to PFMS, and measurement of KPI's.**

Currently PFMS is Parmalat dedicated field marketing service. The service they provide is a store replenishment ordering function combined with a merchandising service. For all intent they are our operational execution force in the market place. Regional managers from each region is expected to attend the DC forecasting meeting held weekly, which in effect is the DC replenishment order meeting. At these meetings the DC manager, COM and they discuss upcoming promotional activity taking place. Currently they receive a document listing all deal activity that is taking place in the various accounts, alerting them to upcoming promotional events. Through the research conducted it has however become apparent that no specific procedure is followed, and that the documents that they receive are all different.

The project team felt that it would be conducive to better planning if a more structured approach is taken in regards to this. We propose the development of a field execution sales document that will aid field sales in performing a better service at store level, specifically with regards to promotional execution. The document should contain the following information:

- New products being launched
- Planograms to support new launches as well as current marketing thinking
- Marketing activity to support the new launch, such as in-store demo's
- Marketing support for specific categories
- In-store support for specific categories, such as merchandising materials available
- Marketing focus for specific periods on specific products
- Promotional activity of specific products, for specific period per account
- Expected shelf space to be achieved both during promotions as well as non promotional periods
- Off shelf requirements during promotional periods that could have been agreed with the buyers

- Specific budgets and process to drive additional space at store level on specific categories or products
- Competitions to incentives extraordinary execution at store level
- **Expected promotional uplifts during promotional periods**

This document could then aid field marketing to effectively plan in advance and allow enough time for the negotiation of additional space for products during promotional periods with store managers. Not only will we then be able to more effectively execute, but also we could then implement specific KPI's to monitor, measure and control the process.

With respect to the forecasting process, it will serve as a guideline to ensure best practices as far as store level replenishment methodology is concerned. In other words, it will aid merchandisers in ordering the correct quantity as opposed to over-ordering stock, which could lead to product returns. It will also ensure that enough stock is ordered so that in-store out of stock situations does not occur.

#### **6.4.7 System requirements**

It has long been identified that the hardware set up in support of the current forecast process is inadequate. This has contributed to the time taken within the current monthly cycle which is compounding the user frustration in time available for forecast collaboration. Activity is already in progress to upgrade the forecast system to a new virtual server within the IT department. This will improve processing speed and establish a more reliable infrastructure with sufficient storage capacity for current and revised forecast modelling as well as planned DRP requirements. This will improve our capability with respect to utilizing the full DSFM forecast product capabilities that are required, such as back testing of data, classification etc.

#### **6.4.8 Establishment of an effective S&OP (Sales and operational planning) process**

Effectively we are moving away from a decentralized system to a more centralized system. Through effective activity management we will gain a better understanding on how to forecast for these specific activities, but we will need to have a stronger coordinating system in place to manage all the processes.

Through literature review conducted on best practice in the forecasting process, S & OP has emerged as arguably the most important practice of them all. In this process, decision makers from a variety of departments hold a regular meeting to arrive at a “one number” forecast. Typically, representatives from logistics, forecasting, production, marketing, sales, and finance meet in the process. This ensures that multi-functional input is obtained for the forecast. The S&OP process also provides an avenue for accountability because the group has agreed to the forecast value. If the actual demand does not match the forecast, the group is accountable for understanding the cause of the error.

Typically this process is also longer term in nature and therefore has a more strategic foundation than the previously discussed operational forecasting process. Although the process evaluates past performance and reviews the current month and following months forecasted performance, it has to be understood that very little can be done within a four week time period, depending on the category. For example assume a decision is taken to reduce the price of cheese and attack competitor’s market share, and this must be implemented in Month +1. Firstly communication has to reach the COM’s who need to make appointments with their buyers, so that they can implement the price reduction and tie up promotions. Assuming that they do get the promotion in Month +1 this has to be fed-back through the forecast for DRP to replenish the DC timeously for the promotion. If we were not sitting on high buffer levels but rather

optimal buffers, the plants will have to produce more cheese to have stock available. A product like cheddar has to mature for a period of at least 6 weeks, so this would not be possible.

Rather, the S & OP process should be seen as a review and intervention-planning forum for month +2 through to month +12. Once a thorough analysis has been conducted, decisions can be taken in this senior management forum that can be communicated back to the various operational functions in the organization. As an example if a milk shortage is envisaged for the winter months in June and July as is normally the case and it ascertained that we will not be able to gain farmers or buy milk from other producers then solutions and their longer term affect could be explored. These could include price increases or limiting promotional activity on products to dampen demand, delaying promotions planned or building stock.

As you will note, if any of these strategies are adopted it would have implications which only a senior team could agree on. For example, if it is decided to increase stock levels, then the representative from finance will have to be able to give the go ahead for an increase in working capital to facilitate higher stock levels and the storage thereof. Manufacturing will have to access their capacity constraints in March and April and adapt their planning to facilitate this accordingly. Sales will have to commit to the sales plan for that period and ensure that the company doesn't sit with higher than required levels of stocks for that period.

Through the S & OP process it will allow for marketing to make more informed decisions as to the need for additional category activity, such as new product launches in categories and the timing of such launches. What will the effect be on manufacturing capacities, capital expenditure requirements, listing fees etc?

A further benefit that will be arrived through this process of reviewing KPI's is the fact that we will trust and transparency to the whole S & OP process. This will minimizing the chaos effect discussed in 4.5.12 and give credibility to the process.

### **The monthly S & OP process.**

The essence of the S & OP is decision-making. For each category and product group a decision is made on the basis of recent history, recommendation from middle management, and knowledge of business conditions. The decisions can be:

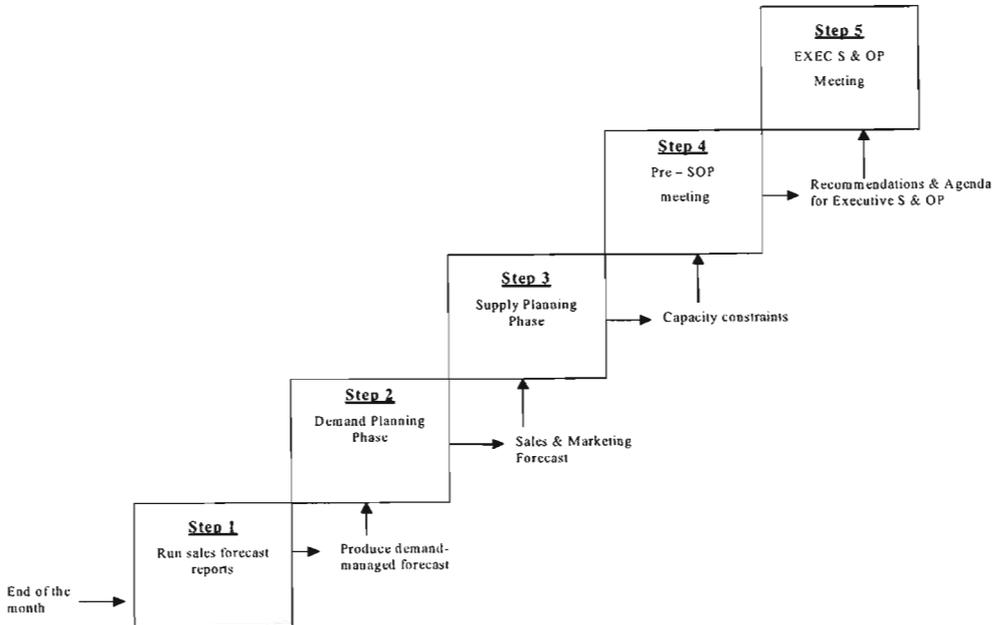
- Change the sales plan
- Change the operations plan
- Change the inventory plan, or
- None of the above, the current plans are fine.

These decisions arrived at through the process, form the game plan for the functional units and should be documented and disseminated throughout these functional areas.

Sales and Operational Planning, however is not just a two-hour meeting that occurs each month that is merely signed of by the executive. Preliminary work should begin shortly after month end and continue up to the 14<sup>th</sup> of the month, when the Executive S & OP takes place. The steps depicted in Fig 6.13 represents a flow diagram, adapted from Wallace (1999), involve middle management and some others in the organization.

They include:

- Updating the sales forecast
- Reviewing the impact of changes on the operational plan, and determining whether adequate capacity and material will be available to support them.
- Identifying alternatives where problems exist.
- Identifying variances to the Business Plan (Budget) and potential solutions.
- Formulating agreed upon recommendations for top management regarding the overall changes to the plans, and identifying areas of disagreement where consensus is not possible, and
- Communicating this information to the top management with sufficient time for them to review it prior to the Executive S & OP meeting.



**Fig 6.14 The monthly S & OP process.**

### **Step 1 – Run sales forecast reports.**

This phase has been discussed at length previously in our proposed model. The statistical forecast including the promotional activity/relative pricing grid results in a demand managed forecast to be reviewed by the COM as part of the 1<sup>st</sup> tier forecasting process. Once reviewed by the COM's to accommodate any new information and final adjustments are made in the promotional activity/relative pricing matrix then a report can be made available that aggregates data at product group/national account level, as well as product group/national company level. It is anticipated that this process be finalized not later than the 6<sup>th</sup> of the month.

### **Step 2 – Demand planning sign-off phase.**

Once reports are reviewed individually by the Business managers, and marketing managers, then a meeting can be held by this forum to ascertain the following:

- Current performance versus forecasted performance.
  - Sales
    - By Account Region, for example Shoprite Gauteng performance on Everfresh UHT Milk
    - By National Account, For example Shoprite Group performance on Everfresh UHT Milk
    - By Product Group, UHT Milk Everfresh for the whole Parmalat group.
  - An assessment of the forecasting error will have to be made to ascertain the causes of the inaccuracies. Were our assumptions accurate or did something fundamentally happen in the market that had an influence on our execution? If execution was the problem was it due to ineffective implementation or competitor activity hampering our performance, and if so what will our strategy be going forward?
  
- Current performance and forecasted performance vs. budget (Are we currently delivering against the company objectives and does the forecast deliver against company objectives going forward?)
  - EBIT (profitability) per product group
  - Volumes per product group.
  - Rand Value per product group.
  - Price level per product group.
  
- Once the above is ascertained report has to be given with recommendations on the following:
  - Reasons for deviations if applicable.
  - Highlight possible 'Alerts' for future unavoidable non-performance and decisions on handling these.
  - Evaluation of current strategies with respect to their effectiveness.
  - Evaluation of the execution of strategies.
  - Evaluation of current market dynamics and their possible limiting influence

on objectives.

It is in this phase that the sales and marketing team must collectively challenge the forecast and make any changes that they believe taking cognizance of current market dynamics or specific customer behaviour. This meeting by nature will be more strategic. Could the onslaught of Competitor X, with new packaging innovation affect us, and if so, how? Could legislation regarding imports affect us, and when?

Since the output from this demand-planning phase is the management-authorized forecast, it is necessary to get the senior sales and marketing executives in the loop. Bringing the senior executive into the process at this stage does the allows him to challenge the numbers and if need be to change them. It avoids surprises at the Executive S & OP meeting, and results in a truly “management-authorized forecast”, one that all the key players have bought into and signed off. The forecast then presents sales and marketing’s best estimate of future demand.

### **Step 3 – The supply (capacity) planning phase.**

Once the new forecast is passed through DRP and MPS then an analysis can be conducted to ascertain what has changed. If very little changed with respect to the forecast then it goes without saying that very little will change with respect to MPS and projected inventory levels. If dramatic changes have occurred in the forecast then it is quite possible that changes in inventory levels will give effect to changes in MPS.

Representatives from logistics such as the demand planner, the four category supply managers, as well as representatives from purchasing and production need create a forum to address these issues. A review and analysis of service delivery performance as well as plant delivery performance need to be conducted. Reasons for deviations need to be discussed and possible ‘Alerts’ for future unavoidable non-performance and decisions on handling these should be taken. This would also include an evaluation of

current business constraint with regards to raw material supply, capacity and other resource constraint.

If such changes have indeed taken place, then it is in this phase that analysis needs to be conducted with respect to the plausibility of such changes. A review of capacity will have to be conducted as well as other possible constraints such as projected milk intake, raw material such as packaging, etc. It is also quite plausible that forecasted milk in-take volumes are all of a sudden forecast down, for instance due to an attack by competitors on our milk supply, in this case it could quite possibly be capacity that dictates to sales to decrease activity to the current plan.

It might be possible to meet the reviewed demand plan, but acquiring the necessary resources to do so might prove expensive or prohibitive. These are the types of issues that then have to be carried into the Pre – S & OP meeting.

#### **Step 4 – The Pre – S & OP meeting.**

The key players in this forum is the people from the demand planning phase, and the people from the supply planning phase as well as a representative from finance. The objective of the Pre – S & OP forum is the balancing of both supply and demand issues. This forum needs to resolve problems and differences so that, where possible, a single set of recommendations can be made to the executive S & OP meeting. This will necessitate the identification of those areas where agreement cannot be reached and determining how the situation will be presented in the Executive S & OP meeting. Developing, where appropriate, scenarios showing alternate courses of action to solve a given problem and setting the agenda for the Executive S & OP meeting.

The outputs from the Pre – S & OP meeting should include an updated financial view of the business, including the latest forecast projections to ascertain if the company is still on track to reach the company objectives. This is typically done at company level, aggregating all product groups and customers. A recommendation for each product category, and product group within, as to the future course of action, either increasing

or decreasing the sales plan, increasing or decreasing the operations plan or no change at all. New or major product launches not included in the previous product group review, and the net effect of such launches need to be looked at and a recommendation with respect to changes in resource requirements, additional shifts, additional people, and additional capital expenditure required etc.

Areas where a consensus decision could not be reached, possibly where disagreement exists between departments or where competing alternatives are too close to call in the previous meeting need to be addressed. This will include a presentation of the alternatives as well as the financial impact analysis and recommendation for changes to demand or supply strategies or inventory holding policies.

### **Step 5 – The Executive S & OP Meeting**

This is the culminating event of the S & OP cycle, and should be attended by the demand manager whom owns this process, and the senior executive. It is important that this specific meeting takes place before or on the fourteenth of every month to allow time for execution. The objectives of this final meeting is to review the macro business performance and in conjunction with this review through the forecast if the company is on track to meet its objectives.

A review of category and product group performance and the applicable changes, if any, recommended by middle management need to be reviewed along with performance indicators such as customer delivery performance, plant delivery performance and changes in inventory. This forum being the most senior also need to authorize changes where significant costs are applicable, such as increased distribution costs, increases in inventories or additional capital expenditure costs. Furthermore they need to “break the ties” for areas where the Pre S & OP team could not reach consensus, and agree to a specific course of action.

All the above form the companies authorized game plan going forward. As such it is

incredibly important that these decisions be recorded and minutes of this meeting along with supporting data, circulated to the relevant people in the organization for immediate implementation.

## **6.5 Conclusion.**

Through the research conducted and contained in this document, we have sought to find a pragmatic solution to the service delivery issues that face Parmalat. On initial inspection when faced with this project, it would have seemed to be purely a forecasting issue. However, whilst gaining a higher level of forecasting accuracy is a very important starting point to the SCM process, it is by no means the solution. We have endeavoured in this document to go beyond the boundaries, to find ways to integrate the forecasting process, both from an operational and strategic perspective into the SCM process, in such a manner as to create harmony through better synchronisation. We have in doing so discovered that certain other business practices with regard to the SCM process need urgent attention:

- Key Account Planning methodology.
- Promotional Planning.
- Customer Collaboration.
- Field sales execution evaluation and KPI's.
- Master-file maintenance.
- Sales and operational planning process.

Normally the first reply people will give you on discussing the forecasting issue is that you need to purchase a new software package, or find consultants to implement a statistical forecasting package. Through our research we found that we have more than adequate software to do the job, but statistical forecasting is but a small area of the forecasting process. What is important is to have good planning process in place, supported by good business process.

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# **Appendix 1**

All Channels (EXCL Export)	TOTAL Regions			GAUTENG			FREE STATE			NATAL			EASTERN CAPE			WESTERN CAPE		
	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC
<b>All Items</b>	<b>23102916</b>	<b>24695617</b>	<b>93.6%</b>	<b>7032225</b>	<b>8916205</b>	<b>78.9%</b>	<b>1402122</b>	<b>1397015</b>	<b>100.4%</b>	<b>2201954</b>	<b>2866141</b>	<b>76.8%</b>	<b>7480716</b>	<b>5933282</b>	<b>126.1%</b>	<b>4398627</b>	<b>4864867</b>	<b>90.4%</b>
Amazi Eselwa GT FC 500ml [007329]	9248	12804	72.2%	-1	6	-16.7%	0	6	0.0%	0	0	#DIV/0!	7297	10950	66.6%	1754	1842	95.2%
Amazi FC PI Jug 2L [007315]	116688	102166	114.2%	44968	39932	112.6%	8404	1582	531.2%	0	272	0.0%	58064	57846	96.9%	7252	2534	286.2%
Amazi High Fat 500ml [007330]	17146	22429	76.4%	16132	21285	75.8%	711	843	84.3%	303	301	100.7%	0	0	#DIV/0!	0	0	#DIV/0!
Amazi High Fat PI Jug 2L [007331]	124188	142504	87.1%	116162	130470	89.0%	4902	9012	54.4%	3124	3022	103.4%	0	0	#DIV/0!	0	0	#DIV/0!
Amazi Oqobo PI 500ml [007345]	2852	3185	89.5%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	2852	3185	89.5%	0	0	#DIV/0!
Amazi Oqobo PI Jug 2L [007347]	357746	322048	111.1%	0	0	#DIV/0!	0	0	#DIV/0!	37106	68914	53.8%	320640	253134	126.7%	0	0	#DIV/0!
Amazi PI 500ml [007327]	2054	2177	94.4%	0	0	#DIV/0!	-4	0	#DIV/0!	0	0	#DIV/0!	2058	2177	94.5%	0	0	#DIV/0!
Amazi PI Sq 1L [007219]	8904	10587	84.1%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	8904	10587	84.1%	0	0	#DIV/0!
Aylsb DairySoft Neopl 2L [009229]	24434	9180	266.2%	648	960	67.5%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	23786	8220	289.4%
Blue Random Heads 2x3.2kg [011884]	3103	2707	114.6%	1657	1171	141.5%	65	0	#DIV/0!	423	313	135.1%	93	26	357.7%	864	1197	72.2%
Bon Blanc Block 1st 2x10kg [003054]	10622	6900	153.9%	3579	3080	116.2%	0	0	#DIV/0!	951	0	#DIV/0!	-3	0	#DIV/0!	6094	3820	159.5%
Bon Blanc Loaf 8X2.25kg [003058]	4149	3816	108.7%	1672	1188	140.7%	0	0	#DIV/0!	430	900	47.8%	231	270	85.6%	1819	1458	124.8%
Bon Blanc RC Figs & Nuts 3kg [002279]	684	909	75.2%	170	420	40.5%	0	3	0.0%	102	60	170.0%	132	144	91.7%	280	282	99.3%
Bon Blanc RC Onion/Chives 3kg [002278]	461	513	89.9%	124	216	57.4%	0	3	0.0%	84	63	133.3%	77	60	128.3%	177	171	103.5%
Bon Blanc RC SDTom&Rmary 3kg [002277]	599	732	81.8%	182	270	67.4%	0	6	0.0%	104	90	115.6%	87	102	85.3%	227	264	86.0%
Bon Butter (S)(P) 40x250g [003141]	5270	6750	78.1%	1620	2520	64.3%	0	0	#DIV/0!	0	0	#DIV/0!	380	680	55.9%	3270	3500	92.1%
Bon Butter (S)(P) 50x500g [003211]	119791	255475	46.9%	8825	141525	6.2%	977	4800	20.4%	30624	41025	74.6%	16283	12525	130.0%	63085	55600	113.5%
Bon Butter (S)(P) 250g-5kg [003131]	2293	3260	70.3%	1411	1635	86.3%	-1	0	#DIV/0!	0	45	0.0%	822	925	88.9%	61	655	9.3%
Bon Butter (S)(P) 500g-5kg [003433]	11660	33205	35.1%	1415	1610	87.9%	0	0	#DIV/0!	670	18845	3.6%	1885	6105	30.9%	7690	6645	115.7%
Bon Butter (S)(P) 500g-10kg [003212]	2850	43920	6.5%	-1960	24750	-7.9%	0	0	#DIV/0!	0	1100	0.0%	310	540	57.4%	4500	17530	25.7%
Bon Ched 1st Vac 1.25Kg-20kg [002631]	16363	12460	131.3%	5121	4840	105.8%	5896	3600	163.8%	2328	2100	110.9%	333	720	46.3%	2683	1200	223.6%
Bon Gouda C.J50 Wedge 40x220g [001147]	4288	6585	65.1%	298	660	45.2%	2800	4701	59.6%	0	0	#DIV/0!	1192	1224	97.4%	0	0	#DIV/0!
Bon Gouda Vac 1st 1.25Kg-20kg [001631]	18521	16980	109.1%	7805	8040	97.1%	5750	3700	155.4%	2823	3080	91.7%	267	1200	22.3%	1875	960	195.3%
Bon Gouda White Bulk 2x10kg [001014]	7873	7920	99.4%	5875	4500	130.6%	-2	1600	-0.1%	806	0	#DIV/0!	695	1500	46.3%	499	320	155.9%
Bon Nect Guava 2L [004877]	8024	6870	116.8%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	7920	6666	118.8%	104	204	51.0%
Bon Nect Guava 250ml [004879]	5984	8018	74.6%	0	0	#DIV/0!	0	0	#DIV/0!	0	3	0.0%	5861	7880	74.4%	123	135	91.1%
Bon Nect Guava 500ml [004878]	7332	10307	71.1%	0	0	#DIV/0!	0	0	#DIV/0!	0	400	0.0%	7332	9907	74.0%	0	0	#DIV/0!
Bon Nect Orange 2L [004868]	1690	1496	113.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	1690	1496	113.0%	0	0	#DIV/0!
Bon Nect Orange 250ml [004870]	2079	2910	71.4%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	2079	2910	71.4%	0	0	#DIV/0!
Bon Nect Orange 500ml [004869]	2601	3686	70.6%	0	0	#DIV/0!	0	0	#DIV/0!	0	383	0.0%	2601	3303	78.7%	0	0	#DIV/0!
But Garlic/Pars Saus 10x150g [003136]	3551	5765	61.6%	1448	2623	55.2%	160	406	39.4%	495	894	55.4%	552	631	87.6%	900	1211	74.3%
But Lemon Herb Saus 10x150g [003138]	1034	1475	70.1%	472	818	57.7%	35	72	48.6%	223	187	119.3%	122	147	83.0%	185	251	73.7%
But Lemon Pepr Saus 10x150g [003144]	615	777	79.2%	286	451	63.4%	16	71	22.5%	100	79	126.6%	85	72	118.1%	131	104	126.0%
But SD Tom&Rmary Saus 10x150g [003146]	367	636	57.7%	159	307	51.8%	2	30	6.7%	60	79	75.9%	59	63	93.7%	90	157	57.3%
Butter A Bulk (S) 25kg [003413]	4950	24525	20.2%	0	4576	0.0%	0	0	#DIV/0!	0	250	0.0%	75	0	#DIV/0!	4875	19700	24.7%
Butter A Bulk (U) 25kg [003421]	42600	45450	93.7%	33000	27875	118.4%	0	0	#DIV/0!	0	300	0.0%	375	450	83.3%	9225	16825	54.8%
Buttermilk Carton GT 500ml [007279]	28366	51106	55.5%	11390	18569	61.3%	1497	2692	55.6%	1680	4221	39.8%	9055	13187	68.7%	4749	12437	38.2%
Cabana Granadilla PI 250ml [008103]	5236	4929	106.2%	551	722	76.3%	35	73	47.9%	1342	1119	119.9%	969	1068	90.7%	2341	1947	120.2%
Cabana Granadilla PI 350ml [008357]	6257	6606	94.7%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	6257	6606	94.7%	0	0	#DIV/0!
Cabana Granadilla PI 500ml [008111]	7202	5840	123.3%	937	1432	65.4%	142	205	69.3%	2095	1487	140.9%	977	762	128.2%	3053	1954	156.2%
Cabana Granadilla PI Jug 2L [008065]	205286	149516	137.3%	25938	24158	107.4%	7470	5152	145.0%	22544	17818	126.5%	92392	67808	136.3%	56942	34580	164.7%
Cabana Mango PI 2L [008060]	96106	77300	124.3%	0	0	#DIV/0!	0	0	#DIV/0!	4098	3658	112.0%	92008	73642	124.9%	0	0	#DIV/0!
Cabana Mango PI 350ml [008355]	9169	9668	94.8%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	9169	9668	94.8%	0	0	#DIV/0!
Cabana Orang PI 350ml [008350]	17059	17576	97.1%	0	0	#DIV/0!	0	0	#DIV/0!	1646	1259	130.7%	15410	16317	94.4%	0	0	#DIV/0!
Cabana Orange PI 2L [008035]	315032	247168	127.5%	49634	48418	102.5%	10694	8544	125.2%	30112	23766	126.7%	129110	105134	122.8%	95482	61306	155.7%
Cabana Orange PI 250ml [008172]	10964	10674	102.7%	1087	1385	78.5%	33	99	33.3%	2058	2002	102.8%	3838	3804	100.9%	3951	3384	116.8%
Cabana Orange PI 500ml [008109]	11703	9648	121.3%	2107	3102	67.9%	218	253	86.2%	2642	1706	154.9%	1246	1002	124.4%	5493	3585	153.2%
Cabana Orange PI Sq 1L [008174]	75338	59734	126.1%	0	0	#DIV/0!	0	0	#DIV/0!	2552	2657	96.0%	54071	45545	118.7%	18715	11532	162.3%
Cabana Peach PI 2L [008045]	222836	172924	128.9%	48032	46066	104.3%	9608	7840	122.8%	28660	24476	117.1%	42620	30564	139.4%	93916	63978	146.8%
Cabana Peach PI 250ml [008108]	8655	8596	100.7%	854	1135	75.2%	25	77	32.5%	1679	1640	102.4%	1668	1798	92.8%	4431	3946	112.3%
Cabana Peach PL 500ml [008131]	11966	10167	117.7%	1597	2798	57.1%	225	243	92.6%	2413	1722	140.1%	1596	1439	110.9%	6140	3965	154.9%
Cabana Pine PI 350ml [008345]	19944	20244	98.5%	0	0	#DIV/0!	0	0	#DIV/0!	1121	1236	90.7%	18823	19008	99.0%	0	0	#DIV/0!
Cabana Pineapple PI 2L [008055]	327248	235030	139.2%	42172	39966	105.5%	8150	6658	122.4%	28770	21870	131.6%	17728	115318	136.8%	90428	51218	176.6%
Cabana Pineapple PI 250ml [008158]	10685	10453	102.2%	967	1293	74.8%	37	62	59.7%	1699	1753	96.9%	3868	3906	99.0%	4116	3439	119.7%
Cabana Pineapple PI 500ml [008112]	11886	10162	117.0%	1929	3107	62.1%	148	233	63.5%	2785	2052	135.7%	1242	992	125.2%	5785	3778	153.1%
Cabana Pineapple PI Sq 1L [008178]	86871	66480	130.7%	0	0	#DIV/0!	0	0	#DIV/0!	3206	2619	122.4%	65000	51160	127.1%	18665	12701	147.0%
Cabana Trop PI 350ml [008340]	19129	20584	92.9%	0	0	#DIV/0!	0	0	#DIV/0!	1140	1685	67.7%	17989	18899	95.2%	0	0	#DIV/0!

Cabana Tropical Pl	2L [008040]	150520	123492	121.9%	0	0	#DIV/0!	0	0	#DIV/0!	420	0	#DIV/0!	150100	123492	121.5%	0	0	#DIV/0!
Cabana Tropical Pl	250ml [008157]	2794	2831	98.7%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	2794	2831	98.7%	0	0	#DIV/0!
Cabana Tropical Pl Sq	1L [008145]	66567	61516	108.2%	0	0	#DIV/0!	0	0	#DIV/0!	1635	3269	50.0%	64932	58247	111.5%	0	0	#DIV/0!
Ched Block 1st	2X10kg [002021]	233278	282680	82.5%	108716	122500	88.7%	8286	12860	64.4%	67131	76880	87.3%	24910	22000	113.2%	24236	41360	58.6%
Ched Grated FW	3X2kg [002813]	21510	26196	82.1%	10822	12462	86.8%	1194	1710	69.8%	2676	3270	81.8%	1644	1944	84.6%	4970	6702	74.2%
Ched Loaf 1st	8X2.25kg [002111]	51232	41562	123.3%	16314	11736	139.0%	3457	2862	120.8%	5075	2700	188.0%	8220	10944	75.1%	18166	13320	136.4%
Ched Mat Blk 1st	2x10kg [002238]	1256	3680	34.1%	220	440	50.0%	0	0	#DIV/0!	196	240	81.7%	0	0	#DIV/0!	840	3000	28.0%
Ched Mat Loaf 1st	8X2.25kg [002231]	2718	1872	145.2%	1226	1134	108.1%	0	36	0.0%	0	0	#DIV/0!	46	144	31.9%	1445	558	259.0%
Chesse		2174450	2502207	86.9%	879726	1048780	83.9%	72266	93139	77.6%	239309	322901	74.1%	167252	167868	99.6%	644521	593759	108.5%
Chesso Block 1st	2x10kg [003736]	24259	75400	32.2%	15640	21700	72.1%	2821	3500	80.6%	1631	9540	17.1%	1106	2040	54.2%	3061	38620	7.9%
Chesso Loaf	8x2.25kg [003699]	128	324	39.5%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	128	324	39.5%	0	0	#DIV/0!
Chse Proc Loaf B/Peper	5x2kg [003780]	2149	3850	55.8%	1169	2050	57.0%	301	790	38.1%	375	340	110.3%	231	320	72.2%	73	350	20.9%
Chse Proc Loaf Biltong	5x2kg [003781]	3863	5220	74.0%	2066	3060	67.5%	413	820	50.4%	791	530	149.2%	228	340	67.1%	363	470	77.2%
Chse Proc Loaf Ched	5x2kg [003779]	7568	12540	60.4%	3527	6710	52.6%	497	1250	39.8%	2939	3450	85.2%	413	530	77.9%	190	600	31.7%
Chse Proc Loaf S/Milk	5x2kg [003778]	8617	13060	66.0%	3872	7260	53.3%	416	1020	40.8%	3789	3560	106.4%	274	470	58.3%	270	750	36.0%
Classic Vanilla	5L [000110]	25760	25050	102.8%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	30	0.0%	25760	25020	103.0%
Cot. Cheese LF Smooth	2kg [007415]	528	940	56.2%	0	38	0.0%	0	0	#DIV/0!	0	0	#DIV/0!	310	430	72.1%	218	472	46.2%
CrChs Smoked Ham	12x100g [011786]	794	1363	58.3%	394	786	50.1%	33	43	76.7%	122	162	75.3%	68	85	80.0%	176	287	61.3%
CrChs Smoked Salmon	12x100g [010791]	792	1753	45.2%	384	919	41.8%	31	41	75.6%	96	244	39.3%	89	129	69.0%	193	420	46.0%
CrChs SprOnionChive	12x100g [010792]	1345	2161	62.2%	807	1220	66.1%	33	28	117.9%	160	303	52.8%	95	215	44.2%	250	395	63.3%
CrChs Traditional	12x100g [011090]	1900	3107	60.7%	950	1771	53.6%	33	40	82.5%	215	415	51.8%	125	188	66.5%	579	717	80.8%
Cream Fresh Pl	5L [007260]	17875	28560	62.6%	3790	17540	21.6%	0	0	#DIV/0!	505	1015	49.8%	3450	3950	87.3%	10130	6055	167.3%
Dairy Soft Str/Vanilla	2L [020214]	52772	36932	142.9%	4730	9570	49.4%	0	0	#DIV/0!	0	0	#DIV/0!	1344	18	7466.7%	46698	27344	170.8%
Dairy Soft ToffeeVanilla	2L [020216]	48204	34254	140.7%	4188	8628	48.5%	0	0	#DIV/0!	0	0	#DIV/0!	176	0	#DIV/0!	43840	25626	171.1%
Dairy Soft Vanilla	2L [020107]	56914	36168	157.4%	4808	9016	53.3%	0	0	#DIV/0!	0	0	#DIV/0!	1404	76	1847.4%	50702	27076	187.3%
Dewdrop Guava 20% Pl Rnd	1L [008180]	8246	8972	91.9%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	8246	8972	91.9%	0	0	#DIV/0!
Dewdrop Orange 90% CarGT	1L [008200]	4267	3405	125.3%	0	0	#DIV/0!	0	0	#DIV/0!	0	20	0.0%	4267	3385	126.1%	0	0	#DIV/0!
Dewdrop Orange 90% PL	500ml [008324]	4750	3547	133.9%	0	0	#DIV/0!	0	0	#DIV/0!	0	10	0.0%	4750	3537	134.3%	0	0	#DIV/0!
Drnk Yog Apricot	6x300ml [008927]	5950	0	#DIV/0!	2865	0	#DIV/0!	311	0	#DIV/0!	443	0	#DIV/0!	672	0	#DIV/0!	1660	0	#DIV/0!
Drnk Yog ChocChin	6x300ml [008929]	12098	0	#DIV/0!	5207	0	#DIV/0!	528	0	#DIV/0!	844	0	#DIV/0!	1510	0	#DIV/0!	4011	0	#DIV/0!
Drnk Yog G'dilla	6x300ml [008928]	7068	0	#DIV/0!	3116	0	#DIV/0!	360	0	#DIV/0!	384	0	#DIV/0!	1162	0	#DIV/0!	2047	0	#DIV/0!
Drnk Yog Pinea&Coconut	6x300ml [008930]	3148	0	#DIV/0!	1472	0	#DIV/0!	263	0	#DIV/0!	144	0	#DIV/0!	510	0	#DIV/0!	759	0	#DIV/0!
Drnk Yog Regrade	300ml [008932]	-4	0	#DIV/0!	-4	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!
Drnk Yog Strberry	6x300ml [008926]	13444	0	#DIV/0!	5732	0	#DIV/0!	580	0	#DIV/0!	1270	0	#DIV/0!	1934	0	#DIV/0!	3927	0	#DIV/0!
Drnk Yog Strberry	2x6x330ml [008307]	-63	0	#DIV/0!	-28	0	#DIV/0!	-6	0	#DIV/0!	-7	0	#DIV/0!	-15	0	#DIV/0!	-8	0	#DIV/0!
Drnk Yog Vanilla	6x300ml [008931]	8159	0	#DIV/0!	3592	0	#DIV/0!	352	0	#DIV/0!	732	0	#DIV/0!	1226	0	#DIV/0!	2260	0	#DIV/0!
E/Fresh UHT Milk FC	6X1L [006521]	1247196	1647870	75.7%	714798	957546	74.6%	37650	44640	84.3%	106668	200286	53.3%	104568	100194	104.4%	283512	345204	82.1%
E/Fresh UHT Milk FC	12X1L [006512]	86081	113496	75.8%	68289	85584	79.8%	-176	72	-244.4%	-898	36	-2494.4%	5956	7188	82.9%	12910	20616	62.6%
E/Fresh UHT Milk FC	10X500ml [006602]	222400	311745	71.3%	22922	33180	69.1%	22496	8905	252.6%	86269	143935	59.9%	19452	58070	33.5%	71262	67655	105.3%
E/Fresh UHT Milk FF	6X1L [006561]	527568	784458	67.3%	295452	421350	70.1%	14076	25530	55.1%	56418	107688	52.4%	34896	46062	75.8%	126726	183828	68.9%
E/Fresh UHT Milk FF	12X1L [006552]	18211	40860	44.6%	15585	37116	42.0%	-154	0	#DIV/0!	-346	0	#DIV/0!	1205	1032	116.8%	1921	2712	70.8%
E/Fresh UHT Milk LF	6X1L [006541]	619668	886872	69.9%	353910	505200	70.1%	19320	46428	41.6%	49554	99948	49.6%	44688	52848	84.6%	152196	182448	83.4%
E/Fresh UHT Milk LF	12X1L [006532]	42452	63696	66.6%	35315	50520	69.9%	-96	12	-800.0%	-457	0	#DIV/0!	2130	2340	91.0%	5512	10824	50.9%
Edam Low Fat Loaf	8x2.5kg [001098]	589	1040	56.6%	0	0	#DIV/0!	0	0	#DIV/0!	98	220	44.5%	8	100	8.0%	483	720	67.1%
First Growth UHT Milk	6X1L [006070]	29175	22926	127.3%	9143	10512	87.0%	1861	1296	143.6%	2712	2658	102.0%	3022	2180	139.9%	12437	6300	197.4%
Froz Yog Bl/Cur/Litchi	1L [000878]	2879	1870	154.0%	243	392	62.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	36	0.0%	2636	1442	182.8%
Froz Yog Strawberry	1L [000173]	3364	2472	136.1%	256	437	58.6%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	3108	2035	152.7%
Froz Yog Wildberries	1L [000175]	3311	1693	195.6%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	3311	1693	195.6%
Gelato Cherry Almond	2L [020089]	19164	14764	129.8%	1042	1960	53.2%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	18122	12804	141.5%
Gelato Chocolate	2L [020094]	22342	18016	124.0%	1568	1278	122.7%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	20774	16738	124.1%
Gelato Rum & Raisin O	2L [020060]	12216	5038	242.5%	1050	1458	72.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	11166	3580	311.9%
Gelato StrawberryVanilla	2L [020078]	14796	12638	117.1%	998	1500	66.5%	0	0	#DIV/0!	0	0	#DIV/0!	2	0.0%	13798	11136	123.9%	
Gelato Toffee & Nut	2L [000133]	4434	3370	131.6%	966	1304	74.1%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	3468	2066	167.9%
Gelato Vanilla	2L [020065]	29010	22136	131.1%	1328	2160	61.5%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	27682	19976	138.6%
Gelato Vanilla Fudge	2L [000121]	5814	2960	196.4%	1242	1128	110.1%	0	0	#DIV/0!	0	0	#DIV/0!	8	0.0%	4572	1824	250.7%	
Gouda Loaf 1st	8X2.25kg [001131]	38670	33660	114.9%	22578	18666	121.0%	3582	2592	138.2%	2201	2592	84.9%	3047	3456	88.2%	7265	6354	114.3%
Gouda Rnd Baby 1st	16X500g [001323]	2870	6376	45.0%	1556	2832	54.9%	108	152	71.1%	458	1376	33.3%	148	304	48.7%	600	1712	35.0%
Gouda Round 1st	2X3.5kg [001021]	108417	154917	70.0%	49149	65590	74.9%	3091	4634	66.7%	42131	64260	65.6%	8678	7420	117.0%	5370	13013	41.3%
Lite Treat Cape Berries	1L [000984]	839	744	112.8%	210	363	57.9%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	629	381	165.1%
Lite Treat Vanilla	1L [000389]	1569	1227	127.9%	269	339	79.4%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	1300	888	146.4%

Longlife UHT Milk	6X1L [006008]	218694	180864	120.9%	56202	81012	69.4%	11178	11898	93.9%	10860	13482	80.6%	118254	74472	158.8%	22200	0	#DIV/0!
Longlife UHT Milk	12X1L [006012]	2524	34248	7.4%	-21	2676	-0.8%	-15	12636	-0.1%	729	6252	11.7%	1831	12684	14.4%	0	0	#DIV/0!
Longlife UHT Milk	10X500ml [006031]	1950005	1474645	132.2%	102189	140570	72.7%	45823	31740	144.4%	254923	443360	57.5%	1448180	782675	185.0%	98352	76055	129.3%
Longlife UHT Milk	20X500ml [006021]	1498660	1187770	126.2%	139030	170310	81.6%	425520	361200	117.8%	0	8470	0.0%	931890	645860	144.3%	2110	1870	112.8%
Mageu Banana SW	12X1L [007336]	12839	11820	108.6%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	12417	11820	105.1%	0	0	#DIV/0!
Mageu Banana SW	12X500ml [007342]	4245	3858	110.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	4173	3858	108.2%	0	0	#DIV/0!
Mageu Guava SW	12X1L [007339]	10862	7872	138.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	10862	7872	138.0%	0	0	#DIV/0!
Mageu Guava SW	12X500ml [007341]	4976	4254	117.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	4976	4254	117.0%	0	0	#DIV/0!
Mageu Pineapple SW	12X1L [007337]	8289	7968	104.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	7617	7968	95.6%	0	0	#DIV/0!
Mageu Pineapple SW	12X500ml [007344]	2155	2556	84.3%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	2053	2556	80.3%	0	0	#DIV/0!
Mageu S/Berry SW	12X1L [007338]	3851	2712	142.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	3851	2712	142.0%	0	0	#DIV/0!
Melrose Biltong PrcSlc	15x400g [011046]	1050	1554	67.6%	678	918	73.9%	30	54	55.6%	270	234	115.4%	60	300	20.0%	12	48	25.0%
Melrose Biltong PrcSlc	30x200g [011054]	1696	3258	52.1%	725	2028	35.7%	84	144	58.3%	384	270	142.2%	149	396	37.6%	354	420	84.3%
Melrose Ched Prc Slc	15x400g [011048]	1748	2040	85.7%	1211	1332	90.9%	24	66	36.4%	372	294	126.5%	123	300	41.0%	18	48	37.5%
Melrose Ched Prc Slc	30x200g [011056]	2483	3966	62.6%	1307	2592	50.4%	48	120	40.0%	516	372	138.7%	170	408	41.7%	442	474	93.2%
Melrose ChedLF Prc Slc	15x400g [011044]	1316	1542	85.3%	894	924	96.8%	18	36	50.0%	276	240	115.0%	110	300	36.7%	18	42	42.9%
Melrose ChedLF Prc Slc	30x200g [011052]	1895	3450	54.9%	798	2286	34.9%	66	96	68.8%	474	264	179.5%	131	384	34.1%	426	420	101.4%
Melrose Prtn Ched	12x(12x18g) [011755]	4968	3917	126.8%	2185	2021	108.1%	67	79	84.8%	1209	924	130.8%	346	207	167.1%	1163	686	169.5%
Melrose Prtn Smilk	12x(12x18g) [011754]	5409	4299	125.8%	2747	2225	123.5%	83	90	92.2%	926	952	97.3%	300	213	140.8%	1355	819	165.4%
Melrose Smilk Prc Slc	15x400g [011050]	1948	2106	92.5%	1326	1404	94.4%	42	54	77.8%	462	306	151.0%	100	300	33.3%	18	42	42.9%
Melrose Smilk Prc Slc	30x200g [011058]	3017	4380	68.9%	1494	2946	50.7%	114	168	67.9%	678	414	163.8%	199	378	52.6%	534	474	112.7%
Melrose Sprd Bacon	3x6x400g [012999]	4906	4996	98.2%	3356	3468	96.8%	501	444	112.8%	315	308	102.3%	72	179	40.2%	660	597	110.6%
Melrose Sprd Bacon	4x6x250g [011083]	7218	7134	101.2%	3732	3354	111.3%	371	480	77.3%	775	750	103.3%	955	1050	91.0%	1388	1494	92.9%
Melrose Sprd Biltong	3x6x400g [012995]	6977	6276	111.2%	4627	4217	109.7%	495	429	115.4%	603	491	122.8%	422	371	113.7%	829	768	107.9%
Melrose Sprd Biltong	4x6x250g [011081]	11526	10746	107.3%	5877	5382	109.2%	480	786	61.1%	1072	1062	100.9%	1257	1338	93.9%	2842	2178	130.5%
Melrose Sprd Cheddar	3x6x400g [012993]	8507	8434	100.9%	5259	5607	93.8%	428	477	89.7%	1361	1052	129.4%	680	479	142.0%	779	819	95.1%
Melrose Sprd Cheddar	4x6x250g [011082]	11359	13278	85.5%	5481	6810	80.5%	324	516	62.8%	1665	2076	80.2%	1031	1176	87.7%	2863	2700	106.0%
Melrose Sprd LFChe	3x6x400g [012998]	5464	4887	111.8%	3377	3080	109.6%	178	177	100.6%	672	568	118.3%	414	363	114.0%	821	699	117.5%
Melrose Sprd LFChe	4x6x250g [011084]	6313	7014	90.0%	3113	3462	89.9%	185	372	49.7%	816	918	88.9%	648	738	87.8%	1552	1524	101.8%
Melrose Sprd LFSmilk	4x6x250g [011085]	6662	6936	96.0%	3460	3648	94.8%	210	348	60.3%	855	750	114.0%	533	672	79.3%	1606	1518	105.8%
Melrose Sprd Smilk	3x6x400g [012994]	11436	10972	104.2%	7788	7579	102.8%	522	595	87.7%	1493	1184	126.1%	418	371	112.7%	1217	1243	97.9%
Melrose Sprd Smilk	4x6x250g [011080]	14080	15888	88.6%	7131	8664	82.3%	498	690	72.2%	1844	2052	89.9%	1023	1140	89.7%	3585	3342	107.3%
Melrose Wdgs Bacon	3x8x200g [012935]	1931	3387	57.0%	1057	2198	48.1%	126	294	42.9%	196	276	71.0%	199	300	66.3%	353	319	110.7%
Melrose Wdgs Biltong	3x8x200g [012933]	2936	4772	61.5%	1517	2898	52.3%	242	333	72.7%	236	409	57.7%	393	463	84.9%	548	669	81.9%
Melrose Wdgs Ched	3x8x200g [012931]	4013	6346	63.2%	1970	3370	58.5%	117	320	36.6%	678	1002	67.7%	338	583	58.0%	911	1071	85.1%
Melrose Wdgs LF Ched	3x8x200g [012930]	3288	5260	62.5%	1782	2686	66.3%	150	265	56.6%	404	591	68.4%	319	549	58.1%	632	1169	54.1%
Melrose Wdgs LFSmilk	3x8x200g [012934]	2809	3651	76.9%	1483	2140	69.3%	114	262	43.5%	330	228	144.7%	281	372	75.5%	602	649	92.8%
Melrose Wdgs Smilk	3x8x200g [012932]	5017	7812	64.2%	2626	4643	56.6%	277	444	62.4%	880	951	92.5%	348	554	62.8%	885	1220	72.5%
Melrose Wdgs Smilk	4x6x250g [011086]	12456542	13436342	92.7%	3978090	5199269	76.5%	1049649	999724	105.0%	816826	1310904	62.3%	4918820	3761561	130.8%	1416482	1784045	79.4%
Mozzarella Grated FW	3X2kg [002822]	25892	25254	102.5%	13956	10158	137.4%	288	474	60.8%	2886	3282	87.9%	3050	3846	79.3%	5712	7494	76.2%
Mozzarella Loaf	6x2kg [002819]	78570	69696	112.7%	48152	42996	112.0%	5272	5904	89.3%	5824	6636	87.8%	7455	5388	138.4%	11867	8772	135.3%
Omega3 UHT Milk LF	12X1L [006529]	-471	3504	-13.4%	-1360	1872	-72.6%	-27	108	-25.0%	329	684	48.1%	-94	156	-60.3%	681	684	99.6%
P/Joy Fresh Orange	2L [004856]	8222	19158	42.9%	202	5292	3.8%	0	0	#DIV/0!	0	108	0.0%	7618	13126	58.0%	402	632	63.6%
P/Joy Fresh Orange	500ml [004849]	4627	6552	70.6%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	4627	6552	70.6%	0	0	#DIV/0!
P/Joy UHT Apple	12X1L [004708]	137895	240372	57.4%	49499	87972	56.3%	5404	7440	72.6%	46021	54504	84.4%	14015	15624	89.7%	22956	74832	30.7%
P/Joy UHT Apple	8X3X200ml [004550]	4681	5206	89.9%	1460	2279	64.1%	345	531	65.0%	903	1063	84.9%	791	795	99.5%	1180	538	219.3%
P/Joy UHT CatTwist	12x1L [004476]	20260	48480	41.8%	9015	20256	44.5%	0	96	0.0%	4627	8484	54.5%	2320	5220	44.4%	4298	14424	29.8%
P/Joy UHT FrtBliz	12x1L [004470]	47777	81768	58.4%	19335	33252	58.1%	2739	3204	85.5%	12454	12204	102.0%	5205	9204	56.6%	8044	23904	33.7%
P/Joy UHT FrtBliz	8x3x200ml [004469]	1783	1836	97.1%	595	734	81.1%	82	136	60.3%	273	302	90.4%	201	264	76.1%	634	400	158.5%
P/Joy UHT Litchi	12X1L [004710]	108010	188124	57.4%	42672	81948	52.1%	5388	7056	76.4%	34312	39372	87.1%	11127	9384	118.8%	14511	50364	28.8%
P/Joy UHT Litchi	8X3X200ml [004569]	3782	4583	82.5%	1606	2592	62.0%	308	578	53.3%	481	479	100.4%	563	562	100.2%	825	372	221.8%
P/Joy UHT Mango	12X1L [004711]	149574	220236	67.9%	57232	95748	59.8%	7744	10188	76.0%	46577	50196	92.8%	14576	14112	103.3%	23445	49992	46.9%
P/Joy UHT Mango	8X3X200ml [004554]	4445	5439	81.7%	1550	2829	54.8%	322	564	57.1%	896	1020	87.8%	628	529	118.7%	1048	497	210.9%
P/Joy UHT Orange	12X1L [004712]	118389	191616	61.8%	41933	69588	60.3%	6044	6912	87.4%	37763	39360	95.9%	13690	13104	104.5%	18947	62652	30.2%
P/Joy UHT Orange	8X3X200ml [004548]	3775	5530	68.3%	1170	2779	42.1%	340	571	59.5%	587	923	63.6%	733	646	113.5%	939	611	153.7%
P/Joy UHT Peach	12X1L [004713]	96866	164064	59.0%	37858	74112	51.1%	5500	7056	77.9%	28991	31968	90.7%	10226	9012	113.5%	14291	41916	34.1%
P/Joy UHT Peach	8X3X200ml [004558]	2819	3756	75.1%	1068	2038	52.4%	206	475	43.4%	402	670	60.0%	428	330	129.7%	714	243	293.8%
P/Joy UHT Pineapple	1L [004505]	1769	0	#DIV/0!	-2	0	#DIV/0!	0	0	#DIV/0!	-68	0	#DIV/0!	1839	0	#DIV/0!	0	0	#DIV/0!
P/Joy UHT Pineapple	12X1L [004988]	18912	0	#DIV/0!	1344	0	#DIV/0!	276	0	#DIV/0!	12744	0	#DIV/0!	4548	0	#DIV/0!	0	0	#DIV/0!
P/Joy UHT SumSpsh	12x1L [004473]	29522	58956	50.1%	6423	16788	38.3%	2219	2520	88.1%	9534	12276	77.7%	4194	7104	58.0%	7152	20268	35.3%
P/Joy UHT SumSpsh	8x3x200ml [004472]	1460	1393	104.8%	370	568	65.1%	178	194	91.8%	169	260	65.0%	224	173	129.5%	522	198	263.6%

P/Joy UHT Sun Frt	12X1L [004733]	12584	0	#DIV/0!	2004	0	#DIV/0!	228	0	#DIV/0!	8335	0	#DIV/0!	2017	0	#DIV/0!	0	#DIV/0!	
P/Joy UHT Trop	12X1L [004714]	104901	135468	77.4%	38081	55824	68.2%	6347	7152	88.7%	35380	35352	100.1%	12218	13944	87.6%	12875	23196	55.5%
P/Joy UHT Trop	8X3X200ml [004649]	2368	2936	80.7%	685	1512	45.3%	309	432	71.5%	287	320	89.7%	383	412	93.0%	704	260	270.8%
P/Joy UHT W/Grape	12X1L [004715]	82804	162432	51.0%	34425	72192	47.7%	4176	6240	66.9%	24577	34116	72.0%	5999	7020	85.5%	13579	42864	31.7%
P/Joy UHT W/Grape	8X3X200ml [004552]	2704	3484	77.6%	814	1805	45.1%	219	363	60.3%	296	420	70.5%	401	487	82.3%	969	409	236.9%
Par BBlanc ProSlice FW	30x200g [003828]	613	1272	48.2%	211	480	44.0%	-4	18	-22.2%	138	84	164.3%	68	60	113.3%	202	630	32.1%
Par Blit Proc Slice FW	30x200g [003826]	3403	6072	56.0%	1669	3414	48.9%	128	366	35.0%	1084	1086	99.8%	225	240	93.8%	297	966	30.7%
Par Blit ProcSlice FW	15x400g [003835]	1518	2544	59.7%	984	2016	48.8%	84	84	100.0%	426	396	107.6%	6	6	100.0%	18	42	42.9%
Par Bon Blanc Res FW	26x230g [002247]	1000	1378	72.6%	266	390	68.2%	0	0	#DIV/0!	190	317	59.9%	107	84	127.4%	437	587	74.4%
Par Bon Blanc SSeal Cuts	10kg [001171]	3621	9370	38.6%	319	1190	26.8%	0	0	#DIV/0!	42	340	12.4%	409	770	53.1%	2852	7070	40.3%
Par Butter (S)(F)	20x500g [003418]	3948	4840	81.6%	572	1670	34.3%	-52	86	-65.0%	2255	2600	86.7%	360	300	120.0%	812	190	427.4%
Par CChse Cream Smooth	200g [006705]	6464	6142	105.2%	2087	1740	119.9%	235	326	72.1%	502	644	78.0%	1157	1106	104.6%	2483	2326	106.7%
Par CChse FF BPepSmth	200g [006711]	-217	2957	-7.3%	-50	896	-5.6%	-1	48	-2.1%	-16	536	-3.0%	-32	242	-13.2%	-118	1233	-9.6%
Par CChse FF Chunky	200g [006712]	5357	6097	87.9%	2274	2351	96.7%	139	161	86.3%	430	566	76.0%	595	511	116.4%	1918	2508	76.5%
Par CChse FF Smooth	200g [006708]	6284	6444	97.5%	2199	2249	97.8%	248	267	92.9%	500	803	62.3%	996	812	122.7%	2340	2313	101.2%
Par CChse LF Chunky	200g [006707]	5655	5796	97.6%	2024	1868	108.4%	104	146	71.2%	474	411	115.3%	801	708	113.1%	2255	2663	84.7%
Par CChse LF Ghr Chiv	200g [006709]	6315	7146	88.4%	2070	2416	85.7%	192	208	92.3%	566	832	68.0%	581	475	122.3%	2905	3215	90.4%
Par CChse LF Ital Chnk	200g [006710]	-193	3127	-6.2%	-103	1034	-10.0%	0	77	0.0%	-4	370	-1.1%	-27	233	-11.6%	-58	1413	-4.1%
Par CChse LF Smooth	200g [006706]	5854	5943	98.5%	1871	1758	106.4%	244	279	87.5%	518	619	83.7%	1042	902	115.5%	2178	2385	91.3%
Par Ched Mat Res FW	26x230g [002274]	2322	8293	28.0%	1001	2734	36.6%	21	126	16.7%	387	1883	20.6%	178	624	28.5%	734	2926	25.1%
Par Ched Mat SSeal Cuts	10kg [002136]	4635	9650	48.0%	1326	2320	57.2%	-4	10	-40.0%	452	1590	28.4%	812	1540	52.7%	2050	4190	48.9%
Par Ched ProcSlice FW	30x200g [003816]	10672	14034	76.0%	5082	8010	63.4%	271	852	31.8%	2905	2706	107.4%	1291	996	129.6%	1124	1470	76.5%
Par Ched ProcSliced FW	15x400g [003820]	8438	12468	67.7%	5908	9420	62.7%	96	102	94.1%	1508	2124	71.0%	316	414	76.3%	609	408	149.3%
Par Ched Res FW	26x230g [002273]	6314	8501	74.3%	2481	3095	80.2%	183	354	51.7%	1046	1825	57.3%	853	642	132.9%	1753	2585	67.8%
Par Ched SSeal Cuts	2x10kg [002130]	99989	107600	92.9%	14538	15360	94.6%	5527	8200	89.1%	1762	8200	21.3%	13321	13000	102.5%	64842	64840	100.0%
Par Chesso SSeal Cuts	10kg [002137]	8352	10970	76.1%	3303	1740	189.8%	219	0	#DIV/0!	506	1000	50.6%	1701	2080	81.8%	2624	6150	42.7%
Par CrChs Smoked Ham	12x150g [012107]	1015	0	#DIV/0!	607	0	#DIV/0!	44	0	#DIV/0!	236	0	#DIV/0!	101	0	#DIV/0!	28	0	#DIV/0!
Par CrChs Smoked Samon	12x150g [012105]	996	0	#DIV/0!	602	0	#DIV/0!	39	0	#DIV/0!	230	0	#DIV/0!	75	0	#DIV/0!	50	0	#DIV/0!
Par CrChs Spr/On/Chives	12x150g [012103]	1090	0	#DIV/0!	640	0	#DIV/0!	40	0	#DIV/0!	276	0	#DIV/0!	90	0	#DIV/0!	45	0	#DIV/0!
Par CrChs Traditional	12x150g [012101]	1081	0	#DIV/0!	646	0	#DIV/0!	41	0	#DIV/0!	250	0	#DIV/0!	96	0	#DIV/0!	49	0	#DIV/0!
Par Cream Fresh Cups	250ml [007245]	64063	40762	157.2%	0	0	#DIV/0!	0	1	0.0%	0	0	#DIV/0!	26778	17783	150.6%	37287	22978	162.3%
Par Cream Fresh Pl	250ml [007243]	23619	35378	66.8%	15693	21822	71.9%	2057	2699	76.2%	2084	3943	52.9%	0	0	#DIV/0!	3785	6912	54.8%
Par Cream Fresh Pl Jug	1L [007241]	13328	10756	123.9%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	4124	2988	138.0%	9204	7768	118.5%
Par Cream Fresh Plastic	500ml [007208]	4435	2699	164.3%	3423	2412	141.9%	0	0	#DIV/0!	0	0	#DIV/0!	1013	287	353.0%	0	0	#DIV/0!
Par Dairy Cust	12X1L [006231]	328970	291048	113.0%	112760	83196	135.5%	5998	8328	72.0%	114046	106044	107.5%	26722	37056	72.1%	69444	56412	123.1%
Par Dairy Cust	10X500ml [006229]	38518	51325	75.0%	14092	20870	67.5%	1055	2910	36.3%	5027	4785	105.1%	12332	15955	77.3%	6015	6805	88.4%
Par Edam RF Res FW	26x230g [002272]	2333	4119	56.6%	699	942	74.2%	20	78	25.6%	335	1191	28.1%	369	300	123.0%	910	1608	56.6%
Par Edam SSeal Cuts	10kg [002166]	5370	3360	159.8%	596	540	110.4%	0	20	0.0%	0	0	#DIV/0!	601	610	98.5%	4173	2190	190.5%
Par EvrydayChse Zip FW	12x250g [001658]	994	1362	73.0%	399	519	75.9%	0	3	0.0%	130	153	85.0%	193	225	85.8%	274	462	59.3%
Par Fresh Apple	1.5L [009823]	31387	0	#DIV/0!	15582	0	#DIV/0!	2206	0	#DIV/0!	5661	0	#DIV/0!	3459	0	#DIV/0!	4484	0	#DIV/0!
Par Fresh Apple	500ml [009833]	5770	0	#DIV/0!	3670	0	#DIV/0!	50	0	#DIV/0!	-214	0	#DIV/0!	947	0	#DIV/0!	1318	0	#DIV/0!
Par Fresh Apple	6x1.5L [009822]	1854	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	1854	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Apple	12x500ml [009845]	2526	0	#DIV/0!	114	0	#DIV/0!	216	0	#DIV/0!	1302	0	#DIV/0!	894	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Juice Regrade	1.5L [009871]	600	0	#DIV/0!	600	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Juice Regrade	500ml [009870]	535	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	535	0	#DIV/0!
Par Fresh Mango	1.5L [009825]	41985	0	#DIV/0!	23839	0	#DIV/0!	2327	0	#DIV/0!	6060	0	#DIV/0!	4531	0	#DIV/0!	5233	0	#DIV/0!
Par Fresh Mango	6x1.5L [009824]	2295	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	2295	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Mango	12x500ml [009846]	4320	0	#DIV/0!	246	0	#DIV/0!	414	0	#DIV/0!	2154	0	#DIV/0!	1506	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Mango	500ml [009834]	8405	0	#DIV/0!	5128	0	#DIV/0!	72	0	#DIV/0!	-295	0	#DIV/0!	1475	0	#DIV/0!	2025	0	#DIV/0!
Par Fresh Orange	1.5L [009821]	38325	0	#DIV/0!	19912	0	#DIV/0!	2478	0	#DIV/0!	5664	0	#DIV/0!	3930	0	#DIV/0!	6346	0	#DIV/0!
Par Fresh Orange	500ml [009832]	8102	0	#DIV/0!	5655	0	#DIV/0!	55	0	#DIV/0!	-593	0	#DIV/0!	1398	0	#DIV/0!	1588	0	#DIV/0!
Par Fresh Orange	6x1.5L [009820]	2457	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	9	0	#DIV/0!	2448	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Orange	12x500ml [009844]	3900	0	#DIV/0!	162	0	#DIV/0!	492	0	#DIV/0!	1986	0	#DIV/0!	1260	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Pine&Carrot	12x500ml [009849]	3660	0	#DIV/0!	84	0	#DIV/0!	330	0	#DIV/0!	1656	0	#DIV/0!	1590	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Pine&Carrot	1.5L [009831]	35877	0	#DIV/0!	17998	0	#DIV/0!	2389	0	#DIV/0!	5729	0	#DIV/0!	4376	0	#DIV/0!	5389	0	#DIV/0!
Par Fresh Pine&Carrot	500ml [009837]	7136	0	#DIV/0!	4304	0	#DIV/0!	49	0	#DIV/0!	-255	0	#DIV/0!	1395	0	#DIV/0!	1644	0	#DIV/0!
Par Fresh Pine&Carrot	6x1.5L [009830]	3510	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	3510	0	#DIV/0!	0	0	#DIV/0!
Par Fresh R/Grapefrui	12x500ml [009848]	2880	0	#DIV/0!	0	0	#DIV/0!	174	0	#DIV/0!	1680	0	#DIV/0!	1026	0	#DIV/0!	0	0	#DIV/0!
Par Fresh R/Grapefruit	1.5L [009829]	29203	0	#DIV/0!	13189	0	#DIV/0!	2151	0	#DIV/0!	6272	0	#DIV/0!	2712	0	#DIV/0!	4882	0	#DIV/0!
Par Fresh R/Grapefruit	500ml [009836]	6525	0	#DIV/0!	3482	0	#DIV/0!	59	0	#DIV/0!	-89	0	#DIV/0!	1420	0	#DIV/0!	1655	0	#DIV/0!
Par Fresh R/Grapefruit	6x1.5L [009828]	2079	0	#DIV/0!	-9	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	2088	0	#DIV/0!	0	0	#DIV/0!

