

FORMULAE IN COLUMN B					
Product Type	B	NONE			
Product Size	S	NONE			
Number of Units	20	NONE			
Column Offset	2	= VLOOKUP(B3,B16:C19,2)			
Value of Order	420	=B4*VLOOKUP(B2,B9:F14,B5)			
	SIZE	S	M	L	XL
	Product				
	A	15	17	18	19.5
	B	21	26	29	32
	C	43	52	67	78
	D	3	5	8	9
	E	29	34	38	49
	F	63	69	73	81
	LOOKUP TABLE FOR COLUMN OFFSET VALUE				
	L	4			
	M	3			
	S	2			
	XL	5			

ID	Store No.	Sales Region	Item No.	Item Description	Unit Price	Units Sold
1	1	South	2005	24" Monitor	\$229.00	28
2	1	South	2005	24" Monitor	\$229.00	30
3	1	South	2005	24" Monitor	\$229.00	9
4	1	South	3006	Wireless Keyboard	\$19.95	30
5	1	South	3006	Wireless Keyboard	\$19.95	35
6	1	South	3006	Wireless Keyboard	\$19.95	39
7	1	South	6050	PC Mouse	\$8.95	28
8	1	South	6050	PC Mouse	\$8.95	3
9	1	South	6050	PC Mouse	\$8.95	38
10	1	South	8500	Laptop	\$849.95	25
11	1	South	8500	Laptop	\$849.95	27
12	1	South	8500	Laptop	\$849.95	33
13	2	South	2005	24" Monitor	\$229.00	8
14	2	South	2005	24" Monitor	\$229.00	8
15	2	South	2005	24" Monitor	\$229.00	10
16	2	South	3006	Wireless Keyboard	\$19.95	8
17	2	South	3006	Wireless Keyboard	\$19.95	8
18	2	South	3006	Wireless Keyboard	\$19.95	8
19	2	South	6050	PC Mouse	\$8.95	9
20	2	South	6050	PC Mouse	\$8.95	9
21	2	South	6050	PC Mouse	\$8.95	8
22	2	South	8500	Laptop	\$849.95	18
23	2	South	8500	Laptop	\$849.95	18
24	2	South	8500	Laptop	\$849.95	20
25	3	South	2005	24" Monitor	\$229.00	38
26	3	South	2005	24" Monitor	\$229.00	30
27	3	South	2005	24" Monitor	\$229.00	3
28	3	South	3006	Wireless Keyboard	\$19.95	30
29	3	South	3006	Wireless Keyboard	\$19.95	32
30	3	South	3006	Wireless Keyboard	\$19.95	33
31	3	South	6050	PC Mouse	\$8.95	25
32	3	South	6050	PC Mouse	\$8.95	5
33	3	South	6050	PC Mouse	\$8.95	26
34	3	South	8500	Laptop	\$849.95	28
35	3	South	8500	Laptop	\$849.95	27
36	3	South	8500	Laptop	\$849.95	29
37	4	North	2005	24" Monitor	\$229.00	18
38	4	North	2005	24" Monitor	\$229.00	20
39	4	North	2005	24" Monitor	\$229.00	4
40	4	North	3006	Wireless Keyboard	\$19.95	12
41	4	North	3006	Wireless Keyboard	\$19.95	24
42	4	North	3006	Wireless Keyboard	\$19.95	36
43	4	North	6050	PC Mouse	\$8.95	29
44	4	North	6050	PC Mouse	\$8.95	11
45	4	North	6050	PC Mouse	\$8.95	38

46	4	North	8500	Laptop	\$849.95	21
47	4	North	8500	Laptop	\$849.95	24
48	4	North	8500	Laptop	\$849.95	30
49	5	North	2005	24" Monitor	\$229.00	27
50	5	North	2005	24" Monitor	\$229.00	25
51	5	North	2005	24" Monitor	\$229.00	23
52	5	North	3006	Wireless Keyboard	\$19.95	80
53	5	North	3006	Wireless Keyboard	\$19.95	82
54	5	North	3006	Wireless Keyboard	\$19.95	75
55	5	North	6050	PC Mouse	\$8.95	65
56	5	North	6050	PC Mouse	\$8.95	24
57	5	North	6050	PC Mouse	\$8.95	55
58	5	North	8500	Laptop	\$849.95	55
59	5	North	8500	Laptop	\$849.95	57
60	5	North	8500	Laptop	\$849.95	47
61	6	East	2005	24" Monitor	\$229.00	24
62	6	East	2005	24" Monitor	\$229.00	85
63	6	East	2005	24" Monitor	\$229.00	56
64	6	East	3006	Wireless Keyboard	\$19.95	52
65	6	East	3006	Wireless Keyboard	\$19.95	58
66	6	East	3006	Wireless Keyboard	\$19.95	69
67	6	East	6050	PC Mouse	\$8.95	35
68	6	East	6050	PC Mouse	\$8.95	39
69	6	East	6050	PC Mouse	\$8.95	44
70	6	East	8500	Laptop	\$849.95	78
71	6	East	8500	Laptop	\$849.95	88
72	6	East	8500	Laptop	\$849.95	99
73	7	East	2005	24" Monitor	\$229.00	34
74	7	East	2005	24" Monitor	\$229.00	36
75	7	East	2005	24" Monitor	\$229.00	35
76	7	East	3006	Wireless Keyboard	\$19.95	49
77	7	East	3006	Wireless Keyboard	\$19.95	47
78	7	East	3006	Wireless Keyboard	\$19.95	48
79	7	East	6050	PC Mouse	\$8.95	45
80	7	East	6050	PC Mouse	\$8.95	42
81	7	East	6050	PC Mouse	\$8.95	45
82	7	East	8500	Laptop	\$849.95	55
83	7	East	8500	Laptop	\$849.95	57
84	7	East	8500	Laptop	\$849.95	55
85	8	East	2005	24" Monitor	\$229.00	18
86	8	East	2005	24" Monitor	\$229.00	17
87	8	East	2005	24" Monitor	\$229.00	23
88	8	East	3006	Wireless Keyboard	\$19.95	22
89	8	East	3006	Wireless Keyboard	\$19.95	18
90	8	East	3006	Wireless Keyboard	\$19.95	22
91	8	East	6050	PC Mouse	\$8.95	14
92	8	East	6050	PC Mouse	\$8.95	16
93	8	East	6050	PC Mouse	\$8.95	17
94	8	East	8500	Laptop	\$849.95	32

95	8	East	8500	Laptop	\$849.95	28
96	8	East	8500	Laptop	\$849.95	30

Store and Regional Database

Week Ending	Total Weekly Revenue
October	\$6,412.00
November	\$6,870.00
December	\$2,061.00
October	\$598.50
November	\$698.25
December	\$778.05
October	\$250.60
November	\$26.85
December	\$340.10
October	\$21,248.75
November	\$22,948.65
December	\$28,048.35
October	\$1,832.00
November	\$1,832.00
December	\$2,290.00
October	\$159.60
November	\$159.60
December	\$159.60
October	\$80.55
November	\$80.55
December	\$71.60
October	\$15,299.10
November	\$15,299.10
December	\$16,999.00
October	\$8,702.00
November	\$6,870.00
December	\$687.00
October	\$598.50
November	\$638.40
December	\$658.35
October	\$223.75
November	\$44.75
December	\$232.70
October	\$23,798.60
November	\$22,948.65
December	\$24,648.55
October	\$4,122.00
November	\$4,580.00
December	\$916.00
October	\$239.40
November	\$478.80
December	\$718.20
October	\$259.55
November	\$98.45
December	\$340.10

STORE NO	TOTAL SALES REVENUE
1	\$90,281.10
2	\$54,262.70
3	\$90,051.25
4	\$75,498.75
5	\$158,334.00
6	\$267,648.90
7	\$170,040.85
8	\$91,435.05

SALES REGION	TOTAL SALES REVENUE
South	\$234,595.05
North	\$233,832.75
East	\$529,124.80

October	\$17,848.95
November	\$20,398.80
December	\$25,498.50
October	\$6,183.00
November	\$5,725.00
December	\$5,267.00
October	\$1,596.00
November	\$1,635.90
December	\$1,496.25
October	\$581.75
November	\$214.80
December	\$492.25
October	\$46,747.25
November	\$48,447.15
December	\$39,947.65
October	\$5,496.00
November	\$19,465.00
December	\$12,824.00
October	\$1,037.40
November	\$1,157.10
December	\$1,376.55
October	\$313.25
November	\$349.05
December	\$393.80
October	\$66,296.10
November	\$74,795.60
December	\$84,145.05
October	\$7,786.00
November	\$8,244.00
December	\$8,015.00
October	\$977.55
November	\$937.65
December	\$957.60
October	\$402.75
November	\$375.90
December	\$402.75
October	\$46,747.25
November	\$48,447.15
December	\$46,747.25
October	\$4,122.00
November	\$3,893.00
December	\$5,267.00
October	\$438.90
November	\$359.10
December	\$438.90
October	\$125.30
November	\$143.20
December	\$152.15
October	\$27,198.40