Par Fresh Tropical 1.5L [009827]	45466	0	#DIV/0!	27373	0	#DIV/0!	2793	0	#DIV/0!	5680	0	#DIV/0!	4224	0	#DIV/0!	5399	0	#DIV/0!
Par Fresh Tropical 500ml [009835]	8655	0	#DIV/0!	5167	0	#DIV/0!	64	0	#DIV/0!	-234	0	#DIV/0!	1791	0	#DIV/0!	1867	0	#DIV/0!
Par Fresh Tropical 6x1.5L [009826]	2997	0	#DIV/0!	108	0	#DIV/0!	54	0	#DIV/0!	0	0	#DIV/0!	2835	0	#DIV/0!	0	0	#DIV/0!
Par Fresh Tropical 12x500ml [009847]	4632	0	#DIV/0!	282	0	#DIV/0!	558	0	#DIV/0!	2376	0	#DIV/0!	1416	0	#DIV/0!	0	0	#DIV/0!
Par Gouda ProcSlice FW 15x400g [003819]	11822	16968	69.7%	8480	12858	66.0%	240	276	87.0%	2047	2778	73.7%	342	312	109.6%	716	744	96.2%
Par Gouda ProcSlice FW 30x200g [003815]	12958	17118	75.7%	6555	9672	67.8%	407	1104	36.9%	3595	3750	95.9%	1095	978	112.0%	1305	1614	80.9%
Par Gouda Res FW 26x230g [001176]	6384	6927	92.2%	2839	2875	98.7%	113	282	40.1%	1084	1394	77.8%	720	618	116.5%	1630	1758	92.7%
Par Gouda SSeal Cuts 2x10kg [001168]	63309	58400	108.4%	17054	15580	109.5%	3977	3360	118.4%	3440	5720	60.1%	9085	7680	118.3%	29751	26060	114.2%
Par Gouda SSeal Wedges 7.5kg [001122]	67120	66728	100.6%	14356	12569	114.2%	-5	428	-1.2%	5868	12820	45.8%	2374	4235	56.1%	44528	36676	121.4%
Par Mighty Milk Berries6x300ml [009855]	2010	0	#DIV/0!	909	0	#DIV/0!	0	0	#DIV/0!	428	0	#DIV/0!	535	0	#DIV/0!	137	0	#DIV/0!
Par Mighty Milk Choc 6x300ml [009853]	2866	0	#DIV/0!	997	0	#DIV/0!	0	0	#DIV/0!	863	0	#DIV/0!	733	0	#DIV/0!	273	0	#DIV/0!
Par Mighty Milk Marula 6x300ml [009857]	2338	0	#DIV/0!	838	0	#DIV/0!	0	0	#DIV/0!	702	0	#DIV/0!	656	0	#DIV/0!	142	0	#DIV/0!
Par Mighty Milk SBerry 6x300ml [009851]	2296	0	#DIV/0!	918	0	#DIV/0!	148	0	#DIV/0!	443	0	#DIV/0!	509	0	#DIV/0!	277	0	#DIV/0!
Par Mighty MilkPchMelb 6x300ml [009859]	1870	0	#DIV/0!	747	0	#DIV/0!	125	0	#DIV/0!	375	0	#DIV/0!	423	0	#DIV/0!	202	0	#DIV/0!
Par Milk Past FC Bot 1L [006989]	146635	135299	108.4%	41130	43744	94.0%	5060	4812	105.2%	635	897	70.8%	74553	64346	115.9%	25257	21500	117.5%
Par Milk Past FC Bot 500ml [006996]	87945	85020	103.4%	20106	22856	88.0%	2581	2279	113.3%	111	203	54.7%	62182	56331	110.4%	2968	3351	88.6%
Par Milk Past FC Jug Sq 2L [006988]	1149082	1184214	97.0%	713156	869006	82.1%	54166	50308	107.7%	1510	6794	22.2%	275122	188308	146.1%	105128	69798	150.6%
Par Milk Past FC Sachet 1L [006995]	375372	307033	122.3%	75896	97417	77.9%	27492	18332	150.0%	1110	2171	51.1%	247126	162278	152.3%	23748	26835	88.5%
Par Milk Past FF Bot 1L [006993]	25450	21983	115.8%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	-1	0	#DIV/0!	25451	21983	115.8%
Par Milk Past LF Bot 1L [006992]	36420	28431	128.1%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	7308	5416	134.9%	29112	23015	126.5%
Par Milk Past LF Jug 2L [006991]	439054	494888	88.7%	187452	321646	58.3%	18730	13712	136.6%	406	2482	16.4%	11908	74842	157.5%	114558	82206	139.4%
Par Milk Past LF Sach 1L [006994]	129410	97220	133.1%	16531	26090	63.4%	6738	4588	146.9%	350	2120	16.5%	96296	58177	165.5%	9495	6245	152.0%
Par Mozzarella Vac 26x230g [002838]	1195	1271	94.0%	506	336	150.6%	0	0	#DIV/0!	577	671	86.0%	14	72	19.4%	97	192	50.5%
Par Phetta Cape Herbs 12x150g [012008]	911	1890	48.2%	448	288	155.6%	36	1568	2.3%	180	0	#DIV/0!	185	32	578.1%	62	2	3100.0%
Par Phetta Cape Herbs 12x400g [011954]	2982	4200	71.0%	1387	1063	130.5%	276	1124	24.6%	514	1579	32.6%	561	295	190.2%	245	139	176.3%
Par Phetta Trad 12x150g [012007]	1140	1954	58.3%	541	456	118.6%	54	1330	4.1%	232	34	682.4%	261	64	407.8%	51	70	72.9%
Par Phetta Trad 12x400g [011956]	3973	5288	75.1%	1818	1870	97.2%	345	1105	31.2%	588	1696	34.7%	964	478	201.7%	260	139	187.1%
Par Pizza Chse Zip FW 12x250g [001659]	528	924	57.1%	166	312	53.2%	0	0	#DIV/0!	118	201	58.7%	100	147	68.0%	147	264	55.7%
Par Salad Chse Zip FW 12x250g [001657]	233	300	77.7%	121	147	82.3%	0	6	0.0%	24	24	100.0%	44	57	77.2%	45	66	68.2%
Par Smetena Cups 250ml [007265]	2584	2288	112.9%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	639	534	119.7%	1949	1754	111.1%
Par SMilk ProcSlice FW 15x400g [001196]	2756	3330	82.8%	2003	2628	76.2%	132	132	100.0%	561	474	118.4%	18	36	50.0%	42	60	70.0%
Par SMilk ProcSlice FW 30x200g [001175]	6767	7992	84.7%	3233	4396	73.5%	228	564	40.4%	2348	1968	119.3%	446	294	161.7%	512	768	66.7%
Par Yog Apricot LF 1L [007979]	43644	44607	97.8%	25195	25688	98.1%	2385	2676	89.1%	3090	5668	54.5%	8467	7079	119.6%	4507	3496	128.6%
Par Yog Apricot LF 175g [008952]	14605	18	81138.9%	4433	5	88660.0%	298	0	#DIV/0!	1471	0	#DIV/0!	6260	0	#DIV/0!	2143	13	16484.6%
Par Yog Apricot LF 175ml [008802]	9	24640	0.0%	-10	9933	-0.1%	-1	432	-0.2%	0	2651	0.0%	22	5412	0.4%	-1	6212	0.0%
Par Yog Apricot LF 500ml [007961]	22798	29026	78.5%	9573	11939	80.2%	434	891	48.7%	1540	2119	72.7%	8121	7841	103.6%	3134	6236	50.3%
Par Yog Bulgarian LF 175g [008958]	12347	5	246940.0%	5059	5	#####	331	0	#DIV/0!	971	0	#DIV/0!	2523	0	#DIV/0!	3464	0	#DIV/0!
Par Yog Bulgarian LF 175ml [008804]	-38	21931	-0.2%	-20	11110	-0.2%	-2	550	-0.4%	0	1647	0.0%	-14	2726	-0.5%	-3	5898	-0.1%
Par Yog Choc Chip LF 8x6x100g [008919]	24787	0	#DIV/0!	13416	0	#DIV/0!	410	0	#DIV/0!	2985	0	#DIV/0!	3777	0	#DIV/0!	4200	0	#DIV/0!
Par Yog ChocChip LF 1L [008833]	69373	80789	85.9%	35661	42078	84.7%	2953	4934	59.9%	11570	14980	77.2%	9915	9895	100.2%	9274	8902	104.2%
Par Yog ChocChip LF 175g [008956]	24908	0	#DIV/0!	8608	0	#DIV/0!	806	0	#DIV/0!	3184	0	#DIV/0!	6796	0	#DIV/0!	5515	0	#DIV/0!
Par Yog ChocChip LF 175ml [008810]	11	43148	0.0%	-2	18597	0.0%	0	1367	0.0%	0	5055	0.0%	15	7472	0.2%	-1	10657	0.0%
Par Yog ChocChip LF 500ml [008857]	30359	42811	70.9%	13030	18307	71.2%	540	1207	44.7%	1908	2796	68.2%	9027	9019	100.1%	5857	11482	51.0%
Par Yog Frt BChery FF 175g [008955]	7771	13	59776.9%	3094	0	#DIV/0!	306	0	#DIV/0!	1021	0	#DIV/0!	1357	0	#DIV/0!	1993	13	16330.8%
Par Yog Frt BChery FF 1L [008862]	29879	32090	93.1%	15114	17247	87.6%	1633	1823	89.6%	3919	4518	86.7%	4975	4433	112.2%	4238	4069	104.2%
Par Yog Frt BChery FF 175ml [007638]	44	12200	0.4%	-4	6196	-0.1%	0	402	0.0%	-1	1238	-0.1%	48	2174	2.2%	2	2190	0.1%
Par Yog Frt Raspbry LF 1L [007629]	30343	25000	121.4%	14262	12163	117.3%	2050	1853	110.6%	5321	3174	167.6%	5476	5091	107.6%	3234	2719	118.9%
Par Yog Frt Raspbry LF 175g [008951]	11335	5	226700.0%	3568	5	71360.0%	321	0	#DIV/0!	1629	0	#DIV/0!	3967	0	#DIV/0!	1851	0	#DIV/0!
Par Yog Frt Raspbry LF 175ml [007627]	8	12705	0.1%	-10	5273	-0.2%	-1	462	-0.2%	-1	1660	-0.1%	20	3381	0.6%	-1	1929	-0.1%
Par Yog Frt Raspbry LF 500ml [007628]	16689	19045	87.6%	6447	6993	92.2%	156	243	64.2%	1413	1585	89.1%	5672	4778	118.7%	3004	5446	55.2%
Par Yog Frt SBerry FF 175g [008954]	11299	0	#DIV/0!	4483	0	#DIV/0!	528	0	#DIV/0!	1150	0	#DIV/0!	3011	0	#DIV/0!	2128	0	#DIV/0!
Par Yog Frt SBerry FF 175ml [007652]	13	13177	0.1%	-2	6425	0.0%	0	644	0.0%	-1	1487	-0.1%	11	2810	0.4%	4	1811	0.2%
Par Yog FruitOCape LF 500ml [008856]	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!
Par Yog FruitSalad LF 1L [007988]	51642	56396	91.6%	25359	29164	87.0%	2929	3550	82.5%	6554	9644	68.0%	10603	9529	111.3%	6197	4509	137.4%
Par Yog FruitSalad LF 175g [008953]	15556	5	311120.0%	4175	5	83500.0%	474	0	#DIV/0!	1660	0	#DIV/0!	6744	0	#DIV/0!	2501	0	#DIV/0!
Par Yog FruitSalad LF 175ml [008801]	6	26176	0.0%	-14	9310	-0.2%	-1	901	-0.1%	0	3474	0.0%	24	5668	0.4%	-4	6823	-0.1%
Par Yog FruitSalad LF 500ml [007964]	19708	30968	63.6%	5903	10970	53.8%	469	912	51.4%	1143	2240	51.0%	8775	8911	98.5%	3421	7935	43.1%
Par Yog Granadilla LF 1L [008878]	29543	28933	102.1%	14752	16705	88.3%	1828	1667	109.7%	5185	3017	171.9%	4601	4465	103.0%	3177	3079	103.2%
Par Yog Granadilla LF 175g [008876]	7968	17867	44.6%	2682	9561	28.1%	237	456	52.0%	1271	1316	96.6%	2474	2927	84.5%	1304	3607	36.2%
Par Yog Granadilla LF 500ml [008877]	11576	12168	95.1%	5373	7597	70.7%	262	267	98.1%	638	409	156.0%	4417	2896	152.5%	887	999	88.8%
Par Yog Plain LF 1L [007995]	56524	72018	78.5%	27100	38943	69.6%	2318	2915	79.5%	5027	8841	56.9%	10554	9715	108.6%	11525	11604	99.3%

Par Yog Plain LF 500ml [007963]	15205	22855	66.5%	6823	10278	66.4%	376	856	43.9%	402	678	59.3%	3984	4859	82.0%	3624	6184	58.6%
Par Yog Simply Aloe LF 1L [008875]	14225	21662	65.7%	5886	10534	55.9%	456	1121	40.7%	2208	2240	98.6%	2540	3792	67.0%	3135	3975	78.9%
Par Yog Simply Aloe LF 175g [008873]	4253	18648	22.8%	1287	7774	16.6%	117	442	26.5%	529	1349	39.2%	891	2510	35.5%	1431	6573	21.8%
Par Yog Simply Aloe LF 500ml [008874]	4611	13820	33.4%	1425	4594	31.0%	80	274	29.2%	310	361	85.9%	1496	1677	89.2%	1308	6914	18.9%
Par Yog Smooth 4x100ml [008799]	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!
Par Yog Smth Vanil LF 175g [008957]	10555	5	211100.0%	3564	5	71280.0%	273	0	#DIV/0!	1436	0	#DIV/0!	2642	0	#DIV/0!	2641	0	#DIV/0!
Par Yog Smth Vanil LF 1L [008285]	33486	33396	100.3%	15911	18523	85.9%	1824	2366	77.1%	4751	5944	79.9%	5451	5207	104.7%	5549	1356	409.2%
Par Yog Smth Vanil LF 175ml [008284]	5	14770	0.0%	-5	6967	-0.1%	-2	472	-0.4%	0	1565	0.0%	14	2903	0.5%	-2	2863	-0.1%
Par Yog Stewed FrtCustLF 1L [008881]	32982	20857	158.1%	15853	11498	137.9%	1949	1507	129.3%	4862	2368	205.3%	5997	3937	152.3%	4321	1547	279.3%
Par Yog Stewed FrtCustLF 175g [008879]	10021	22194	45.2%	2894	9853	29.4%	337	451	74.7%	1651	1718	96.1%	3521	3664	96.1%	1617	6508	24.8%
Par Yog Stewed FrtCustLF 500ml [008880]	15237	17622	86.5%	6459	7073	91.3%	222	318	89.8%	623	417	149.4%	5531	2610	211.9%	2406	7204	33.4%
Par Yog Strawberry FF 1L [008859]	40152	39871	100.7%	18436	16989	108.5%	3303	3080	107.2%	5557	7847	70.3%	7308	7668	95.3%	5548	4287	129.4%
Par Yog Strawberry LF 1L [007987]	69905	70707	98.9%	35836	39040	91.8%	3698	4900	75.5%	9253	9351	99.0%	13226	11294	117.1%	7892	6122	128.9%
Par Yog Strawberry LF 175g [008950]	22924	0	#DIV/0!	6788	0	#DIV/0!	668	0	#DIV/0!	2769	0	#DIV/0!	9069	0	#DIV/0!	3629	0	#DIV/0!
Par Yog Strawberry LF 175ml [008800]	-57	34224	-0.2%	-7	12695	-0.1%	-5	1361	-0.4%	0	3960	0.0%	-35	7369	-0.5%	-10	8839	-0.1%
Par Yog Strawberry LF 500ml [007962]	34160	44820	76.2%	12723	15542	81.9%	731	1373	53.2%	1972	2831	69.7%	12268	13218	92.8%	6469	11856	54.6%
PnP Choice Butter S P 30x500g [003204]	118290	149400	79.2%	71094	43905	161.9%	418	3555	11.8%	21976	35085	62.6%	11073	18780	59.0%	13730	48075	28.6%
PnP Choice UHT Custard 12x1L [006056]	94525	110052	85.9%	49435	56820	87.0%	4672	5580	83.7%	20988	16428	127.8%	3337	3096	107.9%	16093	28128	57.2%
PnP No Name UHT Milk FC 6x1L [006048]	329407	633984	52.0%	151787	276564	54.9%	30320	42744	70.9%	39255	55974	70.1%	48067	65934	72.9%	59978	192768	31.1%
PnP No Name UHT Milk FF 6x1L [006050]	161241	292170	55.2%	83095	149988	55.4%	13917	17784	78.3%	13514	22074	61.2%	22058	27432	80.4%	28657	74892	38.3%
PnP No Name UHT Milk LF 6x1L [006049]	185676	376068	49.4%	91683	170502	53.8%	16121	23040	70.0%	19579	27090	72.3%	26468	36750	72.0%	31771	118686	26.8%
Royalty Blueberry C/Cake 2L [000155]	21422	10908	196.4%	2018	2002	100.8%	0	0	#DIV/0!	0	0	#DIV/0!	962	218	441.3%	18442	8688	212.3%
Royalty Choc Mint Fudge 2L [000099]	1546	2940	52.6%	914	832	109.9%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	632	2108	30.0%
Royalty Dutch Chocolate 2L [000143]	14580	1562	933.4%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	14580	1562	933.4%
Royalty Lemon Meringue 2L [000304]	9590	1126	851.7%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	9590	1126	851.7%
Royalty Passion Fruit 2L [000983]	1204	1912	63.0%	854	720	118.6%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	350	1192	29.4%
Royalty Tin Roof 2L [000149]	26658	14182	188.0%	2040	1492	136.7%	0	0	#DIV/0!	0	0	#DIV/0!	216	274	78.8%	24402	12416	196.5%
Royalty Vanilla 2L [000140]	37060	18792	197.2%	2414	1386	174.2%	0	0	#DIV/0!	0	0	#DIV/0!	1300	244	532.8%	33346	17162	194.3%
S/Berg Brie Wedge 12x125g [011868]	7853	6886	114.0%	2287	2453	93.2%	118	73	161.6%	1534	1052	145.8%	1139	785	145.1%	2776	2523	110.0%
S/Berg Cambert G/Pepper 6x125g [011946]	1048	1047	100.1%	401	477	84.1%	27	15	180.0%	110	101	108.9%	112	57	196.5%	400	397	100.8%
S/Berg Cambrieni 3x500g [011968]	1238	869	142.5%	558	423	131.9%	-1	2	-50.0%	176	133	132.3%	98	49	200.0%	409	262	156.1%
S/Berg Camembert 12x125g [011857]	9973	7186	138.8%	3900	2899	134.5%	98	80	122.5%	1619	1028	157.5%	1225	698	176.5%	3133	2481	126.3%
S/Berg CrChs Frt/Herbs 12x230g [011992]	3019	4029	74.9%	1211	2290	52.9%	101	137	73.7%	302	426	70.9%	366	336	108.9%	958	837	114.5%
S/Berg CrChs Gar & Par 12x230g [010460]	2492	1830	136.2%	899	862	104.3%	85	54	157.4%	453	291	155.7%	303	194	156.2%	754	429	175.8%
S/Berg CrChs Rstd Pepr 12x230g [011785]	2600	3032	85.8%	991	1467	67.6%	123	137	89.8%	360	406	88.7%	276	258	107.0%	851	764	111.4%
S/Berg CrChs Sm/Ham 12x230g [011993]	7630	8522	89.5%	3086	4198	73.5%	313	330	94.8%	840	895	93.9%	763	753	101.3%	2519	2346	107.4%
S/Berg CrChs Sm/Salmon 12x230g [010140]	6703	4131	162.3%	2691	1776	151.5%	214	121	176.9%	712	508	140.2%	682	298	228.9%	2406	1428	168.5%
S/Berg CrChs Spr/On/Ch 12x230g [011994]	7289	8291	87.9%	3209	4413	72.7%	248	283	87.6%	998	1126	88.6%	686	576	119.1%	2039	1893	107.7%
S/Berg CrChs Tngy Must 12x230g [010142]	3031	2320	130.6%	1353	1200	112.8%	120	91	131.9%	252	202	124.8%	378	239	158.2%	926	588	157.5%
S/Berg CrChs Trad 12x230g [011991]	8540	9662	88.4%	3864	5362	72.1%	263	318	82.7%	897	1210	74.1%	807	599	134.7%	2571	2173	118.3%
S/Berg Crmy Blue Wedge 24x125g [011810]	8222	6906	119.1%	3183	3390	93.9%	176	96	183.3%	1247	834	149.5%	1036	726	142.7%	2582	1860	138.8%
S/Berg Feta B/Pepper 12x225g [011998]	6116	5979	102.3%	2860	3013	94.9%	275	256	107.4%	950	863	110.1%	571	543	105.2%	1460	1304	112.0%
S/Berg Feta B/Pepper 12x400g [011984]	13429	9930	135.2%	6236	4950	126.0%	573	406	141.1%	1178	764	154.2%	1291	877	147.2%	4152	2933	141.6%
S/Berg Feta Cape Herbs 12x225g [011999]	5875	5462	107.6%	2598	2640	98.4%	232	211	110.0%	918	795	115.5%	607	459	132.2%	1521	1357	112.1%
S/Berg Feta Cape Herbs 12x400g [011985]	12599	9038	139.4%	5409	4314	125.4%	505	303	166.7%	1284	860	149.3%	1360	767	177.3%	4042	2794	144.7%
S/Berg Feta Trad 12x400g [011824]	24138	26083	92.5%	11018	13332	82.6%	631	776	81.3%	3195	2918	109.5%	2029	1838	110.4%	7265	7219	100.6%
S/Berg Feta Trad 24x225g [011825]	13055	12479	104.6%	5925	6153	96.3%	416	366	113.7%	2235	1848	120.9%	1249	1101	113.4%	3231	3011	107.3%
S/Berg Feta Trad R/Fat 12x225g [010771]	5381	3142	171.3%	2538	1687	150.4%	180	90	200.0%	773	418	184.9%	532	343	155.1%	1358	604	224.8%
S/Berg Feta Trad R/Fat 12x400g [010770]	12516	8114	154.3%	6029	4110	146.7%	453	217	208.8%	1248	590	211.5%	1087	849	128.0%	3701	2348	157.6%
S/Berg Mozz Portions 12x300g [011839]	6323	9794	64.6%	2528	4223	59.9%	207	262	79.0%	884	1204	73.4%	834	914	91.2%	1869	3191	58.6%
S/Berg Simonozia Wedge 12x150g [011925]	1540	1650	93.3%	476	526	90.5%	20	22	90.9%	202	209	96.7%	262	160	163.8%	582	733	79.4%
Steri Milk Glass FC 20x500ml [006494]	921226	939360	98.1%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	921206	939360	98.1%	0	0	#DIV/0!
Steri Stumpie B/Gum 15x350ml [006426]	17949	20840	86.1%	6769	7391	91.6%	1841	1823	101.0%	838	1529	54.8%	2556	3955	64.6%	5946	6142	96.8%
Steri Stumpie Banana 15x350ml [006421]	27850	25317	110.0%	6071	6534	92.9%	1784	2047	87.2%	2072	1899	109.1%	9287	8070	115.1%	8636	6767	127.6%
Steri Stumpie C/Soda 15x350ml [006423]	33715	35411	95.2%	9950	9446	105.3%	2884	3181	90.7%	1196	2053	58.3%	10160	11833	85.9%	9524	8898	107.0%
Steri Stumpie Choc 15x350ml [006422]	101277	125963	80.4%	23168	26790	86.5%	7112	8316	85.5%	5968	5900	101.2%	30940	35511	87.1%	34090	49446	68.9%
Steri Stumpie Sberry 15x350ml [006424]	102022	104347	97.8%	22661	21965	103.2%	7635	8599	88.8%	5054	3794	133.2%	31734	30787	103.1%	34939	39202	89.1%
Steri Stumpie Tof Car 15x350ml [006427]	31915	30913	103.2%	8636	7874	109.7%	2189	2864	76.4%	1479	1095	135.1%	8518	8358	101.9%	11096	10722	103.5%
Steri Stumpie Van 15x350ml [006425]	16175	17285	93.6%	3396	3708	91.6%	989	1468	67.4%	881	771	114.3%	5624	6574	85.5%	5285	4764	110.9%
Topife UHT Milk FC 6x1L [006523]	202692	215460	94.1%	18666	49770	37.5%	28764	49380	58.3%	132132	101940	129.6%	22878	13806	165.7%	252	564	44.7%
Topife UHT Milk LF 6x1L [006543]	34566	27936	123.7%	4632	1668	277.7%	4320	6246	69.2%	25140	19452	129.2%	474	546	86.8%	0	24	0.0%

Ychm FMilk Caramel 8X3X200ml [006204]	9887	18986	52.1%	4490	6798	66.0%	719	2486	28.9%	1442	4837	29.8%	1798	2974	60.5%	1439	1891	76.1%
Ychm FMilk Chocolate 12X1L [006239]	4122	0	#DIV/0!	1531	0	#DIV/0!	131	0	#DIV/0!	1600	0	#DIV/0!	525	0	#DIV/0!	335	0	#DIV/0!
Ychm FMilk Chocolate 8X3X200ml [006201]	12416	31081	39.9%	5150	8848	58.2%	813	2798	29.1%	2555	9776	26.1%	1833	6221	29.5%	2066	3438	60.1%
Ychm FMilk CrSoda 8X3X200ml [006195]	10411	25547	40.8%	5187	7122	72.8%	633	2488	25.4%	1865	8227	22.7%	1449	5559	26.1%	1279	2151	59.5%
Ychm FMilk Strberry 12X1L [006237]	3752	0	#DIV/0!	1414	0	#DIV/0!	251	0	#DIV/0!	1185	0	#DIV/0!	551	0	#DIV/0!	351	0	#DIV/0!
Ychm FMilk Strberry 8X3X200ml [006198]	16330	23342	70.0%	7665	7563	101.3%	1003	3052	32.9%	3012	6929	43.5%	2349	3152	74.5%	2302	2646	87.0%
Yog Choc Chip LF 500ml [007640]	24	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	24	0	#DIV/0!	0	0	#DIV/0!
Yog Frt BanFrsal Str LF 6x100g [008943]	26875	0	#DIV/0!	14006	0	#DIV/0!	666	0	#DIV/0!	2220	0	#DIV/0!	3708	0	#DIV/0!	6283	0	#DIV/0!
Yog Frt BcherAprStr FF 6x100g [008944]	24155	0	#DIV/0!	12282	0	#DIV/0!	532	0	#DIV/0!	2422	0	#DIV/0!	2918	0	#DIV/0!	6001	0	#DIV/0!
Yog Frt BcherAprStr FF 6x125ml [008904]	-96	0	#DIV/0!	-36	0	#DIV/0!	0	0	#DIV/0!	-56	0	#DIV/0!	-17	0	#DIV/0!	11	0	#DIV/0!
Yog Frt Gr Apr Str LF 6x100g [008942]	22586	0	#DIV/0!	9771	0	#DIV/0!	742	0	#DIV/0!	2077	0	#DIV/0!	3364	0	#DIV/0!	6635	0	#DIV/0!
Yog Frt Gr Apr Str LF 6x125ml [008900]	-187	0	#DIV/0!	-54	0	#DIV/0!	-10	0	#DIV/0!	-56	0	#DIV/0!	-69	0	#DIV/0!	0	0	#DIV/0!
Yog FrtBanFrsal Str LF 6x125ml [008901]	-77	0	#DIV/0!	-8	0	#DIV/0!	-7	0	#DIV/0!	-55	0	#DIV/0!	-8	0	#DIV/0!	0	0	#DIV/0!
Yog Fruit O/T Cape LF 175ml [007480]	-2	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	-2	0	#DIV/0!	0	0	#DIV/0!
Yog Fruit O/T Cape LF 500ml [007625]	-1	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	-1	0	#DIV/0!	0	0	#DIV/0!
Yog Granadilla LF 175ml [007465]	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!
Yog Granadilla LF 500ml [007610]	-3	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	-3	0	#DIV/0!	0	0	#DIV/0!
Yog Sm Apr Ban Str LF 6x100ml [008902]	123925	209637	59.1%	47648	88759	53.7%	11320	14654	77.2%	24257	57306	42.3%	30863	41377	74.6%	9837	7541	130.4%
Yog SmStrFrsal Gran LF 6x100ml [008903]	164197	194914	84.2%	60657	88502	68.5%	10475	12880	81.3%	42060	50396	83.5%	38638	35137	110.0%	12368	7999	154.8%
Yog Smth Strawber LF 6x100ml [008914]	114547	108745	105.3%	42922	50781	84.5%	8752	8204	106.7%	30511	29701	102.7%	24555	16342	150.3%	7808	3717	210.1%
Yog StrawBan LF 175ml [007490]	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!
Yog Ychm Banras CsoStr 6x100ml [008906]	132675	130544	101.6%	51102	57766	88.5%	9637	8164	118.0%	32889	37994	86.6%	23976	19682	121.8%	15069	6938	217.2%
Yog Ychm Strawber LF 6x100ml [008916]	108657	102776	105.7%	41714	44251	94.3%	8354	6729	124.1%	25543	26252	97.3%	22920	21514	106.5%	10127	4030	251.3%
Yog Ychm VanstrTapStr 6x100ml [008905]	165929	205322	80.8%	67948	91757	74.1%	12487	11587	107.8%	37027	57456	64.4%	32972	33487	98.5%	15495	11035	140.4%
Yog Yumchum Assort 4x100ml [008268]	-1	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	-1	0	#DIV/0!	0	0	#DIV/0!
	4071518	4485453	90.8%	1161822	1498841	77.5%	127921	150530	85.0%	555027	647726	85.7%	546506	497782	109.8%	1542693	1629066	94.7%
Yoghurt FSI Bulgarian 5L [007928]	120	435	27.6%	105	260	40.4%	0	0	#DIV/0!	0	10	0.0%	15	115	13.0%	0	50	0.0%
Yoghurt FSI Fruit Salad 5L [007930]	180	390	46.2%	180	250	72.0%	0	0	#DIV/0!	0	75	0.0%	0	55	0.0%	0	10	0.0%
Yoghurt FSI Strawberry 5L [007929]	350	670	52.2%	350	415	84.3%	0	0	#DIV/0!	0	135	0.0%	0	65	0.0%	0	55	0.0%
Yogofun Apricot GT 350ml [007835]	13854	23516	58.9%	3683	8137	45.3%	916	1972	46.5%	2070	3712	55.8%	4452	6655	66.9%	2731	3040	89.8%
Yogofun Granadilla GT 350ml [007840]	20258	33703	60.1%	3789	8658	43.8%	1170	2292	51.0%	3029	6456	46.9%	7193	10497	68.5%	5079	5800	87.6%
Yogofun Pineapple GT 350ml [007845]	11243	21496	52.3%	2782	7188	38.7%	593	1762	33.7%	1970	3894	50.6%	3611	6064	59.5%	2286	2588	88.3%
Yogofun Strawberry GT 350ml [007830]	31645	51622	61.3%	6927	13519	51.2%	2289	4462	51.3%	4662	6748	69.1%	8344	16346	51.0%	9423	10547	89.3%
Zymil UHT Milk LF 12X1L [006530]	7171	8604	83.3%	3455	4200	82.3%	186	264	70.5%	996	1404	70.9%	379	336	112.8%	2155	2400	89.8%

# **Appendix 2**

PICK 'n PAY	TOTAL			GAUTENG			FREE STATE			NATAL			EASTERN CAPE			WESTERN CAPE			OTHER		
	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC									
All Items	5,403,386	7,302,128	74.0%	2,232,627	3,389,869	65.9%	207,091	300,187	69.0%	649,498	936,811	69.3%	1,024,030	808,442	126.7%	1,290,140	1,866,819	69.1%	0	0	0.0%
Bon Blanc Loaf 8X2.25kg [003058]	538	846	63.0%	283	414	68.4%	0	0	0.0%	216	414	52.2%	40	0	0.0%	0	18	0.0%	0	0	0.0%
Bon Ched 1st Vac 1.25Kg-20kg [002831]	18	20	90.0%	18	20	90.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Ched Grated Vac 3X2kg [002813]	5,598	7,698	72.7%	4,350	5,982	72.7%	120	276	43.5%	714	1,038	68.8%	144	156	92.3%	270	246	109.8%	0	0	0.0%
Ched Loaf 1st 8X2.25kg [002111]	365	90	405.6%	356	72	494.4%	0	0	0.0%	0	0	0.0%	10	18	55.6%	0	0	0.0%	0	0	0.0%
Ched Mat Loaf 1st 8X2.25kg [002231]	535	684	78.2%	475	342	138.9%	0	0	0.0%	0	0	0.0%	30	108	36.1%	20	234	8.5%	0	0	0.0%
Chesso Loaf 8x2.25kg [003699]	0	54	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	54	0.0%	0	0	0.0%	0	0	0.0%
Par Bon Blanc Res FW 26x230g [002247]	454	784	57.9%	98	192	51.0%	0	0	0.0%	76	227	33.5%	44	24	183.3%	235	341	68.9%	0	0	0.0%
Par Bon Blanc SSeal Cuts 10kg [001171]	2,686	5,560	48.3%	289	580	49.8%	0	0	0.0%	14	160	8.8%	279	230	121.3%	2,104	4,590	45.8%	0	0	0.0%
Par Ched Mat Res FW 26x230g [002274]	1,347	4,943	27.3%	839	1,698	37.6%	-1	60	35.0%	209	1,118	18.7%	81	246	32.9%	397	1,831	21.7%	0	0	0.0%
Par Ched Mat SSeal Cuts 10kg [002136]	3,214	7,260	44.3%	487	930	52.4%	24	10	-40.0%	442	1,540	28.7%	239	640	37.3%	2,050	4,140	49.5%	0	0	0.0%
Par Ched Res FW 26x230g [002273]	3,077	4,865	63.2%	1,209	1,604	75.4%	117	198	59.1%	426	1,214	35.1%	319	294	108.5%	1,006	1,555	64.7%	0	0	0.0%
Par Ched SSeal Cuts 2x10kg [002130]	37,531	43,120	87.0%	1,738	2,760	63.0%	396	540	73.3%	2,540	3,540	71.8%	1,609	1,080	149.0%	31,249	35,200	88.8%	0	0	0.0%
Par Chesso SSeal Cuts 10kg [002137]	1,967	3,290	59.8%	184	540	34.1%	0	0	0.0%	17	70	24.3%	563	380	148.2%	1,203	2,300	52.3%	0	0	0.0%
Par EvrydayChse Zip FW 12x250g [001658]	470	753	62.4%	183	282	64.9%	0	0	0.0%	0	18	0.0%	126	171	73.7%	162	282	57.4%	0	0	0.0%
Par Salad Chse Zip FW 12x250g [001657]	98	135	72.8%	43	69	62.3%	0	0	0.0%	0	3	0.0%	24	45	53.3%	31	16	172.2%	0	0	0.0%
Bon Blanc Block 1st 2x10kg [003054]	689	860	80.1%	138	120	115.0%	0	0	0.0%	11	0	0.0%	0	0	0.0%	540	740	73.0%	0	0	0.0%
Ched Block 1st 2x10kg [002021]	108,359	87,020	161.7%	64,341	34,860	184.6%	4,463	6,280	71.1%	38,484	21,300	180.7%	1,081	2,660	40.6%	-10	1,920	-0.5%	0	0	0.0%
Ched Mat Blk 1st 2x10kg [002238]	416	540	77.0%	220	320	68.8%	0	0	0.0%	196	220	89.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Chesso Block 1st 2x10kg [003736]	21,349	84,220	33.2%	15,019	19,080	78.7%	1,763	2,540	69.4%	975	3,260	29.9%	764	1,560	49.0%	2,827	37,780	7.5%	0	0	0.0%
Cot.Chesse LF Smooth 2Kg [007416]	2	2	100.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	2	2	100.0%	0	0	0.0%	0	0	0.0%
Par CChse Cream Smooth 200g [006705]	2,750	2,972	92.5%	1,111	958	116.0%	83	158	52.5%	203	270	75.2%	346	478	72.4%	1,008	1,108	91.0%	0	0	0.0%
Par CChse FF BPepSmth 200g [006711]	-77	1,425	-5.4%	-17	418	-4.1%	0	17	0.0%	-9	284	-3.2%	-8	118	-6.9%	-43	593	-7.3%	0	0	0.0%
Par CChse FF Chunky 200g [006712]	2,825	3,033	93.1%	1,372	1,363	100.7%	50	59	84.7%	187	279	67.0%	230	252	91.3%	986	1,080	91.3%	0	0	0.0%
Par CChse FF Smooth 200g [006708]	2,994	3,380	88.6%	1,162	1,211	97.6%	97	140	69.3%	250	436	57.3%	381	391	92.3%	1,103	1,202	91.8%	0	0	0.0%
Par CChse LF Chunky 200g [006707]	2,853	3,007	94.9%	1,232	1,138	108.3%	27	89	30.1%	182	200	91.0%	285	285	100.0%	1,128	1,315	85.8%	0	0	0.0%
Par CChse LF Ghr Chvk 200g [006709]	3,238	4,119	78.6%	1,236	1,421	87.0%	69	103	67.0%	263	507	51.9%	259	275	94.2%	1,411	1,813	77.8%	0	0	0.0%
Par CChse LF Ital Chnk 200g [006710]	-62	1,471	-6.3%	-58	538	-10.8%	0	18	0.0%	0	191	0.0%	-12	123	-9.8%	-22	603	-3.8%	0	0	0.0%
Par CChse LF Smooth 200g [006708]	2,571	3,006	85.5%	991	971	102.1%	83	144	57.6%	230	330	69.7%	337	374	90.1%	930	1,187	78.3%	0	0	0.0%
CrChs Smoked Ham 12x100g [011786]	468	748	62.6%	254	418	60.8%	21	27	77.8%	85	94	90.5%	46	57	86.8%	81	156	51.9%	0	0	0.0%
CrChs Smoked Salmon 12x100g [010791]	400	800	50.0%	204	460	44.3%	24	21	114.3%	46	99	46.6%	45	54	83.3%	81	166	48.8%	0	0	0.0%
CrChs SprOnionChive 12x100g [010792]	608	853	71.3%	348	528	65.9%	19	11	172.7%	73	124	58.9%	65	56	116.1%	103	134	76.9%	0	0	0.0%
CrChs Traditional 12x100g [010790]	674	1,069	63.0%	359	564	63.7%	19	27	70.4%	77	139	55.4%	88	79	111.4%	131	260	50.4%	0	0	0.0%
Par CrChs Smoked Ham 12x150g [012107]	450	0	0.0%	275	0	0.0%	30	0	0.0%	76	0	0.0%	47	0	0.0%	23	0	0.0%	0	0	0.0%
Par CrChs Smoked Salmon 12x150g [012105]	413	0	0.0%	263	0	0.0%	27	0	0.0%	70	0	0.0%	29	0	0.0%	23	0	0.0%	0	0	0.0%
Par CrChs Spr/On/Chives 12x150g [012103]	449	0	0.0%	285	0	0.0%	27	0	0.0%	85	0	0.0%	36	0	0.0%	16	0	0.0%	0	0	0.0%
Par CrChs Traditional 12x150g [012101]	427	0	0.0%	262	0	0.0%	27	0	0.0%	77	0	0.0%	41	0	0.0%	20	0	0.0%	0	0	0.0%
S/Berg CrChs Fr/Herbs 12x230g [011992]	1,783	2,002	89.1%	759	1,141	66.5%	67	73	91.8%	171	169	101.2%	246	130	188.5%	541	488	110.6%	0	0	0.0%
S/Berg CrChs Gar & Par 12x230g [010460]	1,309	868	145.8%	513	416	123.3%	51	31	164.5%	161	111	145.0%	182	92	197.8%	403	248	162.6%	0	0	0.0%
S/Berg CrChs Rsdl Pepr 12x230g [011785]	1,532	1,610	95.2%	672	863	77.9%	77	81	95.1%	130	136	95.6%	186	123	151.2%	467	407	114.7%	0	0	0.0%
S/Berg CrChs Sm/Ham 12x230g [011993]	4,169	4,585	90.9%	1,755	2,272	77.2%	186	198	93.9%	407	374	108.8%	460	417	110.3%	1,362	1,324	102.6%	0	0	0.0%
S/Berg CrChs Sm/Salmon 12x230g [010140]	3,909	2,348	162.2%	1,574	987	159.5%	134	72	186.1%	320	215	148.8%	424	166	255.4%	1,357	908	149.4%	0	0	0.0%
S/Berg CrChs Spr/On/Ch 12x230g [011994]	4,182	4,630	90.3%	1,871	2,435	76.8%	170	194	87.6%	502	505	99.4%	412	342	120.5%	1,227	1,154	106.3%	0	0	0.0%
S/Berg CrChs Tngy Must 12x230g [010142]	2,027	1,190	170.3%	960	577	166.4%	78	53	147.2%	133	89	149.4%	250	95	263.2%	606	376	161.2%	0	0	0.0%
S/Berg CrChs Trad 12x230g [011991]	4,879	4,965	98.3%	2,216	2,684	82.6%	160	189	84.7%	450	454	99.1%	510	311	164.0%	1,543	1,327	116.3%	0	0	0.0%
Par Phetta Cape Herbs 12x150g [012008]	497	946	52.5%	263	125	210.4%	27	812	3.3%	81	0	0.0%	88	9	977.8%	38	0	0.0%	0	0	0.0%
Par Phetta Cape Herbs 12x400g [011954]	1,483	1,178	126.7%	690	654	105.5%	158	471	33.1%	225	19	1184.2%	288	34	847.1%	134	0	0.0%	0	0	0.0%
Par Phetta Trad 12x150g [012007]	596	930	64.1%	306	238	128.6%	40	670	6.0%	88	13	676.0%	135	9	1500.0%	27	0	0.0%	0	0	0.0%
Par Phetta Trad 12x400g [011956]	1,913	1,621	118.0%	899	1,048	85.8%	179	500	35.8%	201	399	515.4%	510	34	1500.0%	125	0	0.0%	0	0	0.0%
S/Berg Feta B/Pepper 12x225g [011998]	2,800	2,839	98.6%	1,216	1,428	85.2%	139	139	100.0%	471	373	126.3%	271	235	115.3%	703	684	105.6%	0	0	0.0%
S/Berg Feta B/Pepper 12x400g [011984]	7,459	4,889	152.8%	3,124	1,984	157.5%	346	230	150.4%	658	395	170.8%	697	365	191.0%	2,634	1,925	136.8%	0	0	0.0%
S/Berg Feta Cape Herbs 12x225g [011999]	2,759	2,690	102.8%	1,124	1,195	94.1%	117	109	107.3%	453	394	115.0%	306	252	121.4%	760	740	102.7%	0	0	0.0%
S/Berg Feta Cape Herbs 12x400g [011985]	7,238	4,339	166.8%	2,880	1,703	189.7%	335	202	165.8%	691	413	167.3%	742	303	244.9%	2,580	1,718	150.2%	0	0	0.0%
S/Berg Feta Trad 12x400g [011																					

Gouda Rnd Baby 1st	16X500g [001323]	854	1,712	49.9%	303	728	41.6%	9	0	0.0%	352	368	95.7%	63	112	56.3%	128	504	25.4%	0	0	0.0%
Gouda Round 1st	2X3.5kg [001021]	40,116	32,663	121.7%	31,862	21,982	148.9%	1,662	2,744	60.6%	6,363	6,293	101.1%	229	798	26.7%	0	1,736	0.0%	0	0	0.0%
Blue Random Heads	2x3.2kg [011884]	1,025	583	175.8%	304	64	615.6%	65	0	0.0%	63	19	331.6%	93	28	357.7%	409	474	86.3%	0	0	0.0%
S/Berg Ormy Blue Wedge	24x125g [011810]	2,142	1,554	137.8%	806	642	125.5%	91	33	275.8%	220	147	149.7%	396	183	216.4%	630	549	114.8%	0	0	0.0%
S/Berg Simonzola Wedge	12x150g [011925]	708	628	112.4%	184	201	91.5%	12	7	171.4%	82	61	101.6%	129	94	137.2%	320	265	120.8%	0	0	0.0%
S/Berg Brie Wedge	12x125g [011868]	3,712	2,650	140.1%	889	630	141.1%	67	34	197.1%	481	228	211.0%	667	305	228.5%	1,577	1,453	108.5%	0	0	0.0%
S/Berg Cambert G/Pepper	6x125g [011946]	500	490	102.0%	172	172	100.0%	15	7	214.3%	57	42	135.7%	63	40	157.5%	189	229	85.2%	0	0	0.0%
S/Berg Cambrieni	3x500g [011968]	623	395	157.7%	212	150	141.3%	-1	0	0.0%	101	58	174.1%	47	35	134.3%	264	159	173.7%	0	0	0.0%
S/Berg Cambembert	12x125g [011857]	3,749	2,354	159.3%	861	575	149.7%	62	32	193.8%	500	180	277.8%	662	274	241.6%	1,864	1,293	128.7%	0	0	0.0%
Mozzarella Grated FW	3X2kg [002822]	4,140	4,026	102.8%	1,302	1,028	128.9%	102	150	68.0%	576	726	79.3%	630	660	95.5%	1,530	1,464	104.5%	0	0	0.0%
Mozzarella Loaf	6x2kg [002819]	14,952	18,144	82.4%	9,100	11,376	80.0%	847	1,128	75.1%	921	1,688	55.2%	309	288	107.3%	3,775	3,684	102.5%	0	0	0.0%
Par Mozzarella Vac	26x230g [002838]	174	258	67.4%	0	0	0.0%	0	0	0.0%	174	252	69.0%	0	0	0.0%	-1	0	0.0%	0	0	0.0%
Par Pizza Chase Zip FW	12x250g [001699]	238	447	53.2%	82	177	46.3%	0	0	0.0%	0	39	0.0%	50	72	69.4%	107	159	67.3%	0	0	0.0%
S/Berg Mozz Portions	12x300g [011839]	3,038	4,867	62.4%	1,207	2,338	51.6%	93	119	78.2%	419	566	74.0%	437	439	99.5%	882	1,405	62.8%	0	0	0.0%
Bon Blanc RC Figs & Nuts	3kg [002279]	280	459	61.0%	79	243	32.5%	0	3	0.0%	56	9	622.2%	49	27	56.3%	96	117	82.1%	0	0	0.0%
Bon Blanc RC Onion/Chives	3kg [002278]	183	243	75.3%	61	114	53.5%	0	3	0.0%	41	6	683.3%	32	21	152.4%	50	50	50.5%	0	0	0.0%
Bon Blanc RC SDTomGar/mary	3kg [002277]	237	291	81.4%	87	120	72.5%	0	8	0.0%	53	21	252.4%	37	48	77.1%	80	96	62.5%	0	0	0.0%
Chse Proc Loaf B/Peper	5x2kg [003780]	1,084	1,460	74.2%	440	1,060	41.5%	138	70	197.1%	334	120	278.3%	109	90	121.1%	84	120	53.3%	0	0	0.0%
Chse Proc Loaf Biltong	5x2kg [003781]	1,434	1,710	83.9%	585	1,360	43.0%	129	90	143.3%	543	40	1357.5%	108	140	75.7%	70	80	87.5%	0	0	0.0%
Chse Proc Loaf Ched	5x2kg [003779]	3,067	3,190	97.1%	948	2,220	42.7%	153	160	95.8%	1,905	630	302.4%	81	110	75.0%	10	70	74.3%	0	0	0.0%
Chse Proc Loaf S/Milk	5x2kg [003778]	3,286	3,070	107.0%	880	1,830	45.6%	142	170	83.5%	2,070	710	291.5%	122	188	67.8%	74	80	62.5%	0	0	0.0%
Melrose Biltong PrcSlc	15x400g [011046]	222	60	370.0%	66	0	0.0%	0	0	0.0%	114	12	950.0%	36	48	75.0%	0	0	0.0%	0	0	0.0%
Melrose Biltong PrcSlc	30x200g [011054]	786	972	80.9%	330	702	47.0%	12	48	25.0%	112	12	850.0%	114	72	158.3%	228	138	165.2%	0	0	0.0%
Melrose Ched Prc Slc	15x400g [011048]	318	66	481.8%	108	6	1800.0%	0	0	0.0%	96	12	1000.0%	84	48	175.0%	6	0	0.0%	0	0	0.0%
Melrose Ched Prc Slc	30x200g [011056]	1,032	1,128	91.5%	546	852	64.1%	0	48	0.0%	120	12	1000.0%	102	86	154.5%	264	150	176.0%	0	0	0.0%
Melrose ChedLF Prc Slc	15x400g [011044]	260	66	393.0%	96	0	0.0%	0	0	0.0%	96	12	800.0%	62	54	114.8%	6	0	0.0%	0	0	0.0%
Melrose ChedLF Prc Slc	30x200g [011052]	959	1,014	94.6%	438	738	59.3%	30	54	55.6%	132	12	1100.0%	101	72	140.3%	258	138	187.0%	0	0	0.0%
Melrose Smilk Prc Slc	15x400g [011050]	282	66	427.3%	96	0	0.0%	0	0	0.0%	128	12	1050.0%	64	54	100.0%	6	0	0.0%	0	0	0.0%
Melrose Smilk Prc Slc	30x200g [011058]	1,263	1,224	103.2%	612	924	66.2%	42	48	87.5%	128	12	1100.0%	152	90	157.8%	336	150	224.0%	0	0	0.0%
Par BBlanc PrcSlice FW	30x200g [003828]	339	510	66.5%	116	330	35.2%	0	12	0.0%	82	12	683.3%	45	24	187.5%	97	132	73.5%	0	0	0.0%
Par Bilt Proc Slice FW	30x200g [003826]	1,034	1,542	67.1%	588	984	57.7%	27	60	45.0%	353	234	150.6%	21	90	23.3%	65	174	37.4%	0	0	0.0%
Par Bilt Proc Slice FW	15x400g [003835]	86	102	64.7%	42	78	53.8%	0	0	0.0%	18	0	0.0%	0	0	0.0%	6	24	25.0%	0	0	0.0%
Par Ched ProcSlice FW	30x200g [003816]	3,232	4,788	67.6%	1,745	3,144	55.5%	48	228	21.1%	881	702	125.5%	146	248	56.3%	412	488	88.0%	0	0	0.0%
Par Ched ProcSliced FW	15x400g [003820]	792	1,326	59.7%	388	548	71.1%	12	12	100.0%	336	842	52.3%	48	78	59.0%	10	48	20.8%	0	0	0.0%
Par Gouda PrcSlice FW	15x400g [003819]	1,195	1,608	74.3%	558	744	75.0%	12	48	25.0%	497	690	72.0%	99	72	137.5%	30	54	55.9%	0	0	0.0%
Par Gouda PrcSlice FW	30x200g [003815]	3,938	6,258	62.0%	2,123	3,864	54.6%	90	264	34.1%	1,082	1,296	83.5%	219	306	71.6%	424	528	80.3%	0	0	0.0%
Par Smilk PrcSlice FW	15x400g [001196]	216	192	112.5%	126	132	95.6%	0	0	0.0%	36	6	600.0%	12	6	200.0%	42	48	87.5%	0	0	0.0%
Par Smilk PrcSlice FW	30x200g [001175]	2,216	2,664	83.2%	1,097	1,614	68.0%	60	174	34.6%	737	408	180.6%	85	90	94.4%	237	378	62.7%	0	0	0.0%
Melrose Sprd Bacon	3x6x400g [012999]	2,616	2,278	114.8%	1,640	1,415	115.9%	196	215	91.2%	222	180	123.3%	316	436	66.4%	514	432	119.0%	0	0	0.0%
Melrose Sprd Bacon	4x6x250g [011083]	2,686	2,958	90.8%	1,294	1,332	97.1%	151	186	81.2%	212	324	67.5%	285	426	66.9%	640	890	92.8%	0	0	0.0%
Melrose Sprd Biltong	3x6x400g [012995]	2,984	2,516	118.6%	1,797	1,566	114.8%	148	93	159.1%	278	238	116.8%	75	58	129.3%	688	581	122.3%	0	0	0.0%
Melrose Sprd Biltong	4x6x250g [011081]	4,330	4,416	98.1%	2,232	2,202	101.4%	207	300	69.0%	473	384	112.8%	474	492	96.3%	985	1,038	94.9%	0	0	0.0%
Melrose Sprd Cheddar	3x6x400g [012993]	4,348	3,998	108.8%	2,614	2,488	105.1%	183	193	94.8%	506	433	116.9%	373	222	168.0%	672	662	101.5%	0	0	0.0%
Melrose Sprd Cheddar	4x6x250g [011082]	4,080	4,404	92.6%	1,934	2,136	90.5%	107	174	61.5%	657	684	96.1%	333	384	86.7%	1,050	1,026	102.3%	0	0	0.0%
Melrose Sprd LFChed	3x6x400g [012698]	3,160	2,612	121.0%	1,841	1,539	119.6%	65	35	185.7%	309	274	112.8%	254	187	135.8%	692	577	119.9%	0	0	0.0%
Melrose Sprd LFChed	4x6x250g [011084]	2,578	2,934	87.9%	1,154	1,362	84.7%	114	162	70.4%	308	336	91.7%	267	300	89.0%	735	774	95.0%	0	0	0.0%
Melrose Sprd LFSmilk	4x6x250g [011085]	2,692	2,976	90.5%	1,268	1,488	85.2%	132	132	100.0%	337	288	117.0%	192	264	72.7%	764	804	95.0%	0	0	0.0%
Melrose Sprd Smilk	3x6x400g [012994]	5,604	5,073	110.5%	3,694	3,344	110.5%	225	302	74.5%	644	476	135.3%	57	51	111.8%	984	904	109.3%	0	0	0.0%
Melrose Sprd Smilk	4x6x250g [011080]	5,327	5,724	93.1%	2,742	3,030	90.5%	216	264	81.8%	706	750	94.1%	409	438	93.4%	1,254	1,242	101.0%	0	0	0.0%
Melrose Prtn Ched	12x(12x18g) [011755]	2,159	1,361	158.6%	1,005	663	151.6%	62	78	81.8%	276	124	222.6%	128	78	161.5%	690	420	164.3%	0	0	0.0%
Melrose Prtn Smilk	12x(12x18g) [011754]	2,458	1,555	157.9%	1,199	745	160.0%	80	84	95.2%	195	135	145.2%	137	91	150.5%	843	500	168.8%	0	0	0.0%
Melrose Wdgs Bacon	3x8x200g [012935]	841	1,345	62.5%	448	844	53.1%	61	127	48.0%	106	102	102.9%	95	99	75.8%	152	179	87.9%	0	0	0.0%
Melrose Wdgs Biltong	3x8x200g [012933]	1,294	1,935	66.9%	711	1,177	60.4%	84	151	55.6%	92	173	53.2%	142	171	83.0%	266	263	101.1%	0	0	0.0%

Par Fresh Apple 6x1.5L [009822]	441	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	441	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Apple 12x500ml [009845]	696	0	0.0%	12	0	0.0%	54	0	0.0%	474	0	0.0%	156	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Juice Regrade 1.5L [009871]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Juice Regrade 500ml [009870]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Mango 1.5L [009825]	13,023	0	0.0%	6,041	0	0.0%	822	0	0.0%	3,141	0	0.0%	1,172	0	0.0%	1,848	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Mango 6x1.5L [009824]	522	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	522	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Mango 12x500ml [009846]	1,290	0	0.0%	30	0	0.0%	132	0	0.0%	816	0	0.0%	312	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Mango 500ml [009834]	910	0	0.0%	671	0	0.0%	26	0	0.0%	-72	0	0.0%	285	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Orange 1.5L [009821]	13,859	0	0.0%	5,490	0	0.0%	914	0	0.0%	3,149	0	0.0%	1,260	0	0.0%	3,047	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Orange 500ml [009832]	906	0	0.0%	769	0	0.0%	18	0	0.0%	-132	0	0.0%	251	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Orange 6x1.5L [009820]	486	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	486	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Orange 12x500ml [009844]	1,206	0	0.0%	24	0	0.0%	126	0	0.0%	786	0	0.0%	270	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Pine&Carrot 12x500ml [009849]	1,104	0	0.0%	18	0	0.0%	138	0	0.0%	884	0	0.0%	264	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Pine&Carrot 1.5L [009831]	12,638	0	0.0%	5,481	0	0.0%	858	0	0.0%	3,258	0	0.0%	1,187	0	0.0%	1,854	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Pine&Carrot 500ml [009837]	978	0	0.0%	782	0	0.0%	18	0	0.0%	-63	0	0.0%	242	0	0.0%	-1	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Pine&Carrot 6x1.5L [009830]	756	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	756	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh R/Grapefruit 12x500ml [009848]	984	0	0.0%	0	0	0.0%	60	0	0.0%	714	0	0.0%	210	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh R/Grapefruit 1.5L [009829]	11,570	0	0.0%	4,277	0	0.0%	891	0	0.0%	3,444	0	0.0%	1,017	0	0.0%	1,952	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh R/Grapefruit 500ml [009836]	1,043	0	0.0%	720	0	0.0%	24	0	0.0%	-27	0	0.0%	326	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh R/Grapefruit 6x1.5L [009828]	441	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	441	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Tropical 1.5L [009827]	13,692	0	0.0%	6,821	0	0.0%	879	0	0.0%	2,675	0	0.0%	1,328	0	0.0%	1,991	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Tropical 500ml [009835]	983	0	0.0%	615	0	0.0%	26	0	0.0%	-39	0	0.0%	381	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Tropical 6x1.5L [009826]	657	0	0.0%	0	0	0.0%	54	0	0.0%	0	0	0.0%	603	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Par Fresh Tropical 12x500ml [009847]	1,362	0	0.0%	30	0	0.0%	156	0	0.0%	924	0	0.0%	252	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Granadilla PI 250ml [008103]	944	973	97.0%	226	225	100.4%	4	14	28.6%	327	381	85.8%	20	26	78.9%	367	327	112.2%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Granadilla PI 350ml [008357]	401	297	135.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	401	297	135.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Granadilla PI 500ml [008111]	1,448	1,342	107.5%	409	552	74.1%	49	54	90.7%	939	678	138.9%	401	51	60	85.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Cabana Granadilla PI Jug 2L [008065]	58,562	43,870	133.5%	7,850	8,904	88.2%	1,400	1,356	103.2%	5,698	6,612	86.2%	19,120	9,762	195.9%	24,494	17,238	142.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Mango PI 2L [008060]	21,460	12,038	178.3%	0	0	0.0%	0	0	0.0%	0	0	0.0%	21,460	10,038	200.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Mango PI 350ml [008356]	534	447	119.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	534	447	119.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Orange PI 350ml [008350]	1,250	806	155.1%	0	0	0.0%	0	0	0.0%	587	371	158.2%	662	436	152.2%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Orange PI 2L [008036]	88,256	76,818	114.9%	16,404	19,134	85.7%	1,966	2,132	92.2%	7,964	9,664	82.4%	24,150	15,112	159.8%	37,772	30,776	122.7%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Orange PI 250ml [008172]	1,670	1,662	100.5%	451	560	80.5%	5	27	19.5%	438	418	104.8%	268	154	172.7%	511	503	101.8%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Orange PI 500ml [008109]	2,244	2,389	93.9%	1,007	1,605	62.7%	60	61	82.0%	1,121	631	177.7%	0	0	0.0%	66	92	71.7%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Orange PI Sq 1L [008174]	3,745	2,756	135.9%	0	0	0.0%	0	0	0.0%	753	784	96.0%	2,992	1,988	152.0%	0	4	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Peach PL 500ml [008131]	1,644	2,220	74.1%	701	1,363	51.4%	61	53	115.1%	882	804	109.7%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Peach PI 2L [008045]	69,696	65,344	106.7%	15,158	16,886	89.9%	1,586	1,672	94.9%	7,732	10,112	76.5%	8,914	5,902	151.0%	36,306	30,772	118.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Peach PI 250ml [008108]	1,311	1,497	87.6%	338	413	81.8%	5	5	100.0%	396	407	97.3%	0	0	0.0%	572	672	85.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Pine PI 350ml [008345]	1,516	1,165	130.1%	0	0	0.0%	0	0	0.0%	617	499	123.6%	899	666	135.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Pineapple PI 2L [008055]	86,424	65,924	131.1%	13,678	15,266	89.6%	1,498	1,734	86.4%	7,272	7,808	93.2%	27,876	14,194	196.4%	36,103	26,624	134.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Pineapple PI 250ml [008158]	1,654	1,697	97.5%	405	533	76.0%	5	5	100.0%	374	367	101.9%	311	175	177.7%	559	617	90.6%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Pineapple PI 500ml [008112]	2,257	2,760	81.8%	943	1,642	57.4%	46	68	67.6%	1,171	924	126.7%	0	0	0.0%	98	126	77.8%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Pineapple PI Sq 1L [008178]	4,246	3,119	136.1%	0	0	0.0%	0	0	0.0%	949	828	114.6%	3,297	2,291	143.9%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Trop PI 350ml [008340]	1,522	1,371	111.0%	0	0	0.0%	0	0	0.0%	643	655	98.2%	879	716	122.8%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Tropical PI 2L [008040]	28,852	18,584	154.2%	0	0	0.0%	0	0	0.0%	80	0	0.0%	28,572	18,584	153.7%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Tropical PI 250ml [008157]	364	189	192.6%	0	0	0.0%	0	0	0.0%	0	0	0.0%	364	189	192.6%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Cabana Tropical PI Sq 1L [008145]	4,107	3,422	120.0%	0	0	0.0%	0	0	0.0%	450	957	47.0%	3,657	2,465	148.4%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
P/Joy UHT Apple 8X3X200ml [004708]	65,551	126,120	52.0%	25,500	35,508	71.8%	1,962	2,592	75.7%	20,597	22,488	91.6%	6,609	8,784	75.2%	10,883	56,748	19.2%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
P/Joy UHT Apple 12x1L [004476]	1,307	842	155.2%	131	148	88.5%	0	0	0.0%	225	414	54.3%	104	69	150.7%	846	211	400.6%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
P/Joy UHT CitTwist 12x1L [004478]	13,903	29,724	46.8%	8,141	10,908	56.3%	0	96	0.0%	3,770	4,224	89.3%	1,335	2,688	49.7%	2,657	11,808	22.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
P/Joy UHT FrtBliz 12x1L [004470]	28,485	45,960	62.0%	12,043	15,278	78.9%	1,515	2,256	67.2%	7,056	5,076	139.0%	3,316	5,568	59.6%	4,555	17,784	25.6%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
P/Joy UHT FrtBliz 8x3x200ml [004469]	591	294	201.0%	5	10	50.0%	0	0	0.0%	-1	14	-7.1%	42	20	210.0%	546	260	218.4%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
P/Joy UHT Litchi 12x1L [004710]	57,510	103,464	55.6%	24,776	36,120	68.6%	2,201	2,844	77.4%	16,920	20,184	83.8%	5,663	6,376	105.3%	7,950	38,940	20.4%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
P/Joy UHT Litchi 8X3X200ml [004569]	1,155	846	136.5%	141	208	68.4%	0	0	0.0%	230																		

Par Mighty Milk Marula 6x300ml [009857]	395	0	0.0%	0	0	0.0%	0	0	0.0%	218	0	0.0%	177	0	0.0%	0	0	0.0%	0	0	0.0%
Par Mighty Milk SBerry 6x300ml [009851]	261	0	0.0%	0	0	0.0%	0	0	0.0%	139	0	0.0%	122	0	0.0%	0	0	0.0%	0	0	0.0%
Par Mighty MilkPchMelb 6x300ml [009859]	233	0	0.0%	0	0	0.0%	0	0	0.0%	126	0	0.0%	107	0	0.0%	0	0	0.0%	0	0	0.0%
Stori Stumple B/Gum 15X350ml [006426]	4,419	5,300	83.4%	1,789	2,228	80.7%	460	494	93.1%	75	577	13.0%	488	283	172.4%	1,596	1,718	92.9%	0	0	0.0%
Stori Stumple Banana 15X350ml [006421]	5,577	4,906	113.7%	1,659	1,665	93.6%	571	383	91.6%	1,033	785	131.6%	1,147	693	165.5%	1,486	1,380	107.7%	0	0	0.0%
Stori Stumple C/Soda 15X350ml [006423]	8,792	7,183	94.6%	2,508	2,554	98.2%	351	726	78.7%	115	851	13.5%	1,416	788	179.7%	2,182	2,264	98.4%	0	0	0.0%
Stori Stumple Choc 15X350ml [006422]	20,608	24,160	85.3%	5,580	5,841	95.5%	1,501	1,713	87.6%	2,688	2,532	106.2%	4,421	3,112	142.1%	6,419	10,962	58.6%	0	0	0.0%
Stori Stumple Sberry 15X350ml [006424]	18,801	17,801	105.6%	5,203	5,141	101.2%	1,336	1,743	76.6%	2,237	1,524	146.8%	3,552	2,043	173.9%	6,475	7,350	85.1%	0	0	0.0%
Stori Stumple Tof Car 15X350ml [006427]	7,420	6,546	113.4%	2,454	2,278	107.7%	245	252	97.2%	1,044	847	123.3%	1,301	717	181.5%	2,377	2,452	96.9%	0	0	0.0%
Stori Stumple Van 15X350ml [006425]	3,870	3,891	99.5%	1,249	1,510	82.7%	313	474	66.0%	96	121	79.3%	790	541	146.0%	1,422	1,245	114.2%	0	0	0.0%
Ychm FMIk Caramel 8X3X200ml [006204]	3,542	3,679	96.3%	1,817	802	301.8%	306	174	175.9%	545	893	61.0%	263	470	56.0%	609	1,540	39.5%	0	0	0.0%
Ychm FMIk Chocolate 12X1L [006239]	922	0	0.0%	0	0	0.0%	0	0	0.0%	741	0	0.0%	181	0	0.0%	0	0	0.0%	0	0	0.0%
Ychm FMIk Chocolate 8X3X200ml [006201]	4,754	5,395	88.1%	2,144	704	304.5%	369	226	163.3%	887	1,382	64.2%	306	688	44.6%	1,048	2,395	43.8%	0	0	0.0%
Ychm FMIk CrSoda 8X3X200ml [006195]	3,673	4,309	85.2%	2,150	712	302.0%	268	173	154.9%	585	1,125	52.0%	197	561	35.1%	473	1,738	27.2%	0	0	0.0%
Ychm FMIk Stberry 12X1L [006237]	692	0	0.0%	12	0	0.0%	0	0	0.0%	500	0	0.0%	180	0	0.0%	0	0	0.0%	0	0	0.0%
Ychm FMIk Stberry 8X3X200ml [006198]	5,853	3,005	194.8%	2,931	378	775.4%	368	226	176.1%	1,022	263	361.1%	421	529	70.6%	1,082	1,589	68.1%	0	0	0.0%
Amazi Eselwa GT FC 500ml [007329]	1,298	1,345	96.5%	-1	6	-16.7%	0	0	0.0%	0	0	0.0%	405	481	84.2%	894	658	104.2%	0	0	0.0%
Amazi FC Pl Jug 2L [007315]	13,282	10,028	132.4%	7,476	4,354	171.7%	594	140	424.3%	0	38	0.0%	5,180	5,480	94.5%	32	16	200.0%	0	0	0.0%
Amazi High Fat 500ml [007330]	3,903	5,094	76.6%	3,466	4,551	76.2%	139	288	48.3%	298	255	116.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Amazi High Fat Pl Jug 2L [007331]	29,310	35,060	83.6%	25,854	32,298	80.0%	616	1,222	50.4%	2,840	1,540	184.4%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Amazi Ogobo Pl 500ml [007345]	320	142	226.4%	0	0	0.0%	0	0	0.0%	0	0	0.0%	320	142	226.4%	0	0	0.0%	0	0	0.0%
Amazi Ogobo Pl Jug 2L [007347]	41,232	46,728	88.2%	0	0	0.0%	0	0	0.0%	10,148	15,448	65.7%	31,084	31,280	99.4%	0	0	0.0%	0	0	0.0%
Amazi Pl 500ml [007327]	220	188	118.3%	0	0	0.0%	0	0	0.0%	0	0	0.0%	220	188	118.3%	0	0	0.0%	0	0	0.0%
Amazi Pl Sq 1L [007219]	379	610	62.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	379	610	62.1%	0	0	0.0%	0	0	0.0%
Mageu Banana SW 12X1L [007336]	144	192	75.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	144	192	75.0%	0	0	0.0%	0	0	0.0%
Mageu Banana SW 12X500ml [007342]	66	108	61.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	66	108	61.1%	0	0	0.0%	0	0	0.0%
Mageu Guava SW 12X1L [007339]	276	216	127.8%	0	0	0.0%	0	0	0.0%	0	0	0.0%	276	216	127.8%	0	0	0.0%	0	0	0.0%
Mageu Guava SW 12X500ml [007341]	102	60	170.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	102	60	170.0%	0	0	0.0%	0	0	0.0%
Mageu Pineapple SW 12X1L [007337]	300	360	83.3%	0	0	0.0%	0	0	0.0%	0	0	0.0%	300	360	83.3%	0	0	0.0%	0	0	0.0%
Mageu Pineapple SW 12X500ml [007344]	78	72	108.3%	0	0	0.0%	0	0	0.0%	0	0	0.0%	78	72	108.3%	0	0	0.0%	0	0	0.0%
Mageu S/Berry SW 12X1L [007338]	372	312	119.2%	0	0	0.0%	0	0	0.0%	0	0	0.0%	372	312	119.2%	0	0	0.0%	0	0	0.0%
Drnk Yog Apricot 6x300ml [008627]	2,804	0	0.0%	1,198	0	0.0%	122	0	0.0%	187	0	0.0%	138	0	0.0%	1,159	0	0.0%	0	0	0.0%
Drnk Yog ChocChin 6x300ml [008629]	5,283	0	0.0%	1,985	0	0.0%	190	0	0.0%	304	0	0.0%	322	0	0.0%	2,482	0	0.0%	0	0	0.0%
Drnk Yog Gdilla 6x300ml [008928]	3,285	0	0.0%	1,431	0	0.0%	145	0	0.0%	132	0	0.0%	239	0	0.0%	1,339	0	0.0%	0	0	0.0%
Drnk Yog Pine&Coconut 6x300ml [008930]	1,443	0	0.0%	602	0	0.0%	135	0	0.0%	66	0	0.0%	113	0	0.0%	527	0	0.0%	0	0	0.0%
Drnk Yog Regrade 300ml [008932]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Drnk Yog Stberry 6x300ml [008626]	5,743	0	0.0%	2,241	0	0.0%	218	0	0.0%	421	0	0.0%	356	0	0.0%	2,507	0	0.0%	0	0	0.0%
Drnk Yog Stberry 2x8x330ml [008307]	-10	0	0.0%	-9	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	-1	0	0.0%	0	0	0.0%
Drnk Yog Vanilla 6x300ml [008931]	3,731	0	0.0%	1,499	0	0.0%	169	0	0.0%	302	0	0.0%	292	0	0.0%	1,449	0	0.0%	0	0	0.0%
Yogofun Apricot GT 350ml [007835]	2,311	5,524	41.8%	601	1,211	50.9%	66	61	108.2%	716	3,041	23.6%	401	483	83.0%	511	728	70.2%	0	0	0.0%
Yogofun Granadilla GT 350ml [007840]	3,662	8,431	43.2%	657	1,322	49.7%	138	245	56.3%	1,320	4,711	28.0%	627	642	97.7%	921	1,581	59.0%	0	0	0.0%
Yogofun Pineapple GT 350ml [007845]	2,182	5,907	36.0%	495	1,134	43.7%	55	162	34.0%	809	3,291	24.6%	359	521	69.0%	464	799	58.1%	0	0	0.0%
Yogofun Strawberry GT 350ml [007830]	5,802	10,757	53.9%	1,296	1,647	79.3%	323	593	54.5%	1,742	4,739	36.8%	742	1,137	65.3%	1,698	2,441	69.6%	0	0	0.0%
			66.4%			66.1%			63.9%			102.7%			135.4%			59.2%			0.0%
Cream Fresh Pl 5L [007280]	240	276	87.3%	0	0	0.0%	0	0	0.0%	0	0	0.0%	240	276	87.3%	0	0	0.0%	0	0	0.0%
Par Cream Fresh Cups 250ml [007245]	27,456	20,407	134.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	7,993	6,338	126.1%	19,463	14,069	138.3%	0	0	0.0%
Par Cream Fresh Pl 250ml [007243]	11,864	16,552	71.7%	6,658	7,174	92.8%	993	1,018	97.5%	852	2,313	36.8%	0	0	0.0%	3,361	6,047	55.6%	0	0	0.0%
Par Cream Fresh Pl Jug 1L [007241]	4,205	3,418	123.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	187	162	115.4%	4,018	3,256	123.4%	0	0	0.0%
Par Cream Fresh Plastic 500ml [007208]	296	119	247.9%	0	0	0.0%	0	0	0.0%	0	0	0.0%	295	119	247.9%	0	0	0.0%	0	0	0.0%
Par Smetena Cups 250ml [007265]	991	614	161.4%	0	0	0.0%	0	0	0.0%	0	0	0.0%	91	69	131.9%	901	545	165.2%	0	0	0.0%
Par Milk Past FC Bot 1L [006998]	27,237	24,068	113.2%	9,837	10,003	98.3%	674	772	87.3%	43	109	39.4%	6,267	4,880	128.4%	10,396	8,322	124.9%	0	0	0.0%
Par Milk Past FC Bot 500ml [006996]	8,470	8,125	104.2%	4,587	4,720	97.2%	126	68	185.3%	20	24	83.3%	3,738	3,313	112.8%	0	0	0.0%	0	0	0.0%
Par Milk Past FC Jug Sq 2L [006998]	301,546	486,082	62.0%	176,352	378,172	46.6%	12,590	11,510	109.4%	326	4,456	7.3%	69,492	58,970	117.8%	42,786	32,974	129.8%	0	0	0.0%
Par Milk Past FC Sachet 1L [006995]	88,268	84,626	104.3%	28,107	66,902	42.0%	6,108	1,788	341.5%	179	750	23.9%	52,224	14,420	362.2%	1,652	766	215.7%	0	0	0.0%
Par Milk Past FF Bot 1L [006993]	14,284	12,197	117.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	14,284	12,197	117.1%	0	0	0.0%
Par Milk Past LF Bot 1L [006992]	17,045	13,871	122.9%	0	0	0.0%	0	0	0.0%	0	0	0.0%	1,444	1,358	106.3%	15,601	12,513	124.7%	0	0	0.0%
Par Milk Past LF Jug 2L [006991]	158,598	261,306	60.7%	55,672	176,308	31.6%	7,100	3,908	181.8%	196	1,860	10.5%	35,312	31,326	112.7%	60,318	47,906	125.9%	0	0	0.0%
Par Milk Past LF Sach 1L [006994]	46,060	35,254	130.7%	10,599	22,582	46.9%	2,802	805	348.1%	146	1,716	8.5%	31,159	9,713	320.8%	1,354	438	309.1%	0	0	0.0%
Stori Milk Glass FC 20X500ml [006494]	351	300	117.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	351	300	117.0%	0	0	0.0%	0	0	0.0%
E/Fresh UHT Milk FC 6X1L [006521]	402,744	717,822	56.1%	261,756	377,640	69.3%	12,048	27,588	49.7%	18,558	123,810	15.0%	31,344	46,734	67.1%	79,038	142,044	55.6%	0	0	0.0%
E/Fresh UHT Milk FC 12X1L [006512]	7,203	42,024	17.1%	8,053	40,632	19.8%	-109	0	0.0%	-533	0	0.0%	-37	84	-44.0%	-171	1,308	-13.1%	0	0	0.0%
E/Fresh UHT Milk FC 10X500ml [006602]	21,036	21,170	99.4%	5,374	6,065	88.6%	50	10	500.0%	8,766	6,590	133.0%	1,800	400	450.0%	5,046	8,105	62.3%	0	0	0.0%
E/Fresh UHT Milk FF 6X1L [006611]	244,338	436,830	55.9%	136,784	210,456	65.0%	7,464	18,012	41.4%	21,054	6										

Omega3 UHT Milk LF	12X1L [006529]	-282	2,196	-12.8%	-908	1,200	-75.7%	-27	84	-32.1%	186	420	44.3%	-49	84	-58.3%	516	408	126.5%	0	0	0.0%
PnP No Name UHT Milk FC	6x1L [006048]	329,407	633,984	52.0%	151,787	276,564	54.9%	30,320	42,744	70.9%	39,255	55,974	70.1%	48,067	65,934	72.9%	59,978	162,768	31.1%	0	0	0.0%
PnP No Name UHT Milk FF	6x1L [008050]	161,241	292,170	65.2%	83,095	149,968	55.4%	13,917	17,784	78.3%	13,514	22,074	61.2%	22,058	27,432	80.4%	28,657	74,892	38.3%	0	0	0.0%
PnP No Name UHT Milk LF	6x1L [008049]	185,622	376,068	49.4%	91,883	170,522	53.8%	16,121	23,040	70.0%	19,579	27,090	72.3%	26,468	36,750	72.0%	31,771	118,686	26.8%	0	0	0.0%
Topife UHT Milk FC	6X1L [008523]	864	954	90.6%	672	246	273.2%	150	42	357.1%	12	18	66.7%	0	180	0.0%	30	468	6.4%	0	0	0.0%
Topife UHT Milk LF	6X1L [008543]	48	54	88.9%	12	30	40.0%	30	12	250.0%	6	0	0.0%	0	0	0.0%	0	12	0.0%	0	0	0.0%
Zymil UHT Milk LF	12X1L [006530]	4,874	5,532	88.1%	2,345	2,724	86.1%	197	252	79.2%	517	1,020	50.7%	289	192	150.5%	1,526	1,344	113.5%	0	0	0.0%
Bon Butter (S)(P)	40x260g [003141]	2,030	2,310	87.9%	290	690	42.0%	0	0	0.0%	0	0	0.0%	190	190	100.0%	1,550	1,430	108.4%	0	0	0.0%
Bon Butter (S)(P)	50x500g [003211]	34,087	62,450	54.6%	3,464	28,150	12.3%	521	1,775	29.4%	6,921	4,650	148.8%	1,036	2,800	37.0%	22,145	25,075	88.3%	0	0	0.0%
Bon Butter (S)(P)	250g-5kg [003131]	145	390	37.2%	-41	90	-45.0%	-1	0	0.0%	0	0	0.0%	200	300	66.7%	-13	0	0.0%	0	0	0.0%
Bon Butter (S)(P)	500g-5kg [003433]	30	160	18.8%	0	0	0.0%	0	0	0.0%	0	0	0.0%	30	45	66.7%	0	115	0.0%	0	0	0.0%
Bon Butter (S)(P)	500g-10kg [003212]	10	320	3.1%	10	300	3.3%	0	0	0.0%	0	0	0.0%	0	20	0.0%	0	0	0.0%	0	0	0.0%
But Garlic/Pars Saus	10x150g [003136]	1,781	2,997	59.4%	768	1,355	56.7%	75	179	41.9%	237	520	45.6%	227	296	76.7%	475	647	73.4%	0	0	0.0%
But Lemon Herb Saus	10x150g [003138]	534	769	69.4%	248	466	53.2%	23	36	63.9%	107	99	108.1%	60	56	89.3%	107	112	95.5%	0	0	0.0%
But Lemon Pepr Saus	10x150g [003144]	297	419	70.9%	131	269	48.7%	10	25	40.0%	37	46	80.4%	36	29	124.1%	84	50	168.0%	0	0	0.0%
But SD Tom&Rmary Saus	10x150g [003146]	240	399	60.2%	102	211	48.3%	7	16	43.8%	36	52	69.2%	33	39	84.6%	63	81	77.8%	0	0	0.0%
Butter A Bulk (S)	25kg [003413]	850	1,675	50.7%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	850	1,675	50.7%	0	0	0.0%
Butter A Bulk (U)	25kg [003421]	50	175	28.6%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	50	175	28.6%	0	0	0.0%
Par Butter (S)(F)	20x500g [003418]	110	360	30.6%	90	140	64.3%	-28	60	-46.7%	40	0	0.0%	10	160	6.3%	-3	0	0.0%	0	0	0.0%
PnP Choice Butter S P	30x500g [003204]	118,290	149,400	79.2%	71,094	43,905	161.9%	418	3,555	11.8%	21,876	35,085	62.6%	11,073	18,780	59.0%	13,730	48,075	28.6%	0	0	0.0%
Buttermilk Carton GT	500ml [007279]	9,420	17,084	55.1%	3,782	6,503	58.2%	768	940	81.5%	854	2,409	35.5%	2,171	2,754	78.8%	1,849	4,478	41.3%	0	0	0.0%
Par Dairy Cust	12X1L [006231]	81,805	106,776	76.6%	34,812	39,036	89.2%	3,088	4,056	75.6%	15,359	22,308	68.8%	5,876	3,252	180.7%	22,660	38,124	59.5%	0	0	0.0%
Par Dairy Cust	10X500ml [006229]	9,136	16,310	56.0%	3,965	7,830	50.6%	257	1,210	21.2%	1,330	2,215	60.0%	1,488	1,780	83.1%	2,097	3,265	64.2%	0	0	0.0%
PnP Choice UHT Custard	12X1L [006598]	94,540	110,052	85.9%	49,400	56,820	87.0%	4,672	5,580	83.7%	20,888	16,428	127.8%	3,337	3,098	107.8%	16,093	28,128	57.2%	0	0	0.0%
Aylob DairySoft Neopl	2L [009229]	16,590	4,896	338.8%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	16,590	4,896	338.8%	0	0	0.0%
Classic Vanilla	5L [000110]	3,785	8,360	45.2%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	3,785	8,360	45.2%	0	0	0.0%
Dairy Soft StrvVanilla	2L [020214]	25,644	14,384	178.3%	4,730	9,570	49.4%	0	0	0.0%	0	0	0.0%	904	18	5022.2%	20,010	4,796	417.2%	0	0	0.0%
Dairy Soft ToffeeVanilla	2L [020216]	24,434	14,434	169.3%	4,188	8,628	48.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	20,246	5,806	348.7%	0	0	0.0%
Dairy Soft Vanilla	2L [020107]	30,580	17,180	178.0%	4,808	9,016	53.3%	0	0	0.0%	0	0	0.0%	1,172	76	1542.1%	24,600	8,088	304.2%	0	0	0.0%
Froz Yog Bl/Curl/Ltchi	1L [000878]	1,150	764	160.5%	243	384	63.3%	0	0	0.0%	0	0	0.0%	0	0	0.0%	907	380	238.7%	0	0	0.0%
Froz Yog Strawberry	1L [000173]	1,663	907	183.4%	256	429	59.7%	0	0	0.0%	0	0	0.0%	0	0	0.0%	1,407	478	294.4%	0	0	0.0%
Froz Yog Wildberries	1L [000175]	1,461	438	333.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	1,461	438	333.8%	0	0	0.0%
Gelato Cherry Almond	2L [020089]	8,040	3,478	231.2%	1,042	1,960	53.2%	0	0	0.0%	0	0	0.0%	0	0	0.0%	6,998	1,518	461.0%	0	0	0.0%
Gelato Chocolate	2L [020094]	10,784	4,218	255.7%	1,568	1,278	122.7%	0	0	0.0%	0	0	0.0%	0	0	0.0%	9,216	2,940	313.5%	0	0	0.0%
Gelato Rum & Raisin O	2L [020060]	8,718	3,330	261.8%	1,050	1,458	72.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	7,668	1,872	409.8%	0	0	0.0%
Gelato StrawberryVanilla	2L [020078]	5,464	2,438	224.1%	998	1,500	66.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	4,466	938	476.1%	0	0	0.0%
Gelato Toffee & Nut	2L [000133]	1,330	1,304	102.0%	966	1,304	74.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	364	0	0.0%	0	0	0.0%
Gelato Vanilla	2L [020065]	13,720	6,372	215.3%	1,328	2,160	61.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	12,392	4,212	294.2%	0	0	0.0%
Gelato Vanilla Fudge	2L [000121]	1,702	1,162	146.6%	1,242	1,128	110.1%	0	0	0.0%	0	0	0.0%	0	0	0.0%	460	34	1352.9%	0	0	0.0%
Lite Treat Cape Berries	1L [000984]	725	576	125.9%	210	363	57.9%	0	0	0.0%	0	0	0.0%	0	0	0.0%	515	213	241.8%	0	0	0.0%
Lite Treat Vanilla	1L [000389]	907	593	153.0%	269	339	79.4%	0	0	0.0%	0	0	0.0%	0	0	0.0%	638	254	251.2%	0	0	0.0%
Royalty Blueberry C/Cake	2L [000155]	15,232	6,758	225.4%	2,018	2,002	100.8%	0	0	0.0%	0	0	0.0%	746	186	401.1%	12,468	4,570	272.8%	0	0	0.0%
Royalty Choc Mint Fudge	2L [000099]	1,076	1,250	86.1%	914	832	109.9%	0	0	0.0%	0	0	0.0%	0	0	0.0%	162	418	38.8%	0	0	0.0%
Royalty Dutch Chocolate	2L [000143]	9,238	1,440	641.5%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	9,238	1,440	641.5%	0	0	0.0%
Royalty Lemon Meringue	2L [000304]	6,000	1,008	595.2%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	6,000	1,008	595.2%	0	0	0.0%
Royalty Passion Fruit	2L [000983]	972	978	99.4%	854	720	118.6%	0	0	0.0%	0	0	0.0%	0	0	0.0%	118	258	45.7%	0	0	0.0%
Royalty Tin Roof	2L [000149]	18,386	8,004	229.7%	2,040	1,492	136.7%	0	0	0.0%	0	0	0.0%	0	214	0.0%	16,346	6,298	259.5%	0	0	0.0%
Royalty Vanilla	2L [000140]	26,196	10,890	240.6%	2,414	1,366	174.2%	0	0	0.0%	0	0	0.0%	1,044	202	516.8%	22,738	9,302	244.4%	0	0	0.0%
Par Yog Apricot LF	1L [007976]	14,621	20,325	71.9%	6,905	13,261	52.1%	817	1,145	71.4%	912	1,207	75.6%	2,820	2,183	129.2%	3,167	2,529	125.2%	0	0	0.0%
Par Yog Apricot LF	175g [008952]	3,525	5	70500.0%	1,551	5	31020.0%	85	0	0.0%	317	0	0.0%	553	0	0.0%	1,019	0	0.0%	0	0	0.0%
Par Yog Apricot LF	175ml [008802]	-8	8,568	-0.1%	-5	3,525	-0.1%	98	0	0.0%	0	466	0.0%	-2	681	-0.3%	-1	3,796	0.0%	0	0	0.0%
Par Yog Apricot LF	500ml [007861]	3,692	5,159	71.6%	2,484	3,891	63.3%	218	395	55.2%	400	854	61.2%	610	219	278.5%	0	0	0.0%	0	0	0.0%
Par Yog Bulgarian LF	175g [008958]	5,845	5	116900.0%	2,348	5	46980.0%	123	0	0.0%	443	0	0.0%	638	0	0.0%	2,293	0	0.0%	0	0	0.0%
Par Yog Bulgarian LF	175ml [008804]	-22	10,912	-0.2%	-15	5,812	-0.3%	139	0	0.0%	1,291	0	0.0%	-8	789	-0.8%	-2	3,626	-0.1%	0	0	0.0%
Par Yog Choc Chip LF	8x6x100g [008919]	5,966	0	0.0%	2,903																	

Par Yog FruitSalad LF 175g [008953]	3,322	5	60440.0%	1,353	5	27060.0%	129	0	0.0%	349	0	0.0%	534	0	0.0%	956	0	0.0%	0	0	0.0%
Par Yog FruitSalad LF 175ml [008801]	-17	9,184	-0.2%	-12	3,348	-0.4%	0	116	0.0%	0	854	0.0%	-2	618	-0.3%	-3	4,248	-0.1%	0	0	0.0%
Par Yog FruitSalad LF 500ml [007964]	3,275	5,159	63.5%	2,098	3,804	55.2%	252	558	45.2%	273	608	44.9%	652	189	345.0%	0	0	0.0%	0	0	0.0%
Par Yog Granadilla LF 1L [008878]	9,683	14,169	68.2%	3,684	8,834	41.7%	774	803	96.4%	1,494	166	900.0%	1,574	1,873	84.0%	2,137	2,483	85.7%	0	0	0.0%
Par Yog Granadilla LF 175g [008876]	2,071	7,750	26.7%	846	4,012	21.1%	78	165	47.3%	137	207	60.2%	363	528	69.0%	647	2,840	22.8%	0	0	0.0%
Par Yog Granadilla LF 500ml [008877]	1,752	2,088	83.9%	920	1,488	61.8%	156	127	122.8%	96	11	872.7%	581	462	125.8%	-1	0	0.0%	0	0	0.0%
Par Yog Plain LF 1L [007995]	28,255	40,756	69.3%	11,708	22,819	51.3%	1,064	1,425	74.7%	2,186	3,451	63.3%	4,872	4,295	113.4%	8,425	8,766	96.1%	0	0	0.0%
Par Yog Plain LF 500ml [007963]	4,439	6,802	65.3%	2,941	4,646	63.3%	267	581	46.0%	25	79	31.6%	1,207	1,496	80.7%	0	0	0.0%	0	0	0.0%
Par Yog Simply Aloe LF 1L [008875]	6,431	12,090	53.2%	2,031	6,207	32.7%	195	589	33.1%	910	187	488.8%	1,091	1,732	63.0%	2,204	3,375	65.3%	0	0	0.0%
Par Yog Simply Aloe LF 175g [008873]	1,860	10,173	18.3%	651	3,875	16.8%	53	163	32.5%	85	310	27.4%	162	568	28.5%	910	5,257	17.3%	0	0	0.0%
Par Yog Simply Aloe LF 500ml [008874]	797	1,912	41.7%	404	1,348	30.0%	45	154	29.2%	38	0	0.0%	311	410	75.9%	0	0	0.0%	0	0	0.0%
Par Yog Smooth 4x100ml [008799]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Par Yog Smth Vanil LF 175g [008957]	4,102	5	82040.0%	1,449	5	28980.0%	90	0	0.0%	436	0	0.0%	416	0	0.0%	1,711	0	0.0%	0	0	0.0%
Par Yog Smth Vanil LF 1L [008265]	16,129	16,258	99.2%	7,005	9,574	73.2%	845	1,047	80.7%	2,060	3,021	68.2%	2,241	2,281	98.2%	3,978	335	1187.5%	0	0	0.0%
Par Yog Smth Vanil LF 175ml [008294]	-9	4,846	-0.2%	-5	2,424	-0.2%	0	64	0.0%	0	465	0.0%	-4	596	-0.7%	-1	1,297	-0.1%	0	0	0.0%
Par Yog Stewed FritCust LF 1L [008881]	11,421	9,669	118.1%	4,109	5,732	71.7%	818	800	102.3%	1,588	184	863.0%	1,952	1,703	114.6%	2,954	1,250	236.3%	0	0	0.0%
Par Yog Stewed FritCust LF 175g [008879]	2,337	9,322	25.1%	932	4,128	22.6%	115	156	73.7%	193	255	75.7%	284	555	51.2%	814	4,228	19.3%	0	0	0.0%
Par Yog Stewed FritCust LF 500ml [008880]	2,038	2,086	97.7%	1,092	1,432	76.3%	117	200	58.5%	89	0	0.0%	741	454	163.2%	0	0	0.0%	0	0	0.0%
Par Yog Strawberry FF 1L [008859]	16,281	18,495	88.0%	6,088	8,557	71.1%	1,187	1,178	100.8%	2,120	2,661	79.7%	2,927	2,770	105.7%	3,959	3,329	118.9%	0	0	0.0%
Par Yog Strawberry LF 1L [007987]	24,511	31,969	76.7%	11,164	18,759	59.6%	1,409	2,213	63.7%	3,220	3,538	91.0%	4,211	3,614	116.5%	4,507	3,845	117.2%	0	0	0.0%
Par Yog Strawberry LF 175g [008850]	5,199	0	0.0%	2,417	0	0.0%	158	0	0.0%	579	0	0.0%	789	0	0.0%	1,256	0	0.0%	0	0	0.0%
Par Yog Strawberry LF 175ml [008890]	-17	11,289	-0.2%	-5	4,890	-0.1%	-4	176	-2.3%	0	897	0.0%	-7	872	-0.6%	-2	4,454	0.0%	0	0	0.0%
Par Yog Strawberry LF 500ml [007962]	4,948	7,292	67.6%	3,361	5,142	65.4%	333	603	55.2%	418	670	62.4%	837	877	95.4%	0	0	0.0%	0	0	0.0%
Yog Choc Chip LF 500ml [007640]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yog Frit BanFrsal Str LF 6x100g [008943]	6,368	0	0.0%	2,872	0	0.0%	190	0	0.0%	1,156	0	0.0%	838	0	0.0%	1,310	0	0.0%	0	0	0.0%
Yog Frit BcherAprStr FF 6x100g [008944]	6,657	0	0.0%	2,786	0	0.0%	227	0	0.0%	1,213	0	0.0%	673	0	0.0%	1,758	0	0.0%	0	0	0.0%
Yog Frit BcherAprStr FF 6x125ml [008904]	-17	0	0.0%	-16	0	0.0%	0	0	0.0%	0	0	0.0%	-1	0	0.0%	-1	0	0.0%	0	0	0.0%
Yog Frit Gr Apr Str LF 6x100g [008942]	5,827	0	0.0%	2,010	0	0.0%	202	0	0.0%	979	0	0.0%	1,058	0	0.0%	1,579	0	0.0%	0	0	0.0%
Yog Frit Gr Apr Str LF 6x125ml [008900]	-23	0	0.0%	-1	0	0.0%	0	0	0.0%	0	0	0.0%	-23	0	0.0%	0	0	0.0%	0	0	0.0%
Yog FritBanFrsal Str LF 6x125ml [008901]	-1	0	0.0%	-1	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yog Fruit O/T Cape LF 175ml [007480]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yog Fruit O/T Cape LF 500ml [007625]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yog Granadilla LF 175ml [007485]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yog Granadilla LF 500ml [007610]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yog Sm Apr Ban Str LF 6x100ml [008902]	32,328	61,096	52.9%	14,248	29,093	49.0%	1,223	2,562	47.7%	7,138	19,386	36.8%	6,446	6,535	98.6%	3,273	3,520	93.0%	0	0	0.0%
Yog SmStrFrsal Gran LF 6x100ml [008903]	45,707	58,888	77.6%	19,535	27,875	70.1%	1,060	2,813	37.7%	12,281	17,103	71.8%	8,839	6,266	141.1%	3,992	4,841	82.5%	0	0	0.0%
Yog Smth Strawber LF 6x100ml [008914]	34,486	29,312	117.7%	13,377	12,967	103.2%	1,124	1,735	64.8%	11,031	9,702	113.7%	6,124	2,540	241.1%	2,830	2,368	119.5%	0	0	0.0%
Yog StrawBan LF 175ml [007490]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yog Ychm Banrae CaoStr 6x100ml [008906]	37,862	40,280	94.0%	15,098	16,278	92.8%	1,087	1,596	68.7%	11,420	15,495	73.7%	5,273	2,368	222.7%	4,973	4,543	109.5%	0	0	0.0%
Yog Ychm Strawber LF 6x100ml [008916]	32,830	30,090	109.1%	13,973	13,019	107.3%	1,223	1,287	95.0%	10,045	10,912	92.1%	4,313	1,984	217.4%	3,276	2,888	113.4%	0	0	0.0%
Yog Ychm VanstTapStr 6x100ml [008905]	48,285	66,486	72.6%	24,076	32,249	74.7%	1,715	2,959	58.0%	12,127	20,110	60.3%	5,173	4,027	128.5%	5,193	7,141	72.7%	0	0	0.0%
Yog Yumchum Assort 4x100ml [008268]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yoghurt FSI Bulgarian 5L [007928]	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yoghurt FSI Fruit Salad 5L [007930]	0	25	0.0%	0	0	0.0%	0	0	0.0%	0	25	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Yoghurt FSI Strawberry 5L [007929]	0	15	0.0%	0	0	0.0%	0	0	0.0%	0	15	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
<b>Yoghurt Assort</b>	<b>13,988</b>	<b>1,222.6%</b>	<b>87.7%</b>	<b>4,804</b>	<b>350.3%</b>	<b>73.8%</b>	<b>3,181</b>	<b>4,999</b>	<b>64.0%</b>	<b>57,468</b>	<b>249,072</b>	<b>77.9%</b>	<b>19,556</b>	<b>114,500</b>	<b>111.8%</b>	<b>27,338</b>	<b>312,833</b>	<b>115.4%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>

SHOPRITE	TOTAL			GAUTENG			FREE STATE			NATAL			EASTERN CAPE			WESTERN CAPE			OTHER		
	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC									
All Items	5,833,706	5,302,104	110.0%	2,454,462	2,142,889	114.5%	508,815	522,551	97.4%	704,229	774,075	91.0%	1,353,132	1,186,100	114.1%	813,068	676,480	120.2%	0	0	0
Bon Blanc Loaf 8X2.25kg [003058]	31	324	9.7%	-3	144	-1.7%	0	0	0	18	126	14.3%	5	18	28.7%	11	36	29.9%	0	0	0
Bon Ched 1st Vac 1.25Kg-20kg [002631]	9588	3080	311.3%	2383	20	11917.1%	4719	2900	162.7%	774	140	552.7%	0	20	0.0%	1711	0	0	0	0	0
Ched Grated FW 3X2kg [002813]	3138	3994	87.3%	0	6	0.0%	894	984	90.8%	30	48	62.5%	174	228	76.3%	2040	2328	87.6%	0	0	0
Ched Loaf 1st 8X2.25kg [002111]	3	216	1.4%	56	144	39.2%	40	36	110.4%	-52	0	0	-43	18	-236.2%	1	18	5.3%	0	0	0
Ched Mat Loaf 1st 8X2.25kg [002231]	62	396	15.6%	19	378	5.0%	0	0	0	0	0	0	0	0	43	18	237.1%	0	0	0	0
Chesso Loaf 8x2.25kg [003699]	2	90	2.7%	0	0	0	0	0	0	0	0	2	90	2.7%	0	0	0	0	0	0	0
Par Bon Blanc Res FW 26x230g [002247]	306	366	83.6%	108	108	99.6%	0	0	0	75	84	89.8%	20	36	56.2%	103	138	74.5%	0	0	0
Par Bon Blanc SSeal Cuts 10kg [001171]	881	3700	23.3%	30	600	5.0%	0	0	0	180	-0.3%	84	460	18.2%	748	2480	30.2%	0	0	0	0
Par Ched Mat Res FW 26x230g [002274]	497	1866	26.7%	189	550	34.3%	0	66	0.7%	74	478	15.5%	45	132	34.3%	189	640	29.5%	0	0	0
Par Ched Mat SSeal Cuts 10kg [002136]	1230	2240	54.9%	772	1390	55.5%	0	0	0	20	0.0%	459	780	58.8%	0	50	-0.4%	0	0	0	0
Par Ched Res FW 26x230g [002273]	1305	1665	78.4%	574	695	82.6%	63	90	70.5%	309	341	90.5%	114	60	190.1%	245	479	51.2%	0	0	0
Par Ched SSeal Cuts 2x10kg [002130]	63148	61780	102.2%	12287	12520	98.1%	4993	5480	91.1%	3403	4400	77.3%	10451	10460	99.9%	32014	28920	110.7%	0	0	0
Par Chesso SSeal Cuts 10kg [002137]	8234	7610	81.9%	3122	1190	262.4%	134	0	0	489	910	53.8%	1078	1660	64.6%	1411	3850	36.7%	0	0	0
Par EvrydayChase Zip FW 12x250g [001658]	341	471	72.5%	141	171	82.3%	0	3	0.0%	93	105	88.6%	20	21	95.2%	88	171	51.2%	0	0	0
Par Salad Chase Zip FW 12x250g [001657]	83	105	69.5%	45	38	124.3%	0	6	0.0%	9	21	40.5%	5	6	75.2%	5	38	12.5%	0	0	0
Bon Blanc Block 1st 2x10kg [003054]	13	0	0	-1	0	0	0	0	0	16	0	0	-3	0	0	0	0	0	0	0	0
Ched Block 1st 2X10kg [002021]	11761	32660	36.0%	176	1060	16.8%	659	4100	16.1%	9590	22840	42.0%	1327	4600	28.8%	10	60	15.7%	0	0	0
Ched Mat Blk 1st 2x10kg [002238]	0	120	0.0%	0	120	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Chesso Block 1st 2x10kg [003736]	2579	10260	25.1%	524	2820	20.0%	1058	960	110.2%	656	6280	10.4%	342	400	85.4%	0	0	0	0	0	0
CoLChesse LF Smooth 2Kg [007415]	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Par CChase Cream Smooth 200g [006705]	2519	2160	116.6%	604	442	136.7%	134	137	98.0%	248	265	93.5%	444	316	140.6%	1088	1000	108.8%	0	0	0
Par CChase FF BPeppSmith 200g [006711]	-103	1194	-8.6%	-17	284	-6.1%	-1	30	-4.7%	-7	231	-2.9%	-45	75	-19.7%	-83	574	-11.0%	0	0	0
Par CChase FF Chunky 200g [006712]	1726	1738	99.3%	531	529	100.3%	88	98	90.2%	200	244	82.0%	168	108	158.3%	739	761	97.1%	0	0	0
Par CChase FF Smooth 200g [006709]	2238	2107	106.2%	592	560	105.6%	149	120	124.2%	208	301	69.0%	359	227	158.2%	930	999	103.5%	0	0	0
Par CChase LF Chunky 200g [006707]	1643	1596	103.0%	369	377	98.0%	74	70	105.7%	205	138	148.8%	215	182	118.2%	779	829	94.0%	0	0	0
Par CChase LF Chr Chiv 200g [006709]	2246	2187	102.7%	508	554	91.7%	120	97	123.5%	242	259	93.5%	202	118	171.4%	1174	1169	101.3%	0	0	0
Par CChase LF Ital Chnk 200g [006710]	-79	1259	-6.3%	-35	271	-12.6%	0	56	0.0%	-4	155	-2.6%	-10	62	-16.1%	-30	715	-4.3%	0	0	0
Par CChase LF Smooth 200g [006706]	2050	1885	108.7%	490	414	118.4%	142	114	124.2%	242	239	101.4%	332	221	150.4%	843	897	94.0%	0	0	0
CrChs Smoked Ham 12x100g [011786]	190	291	65.3%	90	161	55.9%	12	16	77.5%	33	42	77.4%	12	13	93.8%	43	59	72.9%	0	0	0
CrChs Smoked Salmon 12x100g [010791]	156	313	49.8%	74	152	48.4%	7	20	35.0%	31	44	69.3%	10	20	49.5%	35	77	45.3%	0	0	0
CrChs SprOnionChive 12x100g [010792]	213	331	64.4%	106	175	60.8%	14	16	88.1%	41	50	82.4%	13	13	100.8%	39	77	50.3%	0	0	0
CrChs Traditional 12x100g [010780]	239	457	52.3%	115	256	45.0%	14	13	106.2%	48	65	73.2%	18	23	70.4%	46	100	46.2%	0	0	0
Par CrChs Smoked Ham 12x150g [012107]	448	0	0	271	0	0	12	0	0	131	0	35	0	0	0	0	0	0	0	0	0
Par CrChs Smoked Salmon 12x150g [012105]	451	0	0	281	0	0	10	0	0	133	0	28	0	0	0	0	0	0	0	0	0
Par CrChs Spr/On/Chives12x150g [012103]	483	0	0	290	0	0	12	0	0	151	0	30	0	0	0	0	0	0	0	0	0
Par CrChs Traditional 12x150g [012101]	473	0	0	293	0	0	12	0	0	138	0	30	0	0	0	0	0	0	0	0	0
S/Berg CrChs Fir/Herbs 12x230g [011992]	640	700	91.4%	184	361	51.0%	28	52	54.4%	95	53	179.7%	56	77	73.2%	278	154	179.4%	0	3	0
S/Berg CrChs Gar & Par 12x230g [010460]	693	466	148.7%	157	190	82.6%	21	14	149.5%	207	113	183.0%	55	46	118.6%	254	103	248.5%	0	0	0
S/Berg CrChs Rald Pepr 12x230g [011785]	599	543	110.3%	131	189	69.2%	34	44	76.3%	117	88	133.3%	39	56	69.6%	278	166	167.4%	0	0	0
S/Berg CrChs Sm/Ham 12x230g [011993]	2024	1721	117.6%	632	656	96.4%	112	117	95.7%	295	237	124.3%	161	208	77.6%	823	503	163.7%	0	0	0
S/Berg CrChs Sm/Salmon 12x230g [010140]	1727	873	197.9%	533	327	163.0%	71	40	177.1%	251	183	154.1%	114	75	151.5%	759	268	283.0%	0	0	0
S/Berg CrChs Spr/On/Ch 12x230g [011994]	1586	1529	103.7%	550	645	85.3%	69	77	89.3%	288	280	102.8%	115	143	80.4%	564	384	147.0%	0	0	0
S/Berg CrChs Tngy Must 12x230g [010142]	624	403	154.8%	176	162	108.6%	32	29	111.0%	112	52	215.0%	55	60	92.4%	248	100	248.4%	0	0	0
S/Berg CrChs Trad 12x230g [011991]	1709	1742	98.1%	625	833	75.0%	81	105	77.5%	279	304	91.8%	126	152	83.1%	598	348	171.8%	0	0	0
Par Phetta Cape Herbs 12x150g [012008]	283	744	38.0%	153	21	728.6%	7	702	1.0%	43	0	0	79	21	377.1%	0	0	0	0	0	0
Par Phetta Cape Herbs 12x400g [011954]	1086	2565	42.4%	542	173	313.6%	105	653	16.1%	122	1483	8.3%	211	256	82.3%	106	0	0	0	0	0
Par Phetta Trad 12x150g [012007]	382	655	58.2%	171	47	363.8%	14	546	2.6%	77	13	595.4%	99	49	202.0%	0	0	0	0	0	0
Par Phetta Trad 12x400g [011956]	1312	3003	43.7%	559	351	159.3%	151	600	25.1%	210	1613	13.0%	286	439	65.1%	106	0	0	0	0	0
S/Berg Feta B/Pepper 12x225g [011998]	1498	1218	123.0%	592	540	109.6%	123	108	114.0%	210	202	104.0%	199	137	145.2%	374	231	161.7%	0	0	0
S/Berg Feta B/Pepper 12x400g [011984]	2533	2044	123.9%	1142	1248	91.8%	185	151	122.4%	208	101	206.9%	288	194	148.2%	711	350	203.1%	0	0	0
S/Berg Feta Cape Herbs 12x225g [011999]	1388	1110	125.0%	540	478	112.9%	98	81	107.6%	205	217	94.5%	165	128	130.9%	380	198	192.2%	0	0	0
S/Berg Feta Cape Herbs 12x400g [011985]	2103	1816	115.8%	743	1113	66.8%	143	91	157.4%	228	154	147.8%	256	170	150.6%	733	288	254.6%	0	0	0
S/Berg Feta Trad 12x400g [011824]	3604	5596	64.4%	1686	3734	45.2%	138	280	52.0%	527	518	101.7%	381	326	110.7%	892	758	117.7%	0	0	0
S/Berg Feta Trad 24x225g [011825]	2965	2456	120.7%	1276	1122	113.7%	150	137	109.5%	547	534	102.3%	296	260	113.9%	667	403	172.9%	0	0	0
S/Berg Feta Trad R/Fat 12x225g [010771]	902	444	203.2%	326																	