November	\$23,798.60
December	\$25,498.50

President's Inn Guest Database

ID	Guest First Name	Guest Last Name	Room	Room Type	Arrival Date	Departure Date
1	Barry	Lloyd	Hayes	Bay-window	12/1/2014	12/4/2014
2	Michael	Lunsford	Cleveland	Ocean	12/1/2014	12/9/2014
3	Kim	Kyuong	Coolidge	Bay-window	12/4/2014	12/7/2014
4	Edward	Holt	Washington	Ocean	12/1/2014	12/3/2014
5	Thomas	Collins	Lincoln	Ocean	12/9/2014	12/13/2014
6	Paul	Bodkin	Coolidge	Bay-window	12/1/2014	12/3/2014
7	Randall	Battensburg	Washington	Ocean	12/4/2014	12/12/2014
8	Calvin	Nowotney	Lincoln	Ocean	12/2/2014	12/4/2014
9	Homer	Gonzalez	Lincoln	Ocean	12/5/2014	12/7/2014
10	David	Sanchez	Jefferson	Bay-window	12/5/2014	12/7/2014
11	Buster	Whisler	Jackson	Ocean	12/5/2014	12/8/2014
12	Julia	Martines	Reagan	Bay-window	12/10/2014	12/15/2014
13	Samuel	Kim	Truman	Side	12/20/2014	12/30/2014
14	Arthur	Gottfried	Garfield	Side	12/13/2014	12/15/2014
15	Darlene	Shore	Arthur	Ocean	12/24/2014	12/31/2014
16	Carlyle	Charleston	Quincy Adams	Bay-window	12/3/2014	12/6/2014
17	Albert	Goldstone	Johnson	Ocean	12/5/2014	12/7/2014
18	Charlene	Tilson	Van Buren	Bay-window	12/5/2014	12/7/2014
19	Everett	Chad	Madison	Ocean	12/10/2014	12/14/2014
20	Gerald	Pittsfield	Roosevelt	Ocean	12/5/2014	12/7/2014
21	Jamal	Smith	Tyler	Bay-window	12/20/2014	12/23/2014
22	Louis	Paris	Jackson	Ocean	12/10/2014	12/14/2014
23	Nigel	Stratford	Eisenhower	Ocean	12/14/2014	12/16/2014
24	Peter	Willington	Grant	Ocean	12/19/2014	12/21/2014
25	Ronald	Cartier	Jefferson	Bay-window	12/24/2014	12/28/2014
26	Trista	Leven	Eisenhower	Ocean	12/17/2014	12/20/2014
27	Valerie	Snell	Adams	Bay-window	12/3/2014	12/6/2014
28	Walter	Acton	Polk	Side	12/24/2014	12/31/2014
29	Xavier	Trezza	McKinley	Side	12/14/2014	12/17/2014
30	Zachary	Miller	Washington	Ocean	12/13/2014	12/16/2014

**Additional Fee Per
Guest**

\$ 20.00
per day

Discount after 6 days

10%

No of Guests	Daily Rate	Daily Rate Considering Number of Guests	Number of Days Stayed	Total Revenue
2	\$150.00	\$150.00	3	\$450.00
3	\$112.50	\$132.50	8	\$954.00
1	\$150.00	\$150.00	3	\$450.00
4	\$325.00	\$365.00	2	\$730.00
2	\$300.00	\$300.00	4	\$1,200.00
2	\$150.00	\$150.00	2	\$300.00
2	\$292.50	\$292.50	8	\$2,106.00
1	\$300.00	\$300.00	2	\$600.00
5	\$320.00	\$380.00	2	\$760.00
2	\$175.00	\$175.00	2	\$350.00
2	\$250.00	\$250.00	3	\$750.00
1	\$150.00	\$150.00	5	\$750.00
3	\$112.50	\$132.50	10	\$1,192.50
2	\$125.00	\$125.00	2	\$250.00
5	\$198.00	\$258.00	7	\$1,625.40
2	\$150.00	\$150.00	3	\$450.00
3	\$250.00	\$270.00	2	\$540.00
1	\$150.00	\$150.00	2	\$300.00
2	\$275.00	\$275.00	4	\$1,100.00
2	\$275.00	\$275.00	2	\$550.00
2	\$150.00	\$150.00	3	\$450.00
1	\$250.00	\$250.00	4	\$1,000.00
2	\$200.00	\$200.00	2	\$400.00
1	\$200.00	\$200.00	2	\$400.00
4	\$175.00	\$215.00	4	\$860.00
1	\$200.00	\$200.00	3	\$600.00
1	\$150.00	\$150.00	3	\$450.00
6	\$148.50	\$228.50	7	\$1,439.55
2	\$125.00	\$125.00	3	\$375.00
2	\$325.00	\$325.00	3	\$975.00

Credit Risk Base Data

(b)

(a)

Loan Purpose	Checking	Savings	Checking Acct Status	Savings Acct Status
Small Appliance	\$0	\$739	LOW	MEDIUM
Furniture	\$0	\$1,230	LOW	MEDIUM
New Car	\$0	\$389	LOW	MEDIUM
Furniture	\$638	\$347	MEDIUM	MEDIUM
Education	\$963	\$4,754	MEDIUM	HIGH
Furniture	\$2,827	\$0	HIGH	LOW
New Car	\$0	\$229	LOW	LOW
Business	\$0	\$533	LOW	MEDIUM
Small Appliance	\$6,509	\$493	HIGH	MEDIUM
Small Appliance	\$966	\$0	MEDIUM	LOW
Business	\$0	\$989	LOW	MEDIUM
New Car	\$0	\$3,305	LOW	HIGH
Business	\$322	\$578	MEDIUM	MEDIUM
New Car	\$0	\$821	LOW	MEDIUM
New Car	\$396	\$228	MEDIUM	LOW
Used Car	\$0	\$129	LOW	LOW
Furniture	\$652	\$732	MEDIUM	MEDIUM
New Car	\$708	\$683	MEDIUM	MEDIUM
Repairs	\$207	\$0	LOW	LOW
Education	\$287	\$12,348	MEDIUM	HIGH
Furniture	\$0	\$17,545	LOW	HIGH
Furniture	\$101	\$3,871	LOW	HIGH
Furniture	\$0	\$0	LOW	LOW
Furniture	\$0	\$485	LOW	MEDIUM
New Car	\$0	\$10,723	LOW	HIGH
Business	\$141	\$245	LOW	LOW
Used Car	\$0	\$0	LOW	LOW
Used Car	\$2,484	\$0	HIGH	LOW
Small Appliance	\$237	\$236	LOW	LOW
Small Appliance	\$0	\$485	LOW	MEDIUM
Education	\$335	\$1,708	MEDIUM	MEDIUM
Small Appliance	\$3,565	\$0	HIGH	LOW
Small Appliance	\$0	\$407	LOW	MEDIUM
Business	\$16,647	\$895	HIGH	MEDIUM
Business	\$0	\$150	LOW	LOW
Small Appliance	\$0	\$490	LOW	MEDIUM
Furniture	\$0	\$162	LOW	LOW
Small Appliance	\$940	\$715	MEDIUM	MEDIUM
Small Appliance	\$0	\$323	LOW	MEDIUM
New Car	\$0	\$128	LOW	LOW
Other	\$218	\$0	LOW	LOW
Used Car	\$0	\$109	LOW	LOW
Small Appliance	\$16,935	\$189	HIGH	LOW
Furniture	\$664	\$537	MEDIUM	MEDIUM

Loan Purpose

New Car
Used Car
Business
Education
Small Appliance
Furniture

Checking Acct Balance

less than \$500

Furniture	\$150	\$6,520	LOW	HIGH
Small Appliance	\$0	\$138	LOW	LOW
Furniture	\$216	\$0	LOW	LOW
New Car	\$0	\$660	LOW	MEDIUM
Business	\$0	\$724	LOW	MEDIUM
Small Appliance	\$0	\$897	LOW	MEDIUM
Small Appliance	\$265	\$947	MEDIUM	MEDIUM
Furniture	\$4,256	\$0	HIGH	LOW
Business	\$870	\$917	MEDIUM	MEDIUM
New Car	\$162	\$595	LOW	MEDIUM
Used Car	\$0	\$789	LOW	MEDIUM
Education	\$0	\$0	LOW	LOW
Furniture	\$0	\$746	LOW	MEDIUM
New Car	\$461	\$140	MEDIUM	LOW
New Car	\$0	\$659	LOW	MEDIUM
Furniture	\$0	\$717	LOW	MEDIUM
New Car	\$0	\$667	LOW	MEDIUM
New Car	\$580	\$0	MEDIUM	LOW
Small Appliance	\$0	\$763	LOW	MEDIUM
New Car	\$0	\$1,366	LOW	MEDIUM
Small Appliance	\$0	\$552	LOW	MEDIUM
Small Appliance	\$0	\$14,643	LOW	HIGH
Business	\$758	\$2,665	MEDIUM	HIGH
Used Car	\$399	\$0	MEDIUM	LOW
Furniture	\$513	\$442	MEDIUM	MEDIUM
Furniture	\$0	\$8,357	LOW	HIGH
New Car	\$0	\$0	LOW	LOW
Small Appliance	\$565	\$863	MEDIUM	MEDIUM
Business	\$0	\$322	LOW	MEDIUM
Furniture	\$0	\$800	LOW	MEDIUM
Small Appliance	\$0	\$656	LOW	MEDIUM
New Car	\$166	\$922	LOW	MEDIUM
Business	\$9,783	\$885	HIGH	MEDIUM
Business	\$674	\$2,886	MEDIUM	HIGH
Repairs	\$0	\$626	LOW	MEDIUM
Business	\$15,328	\$0	HIGH	LOW
New Car	\$0	\$904	LOW	MEDIUM
Education	\$713	\$784	MEDIUM	MEDIUM
New Car	\$0	\$806	LOW	MEDIUM
Education	\$0	\$3,281	LOW	HIGH
New Car	\$0	\$759	LOW	MEDIUM
Small Appliance	\$0	\$680	LOW	MEDIUM
Used Car	\$0	\$104	LOW	LOW
Small Appliance	\$303	\$899	MEDIUM	MEDIUM
Small Appliance	\$900	\$1,732	MEDIUM	MEDIUM
Furniture	\$0	\$706	LOW	MEDIUM
Education	\$1,257	\$0	MEDIUM	LOW
Small Appliance	\$0	\$576	LOW	MEDIUM
Repairs	\$273	\$904	MEDIUM	MEDIUM