Gouda Rnd Baby 1st	16X500g [001323]	1042	2304	45.2%	562	1312	46.1%	89	152	65.3%	26	104	25.2%	73	152	47.7%	252	584	43.2%	0	0	/0	
Gouda Round 1st	2X3.5kg [001021]	11294	29925	37.7%	625	1141	54.8%	1179	1757	67.1%	8577	24220	35.4%	906	2058	44.0%	7	749	1.0%	0	0	/0	
Blue Random Heads	2x3.2kg [011884]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	0	0	0	/0	
S/Berg Crmy Blue Wedge	24x125g [011810]	1484	627	236.8%	516	285	180.9%	61	42	146.1%	205	96	207.1%	145	63	230.0%	558	138	404.0%	0	0	/0	
S/Berg Simonzola Wedge	12x150g [011925]	268	264	101.5%	120	78	153.3%	8	19	55.0%	28	36	78.8%	44	33	131.8%	88	102	86.2%	0	0	/0	
S/Berg Brie Wedge	12x125g [011868]	1070	764	140.1%	273	230	118.0%	27	24	112.6%	204	160	138.3%	95	110	85.0%	471	250	188.4%	0	0	/0	
S/Berg Cambert G/Pepper	6x125g [011946]	194	162	119.5%	77	61	126.7%	10	8	120.3%	12	17	126.8%	6	0	262.0%	60	66	91.1%	0	0	/0	
S/Berg Cambrieni	3x500g [011968]	74	89	74.2%	13	65	19.2%	0	2	0.0%	21	7	104.3%	6	2	300.0%	44	23	188.1%	0	0	/0	
S/Berg Cambert	12x125g [011857]	1159	785	147.6%	324	193	167.8%	22	34	65.4%	215	184	190.9%	90	77	116.7%	508	317	160.3%	0	0	/0	
Mozzarella Grated FW	3X2kg [002822]	84	438	19.2%	0	6	0.0%	0	0	/0	30	426	7.0%	18	0	/0	36	6	600.0%	0	0	/0	
Mozzarella Loaf	6x2kg [002819]	2053	3600	57.0%	1604	3036	52.8%	0	0	/0	427	204	206.1%	20	348	5.8%	2	12	15.8%	0	0	/0	
Par Mozzarella Vac	26x230g [002836]	866	839	103.2%	493	312	155.1%	0	0	/0	275	371	74.2%	7	24	27.3%	91	182	68.0%	0	0	/0	
Par Mozzarella Zip FW	12x250g [001858]	215	351	61.9%	60	78	76.3%	0	0	/0	107	147	72.4%	28	30	91.7%	22	96	22.4%	0	0	/0	
S/Berg Mozz Portions	12x300g [011839]	1160	1829	63.4%	347	702	49.4%	114	143	79.9%	134	263	50.6%	155	169	92.0%	410	552	74.3%	0	0	/0	
Bon Blanc RC Figs & Nuts	3kg [002279]	287	318	90.1%	77	171	45.0%	0	0	/0	30	30	98.5%	41	18	225.1%	139	99	140.9%	0	0	/0	
Bon Blanc RC Onion/Chives	3kg [002278]	214	177	121.1%	52	99	52.4%	0	0	/0	36	39	93.2%	32	12	268.8%	94	27	347.1%	0	0	/0	
Bon Blanc RC SDTomGarMary	3kg [002277]	294	306	96.1%	83	144	57.9%	0	0	/0	37	48	70.5%	35	21	165.1%	139	93	148.7%	0	0	/0	
Chse Proc Loaf B/Pepp	5x2kg [003780]	856	2030	42.1%	587	840	69.9%	143	710	20.1%	4	100	4.5%	112	160	69.9%	9	230	4.1%	0	0	/0	
Chse Proc Loaf Bitlong	5x2kg [003781]	2036	3040	67.0%	1240	1460	88.6%	244	700	34.8%	149	400	37.3%	109	180	60.8%	293	360	81.5%	0	0	/0	
Chse Proc Loaf Ched	5x2kg [003779]	2726	6660	40.9%	2063	3000	68.8%	269	1010	20.7%	81	1960	4.2%	124	190	65.3%	188	500	37.6%	0	0	/0	
Chse Proc Loaf S/Milk	5x2kg [003778]	3341	6610	50.6%	1871	2760	67.8%	219	736	29.0%	918	2330	36.4%	134	240	56.0%	207	550	37.6%	0	0	/0	
Melrose Bitlong ProSlc	15x400g [011046]	612	798	76.7%	426	534	79.8%	30	54	55.6%	30	188	82.1%	18	42	42.9%	0	0	/0	0	0	/0	
Melrose Bitlong ProSlc	30x200g [011054]	820	1068	76.8%	389	528	73.7%	66	82	91.7%	138	168	138.7%	23	84	27.4%	84	198	42.4%	0	0	/0	
Melrose Ched Pro Slc	15x400g [011048]	992	1080	91.0%	725	744	97.5%	24	60	40.0%	222	234	94.7%	21	42	50.5%	0	0	/0	0	0	/0	
Melrose Ched Pro Slc	30x200g [011056]	1007	1356	74.3%	503	696	72.3%	48	72	66.7%	330	252	130.9%	44	90	48.9%	82	246	33.4%	0	0	/0	
Melrose ChedLF Pro Slc	15x400g [011044]	696	762	91.3%	498	486	102.6%	12	36	33.3%	150	204	73.5%	36	76	100.0%	0	0	/0	0	0	/0	
Melrose ChedLF Pro Slc	30x200g [011052]	678	1044	64.9%	240	540	44.4%	36	42	85.7%	306	188	164.9%	18	32	25.0%	78	204	38.2%	0	0	/0	
Melrose Smilk Pro Slc	15x400g [011050]	1114	1086	102.6%	762	756	100.8%	36	54	66.7%	294	246	119.5%	22	30	74.7%	0	0	/0	0	0	/0	
Melrose Smilk Pro Slc	30x200g [011058]	1184	1386	85.4%	570	684	83.9%	66	90	73.3%	420	282	148.9%	39	84	46.0%	0	246	36.4%	0	0	/0	
Par B/Blanc ProSlcice FW	30x200g [003828]	181	270	67.2%	80	126	63.3%	-4	6	-66.7%	47	66	70.9%	24	30	81.3%	34	42	81.0%	0	0	/0	
Par Blit ProcSlcice FW	30x200g [003826]	1670	2700	61.8%	578	1284	45.0%	95	258	37.0%	654	774	84.5%	180	90	200.0%	162	284	55.2%	0	0	/0	
Par Blit ProcSlcice FW	15x400g [003835]	1185	2202	53.8%	807	1818	44.4%	84	84	100.0%	134	294	100.0%	0	0	/0	0	6	0.0%	0	0	/0	
Par Ched ProcSlcice FW	30x200g [003816]	3477	4224	82.3%	1389	1890	73.5%	135	534	26.2%	1972	1368	100.3%	340	186	183.0%	241	246	95.1%	0	0	/0	
Par Ched ProcSlced FW	15x400g [003820]	5128	7308	70.2%	3956	5956	66.4%	84	78	107.7%	524	840	62.4%	150	174	86.2%	413	258	160.2%	0	0	/0	
Par Gouda ProcSlcice FW	15x400g [003819]	7100	10116	70.2%	5297	7842	67.5%	222	174	127.8%	764	1332	57.3%	216	174	124.1%	602	594	101.3%	0	0	/0	
Par Gouda ProcSlcice FW	30x200g [003815]	4701	5418	86.6%	1984	2454	80.8%	191	708	26.9%	1621	1692	107.6%	357	345	119.9%	360	276	130.3%	0	0	/0	
Par SMilk ProcSlcice FW	15x400g [001196]	1671	2592	76.0%	1482	2142	69.2%	132	132	100.0%	112	112	114.5%	274	126	217.1%	275	390	70.6%	0	0	/0	
Par SMilk ProcSlcice FW	30x200g [001175]	3132	3648	85.9%	1188	1560	76.2%	138	348	39.5%	1257	1224	102.7%	340	186	183.0%	0	-2	-1.0%	0	0	/0	
Melrose Sprd Bacon	3x8x400g [012999]	1556	1369	113.6%	1255	1077	116.5%	267	208	128.3%	14	38	41.1%	22	35	61.7%	400	222	180.2%	0	0	/0	
Melrose Sprd Bacon	4x8x250g [011083]	2261	2214	102.1%	911	1068	85.3%	183	246	74.3%	313	248	127.0%	455	426	106.7%	0	21	0.0%	0	0	/0	
Melrose Sprd Bitlong	3x8x400g [012995]	2360	2241	105.3%	1558	1591	98.0%	316	280	112.9%	174	144	121.1%	311	205	151.8%	915	444	206.0%	0	0	/0	
Melrose Sprd Bitlong	4x8x250g [011081]	3708	3276	113.2%	1600	1560	100.6%	232	384	60.5%	367	294	124.9%	594	156	156.0%	-8	7	-108.0%	0	0	/0	
Melrose Sprd Cheddar	3x6x400g [012993]	2620	2405	108.9%	1732	1610	107.6%	210	235	89.5%	437	397	110.0%	249	156	156.0%	676	372	181.0%	0	0	/0	
Melrose Sprd Cheddar	4x6x250g [011082]	3507	3402	103.1%	1446	1452	99.6%	167	276	60.4%	749	792	94.6%	471	510	92.3%	0	7	0.0%	0	0	/0	
Melrose Sprd LFChed	3x8x400g [012998]	1448	1294	111.9%	1038	899	116.8%	83	135	61.6%	188	161	124.8%	138	112	122.0%	0	0	/0	0	0	/0	
Melrose Sprd LFChed	4x8x250g [011084]	1631	1662	98.1%	587	774	75.8%	66	180	37.6%	361	270	133.8%	266	234	113.8%	349	204	171.0%	0	0	/0	
Melrose Sprd LFSmik	4x8x250g [011085]	1687	1734	97.3%	760	852	89.2%	72	192	37.2%	305	228	133.9%	203	240	84.4%	347	222	158.4%	0	0	/0	
Melrose Sprd Smilk	3x8x400g [012994]	3465	3044	113.8%	2421	2172	111.5%	224	336	66.7%	504	429	97.2%	443	444	99.7%	607	696	130.3%	0	0	/0	
Melrose Sprd Smilk	4x8x250g [011080]	4214	4110	102.5%	1976	1920	102.9%	3	3	/0	409	397	125.7%	114	67	170.2%	377	205	183.8%	0	0	/0	
Melrose Prtn Ched	12x(12x18g) [011755]	1609	1340	120.0%	616	671	91.8%	3	3	/0	314	423	74.1%	106	68	156.0%	399	246	162.0%	0	0	/0	
Melrose Prtn Smilk	12x(12x18g) [011754]	1566	1397	112.1%	746	657	113.5%	3	3	86.3%	5	63	7.6%	52	85	60.7%	20	44	45.9%	0	0	/0	
Melrose Wdgs Bacon	3x8x200g [012935]	484	866	56.6%	357	527	67.8%	50	137	36.8%	9	164	64.0%	105	123	69.9%	77	92	84.1%	0	0	/0	
Melrose Wdgs Bitlong	3x8x200g [012933]	854	1202	71.0%	463	676	68.4%	110	157	69.5%	59	150	39.0%	62	119	52.1%	61	121	50.6%	0	0	/0	
Melrose Wdgs Ched	3x8x200g [012931]	826	1558	53.0%	507	778	65.1%	46	141	32.5%	150	117	108	59.5%	78	109	72.0%	96	96	100.0%	0	0	/0
Melrose Wdgs LF Ched	3x8x200g [012930]	822	1053	78.0%	471	527	89.4%	62	129	48.1%	26	5	525.0%	64	70	91.1%	108	106	100.0%	0	0	/0	
Melrose Wdgs LF Smilk	3x8x200g [012934]	868	906	73.6%	404	589	68.5%	69	136	50.4%	26	5	525.0%	64	70	91.1%	108	106	100.0%	0	0	/0	
Melrose Wdgs Smilk	3x8x200g [012932]	1329	1938	68.6%	716	1098	65.2%	123	166	63.0%	290	370	78.3%	96	104	92.6%	170	170	100.0%	0	0	/0	
				84.9%			81.1%			77.0%			54.0%			86.2%			112.3%			/0	
Bon Nect Guava	2L [004671]	2746	1540	138.0%	0	0	/0	0	0	/0	0	0	/0	2136	1540	138.7%	12	0	200.0%	0	0	/0	
Bon Nect Guava	250ml [004879]	825	407	129.0%	0	0	/0	0	0	/0	0	0	/0	516	398	129.4%	9	8	109.4%	0	0	/0	
Bon Nect Guava	500ml [004878]	842	780	106.5%	0	0	/0	0	0	/0	0	0	/0	842	790	108.5%	0	0	/0	0	0	/0	
Bon Nect Orange	2L [004668]	124	108	114.8%	0	0	/0	0	0	/0	0	0	/0	124	108	114.8%	0	0	/0	0	0	/0	
Bon Nect Orange	250ml [004870]	155	146																				

Par Fresh Apple 6x1.5L [009822]	594	0	/0	0	0	/0	0	0	/0	0	0	/0	594	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Apple 12x500ml [009846]	918	0	/0	78	0	/0	96	0	/0	414	0	/0	330	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Juice Regrade 1.5L [009871]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Juice Regrade 500ml [009870]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Mango 1.5L [009825]	16200	0	/0	10200	0	/0	795	0	/0	1959	0	/0	963	0	/0	2253	0	/0	0	0	/0	0	0	/0
Par Fresh Mango 6x1.5L [009824]	675	0	/0	0	0	/0	0	0	/0	0	0	/0	675	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Mango 12x500ml [009846]	1542	0	/0	210	0	/0	138	0	/0	714	0	/0	480	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Mango 500ml [009834]	4864	0	/0	3076	0	/0	46	0	/0	-160	0	/0	406	0	/0	1488	0	/0	0	0	/0	0	0	/0
Par Fresh Orange 1.5L [009821]	12927	0	/0	7589	0	/0	837	0	/0	1784	0	/0	575	0	/0	2183	0	/0	0	0	/0	0	0	/0
Par Fresh Orange 500ml [009832]	4474	0	/0	3329	0	/0	37	0	/0	-352	0	/0	352	0	/0	1108	0	/0	0	0	/0	0	0	/0
Par Fresh Orange 6x1.5L [009820]	729	0	/0	0	0	/0	0	0	/0	9	0	/0	720	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Orange 12x500ml [009844]	1338	0	/0	132	0	/0	228	0	/0	606	0	/0	372	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Pine&Carrot 12x500ml [009849]	1284	0	/0	66	0	/0	138	0	/0	570	0	/0	610	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Pine&Carrot 1.5L [009831]	12854	0	/0	6302	0	/0	1050	0	/0	1847	0	/0	1148	0	/0	2508	0	/0	0	0	/0	0	0	/0
Par Fresh Pine&Carrot 500ml [009837]	3577	0	/0	2084	0	/0	31	0	/0	-148	0	/0	374	0	/0	1237	0	/0	0	0	/0	0	0	/0
Par Fresh Pine&Carrot 6x1.5L [009830]	1026	0	/0	0	0	/0	0	0	/0	0	0	/0	1026	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh R/Grapefruit 12x500ml [009848]	986	0	/0	0	0	/0	102	0	/0	522	0	/0	342	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh R/Grapefruit 1.5L [009829]	9902	0	/0	4230	0	/0	842	0	/0	2045	0	/0	752	0	/0	2034	0	/0	0	0	/0	0	0	/0
Par Fresh R/Grapefruit 500ml [009836]	3280	0	/0	1761	0	/0	35	0	/0	-48	0	/0	352	0	/0	1178	0	/0	0	0	/0	0	0	/0
Par Fresh R/Grapefruit 6x1.5L [009828]	738	0	/0	0	0	/0	0	0	/0	0	0	/0	738	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Tropical 1.5L [009827]	18680	0	/0	12084	0	/0	1278	0	/0	1983	0	/0	1181	0	/0	2154	0	/0	0	0	/0	0	0	/0
Par Fresh Tropical 500ml [009835]	4988	0	/0	3078	0	/0	38	0	/0	-124	0	/0	537	0	/0	1465	0	/0	0	0	/0	0	0	/0
Par Fresh Tropical 6x1.5L [009829]	1053	0	/0	10	0	/0	0	0	/0	0	0	/0	945	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Tropical 12x500ml [009847]	1776	0	/0	234	0	/0	198	0	/0	822	0	/0	522	0	/0	0	0	/0	0	0	/0	0	0	/0
Cabana Granadilla PI 250ml [008103]	293	285	102.6%	3	9	27.8%	0	0	/0	69	87	78.7%	167	136	122.4%	56	53	105.2%	0	0	/0	0	0	/0
Cabana Granadilla PI 350ml [008357]	219	348	63.0%	0	0	/0	0	0	/0	0	0	/0	219	348	63.0%	0	0	/0	0	0	/0	0	0	/0
Cabana Granadilla PI 500ml [008111]	258	175	147.1%	5	7	64.3%	10	21	47.6%	74	54	137.0%	48	32	150.0%	121	61	198.4%	0	0	/0	0	0	/0
Cabana Granadilla PI Jug 2L [008050]	75374	49762	151.5%	13006	10392	125.2%	5464	2998	182.3%	12846	7602	169.0%	24540	20242	121.2%	19518	8528	228.9%	0	0	/0	0	0	/0
Cabana Mango PI 2L [008060]	22170	21092	105.1%	0	0	/0	0	0	/0	410	560	73.2%	21760	20532	106.0%	0	0	/0	0	0	/0	0	0	/0
Cabana Mango PI 350ml [008355]	1613	1658	97.3%	0	0	/0	0	0	/0	0	0	/0	1613	1658	97.3%	0	0	/0	0	0	/0	0	0	/0
Cabana Orang PI 350ml [008350]	2244	2127	105.5%	0	0	/0	0	0	/0	653	591	110.4%	1591	1536	103.6%	0	0	/0	0	0	/0	0	0	/0
Cabana Orange PI 2L [008035]	107838	73960	145.8%	22832	19960	114.4%	7518	4800	156.6%	16260	8764	185.5%	27882	28856	103.8%	33346	13580	245.8%	0	0	/0	0	0	/0
Cabana Orange PI 250ml [008172]	447	478	93.5%	14	15	91.7%	0	1	0.0%	109	157	69.1%	235	225	104.2%	90	80	112.5%	0	0	/0	0	0	/0
Cabana Orange PI 500ml [008109]	305	250	121.8%	15	25	58.0%	5	30	16.7%	89	65	136.2%	53	45	117.8%	144	85	168.8%	0	0	/0	0	0	/0
Cabana Orange PI Sq 1L [008174]	12560	8897	141.2%	0	0	/0	0	0	/0	194	393	49.4%	11791	8027	146.9%	575	477	120.5%	0	0	/0	0	0	/0
Cabana Peach PL 500ml [008131]	345	242	142.6%	16	28	57.1%	0	3	0.0%	87	65	133.8%	64	53	119.8%	179	93	191.9%	0	0	/0	0	0	/0
Cabana Peach PI 2L [008045]	92424	57680	160.2%	23830	20528	118.1%	7188	4866	147.7%	15236	9180	166.0%	12790	8080	158.3%	33380	15026	222.1%	0	0	/0	0	0	/0
Cabana Peach PI 250ml [008108]	358	441	81.2%	14	18	76.4%	0	13	0.0%	86	183	52.6%	141	117	120.7%	107	110	97.3%	0	0	/0	0	0	/0
Cabana Pine PI 350ml [008345]	2319	2581	90.6%	0	0	/0	0	0	/0	15	292	5.2%	2304	2269	101.5%	0	0	/0	0	0	/0	0	0	/0
Cabana Pineapple PI 2L [008055]	112458	70282	160.0%	19762	16590	119.3%	6050	3982	151.9%	15668	8868	178.9%	37776	31520	119.8%	32972	9322	353.7%	0	0	/0	0	0	/0
Cabana Pineapple PI 250ml [008158]	432	470	91.8%	14	13	105.8%	0	2	0.0%	101	110	92.0%	222	247	90.0%	94	98	96.2%	0	0	/0	0	0	/0
Cabana Pineapple PI 500ml [008112]	316	311	101.4%	18	23	78.3%	15	19	78.9%	82	124	65.7%	53	48	110.4%	148	97	152.6%	0	0	/0	0	0	/0
Cabana Pineapple PI Sq 1L [008178]	15949	11341	140.6%	0	0	/0	0	0	/0	226	378	59.8%	15078	10497	143.8%	645	486	138.4%	0	0	/0	0	0	/0
Cabana Trop PI 350ml [008340]	2160	2473	87.3%	0	0	/0	0	0	/0	16	326	4.9%	2144	2147	99.8%	0	0	/0	0	0	/0	0	0	/0
Cabana Tropical PI 2L [008040]	31596	30972	102.0%	0	0	/0	0	0	/0	0	0	/0	31596	30972	102.0%	0	0	/0	0	0	/0	0	0	/0
Cabana Tropical PI 250ml [008157]	47	112	42.0%	0	0	/0	0	0	/0	0	0	/0	47	112	42.0%	0	0	/0	0	0	/0	0	0	/0
Cabana Tropical PI Sq 1L [008145]	14121	10989	128.5%	0	0	/0	0	0	/0	134	510	26.3%	13987	10479	133.5%	0	0	/0	0	0	/0	0	0	/0
P/Joy UHT Apple 12X1L [004708]	37893	57288	65.9%	10005	18300	54.7%	1955	3240	60.3%	16518	21228	77.8%	3856	3348	115.2%	5359	11172	48.0%	0	0	/0	0	0	/0
P/Joy UHT Apple 8X3X200ml [004550]	1675	1651	101.4%	762	764	103.8%	153	227	67.5%	515	500	103.0%	91	97	94.0%	124	63	196.2%	0	0	/0	0	0	/0
P/Joy UHT CitTwist 12x1L [004476]	4530	12444	36.4%	2281	5244	43.1%	0	0	/0	546	3864	14.1%	242	1032	23.5%	1481	2304	64.3%	0	0	/0	0	0	/0
P/Joy UHT FrtBliz 12x1L [004470]	11720	21012	55.8%	4809	8504	50.0%	72	192	37.5%	4978	6432	77.4%	651	1632	39.9%	1210	3252	37.2%	0	0	/0	0	0	/0
P/Joy UHT FrtBliz 8x3x200ml [004489]	742	921	80.6%	470	593	79.3%	15	15	32.0%	259	278	93.2%	3	35	9.1%	5	0	/0	0	0	/0	0	0	/0
P/Joy UHT Litchi 12X1L [004710]	30222	37704	80.2%	9359	13704	68.3%	556	2424	64.2%	12154	12948	93.9%	3325	2076	160.2%	3828	6552	58.4%	0	0	/0	0	0	/0
P/Joy UHT Litchi 8X3X200ml [004569]	1168	1344	86.9%	880	906	96.8%	130	303	42.8%	67	24	280.0%	82	88	70.9%	29	20	144.0%	0	0	/0	0	0	/0
P/Joy UHT Mango 12X1L [004711]	42660	51504	82.8%	12782	16860	75.7%	2815	3684	71.0%	17515	18180	96.3%	4097	3216	127.4%	5671	9564	59.3%	0	0	/0	0	0	/0
P/Joy UHT Mango 8X3X200ml [004554]	1686	1945	66.7%	881	1042	84.6%	182	352	51.8%	483	457	105.7%	91	64	142.5%	48	30	160.0%	0	0	/0	0	0	/0
P/Joy UHT Orange 12X1L [004712]	31868	43896	72.1%	8288	14772	56.1%	2068	2568	80.5%	11959	14184	84.3%	3909	2384	165.4%	5444	10008	54.4%	0	0	/0	0	0	/0
P/Joy UHT Orange 8X3X200ml [004548]	1136	1230	92.3%	591	593	99.7%	144	198	72.7%	295	341	86.6%	62	69	90.4%	43	29	149.0%	0	0	/0	0	0	/0
P/Joy UHT Peach 12X1L [004713]	28674	40716	70.4%	8347	14412	57.9%	1728	2820	61.3%	11457	13644	84.0%	3343	1992	167.8%	3799	7848	48.4%	0	0	/0	0	0	/0
P/Joy UHT Peach 8X3X200ml [004558]	1238	1513	81.9%	683	820	83.3%	139	258	53.7%	296	337	87.8%	86	73	118.4%	34	24	140.0%	0	0	/0	0	0	/0
P/Joy UHT Pineapple 1L [004505]	550	0	/0	0	0	/0	0	0	/0	-23	0	/0	573	0	/0	0	0	/0	0	0	/0	0	0	/0
P/Joy UHT Pineapple 12X1L [004988]	6336	0	/0	48	0	/0	48	0	/0	4332	0	/0	1908	0	/0	0	0	/0	0	0	/0			

Par Mighty Milk Marula 6x300ml [009857]	509	0	/0	0	0	/0	0	0	/0	130	0	/0	239	0	/0	140	0	/0	0	0	/0
Par Mighty Milk SBerry 6x300ml [009851]	525	0	/0	0	0	/0	40	0	/0	99	0	/0	193	0	/0	193	0	/0	0	0	/0
Par Mighty Milk PchMelb 6x300ml [009859]	449	0	/0	0	0	/0	40	0	/0	85	0	/0	132	0	/0	193	0	/0	0	0	/0
Steri Stumpie B/Gum 15X350ml [006426]	3276	3555	92.1%	1056	1072	98.6%	534	490	109.1%	452	647	69.8%	383	873	50.8%	851	873	126.4%	0	0	/0
Steri Stumpie Banana 15X350ml [006421]	4307	4347	96.1%	931	841	110.7%	513	447	114.8%	495	651	76.0%	1212	1586	77.9%	1166	852	135.0%	0	0	/0
Steri Stumpie C/Soda 15X350ml [006423]	6398	8546	97.7%	2391	2014	118.7%	960	654	148.7%	543	719	76.1%	1427	2215	64.5%	1077	951	113.2%	0	0	/0
Steri Stumpie Choc 15X350ml [006422]	14216	16410	86.6%	4289	3735	114.8%	1639	1337	122.8%	1510	2136	70.7%	3352	4628	72.4%	3426	4574	74.9%	0	0	/0
Steri Stumpie Sberry 15X350ml [006424]	14805	14584	101.5%	4649	3923	118.6%	1840	1860	110.9%	1131	1198	94.4%	3445	4442	77.6%	3740	3361	111.3%	0	0	/0
Steri Stumpie Tot Car 15X350ml [006427]	5497	5390	102.0%	1873	1746	107.3%	786	710	110.7%	276	37	70.9%	1426	1768	80.6%	1387	1129	122.9%	0	0	/0
Steri Stumpie Van 15X350ml [006425]	2254	2672	84.4%	508	642	86.6%	420	343	122.4%	260	446	62.9%	650	1036	62.7%	246	205	119.9%	0	0	/0
Yohm FMilk Caramel 8X3X200ml [006204]	3701	7837	47.2%	1520	872	174.3%	297	1764	16.8%	662	3380	19.6%	791	1470	53.8%	431	351	122.0%	0	0	/0
Yohm FMilk Choclate 12X1L [006239]	2314	0	/0	957	0	/0	131	0	/0	0	0	/0	0	298	0	/0	283	0	/0	0	/0
Yohm FMilk Choclate 8X3X200ml [006201]	4316	12710	34.0%	1607	1069	150.3%	296	1927	15.3%	1160	7470	15.5%	648	2085	31.1%	606	159	380.0%	0	0	/0
Yohm FMilk CrSoda 8X3X200ml [006105]	3605	11322	31.8%	1574	980	160.6%	264	1709	14.7%	699	6510	10.7%	652	1743	37.4%	417	293	142.3%	0	0	/0
Yohm FMilk Strberry 12X1L [006237]	2263	0	/0	892	0	/0	251	0	/0	541	0	/0	299	0	/0	280	0	/0	0	0	/0
Yohm FMilk Strberry 8X3X200ml [006198]	6572	11116	59.1%	2221	964	230.4%	384	2109	18.2%	1227	6198	19.8%	978	1455	67.2%	762	390	195.4%	0	0	/0
Amazi Esulwa GT FC 500ml [007329]	1235	1215	101.6%	0	0	/0	0	0	0.0%	0	0	/0	1179	1170	100.7%	57	39	144.6%	0	0	/0
Amazi FC Pl Jug 2L [007315]	53678	48840	109.9%	20972	21262	98.6%	6632	874	758.5%	0	0	/0	25440	26678	95.4%	634	26	2438.6%	0	0	/0
Amazi High Fat 500ml [007330]	6967	8932	78.0%	6496	8496	76.6%	471	426	110.4%	0	10	0.0%	0	0	/0	0	0	/0	0	0	/0
Amazi High Fat Pl Jug 2L [007331]	59196	67090	88.2%	55186	59524	92.7%	3878	6988	55.5%	132	578	22.8%	0	0	/0	0	0	/0	0	0	/0
Amazi Oqobo Pl 500ml [007345]	423	157	269.1%	0	0	/0	0	0	/0	0	0	/0	423	157	269.1%	0	0	/0	0	0	/0
Amazi Oqobo Pl Jug 2L [007347]	117626	98396	119.5%	0	0	/0	0	0	/0	390	2290	17.0%	117236	98106	122.0%	0	0	/0	0	0	/0
Amazi Pl 500ml [007327]	444	324	137.0%	0	0	/0	-4	0	/0	0	0	/0	448	324	138.3%	0	0	/0	0	0	/0
Amazi Pl Sq 1L [007219]	2566	2599	98.7%	0	0	/0	0	0	/0	0	0	/0	2566	2599	98.7%	0	0	/0	0	0	/0
Magou Banana SW 12X1L [007336]	1797	1848	97.2%	0	0	/0	0	0	/0	0	0	/0	1797	1848	97.2%	0	0	/0	0	0	/0
Magou Banana SW 12X500ml [007342]	228	204	111.6%	0	0	/0	0	0	/0	0	0	/0	228	204	111.8%	0	0	/0	0	0	/0
Magou Guava SW 12X1L [007339]	988	840	117.6%	0	0	/0	0	0	/0	0	0	/0	988	840	117.6%	0	0	/0	0	0	/0
Magou Guava SW 12X500ml [007341]	264	300	87.8%	0	0	/0	0	0	/0	0	0	/0	264	300	87.8%	0	0	/0	0	0	/0
Magou Pineapple SW 12X1L [007337]	971	696	139.5%	0	0	/0	0	0	/0	0	0	/0	971	696	139.5%	0	0	/0	0	0	/0
Magou Pineapple SW 12X500ml [007344]	150	162	92.6%	0	0	/0	0	0	/0	0	0	/0	150	162	92.6%	0	0	/0	0	0	/0
Magou S/Berry SW 12X1L [007338]	384	312	123.1%	0	0	/0	0	0	/0	0	0	/0	384	312	123.1%	0	0	/0	0	0	/0
Drnk Yog Apricot 6x300ml [008927]	1603	0	/0	924	0	/0	139	0	/0	100	0	/0	183	0	/0	257	0	/0	0	0	/0
Drnk Yog ChocChin 6x300ml [008929]	2995	0	/0	1540	0	/0	226	0	/0	213	0	/0	357	0	/0	654	0	/0	0	0	/0
Drnk Yog G'dilla 6x300ml [008928]	1871	0	/0	958	0	/0	152	0	/0	110	0	/0	322	0	/0	329	0	/0	0	0	/0
Drnk Yog Pine&Coconut 6x300ml [008930]	886	0	/0	519	0	/0	106	0	/0	28	0	/0	98	0	/0	136	0	/0	0	0	/0
Drnk Yog Regrade 300ml [008932]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Drnk Yog Strberry 6x300ml [008926]	3327	0	/0	1736	0	/0	254	0	/0	347	0	/0	426	0	/0	564	0	/0	0	0	/0
Drnk Yog Strberry 2x6x330ml [008907]	-32	0	/0	-18	0	/0	-6	0	/0	-1	0	/0	-6	0	/0	-1	0	/0	0	0	/0
Drnk Yog Vanilla 6x300ml [008931]	2048	0	/0	1077	0	/0	131	0	/0	175	0	/0	338	0	/0	327	0	/0	0	0	/0
Yogofun Apricot GT 350ml [007835]	4226	7018	60.2%	1435	3598	39.9%	693	1630	42.5%	1068	122	730.1%	1068	1461	73.6%	138	215	64.3%	0	0	/0
Yogofun Granadilla GT 350ml [007840]	4680	8245	56.8%	1402	3608	36.8%	819	1645	46.8%	678	304	223.1%	1647	2172	71.2%	234	316	74.0%	0	0	/0
Yogofun Pineapple GT 350ml [007845]	3226	6214	51.9%	1162	3338	34.5%	487	1362	34.3%	744	1173	436.3%	744	1173	63.4%	112	169	69.3%	0	0	/0
Yogofun Strawberry GT 350ml [007830]	7743	13260	58.4%	2484	5819	42.7%	1513	3123	48.5%	1583	355	445.9%	1719	3391	50.7%	443	572	77.5%	0	0	/0
			114.9%			106.5%			103.9%			108.7%			116.1%			149.3%			/0
Cream Fresh Pl 5L [007260]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Cream Fresh Cups 250ml [007245]	21751	9592	226.8%	0	0	/0	0	0	/0	0	0	/0	8798	4134	212.8%	12954	5458	237.3%	0	0	/0
Par Cream Fresh Pl Jug 1L [007241]	6660	8374	83.0%	5192	5578	93.1%	693	946	73.3%	1036	1308	79.2%	0	0	/0	26	642	5.2%	0	0	/0
Par Cream Fresh Plastic 500ml [007208]	2891	1709	169.1%	2660	1652	161.4%	0	0	/0	0	0	/0	225	57	393.9%	0	0	/0	0	0	/0
Par Smetena Cups 250ml [007265]	331	339	97.7%	0	0	/0	0	0	/0	0	0	/0	152	117	129.7%	180	222	80.9%	0	0	/0
Par Milk Past FC Bot 1L [006989]	26673	24999	106.7%	11870	12366	96.0%	2378	2362	100.7%	0	16	0.0%	10528	8755	120.3%	1897	1500	126.6%	0	0	/0
Par Milk Past FC Bot 500ml [006996]	13715	12677	108.2%	5915	5839	101.3%	1573	1464	107.4%	0	9	0.0%	6098	5222	116.8%	129	143	90.2%	0	0	/0
Par Milk Past FC Jug Sq 2L [006988]	527198	441290	119.5%	393720	364844	107.9%	28220	24436	115.5%	0	36	0.0%	84544	46004	183.8%	20714	5970	347.0%	0	0	/0
Par Milk Past FC Sachet 1L [006995]	135539	66296	204.4%	28626	13489	212.2%	16542	12971	127.5%	0	54	0.0%	89988	39568	227.4%	383	214	179.0%	0	0	/0
Par Milk Past FF Bot 1L [006993]	3073	2575	119.3%	0	0	/0	0	0	/0	0	0	/0	-1	0	/0	3074	2575	119.4%	0	0	/0
Par Milk Past LF Bot 1L [006992]	3236	2906	111.4%	0	0	/0	0	0	/0	0	0	/0	1065	1044	102.0%	2171	1862	116.6%	0	0	/0
Par Milk Past LF Jug 2L [006991]	150686	137968	109.2%	96134	112248	85.6%	7768	6949	111.9%	0	2	0.0%	26822	12856	208.6%	19962	5922	337.1%	0	0	/0
Par Milk Past LF Sach 1L [006994]	31697	21149	149.9%	5654	2803	201.7%	3139	2785	112.7%	0	7	0.0%	22627	15279	148.1%	277	275	100.7%	0	0	/0
Steri Milk Glass FC 20X500ml [006464]	37569	60250	62.4%	0	0	/0	0	0	/0	0	0	/0	37569	60250	62.4%	0	0	/0	0	0	/0
E/Fresh UHT Milk FC 6X1L [006521]	311316	257310	121.0%	198720	168168	118.2%	17502	11088	157.8%	16650	21054	79.1%	26784	27468	97.5%	51678	29532	175.0%	0	0	/0
E/Fresh UHT Milk FC 12X1L [006512]	16523	11556	143.0%	19130	9936	192.3%	-59	72	-81.8%	-102	36	-283.3%	372	624	59.6%	1182	886	133.1%	0	0	/0
E/Fresh UHT Milk FC 10X500ml [006602]	5422	12740	42.6%	1731	2160	80.1%	375	0	/0	780	1325	58.8%	927	300	309.0%	1610	8955	18.0%	0	0	/0
E/Fresh UHT Milk FF 6X1L [006561]	115224	97224	118.5%	61388	45600	134.6%	5370	5766	93.1%	15642	21438	73.0%	8130	6570	123.7%	24714	17851	138.5%	0	0	/0
E/Fresh UHT Milk FF 12X1L [006552]	3568	3000	118.5%	2680	2520	106.3%	-23	0	/0	-66	0	/0	443	168	263.7%	522	312	167.9%	0	0	/0
E/Fresh UHT Milk LF 6X1L [006541]	135288	102420	132.1%	77964	57750	135.1%	5532	5238	105.6%	12258	16194	75.7%	9630	7886	120.6%	29874	16252	184.3%	0	0	/0
E/Fresh UHT Milk LF 12X1L [006532]	3348	2700	124.0%	2696	2040	132.2%	-29	0	/0	-301	0	/0	418	264	158.3%	564	396	142.4%	0	0	/0
First Growth UHT Milk 6X1L [006070]	6129	4866	126.0%	1252	1332	94.0%	581	552	101.6%	311	354	87.9%	731	1044	70.0						

Omega3 UHT Milk LF	12X1L [006529]	-108	624	-17.3%	-335	324	-103.4%	0	0	0	83	180	46.1%	-21	0	0	165	120	137.5%	0	0	0	
PnP No Name UHT Milk FC	6x1L [006048]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PnP No Name UHT Milk FF	6x1L [006050]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PnP No Name UHT Milk LF	6x1L [006049]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Toplife UHT Milk FC	6X1L [006523]	164574	181380	90.7%	5940	29046	19.8%	27798	48294	57.6%	130752	101196	129.2%	84	1944	4.3%	0	0	0	0	0	0	0
Toplife UHT Milk LF	6X1L [006543]	29932	27372	107.9%	156	1638	9.5%	4236	6192	88.4%	25080	19434	129.1%	80	102	58.8%	0	6	0.6%	0	0	0	0
Zymil UHT Milk LF	12X1L [006530]	1278	1632	78.3%	617	924	66.8%	-11	0	0	149	144	103.5%	38	12	316.7%	485	552	87.9%	0	0	0	0
				117.2%			124.3%			98.2%			96.3%			123.6%			113.0%				
Bon Butter (S)(P)	40x250g [003141]	2000	2430	82.3%	1220	1690	72.2%	0	0	0	0	0	0	20	80	25.0%	700	800	115.2%	0	0	0	0
Bon Butter (S)(P)	50x500g [003211]	53892	69725	77.3%	3736	27050	13.8%	266	2425	10.9%	20087	30525	65.8%	1458	1275	114.9%	28346	8450	336.5%	0	0	0	0
Bon Butter (S)(P)	250g-5kg [003131]	682	855	79.7%	336	390	86.0%	0	0	0	0	0	0	387	375	103.3%	-41	90	-45.0%	0	0	0	0
Bon Butter (S)(P)	500g-5kg [003433]	125	270	46.3%	20	0	0	0	0	0	20	15	133.3%	0	85	140	60.7%	0	115	0.0%	0	0	0
Bon Butter (S)(P)	500g-10kg [003212]	370	490	75.5%	280	290	96.6%	0	0	0	0	0	0	80	90	88.9%	10	110	9.1%	0	0	0	0
But Garlic/Pars Saus	10x150g [003136]	938	1518	61.8%	383	669	57.2%	60	176	34.2%	137	244	55.0%	116	121	96.1%	242	309	78.7%	0	0	0	0
But Lemon Herb Saus	10x150g [003138]	240	336	71.6%	111	184	60.3%	8	26	31.2%	57	42	195.0%	20	27	73.3%	46	58	77.8%	0	0	0	0
But Lemon Papr Saus	10x150g [003144]	168	239	69.8%	70	136	51.2%	4	34	10.6%	26	13	200.8%	26	13	198.6%	41	49	95.2%	0	0	0	0
But SD Tom&Rmary Saus	10x150g [003146]	76	137	55.5%	42	64	66.1%	-3	6	-42.5%	2	0	0	14	8	178.1%	21	59	34.6%	0	0	0	0
Butter A Bulk (S)	25kg [003413]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Butter A Bulk (U)	25kg [003421]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Par Butter (S)(F)	20x500g [003418]	2085	1550	139.2%	377	1040	36.2%	-24	10	-235.0%	785	230	332.4%	130	120	108.3%	817	150	544.7%	0	0	0	0
PnP Choice Butter S P	30x500g [003204]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Buttermilk Carton GT	500ml [007279]	8977	16082	55.8%	5048	6601	76.5%	582	1505	36.6%	397	1504	26.4%	2210	2860	77.3%	741	3612	20.5%	0	0	0	0
Par Dairy Cust	12X1L [006231]	177252	128816	139.8%	52146	25740	202.6%	2128	2940	72.4%	71460	63588	112.4%	12449	22744	54.8%	39069	11844	329.9%	0	0	0	0
Par Dairy Cust	10X500ml [006229]	14295	19885	71.9%	6375	7955	80.1%	504	1225	41.1%	1524	1870	91.2%	3643	6785	53.9%	2250	2270	99.1%	0	0	0	0
PnP Choice UHT Custard	12X1L [006058]	-15	0	0	-15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Aylab DairySoft Neopl	2L [009229]	702	2638	26.6%	648	980	67.5%	0	0	0	0	0	0	0	0	0	54	1678	3.2%	0	0	0	0
Classic Vanilla	5L [000110]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dairy Soft Str/Vanilla	2L [020214]	15616	21168	73.8%	0	0	0	0	0	0	0	0	0	0	0	0	15616	21168	73.8%	0	0	0	0
Dairy Soft ToffeeVanilla	2L [020216]	14708	17542	83.8%	0	0	0	0	0	0	0	0	0	0	0	0	14708	17542	83.8%	0	0	0	0
Dairy Soft Vanilla	2L [020107]	12936	15456	83.7%	0	0	0	0	0	0	0	0	0	0	0	0	12936	15456	83.7%	0	0	0	0
Froz Yog Bl/Curl/Ichi	1L [000878]	1277	736	173.5%	0	8	0.0%	0	0	0	0	0	0	0	0	0	1277	728	176.4%	0	0	0	0
Froz Yog Strawberry	1L [000173]	1177	1122	104.9%	0	8	0.0%	0	0	0	0	0	0	0	0	0	1177	1114	105.7%	0	0	0	0
Froz Yog Wildberries	1L [000175]	1213	815	148.8%	0	0	0	0	0	0	0	0	0	0	0	0	1213	815	148.8%	0	0	0	0
Gelato Cherry Almond	2L [020089]	9312	10682	87.2%	0	0	0	0	0	0	0	0	0	0	0	0	9312	10682	87.2%	0	0	0	0
Gelato Chocolate	2L [020094]	8358	11786	70.9%	0	0	0	0	0	0	0	0	0	0	0	0	8358	11786	70.9%	0	0	0	0
Gelato Rum & Raisin O	2L [020060]	146	150	97.3%	0	0	0	0	0	0	0	0	0	0	0	0	146	150	97.3%	0	0	0	0
Gelato StrawberryVanilla	2L [020078]	7918	9806	80.7%	0	0	0	0	0	0	0	0	0	0	0	0	7918	9806	80.7%	0	0	0	0
Gelato Toffee & Nut	2L [000133]	396	124	319.4%	0	0	0	0	0	0	0	0	0	0	0	0	396	124	319.4%	0	0	0	0
Gelato Vanilla	2L [020065]	9118	12732	71.6%	0	0	0	0	0	0	0	0	0	0	0	0	9118	12732	71.6%	0	0	0	0
Gelato Vanilla Fudge	2L [000121]	402	166	242.2%	0	0	0	0	0	0	0	0	0	0	0	0	402	166	242.2%	0	0	0	0
Lite Treat Cape Berries	1L [000984]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lite Treat Vanilla	1L [000399]	5	5	100.0%	0	0	0	0	0	0	0	0	0	0	0	0	5	5	100.0%	0	0	0	0
Royalty Blueberry C/Cako	2L [000155]	2074	2278	91.0%	0	0	0	0	0	0	0	0	0	0	0	0	2074	2278	91.0%	0	0	0	0
Royalty Choc Mint Fudge	2L [000096]	-8	884	-0.7%	0	0	0	0	0	0	0	0	0	0	0	0	-8	884	-0.7%	0	0	0	0
Royalty Dutch Chocolate	2L [000143]	2738	12	22816.7%	0	0	0	0	0	0	0	0	0	0	0	0	2738	12	22816.7%	0	0	0	0
Royalty Lemon Meringue	2L [000304]	2284	12	19033.3%	0	0	0	0	0	0	0	0	0	0	0	0	2284	12	19033.3%	0	0	0	0
Royalty Passion Fruit	2L [000983]	-2	438	-0.5%	0	0	0	0	0	0	0	0	0	0	0	0	-2	438	-0.5%	0	0	0	0
Royalty Tin Roof	2L [000149]	2626	3074	85.4%	0	0	0	0	0	0	0	0	0	0	0	0	2626	3074	85.4%	0	0	0	0
Royalty Vanilla	2L [000140]	2698	3316	81.4%	0	0	0	0	0	0	0	0	0	0	0	0	2698	3316	81.4%	0	0	0	0
Par Yog Apricot LF	1L [007979]	18500	14654	126.2%	12486	7166	174.3%	1300	1208	107.6%	1609	3711	43.4%	3059	2490	122.9%	44	79	65.7%	0	0	0	0
Par Yog Apricot LF	175g [008952]	4848	0	0	1361	0	0	117	0	0	742	0	0	2425	0	0	203	0	0	0	0	0	0
Par Yog Apricot LF	175ml [008802]	24	8136	0.3%	-2	3935	0.0%	-1	215	-0.2%	0	1106	0.0%	27	1646	1.6%	1642	4633	0.0%	0	0	0	0
Par Yog Apricot LF	500ml [007981]	8736	13156	66.4%	4123	4298	95.0%	50	251	19.9%	113	278	40.6%	2809	3696	76.0%	1642	4633	35.4%	0	0	0	0
Par Yog Bulgarian LF	175g [008958]	2118	0	0	1037	0	0	148	0	0	340	0	0	529	0	0	65	0	0	0	0	0	0
Par Yog Bulgarian LF	175ml [008804]	-4	5258	-0.1%	0	2537	0.0%	-1	302	-0.4%	0	725	0.0%	-2	560	-0.4%	0	1134	0.0%	0	0	0	0
Par Yog Choc Chip LF	8x6x100g [008919]	11696	0	0	6188	0	0	153	0	0	1163	0	0	1567	0	0	2624	0	0	0	0	0	0
Par Yog ChocChip LF	1L [008833]	24421	22193	110.0%	15577	11082	140.6%	1425	2060	69.2%	4274	5965	71.7%	3087	3050	101.5%	48	36	133.3%	0	0	0	0
Par Yog ChocChip LF	175g [008956]	7453	0	0	2493	0	0	433	0	0	1309	0	0	2591	0	0	627	0	0	0	0	0	0
Par Yog ChocChip LF	175ml [008810]	28	12682	0.2																			