Business	\$522	\$194	MEDIUM	LOW
Small Appliance	\$0	\$710	LOW	MEDIUM
Small Appliance	\$0	\$5,564	LOW	HIGH
Small Appliance	\$0	\$192	LOW	LOW
New Car	\$0	\$637	LOW	MEDIUM
Small Appliance	\$514	\$405	MEDIUM	MEDIUM
Furniture	\$457	\$318	MEDIUM	MEDIUM
Small Appliance	\$5,133	\$698	HIGH	MEDIUM
New Car	\$0	\$369	LOW	MEDIUM
Retraining	\$644	\$0	MEDIUM	LOW
Furniture	\$305	\$492	MEDIUM	MEDIUM
New Car	\$9,621	\$308	HIGH	MEDIUM
Education	\$0	\$127	LOW	LOW
Business	\$0	\$565	LOW	MEDIUM
Furniture	\$0	\$12,632	LOW	HIGH
New Car	\$0	\$116	LOW	LOW
Used Car	\$0	\$178	LOW	LOW
Small Appliance	\$6,851	\$901	HIGH	MEDIUM
Furniture	\$13,496	\$650	HIGH	MEDIUM
Business	\$509	\$241	MEDIUM	LOW
Used Car	\$0	\$609	LOW	MEDIUM
Furniture	\$19,155	\$131	HIGH	LOW
Furniture	\$0	\$544	LOW	MEDIUM
Small Appliance	\$0	\$10,853	LOW	HIGH
Used Car	\$374	\$0	MEDIUM	LOW
Large Appliance	\$0	\$409	LOW	MEDIUM
Furniture	\$828	\$391	MEDIUM	MEDIUM
Furniture	\$0	\$322	LOW	MEDIUM
Small Appliance	\$829	\$583	MEDIUM	MEDIUM
Small Appliance	\$0	\$12,242	LOW	HIGH
Furniture	\$0	\$479	LOW	MEDIUM
New Car	\$939	\$496	MEDIUM	MEDIUM
New Car	\$0	\$466	LOW	MEDIUM
New Car	\$889	\$1,583	MEDIUM	MEDIUM
Furniture	\$876	\$1,533	MEDIUM	MEDIUM
Small Appliance	\$893	\$0	MEDIUM	LOW
Business	\$12,760	\$4,873	HIGH	HIGH
Furniture	\$0	\$0	LOW	LOW
Small Appliance	\$0	\$717	LOW	MEDIUM
Small Appliance	\$959	\$7,876	MEDIUM	HIGH
Small Appliance	\$0	\$4,449	LOW	HIGH
Other	\$0	\$0	LOW	LOW
Business	\$0	\$104	LOW	LOW
Repairs	\$0	\$897	LOW	MEDIUM
New Car	\$698	\$4,033	MEDIUM	HIGH
Furniture	\$0	\$945	LOW	MEDIUM
Furniture	\$0	\$836	LOW	MEDIUM
Small Appliance	\$0	\$325	LOW	MEDIUM
Small Appliance	\$12,974	\$19,568	HIGH	HIGH

Furniture	\$0	\$803	LOW	MEDIUM
Small Appliance	\$317	\$10,980	MEDIUM	HIGH
Business	\$0	\$265	LOW	MEDIUM
Repairs	\$0	\$609	LOW	MEDIUM
Small Appliance	\$0	\$1,851	LOW	MEDIUM
Furniture	\$192	\$199	LOW	LOW
New Car	\$0	\$500	LOW	MEDIUM
New Car	\$0	\$509	LOW	MEDIUM
Used Car	\$0	\$270	LOW	MEDIUM
New Car	\$0	\$457	LOW	MEDIUM
Used Car	\$0	\$260	LOW	MEDIUM
New Car	\$942	\$3,036	MEDIUM	HIGH
Small Appliance	\$0	\$643	LOW	MEDIUM
New Car	\$3,329	\$0	HIGH	LOW
Used Car	\$0	\$6,345	LOW	HIGH
Education	\$0	\$922	LOW	MEDIUM
Furniture	\$0	\$909	LOW	MEDIUM
Large Appliance	\$0	\$775	LOW	MEDIUM
Furniture	\$0	\$979	LOW	MEDIUM
Furniture	\$0	\$948	LOW	MEDIUM
Business	\$339	\$2,790	MEDIUM	HIGH
Used Car	\$0	\$309	LOW	MEDIUM
Small Appliance	\$0	\$762	LOW	MEDIUM
Small Appliance	\$0	\$970	LOW	MEDIUM
Used Car	\$105	\$320	LOW	MEDIUM
Small Appliance	\$0	\$861	LOW	MEDIUM
Repairs	\$216	\$262	LOW	MEDIUM
Furniture	\$113	\$692	LOW	MEDIUM
Used Car	\$109	\$540	LOW	MEDIUM
New Car	\$0	\$470	LOW	MEDIUM
New Car	\$0	\$192	LOW	LOW
New Car	\$8,176	\$12,230	HIGH	HIGH
Repairs	\$0	\$772	LOW	MEDIUM
Furniture	\$468	\$14,186	MEDIUM	HIGH
Used Car	\$7,885	\$6,330	HIGH	HIGH
Small Appliance	\$0	\$18,716	LOW	HIGH
New Car	\$0	\$886	LOW	MEDIUM
Business	\$0	\$750	LOW	MEDIUM
Small Appliance	\$0	\$3,870	LOW	HIGH
Small Appliance	\$0	\$3,273	LOW	HIGH
Business	\$0	\$406	LOW	MEDIUM
Furniture	\$0	\$461	LOW	MEDIUM
Furniture	\$0	\$340	LOW	MEDIUM
Small Appliance	\$0	\$6,490	LOW	HIGH
Small Appliance	\$734	\$348	MEDIUM	MEDIUM
Furniture	\$0	\$506	LOW	MEDIUM
Used Car	\$0	\$14,717	LOW	HIGH
Business	\$172	\$0	LOW	LOW
New Car	\$644	\$1,571	MEDIUM	MEDIUM

New Car	\$0	\$0	LOW	LOW
Furniture	\$617	\$411	MEDIUM	MEDIUM
New Car	\$0	\$544	LOW	MEDIUM
Small Appliance	\$586	\$0	MEDIUM	LOW
Furniture	\$0	\$835	LOW	MEDIUM
Small Appliance	\$0	\$823	LOW	MEDIUM
Business	\$0	\$5,180	LOW	HIGH
Small Appliance	\$0	\$408	LOW	MEDIUM
New Car	\$0	\$821	LOW	MEDIUM
Education	\$522	\$385	MEDIUM	MEDIUM
New Car	\$585	\$2,223	MEDIUM	HIGH
New Car	\$5,588	\$0	HIGH	LOW
New Car	\$0	\$605	LOW	MEDIUM
Furniture	\$352	\$7,525	MEDIUM	HIGH
Small Appliance	\$0	\$3,529	LOW	HIGH
Business	\$2,715	\$1,435	HIGH	MEDIUM
Other	\$560	\$887	MEDIUM	MEDIUM
Small Appliance	\$895	\$243	MEDIUM	LOW
New Car	\$305	\$4,553	MEDIUM	HIGH
Small Appliance	\$0	\$418	LOW	MEDIUM
New Car	\$0	\$771	LOW	MEDIUM
Furniture	\$0	\$463	LOW	MEDIUM
Business	\$8,948	\$110	HIGH	LOW
Used Car	\$0	\$10,099	LOW	HIGH
Used Car	\$0	\$13,428	LOW	HIGH
Small Appliance	\$0	\$208	LOW	LOW
Small Appliance	\$0	\$552	LOW	MEDIUM
Education	\$0	\$3,105	LOW	HIGH
Small Appliance	\$483	\$415	MEDIUM	MEDIUM
Large Appliance	\$0	\$1,238	LOW	MEDIUM
Education	\$0	\$238	LOW	LOW
Furniture	\$0	\$127	LOW	LOW
Business	\$663	\$0	MEDIUM	LOW
New Car	\$624	\$785	MEDIUM	MEDIUM
Repairs	\$0	\$718	LOW	MEDIUM
Furniture	\$0	\$493	LOW	MEDIUM
Small Appliance	\$152	\$757	LOW	MEDIUM
New Car	\$0	\$9,125	LOW	HIGH
Small Appliance	\$0	\$364	LOW	MEDIUM
Business	\$498	\$598	MEDIUM	MEDIUM
New Car	\$0	\$374	LOW	MEDIUM
Small Appliance	\$156	\$0	LOW	LOW
Used Car	\$1,336	\$0	MEDIUM	LOW
New Car	\$0	\$508	LOW	MEDIUM
Small Appliance	\$0	\$956	LOW	MEDIUM
Furniture	\$0	\$636	LOW	MEDIUM
New Car	\$2,641	\$0	HIGH	LOW
Used Car	\$0	\$1,519	LOW	MEDIUM
Business	\$0	\$922	LOW	MEDIUM

Furniture	\$0	\$180	LOW	LOW
Used Car	\$0	\$701	LOW	MEDIUM
Small Appliance	\$0	\$296	LOW	MEDIUM
Small Appliance	\$887	\$519	MEDIUM	MEDIUM
Business	\$0	\$800	LOW	MEDIUM
Furniture	\$0	\$736	LOW	MEDIUM
Small Appliance	\$0	\$11,838	LOW	HIGH
Small Appliance	\$0	\$364	LOW	MEDIUM
New Car	\$18,408	\$212	HIGH	LOW
New Car	\$497	\$888	MEDIUM	MEDIUM
Used Car	\$0	\$999	LOW	MEDIUM
Small Appliance	\$946	\$0	MEDIUM	LOW
Business	\$986	\$578	MEDIUM	MEDIUM
Education	\$8,122	\$136	HIGH	LOW
Furniture	\$0	\$734	LOW	MEDIUM
Business	\$778	\$861	MEDIUM	MEDIUM
Other	\$645	\$855	MEDIUM	MEDIUM
Furniture	\$0	\$4,486	LOW	HIGH
New Car	\$682	\$2,017	MEDIUM	HIGH
New Car	\$19,812	\$0	HIGH	LOW
Business	\$0	\$500	LOW	MEDIUM
Used Car	\$0	\$859	LOW	MEDIUM
Business	\$859	\$3,305	MEDIUM	HIGH
Small Appliance	\$0	\$1,218	LOW	MEDIUM
New Car	\$0	\$9,016	LOW	HIGH
New Car	\$0	\$11,587	LOW	HIGH
Furniture	\$0	\$8,944	LOW	HIGH
Repairs	\$0	\$807	LOW	MEDIUM
Small Appliance	\$0	\$867	LOW	MEDIUM
Small Appliance	\$795	\$16,804	MEDIUM	HIGH
Furniture	\$0	\$347	LOW	MEDIUM
Furniture	\$0	\$836	LOW	MEDIUM
Furniture	\$0	\$142	LOW	LOW
Furniture	\$0	\$169	LOW	LOW
Other	\$852	\$3,613	MEDIUM	HIGH
Education	\$0	\$403	LOW	MEDIUM
Small Appliance	\$0	\$836	LOW	MEDIUM
New Car	\$425	\$0	MEDIUM	LOW
Business	\$0	\$11,481	LOW	HIGH
Business	\$0	\$3,285	LOW	HIGH
Education	\$0	\$164	LOW	LOW
New Car	\$11,072	\$891	HIGH	MEDIUM
Used Car	\$0	\$0	LOW	LOW
Used Car	\$219	\$841	LOW	MEDIUM
New Car	\$8,060	\$607	HIGH	MEDIUM
New Car	\$0	\$486	LOW	MEDIUM
New Car	\$0	\$108	LOW	LOW
Small Appliance	\$0	\$0	LOW	LOW
New Car	\$0	\$113	LOW	LOW

New Car	\$1,613	\$0	MEDIUM	LOW
Furniture	\$757	\$208	MEDIUM	LOW
Retraining	\$0	\$603	LOW	MEDIUM
New Car	\$0	\$343	LOW	MEDIUM
Education	\$977	\$463	MEDIUM	MEDIUM
Education	\$197	\$0	LOW	LOW
Furniture	\$0	\$299	LOW	MEDIUM
New Car	\$0	\$490	LOW	MEDIUM
Small Appliance	\$0	\$6,628	LOW	HIGH
Business	\$0	\$859	LOW	MEDIUM
New Car	\$0	\$750	LOW	MEDIUM
Small Appliance	\$256	\$954	MEDIUM	MEDIUM
New Car	\$296	\$591	MEDIUM	MEDIUM
Furniture	\$0	\$13,970	LOW	HIGH
New Car	\$0	\$857	LOW	MEDIUM
Furniture	\$0	\$5,857	LOW	HIGH
Small Appliance	\$298	\$3,326	MEDIUM	HIGH
Small Appliance	\$0	\$726	LOW	MEDIUM
Furniture	\$8,636	\$214	HIGH	LOW
New Car	\$0	\$207	LOW	LOW
New Car	\$0	\$713	LOW	MEDIUM
New Car	\$19,766	\$2,141	HIGH	HIGH
New Car	\$0	\$483	LOW	MEDIUM
New Car	\$0	\$127	LOW	LOW
Furniture	\$0	\$367	LOW	MEDIUM
Small Appliance	\$0	\$813	LOW	MEDIUM
Furniture	\$4,089	\$0	HIGH	LOW
New Car	\$0	\$102	LOW	LOW
Repairs	\$271	\$759	MEDIUM	MEDIUM
New Car	\$949	\$0	MEDIUM	LOW
Small Appliance	\$0	\$503	LOW	MEDIUM
Small Appliance	\$911	\$823	MEDIUM	MEDIUM
New Car	\$0	\$693	LOW	MEDIUM
Used Car	\$0	\$973	LOW	MEDIUM
New Car	\$0	\$648	LOW	MEDIUM
Other	\$0	\$523	LOW	MEDIUM
Used Car	\$271	\$7,090	MEDIUM	HIGH
Small Appliance	\$0	\$596	LOW	MEDIUM
Used Car	\$0	\$904	LOW	MEDIUM
New Car	\$0	\$541	LOW	MEDIUM
Furniture	\$0	\$154	LOW	LOW
New Car	\$4,802	\$0	HIGH	LOW
Business	\$177	\$0	LOW	LOW
Small Appliance	\$0	\$337	LOW	MEDIUM
New Car	\$0	\$716	LOW	MEDIUM
Education	\$996	\$837	MEDIUM	MEDIUM
Education	\$705	\$0	MEDIUM	LOW
Furniture	\$0	\$7,710	LOW	HIGH
New Car	\$0	\$531	LOW	MEDIUM

Small Appliance	\$5,960	\$129	HIGH	LOW
Furniture	\$0	\$941	LOW	MEDIUM
Furniture	\$759	\$596	MEDIUM	MEDIUM
Furniture	\$0	\$987	LOW	MEDIUM
Small Appliance	\$651	\$0	MEDIUM	LOW
Business	\$257	\$460	MEDIUM	MEDIUM
Small Appliance	\$955	\$0	MEDIUM	LOW
Small Appliance	\$0	\$798	LOW	MEDIUM
Small Appliance	\$8,249	\$0	HIGH	LOW
Small Appliance	\$0	\$959	LOW	MEDIUM
Small Appliance	\$956	\$1,482	MEDIUM	MEDIUM
New Car	\$382	\$883	MEDIUM	MEDIUM
Furniture	\$0	\$12,721	LOW	HIGH
Education	\$842	\$0	MEDIUM	LOW
Repairs	\$3,111	\$0	HIGH	LOW
Small Appliance	\$0	\$302	LOW	MEDIUM
Furniture	\$0	\$538	LOW	MEDIUM
Small Appliance	\$2,846	\$0	HIGH	LOW
Small Appliance	\$231	\$702	LOW	MEDIUM
Repairs	\$0	\$2,688	LOW	HIGH
Small Appliance	\$17,366	\$0	HIGH	LOW
Small Appliance	\$0	\$425	LOW	MEDIUM
New Car	\$332	\$214	MEDIUM	LOW
Small Appliance	\$242	\$0	LOW	LOW
New Car	\$0	\$272	LOW	MEDIUM
Business	\$929	\$124	MEDIUM	LOW
Small Appliance	\$0	\$17,124	LOW	HIGH
Used Car	\$0	\$612	LOW	MEDIUM
New Car	\$0	\$862	LOW	MEDIUM
Furniture	\$0	\$146	LOW	LOW
New Car	\$0	\$14,190	LOW	HIGH
Used Car	\$0	\$396	LOW	MEDIUM
Small Appliance	\$0	\$519	LOW	MEDIUM
Used Car	\$646	\$0	MEDIUM	LOW
New Car	\$538	\$344	MEDIUM	MEDIUM
Furniture	\$0	\$204	LOW	LOW
Small Appliance	\$0	\$148	LOW	LOW
Furniture	\$0	\$435	LOW	MEDIUM
Small Appliance	\$0	\$914	LOW	MEDIUM
New Car	\$135	\$0	LOW	LOW
Used Car	\$2,472	\$0	HIGH	LOW
New Car	\$0	\$412	LOW	MEDIUM
New Car	\$10,417	\$19,811	HIGH	HIGH
Small Appliance	\$211	\$822	LOW	MEDIUM
Small Appliance	\$16,630	\$0	HIGH	LOW
Furniture	\$0	\$3,369	LOW	HIGH
Furniture	\$642	\$0	MEDIUM	LOW
Small Appliance	\$0	\$707	LOW	MEDIUM
Small Appliance	\$296	\$818	MEDIUM	MEDIUM