SPAR / WW / CONV	TOTAL			GAUTENG			FREE STATE			NATAL			EASTERN CAPE			WESTERN CAPE			OTHER		
	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC									
All Items	3,889,598	4,519,888	86.1%	852,403	1,532,128	55.6%	51,432	59,136	87.0%	186,233	225,575	82.6%	1,285,120	1,098,132	117.0%	1,120,974	1,189,256	94.3%	393,436	415,461	/0
Bon Blanc Loaf 8X2.25kg [003058]	512	378	135.8%	13	18	89.4%	0	0	/0	198	162	122.3%	28	36	77.0%	274	162	159.2%	0	0	/0
Bon Ched 1st Vac 1.25Kg-20kg [002831]	33	100	32.8%	23	20	112.0%	0	0	/0	0	0	/0	10	40	25.6%	0	0	/0	0	0	/0
Ched Grated Vac 3X2kg [002813]	2800	2622	106.8%	772	1068	72.3%	0	0	/0	0	36	0.0%	218	282	76.6%	1608	1128	142.6%	204	108	/0
Ched Loaf 1st 8X2.25kg [002111]	2845	1494	190.4%	196	234	83.9%	32	108	29.5%	0	0	/0	7	720	60.5%	2180	432	504.5%	0	0	/0
Ched Mat Loaf 1st 8X2.25kg [002231]	94	180	52.2%	0	0	/0	0	0	/0	0	0	/0	4	37	0	87	180	46.1%	0	0	/0
Chesso Loaf 8x2.25kg [003699]	42	18	231.0%	0	0	/0	0	0	/0	0	0	/0	18	24	231.0%	0	0	/0	0	0	/0
Par Bon Blanc Res FW 26x230g [002247]	214	192	111.4%	50	60	82.8%	0	0	/0	33	0	/0	32	24	134.5%	95	108	88.4%	0	0	/0
Par Bon Blanc SSeal Cuts 10kg [001171]	36	50	72.1%	0	0	/0	0	0	/0	28	20	141.6%	8	30	25.8%	0	0	/0	0	0	/0
Par Ched Mat Res FW 26x230g [002274]	428	1376	31.1%	143	454	31.4%	0	0	/0	104	281	37.2%	43	198	22.0%	137	443	31.0%	0	0	/0
Par Ched Mat SSeal Cuts 10kg [002136]	86	110	78.5%	0	0	/0	0	0	/0	10	30	33.1%	0	76	80	95.5%	0	0	0	0	/0
Par Ched Res FW 26x230g [002273]	1444	1395	103.5%	514	562	91.4%	6	30	19.9%	219	138	158.8%	324	204	158.8%	382	461	82.8%	0	0	/0
Par Ched SSeal Cuts 2x10kg [002130]	-2487	1580	-157.4%	95	0	/0	138	180	76.7%	-4292	0	/0	93	1040	94.5%	589	380	183.7%	0	0	/0
Par Chesso SSeal Cuts 10kg [002137]	124	60	206.9%	0	0	/0	85	0	/0	0	26	0.0%	0	49	97.7%	0	0	/0	0	0	/0
Par EvrydayChse Zip FW 12x250g [001658]	180	135	133.1%	72	63	114.3%	0	0	/0	37	30	123.3%	47	33	141.7%	24	9	266.7%	0	0	/0
Par Salad Chse Zip FW 12x250g [001657]	72	54	133.8%	33	36	91.7%	0	0	/0	15	0	/0	15	6	250.0%	9	12	75.0%	0	0	/0
Bon Blanc Block 1st 2x10kg [003054]	20	0	/0	0	0	/0	0	0	/0	20	0	/0	0	0	/0	0	0	/0	0	0	/0
Ched Block 1st 2X10kg [002021]	60866	132340	46.0%	16597	74920	22.2%	0	120	0.0%	8041	22360	36.0%	16590	4780	408.8%	16638	30160	55.2%	0	0	/0
Ched Mat Bk 1st 2x10kg [002238]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Chesso Block 1st 2x10kg [003736]	234	500	46.9%	0	0	/0	0	0	/0	0	0	/0	0	80	0.0%	234	420	55.8%	0	0	/0
Cot.Cheese LF Smooth 2Kg [007415]	86	128	87.2%	0	4	0.0%	0	0	/0	0	0	/0	12	8	150.0%	74	114	63.8%	0	0	/0
Par CChse Cream Smooth 200g [006705]	1000	771	129.7%	287	245	117.1%	17	27	83.0%	41	93	43.9%	297	223	133.4%	358	183	195.5%	0	0	/0
Par CChse FF BPeppSmith 200g [006711]	-35	325	-10.8%	-15	191	-7.7%	0	4	-0.9%	0	23	-1.7%	-8	-4	-17.8%	-12	64	-18.1%	0	0	/0
Par CChse FF Chunky 200g [006712]	757	704	107.6%	354	383	92.6%	0	4	-9.0%	37	41	90.2%	184	136	135.3%	182	140	130.3%	0	0	/0
Par CChse FF Smooth 200g [006708]	932	837	111.4%	374	416	89.8%	2	7	25.7%	31	59	69.5%	227	156	145.5%	289	199	145.1%	0	0	/0
Par CChse LF Chunky 200g [006707]	974	784	124.2%	361	304	118.8%	1	6	13.3%	52	46	112.2%	248	203	121.0%	315	225	139.8%	0	0	/0
Par CChse LF Ghr Chiv 200g [006709]	761	738	103.1%	296	373	79.2%	0	7	5.7%	0	64	88.8%	111	78	142.1%	297	216	137.7%	0	0	/0
Par CChse LF Ital Chnk 200g [006710]	-6	355	-1.7%	4	198	1.9%	0	2	0.0%	0	22	-1.8%	-4	48	-9.1%	-5	89	-5.8%	0	0	/0
Par CChse LF Smooth 200g [006706]	1054	873	120.7%	344	328	104.8%	18	18	112.5%	37	42	89.0%	302	217	139.1%	353	270	130.8%	0	0	/0
CrChs Smoked Ham 12x100g [011786]	112	225	49.8%	40	124	32.2%	0	0	/0	20	25	81.6%	10	18	54.4%	42	58	72.4%	0	0	/0
CrChs Smoked Salmon 12x100g [010791]	126	283	44.6%	54	98	55.4%	0	0	/0	14	87	16.6%	23	18	126.7%	35	80	43.5%	0	0	/0
CrChs SprOnionChive 12x100g [010792]	227	384	62.5%	123	187	65.8%	0	0	/0	38	98	39.2%	13	16	87.5%	55	63	87.8%	0	0	/0
CrChs Traditional 12x100g [010790]	266	511	52.1%	145	241	60.0%	0	0	/0	38	101	38.0%	11	50	25.0%	71	119	59.5%	0	0	/0
Par CrChs Smoked Ham 12x150g [012107]	73	0	/0	36	0	/0	2	0	/0	20	0	/0	15	0	/0	0	0	/0	0	0	/0
Par CrChs Smoked Salmon 12x150g [012105]	91	0	/0	38	0	/0	2	0	/0	18	0	/0	15	0	/0	20	0	/0	0	0	/0
Par CrChs Spr/On/Chives 12x150g [012103]	113	0	/0	45	0	/0	1	0	/0	27	0	/0	19	0	/0	22	0	/0	0	0	/0
Par CrChs Traditional 12x150g [012101]	114	0	/0	51	0	/0	2	0	/0	21	0	/0	20	0	/0	20	0	/0	0	0	/0
S/Berg CrChs Fr/Herbs 12x230g [011992]	480	1180	40.7%	186	696	26.7%	0	6	0.0%	39	204	16.2%	55	103	52.9%	124	171	72.4%	83	0	/0
S/Berg CrChs Gar & Par 12x230g [010460]	406	355	114.4%	183	180	101.6%	11	3	352.7%	99	84	195.3%	44	42	105.1%	69	66	104.2%	0	0	/0
S/Berg CrChs Rstd Pepr 12x230g [011785]	437	819	53.4%	171	373	45.9%	6	9	71.6%	110	182	60.7%	53	73	72.6%	97	182	53.1%	0	0	/0
S/Berg CrChs Sm/Ham 12x230g [011993]	1145	1888	60.7%	509	1058	48.1%	4	6	69.0%	132	284	46.6%	86	62	138.0%	304	478	63.5%	110	0	/0
S/Berg CrChs Sm/Salmon 12x230g [010140]	935	715	130.8%	451	328	137.6%	1	3	38.3%	132	127	104.3%	102	31	328.7%	248	226	109.8%	0	0	/0
S/Berg CrChs Spr/On/Ch 12x230g [011994]	1267	1755	72.2%	618	1065	58.0%	3	3	92.9%	199	335	59.3%	116	48	241.5%	221	304	72.6%	110	0	/0
S/Berg CrChs Tngy Must 12x230g [010142]	269	621	43.3%	154	382	40.3%	1	3	30.7%	0	61	0.0%	59	78	75.5%	55	97	56.0%	0	0	/0
S/Berg CrChs Trad 12x230g [011991]	1470	2346	62.7%	723	1405	51.5%	14	9	195.9%	132	431	30.7%	109	76	143.8%	353	425	83.1%	138	0	/0
Par Phetta Cape Herbs 12x150g [012008]	104	156	66.9%	9	100	9.0%	2	54	3.3%	54	0	/0	18	2	900.0%	22	0	/0	0	0	/0
Par Phetta Cape Herbs 12x400g [011954]	284	327	86.7%	55	164	33.7%	10	0	/0	157	24	655.0%	62	5	1232.0%	0	144	0.0%	0	0	/0
Par Phetta Trad 12x150g [012007]	139	257	53.9%	32	123	26.3%	0	58	0.0%	65	4	1620.0%	20	4	495.0%	22	88	25.0%	0	0	/0
Par Phetta Trad 12x400g [011956]	586	538	105.3%	202	365	55.2%	10	0	/0	163	34	478.8%	168	5	3358.0%	24	134	31.8%	0	0	/0
S/Berg Feta B/Pepper 12x225g [011998]	1729	1740	99.4%	998	924	108.0%	13	8	221.3%	275	273	100.9%	76	145	52.1%	367	392	93.7%	0	0	/0
S/Berg Feta B/Pepper 12x400g [011984]	2984	2680	115.7%	1703	1470	115.8%	30	5	608.0%	230	221	104.3%	252	284	89.9%	708	600	128.0%	0	0	/0
S/Berg Feta Cape Herbs 12x225g [011999]	1643	1542	106.8%	878	887	99.0%	17	11	155.5%	269	175	148.1%	122	66	184.1%	367	403	91.1%	0	0	/0
S/Berg Feta Cape Herbs 12x400g [011985]	2793	2554	109.4%	1476	1286	114.7%	17	5	338.0%	298	240	119.8%	322	691	117.4%	681	749	92.9%	0	0	/0
S/Berg Feta Trad 12x400g [011824]	5601	6316	88.7%	2985	3817	78.2%	24	15	160.0%	1152	1018	113.1%	494	339	112.6%	946	1027	92.1%	0	0	/0
S/Berg Feta Trad 24x225g [011825]	3862	3520	109.7%	2081	1801	115.5%	48	16	302.4%	589	518	113.6%	276	412	88.6%	868	873	99.4%	0	0	/0
S/Berg Feta Trad R/Fat 12x225g [010771]	1372	838	163.7%	816	473	172.5%	9	3	315.0%	227	148	153.2%	88	111	79.1%	232	103	225.2%	0	0	/0
S/Berg Feta Trad R/Fat 12x400g [010770]	2803	2051	136.7%	1526	1172																



Par Fresh Apple 6x1.5L [009822]	540	0	/0	0	0	/0	0	0	0	0	0	540	0	/0	0	0	0	0	0	/0
Par Fresh Apple 12x500ml [009845]	548	0	/0	6	0	0	66	0	0	216	0	258	0	/0	0	0	0	0	0	/0
Par Fresh Juice Regrade 1.5L [009871]	0	0	/0	0	0	0	0	0	0	0	0	0	0	/0	0	0	0	0	0	/0
Par Fresh Juice Regrade 500ml [009870]	535	0	/0	0	0	0	0	0	0	0	0	0	0	/0	535	0	0	0	0	/0
Par Fresh Mango 1.5L [009825]	9315	0	/0	5039	0	0	641	0	0	731	0	2151	0	/0	765	0	0	0	0	/0
Par Fresh Mango 6x1.5L [009824]	810	0	/0	0	0	0	0	0	0	0	0	810	0	/0	0	0	0	0	0	/0
Par Fresh Mango 12x500ml [009846]	972	0	/0	6	0	0	114	0	0	360	0	492	0	/0	0	0	0	0	0	/0
Par Fresh Mango 500ml [009834]	2044	0	/0	1052	0	0	0	0	0	-22	0	616	0	/0	398	0	0	0	0	/0
Par Fresh Orange 1.5L [009821]	8507	0	/0	4650	0	0	671	0	0	543	0	1865	0	/0	779	0	0	0	0	/0
Par Fresh Orange 500ml [009832]	2090	0	/0	1144	0	0	0	0	0	-51	0	668	0	/0	332	0	0	0	0	/0
Par Fresh Orange 6x1.5L [009820]	918	0	/0	0	0	0	0	0	0	0	0	918	0	/0	0	0	0	0	0	/0
Par Fresh Orange 12x500ml [009844]	870	0	/0	0	0	0	108	0	0	372	0	390	0	/0	0	0	0	0	0	/0
Par Fresh Pine&Carrot 12x500ml [009849]	846	0	/0	0	0	0	36	0	0	228	0	582	0	/0	0	0	0	0	0	/0
Par Fresh Pine&Carrot 1.5L [009831]	7545	0	/0	4082	0	0	470	0	0	458	0	1820	0	/0	719	0	0	0	0	/0
Par Fresh Pine&Carrot 500ml [009837]	1949	0	/0	1018	0	0	0	0	0	-33	0	658	0	/0	305	0	0	0	0	/0
Par Fresh Pine&Carrot 6x1.5L [009830]	1188	0	/0	0	0	0	0	0	0	0	0	1188	0	/0	0	0	0	0	0	/0
Par Fresh R/Grapefruit 12x500ml [009848]	564	0	/0	0	0	0	12	0	0	276	0	276	0	/0	0	0	0	0	0	/0
Par Fresh R/Grapefruit 1.5L [009829]	5795	0	/0	3264	0	0	393	0	0	591	0	798	0	/0	749	0	0	0	0	/0
Par Fresh R/Grapefruit 500ml [009836]	1673	0	/0	687	0	0	0	0	0	-8	0	646	0	/0	349	0	0	0	0	/0
Par Fresh R/Grapefruit 6x1.5L [009828]	738	0	/0	0	0	0	0	0	0	0	0	738	0	/0	0	0	0	0	0	/0
Par Fresh Tropical 1.5L [009827]	9081	0	/0	5562	0	0	576	0	0	804	0	1305	0	/0	834	0	0	0	0	/0
Par Fresh Tropical 500ml [009835]	2018	0	/0	1120	0	0	0	0	0	-18	0	646	0	/0	270	0	0	0	0	/0
Par Fresh Tropical 6x1.5L [009826]	882	0	/0	0	0	0	0	0	0	0	0	882	0	/0	0	0	0	0	0	/0
Par Fresh Tropical 12x500ml [009847]	900	0	/0	6	0	0	168	0	0	348	0	468	0	/0	0	0	0	0	0	/0
Cabana Granadilla Pl 250ml [008103]	2924	2690	108.7%	260	404	54.4%	25	39	62.8%	340	238	143.0%	644	680	94.7%	1655	1329	124.6%	0	0
Cabana Granadilla Pl 350ml [008375]	3393	3272	103.7%	0	0	0	0	0	0	0	0	3393	3272	103.7%	0	0	0	0	0	0
Cabana Granadilla Pl 500ml [008111]	3958	3237	122.3%	438	744	58.9%	29	50	57.0%	330	269	122.6%	763	592	128.8%	2399	1582	151.6%	0	0
Cabana Granadilla Pl Jug 2L [008065]	48094	38902	123.8%	3588	3636	98.7%	362	556	65.1%	1154	1734	66.6%	32240	25330	127.3%	10750	7646	140.6%	0	0
Cabana Mango Pl 2L [008060]	35870	31464	114.0%	0	0	0	0	0	0	598	116	816.8%	36272	31348	112.5%	0	0	0	0	0
Cabana Mango Pl 350ml [008355]	4340	4334	100.1%	0	0	0	0	0	0	0	0	4340	4334	100.1%	0	0	0	0	0	0
Cabana Orang Pl 350ml [008350]	6739	6854	98.3%	0	0	0	0	0	0	37	29	127.9%	6701	6825	98.2%	0	0	0	0	0
Cabana Orange Pl 2L [008035]	77184	66626	115.8%	7230	6550	110.4%	800	1264	63.3%	2088	2584	80.7%	46440	41358	112.3%	20846	14890	139.7%	0	0
Cabana Orange Pl 250ml [008172]	6489	6006	108.0%	522	645	80.9%	27	64	41.4%	470	384	122.3%	2549	2447	104.2%	2922	2466	118.5%	0	0
Cabana Orange Pl 500ml [008109]	6863	5336	128.6%	947	1202	78.8%	56	69	81.2%	411	313	131.3%	933	770	121.1%	4517	2982	151.5%	0	0
Cabana Orange Pl Sq 1L [008174]	38995	32641	119.5%	0	0	0	0	0	0	385	350	110.0%	24244	23176	104.6%	14366	9115	157.6%	0	0
Cabana Peach PL 500ml [008131]	7608	6112	124.4%	759	1211	62.6%	50	65	76.2%	441	285	154.8%	1255	1181	106.3%	5103	3370	151.4%	0	0
Cabana Peach Pl 2L [008045]	44808	38918	115.1%	6784	6688	101.4%	480	898	48.1%	1850	2188	85.3%	15212	13148	115.7%	20482	15616	128.7%	0	0
Cabana Peach Pl 250ml [008108]	5331	5117	104.2%	431	571	75.4%	14	53	28.4%	437	383	114.0%	1183	1280	92.4%	3267	2830	115.4%	0	0
Cabana Pine Pl 350ml [008345]	8144	8193	99.4%	0	0	0	0	0	0	62	40	154.0%	8082	8153	99.1%	0	0	0	0	0
Cabana Pineapple Pl 2L [008055]	80234	67332	119.2%	6716	5950	106.2%	384	714	51.0%	1736	2200	78.9%	53816	45514	118.2%	18002	12954	139.0%	0	0
Cabana Pineapple Pl 250ml [008156]	6498	5926	109.6%	433	619	76.5%	25	40	61.3%	377	397	65.0%	2596	2442	105.9%	3038	2428	125.1%	0	0
Cabana Pineapple Pl 500ml [008112]	7061	5547	127.3%	842	1274	66.1%	40	63	62.7%	430	338	127.2%	957	802	119.3%	4793	3070	156.1%	0	0
Cabana Pineapple Pl Sq 1L [008178]	42417	35107	120.8%	0	0	0	0	0	0	598	316	189.2%	27440	24590	111.6%	14379	10201	141.0%	0	0
Cabana Trop Pl 350ml [008340]	8149	8053	101.2%	0	0	0	0	0	0	45	51	87.8%	8104	8002	101.3%	0	0	0	0	0
Cabana Tropical Pl 2L [008040]	54918	48500	113.2%	0	0	0	0	0	0	0	0	54918	48500	113.2%	0	0	0	0	0	0
Cabana Tropical Pl 250ml [008157]	1801	1741	103.5%	0	0	0	0	0	0	0	0	1801	1741	103.5%	0	0	0	0	0	0
Cabana Tropical Pl Sq 1L [008154]	29011	29859	97.2%	0	0	0	0	0	0	240	346	69.6%	28771	29514	97.5%	0	0	0	0	0
P/Joy UHT Apple 12X1L [004708]	14537	28548	50.9%	6384	18660	34.2%	240	108	222.2%	2904	3672	79.1%	1691	2100	80.5%	3318	4008	82.8%	0	0
P/Joy UHT Apple 8X3X200ml [004550]	532	1122	47.4%	82	777	19.5%	29	10	288.0%	120	119	100.8%	225	139	161.9%	77	77	99.7%	0	0
P/Joy UHT CitTwist 12x1L [004476]	585	1536	38.6%	132	24	550.0%	0	0	0	36	12	300.0%	393	1308	30.0%	4	192	2.1%	0	0
P/Joy UHT FrtBliz 12x1L [004470]	2618	3912	66.9%	0	24	0.0%	24	72	33.3%	48	24	200.0%	637	1680	37.9%	1907	2112	90.3%	0	0
P/Joy UHT FrtBliz 8x3x200ml [004489]	139	241	57.6%	0	0	0	48	34	141.2%	5	0	0	91	92	98.5%	-4	115	-3.5%	0	0
P/Joy UHT Litchi 12X1L [004710]	10433	29864	35.2%	2619	21420	21.6%	252	216	116.7%	2808	3096	90.7%	788	996	79.1%	1966	3936	49.9%	0	0
P/Joy UHT Litchi 8X3X200ml [004589]	766	1187	64.6%	498	859	34.6%	272	24	300.0%	149	20	744.0%	196	193	101.3%	52	91	57.6%	0	0
P/Joy UHT Mango 12X1L [004711]	16088	20989	76.7%	8995	10680	65.5%	312	504	61.9%	3012	3600	83.7%	2484	2964	83.8%	3285	3240	101.4%	0	0
P/Joy UHT Mango 8X3X200ml [004554]	819	1196	68.4%	317	796	39.8%	82	53	154.0%	125	115	108.5%	225	175	128.0%	70	57	123.5%	0	0
P/Joy UHT Orange 12X1L [004712]	11128	17282	64.4%	4710	8064	58.4%	204	240	85.0%	1944	2940	66.1%	1966	2566	76.9%	2292	3492	65.6%	12	0
P/Joy UHT Orange 8X3X200ml [004548]	831	1610	59.2%	168	1148	14.0%	62	29	215.2%	91	197	45.3%	241	154	156.5%	63	82	77.3%	5	0
P/Joy UHT Peach 12X1L [004713]	7500	22098	32.7%	2340	17076	13.7%	117	108	108.3%	1788	984	181.7%	1228	1464	83.9%	2027	3276	61.9%	0	0
P/Joy UHT Peach 8X3X200ml [004558]	491	842	58.3%	163	653	25.0%	5	19	25.3%	101	44	229.1%	158	87	182.1%	64	39	164.1%	0	0
P/Joy UHT Pineapple 1L [004505]	176	0	/0	0	0	0	0	0	0	0	0	176	0	/0	0	0	0	0	0	/0
P/Joy UHT Pineapple 12X1L [004988]	396	0	/0	192	0	0	84	0	0	24	0	96	0	/0	0	0	0	0	0	/0
P/Joy UHT SumSpah 12x1L [004473]	1016	5088	20.0%	216	192	112.5%	72	48	150.0%	48	2772	1.7%	650	1968	33.0%	30	108	27.8%	0	0
P/Joy UHT SumSpah 8x3x200ml [004472]	167	81	206.2%	0	0	0	53	19	277.9%	5	0	0	92	29	318.6%	17	33	51.5%	0	0
P/Joy UHT Sun Frt 12X1L [004733]	364	0	/0	84	0	0	72	0	0	36	0	0	172	0	/0	0	0	0	0	/0
P/Joy UHT Trop 12X1L [004714]	10444	14436	72.3%	4222	7680	55.0%	228	132	172.7%	2400	2700	88.9%	1614	2892	55.8%	1980	1032	191.9%	0	0
P/Joy UHT Trop 8X3X200ml [004649]	443	917	48.3%	188	705	23.8%	77	48	180.0%	67	34	197.1%	114	92	123.9%	17	38	45.3%	0	0
P/Joy UHT W/Grape 12X1L [004715]	10053	24900	40.4%	4369	16740	26.1%	120	120	100.0%	2220	2684	83.3%	1332	2664	50.0%	1964	2712	72.4%	48	0
P/Joy UHT W/Grape 8X3X200ml [004552]	510	953	53.5%	158	720	22.0%	24	5	480.0%	19	20	96.0%	148	102	145.3%	160	106	150.9%	0	0
Par Mighty Milk Berries6x300ml [009855]	662	0	/0	473	0	0	0	0	0	50	0	138	0	/0	0	0	0	0	0	

Par Mighty Milk Marula 6x300ml [006857]	840	0	/0	570	0	/0	0	0	/0	129	0	/0	139	0	/0	2	0	/0	0	0	/0
Par Mighty Milk SBerry 6x300ml [006851]	880	0	/0	572	0	/0	99	0	/0	63	0	/0	111	0	/0	34	0	/0	0	0	/0
Par Mighty MilkPchMelb 6x300ml [006859]	684	0	/0	472	0	/0	76	0	/0	41	0	/0	95	0	/0	0	0	/0	0	0	/0
Steri Stumple B/Gum 15X350ml [006426]	4788	4922	97.2%	1405	1097	128.0%	327	264	123.8%	195	263	74.3%	561	1364	41.2%	2298	1934	118.8%	0	0	/0
Steri Stumple Banana 15X350ml [006421]	8351	5751	145.2%	647	563	114.9%	327	327	100.0%	304	221	137.5%	3984	2092	144.3%	3190	1948	163.8%	0	0	/0
Steri Stumple C/Soda 15X350ml [006423]	9760	8978	108.7%	1472	1293	113.9%	497	469	105.9%	235	299	78.7%	3983	4564	87.3%	3572	2353	151.8%	0	0	/0
Steri Stumple Choc 15X350ml [006422]	25045	30012	83.5%	3075	2688	114.4%	1284	1236	103.9%	989	762	129.8%	10268	12818	80.1%	9430	12508	75.4%	0	0	/0
Steri Stumple Sberry 15X350ml [006424]	28704	25750	111.5%	3000	2700	111.1%	1293	1403	92.2%	826	677	122.0%	12653	10989	117.9%	10632	9981	106.6%	0	0	/0
Steri Stumple Tot Car 15X350ml [006427]	9550	8031	118.9%	1563	1360	114.9%	465	442	105.2%	304	179	169.9%	3050	3033	100.6%	4169	3017	138.2%	0	0	/0
Steri Stumple Van 15X350ml [006425]	5087	4627	109.9%	446	404	110.3%	130	153	85.1%	244	163	140.7%	2252	2484	90.7%	2015	1423	141.6%	0	0	/0
Ychm F.Milk Caramel 8X3X200ml [006204]	1948	6338	30.7%	845	4757	17.8%	98	509	18.9%	163	308	52.6%	571	764	74.7%	274	0	/0	0	0	/0
Ychm F.Milk Choclate 12X1L [006239]	582	0	/0	406	0	/0	0	0	/0	132	0	/0	24	0	/0	0	0	/0	0	0	/0
Ychm F.Milk Choclate 8X3X200ml [006201]	2629	11133	23.6%	1164	6481	18.0%	124	557	22.3%	360	587	63.5%	701	3212	21.8%	280	336	83.4%	0	0	/0
Ychm F.Milk CrSoda 8X3X200ml [006195]	1938	8704	22.3%	901	4878	18.5%	86	499	17.3%	235	317	74.1%	451	3000	15.0%	264	10	2640.0%	0	0	/0
Ychm F.Milk Strberry 12X1L [006237]	489	0	/0	334	0	/0	0	0	/0	108	0	/0	48	0	/0	-1	0	/0	0	0	/0
Ychm F.Milk Strberry 8X3X200ml [006198]	3198	7475	42.9%	1568	5659	27.7%	187	638	29.3%	413	260	158.8%	729	870	83.8%	301	48	627.1%	0	0	/0
Amazi Eselwa GT FC 500ml [007329]	4324	5367	80.8%	0	0	/0	0	0	/0	0	0	/0	3460	4807	75.1%	664	780	87.4%	200	0	/0
Amazi FC Pl Jug 2L [007315]	24620	22360	110.1%	6984	6072	115.0%	796	500	159.2%	0	0	/0	15294	14786	103.4%	1546	1002	154.3%	0	0	/0
Amazi High Fat 500ml [007330]	4718	5970	79.0%	4619	5855	78.9%	84	107	78.0%	15	8	187.5%	0	0	/0	0	0	/0	0	0	/0
Amazi High Fat Pl Jug 2L [007331]	17258	19564	88.2%	17000	19170	88.7%	248	390	63.1%	12	4	300.0%	0	0	/0	0	0	/0	0	0	/0
Amazi Oqobo Pl 500ml [007345]	1263	1570	80.4%	0	0	/0	0	0	/0	0	0	/0	1283	1570	80.4%	0	0	/0	0	0	/0
Amazi Oqobo Pl Jug 2L [007347]	71492	73998	96.6%	0	0	/0	0	0	/0	4760	6934	68.6%	68732	67062	99.6%	0	0	/0	0	0	/0
Amazi Pl 500ml [007327]	1044	1268	82.4%	0	0	/0	0	0	/0	0	0	/0	1044	1266	82.4%	0	0	/0	0	0	/0
Amazi Pl Sq 1L [007219]	4470	4930	90.7%	0	0	/0	0	0	/0	0	0	/0	4470	4930	90.7%	0	0	/0	0	0	/0
Mageu Banana SW 12X1L [007336]	7924	6996	113.3%	0	0	/0	0	0	/0	0	0	/0	7502	6996	107.2%	0	0	/0	422	0	/0
Mageu Banana SW 12X500ml [007342]	3130	2730	114.7%	0	0	/0	0	0	/0	0	0	/0	3058	2730	112.0%	0	0	/0	72	0	/0
Mageu Guava SW 12X1L [007339]	7895	5700	138.5%	0	0	/0	0	0	/0	0	0	/0	7895	5700	138.5%	0	0	/0	0	0	/0
Mageu Guava SW 12X500ml [007341]	3842	3234	118.8%	0	0	/0	0	0	/0	0	0	/0	3842	3234	118.8%	0	0	/0	0	0	/0
Mageu Pineapple SW 12X1L [007337]	4939	4896	100.9%	0	0	/0	0	0	/0	0	0	/0	4267	4896	87.2%	0	0	/0	872	0	/0
Mageu Pineapple SW 12X500ml [007344]	1358	1602	84.7%	0	0	/0	0	0	/0	0	0	/0	1256	1602	78.4%	0	0	/0	102	0	/0
Mageu S/Berry SW 12X1L [007338]	2388	1656	144.2%	0	0	/0	0	0	/0	0	0	/0	2388	1656	144.2%	0	0	/0	0	0	/0
Drnk Yog Apricot 6x300ml [008927]	1050	0	/0	475	0	/0	46	0	/0	110	0	/0	279	0	/0	140	0	/0	0	0	/0
Drnk Yog ChocChin 6x300ml [008929]	3038	0	/0	1259	0	/0	99	0	/0	292	0	/0	685	0	/0	703	0	/0	0	0	/0
Drnk Yog G'dilla 6x300ml [008928]	1378	0	/0	491	0	/0	56	0	/0	112	0	/0	454	0	/0	266	0	/0	0	0	/0
Drnk Yog Pine&Coconut 6x300ml [008930]	591	0	/0	227	0	/0	22	0	/0	36	0	/0	235	0	/0	71	0	/0	0	0	/0
Drnk Yog Regrade 300ml [008932]	-4	0	/0	-4	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Drnk Yog Strberry 6x300ml [006926]	3334	0	/0	1260	0	/0	93	0	/0	398	0	/0	913	0	/0	669	0	/0	0	0	/0
Drnk Yog Strberry 2x6x330ml [008307]	-11	0	/0	0	0	/0	0	0	/0	0	0	/0	-5	0	/0	-6	0	/0	0	0	/0
Drnk Yog Vanilla 6x300ml [008931]	1788	0	/0	746	0	/0	30	0	/0	217	0	/0	471	0	/0	325	0	/0	0	0	/0
Yogofun Apricot GT 350ml [007835]	4895	7241	67.6%	1144	2428	47.1%	124	189	65.7%	127	364	34.0%	1972	2815	75.4%	1528	1647	92.8%	0	0	/0
Yogofun Granadilla GT 350ml [007840]	8362	11584	72.2%	1192	2612	47.4%	176	301	58.4%	471	930	50.7%	3425	4695	74.5%	3098	3246	95.4%	0	0	/0
Yogofun Pineapple GT 350ml [007845]	3906	6174	63.3%	775	1922	40.3%	50	143	34.8%	167	311	50.5%	1688	2518	67.1%	1236	1282	96.4%	0	0	/0
Yogofun Strawberry GT 350ml [007830]	13083	19710	66.4%	2242	4244	52.8%	375	582	69.7%	582	981	59.3%	4020	7357	64.6%	5864	6590	86.0%	0	0	/0
Cream Fresh Pl 5L [007269]	870	6950	51.9%	0	250	0.0%	0	0	/0	0	0	/0	690	809	73.3%	280	635	44.1%	0	0	/0
Par Cream Fresh Cups 250ml [007245]	13011	9346	139.2%	0	0	/0	0	1	0.0%	0	0	/0	8518	6098	139.7%	4494	3247	138.4%	0	0	/0
Par Cream Fresh Pl 250ml [007243]	4173	10099	41.3%	3318	8765	37.9%	296	711	41.6%	184	308	59.8%	0	0	/0	374	313	119.5%	0	2	/0
Par Cream Fresh Pl Jug 1L [007241]	1166	1005	116.0%	0	0	/0	0	0	/0	0	0	/0	536	555	96.6%	630	450	140.0%	0	0	/0
Par Cream Fresh Plastic 500ml [007208]	1102	803	137.2%	721	706	102.1%	0	0	/0	0	0	/0	381	97	302.8%	0	0	/0	0	0	/0
Par Smetena Cups 250ml [007265]	882	813	108.0%	0	0	/0	0	0	/0	0	0	/0	315	251	125.5%	547	562	97.2%	0	0	/0
Par Milk Past FC Bot 1L [006989]	71064	61770	115.0%	14487	14412	100.6%	1381	1168	118.2%	285	250	114.0%	45803	38127	119.8%	9298	7813	119.0%	0	0	/0
Par Milk Past FC Bot 500ml [006990]	48248	42107	114.6%	8832	7247	94.3%	726	659	110.1%	1	1	100.0%	38717	31991	121.0%	1973	2209	80.3%	0	0	/0
Par Milk Past FC Jug Sq 2L [006988]	237112	183100	129.5%	103020	88988	116.8%	7512	8098	92.9%	0	0	/0	92708	61904	149.8%	33872	24120	140.4%	0	0	/0
Par Milk Past FC Sachet 1L [006995]	71247	68809	103.8%	2260	3522	64.2%	1240	936	132.5%	0	0	/0	60127	49778	120.8%	7620	14373	53.0%	0	0	/0
Par Milk Past FF Bot 1L [006993]	7087	5900	120.1%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	7087	5600	126.1%	0	0	/0
Par Milk Past LF Bot 1L [006992]	12934	8840	146.3%	0	0	/0	0	0	/0	0	0	/0	4407	2461	179.1%	8527	6379	133.7%	0	0	/0
Par Milk Past LF Jug 2L [006991]	106578	72034	148.0%	22482	20258	111.0%	3412	1496	228.1%	144	138	104.3%	47992	25790	186.1%	32548	24352	133.7%	0	0	/0
Par Milk Past LF Sach 1L [006994]	31601	24830	127.3%	153	377	40.8%	460	452	101.8%	0	0	/0	28036	21380	131.1%	2952	2621	112.6%	0	0	/0
Steri Milk Glass FC 20X500ml [006494]	55412	72880	76.2%	0	0	/0	0	0	/0	0	0	/0	55392	72880	76.2%	0	0	/0	20	0	/0
E/Fresh UHT Milk FC 6X1L [006521]	143034	261256	54.7%	72696	184908	39.4%	534	576	92.7%	21408	9284	231.1%	3284	9338	35.0%	45132	57474	78.5%	0	0	/0
E/Fresh UHT Milk FC 12X1L [006512]	15002	13032	115.1%	10832	9084	119.2%	-1	-1	0	0	0	/0	1341	1068	125.6%	2831	2890	98.3%	0	0	/0
E/Fresh UHT Milk FC 10X500ml [006602]	5807	8176	71.0%	3165	6305	50.2%	10	255	3.0%	0	0	/0	270	176	154.3%	2362	1440	164.0%	0	0	/0
E/Fresh UHT Milk FF 8X1L [006518]	97902	170862	57.3%	49428	104880	47.1%	126	548	23.1%	14400	11814	121.9%	2892	9540	30.3%	31056	44112	70.4%	0	0	/0
E/Fresh UHT Milk FF 12X1L [006552]	5044	12432	40.6%	4508	11940	37.8%	0	0	/0	0	0	/0	250	278	90.6%	286	216	132.4%	0	0	/0
E/Fresh UHT Milk LF 6X1L [006541]	90876	183924	49.4%	45486	133656	34.0%	300	444	67.6%	11730	6612	177.4%	2100	6546	32.1%	31260	38666	86.3%	0	0	/0
E/Fresh UHT Milk LF 12X1L [006532]	8638	12888	51.5%	4924	9636	51.1%	-3	0	/0	0	0	/0	549	504	108.6%	1120	2748	40.8%	48	0	/0
First Growth UHT Milk 6X1L [006070]	2740	2526	108.5%	928	1476	62.9%	174	36	483.3%	356											

Omega3 UHT Milk LF 12X1L [006529]	-79	872	-11.8%	-115	336	-34.2%	0	24	0.0%	80	84	71.4%	-24	72	-33.3%	0	156	0.0%	0	0	0	
PnP No Name UHT Milk FC 6x1L [006048]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	0	
PnP No Name UHT Milk FF 6x1L [006060]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	0	
PnP No Name UHT Milk LF 6x1L [006049]	54	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	54	0	0	
Toplife UHT Milk FC 6X1L [006523]	4974	3198	155.5%	2484	0	/0	492	288	170.8%	0	0	/0	1998	2844	70.3%	0	60	0.0%	0	0	0	
Toplife UHT Milk LF 6X1L [006543]	180	168	107.1%	0	0	/0	0	24	0.0%	0	0	/0	180	144	125.0%	0	0	0.0%	0	0	0	
Zymil UHT Milk LF 12X1L [006530]	1007	1380	73.0%	481	540	89.1%	0	12	0.0%	330	204	161.8%	52	132	39.4%	144	120	20.3%	0	0	0	
Bon Butter (S)(P) 40x250g [003141]	1560	1440	108.3%	110	130	84.6%	0	0	/0	0	0	/0	400	310	32.3%	4900	4000	135.0%	0	0	0	
Bon Butter (SKP) 50x500g [003211]	13448	60476	22.2%	449	55325	0.8%	0	0	/0	25	0	/0	12547	4750	284.1%	428	400	105.0%	0	0	0	
Bon Butter (S)(P) 250g-5kg [003131]	1018	1040	97.9%	873	775	112.7%	0	0	/0	0	40	0.0%	100	105	95.2%	45	120	37.3%	0	0	0	
Bon Butter (S)(P) 500g-5kg [003433]	830	18205	4.6%	750	505	146.5%	0	0	/0	17580	75	60	125.0%	75	60	125.0%	5	60	8.3%	0	0	0
Bon Butter (S)(P) 500g-10kg [003212]	2160	4560	47.4%	10	120	8.3%	0	0	/0	0	0	/0	130	30	433.3%	2020	4410	45.8%	0	0	0	
But Garlic/Pars Saus 10x150g [003136]	624	917	66.0%	209	419	49.8%	9	34	26.9%	0	110	110	99.5%	163	180	90.7%	134	174	76.7%	0	0	0
But Lemon Herb Saus 10x150g [003138]	164	197	83.0%	66	82	80.7%	0	2	0.0%	54	26	207.1%	21	30	70.0%	23	57	39.6%	0	0	0	
But Lemon Pepr Saus 10x150g [003144]	123	57	215.8%	75	23	326.7%	-1	5	-18.0%	35	12	287.5%	14	12	118.8%	0	6	0.0%	0	0	0	
But Sod&Rmary Saus 10x150g [003146]	34	40	85.9%	6	6	100.0%	-2	0	/0	22	14	164.3%	8	9	85.0%	1	11	5.5%	0	0	0	
Butter A Bulk (S) 25kg [003413]	0	25	0.0%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	25	0.0%	0	0	0	
Butter A Bulk (U) 25kg [003421]	175	100	175.0%	0	0	/0	0	0	/0	0	0	/0	175	100	175.0%	0	0	0.0%	0	0	0	
Par Butter (S)(F) 20x500g [003418]	118	360	32.8%	90	280	32.1%	0	0	/0	0	50	0.0%	30	0	/0	-2	30	-6.7%	0	0	0	
PnP Choice Butter S P 30x500g [003204]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	0.0%	0	0	0	
Buttermilk Carton GT 500ml [007279]	7152	13071	54.7%	1921	4413	43.5%	106	206	50.5%	290	178	162.6%	3400	5680	59.9%	1437	2591	55.4%	0	0	0	
Par Dairy Cust 12X1L [006231]	10693	17628	60.7%	4558	8412	54.2%	218	408	53.4%	983	1684	62.7%	1082	4164	26.0%	3842	3048	126.1%	0	12	0	
Par Dairy Cust 10X500ml [006229]	5503	5745	95.8%	1919	2495	76.9%	145	290	50.0%	265	350	75.7%	2658	1875	141.7%	517	735	70.3%	0	0	0	
PnP Choice UHT Custard 12X1L [006056]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	0.0%	0	0	0	
Aylab DairySoft Neopl 2L [009229]	7060	1546	456.7%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	7060	1546	456.7%	0	0	0	
Classic Vanilla 5L [000110]	9645	8955	107.7%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	9645	8955	107.7%	0	0	0	
Dairy Soft Str/Vanilla 2L [020214]	11436	1314	870.3%	0	0	/0	0	0	/0	0	0	/0	440	0	/0	10996	1314	836.8%	0	0	0	
Dairy Soft ToffeeVanilla 2L [020216]	8894	2172	409.5%	0	0	/0	0	0	/0	0	0	/0	176	0	/0	8718	2172	401.4%	0	0	0	
Dairy Soft Vanilla 2L [020107]	13168	3390	388.4%	0	0	/0	0	0	/0	0	0	/0	232	0	/0	12936	3390	381.6%	0	0	0	
Froz Yog Bl/Curl/Lichi 1L [000878]	442	363	121.8%	0	0	/0	0	0	/0	0	0	/0	0	36	0.0%	442	327	135.2%	0	0	0	
Froz Yog Strawberry 1L [000173]	513	431	119.0%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	513	431	119.0%	0	0	0	
Froz Yog Wildberries 1L [000175]	596	420	141.9%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	596	420	141.9%	0	0	0	
Gelato Cherry Almond 2L [020089]	1732	568	304.9%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	1732	568	304.9%	0	0	0	
Gelato Chocolate 2L [020094]	3076	1966	156.5%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	3076	1966	156.5%	0	0	0	
Gelato Rum & Raisin O 2L [020060]	3298	1496	220.3%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	3298	1496	220.3%	0	0	0	
Gelato StrawberryVanilla 2L [020078]	1406	394	356.9%	0	0	/0	0	0	/0	0	0	/0	0	2	0.0%	1406	392	358.7%	0	0	0	
Gelato Toffee & Nut 2L [000133]	2662	1896	140.4%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	2662	1896	140.4%	0	0	0	
Gelato Vanilla 2L [020065]	6034	2934	205.7%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	6034	2934	205.7%	0	0	0	
Gelato Vanilla Fudge 2L [000121]	3632	1680	229.9%	0	0	/0	0	0	/0	0	0	/0	8	0.0%	3632	1572	231.0%	0	0	0		
Lite Treat Cape Berries 1L [000984]	110	161	68.3%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	110	161	68.3%	0	0	0	
Lite Treat Vanilla 1L [000389]	617	584	105.7%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	617	584	105.7%	0	0	0	
Royalty Blueberry C/Cake 2L [000155]	3512	1824	192.5%	0	0	/0	0	0	/0	0	0	/0	216	32	675.0%	3296	1792	183.9%	0	0	0	
Royalty Choc Mint Fudge 2L [000096]	454	794	57.2%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	454	794	57.2%	0	0	0	
Royalty Dutch Chocolate 2L [000143]	2054	106	1937.7%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	2054	106	1937.7%	0	0	0	
Royalty Lemon Meringue 2L [000304]	1282	96	1335.4%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	1282	96	1335.4%	0	0	0	
Royalty Passion Fruit 2L [000883]	226	492	45.9%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	226	492	45.9%	0	0	0	
Royalty Tin Roof 2L [000140]	4988	3014	165.4%	0	0	/0	0	0	/0	0	0	/0	216	60	360.0%	4770	2954	161.5%	0	0	0	
Royalty Vanilla 2L [000140]	7468	4444	168.0%	0	0	/0	0	0	/0	0	0	/0	258	42	608.5%	7212	4402	163.8%	0	0	0	
Par Yog Apricot LF 1L [007976]	7344	7137	102.9%	3874	4166	93.0%	187	235	79.6%	371	443	83.7%	1939	1717	112.6%	973	576	168.6%	0	0	0	
Par Yog Apricot LF 175g [008952]	4096	0	/0	1270	0	/0	76	0	/0	146	0	/0	1984	0	/0	621	0	/0	0	0	0	
Par Yog Apricot LF 175ml [008802]	-1	4548	0.0%	0	1882	0.0%	0	97	0.0%	0	284	0.0%	0	1740	0.0%	0	546	-0.1%	0	0	0	
Par Yog Apricot LF 600ml [007981]	7335	7614	96.3%	2506	3236	77.4%	112	192	58.3%	325	383	84.9%	3058	2396	127.6%	1335	1407	94.8%	0	0	0	
Par Yog Bulgarian LF 175g [008958]	3194	0	/0	1253	0	/0	54	0	/0	161	0	/0	980	0	/0	746	0	/0	0	0	0	
Par Yog Bulgarian LF 175ml [008804]	-9	4050	-0.2%	-3	2147	-0.2%	-1	76	-0.2%	0	282	0.0%	-5	954	-0.3%	-1	586	-0.1%	0	0	0	
Par Yog Choc Chip LF 8x8x100g [008919]	5494	0	/0	3086	0	/0	100	6	/0	494	0	/0	1338	0	/0	478	0	/0	0	0	0	
Par Yog ChocChip LF 1L [008833]	12361	13369	92.5%	5269	7016	75.1%	359	876	41.0%	2008	1575	127.5%	2414	2484	97.2%	2311	1412	163.7%	0	0	0	
Par Yog ChocChip LF 175g [008956]	6652	0	/0	2253	0	/0	147	0	/0	836	0	/0	2093	0	/0	1523	0	/0	0	0	0	
Par Yog ChocChip LF 175ml [008810]	-8	8706	-0.1%	-2	3659	-0.1%	0	210	0.0%	0	823	0.0%	-4	2663	-0.2%	-1	1351	-0.1%	0	0	0	
Par Yog ChocChip LF 600ml [008857]	10511	12051	87.2%	3552	4526	78.4%	201	316	63.6%	889	1001	83.8%	3314	3009	110.1%	2556	3166	79.9%	0	0	0	
Par Yog Frit BChery FF 175g [008955]	2015	0	/0	810	0	/0	39	0	/0	221	0	/0	481	0	/0	465	0	/0	0	0	0	
Par Yog Frit BChery FF 1L [008862]	5038	6175	80.2%	2228	3411	65.3%	69	123	60.1%	981	865	113.4%	1656	1123	147.4%	1005	653	153.9%	0	0	0	
Par Yog F																						

Par Yog FruitSalad LF 175g [008953]	4567	0	/0	1317	0	/0	86	0	/0	188	0	/0	2122	0	/0	853	0	/0	0	0	/0
Par Yog FruitSalad LF 175ml [008801]	-9	4993	-0.2%	-3	1866	-0.1%	-1	127	-0.7%	0	222	0.0%	-5	2110	-0.2%	-1	668	-0.1%	0	0	/0
Par Yog FruitSalad LF 500ml [007964]	7816	8980	87.0%	2328	3004	77.5%	108	143	75.5%	348	555	62.6%	3261	3368	96.6%	1772	1910	92.8%	0	0	/0
Par Yog Granadilla LF 1L [008878]	4034	4303	93.7%	1652	2107	78.4%	110	180	61.1%	613	499	122.8%	845	1128	74.9%	814	389	209.3%	0	0	/0
Par Yog Granadilla LF 175g [008876]	2178	4137	52.7%	785	2398	32.6%	36	124	29.2%	208	157	132.7%	668	984	70.9%	451	478	94.8%	0	0	/0
Par Yog Granadilla LF 500ml [008877]	3824	3404	112.3%	1416	1570	90.2%	73	102	71.6%	247	180	137.2%	1367	907	150.7%	721	645	111.8%	0	0	/0
Par Yog Plain LF 1L [007995]	9740	10808	90.1%	4098	5880	69.7%	218	307	71.0%	656	640	102.5%	2496	2268	110.2%	2272	1715	132.5%	0	0	/0
Par Yog Plain LF 500ml [007993]	6194	7743	80.0%	2291	3059	74.9%	52	124	41.9%	330	385	85.7%	1569	1614	97.2%	1952	2561	78.2%	0	0	/0
Par Yog Simply Aloe LF 1L [008875]	2283	3705	61.6%	520	1511	34.4%	9	113	8.0%	273	461	59.2%	669	1145	56.4%	812	475	170.9%	0	0	/0
Par Yog Simply Aloe LF 175g [008873]	998	3774	26.4%	293	2039	14.4%	11	121	8.8%	107	204	52.6%	286	883	32.4%	299	527	56.7%	0	0	/0
Par Yog Simply Aloe LF 500ml [008874]	1534	2600	59.0%	316	1171	27.0%	8	88	8.5%	147	193	75.9%	536	577	92.8%	529	571	92.6%	0	0	/0
Par Yog Smooth 4x100ml [008799]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Yog Smth Vanil LF 175g [008957]	2849	0	/0	1001	0	/0	25	0	/0	223	0	/0	803	0	/0	597	0	/0	0	0	/0
Par Yog Smth Vanil LF 1L [008285]	5903	6805	86.7%	2633	3828	68.8%	95	189	45.0%	542	571	94.9%	1273	1311	97.1%	1370	908	151.2%	0	0	/0
Par Yog Smth Vanil LF 175ml [008284]	-7	3492	-0.2%	-2	1793	-0.1%	0	80	0.0%	0	216	0.0%	-3	829	-0.4%	-1	674	-0.2%	0	0	/0
Par Yog Stewed FritCustLF 1L [008881]	4899	3342	146.6%	1817	1550	117.2%	156	119	131.1%	684	625	111.0%	1148	848	135.4%	1084	200	542.0%	0	0	/0
Par Yog Stewed FritCustLF 175g [008879]	2675	4641	57.6%	858	2454	36.0%	48	121	37.6%	249	270	92.4%	1051	1247	84.3%	470	549	85.6%	0	0	/0
Par Yog Stewed FritCustLF 500ml [008880]	4502	3059	147.2%	1495	1491	100.3%	61	75	80.7%	258	175	147.4%	1807	839	215.3%	882	479	184.0%	0	0	/0
Par Yog Strawberry FF 1L [008859]	6659	7549	88.2%	2720	3468	78.4%	318	145	219.3%	946	1031	91.6%	1395	2107	66.2%	1280	798	160.4%	0	0	/0
Par Yog Strawberry LF 1L [007987]	12975	12100	107.2%	5338	6800	78.5%	512	578	88.8%	1450	881	164.8%	3048	2319	131.4%	2627	1522	172.6%	0	0	/0
Par Yog Strawberry LF 175g [008950]	7136	0	/0	1895	0	/0	125	0	/0	461	0	/0	3234	0	/0	1420	0	/0	0	0	/0
Par Yog Strawberry LF 175ml [008600]	-23	7134	-0.3%	-2	2486	-0.1%	-1	373	-0.2%	0	326	-0.1%	-14	2786	-0.5%	-6	1163	-0.6%	0	0	/0
Par Yog Strawberry LF 500ml [007962]	12390	12736	97.3%	3411	4108	83.0%	254	361	70.4%	715	761	94.0%	4912	4169	117.8%	3099	3339	92.8%	0	0	/0
Yog Choc Chip LF 500ml [007640]	4	0	/0	0	0	/0	0	0	/0	0	0	/0	4	0	/0	0	0	/0	0	0	/0
Yog Frit BanFrsal Str LF 6x100g [008943]	3827	0	/0	2282	0	/0	32	0	/0	172	0	/0	1039	0	/0	302	0	/0	0	0	/0
Yog Frit BcherAprStr FF 6x100g [008844]	3881	0	/0	2083	0	/0	-5	0	/0	341	0	/0	1020	0	/0	442	0	/0	0	0	/0
Yog Frit BcherAprStr FF 6x125ml [008804]	2	0	/0	-1	0	/0	0	0	/0	-3	0	/0	-6	0	/0	12	0	/0	0	0	/0
Yog Frit Gr Apr Str LF 6x100g [008942]	2667	0	/0	1103	0	/0	14	0	/0	187	0	/0	1039	0	/0	325	0	/0	0	0	/0
Yog Frit Gr Apr Str LF 6x125ml [008900]	-4	0	/0	0	0	/0	0	0	/0	0	0	/0	-4	0	/0	0	0	/0	0	0	/0
Yog FritBanFrsal Str LF 6x125ml [008901]	-1	0	/0	0	0	/0	0	0	/0	0	0	/0	-1	0	/0	0	0	/0	0	0	/0
Yog Fruit O/T Cape LF 175ml [007480]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Fruit O/T Cape LF 500ml [007825]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Granadilla LF 175ml [007485]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Granadilla LF 500ml [007810]	-1	0	/0	0	0	/0	0	0	/0	0	0	/0	-1	0	/0	0	0	/0	0	0	/0
Yog Sm Apr Ban Str LF 6x100ml [008902]	21830	41436	52.7%	9418	18374	51.3%	2021	3560	56.8%	2202	6440	34.2%	6673	10721	62.2%	1516	2341	64.6%	0	0	/0
Yog SmStrFrsal Gran LF 6x100ml [008903]	26235	32508	80.7%	9990	16220	61.6%	2152	1497	143.8%	4374	6916	63.2%	7908	5777	136.9%	1811	2099	86.3%	0	0	/0
Yog Smth Strawber LF 6x100ml [008144]	17950	16315	110.0%	7631	8657	86.2%	1048	1021	102.6%	3475	3040	114.3%	4838	2681	180.4%	958	716	133.8%	0	0	/0
Yog StrawBan LF 175ml [007490]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Ychm Banras CooStr 6x100ml [008906]	24966	26302	94.9%	10678	14005	76.2%	2264	1923	117.7%	4278	3994	109.5%	5263	4602	114.4%	2485	1868	133.0%	0	0	/0
Yog Ychm Strawber LF 6x100ml [008916]	17370	14437	120.3%	7390	7819	94.5%	931	924	100.8%	2995	2416	123.9%	4586	2529	181.3%	1469	749	196.1%	0	0	/0
Yog Ychm VanstrTapStr 6x100ml [008905]	30637	34975	87.6%	12066	17108	70.5%	1411	1271	111.0%	4725	7104	66.5%	8972	8186	145.0%	3464	3308	104.7%	0	0	/0
Yog Yumchum Assort 4x100ml [008288]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yoghurt FSI Bulgarian 5L [007928]	10	20	50.0%	0	5	0.0%	0	0	/0	0	10	0.0%	10	0	/0	0	0	/0	0	0	/0
Yoghurt FSI Fruit Salad 5L [007930]	0	50	0.0%	0	0	/0	0	0	/0	0	50	0.0%	0	0	/0	0	0	/0	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	0	125	0.0%	0	0	/0	0	0	/0	0	120	0.0%	0	0	/0	0	5	0.0%	0	0	/0
			89.8%			57.5%			81.8%			83.2%			132.1%			85.8%			/0