Business	\$898	\$177	MEDIUM	LOW
New Car	\$478	\$4,071	MEDIUM	HIGH
New Car	\$315	\$466	MEDIUM	MEDIUM
New Car	\$122	\$460	LOW	MEDIUM
Furniture	\$0	\$991	LOW	MEDIUM
Small Appliance	\$0	\$17,653	LOW	HIGH
Education	\$0	\$497	LOW	MEDIUM
Business	\$670	\$4,014	MEDIUM	HIGH
Business	\$444	\$921	MEDIUM	MEDIUM
New Car	\$3,880	\$0	HIGH	LOW
Used Car	\$819	\$0	MEDIUM	LOW
Used Car	\$0	\$607	LOW	MEDIUM
Large Appliance	\$0	\$15,800	LOW	HIGH
Furniture	\$0	\$369	LOW	MEDIUM
Business	\$0	\$4,973	LOW	HIGH
Furniture	\$0	\$0	LOW	LOW
New Car	\$0	\$761	LOW	MEDIUM
Education	\$0	\$471	LOW	MEDIUM
Used Car	\$0	\$674	LOW	MEDIUM
New Car	\$0	\$547	LOW	MEDIUM
Furniture	\$161	\$524	LOW	MEDIUM
Furniture	\$0	\$815	LOW	MEDIUM
Used Car	\$0	\$0	LOW	LOW
New Car	\$789	\$989	MEDIUM	MEDIUM
Small Appliance	\$765	\$10,406	MEDIUM	HIGH
Furniture	\$0	\$957	LOW	MEDIUM
New Car	\$0	\$770	LOW	MEDIUM
Furniture	\$983	\$950	MEDIUM	MEDIUM
Used Car	\$0	\$160	LOW	LOW
Used Car	\$0	\$276	LOW	MEDIUM
Education	\$798	\$137	MEDIUM	LOW
New Car	\$0	\$579	LOW	MEDIUM
New Car	\$193	\$2,684	LOW	HIGH
Small Appliance	\$497	\$0	MEDIUM	LOW
Furniture	\$0	\$0	LOW	LOW
New Car	\$0	\$0	LOW	LOW
New Car	\$0	\$712	LOW	MEDIUM
New Car	\$0	\$912	LOW	MEDIUM

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Number of Applicants

	104
	40
	44
	23
	105
	85

No of Customers

	312
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Purchase Orders

Supplier	Order No.	Item No.	Item Description	Item Cost	Quantity
Hulkey Fasteners	Aug11001	1122	Airframe fasteners	\$ 4.25	19,500
Alum Sheeting	Aug11002	1243	Airframe fasteners	\$ 4.25	10,000
Fast-Tie Aerospace	Aug11003	5462	Shielded Cable/ft.	\$ 1.05	23,000
Fast-Tie Aerospace	Aug11004	5462	Shielded Cable/ft.	\$ 1.05	21,500
Steelpin Inc.	Aug11005	5319	Shielded Cable/ft.	\$ 1.10	17,500
Fast-Tie Aerospace	Aug11006	5462	Shielded Cable/ft.	\$ 1.05	22,500
Steelpin Inc.	Aug11007	4312	Bolt-nut package	\$ 3.75	4,250
Durrable Products	Aug11008	7258	Pressure Gauge	\$ 90.00	100
Fast-Tie Aerospace	Aug11009	6321	O-Ring	\$ 2.45	1,300
Fast-Tie Aerospace	Aug11010	5462	Shielded Cable/ft.	\$ 1.05	22,500
Steelpin Inc.	Aug11011	5319	Shielded Cable/ft.	\$ 1.10	18,100
Hulkey Fasteners	Aug11012	3166	Electrical Connector	\$ 1.25	5,600
Hulkey Fasteners	Aug11013	9966	Hatch Decal	\$ 0.75	500
Steelpin Inc.	Aug11014	5234	Electrical Connector	\$ 1.65	4,500
Steelpin Inc.	Sep11001	4312	Bolt-nut package	\$ 3.75	4,200
Alum Sheeting	Sep11002	5417	Control Panel	\$ 255.00	406
Hulkey Fasteners	Sep11003	3166	Electrical Connector	\$ 1.25	5,500
Steelpin Inc.	Sep11004	5234	Electrical Connector	\$ 1.65	4,850
Steelpin Inc.	Sep11005	4312	Bolt-nut package	\$ 3.75	4,150
Hulkey Fasteners	Sep11006	1122	Airframe fasteners	\$ 4.25	15,500
Spacetime Technologies	Sep11007	4111	Bolt-nut package	\$ 3.55	4,800
Alum Sheeting	Sep11008	1243	Airframe fasteners	\$ 4.25	9,000
Durrable Products	Sep11009	7258	Pressure Gauge	\$ 90.00	120
Steelpin Inc.	Sep11010	5234	Electrical Connector	\$ 1.65	4,750
Hulkey Fasteners	Sep11011	1122	Airframe fasteners	\$ 4.25	12,500
Hulkey Fasteners	Sep11012	5066	Shielded Cable/ft.	\$ 0.95	25,000
Hulkey Fasteners	Sep11013	3166	Electrical Connector	\$ 1.25	5,650
Hulkey Fasteners	Sep11014	1122	Airframe fasteners	\$ 4.25	15,000
Spacetime Technologies	Sep11015	4111	Bolt-nut package	\$ 3.55	4,585
Hulkey Fasteners	Sep11016	3166	Electrical Connector	\$ 1.25	5,425
Fast-Tie Aerospace	Sep11017	6321	O-Ring	\$ 2.45	1,200
Steelpin Inc.	Sep11018	5319	Shielded Cable/ft.	\$ 1.10	16,500
Spacetime Technologies	Sep11019	4111	Bolt-nut package	\$ 3.55	4,200
Hulkey Fasteners	Sep11020	5066	Shielded Cable/ft.	\$ 0.95	17,500
Spacetime Technologies	Sep11021	9752	Gasket	\$ 4.05	1,500
Spacetime Technologies	Sep11022	4111	Bolt-nut package	\$ 3.55	4,250
Pylon Accessories	Sep11023	9764	Gasket	\$ 3.75	1,980
Pylon Accessories	Sep11024	9764	Gasket	\$ 3.75	1,750
Spacetime Technologies	Sep11025	9752	Gasket	\$ 4.05	1,550
Spacetime Technologies	Sep11026	4111	Bolt-nut package	\$ 3.55	4,200
Durrable Products	Sep11027	1369	Airframe fasteners	\$ 4.20	15,000
Manley Valve	Sep11028	6431	O-Ring	\$ 2.85	1,300
Fast-Tie Aerospace	Sep11029	6321	O-Ring	\$ 2.45	2,500
Pylon Accessories	Sep11030	9764	Gasket	\$ 3.75	1,850

Durable Products	Sep11031	1369	Airframe fasteners	\$ 4.20	14,000
Hulkey Fasteners	Sep11032	1122	Airframe fasteners	\$ 4.25	14,500
Pylon Accessories	Sep11033	9764	Gasket	\$ 3.75	1,800
Durable Products	Sep11034	1369	Airframe fasteners	\$ 4.20	10,000
Spacetime Technologies	Oct11001	5125	Shielded Cable/ft.	\$ 1.15	15,000
Durable Products	Oct11002	9399	Gasket	\$ 3.65	1,250
Manley Valve	Oct11003	6431	O-Ring	\$ 2.85	1,350
Pylon Accessories	Oct11004	6433	O-Ring	\$ 2.95	1,500
Fast-Tie Aerospace	Oct11005	5166	Electrical Connector	\$ 1.25	5,650
Hulkey Fasteners	Oct11006	1122	Airframe fasteners	\$ 4.25	18,000
Durable Products	Oct11007	9399	Gasket	\$ 3.65	1,450
Spacetime Technologies	Oct11008	6489	O-Ring	\$ 3.00	1,100
Durable Products	Oct11009	9399	Gasket	\$ 3.65	1,985
Spacetime Technologies	Oct11010	4111	Bolt-nut package	\$ 3.55	4,600
Durable Products	Oct11011	4569	Bolt-nut package	\$ 3.50	3,900
Manley Valve	Oct11012	6431	O-Ring	\$ 2.85	1,250
Durable Products	Oct11013	9399	Gasket	\$ 3.65	1,470
Durable Products	Oct11014	5454	Control Panel	\$ 220.00	550
Spacetime Technologies	Oct11015	6489	O-Ring	\$ 3.00	900
Alum Sheeting	Oct11016	1243	Airframe fasteners	\$ 4.25	10,500
Steelpin Inc.	Oct11017	8008	Machined Valve	\$ 645.00	100
Manley Valve	Oct11018	7258	Pressure Gauge	\$ 100.50	90
Manley Valve	Oct11019	8148	Machined Valve	\$ 655.50	125
Hulkey Fasteners	Oct11020	1122	Airframe fasteners	\$ 4.25	17,000
Fast-Tie Aerospace	Oct11021	6321	O-Ring	\$ 2.45	1,250
Alum Sheeting	Oct11022	4224	Bolt-nut package	\$ 3.95	4,500
Durable Products	Oct11023	5454	Control Panel	\$ 220.00	500
Manley Valve	Oct11024	7258	Pressure Gauge	\$ 100.50	100
Steelpin Inc.	Oct11025	8008	Machined Valve	\$ 645.00	150
Alum Sheeting	Oct11026	5417	Control Panel	\$ 255.00	500
Manley Valve	Oct11027	7258	Pressure Gauge	\$ 100.50	95
Alum Sheeting	Oct11028	5634	Side Panel	\$ 185.00	150
Durable Products	Oct11029	5275	Shielded Cable/ft.	\$ 1.00	25,000
Fast-Tie Aerospace	Oct11030	6321	O-Ring	\$ 2.45	1,500
Fast-Tie Aerospace	Oct11031	5689	Side Panel	\$ 175.00	155
Hulkey Fasteners	Oct11032	1122	Airframe fasteners	\$ 4.25	17,500
Steelpin Inc.	Oct11033	5677	Side Panel	\$ 195.00	130
Steelpin Inc.	Oct11034	8008	Machined Valve	\$ 645.00	120
Spacetime Technologies	Oct11035	6489	O-Ring	\$ 3.00	1,050
Alum Sheeting	Oct11036	5634	Side Panel	\$ 185.00	140
Manley Valve	Nov11001	9977	Panel Decal	\$ 1.00	525
Manley Valve	Nov11002	9955	Door Decal	\$ 0.55	150
Fast-Tie Aerospace	Nov11003	5689	Side Panel	\$ 175.00	150
Fast-Tie Aerospace	Nov11004	7268	Pressure Gauge	\$ 95.00	110
Steelpin Inc.	Nov11005	5677	Side Panel	\$ 195.00	120
Manley Valve	Nov11006	9967	Hatch Decal	\$ 0.85	550
Fast-Tie Aerospace	Nov11007	7268	Pressure Gauge	\$ 95.00	105

Fast-Tie Aerospace	Nov11008	5689	Side Panel	\$ 175.00	175
Steelpin Inc.	Nov11009	5677	Side Panel	\$ 195.00	110
Manley Valve	Nov11010	9955	Door Decal	\$ 0.55	125

Cost per order	
\$ 82,875.00	
\$ 42,500.00	
\$ 24,150.00	
\$ 22,575.00	
\$ 19,250.00	
\$ 23,625.00	
\$ 15,937.50	
\$ 9,000.00	
\$ 3,185.00	
\$ 23,625.00	
\$ 19,910.00	
\$ 7,000.00	
\$ 375.00	
\$ 7,425.00	
\$ 15,750.00	
\$ 103,530.00	
\$ 6,875.00	
\$ 8,002.50	
\$ 15,562.50	
\$ 65,875.00	
\$ 17,040.00	
\$ 38,250.00	
\$ 10,800.00	
\$ 7,837.50	
\$ 53,125.00	
\$ 23,750.00	
\$ 7,062.50	
\$ 63,750.00	
\$ 16,276.75	
\$ 6,781.25	
\$ 2,940.00	
\$ 18,150.00	
\$ 14,910.00	
\$ 16,625.00	
\$ 6,075.00	
\$ 15,087.50	
\$ 7,425.00	
\$ 6,562.50	
\$ 6,277.50	
\$ 14,910.00	
\$ 63,000.00	
\$ 3,705.00	
\$ 6,125.00	
\$ 6,937.50	

Order No.	Item Description	Cost per order
Aug11008	Pressure Gauge	\$ 9,000.00
Sep11023	Gasket	\$ 7,425.00
Oct11020	Airframe fasteners	\$ 72,250.00

\$	58,800.00
\$	61,625.00
\$	6,750.00
\$	42,000.00
\$	17,250.00
\$	4,562.50
\$	3,847.50
\$	4,425.00
\$	7,062.50
\$	76,500.00
\$	5,292.50
\$	3,300.00
\$	7,245.25
\$	16,330.00
\$	13,650.00
\$	3,562.50
\$	5,365.50
\$	121,000.00
\$	2,700.00
\$	44,625.00
\$	64,500.00
\$	9,045.00
\$	81,937.50
\$	72,250.00
\$	3,062.50
\$	17,775.00
\$	110,000.00
\$	10,050.00
\$	96,750.00
\$	127,500.00
\$	9,547.50
\$	27,750.00
\$	25,000.00
\$	3,675.00
\$	27,125.00
\$	74,375.00
\$	25,350.00
\$	77,400.00
\$	3,150.00
\$	25,900.00
\$	525.00
\$	82.50
\$	26,250.00
\$	10,450.00
\$	23,400.00
\$	467.50
\$	9,975.00

\$	30,625.00
\$	21,450.00
\$	68.75

Pharmeceutical Manufacturer

YEAR	NET PROFIT	
	1	\$ (300,000,000)
	2	\$ (145,000,000)
	3	\$ 50,000,000
	4	\$ 125,000,000
	5	\$ 530,000,000

Discount Rate 3%

NPV \$186,062,076.93

New Product Sales

MODEL:

$S = a * e ^ {(b * e ^ {(c * t)}}$

PARAMETERS:	a	b	c
	15000	-8	-0.05

t	S
0	5.03
10	117.16
20	790.58
30	2,516.85
40	5,080.29
50	7,778.55
60	10,071.94
70	11,780.80
80	12,955.56
90	13,724.44
100	14,212.85
110	14,517.52
120	14,705.48
130	14,820.67
140	14,890.97
150	14,933.78
160	14,959.80

Advertising Strategies

WEEK	Sales In Units						
	Price (\$)	Coupon (0,1)	Adv (\$)	Store 1	Store 2	Store 3	Average Sales
1	\$ 6.99	0	\$ -	501	510	481	497.33
2	\$ 6.99	0	\$150.00	772	748	775	765.00
3	\$ 6.99	1	\$ -	554	528	506	529.33
4	\$ 6.99	1	\$150.00	838	785	834	819.00
5	\$ 6.49	0	\$ -	521	519	500	513.33
6	\$ 6.49	0	\$150.00	723	790	723	745.33
7	\$ 6.49	1	\$ -	510	556	520	528.67
8	\$ 6.49	1	\$150.00	818	773	800	797.00
9	\$ 7.59	0	\$ -	479	491	486	485.33
10	\$ 7.59	0	\$150.00	825	822	757	801.33
11	\$ 7.59	1	\$ -	533	513	540	528.67
12	\$ 7.59	1	\$150.00	839	791	832	820.67
13	\$ 5.49	0	\$ -	484	480	508	490.67
14	\$ 5.49	0	\$150.00	686	683	708	692.33
15	\$ 5.49	1	\$ -	543	531	530	534.67
16	\$ 5.49	1	\$150.00	767	743	779	763.00

MODEL:

sales = 500 - 0.05 x price + 30 x coupons + 0.08 x advertising + 0.25 x price x advertising

Estimated Sales Difference

499.65	2.32
773.78	8.78
529.65	0.32
803.78	(15.22)
499.68	(13.66)
755.05	9.72
529.68	1.01
785.05	(11.95)
499.62	14.29
796.25	(5.09)
529.62	0.95
826.25	5.58
499.73	9.06
717.60	25.27
529.73	(4.94)
747.60	(15.40)