WHOLESALE	TOTAL			GAUTENG			FREE STATE			NATAL			EASTERN CAPE			WESTERN CAPE			OTHER		
	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC	Vol(Sales)	Vol(AdjFC)	Sales % FC									
All Items	6,008,516	5,329,055	112.8%	897,235	1,219,104	73.6%	574,321	455,894	126.0%	525,943	768,504	68.4%	3,568,086	2,537,845	140.6%	442,928	347,708	127.4%	0	0	0
Bon Blanc Loaf 8X2.25kg [003058]	24	18	130.9%	0	0	0	0	0	0	0	0	0	0	0	0	24	18	130.9%	0	0	0
Bon Ched 1st Vac 1.25Kg-20kg [002631]	4469	7040	63.5%	1422	3380	42.1%	275	220	124.9%	1494	1620	92.2%	306	680	46.4%	972	1160	83.8%	0	0	0
Ched Grated FW 3X2kg [002813]	360	372	96.8%	180	108	166.7%	18	12	150.0%	0	0	0	0	0	0	162	252	64.3%	0	0	0
Ched Loaf 1st 8X2.25kg [002111]	9133	13266	68.8%	3205	5958	53.8%	146	432	33.8%	1388	846	164.1%	2219	2862	77.5%	2175	3168	68.6%	0	0	0
Ched Mat Loaf 1st 8X2.25kg [002231]	13	90	14.7%	0	-8	54	0	0	0	0	0	0	0	0	21	0	0	0	0	0	0
Chesso Loaf 8x2.25kg [003699]	31	90	34.8%	0	0	0	0	0	0	0	0	0	31	90	34.8%	0	0	0	0	0	0
Par Bon Blanc Res FW 26x230g [002247]	26	38	73.5%	10	30	32.2%	0	0	0	6	6	99.7%	5	0	0	6	0	0	0	0	0
Par Bon Blanc SSeal Cuts 10kg [001171]	38	50	76.2%	0	0	0	0	0	0	0	0	0	38	50	76.2%	0	0	0	0	0	0
Par Ched Mat Res FW 26x230g [002274]	50	98	51.8%	30	42	70.8%	0	0	0	6	0	-3.8%	9	36	26.2%	11	12	90.1%	0	0	0
Par Ched Mat SSeal Cuts 10kg [002136]	95	40	238.2%	57	0	0	0	0	0	0	0	0	38	40	96.2%	0	0	0	0	0	0
Par Ched Res FW 26x230g [002273]	421	492	85.6%	144	192	74.9%	-3	30	-8.4%	92	132	69.7%	81	54	149.1%	108	84	128.1%	0	0	0
Par Ched SSeal Cuts 2x10kg [002130]	1759	1100	159.6%	398	80	497.5%	0	0	0	116	260	44.6%	241	420	57.5%	1004	340	295.2%	0	0	0
Par Chesso SSeal Cuts 10kg [002137]	27	10	274.6%	-3	10	-30.0%	0	0	0	0	0	0	21	0	0	10	0	0	0	0	0
Par EvrydayChse Zip FW 12x250g [001658]	3	3	100.0%	3	3	100.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Par Satad Chse Zip FW 12x250g [001657]	0	6	0.0%	0	6	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bon Blanc Block 1st 2x10kg [003054]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Ched Block 1st 2X10kg [002021]	821	1420	57.8%	0	40	0.0%	0	60	0.0%	167	100	166.8%	548	1120	48.9%	107	100	106.7%	0	0	0
Ched Mat Blk 1st 2x10kg [002238]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Chesso Block 1st 2x10kg [003736]	0	20	-1.9%	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0.0%	0	0	0
Cot Cheese LF Smooth 2Kg [007415]	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Par CChse Cream Smooth 200g [006705]	130	146	89.0%	66	70	94.0%	1	4	25.0%	-2	3	-66.7%	48	55	86.9%	17	14	124.3%	0	0	0
Par CChse FF BPeppSmth 200g [006711]	-2	12	-18.3%	-1	7	-14.3%	0	0	0	0	0	0	-1	3	-40.0%	0	2	0.0%	0	0	0
Par CChse FF Chunky 200g [006712]	38	600	6.3%	17	74	23.5%	1	0	0	1	2	60.0%	12	11	110.5%	6	51	1.2%	0	0	0
Par CChse FF Smooth 200g [006708]	118	97	121.4%	50	61	81.3%	0	0	0	1	1	80.0%	49	28	175.0%	18	7	262.0%	0	0	0
Par CChse LF Chunky 200g [006707]	107	322	33.2%	49	38	127.9%	2	1	220.0%	6	0	0	31	23	135.7%	19	26	7.2%	0	0	0
Par CChse LF Ghs Chiv 200g [006709]	60	85	71.1%	30	65	46.8%	3	1	320.0%	4	2	200.0%	8	3	273.3%	14	14	101.4%	0	0	0
Par CChse LF Ital Chnk 200g [006710]	-16	36	-44.3%	-14	31	-46.5%	0	1	0.0%	0	1	0.0%	-1	0	0	-1	3	-20.0%	0	0	0
Par CChse LF Smooth 200g [006706]	127	96	132.7%	45	40	112.5%	1	4	20.0%	5	2	270.0%	54	38	142.1%	22	12	185.0%	0	0	0
CrChs Smoked Ham 12x100g [011786]	-1	14	-5.7%	-3	13	-24.6%	0	0	0	0	0	0	0	0	0	2	1	200.0%	0	0	0
CrChs Smoked Salmon 12x100g [010791]	25	90	27.6%	20	84	24.3%	0	0	0	1	1	120.0%	1	2	60.0%	2	3	66.7%	0	0	0
CrChs SprOnionChive 12x100g [010792]	50	77	64.3%	30	68	55.1%	0	1	0.0%	1	1	120.0%	1	1	120.0%	10	6	160.0%	0	0	0
CrChs Traditional 12x100g [010790]	43	106	40.4%	32	98	32.6%	0	0	0	0	3	-6.7%	2	0	0	9	5	178.0%	0	0	0
Par CrChs Smoked Ham 12x150g [012107]	43	0	0	25	0	0	0	0	0	9	0	0	4	0	0	5	0	0	0	0	0
Par CrChs Smoked Salmon 12x150g [012105]	40	0	0	22	0	0	0	0	0	9	0	0	2	0	0	7	0	0	0	0	0
Par CrChs Spr/On/Chives 12x150g [012103]	44	0	0	20	0	0	0	0	0	13	0	0	4	0	0	7	0	0	0	0	0
Par CrChs Traditional 12x150g [012101]	66	0	0	40	0	0	0	0	0	14	0	0	4	0	0	9	0	0	0	0	0
S/Berg CrChs Fr/Herbs 12x230g [011992]	36	36	100.9%	27	24	111.2%	3	0	0	3	0	-1	9	0	-16.3%	6	3	184.0%	0	0	0
S/Berg CrChs Gar & Par 12x230g [010460]	59	68	87.3%	32	53	61.2%	2	3	78.7%	0	3	0.0%	3	3	84.3%	22	6	388.0%	0	0	0
S/Berg CrChs Rstd Pepr 12x230g [011785]	7	26	25.7%	3	14	23.0%	0	0	0	0	0	-2	6	3	-34.5%	6	6	99.0%	0	0	0
S/Berg CrChs Sm/Ham 12x230g [011993]	181	198	91.7%	134	139	96.1%	3	3	99.7%	6	0	0	17	24	71.9%	22	32	69.0%	0	0	0
S/Berg CrChs Sm/Salmon 12x230g [010140]	124	110	113.1%	83	78	105.9%	0	0	0	6	3	184.0%	9	9	94.6%	28	20	138.0%	0	0	0
S/Berg CrChs Spr/On/Ch 12x230g [011994]	147	240	61.1%	108	189	57.7%	3	8	46.0%	6	6	92.0%	7	9	81.8%	22	30	73.6%	0	0	0
S/Berg CrChs Trgy Must 12x230g [010142]	53	54	97.5%	33	45	73.1%	3	0	0	7	0	0	7	0	0	9	6	157.2%	0	0	0
S/Berg CrChs Trad 12x230g [011991]	217	296	73.2%	137	217	63.2%	2	9	17.9%	19	18	106.1%	12	18	65.2%	47	34	138.7%	0	0	0
Par Phetta Cape Herbs 12x150g [012008]	22	44	49.1%	18	42	42.9%	0	0	0	2	0	0	0	0	0	2	2	90.0%	0	0	0
Par Phetta Cape Herbs 12x400g [011954]	105	77	138.1%	86	72	118.0%	5	0	0	10	0	0	0	0	0	5	5	99.0%	0	0	0
Par Phetta Trad 12x150g [012007]	34	112	30.5%	23	48	48.8%	0	56	0.0%	2	4	45.0%	7	2	360.0%	2	2	90.0%	0	0	0
Par Phetta Trad 12x400g [011956]	158	112	141.1%	134	92	146.7%	5	5	98.0%	14	10	144.0%	0	0	0	5	5	99.0%	0	0	0
S/Berg Feta B/Pepper 12x225g [011998]	49	125	38.9%	24	92	25.9%	0	3	0.0%	-3	9	-32.6%	11	12	95.7%	16	9	180.0%	0	0	0
S/Berg Feta B/Pepper 12x400g [011984]	280	257	108.9%	219	208	105.4%	2	10	24.0%	0	5	96.0%	20	10	200.0%	34	24	140.0%	0	0	0
S/Berg Feta Cape Herbs 12x225g [011999]	26	57	45.0%	5	43	11.2%	0	0	0	4	3	127.3%	6	6	101.3%	11	5	218.0%	0	0	0
S/Berg Feta Cape Herbs 12x400g [011985]	301	198	152.1%	242	173	139.9%	0	0	0	5	0	0	16	5	320.0%	38	10	384.0%	0	0	0
S/Berg Feta Trad 12x400g [011824]	775	721	107.5%	461	570	80.8%	2	0	0	162	48	337.5%	68	40	171.0%	82	63	129.5%	0	0	0
S/Berg Feta Trad 24x225g [011825]	187	283	63.8%	106	213	49.8%	0	5	0.0%	10	25	40.5%	17	15	112.5%	54	35	154.3%	0	0	0
S/Berg Feta Trad R/Fat 12x225g [010771]	34	35	95.8%	8	23	34.3%	0	0	0	8	6	135.0%	4	3	135.0%	14	3	450.0%	0	0	0
S/Berg Feta Trad R/Fat 12x400g [010770]	224	148	153.7%	205	141	145.5%	0	0	0	10	0	0	10	5	192.0%	0	0	0	0	0	
Bon Gouda CJ50 Wedge 40x220g [001147]	39	0	0	0	0	0	0	0	0	9	0	0	31	0	0	0	0	0	0	0	0
Bon Gouda Vac 1st 1.25Kg-20kg [001631]	6084	11240	54.1%	2842	6140	46.3%	353	400	88.2%	1044	2580	75.9%	248	1180	21.0%	697	960	72.6%	0	0	0
Edam Low Fat Loaf 8x2.5kg [001098]	3	0	0																		



Par Fresh Apple 6x1.5L [009822]	270	0	/0	0	0	/0	0	0	/0	0	0	270	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Fresh Apple 12x500ml [009845]	348	0	/0	18	0	/0	0	0	/0	180	0	/0	150	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Juice Regrade 1.5L [009871]	600	0	/0	600	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Juice Regrade 500ml [009870]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Mango 1.5L [009825]	3210	0	/0	2499	0	/0	69	0	/0	134	0	/0	177	0	/0	332	0	/0	0	0	/0	0	/0
Par Fresh Mango 6x1.5L [009824]	288	0	/0	0	0	/0	0	0	/0	0	0	/0	288	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Mango 12x500ml [009846]	492	0	/0	0	0	/0	30	0	/0	246	0	/0	216	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Mango 500ml [009834]	506	0	/0	326	0	/0	0	0	/0	-51	0	/0	117	0	/0	114	0	/0	0	0	/0	0	/0
Par Fresh Orange 1.5L [009821]	2885	0	/0	2147	0	/0	56	0	/0	134	0	/0	201	0	/0	348	0	/0	0	0	/0	0	/0
Par Fresh Orange 600ml [009832]	572	0	/0	398	0	/0	0	0	/0	-58	0	/0	109	0	/0	123	0	/0	0	0	/0	0	/0
Par Fresh Orange 6x1.5L [009820]	324	0	/0	0	0	/0	0	0	/0	0	0	/0	324	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Orange 12x500ml [009844]	488	0	/0	8	0	/0	30	0	/0	204	0	/0	228	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Pine&Carrot 12x500ml [009849]	426	0	/0	0	0	/0	18	0	/0	174	0	/0	234	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Pine&Carrot 1.5L [009831]	2682	0	/0	2070	0	/0	11	0	/0	114	0	/0	186	0	/0	302	0	/0	0	0	/0	0	/0
Par Fresh Pine&Carrot 500ml [009837]	538	0	/0	401	0	/0	0	0	/0	-11	0	/0	84	0	/0	85	0	/0	0	0	/0	0	/0
Par Fresh Pine&Carrot 6x1.5L [009830]	540	0	/0	0	0	/0	0	0	/0	0	0	/0	540	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh R/Grapefruit 12x500ml [009848]	342	0	/0	0	0	/0	0	0	/0	162	0	/0	180	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh R/Grapefruit 1.5L [009829]	1871	0	/0	1367	0	/0	35	0	/0	192	0	/0	131	0	/0	147	0	/0	0	0	/0	0	/0
Par Fresh R/Grapefruit 500ml [009836]	469	0	/0	305	0	/0	0	0	/0	-8	0	/0	75	0	/0	118	0	/0	0	0	/0	0	/0
Par Fresh R/Grapefruit 6x1.5L [009828]	162	0	/0	-9	0	/0	0	0	/0	0	0	/0	171	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Tropical 1.5L [009827]	3883	0	/0	2819	0	/0	60	0	/0	146	0	/0	272	0	/0	387	0	/0	0	0	/0	0	/0
Par Fresh Tropical 500ml [009835]	564	0	/0	358	0	/0	0	0	/0	-53	0	/0	146	0	/0	113	0	/0	0	0	/0	0	/0
Par Fresh Tropical 6x1.5L [009825]	342	0	/0	0	0	/0	0	0	/0	0	0	/0	342	0	/0	0	0	/0	0	0	/0	0	/0
Par Fresh Tropical 12x500ml [009847]	474	0	/0	12	0	/0	36	0	/0	264	0	/0	162	0	/0	0	0	/0	0	0	/0	0	/0
Cabana Grandilla Pl 250ml [008103]	928	886	134.9%	32	22	146.5%	8	17	36.6%	602	401	150.1%	110	100	109.8%	176	146	120.2%	0	0	/0	0	/0
Cabana Grandilla Pl 350ml [008357]	1569	1700	92.3%	0	0	/0	0	0	/0	0	0	/0	1569	1700	92.3%	0	0	/0	0	0	/0	0	/0
Cabana Grandilla Pl 500ml [008111]	1231	842	146.2%	55	87	83.2%	24	41	58.5%	746	472	158.1%	108	78	142.1%	298	166	179.5%	0	0	/0	0	/0
Cabana Grandilla Pl Jug 2L [008065]	21682	15144	143.2%	1448	1200	120.7%	244	242	100.8%	2862	1870	153.0%	15224	10774	141.3%	1904	1058	180.0%	0	0	/0	0	/0
Cabana Mango Pl 2L [008080]	15098	10880	138.8%	0	0	/0	0	0	/0	1704	982	173.5%	13394	9988	135.3%	0	0	/0	0	0	/0	0	/0
Cabana Mango Pl 350ml [008355]	1868	2036	91.8%	0	0	/0	0	0	/0	0	0	/0	1868	2036	91.8%	0	0	/0	0	0	/0	0	/0
Cabana Orang Pl 350ml [008350]	4660	5438	91.2%	0	0	/0	0	0	/0	369	268	137.8%	4560	5170	88.8%	0	0	/0	0	0	/0	0	/0
Cabana Orange Pl 2L [008035]	38356	28008	147.5%	3122	2730	114.4%	392	348	112.6%	3840	2694	142.5%	27770	18288	151.9%	3232	1950	165.7%	0	0	/0	0	/0
Cabana Orange Pl 250ml [008172]	1653	1522	108.8%	69	56	122.3%	1	4	31.3%	678	582	116.4%	610	642	95.1%	295	238	124.0%	0	0	/0	0	/0
Cabana Orange Pl 500ml [008109]	1565	1037	150.0%	95	127	74.8%	67	38	176.3%	718	488	153.3%	171	95	179.5%	515	309	166.7%	0	0	/0	0	/0
Cabana Orange Pl Sq 1L [008174]	16668	11916	139.9%	0	0	/0	0	0	/0	1225	1130	108.4%	12271	9087	134.9%	3172	1689	187.8%	0	0	/0	0	/0
Cabana Peach PL 600ml [008131]	1840	1168	157.8%	78	133	59.6%	69	73	94.5%	938	495	189.4%	156	94	166.0%	600	371	161.6%	0	0	/0	0	/0
Cabana Peach Pl 2L [008045]	14884	10254	145.2%	2214	1914	115.7%	324	304	106.6%	3860	2988	129.2%	5228	2832	178.2%	3260	2116	154.1%	0	0	/0	0	/0
Cabana Peach Pl 250ml [008108]	1207	1015	118.9%	36	40	89.4%	6	4	156.3%	684	625	109.5%	155	134	115.9%	326	212	153.5%	0	0	/0	0	/0
Cabana Pinc Pl 350ml [008345]	5804	5832	96.5%	0	0	/0	0	0	/0	427	405	105.5%	5377	5427	99.1%	0	0	/0	0	0	/0	0	/0
Cabana Pineapple Pl 2L [008055]	44220	28246	156.8%	2370	2134	111.1%	238	228	104.4%	3912	2926	133.7%	34758	21028	165.3%	2942	1932	152.3%	0	0	/0	0	/0
Cabana Pineapple Pl 250ml [008158]	1492	1514	98.5%	48	44	104.0%	6	13	48.1%	586	568	103.2%	666	688	82.0%	290	201	144.0%	0	0	/0	0	/0
Cabana Pineapple Pl 500ml [008112]	1590	997	159.5%	78	116	87.2%	24	48	50.0%	858	394	217.6%	128	83	154.2%	503	356	141.2%	0	0	/0	0	/0
Cabana Pineapple Pl Sq 1L [008178]	20654	13424	153.9%	0	0	/0	0	0	/0	1438	1097	131.1%	16108	10517	153.2%	3108	1810	171.7%	0	0	/0	0	/0
Cabana Trop Pl 350ml [008340]	5344	6279	85.1%	0	0	/0	0	0	/0	436	653	66.6%	4908	5628	87.2%	0	0	/0	0	0	/0	0	/0
Cabana Tropical Pl 2L [008040]	32306	21548	149.9%	0	0	/0	0	0	/0	340	0	/0	31966	21548	148.3%	0	0	/0	0	0	/0	0	/0
Cabana Tropical Pl 250ml [008157]	452	544	83.0%	0	0	/0	0	0	/0	0	0	/0	452	544	83.0%	0	0	/0	0	0	/0	0	/0
Cabana Tropical Pl Sq 1L [008145]	16411	13759	119.3%	0	0	/0	0	0	/0	816	1457	55.9%	15596	12302	126.8%	0	0	/0	0	0	/0	0	/0
P/Joy UHT Apple 12X1L [004708]	11214	10866	56.4%	7639	15288	49.3%	839	1248	67.2%	1622	2706	58.0%	795	240	331.3%	420	324	129.6%	0	0	/0	0	/0
P/Joy UHT Apple 8X3X200ml [004550]	457	452	101.0%	244	291	83.7%	19	101	19.0%	24	16	160.0%	74	30	248.0%	95	15	636.0%	0	0	/0	0	/0
P/Joy UHT CitTwist 12x1L [004478]	985	4308	22.9%	445	4032	11.0%	0	0	/0	263	144	182.6%	145	84	172.8%	132	48	275.0%	0	0	/0	0	/0
P/Joy UHT FritBliz 12x1L [004470]	4032	9564	42.2%	2375	8244	28.8%	852	468	182.1%	288	492	58.5%	313	132	237.1%	204	228	89.5%	0	0	/0	0	/0
P/Joy UHT FritBliz 8x3x200ml [004469]	202	133	151.6%	86	44	196.4%	10	39	24.6%	5	5	98.0%	19	35	54.0%	82	10	816.0%	0	0	/0	0	/0
P/Joy UHT Litchi 12X1L [004710]	7199	14258	50.5%	3858	10404	37.1%	971	1164	83.4%	1410	2436	57.9%	457	132	346.2%	503	120	419.2%	0	0	/0	0	/0
P/Joy UHT Litchi 8X3X200ml [004569]	323	482	69.9%	177	290	80.0%	10	97	9.0%	16	30	54.0%	84	20	318.0%	57	25	228.0%	0	0	/0	0	/0
P/Joy UHT Mango 12X1L [004711]	12816	35724	35.3%	7764	30564	25.4%	1859	2004	92.8%	1485	2388	62.2%	900	300	300.0%	608	488	127.8%	0	0	/0	0	/0
P/Joy UHT Mango 8X3X200ml [004554]	214	532	40.2%	81	303	26.7%	5	106	4.5%	24	44	54.5%	42	25	168.0%	62	54	114.4%	0	0	/0	0	/0
P/Joy UHT Orange 12X1L [004712]	11882	18780	63.3%	7767	14256	54.4%	1378	1512	91.1%	1244	2256	55.1%	789	264	298.9%	714	492	145.1%	0	0	/0	0	/0
P/Joy UHT Orange 8X3X200ml [004548]	229	613	37.4%	38	336	11.3%	14	165	8.7%	29	40	72.0%	77	29	264.8%	71	43	168.0%	0	0	/0	0	/0
P/Joy UHT Peach 12X1L [004713]	11578	18552	62.4%	7283	16132	45.1%	1764	804	219.4%	1361	2316	58.8%	704	132	533.3%	468	168	277.4%	0	0	/0	0	/0
P/Joy UHT Peach 8X3X200ml [004558]	153	418	36.9%	57	241	23.8%	24	96	25.0%	6	39	15.4%	16	10	182.0%	50	30	166.0%	0	0	/0	0	/0
P/Joy UHT Pineapple 1L [004505]	58	0	/0	-2	0	/0	0	0	/0	0	0	/0	60	0	/0	0	0	/0	0	0	/0	0	/0
P/Joy UHT Pineapple 12X1L [004988]	1488	0	/0	1104	0	/0	24	0	/0	216	0	/0	144	0	/0	0	0	/0	0	0	/0	0	/0
P/Joy UHT SumSpah 12x1L [004473]	1693	3936	50.6%	640	2892	22.1%	444	444	100.0%	372	348	106.6%	261	144	181.3%	276	108	255.6%	0	0	/0	0	/0
P/Joy UHT SumSpah 8x3x200ml [004472]	131	152	86.4%	43	73	59.4%	10	44	21.8%	10	20	48.0%	36	5	720.0%	34	10	336.0%	0	0	/0	0	/0
P/Joy UHT Sun Frit 12																							





Par Yog FruitSalad LF 175g [008953]	1770	0	/0	167	0	/0	18	0	/0	283	0	/0	1061	0	/0	242	0	/0	0	0	/0
Par Yog FruitSalad LF 175ml [008801]	-2	1853	-0.1%	-2	516	-0.4%	0	26	0.0%	0	439	0.0%	0	783	0.0%	0	89	0.0%	0	0	/0
Par Yog FruitSalad LF 500ml [007964]	2595	3096	83.8%	355	589	60.3%	42	62	66.6%	446	801	55.7%	1602	1399	114.5%	151	245	61.4%	0	0	/0
Par Yog Granadilla LF 1L [008878]	1373	1454	94.4%	856	1001	85.5%	25	38	65.8%	178	112	168.9%	133	146	91.1%	181	157	115.3%	0	0	/0
Par Yog Granadilla LF 175g [008876]	833	1500	55.6%	82	769	10.7%	2	20	8.8%	255	190	134.0%	400	451	88.7%	95	70	135.0%	0	0	/0
Par Yog Granadilla LF 500ml [008877]	1473	1499	98.2%	245	519	47.2%	31	34	91.2%	287	166	172.8%	421	798	51.1	112	269	41.6%	0	0	/0
Par Yog Plain LF 1L [007995]	2834	2343	121.0%	1723	1320	130.5%	48	37	129.7%	310	287	108.0%	421	391	107.7%	332	308	107.8%	0	0	/0
Par Yog Plain LF 500ml [007963]	718	1170	61.3%	228	592	36.5%	16	42	36.9%	39	100	38.5%	336	309	108.7%	100	127	78.3%	0	0	/0
Par Yog Simply Aloe LF 1L [008875]	699	1021	68.5%	444	713	62.3%	8	21	38.1%	89	80	111.3%	46	96	47.9%	112	111	100.6%	0	0	/0
Par Yog Simply Aloe LF 175g [008873]	218	1123	19.4%	35	589	6.9%	3	19	16.6%	77	115	67.3%	85	342	18.9%	38	58	65.8%	0	0	/0
Par Yog Simply Aloe LF 500ml [008874]	453	1019	44.5%	119	497	23.9%	3	32	7.8%	119	132	89.8%	184	244	75.2%	30	114	25.5%	0	0	/0
Par Yog Smooth 4x100ml [008799]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Yog Smth Vanil LF 175g [008957]	798	0	/0	110	0	/0	9	0	/0	152	0	/0	437	0	/0	90	0	/0	0	0	/0
Par Yog Smth Vanil LF 1L [008285]	1540	1334	115.4%	959	792	121.1%	20	31	64.5%	201	212	94.8%	203	206	98.5%	157	93	168.8%	0	0	/0
Par Yog Smth Vanil LF 175ml [008284]	-2	971	-0.2%	0	399	0.0%	0	7	0.0%	0	135	0.0%	-2	385	-0.5%	0	45	0.0%	0	0	/0
Par Yog Stewed FrcCustLF 1L [008881]	1582	1287	122.9%	897	980	81.5%	21	40	52.6%	205	84	244.0%	230	96	239.6%	229	87	263.2%	0	0	/0
Par Yog Stewed FrcCustLF 175g [008879]	987	1491	66.2%	96	689	14.0%	2	20	12.3%	270	186	145.3%	526	532	98.0%	92	64	144.1%	0	0	/0
Par Yog Stewed FrcCustLF 500ml [008880]	1442	1247	115.6%	270	519	52.0%	18	42	41.7%	259	169	153.3%	834	382	218.2%	62	135	45.9%	0	0	/0
Par Yog Strawberry FF 1L [008859]	1946	1641	118.6%	1151	824	139.7%	52	43	120.9%	253	373	67.8%	245	271	80.4%	245	130	188.5%	0	0	/0
Par Yog Strawberry LF 1L [007987]	4083	2720	149.4%	2480	1606	154.4%	119	143	83.2%	235	134	175.4%	768	564	136.2%	461	273	168.9%	0	0	/0
Par Yog Strawberry LF 175g [008950]	2619	0	/0	265	0	/0	27	0	/0	389	0	/0	1592	0	/0	346	0	/0	0	0	/0
Par Yog Strawberry LF 175ml [008800]	-43	2538	-1.7%	0	825	0.0%	0	35	0.0%	0	560	0.0%	-40	990	-4.0%	-2	126	-1.8%	0	0	/0
Par Yog Strawberry LF 500ml [007962]	4152	4317	96.2%	663	813	81.5%	55	93	59.1%	711	1029	69.1%	2419	1958	123.5%	304	424	71.7%	0	0	/0
Yog Chcc Chip LF 500ml [007640]	3	0	/0	0	0	/0	0	0	/0	0	0	/0	3	0	/0	0	0	/0	0	0	/0
Yog Frt BanFisal Str LF 6x100g [008943]	1560	0	/0	1126	0	/0	27	0	/0	77	0	/0	240	0	/0	90	0	/0	0	0	/0
Yog Frt BcherAprStr FF 6x100g [008944]	1611	0	/0	1123	0	/0	20	0	/0	127	0	/0	247	0	/0	94	0	/0	0	0	/0
Yog Frt BcherAprStr FF 6x125ml [008904]	-3	0	/0	-2	0	/0	0	0	/0	0	0	/0	-2	0	/0	0	0	/0	0	0	/0
Yog Frt Gr Apr Str LF 6x100g [008942]	1560	0	/0	1063	0	/0	33	0	/0	86	0	/0	269	0	/0	129	0	/0	0	0	/0
Yog Frt Gr Apr Str LF 6x125ml [008900]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog FrtBanFisal Str LF 6x125ml [008901]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Fruit O/T Cape LF 175ml [007480]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Fruit O/T Cape LF 500ml [007825]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Granadilla LF 175ml [007465]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Granadilla LF 500ml [007610]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Sm Apr Ban Str LF 6x100ml [008902]	18853	29126	64.7%	4515	7359	61.4%	1357	964	140.7%	7679	15167	50.8%	4568	4650	98.2%	734	885	74.6%	0	0	/0
Yog SmStrFisal Gran LF 6x100ml [008903]	28664	28840	100.4%	5709	8446	67.6%	622	1479	42.1%	15028	13656	110.0%	6571	4605	142.7%	1035	654	158.3%	0	0	/0
Yog Smth StrawBan LF 6x100ml [008914]	19160	15295	125.3%	5104	4201	121.5%	962	580	165.8%	8164	8094	100.9%	4175	1840	226.9%	756	580	130.3%	0	0	/0
Yog StrawBan LF 175ml [007490]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Ychm Banras CsoStr 6x100ml [008906]	19768	16803	117.6%	3972	4041	98.3%	1027	569	180.6%	9817	7671	128.0%	3961	4006	98.9%	988	516	191.5%	0	0	/0
Yog Ychm Strawber LF 6x100ml [008916]	15879	11781	134.8%	3494	3144	111.1%	682	501	136.2%	6043	5204	116.1%	5174	2609	198.3%	487	323	150.7%	0	0	/0
Yog Ychm VanstrTapStr 6x100ml [008905]	24961	24541	101.7%	4597	4817	95.4%	907	874	103.8%	11404	13566	84.1%	7040	4792	146.9%	1013	492	205.9%	0	0	/0
Yog Yumchum Assort 4x100ml [008268]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yoghurt FSI Bulgarian 5L [007928]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yoghurt FSI Fruit Salad 5L [007930]	0	5	0.0%	0	0	/0	0	0	/0	0	0	/0	0	5	0.0%	0	0	/0	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
<b>Grand Total</b>	<b>270,935</b>	<b>280,114</b>	<b>93.2%</b>	<b>122,299</b>	<b>119,606</b>	<b>66.2%</b>	<b>7031</b>	<b>7210</b>	<b>98.9%</b>	<b>98801</b>	<b>99209</b>	<b>100.2%</b>	<b>68551</b>	<b>68545</b>	<b>125.0%</b>	<b>2,739</b>	<b>14,743</b>	<b>147.0%</b>	<b>0</b>	<b>0</b>	<b>/0</b>

FSI + INDUSTRIAL	TOTAL			GAUTENG			FREE STATE			NATAL			EASTERN CAPE			WESTERN CAPE			OTHER			
	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC	Vol(Sales)	Vol(Adj)FC	Sales % FC										
All Items	1,967,711	2,242,642	87.7%	595,498	632,216	94.2%	60,463	59,247	102.1%	136,051	161,176	84.4%	250,346	302,763	82.7%	731,517	784,604	93.2%	193,837	302,637	/0	
Bon Blanc Loaf 8X2.25kg [003058]	3044	2250	135.3%	1379	612	225.2%	0	0	/0	-2	198	-1.1%	158	216	73.0%	1510	1224	123.4%	0	0	/0	
Bon Ched 1st Vac 1.25kg-20kg [002631]	2256	2220	101.6%	1275	1400	91.1%	902	480	188.0%	60	340	17.6%	17	0	/0	0	0	/0	0	0	/0	
Ched Grated FW 3X2kg [002813]	9614	11910	80.7%	5520	5298	104.2%	162	438	37.0%	1932	2148	89.5%	1110	1278	86.9%	890	2748	32.4%	0	0	/0	
Ched Loaf 1st 8X2.25kg [002111]	38886	26496	146.8%	12691	5328	234.6%	3239	2288	141.7%	3739	1854	201.7%	5597	7326	76.4%	13810	9702	142.3%	0	0	/0	
Ched Mat Loaf 1st 8X2.25kg [002231]	2014	522	385.9%	740	360	205.6%	0	0	/0	0	0	/0	0	36	0.0%	1274	126	1011.1%	0	0	/0	
Chesso Loaf 8x2.25kg [003869]	53	72	74.2%	0	0	/0	0	0	/0	0	0	/0	53	72	74.2%	0	0	/0	0	0	/0	
Par Bon Blanc Res FW 26x230g [002247]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	-2	0	/0	0	0	/0	
Par Bon Blanc SSeal Cuts 10kg [001171]	0	10	0.0%	0	10	0.0%	0	0	/0	0	0	/0	2	0	/0	0	0	/0	0	0	/0	
Par Ched Mat Res FW 26x230g [002274]	0	12	0.0%	0	0	/0	0	0	/0	0	0	/0	0	12	0.0%	0	0	/0	0	0	/0	
Par Ched Mat SSeal Cuts 10kg [002136]	10	0	/0	10	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par Ched Res FW 26x230g [002273]	67	84	79.7%	40	42	95.3%	0	0	0.0%	0	0	/0	15	36	49.8%	12	6	199.3%	0	0	/0	
Par Ched SSeal Cuts 2x10kg [002130]	38	20	189.8%	20	0	/0	0	0	/0	-5	0	/0	37	0	/0	-14	20	-70.6%	0	0	/0	
Par Chesso SSeal Cuts 10kg [002137]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par EvrydayChes Zip FW 12x250g [001658]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par Salad Ches Zip FW 12x250g [001657]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Bon Blanc Block 1st 2x10kg [003054]	9900	6040	163.9%	3442	2960	116.3%	0	0	/0	904	0	/0	0	0	/0	5554	3080	180.3%	0	0	/0	
Ched Block 1st 2X10kg [002021]	51471	49240	104.5%	27602	11620	237.5%	3164	2300	137.6%	10849	10280	105.5%	2364	8840	26.7%	7491	9120	82.1%	0	7080	/0	
Ched Mat Bk 1st 2x10kg [002238]	840	3020	27.8%	0	0	/0	0	0	/0	0	20	0.0%	0	0	/0	840	3000	28.0%	0	0	/0	
Chesso Block 1st 2x10kg [003738]	97	400	24.3%	97	0	/0	0	0	/0	0	0	/0	0	0	/0	400	0	0.0%	0	0	/0	
Cot.Chesso LF Smooth 2kg [007415]	430	810	53.1%	0	34	0.0%	0	0	/0	0	0	/0	288	420	68.1%	144	358	40.4%	0	0	/0	
Par CChes Cream Smooth 200g [006705]	65	93	69.7%	19	25	77.6%	0	0	/0	12	13	89.2%	22	34	64.7%	12	21	66.2%	0	0	/0	
Par CChes FF BPeppSmth 200g [006711]	0	1	0.0%	0	1	0.0%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par CChes FF Chunky 200g [006712]	11	22	49.1%	0	2	0.0%	0	0	/0	5	0	/0	1	6	16.7%	5	14	35.7%	0	0	/0	
Par CChes FF Smooth 200g [006708]	2	23	7.8%	1	1	120.0%	0	0	/0	0	8	0.0%	0	16	4.0%	0	8	3.3%	0	0	/0	
Par CChes LF Chunky 200g [006707]	78	87	90.1%	13	11	114.5%	0	0	/0	29	27	108.9%	24	15	157.3%	14	34	40.0%	0	0	/0	
Par CChes LF Ghr Chiv 200g [006709]	10	17	58.8%	0	3	6.7%	0	0	/0	0	0	/0	1	1	122.0%	0	9	88.2%	0	0	/0	
Par CChes LF Ital Chnk 200g [006710]	0	6	0.0%	0	0	/0	0	0	/0	0	1	0.0%	0	2	0.0%	0	13	0.0%	0	0	/0	
Par CChes LF Smooth 200g [006706]	52	83	62.2%	1	5	28.0%	0	1	0.0%	4	6	66.7%	17	52	31.9%	30	19	166.8%	0	0	/0	
CrChs Smoked Ham 12x100g [011786]	25	85	29.6%	13	70	18.9%	0	0	/0	4	1	360.0%	0	8	13	64.8%	0	0	/0	0	0	/0
CrChs Smoked Salmon 12x100g [010791]	85	267	31.9%	32	125	25.9%	0	0	/0	4	13	27.7%	10	35	27.4%	40	94	42.1%	0	0	/0	
CrChs SprOnionChive 12x100g [010792]	247	536	46.1%	247	262	73.3%	0	0	/0	7	30	24.0%	5	125	3.7%	43	115	37.6%	0	0	/0	
CrChs Traditional 12x100g [010790]	678	988	68.6%	299	612	48.8%	0	0	/0	52	107	49.2%	6	36	16.7%	322	233	138.0%	0	0	/0	
Par CrChs Smoked Ham 12x150g [012107]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par CrChs Smoked Salmon 12x150g [012105]	1	0	/0	0	0	/0	0	0	/0	0	0	/0	1	0	/0	0	0	/0	0	0	/0	
Par CrChs Spr/On/Chives 12x150g [012103]	1	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par CrChs Traditional 12x150g [012101]	1	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
S/Berg CrChs Fr/Herbs 12x230g [011992]	80	111	72.1%	55	68	81.2%	3	6	40.0%	0	0	/0	11	17	64.0%	11	20	55.2%	0	0	/0	
S/Berg CrChs Gar & Par 12x230g [010460]	25	43	57.0%	14	23	60.0%	0	3	0.0%	-14	0	/0	19	11	175.5%	6	6	87.5%	0	0	/0	
S/Berg CrChs Rati Pepr 12x230g [011785]	25	34	73.1%	14	28	49.3%	6	3	184.0%	3	0	/0	3	0	/0	3	3	92.0%	0	0	/0	
S/Berg CrChs Sm/Ham 12x230g [011993]	111	130	85.3%	56	73	76.2%	8	6	136.0%	0	0	/0	39	42	92.0%	8	9	92.0%	0	0	/0	
S/Berg CrChs Sm/Salmon 12x230g [010140]	108	85	126.6%	50	56	88.7%	8	6	138.0%	3	0	/0	33	17	194.8%	14	6	230.0%	0	0	/0	
S/Berg CrChs Spr/On/Ch 12x230g [011994]	107	137	78.4%	61	79	77.4%	3	3	92.0%	3	0	/0	36	34	105.5%	5	21	23.0%	0	0	/0	
S/Berg CrChs Tngy Must 12x230g [010142]	58	52	111.5%	30	34	89.3%	6	6	92.0%	0	0	/0	14	3	460.0%	8	9	82.5%	0	0	/0	
S/Berg CrChs Trad 12x230g [011991]	265	313	84.7%	163	223	73.0%	6	6	92.0%	17	3	552.0%	0	42	118.3%	30	39	77.8%	0	0	/0	
Par Phetta Cape Herbs 12x150g [012008]	5	0	/0	5	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par Phetta Cape Herbs 12x400g [011954]	14	53	27.2%	14	0	/0	0	0	/0	53	0.0%	0	0	0	/0	0	0	/0	0	0	/0	
Par Phetta Trad 12x150g [012007]	9	0	/0	9	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Par Phetta Trad 12x400g [011956]	24	14	171.4%	24	14	171.4%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
S/Berg Feta B/Pepper 12x225g [011998]	40	57	70.6%	30	29	102.4%	0	0	/0	-7	6	46.0%	14	14	96.4%	0	8	-2.9%	0	0	/0	
S/Berg Feta B/Pepper 12x400g [011984]	173	160	108.3%	48	40	121.0%	10	10	98.0%	77	52	147.7%	34	29	140.0%	5	34	14.1%	0	0	/0	
S/Berg Feta Cape Herbs 12x225g [011999]	59	63	94.3%	51	37	138.6%	0	0	/0	-3	6	45.0%	8	9	90.0%	3	11	24.5%	0	0	/0	
S/Berg Feta Cape Herbs 12x400g [011985]	164	131	125.2%	58	39	149.7%	10	5	192.0%	72	43	167.4%	24	15	160.0%	0	29	0.0%	0	0	/0	
S/Berg Feta Trad 12x400g [011824]	252	341	73.8%	164	158	104.1%	14	20	72.0%	5	10	46.0%	59	62	94.8%	9	91	10.1%	0	0	/0	
S/Berg Feta Trad 24x225g [011825]	146	157	93.0%	104	106	97.9%	0	0	/0	0	5	0.0%	32	26	121.2%	11	20	54.0%	0	0	/0	
S/Berg Feta Trad R/Fat 12x225g [010771]	49	41	118.5%	43	28	154.3%	0	0	/0	0	0	/0	0	5	0.0%	5	8	67.5%	0	0	/0	
S/Berg Feta Trad R/Fat 12x400g [010770]	58	50	115.2%	48	45	106.7%	10	5	192.0%	0	0	/0	0	0	/0	0	0	/0	0	0	/0	
Bon Gouda CJ50 Wedge 40x220g [001147]	22	76	32.0%	0	0	/0	0	0	/0	0	0	/0	22	70	32.0%	0	0	/0	0	0	/0	
Bon Gouda Vac 1st 1.25kg-20kg [001631]	3735	2840	131.5%	2417	1780	135.8%	1253	900	139.2%	60	180	37.6%	5	0	/0	0	0	/0	0	0	/0	
Edam Low Fat Loaf 8x2.5kg [001098]	108	466	23.1%	0	0																	









Par Yog FruitSalad LF 175g [008953]	692	0	/0	55	0	/0	2	0	/0	25	0	/0	348	0	/0	261	0	/0	0	0	/0
Par Yog FruitSalad LF 175ml [008801]	2	1684	0.1%	2	96	1.8%	0	12	0.0%	0	302	0.0%	0	465	0.0%	0	789	0.0%	0	0	/0
Par Yog FruitSalad LF 500ml [007964]	247	352	70.2%	20	30	65.0%	0	1	0.0%	0	13	0.0%	212	297	71.4%	16	11	140.9%	0	0	/0
Par Yog Granadilla LF 1L [008878]	136	86	158.1%	48	42	114.3%	0	0	/0	18	0	/0	52	18	288.9%	18	26	69.2%	0	0	/0
Par Yog Granadilla LF 175g [008876]	179	256	62.6%	17	6	268.8%	0	0	/0	11	25	45.5%	85	95	86.0%	65	130	60.4%	0	0	/0
Par Yog Granadilla LF 500ml [008877]	103	91	112.6%	0	16	3	533.3%	0	0	/0	0	0	/0	84	88	94.9%	0	0	/0	0	/0
Par Yog Plain LF 1L [007995]	1517	2925	51.9%	86	527	16.3%	0	0	/0	269	826	32.6%	858	942	91.1%	304	630	48.3%	0	0	/0
Par Yog Plain LF 500ml [007963]	114	241	47.3%	85	77	83.8%	0	0	/0	0	8	0.0%	33	126	26.2%	17	30	56.0%	0	0	/0
Par Yog Simply Aloe LF 1L [008875]	81	68	119.1%	0	22	0.0%	0	0	/0	6	6	100.0%	75	40	187.5%	0	0	/0	0	0	/0
Par Yog Simply Aloe LF 175g [008873]	67	179	37.4%	5	1	473.0%	0	0	/0	21	0	/0	31	80	38.5%	10	98	10.5%	0	0	/0
Par Yog Simply Aloe LF 500ml [008874]	14	24	58.3%	12	0	/0	0	0	/0	0	0	/0	1	24	2.1%	2	0	/0	0	0	/0
Par Yog Smooth 4x100ml [008799]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Par Yog Smith Vanil LF 175g [008957]	113	0	/0	15	0	/0	0	0	/0	4	0	/0	78	0	/0	17	0	/0	0	0	/0
Par Yog Smith Vanil LF 1L [008285]	178	232	76.7%	60	55	109.1%	0	0	/0	5	16	31.3%	88	152	57.9%	25	9	277.8%	0	0	/0
Par Yog Smith Vanil LF 175ml [008284]	-1	247	-0.2%	0	39	0.0%	0	0	/0	0	23	0.0%	-1	97	-0.5%	0	88	0.0%	0	0	/0
Par Yog Stewed FritCustLF 1L [008881]	100	72	138.9%	4	1	400.0%	0	0	/0	0	0	/0	60	71	84.5%	36	0	/0	0	0	/0
Par Yog Stewed FritCustLF 175g [008879]	153	304	50.4%	3	1	280.0%	0	0	/0	28	29	96.0%	72	174	41.5%	50	100	50.2%	0	0	/0
Par Yog Stewed FritCustLF 500ml [008880]	114	67	169.4%	15	1	1500.0%	0	0	/0	0	0	/0	98	66	147.7%	1	0	/0	0	0	/0
Par Yog Strawberry FF 1L [008859]	44	79	55.7%	0	27	0.0%	0	0	/0	0	4	0.0%	7	48	14.6%	37	0	/0	0	0	/0
Par Yog Strawberry LF 1L [007987]	1330	2484	53.5%	69	439	20.3%	0	1	0.0%	252	636	39.6%	786	1018	77.2%	203	390	52.1%	0	0	/0
Par Yog Strawberry LF 175g [008950]	826	0	/0	87	0	/0	2	0	/0	57	0	/0	420	0	/0	280	0	/0	0	0	/0
Par Yog Strawberry LF 175ml [008800]	-2	2382	-0.1%	0	116	0.0%	0	35	0.0%	0	351	0.0%	-2	792	-0.3%	0	1088	0.0%	0	0	/0
Par Yog Strawberry LF 500ml [007962]	321	741	43.3%	24	40	58.8%	0	2	0.0%	-1	11	-4.5%	276	674	40.5%	22	14	157.1%	0	0	/0
Yog Choc Chip LF 500ml [007640]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Frit BanFrsal Str LF 6x100g [008943]	335	0	/0	240	0	/0	0	0	/0	24	0	/0	4	0	/0	67	0	/0	0	0	/0
Yog Frit BcherAprStr FF 6x100g [008944]	149	0	/0	0	0	/0	0	0	/0	0	0	/0	101	0	/0	48	0	/0	0	0	/0
Yog Frit BcherAprStr FF 6x125ml [008904]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Frit Gr Apr Str LF 6x100g [008942]	271	0	/0	5	0	/0	0	0	/0	34	0	/0	8	0	/0	224	0	/0	0	0	/0
Yog Frit Gr Apr Str LF 6x125ml [008900]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog FritBanFrsal Str LF 6x125ml [008901]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Fruit O/T Cape LF 175ml [007480]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Fruit O/T Cape LF 500ml [007625]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Granadilla LF 175ml [007465]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Granadilla LF 500ml [007610]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Sm Apr Ban Str LF 6x100ml [008902]	1816	4869	37.3%	192	966	19.9%	154	358	43.1%	614	1949	31.6%	398	953	41.7%	457	643	71.0%	0	0	/0
Yog SmStrFrsal Gran LF 6x100ml [008903]	2939	3357	87.5%	1416	1313	107.8%	161	225	71.6%	675	694	97.3%	301	782	38.5%	386	343	112.5%	0	0	/0
Yog Smith Strawber LF 6x100ml [008914]	1130	807	140.1%	206	497	41.5%	133	181	73.3%	453	84	539.3%	55	7	788.6%	283	38	745.3%	0	0	/0
Yog StrawBan LF 175ml [007490]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yog Ychm Banras CaoStr 6x100ml [008906]	402	731	55.0%	108	265	39.8%	167	108	145.0%	47	229	20.4%	83	123	67.8%	10	6	160.0%	0	0	/0
Yog Ychm Strawber LF 6x100ml [008916]	148	562	26.3%	5	237	2.0%	125	115	109.0%	0	139	0.0%	13	22	57.3%	5	49	9.8%	0	0	/0
Yog Ychm VansbTapStr 6x100ml [008905]	955	1363	70.6%	121	825	19.3%	157	117	133.8%	504	380	132.6%	140	201	69.6%	34	30	112.0%	0	0	/0
Yog Yumchum Assort 4x100ml [008268]	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0	0	0	/0
Yoghurt FSI Bulgarian 5L [007928]	110	416	26.5%	195	255	41.2%	0	0	/0	0	0	/0	5	115	4.3%	0	45	0.0%	0	0	/0
Yoghurt FSI Fruit Salad 5L [007930]	180	310	58.1%	180	290	72.0%	0	0	/0	0	0	/0	0	50	0.0%	0	10	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0	85	0.0%	0	60	0.0%	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	350	630	56.0%	350	415	84.3%	0	0	/0	0	0	/0	0								

## Demand Slotions Cube - Dec'2004

EXPORT	TOTAL		
	Vol(Sales)	Vol(AdjFC)	Sales % FC
<b>All Items</b>	<b>904,519</b>	<b>1,383,239</b>	<b>65.4%</b>
Bon Blanc Loaf 8X2.25kg [003058]	0	0	/0
Bon Ched 1st Vac 1.25Kg-20kg [002631]	0	0	/0
Ched Grated FW 3X2kg [002813]	0	0	/0
Ched Loaf 1st 8X2.25kg [002111]	0	0	/0
Ched Mat Loaf 1st 8X2.25kg [002231]	0	0	/0
Chesso Loaf 8x2.25kg [003699]	0	0	/0
Par Bon Blanc Res FW 26x230g [002247]	0	0	/0
Par Bon Blanc SSeal Cuts 10kg [001171]	0	0	/0
Par Ched Mat Res FW 26x230g [002274]	0	96	0.0%
Par Ched Mat SSeal Cuts 10kg [002136]	0	0	/0
Par Ched Res FW 26x230g [002273]	179	84	213.6%
Par Ched SSeal Cuts 2x10kg [002130]	0	0	/0
Par Chesso SSeal Cuts 10kg [002137]	0	0	/0
Par EvrydayChse Zip FW 12x250g [001658]	0	0	/0
Par Salad Chse Zip FW 12x250g [001657]	0	0	/0
Bon Blanc Block 1st 2x10kg [003054]	0	0	/0
Ched Block 1st 2X10kg [002021]	2907	960	302.8%
Ched Mat Blk 1st 2x10kg [002238]	0	0	/0
Chesso Block 1st 2x10kg [003736]	0	0	/0
Cot.Cheese LF Smooth 2Kg [007415]	0	0	/0
Par CChse Cream Smooth 200g [006705]	4	3	133.3%
Par CChse FF BPepSmth 200g [006711]	0	3	0.0%
Par CChse FF Chunky 200g [006712]	4	4	100.0%
Par CChse FF Smooth 200g [006708]	6	2	300.0%
Par CChse LF Chunky 200g [006707]	0	1	0.0%
Par CChse LF Ghr Chiv 200g [006709]	6	3	200.0%
Par CChse LF Ital Chnk 200g [006710]	0	4	0.0%
Par CChse LF Smooth 200g [006706]	4	4	100.0%
CrChs Smoked Ham 12x100g [011786]	0	1	0.0%
CrChs Smoked Salmon 12x100g [010791]	0	1	0.0%
CrChs SprOnionChive 12x100g [010792]	0	0	/0
CrChs Traditional 12x100g [010790]	0	1	0.0%
Par CrChs Smoked Ham 12x150g [012107]	0	0	/0
Par CrChs Smoked Samon 12x150g [012105]	0	0	/0
Par CrChs Spr/On/Chives12x150g [012103]	0	0	/0
Par CrChs Traditional 12x150g [012101]	0	0	/0
S/Berg CrChs Fr/Herbs 12x230g [011992]	11	22	50.2%
S/Berg CrChs Gar & Par 12x230g [010460]	6	11	50.2%
S/Berg CrChs Rstd Pepr 12x230g [011785]	0	3	0.0%
S/Berg CrChs Sm/Ham 12x230g [011993]	0	3	0.0%
S/Berg CrChs Sm/Salmon 12x230g [010140]	17	23	72.0%
S/Berg CrChs Spr/On/Ch 12x230g [011994]	6	9	61.3%
S/Berg CrChs Tngy Must 12x230g [010142]	6	11	50.2%
S/Berg CrChs Trad 12x230g [011991]	0	11	0.0%
Par Phetta Cape Herbs 12x150g [012008]	0	0	/0
Par Phetta Cape Herbs 12x400g [011954]	0	0	/0
Par Phetta Trad 12x150g [012007]	0	0	/0
Par Phetta Trad 12x400g [011956]	0	0	/0
S/Berg Feta B/Pepper 12x225g [011998]	24	19	127.9%
S/Berg Feta B/Pepper 12x400g [011984]	14	5	288.0%
S/Berg Feta Cape Herbs 12x225g [011999]	5	6	90.0%
S/Berg Feta Cape Herbs 12x400g [011985]	14	5	288.0%
S/Berg Feta Trad 12x400g [011824]	0	5	0.0%
S/Berg Feta Trad 24x225g [011825]	108	86	125.6%

S/Berg Feta Trad R/Fat 12x225g [010771]	5	3	180.0%
S/Berg Feta Trad R/Fat 12x400g [010770]	0	0	/0
Bon Gouda CJ50 Wedge 40x220g [001147]	0	0	/0
Bon Gouda Vac 1st 1.25Kg-20kg [001631]	0	0	/0
Edam Low Fat Loaf 8x2.5kg [001098]	0	0	/0
Gouda Loaf 1st 8X2.25kg [001131]	0	108	0.0%
Par Edam RF Res FW 26x230g [002272]	0	0	/0
Par Edam SSeal Cuts 10kg [002166]	0	0	/0
Par Gouda Res FW 26x230g [001176]	179	138	130.0%
Par Gouda SSeal Cuts 2x10kg [001168]	0	0	/0
Par Gouda SSeal Wedges 7.5kg [001172]	0	0	/0
Bon Gouda White Bulk 2x10kg [001014]	0	0	/0
Gouda Rnd Baby 1st 16X500g [001323]	0	0	/0
Gouda Round 1st 2X3.5kg [001021]	0	28	0.0%
Blue Random Heads 2x3.2kg [011884]	0	0	/0
S/Berg Crmy Blue Wedge 24x125g [011810]	36	27	133.3%
S/Berg Simonzola Wedge 12x150g [011925]	0	5	0.0%
S/Berg Brie Wedge 12x125g [011868]	12	14	85.7%
S/Berg Cambert G/Pepper 6x125g [011946]	0	2	0.0%
S/Berg Cambrieni 3x500g [011968]	0	0	/0
S/Berg Camembert 12x125g [011857]	20	14	139.3%
Mozzarella Grated FW 3X2kg [002822]	0	0	/0
Mozzarella Loaf 6x2kg [002819]	65	0	/0
Par Mozzarella Vac 26x230g [002838]	0	0	/0
Par Pizza Chse Zip FW 12x250g [001659]	0	0	/0
S/Berg Mozz Portions 12x300g [011839]	0	36	0.0%
Bon Blanc RC Figs & Nuts 3kg [002279]	0	0	/0
Bon Blanc RC Onion/Chives 3kg [002278]	0	0	/0
Bon Blanc RC SDTomGarRMary 3kg [002277]	0	0	/0
Chse Proc Loaf B/Peper 5x2kg [003780]	0	0	/0
Chse Proc Loaf Biltong 5x2kg [003781]	0	0	/0
Chse Proc Loaf Ched 5x2kg [003779]	99	50	197.7%
Chse Proc Loaf S/Milk 5x2kg [003778]	99	40	248.6%
Melrose Biltong PrcSlc 15x400g [011046]	0	0	/0
Melrose Biltong PrcSlc 30x200g [011054]	0	0	/0
Melrose Ched Prc Slc 15x400g [011048]	0	0	/0
Melrose Ched Prc Slc 30x200g [011056]	0	0	/0
Melrose ChedLF Prc Slc 15x400g [011044]	0	0	/0
Melrose ChedLF Prc Slc 30x200g [011052]	0	0	/0
Melrose Smilk Prc Slc 15x400g [011050]	0	0	/0
Melrose Smilk Prc Slc 30x200g [011058]	0	0	/0
Par BBlanc ProSlice FW 30x200g [003828]	300	150	200.0%
Par Bilt Proc Slice FW 30x200g [003826]	0	156	0.0%
Par Bilt ProcSlice FW 15x400g [003835]	0	0	/0
Par Ched ProcSlice FW 30x200g [003816]	300	168	178.6%
Par Ched ProcSliced FW 15x400g [003820]	0	0	/0
Par Gouda ProcSlice FW 15x400g [003819]	0	0	/0
Par Gouda ProcSlice FW 30x200g [003815]	0	162	0.0%
Par SMilk ProcSlice FW 15x400g [001196]	0	0	/0
Par SMilk ProcSlice FW 30x200g [001175]	300	300	100.0%
Melrose Sprd Bacon 3x6x400g [012999]	0	0	/0
Melrose Sprd Bacon 4x6x250g [011083]	0	0	/0
Melrose Sprd Biltong 3x6x400g [012995]	0	0	/0
Melrose Sprd Biltong 4x6x250g [011081]	0	0	/0
Melrose Sprd Cheddar 3x6x400g [012993]	0	0	/0
Melrose Sprd Cheddar 4x6x250g [011082]	0	0	/0
Melrose Sprd LFChed 3x6x400g [012998]	0	0	/0
Melrose Sprd LFChed 4x6x250g [011084]	0	0	/0
Melrose Sprd LFSmilk 4x6x250g [011085]	0	0	/0