Purchase Orders**Purchase Order Da**

Supplier	Order No.	Item No.	Item Description	Item Cost	Quantity
Hulkey Fasteners	Aug11001	1122	Airframe fasteners	\$ 4.25	19,500
Hulkey Fasteners	Sep11006	1122	Airframe fasteners	\$ 4.25	15,500
Hulkey Fasteners	Sep11011	1122	Airframe fasteners	\$ 4.25	18,000
Hulkey Fasteners	Sep11014	1122	Airframe fasteners	\$ 4.25	12,500
Hulkey Fasteners	Sep11032	1122	Airframe fasteners	\$ 4.25	15,000
Hulkey Fasteners	Oct11006	1122	Airframe fasteners	\$ 4.25	14,500
Hulkey Fasteners	Oct11020	1122	Airframe fasteners	\$ 4.25	17,500
Hulkey Fasteners	Oct11032	1122	Airframe fasteners	\$ 4.25	17,000
Alum Sheeting	Aug11002	1243	Airframe fasteners	\$ 4.25	10,000
Alum Sheeting	Sep11008	1243	Airframe fasteners	\$ 4.25	9,000
Alum Sheeting	Oct11016	1243	Airframe fasteners	\$ 4.25	10,500
Durrable Products	Sep11027	1369	Airframe fasteners	\$ 4.20	15,000
Durrable Products	Sep11031	1369	Airframe fasteners	\$ 4.20	14,000
Durrable Products	Sep11034	1369	Airframe fasteners	\$ 4.20	10,000
Hulkey Fasteners	Aug11012	3166	Electrical Connector	\$ 1.25	5,600
Hulkey Fasteners	Sep11003	3166	Electrical Connector	\$ 1.25	5,500
Hulkey Fasteners	Sep11013	3166	Electrical Connector	\$ 1.25	5,650
Hulkey Fasteners	Sep11016	3166	Electrical Connector	\$ 1.25	5,425
Spacetime Technologies	Sep11007	4111	Bolt-nut package	\$ 3.55	4,200
Spacetime Technologies	Sep11015	4111	Bolt-nut package	\$ 3.55	4,250
Spacetime Technologies	Sep11019	4111	Bolt-nut package	\$ 3.55	4,200
Spacetime Technologies	Sep11022	4111	Bolt-nut package	\$ 3.55	4,600
Spacetime Technologies	Sep11026	4111	Bolt-nut package	\$ 3.55	4,800
Spacetime Technologies	Oct11010	4111	Bolt-nut package	\$ 3.55	4,585
Alum Sheeting	Oct11022	4224	Bolt-nut package	\$ 3.95	4,500
Steelpin Inc.	Aug11007	4312	Bolt-nut package	\$ 3.75	4,250
Steelpin Inc.	Sep11001	4312	Bolt-nut package	\$ 3.75	4,200
Steelpin Inc.	Sep11005	4312	Bolt-nut package	\$ 3.75	4,150
Durrable Products	Oct11011	4569	Bolt-nut package	\$ 3.50	3,900
Hulkey Fasteners	Sep11012	5066	Shielded Cable/ft.	\$ 0.95	25,000
Hulkey Fasteners	Sep11020	5066	Shielded Cable/ft.	\$ 0.95	17,500
Spacetime Technologies	Oct11001	5125	Shielded Cable/ft.	\$ 1.15	15,000
Fast-Tie Aerospace	Oct11005	5166	Electrical Connector	\$ 1.25	5,650
Steelpin Inc.	Aug11014	5234	Electrical Connector	\$ 1.65	4,500
Steelpin Inc.	Sep11004	5234	Electrical Connector	\$ 1.65	4,750
Steelpin Inc.	Sep11010	5234	Electrical Connector	\$ 1.65	4,850
Durrable Products	Oct11029	5275	Shielded Cable/ft.	\$ 1.00	25,000
Steelpin Inc.	Aug11005	5319	Shielded Cable/ft.	\$ 1.10	17,500
Steelpin Inc.	Aug11011	5319	Shielded Cable/ft.	\$ 1.10	16,500
Steelpin Inc.	Sep11018	5319	Shielded Cable/ft.	\$ 1.10	18,100
Alum Sheeting	Sep11002	5417	Control Panel	\$255.00	500
Alum Sheeting	Oct11026	5417	Control Panel	\$255.00	406
Durrable Products	Oct11014	5454	Control Panel	\$220.00	550

Durrable Products	Oct11023	5454	Control Panel	\$220.00	500
Fast-Tie Aerospace	Aug11003	5462	Shielded Cable/ft.	\$ 1.05	22,500
Fast-Tie Aerospace	Aug11004	5462	Shielded Cable/ft.	\$ 1.05	21,500
Fast-Tie Aerospace	Aug11006	5462	Shielded Cable/ft.	\$ 1.05	23,000
Fast-Tie Aerospace	Aug11010	5462	Shielded Cable/ft.	\$ 1.05	22,500
Alum Sheeting	Oct11028	5634	Side Panel	\$185.00	150
Alum Sheeting	Oct11036	5634	Side Panel	\$185.00	140
Steelpin Inc.	Oct11033	5677	Side Panel	\$195.00	120
Steelpin Inc.	Nov11005	5677	Side Panel	\$195.00	110
Steelpin Inc.	Nov11009	5677	Side Panel	\$195.00	130
Fast-Tie Aerospace	Oct11031	5689	Side Panel	\$175.00	150
Fast-Tie Aerospace	Nov11003	5689	Side Panel	\$175.00	175
Fast-Tie Aerospace	Nov11008	5689	Side Panel	\$175.00	155
Fast-Tie Aerospace	Aug11009	6321	O-Ring	\$ 2.45	1,300
Fast-Tie Aerospace	Sep11017	6321	O-Ring	\$ 2.45	1,200
Fast-Tie Aerospace	Sep11029	6321	O-Ring	\$ 2.45	2,500
Fast-Tie Aerospace	Oct11021	6321	O-Ring	\$ 2.45	1,250
Fast-Tie Aerospace	Oct11030	6321	O-Ring	\$ 2.45	1,500
Manley Valve	Sep11028	6431	O-Ring	\$ 2.85	1,250
Manley Valve	Oct11003	6431	O-Ring	\$ 2.85	1,350
Manley Valve	Oct11012	6431	O-Ring	\$ 2.85	1,300
Pylon Accessories	Oct11004	6433	O-Ring	\$ 2.95	1,500
Spacetime Technologies	Oct11008	6489	O-Ring	\$ 3.00	900
Spacetime Technologies	Oct11015	6489	O-Ring	\$ 3.00	1,100
Spacetime Technologies	Oct11035	6489	O-Ring	\$ 3.00	1,050
Durrable Products	Aug11008	7258	Pressure Gauge	\$ 90.00	100
Durrable Products	Sep11009	7258	Pressure Gauge	\$ 90.00	120
Manley Valve	Oct11018	7258	Pressure Gauge	\$100.50	95
Manley Valve	Oct11024	7258	Pressure Gauge	\$100.50	100
Manley Valve	Oct11027	7258	Pressure Gauge	\$100.50	90
Fast-Tie Aerospace	Nov11004	7268	Pressure Gauge	\$ 95.00	110
Fast-Tie Aerospace	Nov11007	7268	Pressure Gauge	\$ 95.00	105
Steelpin Inc.	Oct11017	8008	Machined Valve	\$645.00	150
Steelpin Inc.	Oct11025	8008	Machined Valve	\$645.00	100
Steelpin Inc.	Oct11034	8008	Machined Valve	\$645.00	120
Manley Valve	Oct11019	8148	Machined Valve	\$655.50	125
Durrable Products	Oct11002	9399	Gasket	\$ 3.65	1,250
Durrable Products	Oct11007	9399	Gasket	\$ 3.65	1,450
Durrable Products	Oct11009	9399	Gasket	\$ 3.65	1,470
Durrable Products	Oct11013	9399	Gasket	\$ 3.65	1,985
Spacetime Technologies	Sep11021	9752	Gasket	\$ 4.05	1,500
Spacetime Technologies	Sep11025	9752	Gasket	\$ 4.05	1,550
Pylon Accessories	Sep11023	9764	Gasket	\$ 3.75	1,980
Pylon Accessories	Sep11024	9764	Gasket	\$ 3.75	1,850
Pylon Accessories	Sep11030	9764	Gasket	\$ 3.75	1,800
Pylon Accessories	Sep11033	9764	Gasket	\$ 3.75	1,750

Manley Valve	Nov11002	9955	Door Decal	\$ 0.55	150
Manley Valve	Nov11010	9955	Door Decal	\$ 0.55	125
Hulkey Fasteners	Aug11013	9966	Hatch Decal	\$ 0.75	500
Manley Valve	Nov11006	9967	Hatch Decal	\$ 0.85	550
Manley Valve	Nov11001	9977	Panel Decal	\$ 1.00	525

tabase

Cost per order	A/P Terms (Months)	Order Date	Arrival Date
\$ 82,875.00	30	08/05/11	08/13/11
\$ 65,875.00	30	09/04/11	09/12/11
\$ 76,500.00	30	10/01/11	10/08/11
\$ 53,125.00	30	09/05/11	09/11/11
\$ 63,750.00	30	09/08/11	09/15/11
\$ 61,625.00	30	09/28/11	10/03/11
\$ 74,375.00	30	10/25/11	11/03/11
\$ 72,250.00	30	10/11/11	10/19/11
\$ 42,500.00	30	08/08/11	08/14/11
\$ 38,250.00	30	09/05/11	09/12/11
\$ 44,625.00	30	10/10/11	10/17/11
\$ 63,000.00	45	09/25/11	09/30/11
\$ 58,800.00	45	09/27/11	10/03/11
\$ 42,000.00	45	09/29/11	10/04/11
\$ 7,000.00	30	08/25/11	08/29/11
\$ 6,875.00	30	09/01/11	09/06/11
\$ 7,062.50	30	09/05/11	09/10/11
\$ 6,781.25	30	09/10/11	09/15/11
\$ 14,910.00	25	09/15/11	10/15/11
\$ 15,087.50	25	09/20/11	10/10/11
\$ 14,910.00	25	09/25/11	10/25/11
\$ 16,330.00	25	10/05/11	10/19/11
\$ 17,040.00	25	09/05/11	09/20/11
\$ 16,276.75	25	09/10/11	09/30/11
\$ 17,775.00	30	10/15/11	10/20/11
\$ 15,937.50	30	08/25/11	09/01/11
\$ 15,750.00	30	09/01/11	09/10/11
\$ 15,562.50	30	09/03/11	09/11/11
\$ 13,650.00	45	10/05/11	10/10/11
\$ 23,750.00	30	09/05/11	09/12/11
\$ 16,625.00	30	09/15/11	09/22/11
\$ 17,250.00	25	10/01/11	10/15/11
\$ 7,062.50	30	10/01/11	10/06/11
\$ 7,425.00	30	08/28/11	09/05/11
\$ 7,837.50	30	09/05/11	09/13/11
\$ 8,002.50	30	09/02/11	09/11/11
\$ 25,000.00	45	10/25/11	10/30/11
\$ 19,250.00	30	08/20/11	08/31/11
\$ 18,150.00	30	09/15/11	10/05/11
\$ 19,910.00	30	08/25/11	09/05/11
\$ 127,500.00	30	10/20/11	10/27/11
\$ 103,530.00	30	09/01/11	09/10/11
\$ 121,000.00	45	10/09/11	10/14/11

a.

b.

c.