Melrose Sprd Smilk	3x6x400g [012994]	0	0	/0
Melrose Sprd Smilk	4x6x250g [011080]	0	0	/0
Melrose Prtn Ched	12x(12x18g) [011755]	0	0	/0
Melrose Prtn Smilk	12x(12x18g) [011754]	0	0	/0
Melrose Wdgs Bacon	3x8x200g [012935]	0	0	/0
Melrose Wdgs Biltong	3x8x200g [012933]	0	0	/0
Melrose Wdgs Ched	3x8x200g [012931]	0	0	/0
Melrose Wdgs LF Ched	3x8x200g [012930]	0	0	/0
Melrose Wdgs LFSmilk	3x8x200g [012934]	0	0	/0
Melrose Wdgs Smilk	3x8x200g [012932]	0	0	/0
<b>Cheese</b>		<b>301735</b>	<b>295159</b>	<b>102.2%</b>
Bon Nect Guava	2L [004877]	0	0	/0
Bon Nect Guava	250ml [004879]	0	0	/0
Bon Nect Guava	500ml [004878]	0	0	/0
Bon Nect Orange	2L [004868]	0	0	/0
Bon Nect Orange	250ml [004870]	0	0	/0
Bon Nect Orange	500ml [004869]	0	0	/0
Dewdrop Guava 20% PI Rnd	1L [008180]	0	0	/0
Dewdrop Orange 90% CarGT	1L [008200]	0	0	/0
Dewdrop Orange 90% PL	500ml [008324]	0	0	/0
P/Joy Fresh Orange	2L [004856]	0	80	0.0%
P/Joy Fresh Orange	500ml [004849]	0	0	/0
Par Fresh Apple	1.5L [009823]	0	0	/0
Par Fresh Apple	500ml [009833]	0	0	/0
Par Fresh Apple	6x1.5L [009822]	0	0	/0
Par Fresh Apple	12x500ml [009845]	0	0	/0
Par Fresh Juice Regrade	1.5L [009871]	0	0	/0
Par Fresh Juice Regrade	500ml [009870]	0	0	/0
Par Fresh Mango	1.5L [009825]	0	0	/0
Par Fresh Mango	6x1.5L [009824]	0	0	/0
Par Fresh Mango	12x500ml [009846]	0	0	/0
Par Fresh Mango	500ml [009834]	0	0	/0
Par Fresh Orange	1.5L [009821]	0	0	/0
Par Fresh Orange	500ml [009832]	0	0	/0
Par Fresh Orange	6x1.5L [009820]	0	0	/0
Par Fresh Orange	12x500ml [009844]	0	0	/0
Par Fresh Pine&Carrot	12x500ml [009849]	0	0	/0
Par Fresh Pinea&Carrot	1.5L [009831]	0	0	/0
Par Fresh Pinea&Carrot	500ml [009837]	0	0	/0
Par Fresh Pinea&Carrot	6x1.5L [009830]	0	0	/0
Par Fresh R/Grapefrui	12x500ml [009848]	0	0	/0
Par Fresh R/Grapefruit	1.5L [009829]	0	0	/0
Par Fresh R/Grapefruit	500ml [009836]	0	0	/0
Par Fresh R/Grapefruit	6x1.5L [009828]	0	0	/0
Par Fresh Tropical	1.5L [009827]	0	0	/0
Par Fresh Tropical	500ml [009835]	0	0	/0
Par Fresh Tropical	6x1.5L [009826]	0	0	/0
Par Fresh Tropical	12x500ml [009847]	0	0	/0
Cabana Granadilla PI	250ml [008103]	0	0	/0
Cabana Granadilla PI	350ml [008357]	0	0	/0
Cabana Granadilla PI	500ml [008111]	0	0	/0
Cabana Granadilla PI Jug	2L [008065]	0	0	/0
Cabana Mango PI	2L [008060]	0	0	/0
Cabana Mango PI	350ml [008355]	0	0	/0
Cabana Orang PI	350ml [008350]	0	0	/0
Cabana Orange PI	2L [008035]	0	0	/0
Cabana Orange PI	250ml [008172]	0	0	/0
Cabana Orange PI	500ml [008109]	0	0	/0
Cabana Orange PI Sq	1L [008174]	0	0	/0

Cabana Peach PL	500ml [008131]	0	0	/0
Cabana Peach PI	2L [008045]	0	0	/0
Cabana Peach PI	250ml [008108]	0	0	/0
Cabana Pine PI	350ml [008345]	0	0	/0
Cabana Pineapple PI	2L [008055]	0	0	/0
Cabana Pineapple PI	250ml [008158]	0	0	/0
Cabana Pineapple PI	500ml [008112]	0	0	/0
Cabana Pineapple PI Sq	1L [008178]	0	0	/0
Cabana Trop PI	350ml [008340]	0	0	/0
Cabana Tropical PI	2L [008040]	0	0	/0
Cabana Tropical PI	250ml [008157]	0	0	/0
Cabana Tropical PI Sq	1L [008145]	0	0	/0
P/Joy UHT Apple	12X1L [004708]	384	1368	28.1%
P/Joy UHT Apple	8X3X200ml [004550]	528	975	54.2%
P/Joy UHT CitTwist	12x1L [004476]	0	0	/0
P/Joy UHT FrtBliz	12x1L [004470]	0	1296	0.0%
P/Joy UHT FrtBliz	8x3x200ml [004469]	0	149	0.0%
P/Joy UHT Litchi	12X1L [004710]	180	1488	12.1%
P/Joy UHT Litchi	8X3X200ml [004569]	350	1297	27.0%
P/Joy UHT Mango	12X1L [004711]	0	58452	0.0%
P/Joy UHT Mango	8X3X200ml [004554]	0	1478	0.0%
P/Joy UHT Orange	12X1L [004712]	600	2664	22.5%
P/Joy UHT Orange	8X3X200ml [004548]	1051	494	212.8%
P/Joy UHT Peach	12X1L [004713]	0	23256	0.0%
P/Joy UHT Peach	8X3X200ml [004558]	0	937	0.0%
P/Joy UHT Pineapple	1L [004505]	0	0	/0
P/Joy UHT Pineapple	12X1L [004988]	9720	15000	64.8%
P/Joy UHT SumSpsh	12x1L [004473]	0	1296	0.0%
P/Joy UHT SumSpsh	8x3x200ml [004472]	0	144	0.0%
P/Joy UHT Sun Frt	12X1L [004733]	0	0	/0
P/Joy UHT Trop	12X1L [004714]	300	47700	0.6%
P/Joy UHT Trop	8X3X200ml [004649]	701	34	2061.2%
P/Joy UHT W/Grape	12X1L [004715]	480	5520	8.7%
P/Joy UHT W/Grape	8X3X200ml [004552]	874	1584	55.2%
Par Mighty Milk Berries	6x300ml [009855]	0	0	/0
Par Mighty Milk Choc	6x300ml [009853]	0	0	/0
Par Mighty Milk Marula	6x300ml [009857]	0	0	/0
Par Mighty Milk SBerry	6x300ml [009851]	0	0	/0
Par Mighty MilkPchMelb	6x300ml [009859]	0	0	/0
Steri Stumpie B/Gum	15X350ml [006426]	0	0	/0
Steri Stumpie Banana	15X350ml [006421]	0	26	0.0%
Steri Stumpie C/Soda	15X350ml [006423]	0	0	/0
Steri Stumpie Choc	15X350ml [006422]	0	58	0.0%
Steri Stumpie Sberry	15X350ml [006424]	0	79	0.0%
Steri Stumpie Tof Car	15X350ml [006427]	0	0	/0
Steri Stumpie Van	15X350ml [006425]	0	0	/0
Ychm FMilk Caramel	8X3X200ml [006204]	0	0	/0
Ychm FMilk Chocolate	12X1L [006239]	0	0	/0
Ychm FMilk Chocolate	8X3X200ml [006201]	0	0	/0
Ychm FMilk CrSoda	8X3X200ml [006195]	0	0	/0
Ychm FMilk Strberry	12X1L [006237]	0	0	/0
Ychm FMilk Strberry	8X3X200ml [006198]	0	0	/0
Amazi Eselwa GT FC	500ml [007329]	0	0	/0
Amazi FC PI Jug	2L [007315]	0	0	/0
Amazi High Fat	500ml [007330]	0	0	/0
Amazi High Fat PI Jug	2L [007331]	0	0	/0
Amazi Oqobo PI	500ml [007345]	0	0	/0
Amazi Oqobo PI Jug	2L [007347]	0	0	/0
Amazi PI	500ml [007327]	0	0	/0

Amazi PI Sq	1L [007219]	0	0	/0
Mageu Banana SW	12X1L [007336]	0	0	/0
Mageu Banana SW	12X500ml [007342]	0	0	/0
Mageu Guava SW	12X1L [007339]	0	0	/0
Mageu Guava SW	12X500ml [007341]	0	0	/0
Mageu Pineapple SW	12X1L [007337]	0	0	/0
Mageu Pineapple SW	12X500ml [007344]	0	0	/0
Mageu S/Berry SW	12X1L [007338]	0	0	/0
Drnk Yog Apricot	6x300ml [008927]	0	0	/0
Drnk Yog ChocChin	6x300ml [008929]	0	0	/0
Drnk Yog G'dilla	6x300ml [008928]	0	0	/0
Drnk Yog Pinea&Coconut	6x300ml [008930]	0	0	/0
Drnk Yog Regrade	300ml [008932]	0	0	/0
Drnk Yog Strberry	6x300ml [008926]	16	0	/0
Drnk Yog Strberry	2x6x330ml [008307]	0	0	/0
Drnk Yog Vanilla	6x300ml [008931]	0	0	/0
Yogofun Apricot GT	350ml [007835]	0	0	/0
Yogofun Granadilla GT	350ml [007840]	0	0	/0
Yogofun Pineapple GT	350ml [007845]	0	0	/0
Yogofun Strawberry GT	350ml [007830]	0	0	/0
<b>Drinks</b>		<b>122104</b>	<b>570315</b>	<b>21.4%</b>
Cream Fresh PI	5L [007260]	0	0	/0
Par Cream Fresh Cups	250ml [007245]	0	0	/0
Par Cream Fresh PI	250ml [007243]	0	0	/0
Par Cream Fresh PI Jug	1L [007241]	0	0	/0
Par Cream Fresh Plastic	500ml [007208]	0	0	/0
Par Smetena Cups	250ml [007265]	0	0	/0
Par Milk Past FC Bot	1L [006989]	0	0	/0
Par Milk Past FC Bot	500ml [006996]	0	0	/0
Par Milk Past FC Jug Sq	2L [006988]	0	0	/0
Par Milk Past FC Sachet	1L [006995]	0	0	/0
Par Milk Past FF Bot	1L [006993]	0	0	/0
Par Milk Past LF Bot	1L [006992]	0	0	/0
Par Milk Past LF Jug	2L [006991]	0	0	/0
Par Milk Past LF Sach	1L [006994]	0	0	/0
Steri Milk Glass FC	20X500ml [006494]	0	0	/0
E/Fresh UHT Milk FC	6X1L [006521]	30600	15648	195.6%
E/Fresh UHT Milk FC	12X1L [006512]	3888	23436	16.6%
E/Fresh UHT Milk FC	10X500ml [006602]	0	0	/0
E/Fresh UHT Milk FF	6X1L [006561]	30600	0	/0
E/Fresh UHT Milk FF	12X1L [006552]	0	972	0.0%
E/Fresh UHT Milk LF	6X1L [006541]	0	288	0.0%
E/Fresh UHT Milk LF	12X1L [006532]	0	2712	0.0%
First Growth UHT Milk	6X1L [006070]	0	0	/0
Longlife UHT Milk	6X1L [006008]	0	0	/0
Longlife UHT Milk	12X1L [006012]	0	0	/0
Longlife UHT Milk	10X500ml [006031]	75600	55520	136.2%
Longlife UHT Milk	20X500ml [006021]	336600	409550	82.2%
Omega3 UHT Milk LF	12X1L [006529]	0	0	/0
PnP No Name UHT Milk FC	6x1L [006048]	0	0	/0
PnP No Name UHT Milk FF	6x1L [006050]	0	0	/0
PnP No Name UHT Milk LF	6x1L [006049]	0	0	/0
Toplife UHT Milk FC	6X1L [006523]	0	0	/0
Toplife UHT Milk LF	6X1L [006543]	0	0	/0
Zymil UHT Milk LF	12X1L [006530]	0	0	/0
<b>Milks</b>		<b>477288</b>	<b>508281</b>	<b>93.9%</b>
Bon Butter (S)(P)	40x250g [003141]	0	0	/0
Bon Butter (S)(P)	50x500g [003211]	0	0	/0
Bon Butter (S)(P)	250g-5kg [003131]	0	0	/0

Bon Butter (S)(P) 500g-5kg [003433]	0	0	/0
Bon Butter (S)(P) 500g-10kg [003212]	0	0	/0
But Garlic/Pars Saus 10x150g [003136]	2	10	15.0%
But Lemon Herb Saus 10x150g [003138]	2	4	37.5%
But Lemon Pepr Saus 10x150g [003144]	2	4	37.5%
But SD Tom&Rmary Saus 10x150g [003146]	2	2	75.0%
Butter A Bulk (S) 25kg [003413]	0	0	/0
Butter A Bulk (U) 25kg [003421]	0	0	/0
Par Butter (S)(F) 20x500g [003418]	1000	1670	59.9%
PnP Choice Butter S P 30x500g [003204]	0	0	/0
Buttermilk Carton GT 500ml [007279]	0	0	/0
Par Dairy Cust 12X1L [006231]	0	4428	0.0%
Par Dairy Cust 10X500ml [006229]	0	0	/0
PnP Choice UHT Custard 12X1L [006056]	0	0	/0
Aylsb DairySoft Neopl 2L [009229]	0	0	/0
Classic Vanilla 5L [000110]	0	0	/0
Dairy Soft Str/Vanilla 2L [020214]	0	0	/0
Dairy Soft ToffeeVanilla 2L [020216]	0	0	/0
Dairy Soft Vanilla 2L [020107]	0	0	/0
Froz Yog Bl/Cur/Litchi 1L [000878]	0	0	/0
Froz Yog Strawberry 1L [000173]	0	0	/0
Froz Yog Wildberries 1L [000175]	0	0	/0
Gelato Cherry Almond 2L [020089]	0	0	/0
Gelato Chocolate 2L [020094]	0	0	/0
Gelato Rum & Raisin O 2L [020060]	0	0	/0
Gelato StrawberryVanilla 2L [020078]	0	0	/0
Gelato Toffee & Nut 2L [000133]	0	0	/0
Gelato Vanilla 2L [020065]	0	0	/0
Gelato Vanilla Fudge 2L [000121]	0	0	/0
Lite Treat Cape Berries 1L [000984]	0	0	/0
Lite Treat Vanilla 1L [000389]	0	0	/0
Royalty Blueberry C/Cake 2L [000155]	0	0	/0
Royalty Choc Mint Fudge 2L [000099]	0	0	/0
Royalty Dutch Chocolate 2L [000143]	0	0	/0
Royalty Lemon Meringue 2L [000304]	0	0	/0
Royalty Passion Fruit 2L [000983]	0	0	/0
Royalty Tin Roof 2L [000149]	0	0	/0
Royalty Vanilla 2L [000140]	0	0	/0
Par Yog Apricot LF 1L [007979]	0	0	/0
Par Yog Apricot LF 175g [008952]	0	0	/0
Par Yog Apricot LF 175ml [008802]	0	13	0.0%
Par Yog Apricot LF 500ml [007961]	0	30	0.0%
Par Yog Bulgarian LF 175g [008958]	11	0	/0
Par Yog Bulgarian LF 175ml [008804]	0	13	0.0%
Par Yog Choc Chip LF 8x6x100g [008919]	0	0	/0
Par Yog ChocChip LF 1L [008833]	0	0	/0
Par Yog ChocChip LF 175g [008956]	9	0	/0
Par Yog ChocChip LF 175ml [008810]	0	9	0.0%
Par Yog ChocChip LF 500ml [008857]	20	35	57.1%
Par Yog Frt BChery FF 175g [008955]	0	0	/0
Par Yog Frt BChery FF 1L [008862]	0	0	/0
Par Yog Frt BChery FF 175ml [007638]	0	8	0.0%
Par Yog Frt Raspbry LF 1L [007629]	0	0	/0
Par Yog Frt Raspbry LF 175g [008951]	5	0	/0
Par Yog Frt Raspbry LF 175ml [007627]	0	9	0.0%
Par Yog Frt Raspbry LF 500ml [007628]	40	18	222.2%
Par Yog Frt SBerry FF 175g [008954]	13	0	/0
Par Yog Frt SBerry FF 175ml [007652]	0	5	0.0%
Par Yog FruitOCape LF 500ml [008856]	0	0	/0

Par Yog FruitSalad LF 1L [007988]	0	0	/0
Par Yog FruitSalad LF 175g [008953]	7	0	/0
Par Yog FruitSalad LF 175ml [008801]	0	13	0.0%
Par Yog FruitSalad LF 500ml [007964]	25	39	64.1%
Par Yog Granadilla LF 1L [008878]	0	0	/0
Par Yog Granadilla LF 175g [008876]	0	0	/0
Par Yog Granadilla LF 500ml [008877]	10	40	25.0%
Par Yog Plain LF 1L [007995]	0	0	/0
Par Yog Plain LF 500ml [007963]	40	30	133.3%
Par Yog Simply Aloe LF 1L [008875]	0	0	/0
Par Yog Simply Aloe LF 175g [008873]	0	0	/0
Par Yog Simply Aloe LF 500ml [008874]	0	30	0.0%
Par Yog Smooth 4x100ml [008799]	0	0	/0
Par Yog Smth Vanil LF 175g [008957]	0	0	/0
Par Yog Smth Vanil LF 1L [008285]	0	0	/0
Par Yog Smth Vanil LF 175ml [008284]	0	5	0.0%
Par Yog Stewed FritCustLF 1L [008881]	0	0	/0
Par Yog Stewed FritCustLF 175g [008879]	0	0	/0
Par Yog Stewed FritCustLF 500ml [008880]	0	0	/0
Par Yog Strawberry FF 1L [008859]	0	0	/0
Par Yog Strawberry LF 1L [007987]	0	0	/0
Par Yog Strawberry LF 175g [008950]	18	0	/0
Par Yog Strawberry LF 175ml [008800]	0	15	0.0%
Par Yog Strawberry LF 500ml [007962]	35	79	44.3%
Yog Choc Chip LF 500ml [007640]	0	0	/0
Yog Frit BanFrsal Str LF 6x100g [008943]	0	0	/0
Yog Frit BcherAprStr FF 6x100g [008944]	0	0	/0
Yog Frit BcherAprStr FF 6x125ml [008904]	0	0	/0
Yog Frit Gr Apr Str LF 6x100g [008942]	0	0	/0
Yog Frit Gr Apr Str LF 6x125ml [008900]	0	0	/0
Yog FritBanFrsal Str LF 6x125ml [008901]	0	0	/0
Yog Fruit O/T Cape LF 175ml [007480]	0	0	/0
Yog Fruit O/T Cape LF 500ml [007625]	0	0	/0
Yog Granadilla LF 175ml [007465]	0	0	/0
Yog Granadilla LF 500ml [007610]	0	0	/0
Yog Sm Apr Ban Str LF 6x100ml [008902]	0	284	0.0%
Yog SmStrFrsal Gran LF 6x100ml [008903]	230	284	81.1%
Yog Smth Strawber LF 6x100ml [008914]	230	330	69.8%
Yog StrawBan LF 175ml [007490]	0	0	/0
Yog Ychm Banras CsoStr 6x100ml [008906]	230	326	70.7%
Yog Ychm Strawber LF 6x100ml [008916]	230	270	85.3%
Yog Ychm VanstrTapStr 6x100ml [008905]	230	275	83.8%
Yog Yumchum Assort 4x100ml [008268]	0	0	/0
Yoghurt FSI Bulgarian 5L [007928]	0	0	/0
Yoghurt FSI Fruit Salad 5L [007930]	0	0	/0
Yoghurt FSI Strawberry 5L [007929]	0	0	/0
<b>Yoghurt 3 Jarssets</b>	<b>3390</b>	<b>9638</b>	<b>35.2%</b>

# **Appendix 3**

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cal./ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2A		Cape Town DC	325,333	316,288	-9,046	-2.78%	1,372,512	1,336,009	-36,503	-2.66%
	2E		George DC	239,517	234,933	-4,588	-1.92%	1,002,242	983,150	-19,093	-1.90%
	2I		Port Elizabeth DC	298,059	289,933	-8,134	-2.73%	1,349,700	1,315,320	-34,381	-2.55%
	2K		Graaff-Reinet DC	35,163	34,782	-382	-1.09%	143,753	142,057	-1,697	-1.18%
	2L		East London DC	298,745	298,060	-684	-0.23%	1,281,822	1,279,165	-2,658	-0.21%
	2P		Bloemfontein DC	98,930	85,517	-13,416	-13.56%	400,185	347,445	-52,741	-13.18%
	2Q		Durban DC	8,611	5,504	-3,109	-36.10%	38,568	24,508	-14,061	-36.46%
	2T		Alberton DC	309,343	307,363	-1,981	-0.64%	1,369,801	1,361,197	-8,604	-0.63%
	2V		Pretoria DC	431,069	398,357	-32,741	-7.60%	1,901,352	1,756,276	-145,076	-7.63%
	2W		Witriver DC	161,965	155,625	-6,344	-3.92%	758,197	728,195	-30,003	-3.96%
	2X		Polokwane DC	167,640	165,075	-2,566	-1.53%	763,200	751,510	-11,690	-1.53%
<b>B1</b>			<b>Pasteurised Milk</b>	<b>2,374,375</b>	<b>2,291,437</b>	<b>-82,991</b>	<b>-3.50%</b>	<b>10,381,328</b>	<b>10,024,827</b>	<b>-356,501</b>	<b>-3.43%</b>
	2A		Cape Town DC	752,229	745,389	-6,840	-0.91%	4,106,535	4,061,499	-45,036	-1.10%
	2E		George DC	123,771	121,929	-1,842	-1.49%	649,271	639,118	-10,154	-1.56%
	2I		Port Elizabeth DC	342,580	331,966	-10,614	-3.10%	1,825,025	1,772,275	-52,751	-2.89%
	2K		Graaff-Reinet DC	12,761	11,701	-1,060	-8.31%	64,266	59,031	-5,235	-8.15%
	2L		East London DC	1,635,210	1,612,862	-22,348	-1.37%	10,592,692	10,449,278	-143,415	-1.35%
	2P		Bloemfontein DC	332,107	318,645	-13,462	-4.05%	1,818,048	1,741,432	-76,617	-4.21%
	2Q		Durban DC	682,862	638,032	-44,830	-6.57%	3,634,631	3,385,752	-248,879	-6.85%
	2T		Alberton DC	855,123	831,448	-23,675	-2.77%	4,590,532	4,467,759	-122,774	-2.67%
	2V		Pretoria DC	1,013,899	945,144	-68,755	-6.78%	5,402,876	5,061,105	-341,771	-6.33%
	2W		Witriver DC	172,596	168,780	-3,816	-2.21%	1,001,415	982,789	-18,627	-1.86%
	2X		Polokwane DC	363,665	346,387	-17,278	-4.75%	2,022,352	1,936,648	-85,704	-4.24%
<b>C1</b>			<b>UHT Milk</b>	<b>6,286,803</b>	<b>6,072,283</b>	<b>-214,520</b>	<b>-3.41%</b>	<b>35,707,638</b>	<b>34,556,680</b>	<b>-1,150,958</b>	<b>-3.22%</b>
	2E		George DC	83,805	83,805	0	0.00%	501,346	501,346	0	0.00%
	2I		Port Elizabeth DC	776,564	772,554	-4,010	-0.52%	4,589,750	4,566,087	-23,663	-0.52%
	2K		Graaff-Reinet DC	36,292	36,032	-260	-0.72%	217,359	215,725	-1,634	-0.75%
<b>C2</b>			<b>Sterilised Milk</b>	<b>896,661</b>	<b>892,391</b>	<b>-4,270</b>	<b>-0.48%</b>	<b>5,308,454</b>	<b>5,283,157</b>	<b>-25,297</b>	<b>-0.48%</b>
	2A		Cape Town DC	66,989	59,354	-7,698	-11.49%	1,323,972	1,169,430	-154,543	-11.67%
	2E		George DC	14,783	14,162	-625	-4.23%	308,797	295,970	-12,827	-4.15%
	2I		Port Elizabeth DC	16,965	15,624	-1,342	-7.91%	344,681	316,802	-27,879	-8.09%
	2K		Graaff-Reinet DC	1,034	914	-118	-11.41%	22,468	19,844	-2,624	-11.68%
	2L		East London DC	3,540	3,099	-442	-12.49%	72,497	62,909	-9,588	-13.23%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cal./ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2P		Bloemfontein DC	2,202	1,591	-621	-28.20%	43,623	31,204	-12,419	-28.47%
	2Q		Durban DC	5,484	2,852	-2,622	-47.81%	101,195	51,866	-49,330	-48.75%
	2T		Alberton DC	8,600	7,530	-1,102	-12.81%	175,504	152,811	-22,694	-12.93%
	2V		Pretoria DC	16,484	14,794	-1,724	-10.46%	289,492	254,373	-35,119	-12.13%
	2W		Wittrivier DC	1,428	1,224	-206	-14.43%	28,442	24,312	-4,131	-14.52%
	2X		Polokwane DC	1,425	1,281	-144	-10.11%	28,839	25,855	-2,984	-10.35%
	<i>XI</i>		<i>Fresh cream</i>	<i>138,934</i>	<i>122,425</i>	<i>-16,644</i>	<i>-11.98%</i>	<i>2,739,505</i>	<i>2,405,371</i>	<i>-334,134</i>	<i>-12.20%</i>
<i>001</i>			<i>Milk</i>	<i>9,696,773</i>	<i>9,378,536</i>	<i>-318,425</i>	<i>-3.28%</i>	<i>54,136,923</i>	<i>52,270,034</i>	<i>-1,866,888</i>	<i>-3.45%</i>

Facility Selection: PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
 Item Class Selection: All Item Classes  
 Item Category Selection: 001 , 002 , 003 , 004  
 Item Range: All Items  
 Customer: 0  
 Quantity Format: Standard Quantities

Break Level: Cat.,Class,Fac,None,None  
 Customer Group: All Customer Groups  
 Issue Date Range: 01/12/2004 until 31/12/2004

Cat/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2E		George DC	1,000	1,000	0	0.00%	21,000	21,000	0	0.00%
	2L		East London DC	825	825	0	0.00%	18,348	18,348	0	0.00%
	2P		Bloemfontein DC	150	150	0	0.00%	3,000	3,000	0	0.00%
	2T		Alberton DC	250	250	0	0.00%	5,750	5,750	0	0.00%
<b>E2</b>			<b>Skim milk powder</b>	<b>2,225</b>	<b>2,225</b>	<b>0</b>	<b>0.00%</b>	<b>48,098</b>	<b>48,098</b>	<b>0</b>	<b>0.00%</b>
	2A		Cape Town DC	12,275	12,275	0	0.00%	78,828	78,828	0	0.00%
	2E		George DC	11,550	11,550	0	0.00%	52,195	52,195	0	0.00%
	2I		Port Elizabeth DC	500	500	0	0.00%	4,098	4,098	0	0.00%
	2L		East London DC	5,775	5,775	0	0.00%	26,908	26,908	0	0.00%
<b>E3</b>			<b>Whey powder</b>	<b>30,100</b>	<b>30,100</b>	<b>0</b>	<b>0.00%</b>	<b>162,028</b>	<b>162,028</b>	<b>0</b>	<b>0.00%</b>
	2A		Cape Town DC	175	175	0	0.00%	4,813	4,813	0	0.00%
<b>E4</b>			<b>Buttermilk Powder</b>	<b>175</b>	<b>175</b>	<b>0</b>	<b>0.00%</b>	<b>4,813</b>	<b>4,813</b>	<b>0</b>	<b>0.00%</b>
	2A		Cape Town DC	167,083	102,741	-64,341	-38.51%	3,367,254	2,104,340	-1,262,914	-37.51%
	2E		George DC	16,332	12,534	-3,798	-23.25%	348,345	268,162	-80,183	-23.02%
	2I		Port Elizabeth DC	28,516	24,833	-3,684	-12.92%	672,794	572,657	-100,138	-14.88%
	2K		Graaff-Reinet DC	886	886	0	0.00%	17,282	17,282	0	0.00%
	2L		East London DC	5,604	3,104	-2,500	-44.61%	124,693	68,622	-56,072	-44.97%
	2P		Bloemfontein DC	3,410	2,321	-1,089	-31.94%	74,359	50,578	-23,782	-31.98%
	2Q		Durban DC	110,172	64,115	-46,063	-41.81%	2,179,107	1,260,872	-918,235	-42.14%
	2T		Alberton DC	42,081	4,273	-37,809	-89.85%	968,632	111,444	-857,189	-88.49%
	2V		Protoria DC	43,753	22,588	-21,168	-48.38%	1,011,612	521,454	-490,158	-48.45%
	2W		Witriver DC	3,164	1,593	-1,571	-49.65%	67,563	35,580	-31,984	-47.34%
	2X		Polokwane DC	3,686	3,307	-379	-10.28%	81,711	71,996	-9,716	-11.89%
<b>O1</b>			<b>Butter</b>	<b>424,687</b>	<b>242,295</b>	<b>-182,402</b>	<b>-42.95%</b>	<b>8,913,347</b>	<b>5,082,983</b>	<b>-3,830,365</b>	<b>-42.97%</b>
	2A		Cape Town DC	15,706	14,856	-850	-5.41%	779,515	741,808	-37,707	-4.84%
	2E		George DC	2,129	2,123	-6	-0.28%	105,265	104,993	-272	-0.26%
	2I		Port Elizabeth DC	2,284	2,134	-150	-6.57%	106,493	99,786	-6,707	-6.30%
	2K		Graaff-Reinet DC	50	50	0	0.00%	2,144	2,144	0	0.00%
	2L		East London DC	754	619	-135	-17.90%	31,803	25,902	-5,902	-18.56%
	2P		Bloemfontein DC	1,442	1,166	-276	-19.14%	67,892	55,446	-12,446	-18.33%
	2Q		Durban DC	6,958	6,904	-54	-0.78%	305,867	302,458	-3,410	-1.11%
	2T		Alberton DC	7,277	7,270	-9	-0.12%	333,764	333,259	-506	-0.15%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac, None, None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2V		Pretoria DC	11,351	9,869	-1,481	-13.05%	535,924	459,458	-76,467	-14.27%
	2W		Witrivier DC	1,020	982	-39	-3.82%	54,736	53,013	-1,724	-3.15%
	2X		Polokwane DC	1,420	1,052	-368	-25.92%	63,766	50,272	-13,494	-21.16%
<b>PA</b>			<b>Cream Cheese</b>	<b>50,391</b>	<b>47,025</b>	<b>-3,368</b>	<b>-6.68%</b>	<b>2,387,164</b>	<b>2,228,534</b>	<b>-158,631</b>	<b>-6.65%</b>
	2A		Cape Town DC	17,629	17,129	-499	-2.83%	794,830	774,400	-20,431	-2.57%
	2E		George DC	1,676	1,675	-1	-0.06%	74,230	74,196	-34	-0.05%
	2I		Port Elizabeth DC	4,094	3,822	-272	-6.64%	181,758	169,859	-11,899	-6.55%
	2K		Graaff-Reinet DC	267	247	-20	-7.49%	11,619	10,699	-920	-7.92%
	2L		East London DC	1,340	1,340	0	0.00%	59,119	59,119	0	0.00%
	2P		Bloemfontein DC	2,889	2,852	-36	-1.25%	128,172	126,546	-1,627	-1.27%
	2Q		Durban DC	12,214	11,780	-434	-3.55%	542,382	522,227	-20,156	-3.72%
	2T		Alberton DC	20,986	20,986	0	0.00%	936,486	936,433	-53	-0.01%
	2V		Pretoria DC	17,309	17,207	-102	-0.59%	772,005	767,322	-4,683	-0.61%
	2W		Witrivier DC	1,367	1,367	0	0.00%	57,757	57,757	0	0.00%
	2X		Polokwane DC	1,832	1,830	-2	-0.11%	82,609	82,508	-102	-0.12%
<b>PB</b>			<b>Spreads</b>	<b>81,603</b>	<b>80,235</b>	<b>-1,366</b>	<b>-1.67%</b>	<b>3,640,962</b>	<b>3,581,061</b>	<b>-59,901</b>	<b>-1.65%</b>
	2A		Cape Town DC	55,002	53,269	-2,012	-3.66%	1,585,472	1,524,009	-68,456	-4.32%
	2E		George DC	5,666	5,658	-32	-0.56%	178,866	173,480	-6,128	-3.43%
	2I		Port Elizabeth DC	10,552	10,666	22	0.21%	288,265	286,914	-4,382	-1.52%
	2K		Graaff-Reinet DC	102	107	2	1.96%	4,188	4,386	84	2.00%
	2L		East London DC	4,889	4,654	-239	-4.89%	136,335	129,815	-6,667	-4.89%
	2P		Bloemfontein DC	6,066	6,379	268	4.42%	150,464	156,967	5,469	3.63%
	2Q		Durban DC	14,744	14,714	-308	-2.09%	403,057	402,762	-7,698	-1.91%
	2T		Alberton DC	8,759	9,243	273	3.12%	270,055	281,749	6,914	2.56%
	2V		Pretoria DC	37,254	37,822	183	0.49%	964,536	967,834	-5,609	-0.58%
	2W		Witrivier DC	7,225	6,285	-1,025	-14.19%	197,386	174,480	-24,741	-12.53%
	2X		Polokwane DC	2,888	2,483	-455	-15.75%	75,636	65,683	-11,161	-14.76%
<b>PC</b>			<b>Mozzarella Cheese</b>	<b>153,147</b>	<b>151,280</b>	<b>-3,323</b>	<b>-2.17%</b>	<b>4,254,256</b>	<b>4,168,075</b>	<b>-122,371</b>	<b>-2.88%</b>
	2A		Cape Town DC	11,020	6,814	-4,213	-38.23%	742,986	454,844	-288,032	-38.77%
	2E		George DC	1,497	1,332	-166	-11.09%	97,902	86,851	-11,051	-11.29%
	2I		Port Elizabeth DC	1,565	1,093	-474	-30.29%	97,848	68,589	-29,260	-29.90%
	2K		Graaff-Reinet DC	3	3	0	0.00%	154	154	0	0.00%
	2L		East London DC	693	276	-418	-60.32%	42,405	16,188	-26,217	-61.83%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2P		Bloemfontein DC	281	237	-44	-15.66%	15,994	13,392	-2,603	-16.27%
	2Q		Durban DC	3,981	3,731	-254	-6.38%	242,825	225,846	-16,980	-6.99%
	2T		Alberton DC	2,019	1,995	-26	-1.29%	119,248	117,641	-1,651	-1.38%
	2V		Pretoria DC	2,629	2,187	-442	-16.81%	178,543	147,987	-30,556	-17.11%
	2W		Witriver DC	330	301	-29	-8.79%	19,567	17,754	-1,814	-9.27%
	2X		Polokwane DC	343	265	-78	-22.74%	19,474	14,186	-5,288	-27.15%
<b>PD</b>			<b>White Mould</b>	<b>24,361</b>	<b>18,234</b>	<b>-6,144</b>	<b>-25.22%</b>	<b>1,576,940</b>	<b>1,163,426</b>	<b>-413,449</b>	<b>-26.22%</b>
	2A		Cape Town DC	5,568	4,228	-1,388	-24.93%	300,354	258,567	-43,543	-14.50%
	2E		George DC	555	555	0	0.00%	41,237	41,237	0	0.00%
	2I		Port Elizabeth DC	848	593	-259	-30.54%	52,547	38,196	-14,503	-27.60%
	2K		Graaff-Reinet DC	3	3	0	0.00%	242	242	0	0.00%
	2L		East London DC	278	216	-62	-22.30%	19,224	14,231	-4,993	-25.97%
	2P		Bloemfontein DC	312	213	-101	-32.37%	19,691	14,515	-5,265	-26.74%
	2Q		Durban DC	2,364	1,922	-458	-19.37%	156,819	127,021	-30,771	-19.62%
	2T		Alberton DC	1,886	1,669	-220	-11.66%	111,282	100,187	-11,199	-10.06%
	2V		Pretoria DC	2,438	1,663	-779	-31.95%	140,414	103,144	-37,465	-26.68%
	2W		Witriver DC	253	252	-2	-0.79%	15,092	15,075	-152	-1.01%
	2X		Polokwane DC	243	225	-18	-7.41%	16,892	15,832	-1,030	-6.10%
<b>PE</b>			<b>Blue Mould</b>	<b>14,748</b>	<b>11,539</b>	<b>-3,287</b>	<b>-22.29%</b>	<b>873,788</b>	<b>728,242</b>	<b>-148,919</b>	<b>-17.04%</b>
	2A		Cape Town DC	59,231	57,954	-1,278	-2.16%	2,255,063	2,205,707	-49,356	-2.19%
	2E		George DC	5,066	4,953	-113	-2.23%	207,276	202,736	-4,541	-2.19%
	2I		Port Elizabeth DC	6,638	6,152	-486	-7.32%	256,156	236,139	-20,017	-7.81%
	2K		Graaff-Reinet DC	276	276	0	0.00%	10,867	10,867	0	0.00%
	2L		East London DC	1,521	1,264	-257	-16.90%	57,792	47,522	-10,270	-17.77%
	2P		Bloemfontein DC	3,334	2,903	-434	-13.02%	131,670	113,694	-17,976	-13.65%
	2Q		Durban DC	17,211	16,154	-1,064	-6.18%	690,808	650,263	-40,545	-5.87%
	2T		Alberton DC	11,689	11,497	-192	-1.64%	460,444	451,284	-9,160	-1.99%
	2V		Pretoria DC	27,100	23,567	-3,533	-13.04%	1,081,079	933,226	-147,854	-13.68%
	2W		Witriver DC	2,152	2,143	-9	-0.42%	88,219	87,809	-410	-0.46%
	2X		Polokwane DC	2,374	2,031	-343	-14.45%	93,540	81,106	-12,435	-13.29%
<b>PF</b>			<b>Feta Cheese</b>	<b>136,592</b>	<b>128,894</b>	<b>-7,709</b>	<b>-5.64%</b>	<b>5,332,907</b>	<b>5,020,347</b>	<b>-312,560</b>	<b>-5.86%</b>
	2A		Cape Town DC	7,333	6,096	-1,238	-16.88%	378,403	311,907	-66,496	-17.57%
	2E		George DC	692	692	0	0.00%	38,001	38,001	0	0.00%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac, None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2I		Port Elizabeth DC	1,416	1,335	-81	-5.72%	73,781	69,875	-3,907	-5.29%
	2K		Graaff-Reinet DC	41	41	0	0.00%	2,199	2,199	0	0.00%
	2L		East London DC	535	491	-45	-8.41%	28,504	26,297	-2,208	-7.74%
	2P		Bloemfontein DC	857	850	-8	-0.93%	46,609	46,309	-300	-0.64%
	2Q		Durban DC	11,401	5,079	-6,330	-55.52%	569,512	255,186	-314,327	-55.19%
	2T		Alberton DC	5,664	5,660	-4	-0.07%	288,873	288,604	-269	-0.09%
	2V		Pretoria DC	6,898	6,864	-34	-0.49%	364,322	363,029	-1,293	-0.35%
	2W		Witrivier DC	836	764	-73	-8.73%	42,054	37,721	-4,334	-10.30%
	2X		Polokwane DC	966	966	0	0.00%	48,237	48,237	0	0.00%
<b>PG</b>			<b>Wedges Portions</b>	<b>36,639</b>	<b>28,838</b>	<b>-7,813</b>	<b>-21.32%</b>	<b>1,880,489</b>	<b>1,487,359</b>	<b>-393,130</b>	<b>-20.91%</b>
	2A		Cape Town DC	40,722	35,414	-5,195	-12.76%	1,048,530	901,714	-143,599	-13.70%
	2E		George DC	4,197	4,101	-27	-0.64%	111,175	108,110	-880	-0.79%
	2I		Port Elizabeth DC	21,436	20,692	-691	-3.22%	533,794	515,300	-16,896	-3.17%
	2K		Graaff-Reinet DC	-3	-3	0	0.00%	-89	-89	0	0.00%
	2L		East London DC	770	728	-11	-1.43%	21,827	20,565	-364	-1.67%
	2P		Bloemfontein DC	9,639	8,956	-506	-5.25%	235,314	218,425	-12,382	-5.26%
	2Q		Durban DC	74,808	71,463	-2,165	-2.89%	1,930,214	1,842,052	-55,854	-2.89%
	2T		Alberton DC	37,218	34,256	-2,657	-7.14%	977,829	885,931	-83,902	-8.58%
	2V		Pretoria DC	70,703	57,044	-13,174	-18.63%	1,809,378	1,460,112	-336,086	-18.57%
	2W		Witrivier DC	14,261	11,308	-2,835	-19.88%	363,286	287,978	-72,040	-19.83%
	2X		Polokwane DC	11,251	10,294	-825	-7.33%	284,154	259,684	-21,087	-7.42%
<b>P1</b>			<b>Cheddar Types</b>	<b>285,002</b>	<b>254,253</b>	<b>-28,086</b>	<b>-9.85%</b>	<b>7,315,408</b>	<b>6,499,779</b>	<b>-743,086</b>	<b>-10.16%</b>
	2A		Cape Town DC	9,035	8,827	-281	-3.11%	243,213	237,780	-8,497	-3.49%
	2E		George DC	1,472	1,533	38	2.58%	41,711	44,058	1,290	3.09%
	2I		Port Elizabeth DC	7,945	7,498	-465	-5.85%	196,422	185,779	-11,364	-5.79%
	2L		East London DC	273	282	0	0.00%	7,323	7,643	0	0.00%
	2P		Bloemfontein DC	2,140	1,847	-347	-16.21%	53,695	46,842	-8,182	-15.24%
	2Q		Durban DC	52,863	47,922	-5,333	-10.09%	1,316,696	1,190,532	-136,478	-10.37%
	2T		Alberton DC	15,406	15,781	285	1.85%	371,468	381,076	6,977	1.88%
	2V		Pretoria DC	24,645	21,932	-2,921	-11.85%	631,390	562,710	-74,015	-11.72%
	2W		Witrivier DC	3,797	3,939	74	1.95%	98,143	101,769	1,807	1.84%
	2X		Polokwane DC	6,018	6,394	345	5.73%	155,523	165,210	8,833	5.68%
<b>P2</b>			<b>Gouda types</b>	<b>123,594</b>	<b>115,955</b>	<b>-8,605</b>	<b>-6.96%</b>	<b>3,115,580</b>	<b>2,923,396</b>	<b>-219,629</b>	<b>-7.05%</b>

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat./ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2A		Cape Town DC	17,502	12,926	-4,571	-26.12%	441,346	326,395	-114,952	-26.05%
	2E		George DC	3,008	1,961	-1,047	-34.81%	83,209	54,413	-28,797	-34.61%
	2I		Port Elizabeth DC	2,897	1,940	-960	-33.14%	81,129	54,285	-26,845	-33.09%
	2K		Graaff-Reinet DC	236	219	-19	-8.05%	7,086	6,459	-628	-8.85%
	2L		East London DC	906	810	-100	-11.04%	27,576	24,553	-3,024	-10.97%
	2P		Bloemfontein DC	1,011	785	-225	-22.26%	27,889	21,643	-6,247	-22.40%
	2Q		Durban DC	4,844	2,836	-2,047	-42.26%	130,749	76,356	-54,394	-41.60%
	2T		Alberton DC	4,321	4,270	-82	-1.90%	124,663	122,611	-2,053	-1.65%
	2V		Pretoria DC	6,405	4,994	-1,406	-21.95%	194,969	152,630	-42,340	-21.72%
	2W		Witriver DC	644	541	-104	-16.15%	19,347	16,376	-2,972	-15.36%
	2X		Polokwane DC	896	707	-187	-20.87%	25,895	20,501	-5,394	-20.83%
<b>P4</b>			<b>Cottage cheese</b>	<b>42,670</b>	<b>31,989</b>	<b>-10,748</b>	<b>-25.19%</b>	<b>1,163,854</b>	<b>876,216</b>	<b>-287,639</b>	<b>-24.71%</b>
	2A		Cape Town DC	13,003	12,905	-124	-0.95%	490,102	487,027	-3,278	-0.67%
	2E		George DC	1,947	1,947	8	0.41%	76,047	75,959	192	0.25%
	2I		Port Elizabeth DC	2,468	2,255	-216	-8.75%	94,707	86,947	-7,686	-8.11%
	2K		Graaff-Reinet DC	103	93	-10	-9.71%	3,921	3,689	-233	-5.93%
	2L		East London DC	1,746	1,728	-18	-1.03%	75,485	75,047	-438	-0.58%
	2P		Bloemfontein DC	3,997	3,880	-132	-3.30%	126,093	122,563	-3,472	-2.75%
	2Q		Durban DC	31,302	30,984	-457	-1.46%	1,075,587	1,058,578	-18,858	-1.75%
	2T		Alberton DC	35,777	36,017	248	0.69%	1,218,780	1,222,113	3,591	0.29%
	2V		Pretoria DC	26,700	24,731	-1,971	-7.38%	931,873	878,699	-52,870	-5.67%
	2W		Witriver DC	2,890	2,778	-146	-5.05%	102,149	97,834	-4,666	-4.57%
	2X		Polokwane DC	7,683	6,599	-1,061	-13.81%	251,739	225,523	-25,612	-10.17%
<b>P5</b>			<b>Processed Cheese</b>	<b>127,616</b>	<b>123,917</b>	<b>-3,879</b>	<b>-3.04%</b>	<b>4,446,478</b>	<b>4,333,975</b>	<b>-113,327</b>	<b>-2.55%</b>
	2A		Cape Town DC	208,571	198,232	-9,118	-4.37%	6,039,412	5,668,678	-331,518	-5.49%
	2E		George DC	8,833	7,364	-1,371	-15.52%	264,970	215,785	-46,502	-17.55%
	2I		Port Elizabeth DC	21,340	17,011	-4,208	-19.72%	556,862	398,945	-154,294	-27.71%
	2K		Graaff-Reinet DC	1,208	1,158	-21	-1.74%	34,929	33,562	-595	-1.70%
	2L		East London DC	4,189	3,574	-492	-11.75%	120,740	101,244	-15,886	-13.16%
	2P		Bloemfontein DC	13,742	11,948	-1,725	-12.55%	357,307	307,566	-48,199	-13.49%
	2Q		Durban DC	20,065	11,525	-8,403	-41.88%	596,508	333,506	-258,891	-43.40%
	2T		Alberton DC	25,626	22,838	-2,482	-9.69%	747,459	652,102	-88,328	-11.82%
	2V		Pretoria DC	38,616	35,273	-3,214	-8.32%	1,105,440	989,755	-111,895	-10.12%
	2W		Witriver DC	3,344	3,176	-159	-4.75%	97,772	92,079	-4,920	-5.03%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2X		Polokwane DC	6,192	5,113	-1,012	-16.34%	186,224	157,012	-27,196	-14.60%
P6			<i>Cheddar - Small Packaging</i>	<b>351,726</b>	<b>317,212</b>	<b>-32,205</b>	<b>-9.16%</b>	<b>10,107,619</b>	<b>8,950,228</b>	<b>-1,088,219</b>	<b>-10.77%</b>
	2A		Cape Town DC	126,790	125,106	-1,344	-1.06%	3,530,417	3,456,382	-61,938	-1.75%
	2E		George DC	5,577	5,268	-242	-4.34%	169,382	158,849	-9,026	-5.33%
	2I		Port Elizabeth DC	8,656	8,494	-128	-1.48%	195,801	189,316	-6,326	-3.23%
	2K		Graaff-Reinet DC	638	614	-1	-0.16%	18,758	18,235	-21	-0.11%
	2L		East London DC	4,020	3,251	-796	-19.80%	116,529	95,222	-22,487	-19.30%
	2P		Bloemfontein DC	11,638	11,266	-293	-2.52%	294,456	283,420	-9,058	-3.08%
	2Q		Durban DC	20,028	17,350	-2,843	-14.20%	599,413	504,022	-101,712	-16.97%
	2T		Alberton DC	31,204	31,286	1,099	3.64%	829,176	856,226	25,268	3.05%
	2V		Pretoria DC	34,970	34,393	-591	-1.69%	973,537	956,584	-18,403	-1.89%
	2W		Witrivier DC	2,844	2,621	-221	-7.77%	77,687	71,821	-5,826	-7.50%
P7	2X		Polokwane DC	6,064	5,784	-288	-4.75%	168,327	160,841	-8,313	-4.94%
			<i>Gouda - Small Packaging</i>	<b>251,429</b>	<b>245,433</b>	<b>-5,648</b>	<b>-2.25%</b>	<b>6,973,478</b>	<b>6,750,913</b>	<b>-217,839</b>	<b>-3.12%</b>
	2A		Cape Town DC	1,821	1,424	-399	-21.91%	76,462	60,683	-15,986	-20.91%
	2E		George DC	190	148	-42	-22.11%	9,038	7,113	-1,856	-20.53%
	2I		Port Elizabeth DC	113	83	-30	-26.55%	5,553	3,968	-1,419	-25.54%
	2K		Graaff-Reinet DC	18	17	0	0.00%	782	755	0	0.00%
	2L		East London DC	81	47	-33	-40.74%	4,500	2,686	-1,755	-39.00%
	2Q		Durban DC	331	319	-9	-2.72%	14,255	12,374	-390	-2.73%
	2T		Alberton DC	208	97	-111	-53.37%	7,920	3,041	-4,817	-60.81%
	2V		Pretoria DC	690	296	-393	-56.96%	29,247	12,221	-16,812	-57.48%
	2W		Witrivier DC	177	27	-150	-84.75%	7,256	1,059	-6,166	-84.98%
P8	2X		Polokwane DC	66	42	-24	-36.36%	2,613	1,506	-969	-37.07%
			<i>Other Cheese - Small Pack</i>	<b>3,695</b>	<b>2,500</b>	<b>-1,191</b>	<b>-32.23%</b>	<b>157,621</b>	<b>105,402</b>	<b>-50,165</b>	<b>-31.83%</b>
2			<i>Cheese</i>	<b>2,140,400</b>	<b>1,832,099</b>	<b>-305,774</b>	<b>-14.29%</b>	<b>62,354,823</b>	<b>54,114,868</b>	<b>-8,159,222</b>	<b>-13.09%</b>

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2A		Cape Town DC	130,779	107,296	-23,478	-17.95%	1,066,910	878,823	-188,087	-17.63%
	2E		George DC	19,141	18,616	-517	-2.70%	167,517	163,082	-4,436	-2.65%
	2I		Port Elizabeth DC	66,073	60,953	-5,119	-7.75%	546,067	503,183	-42,884	-7.85%
	2K		Graaff-Reinet DC	4,176	4,109	-67	-1.60%	38,040	37,334	-707	-1.86%
	2L		East London DC	12,603	12,473	-130	-1.03%	108,116	106,650	-1,467	-1.36%
	2P		Bloemfontein DC	21,022	20,045	-976	-4.64%	177,623	169,636	-7,988	-4.50%
	2Q		Durban DC	29,799	21,496	-8,278	-27.78%	249,763	183,145	-66,619	-26.67%
	2T		Alberton DC	36,960	33,042	-3,918	-10.60%	306,142	275,366	-30,776	-10.05%
	2V		Pretoria DC	57,490	40,628	-16,862	-29.33%	450,755	324,362	-126,393	-28.04%
	2W		Witrivier DC	5,329	5,259	-70	-1.31%	45,456	44,880	-576	-1.27%
	2X		Polokwane DC	4,902	4,891	-11	-0.22%	41,480	41,333	-147	-0.35%
<b>C3</b>			<b>Flavoured Milk Drinks</b>	<b>388,274</b>	<b>328,808</b>	<b>-59,426</b>	<b>-15.31%</b>	<b>3,197,864</b>	<b>2,727,789</b>	<b>-470,075</b>	<b>-14.70%</b>
	2A		Cape Town DC	9,244	7,793	-1,451	-15.70%	97,849	82,244	-15,605	-15.95%
	2E		George DC	2,244	2,164	-80	-3.57%	24,202	23,320	-883	-3.65%
	2I		Port Elizabeth DC	4,997	4,636	-361	-7.22%	53,945	49,928	-4,017	-7.45%
	2K		Graaff-Reinet DC	363	349	-14	-3.86%	3,782	3,633	-150	-3.95%
	2L		East London DC	1,689	1,655	-34	-2.01%	18,068	17,651	-417	-2.31%
	2P		Bloemfontein DC	2,550	2,350	-200	-7.84%	26,241	24,145	-2,097	-7.99%
	2Q		Durban DC	15,712	11,901	-3,813	-24.27%	150,595	113,050	-37,546	-24.93%
	2T		Alberton DC	11,638	9,724	-1,914	-16.45%	121,396	100,839	-20,558	-16.93%
	2V		Pretoria DC	14,305	10,335	-3,970	-27.75%	146,479	105,188	-41,292	-28.19%
	2W		Witrivier DC	1,474	1,330	-144	-9.77%	15,108	13,662	-1,447	-9.57%
	2X		Polokwane DC	1,780	1,430	-350	-19.66%	18,197	14,551	-3,646	-20.04%
<b>C4</b>			<b>UHT Flavoured Milk Drinks</b>	<b>65,996</b>	<b>53,667</b>	<b>-12,331</b>	<b>-18.68%</b>	<b>675,858</b>	<b>548,206</b>	<b>-127,652</b>	<b>-18.89%</b>
	2A		Cape Town DC	57,911	40,175	-17,747	-30.65%	357,863	252,189	-105,675	-29.53%
	2E		George DC	24,393	20,643	-3,771	-15.46%	154,649	130,398	-24,252	-15.68%
	2I		Port Elizabeth DC	87,241	63,317	-23,936	-27.44%	582,785	432,351	-150,435	-25.81%
	2K		Graaff-Reinet DC	6,548	5,560	-993	-15.16%	42,815	36,589	-6,225	-14.54%
	2L		East London DC	28,062	25,698	-2,364	-8.42%	165,022	148,874	-16,148	-9.79%
	2P		Bloemfontein DC	20,178	13,986	-6,207	-30.76%	124,180	85,311	-38,869	-31.30%
	2Q		Durban DC	68,088	46,735	-21,393	-31.42%	438,389	301,100	-137,290	-31.32%
	2T		Alberton DC	47,948	44,477	-3,477	-7.25%	304,934	280,382	-24,553	-8.05%
	2V		Pretoria DC	80,542	73,509	-7,035	-8.73%	492,355	438,275	-54,080	-10.98%
	2W		Witrivier DC	14,549	11,220	-3,336	-22.93%	91,139	69,535	-21,605	-23.71%