\$ 110,000.00	45	10/15/11	10/20/11
\$ 23,625.00	30	08/20/11	08/26/11
\$ 22,575.00	30	08/15/11	08/22/11
\$ 24,150.00	30	08/10/11	08/15/11
\$ 23,625.00	30	08/25/11	09/02/11
\$ 27,750.00	30	10/25/11	11/03/11
\$ 25,900.00	30	10/29/11	11/04/11
\$ 23,400.00	30	11/02/11	11/13/11
\$ 21,450.00	30	11/05/11	11/17/11
\$ 25,350.00	30	10/28/11	11/07/11
\$ 26,250.00	30	11/01/11	11/09/11
\$ 30,625.00	30	11/05/11	11/15/11
\$ 27,125.00	30	10/25/11	11/03/11
\$ 3,185.00	30	08/25/11	09/04/11
\$ 2,940.00	30	09/12/11	09/23/11
\$ 6,125.00	30	09/25/11	10/04/11
\$ 3,062.50	30	10/12/11	10/21/11
\$ 3,675.00	30	10/25/11	11/02/11
\$ 3,562.50	30	10/05/11	10/10/11
\$ 3,847.50	30	10/01/11	10/07/11
\$ 3,705.00	30	09/25/11	10/01/11
\$ 4,425.00	15	10/01/11	10/10/11
\$ 2,700.00	25	10/10/11	10/18/11
\$ 3,300.00	25	10/05/11	10/10/11
\$ 3,150.00	25	10/29/11	11/10/11
\$ 9,000.00	45	08/25/11	08/28/11
\$ 10,800.00	45	09/05/11	09/09/11
\$ 9,547.50	30	10/20/11	10/29/11
\$ 10,050.00	30	10/15/11	10/24/11
\$ 9,045.00	30	10/10/11	10/17/11
\$ 10,450.00	30	11/01/11	11/12/11
\$ 9,975.00	30	11/05/11	11/16/11
\$ 96,750.00	30	10/15/11	10/26/11
\$ 64,500.00	30	10/10/11	10/21/11
\$ 77,400.00	30	10/28/11	11/04/11
\$ 81,937.50	30	10/10/11	10/17/11
\$ 4,562.50	45	10/01/11	10/06/11
\$ 5,292.50	45	10/03/11	10/08/11
\$ 5,365.50	45	10/07/11	10/12/11
\$ 7,245.25	45	10/05/11	10/11/11
\$ 6,075.00	25	09/20/11	09/25/11
\$ 6,277.50	25	09/25/11	10/05/11
\$ 7,425.00	15	09/20/11	09/29/11
\$ 6,937.50	15	09/25/11	10/05/11
\$ 6,750.00	15	09/28/11	10/05/11
\$ 6,562.50	15	09/20/11	09/25/11

\$	82.50	30	11/01/11	11/06/11
\$	68.75	30	11/05/11	11/10/11
\$	375.00	30	08/25/11	08/31/11
\$	467.50	30	11/05/11	11/11/11
\$	525.00	30	11/01/11	11/07/11

First row for order 1369	12
Last row for order 1369	14

Order cost for first order 1369	63000
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Total cost for all orders for item 1369	\$ 163,800
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	A	B	C	D	E	F	G
1	General Appliance Corporation						
2							
3	Data						
4	Distribution Center						
5	Plant	Cleveland	Baltimore	Chicago	Phoenix	Capacity	
6	Marietta	\$ 12.60	\$ 14.35	\$ 11.52	\$ 17.58	1200	
7	Minneapolis	\$ 9.75	\$ 16.26	\$ 8.11	\$ 17.92	800	
8	Demand	150	350	500	1000		
9							
10	Model						
11	Distribution Center						
12	Plant	Cleveland	Baltimore	Chicago	Phoenix	Total shipped	
13	Marietta	0	350	0	850	1200	
14	Minneapolis	150	0	500	150	800	
15	Demand met	150	350	500	1000		
16							
17		Cost					
18	Total	\$ 28,171					

	H	I	J
1			
2			
3	From	To	Amount
4	Marietta	Cleveland	0
5	Marietta	Baltimore	350
6	Marietta	Chicago	0
7	Marietta	Phoenix	850
8	Minneapolis	Cleveland	150
9	Minneapolis	Baltimore	0
10	Minneapolis	Chicago	500
11	Minneapolis	Phoenix	150
12			
13			
14			
15			
16			
17			
18			

YEAR	LABOUR COST SAVING	MAINTENANCE COST	PURCHASE COST
0	0	0	-30000
1	8000	-1000	0
2	8000	-1000	0
3	8000	-1000	0
4	8000	-1000	0
5	8000	-1000	0
6	8000	-1000	0
Discount rate	14.00%		
Net present Value	-2779.33	Net Present Value is =NPV(B11,E4:E9)+E3	

NET REVENUE
-30000
7000
7000
7000
7000
7000
7000
7000

Drout Advertising Research

Question	Variable	Type
1	Gender	Categorical
2	Age	Ratio
3	Education	Categorical
4	Income	Categorical
5	Spending	Ratio
6	Ad Frequency	Ratio
7	Stereotype	Ratio
8	Reinforcing	Categorical

9 **Transform** **Categorical**

10 **Empowerment%** **Ratio**

Analytics can help determine whether or not specific and annual income influence the responses regarding reinforcing gender stereotypes, as well as the participants' understandings of what constitutes a typical male. We hope to acknowledge a greater proportion of advertisements that target more women than that gender stereotypes are consistently utilized. We expect recognition would increase as higher levels of education are more likely to identify that beauty product advertisements would also increase as higher levels of education are completed. We expect greater acknowledgment of the extent to which empowerment is completed at higher levels of education, as well as the recognition that few advertisements actually

Survey Question

What is your gender?

Male

Female

What is your age?

What is the highest level of education you have completed?

Some High School Classes

High School Diploma

Some Undergraduate Courses

Associate Degree

Bachelor Degree

Master Degree

J.D.

M.D.

Doctorate Degree

What is your annual income?

\$0 to \$10,000

\$10,000 to \$20,000

\$20,000 to \$30,000

\$30,000 to \$40,000

\$40,000 to \$50,000

\$50,000 to \$60,000

\$60,000 to \$70,000

\$70,000 to \$80,000

\$80,000 to \$90,000

\$90,000 to \$110,000

\$110,000 to \$130,000

\$130,000 to \$150,000

\$150,000 or More

On average, how much do you pay for beauty and hygiene products or services per year?

Include references to the following products: soap, deodorant, shampoo, conditioner, lotion, perfume, cologne, make-up, chemical hair color, razors, skin care, feminine care, and salon

On average, how many beauty and hygiene advertisements, if at all, do you think you view or hear per day?

Include references to the following advertisements: television, billboard, internet, radio, newspaper, magazine, and direct mail.

On average, how many of those advertisements, if at all, specifically subscribe to gender roles and stereotypes?

On the following scale, what role, if any, do these advertisements have in reinforcing specific gender stereotypes?

Drastic

Influential

Limited

Trivial

None

To what extent do you agree that empowerment advertising, which explicitly communicates the unique differences in each individual, would help transform cultural gender stereotypes?

Strongly Agree

Agree

Somewhat Agree

Neutral

Somewhat Disagree

Disagree

Strongly Disagree

On average, what percentage of advertisements that you view or hear per day currently utilize empowerment advertising?

Specific demographics, such as gender, level of completed education, age, and other key questions, mainly, the role of advertising in maintaining and the potential of empowerment advertising to transform our cultural norms for men or woman. One might hypothesize that women would be more likely to recognize elements that utilized gender stereotypes, upon the *generalization* that men are more likely to be men, indicating that more women would be knowledgeable of the fact that men are more likely to be men in beauty advertisements. One might also hypothesize that this recognition would be obtained, regardless of gender; and that women would be more likely to recognize advertisements reinforce gender stereotypes, but also that this recognition would be completed. Finally, one might expect that more individuals would be more likely to recognize empowerment advertising can transform gender stereotypes as they are more likely to recognize opposing correlations in response to gender, which are also related to the fact that more individuals utilize empowerment advertising.

Business Analytics Global 2nd Edition Evans Solutions Manual

Full Download: <http://alibabadownload.com/product/business-analytics-global-2nd-edition-evans-solutions-manual/>