**Facility Selection:** PX, 1A, 2A, 2E, 2I, 2K, 2L, 2P, 2Q, 2T, 2V, 2W, 2X, 3Q, 3R, 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001, 002, 003, 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat., Class, Fac, None, None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat./ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
H1	2X		Polokwane DC	15,794	12,790	-3,008	-19.05%	103,023	81,404	-21,620	-20.98%
			<i>Fresh Juice</i>	<b>451,254</b>	<b>358,110</b>	<b>-93,267</b>	<b>-20.67%</b>	<b>2,857,151</b>	<b>2,256,403</b>	<b>-600,748</b>	<b>-21.03%</b>
	2A		Cape Town DC	145,646	142,940	-2,706	-1.86%	730,755	717,442	-13,314	-1.82%
	2E		George DC	24,195	24,135	-60	-0.25%	127,361	127,077	-285	-0.22%
	2I		Port Elizabeth DC	48,114	45,929	-2,185	-4.54%	240,355	229,785	-10,571	-4.40%
	2K		Graaff-Reinet DC	1,268	1,160	-108	-8.52%	7,918	7,281	-638	-8.05%
	2L		East London DC	34,848	34,653	-194	-0.56%	193,565	192,627	-938	-0.48%
	2P		Bloemfontein DC	36,718	36,535	-183	-0.50%	183,545	182,588	-957	-0.52%
	2Q		Durban DC	375,441	305,712	-69,729	-18.57%	1,850,380	1,508,368	-342,013	-18.48%
	2T		Alberton DC	148,073	147,706	-367	-0.25%	733,284	731,320	-1,965	-0.27%
	2V		Pretoria DC	145,504	143,199	-2,305	-1.58%	711,837	701,051	-10,786	-1.52%
	2W		Witriver DC	7,894	7,894	0	0.00%	43,377	43,377	0	0.00%
H2	2X		Polokwane DC	15,872	15,872	0	0.00%	84,850	84,850	0	0.00%
			<i>UHT Juice</i>	<b>983,573</b>	<b>905,735</b>	<b>-77,837</b>	<b>-7.91%</b>	<b>4,907,224</b>	<b>4,525,761</b>	<b>-381,463</b>	<b>-7.77%</b>
	2A		Cape Town DC	453,514	419,332	-34,190	-7.54%	1,604,496	1,492,413	-112,083	-6.99%
	2E		George DC	99,870	88,629	-11,241	-11.26%	381,543	342,450	-39,094	-10.25%
	2I		Port Elizabeth DC	401,909	364,155	-37,754	-9.39%	1,645,694	1,505,004	-140,691	-8.55%
	2K		Graaff-Reinet DC	52,263	50,585	-1,679	-3.21%	212,189	206,108	-6,084	-2.87%
	2L		East London DC	401,599	399,401	-2,198	-0.55%	1,626,737	1,619,112	-7,625	-0.47%
	2P		Bloemfontein DC	19,204	18,319	-887	-4.62%	68,458	65,015	-3,443	-5.03%
	2Q		Durban DC	164,669	144,167	-20,530	-12.47%	652,468	561,223	-91,246	-13.98%
	2T		Alberton DC	59,025	58,637	-389	-0.66%	216,744	215,390	-1,355	-0.62%
	2V		Pretoria DC	48,550	39,000	-9,550	-19.67%	176,540	142,305	-34,235	-19.39%
	2W		Witriver DC	22,661	22,656	-5	-0.02%	89,718	89,688	-31	-0.03%
H3	2X		Polokwane DC	30,532	29,300	-1,232	-4.04%	113,539	109,248	-4,292	-3.78%
			<i>Fruit/Dairy drinks</i>	<b>1,753,796</b>	<b>1,634,181</b>	<b>-119,655</b>	<b>-6.82%</b>	<b>6,788,122</b>	<b>6,347,952</b>	<b>-440,175</b>	<b>-6.48%</b>
	2A		Cape Town DC	-384	-384	0	0.00%	-1,830	-1,830	0	0.00%
	2E		George DC	-16	-16	0	0.00%	-81	-81	0	0.00%
	2I		Port Elizabeth DC	-4	-4	0	0.00%	-21	-21	0	0.00%
	2K		Graaff-Reinet DC	-10	-10	0	0.00%	-50	-50	0	0.00%
	2L		East London DC	-30	-30	0	0.00%	-210	-210	0	0.00%
	2P		Bloemfontein DC	-171	-171	0	0.00%	-765	-765	0	0.00%
	2Q		Durban DC	10,985	9,017	-1,968	-17.92%	36,040	29,308	-6,733	-18.68%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat./ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2T		Alberton DC	-264	-264	0	0.00%	-1,370	-1,370	0	0.00%
	2V		Pretoria DC	-9	-9	0	0.00%	-44	-44	0	0.00%
	2W		Witrivier DC	-46	-46	0	0.00%	-267	-267	0	0.00%
	2X		Polokwane DC	-6	-6	0	0.00%	-28	-28	0	0.00%
<b>HS</b>			<b>UHT Dairy Blends</b>	<b>10,045</b>	<b>8,077</b>	<b>-1,968</b>	<b>-19.59%</b>	<b>31,379</b>	<b>24,647</b>	<b>-6,733</b>	<b>-21.46%</b>
	2A		Cape Town DC	39,808	34,327	-5,483	-13.77%	391,502	332,100	-59,402	-15.17%
	2E		George DC	8,368	6,278	-2,092	-25.00%	87,860	65,138	-22,722	-25.86%
	2I		Port Elizabeth DC	20,880	15,631	-5,246	-25.12%	219,445	164,164	-55,280	-25.19%
	2K		Graaff-Reinet DC	1,803	1,510	-294	-16.31%	19,708	16,455	-3,254	-16.51%
	2L		East London DC	8,603	6,985	-1,613	-18.75%	85,119	69,753	-15,366	-18.05%
	2P		Bloemfontein DC	5,882	5,186	-696	-11.83%	53,851	47,142	-6,710	-12.46%
	2Q		Durban DC	35,230	17,367	-17,889	-50.78%	306,963	139,087	-167,876	-54.69%
	2T		Alberton DC	17,754	15,196	-2,559	-14.41%	169,460	143,449	-26,011	-15.35%
	2V		Pretoria DC	27,147	17,618	-9,547	-35.17%	270,088	164,586	-105,503	-39.06%
	2W		Witrivier DC	4,687	2,645	-2,044	-43.61%	48,252	26,110	-22,143	-45.89%
	2X		Polokwane DC	6,054	5,007	-1,047	-17.29%	59,840	48,382	-11,458	-19.15%
<b>L2</b>			<b>Drinking Yoghurt</b>	<b>176,216</b>	<b>127,750</b>	<b>-48,510</b>	<b>-27.53%</b>	<b>1,712,084</b>	<b>1,216,361</b>	<b>-495,722</b>	<b>-28.95%</b>
	2A		Cape Town DC	11,173	10,667	-507	-4.54%	71,671	68,146	-3,526	-4.92%
	2E		George DC	3,545	3,345	-201	-5.67%	27,331	25,770	-1,562	-5.71%
	2I		Port Elizabeth DC	3,802	3,683	-120	-3.16%	29,221	28,308	-914	-3.13%
	2K		Graaff-Reinet DC	547	547	0	0.00%	4,253	4,253	0	0.00%
	2L		East London DC	781	781	0	0.00%	5,955	5,955	0	0.00%
	2P		Bloemfontein DC	1,035	888	-147	-14.20%	7,719	6,602	-1,117	-14.47%
	2Q		Durban DC	2,031	1,686	-346	-17.04%	15,577	12,982	-2,595	-16.65%
	2T		Alberton DC	3,484	2,823	-663	-19.03%	26,562	21,537	-5,025	-18.92%
	2V		Pretoria DC	10,370	7,698	-2,680	-25.84%	70,316	52,632	-17,684	-25.15%
	2W		Witrivier DC	737	657	-80	-10.85%	5,671	5,064	-607	-10.70%
	2X		Polokwane DC	1,236	1,160	-77	-6.23%	9,348	8,783	-566	-6.05%
<b>NI</b>			<b>Buttermilk</b>	<b>38,741</b>	<b>33,935</b>	<b>-4,821</b>	<b>-12.44%</b>	<b>273,618</b>	<b>240,027</b>	<b>-33,592</b>	<b>-12.28%</b>
	2A		Cape Town DC	8,351	8,290	-62	-0.74%	48,149	47,856	-294	-0.61%
	2E		George DC	15,670	15,187	-483	-3.08%	75,085	72,889	-2,196	-2.92%
	2I		Port Elizabeth DC	67,911	59,643	-8,271	-12.18%	370,553	329,151	-41,402	-11.17%
	2K		Graaff-Reinet DC	9,209	9,059	-150	-1.63%	50,341	49,668	-673	-1.34%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cal/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2L		East London DC	336,122	318,546	-17,576	-5.23%	1,377,431	1,307,914	-69,517	-5.05%
	2P		Bloemfontein DC	9,968	8,208	-1,760	-17.66%	65,216	53,471	-11,746	-18.01%
	2Q		Durban DC	48,541	41,192	-7,354	-15.15%	203,747	170,490	-33,258	-16.32%
	2T		Alberton DC	100,241	95,044	-5,230	-5.22%	689,161	640,588	-48,573	-7.05%
	2V		Pretoria DC	45,134	36,282	-8,852	-19.61%	289,101	232,398	-56,704	-19.61%
	2W		Witrivier DC	8,048	7,922	-126	-1.57%	57,024	55,915	-1,110	-1.95%
	2X		Polokwane DC	30,548	29,560	-988	-3.23%	204,459	197,967	-6,492	-3.17%
<b>N2</b>			<b>Maas</b>	<b>679,743</b>	<b>628,933</b>	<b>-50,852</b>	<b>-7.48%</b>	<b>3,430,261</b>	<b>3,158,301</b>	<b>-271,960</b>	<b>-7.93%</b>
	2I		Port Elizabeth DC	16,492	9,195	-7,297	-44.25%	68,865	38,574	-30,291	-43.99%
	2K		Graaff-Reinet DC	2,395	1,827	-568	-23.72%	10,383	7,861	-2,522	-24.29%
	2L		East London DC	36,334	35,998	-336	-0.92%	158,958	157,615	-1,343	-0.84%
<b>F3</b>			<b>Magou</b>	<b>55,221</b>	<b>47,020</b>	<b>-8,201</b>	<b>-14.85%</b>	<b>238,205</b>	<b>204,049</b>	<b>-34,156</b>	<b>-14.34%</b>
<b>003</b>			<b>Drinks</b>	<b>4,602,859</b>	<b>4,126,216</b>	<b>-476,668</b>	<b>-10.36%</b>	<b>24,111,762</b>	<b>21,249,491</b>	<b>-2,862,271</b>	<b>-11.87%</b>

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cal/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2A		Cape Town DC	244,254	209,163	-35,100	-14.37%	2,660,492	2,293,363	-367,130	-13.80%
	2E		George DC	86,446	68,489	-17,953	-20.77%	950,393	752,158	-198,235	-20.86%
	2I		Port Elizabeth DC	175,645	111,864	-63,794	-36.32%	1,996,836	1,267,274	-729,562	-36.54%
	2K		Graaff-Reinet DC	17,023	13,276	-3,758	-22.08%	199,716	154,951	-44,766	-22.41%
	2L		East London DC	197,552	183,305	-14,249	-7.21%	2,173,017	2,019,486	-153,531	-7.07%
	2P		Bloemfontein DC	78,866	60,625	-18,255	-23.15%	855,988	654,125	-201,864	-23.58%
	2Q		Durban DC	436,280	313,253	-123,374	-28.28%	4,692,460	3,341,748	-1,350,713	-28.78%
	2T		Alberton DC	261,150	245,690	-15,501	-5.94%	2,851,927	2,671,263	-180,666	-6.33%
	2V		Pretoria DC	408,176	275,004	-133,230	-32.64%	4,410,918	2,934,757	-1,476,160	-33.47%
	2W		Witriver DC	76,690	67,420	-9,274	-12.09%	831,739	729,491	-102,248	-12.29%
	2X		Polokwane DC	108,161	100,752	-7,410	-6.85%	1,176,074	1,093,751	-82,324	-7.00%
<b>LI</b>			<b>Yoghurt</b>	<b>2,090,243</b>	<b>1,648,841</b>	<b>-441,898</b>	<b>-21.14%</b>	<b>22,799,556</b>	<b>17,912,363</b>	<b>-4,887,195</b>	<b>-21.44%</b>
	2A		Cape Town DC	108,329	90,763	-17,566	-16.22%	1,098,886	923,896	-174,990	-15.92%
	2E		George DC	7,379	6,791	-588	-7.97%	71,784	66,678	-5,107	-7.11%
	2I		Port Elizabeth DC	68,696	56,481	-12,215	-17.78%	673,179	561,995	-111,184	-16.52%
	2K		Graaff-Reinet DC	1,733	1,733	0	0.00%	17,124	17,124	0	0.00%
	2L		East London DC	24,213	22,942	-1,271	-5.25%	248,827	239,647	-9,181	-3.69%
	2P		Bloemfontein DC	20,128	17,788	-2,340	-11.63%	194,626	172,588	-22,038	-11.32%
	2Q		Durban DC	241,260	193,037	-48,223	-19.99%	2,442,499	1,975,214	-467,286	-19.13%
	2T		Alberton DC	132,841	109,325	-23,516	-17.70%	1,349,437	1,137,687	-211,750	-15.69%
	2V		Pretoria DC	111,955	80,121	-31,834	-28.43%	1,100,583	819,565	-281,019	-25.53%
	2W		Witriver DC	9,774	9,606	-168	-1.72%	99,437	98,015	-1,423	-1.43%
	2X		Polokwane DC	31,579	20,263	-11,316	-35.83%	317,568	220,722	-96,846	-30.50%
<b>MI</b>			<b>Custard</b>	<b>757,887</b>	<b>608,850</b>	<b>-149,037</b>	<b>-19.66%</b>	<b>7,613,944</b>	<b>6,233,125</b>	<b>-1,380,819</b>	<b>-18.14%</b>
	2A		Cape Town DC	662,756	652,411	-10,345	-1.56%	4,453,747	4,366,652	-87,096	-1.96%
	2E		George DC	5,834	5,402	-432	-7.40%	38,991	35,831	-3,161	-8.11%
	2V		Pretoria DC	30,635	30,607	-28	-0.09%	201,553	201,293	-260	-0.13%
<b>Y2</b>			<b>Ice Cream</b>	<b>699,225</b>	<b>688,420</b>	<b>-10,805</b>	<b>-1.55%</b>	<b>4,694,290</b>	<b>4,603,775</b>	<b>-90,516</b>	<b>-1.93%</b>
	2A		Cape Town DC	441,557	439,412	-2,145	-0.49%	2,275,204	2,266,062	-9,143	-0.40%
	2E		George DC	14,226	14,125	-101	-0.71%	77,500	76,775	-725	-0.94%
<b>Y4</b>			<b>Soft Serve Ice Cream</b>	<b>455,783</b>	<b>453,537</b>	<b>-2,246</b>	<b>-0.49%</b>	<b>2,352,703</b>	<b>2,342,837</b>	<b>-9,867</b>	<b>-0.42%</b>
	2A		Cape Town DC	19,611	18,370	-1,243	-6.34%	399,392	371,363	-28,029	-7.02%

**Facility Selection:** PX , 1A , 2A , 2E , 2I , 2K , 2L , 2P , 2Q , 2T , 2V , 2W , 2X , 3Q , 3R , 3S  
**Item Class Selection:** All Item Classes  
**Item Category Selection:** 001 , 002 , 003 , 004  
**Item Range:** All Items  
**Customer:** 0  
**Quantity Format:** Standard Quantities

**Break Level:** Cat.,Class,Fac,None,None  
**Customer Group:** All Customer Groups  
**Issue Date Range:** 01/12/2004 until 31/12/2004

Cat/ Class	Fac	None/ None	Description	Order Quantity	Ship Quantity	Short Quantity	% of Qty	Order Value	Ship Value	Short Value	% of Value
	2V		Pretoria DC	21	2	-18	-85.71%	154	18	-137	-88.89%
Y5			Novelties	19,632	18,372	-1,261	-6.42%	399,546	371,381	-28,166	-7.05%
104			Yoghurts Desserts	4,022,770	3,418,020	-605,247	-15.05%	37,860,037	31,463,478	-6,396,561	-16.90%
<b>Total</b>				<b>20,462,802</b>	<b>18,754,871</b>	<b>-1,706,314</b>	<b>-8.34%</b>	<b>178,463,543</b>	<b>159,097,869</b>	<b>-19,284,940</b>	<b>-10.81%</b>

\*\*\* END OF REPORT \*\*\*

# **Appendix 4**

# **MS Research**

Tel. (021) 556-3922 Fax. 556-3922  
P.O. Box 368 Bloubergstrand 7436

## **REPORT ON THE QUARTERLY RETAIL SATISFACTION SURVEY**

**(for PARMALAT SA)**

**conducted by MS RESEARCH**

**January 2005**

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### **1. INTRODUCTION**

This is the report on the January 2005 syndicated MS Research Retail Satisfaction Survey, relating to chilled and frozen food products. These surveys have been conducted since 2000. This report shows the results for 8 surveys (this one and the previous 7).

MS Research conducts this tracking survey, because we have found that (retail) clients don't necessarily communicate dissatisfaction directly to their suppliers. Therefore an independent agent (like MS Research) can identify problems, and report to the suppliers.

We trust that by participating in this survey Parmalat will continue to provide a quality service to their Shoprite/Checkers, Pick 'n Pay, and Spar clients. Again, Parmalat can compare the satisfaction with their service, with that of four competitors in the market.

The results of this survey relate to the preceding 3 months only, with particular emphasis on the period leading up to the holidays.

### **2. OBJECTIVES**

The main objectives of this survey were to determine the following regarding Parmalat SA:

- Level of satisfaction with communication;
- Satisfaction with merchandisers;
- Satisfaction with availability of stock;
- Satisfaction with correctness of deliveries;
- Satisfaction with condition of deliveries;
- Investigate product returns;
- Satisfaction with timing of deliveries;

Further objectives were:

- To obtain the above information per area (5 areas);
- To obtain the above information per outlet category (3 categories);
- To make comparisons with competitors (4); and
- Tracking the results over time (comparison with results of the previous 7 surveys).

### 3. METHODOLOGY

#### Data collection

The data collection (interviews) took place from 3 to 12 January 2005, and back checks (20%) were subsequently conducted. No irregularities were found.

#### Sample

The sample for this survey consisted of 150 respondents who were the perishable products managers of the following retail outlets:

Outlet type	Sample Size
Shoprite/Checkers	50
Pick 'n Pay	50
Spar	50
Total	150

The sample was selected from the total number of stores in the following geographic areas:

Area	Sample Size
Gauteng	45
Western Cape	37
KwaZulu-Natal	38
Eastern Cape	15
Free State	15
Total	150

The competitors which were included in this survey, and who are used for comparative purposes in the report, are:

- Clover SA;
- Dairybelle;
- Vector Logistics; and
- The Cold Chain.

#### 4. RESULTS

The following are the results of the January 2005 retail satisfaction survey. The results of the past eight surveys are shown.

These results are based on the statistical tables which are also included with this report (separate Excel spread sheet file). If there should be any uncertainty regarding the interpretation of any of the results, then please contact us at MS Research and we would be pleased to assist you (ernest.m@telkomsa.net).

The results are regarded in the same sequence as they appeared in the questionnaire. The results relate to the past 3 months only, with particular emphasis on the period leading up to the holidays.

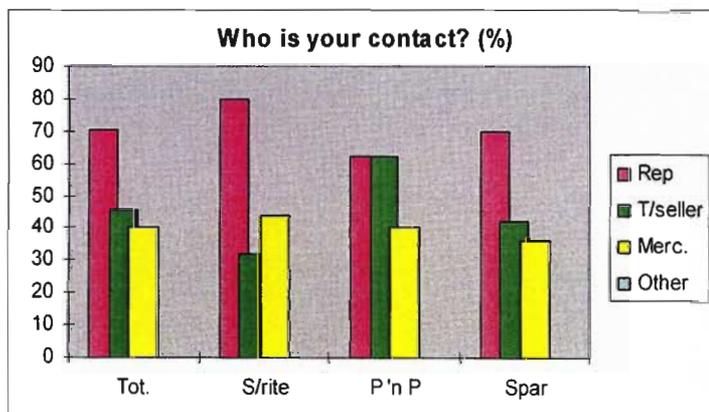
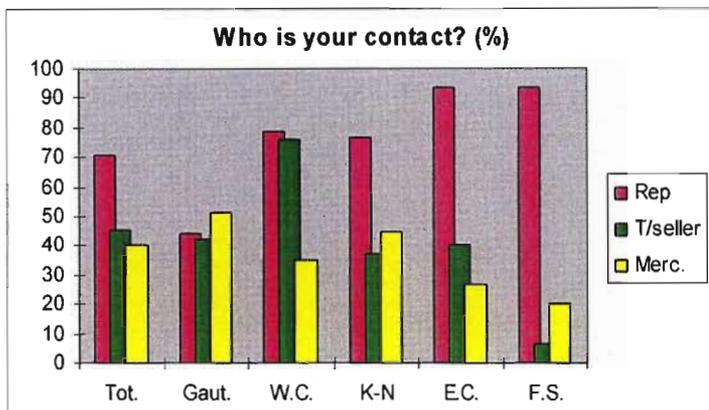
Please note: Structure of report.

The results are divided into questions, in the sequence in which they were asked. Under each main question there are three graphs, i.e. the answers to that question shown (1) in relation to geographic area, (2) in relation to the type of store/outlet, and (3) in relation to the competition. Graphs (1) and (2) are discussed under "Parmalat SA", while graph (3) is discussed under "Competition". Any sub-questions are then discussed under their separate question headings.

Summary of results, and "Critical Areas" and "Comments" are to be found at the end of the report.

#### 4.1 Contact person at Parmalat SA

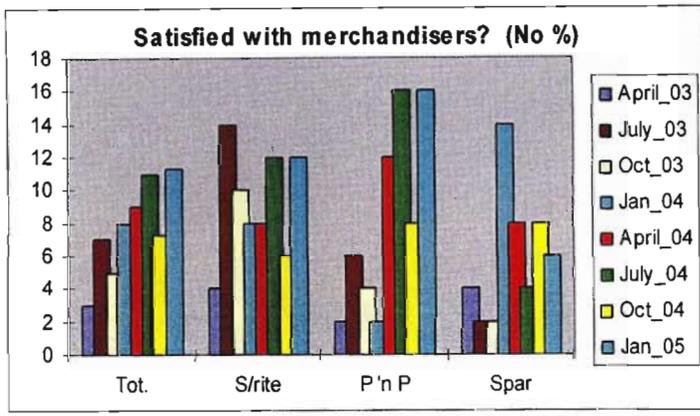
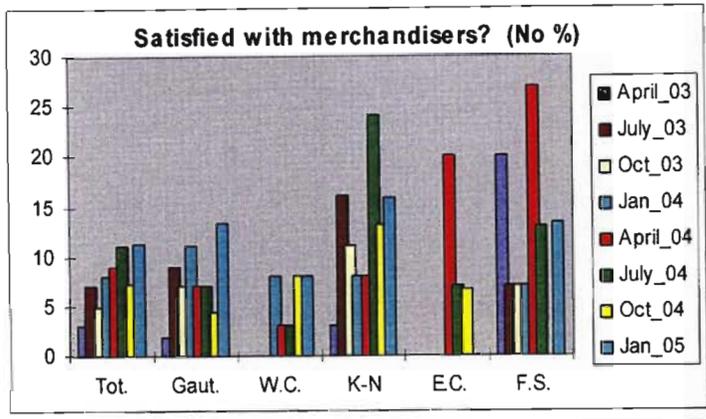
Question: "Who is your contact person at Parmalat SA?"



#### *Parmalat SA:*

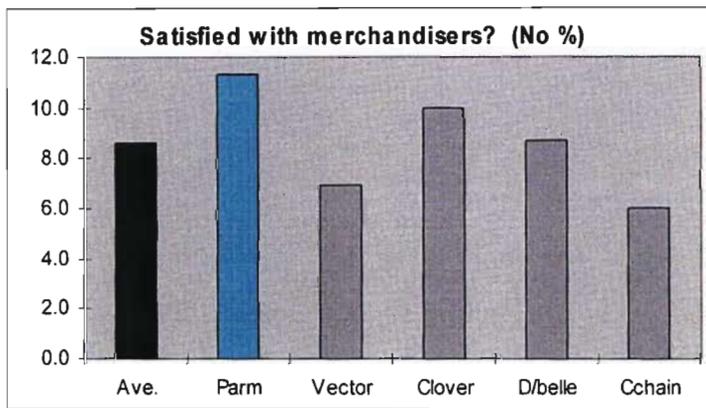
In total respondents had contact with Parmalat via reps (70.7%), telesellers (45.3%), and merchandisers (40%). As in previous surveys, there was considerable variation between geographic areas.

Question: "Are you satisfied with the service of the merchandisers?"



*Parmalat SA:*

In this survey 11% (7%, 11%, 9%, 8%, 5%, 7%, 3% previously) said that they were not satisfied with the service of the merchandisers.



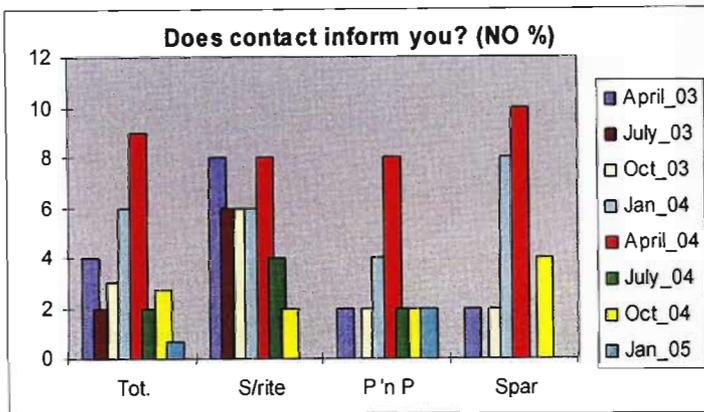
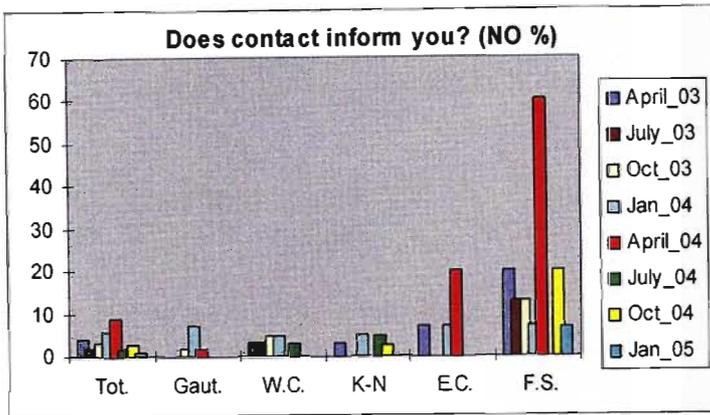
*Competition:*

Parmalat was rated worse than the competitors regarding satisfaction with merchandisers.

Question: "If not satisfied with the service of the merchandisers, why not?"

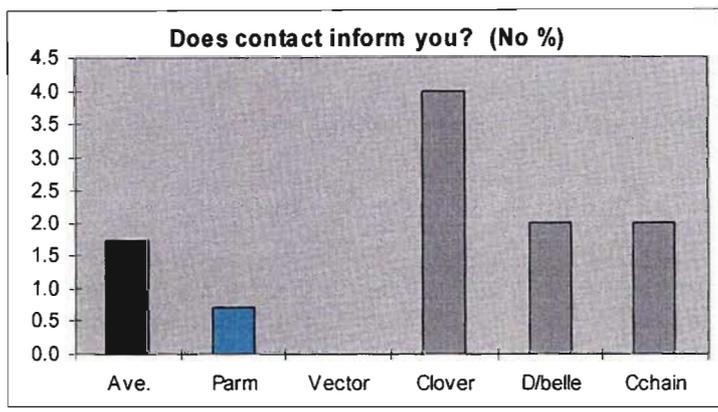
The main reasons for dissatisfaction were "inefficient / poor service", and "here too seldom".

Question: "In the past 3 months, has your Parmalat SA contact kept you informed?"



**Parmalat SA:**

In total 1% of respondents (3%, 2%, 9%, 6%, 3%, 2%, 4% in previous surveys) said that their Parmalat contact had not kept them informed in the previous 3 months.



**Competition:**

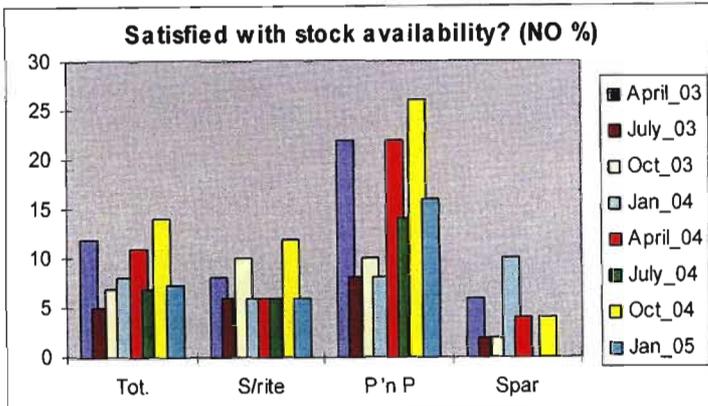
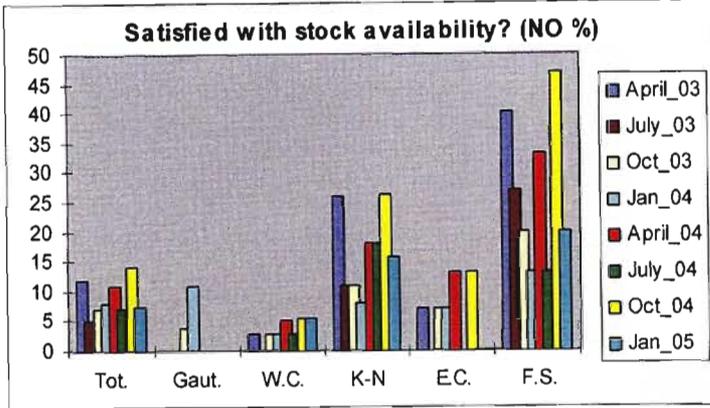
Parmalat was rated better than average regarding information from contact person.

**Question: "If you were not informed, what weren't you informed about?"**

The one respondent who said they were not informed, said they were not informed about "products out of stock".

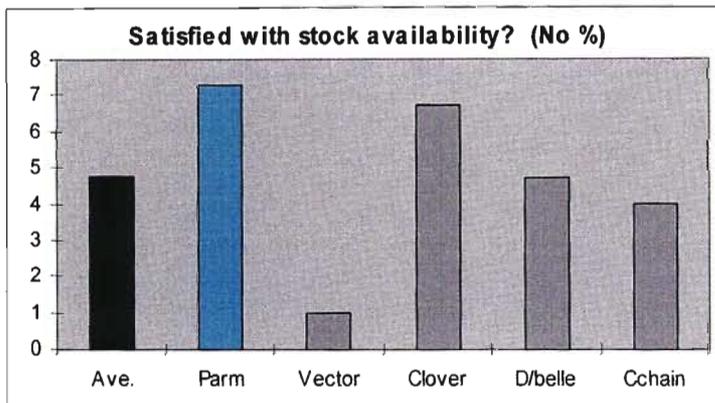
4.2 **Stock availability**

Question: "Are you satisfied with stock availability at Parmalat SA in the last 3 months?"



**Parmalat SA:**

In total 7% of respondents (14%, 7%, 11%, 8%, 7%, 5%, 12% in previous surveys) said that they were not satisfied with the availability of stock at Parmalat in the past 3 months. This aspect had improved, but Free State, KwaZulu-Natal, and Pick 'n Pay stores were still relatively dissatisfied.



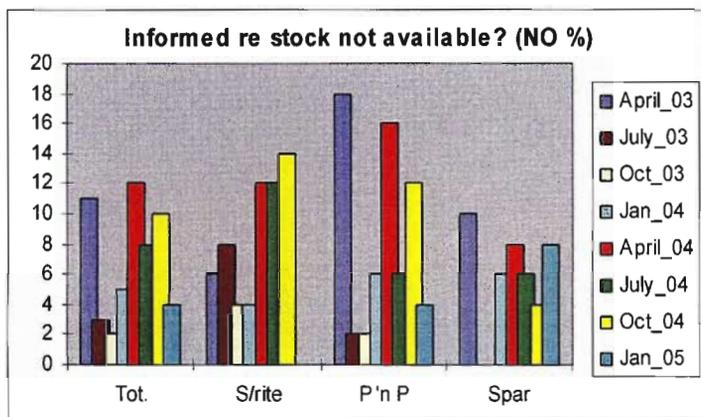
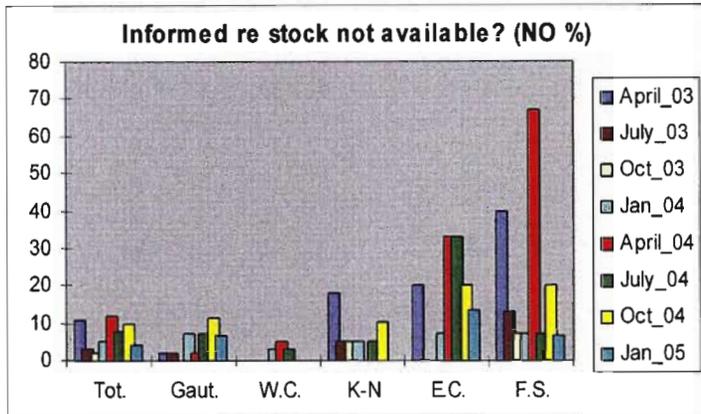
**Competition:**

Parmalat was rated worse than the competitors regarding stock availability.

Question: "If not satisfied with stock availability, which products mostly?"

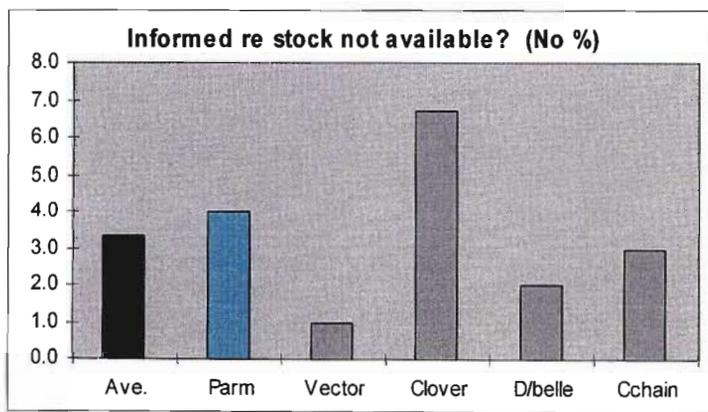
Those respondents who were dissatisfied with stock availability mentioned mainly "specials / advertised lines".

Question: "In the past 3 months, have you been informed of products out of stock?"



**Parmalat SA:**

In total 4% of respondents (10%, 8%, 12%, 5%, 2%, 3%, 11% in previous surveys) said that they had not been informed of products which were out of stock.

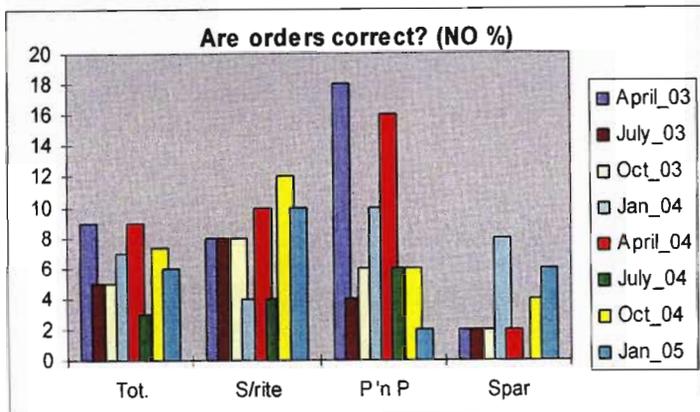
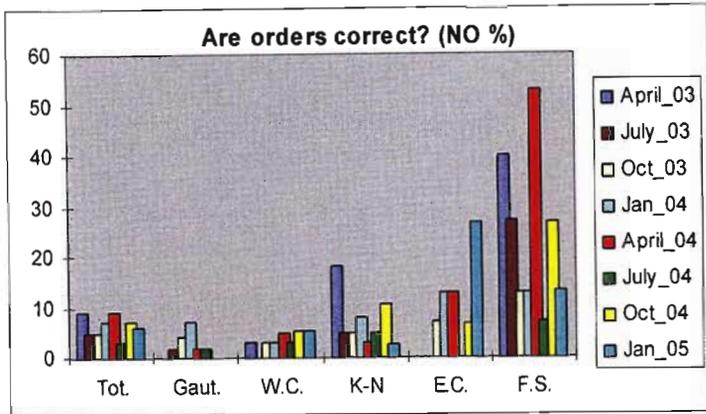


**Competition:**

Regarding this aspect of service, Parmalat was rated worse than average for the competitors.

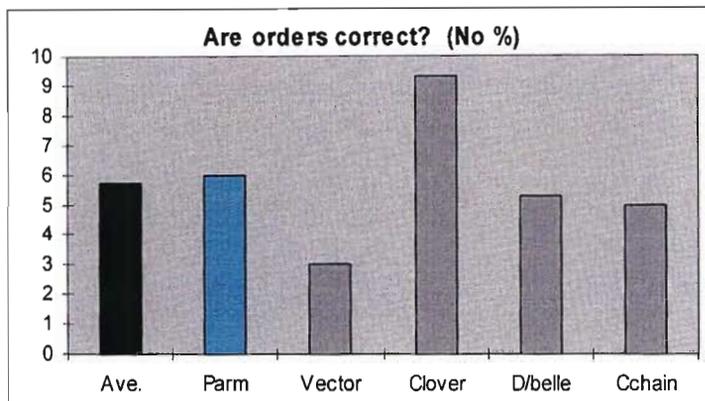
4.3 **Correct orders**

Question: "Have you always received what you ordered from Parmalat SA in last 3 months?"



**Parmalat SA:**

In total 6% of respondents (7%, 3%, 9%, 7%, 5%, 5%, 9% in previous surveys) said that they had not always received what they ordered from Parmalat in the previous 3 months. Eastern Cape stores were relatively dissatisfied.



**Competition:**

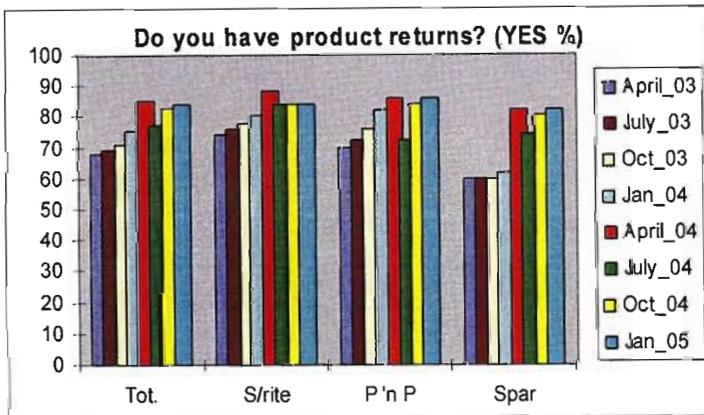
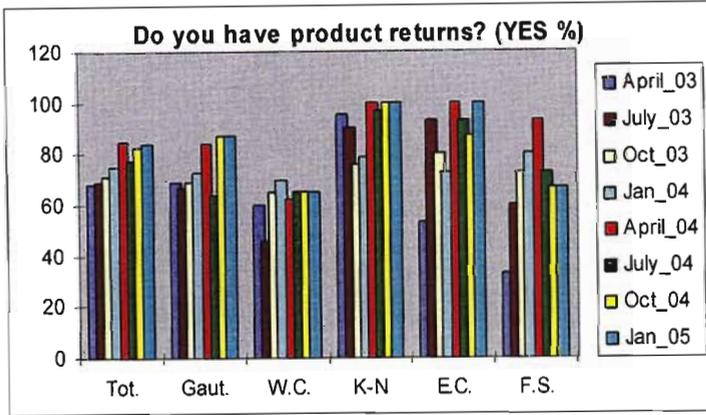
In terms of correct orders, Parmalat was rated about average.

**Question: "If not, why was your order not correct?"**

The main reason given by respondents for incorrect orders, was that "there were products out of stock".

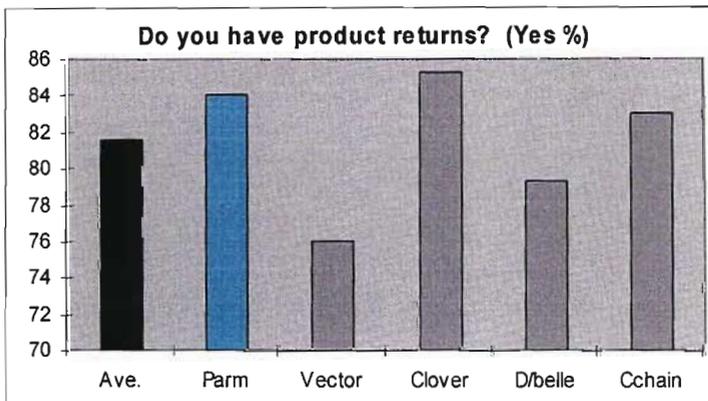
4.4 **Product returns**

Question: "Have you had returns which needed to be collected by Parmalat SA in the past 3 months?"



*Parmalat SA:*

In total 84% of respondents said that they had returns (83%, 77%, 85%, 75%, 71%, 69%, 68% in previous surveys).



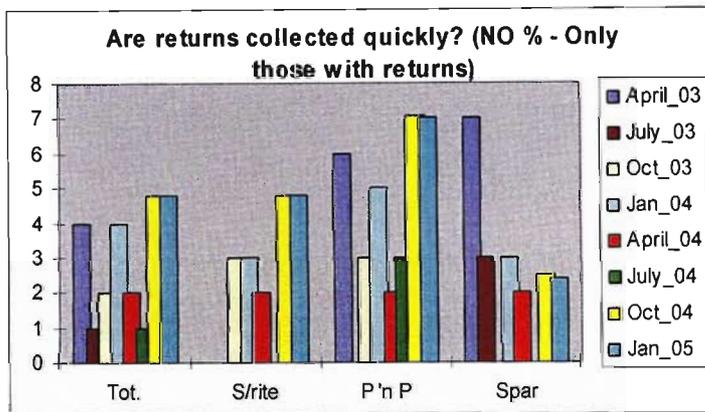
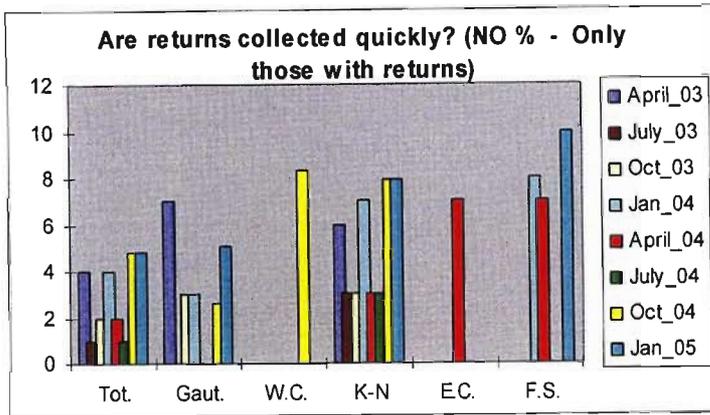
*Competition*

Parmalat had more stores reporting returns than average.

Question: "If you have had returns which needed to be collected, which products mostly?"

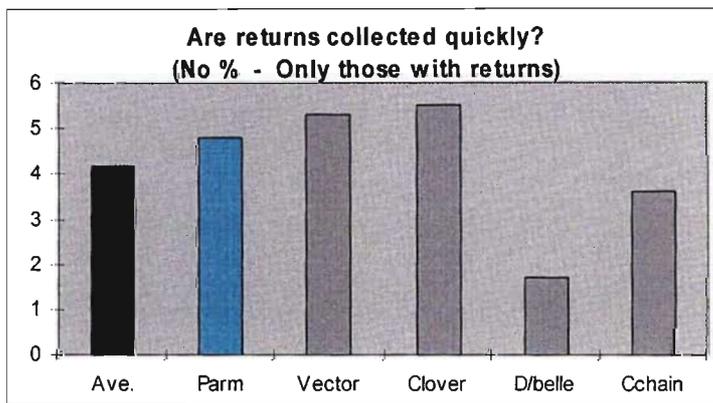
Many products were mentioned, but those products which respondents said were mostly returned were yoghurt, milk, and cheese.

Question: "Are you satisfied that Parmalat SA collects returns quickly?"



**Parmalat SA:**

Of those respondents who had returns, 5% (5%, 1%, 2%, 4%, 2%, 1%, 4% in previous surveys) were not satisfied that Parmalat collected returns quickly.



**Competition**

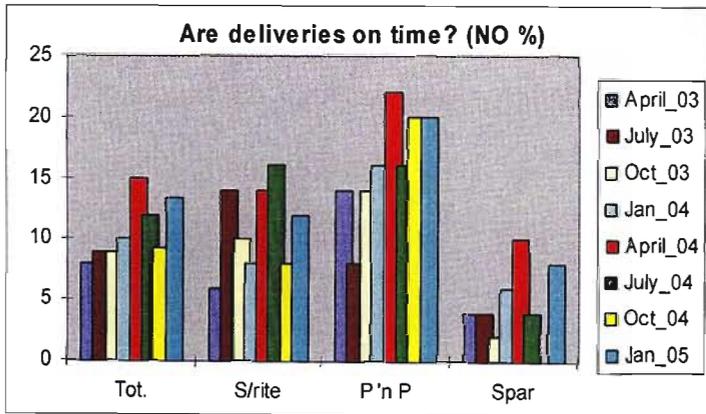
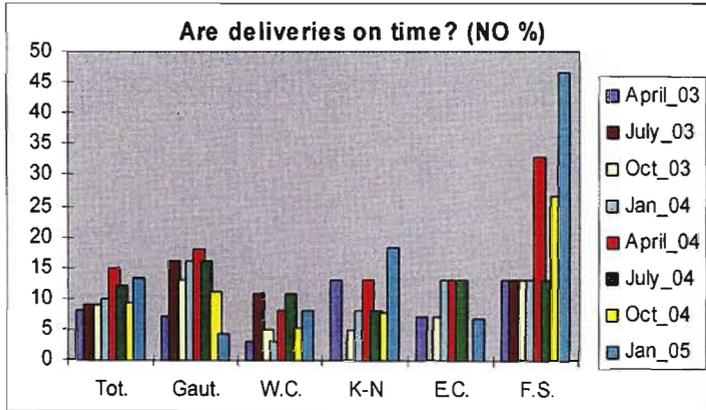
Parmalat was rated slightly below average regarding the quick collection of returns.

4.5 **Delivery**

Question: "How soon do you expect your orders from Parmalat SA to be delivered to you?"

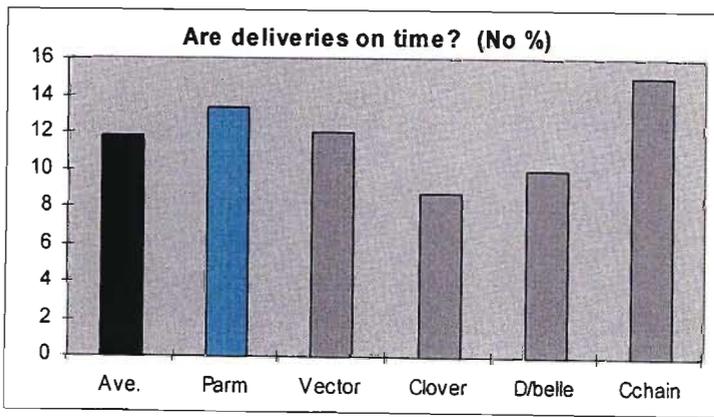
As in the previous surveys, most respondents (64%) wanted their orders delivered "the next day".

Question: "Have your deliveries from Parmalat SA been on time in the last 3 months?"



*Parmalat SA:*

In total, 13% of respondents (9%, 12%, 15%, 10%, 9%, 9%, 8% in previous surveys) said that their deliveries had not been on time during the previous 3 months. Pick 'n Pay and Free State stores were relatively dissatisfied. (Note that "late delivery" sometimes refers to the time of day, e.g. "too late in the day").

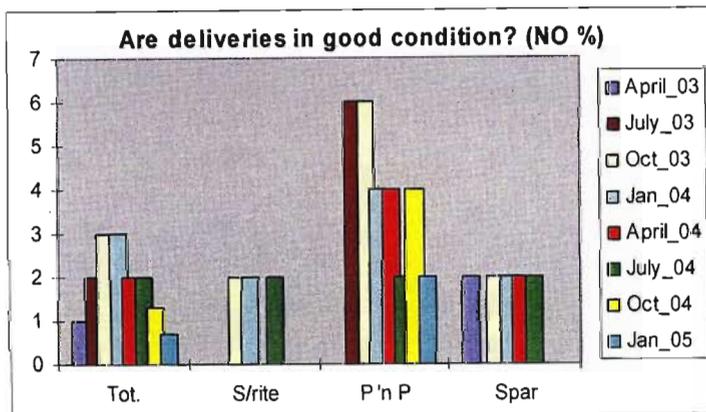
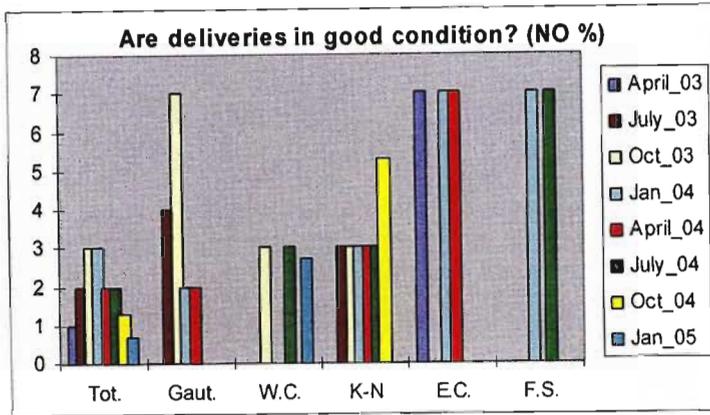


Competition:

Regarding this aspect of their service, Parmalat was rated slightly worse than average.

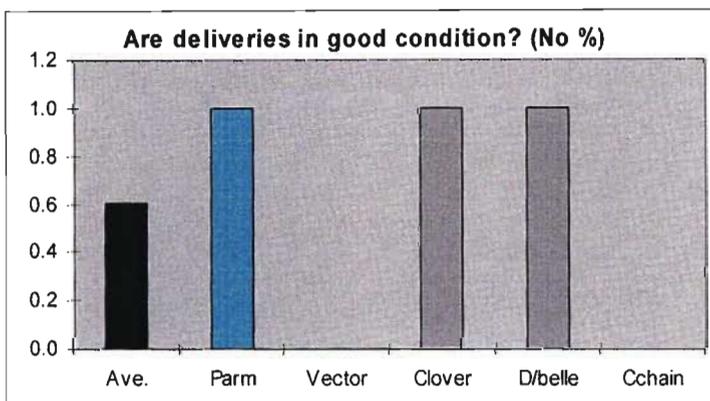
4.6 **Condition of deliveries**

Question: "Have your deliveries from Parmalat SA been in good condition the past 3 months?"



**Parmalat SA:**

In total 1% of respondents (1%, 2%, 2%, 3%, 3%, 2%, 1% in previous surveys) said that their deliveries from Parmalat had not been in good condition during the previous 3 months.



**Competition:**

Regarding this aspect of their service, Parmalat was rated about average (competitors had either 1 or 0 dissatisfied stores).

Question: "If deliveries not in good condition, why not?"

The 1 dissatisfied store said that deliveries were not in good condition because "temperature was too high" (truck being repacked while delivery personnel were waiting for the gates to open).

#### 4.7 **Further comments by respondents**

Comments made by respondents to the interviewers, and which do not refer to any question asked at the time, were recorded. Those most mentioned are listed below:

- Deliveries too late in the day;
- We are satisfied with the service;
- Merchandiser problems;
- Service has improved; and
- Problems with returns.

For further comments, see the “Statistical Tables” file.

## 5. SUMMARY

### 5.1 Contact at Parmalat SA

- Contact with Parmalat was 70% reps, 45% telesellers, and 40% merchandisers.
- 11% (7%, 11%, 9%, 8%, 5%, 7%, 3% previously) of respondents were not satisfied with the service of the merchandisers. Parmalat was rated worse than the competitors in this regard.
- In total 1% (3%, 2%, 9%, 6%, 3%, 2%, 4% previously) of respondents said that their contact had not always kept them informed during the previous 3 months. This was better than average for the competitors.

### 5.2 Stock availability

- 7% (14%, 7%, 11%, 8%, 7%, 5%, 12% previously) said that they were not satisfied with stock availability at Parmalat during the previous 3 months. Free State, KwaZulu-Natal and Pick 'n Pay stores were dissatisfied. This was worse than the competitors.
- 4% (10%, 8%, 12%, 5%, 2%, 3%, 11% previously) of respondents said that they had not been informed about products which were out of stock. This was worse than average for the competitors.

### 5.3 Correct orders

- 6% (7%, 3%, 9%, 7%, 5%, 5%, 9% previously) said that their orders had not always been correct during the previous 3 months. Eastern Cape stores were relatively dissatisfied. This result was about average for the competitors.

### 5.4 Product returns

- 84% (83%, 77%, 85%, 75%, 71%, 69%, 68% previously) of respondents had product returns in the previous 3 months. This was more stores reporting returns than average for the competitors.
- Of those who had product returns, 5% (5%, 1%, 2%, 4%, 2%, 1%, 4% previously) were not satisfied that returns were collected quickly by Parmalat. This was worse than average for the competitors.

### 5.5 Delivery

- 13% (9%, 12%, 15%, 10%, 9%, 9%, 8% previously) said that their deliveries had not been on time. Pick 'n Pay and Free State stores were dissatisfied. This was worse than average for the competitors.

### 5.6 Condition of deliveries

- In total 1% (1%, 2%, 2%, 3%, 3%, 2%, 1% previously) of respondents said that their deliveries had not been in good condition. This result was about average for the competitors.

## 6. CRITICAL AREAS AND COMMENTS

### 6.1 Positive Aspects

Parmalat was rated average regarding the following aspects examined:

- Correctness of orders; and
- Condition of deliveries.

Parmalat was better than average for the competitors regarding information from the contact person.

### 6.2 Problem areas

Parmalat was rated worse than the listed competitors regarding:

- Satisfaction with the service of the merchandisers; and
- Stock availability.

Parmalat was rated worse than average regarding:

- Information regarding stock availability;
- Number of stores reporting product returns;
- Quick collection of returns; and
- Timing of delivery.

Free State stores were relatively dissatisfied regarding:

- Stock availability; and
- Timing of delivery.

Pick 'n Pay stores were dissatisfied regarding:

- Stock availability; and
- Timing of delivery.

Other problem areas were:

- KZ-N, regarding stock availability; and
- Eastern Cape, regarding correctness of orders.

Note: Parmalat has improved on certain aspects when compared to previous surveys. However, when compared to the competitors it may not look positive, as some of the competitors have also improved over previous surveys.

## 7. PARTICIPATION IN THE NEXT SURVEY

The next survey will take place in April 2005. Again, we welcome any suggestions which could possibly be included in future surveys.

Thank you for being a participant in this MS Research Retail Survey. We trust that this information will be of value to Parmalat.

In case of queries, please contact Ernest Markwood at (021) 5563922.

E-mail: [ernest.m@telkomsa.net](mailto:ernest.m@telkomsa.net)

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