

PEP Fulfillment Study

July 2009

Product-Name	7/2/2009				7/5/2009				7/9/2009				
	#HH	Req	Prov	%	#HH	Req	Prov	%	#HH	Req	Prov	%	
<b>Total Guest Visits</b>	<b>58</b>				<b>13</b>				<b>71</b>				
toilet paper	45	45	43	96	11	10	10	100	61	61	61	100	
kleenex	50	50	9	18	12	11	11	100	61	60	54	90	
laundry soap	50	50	49	98	12	11	10	91	62	62	60	97	
dish soap	49	49	45	92	12	11	2	18	61	60	47	78	
glass cleaner	33	33	18	55	9	8	6	75	25	25	23	92	
garbage bags	!!!	46	46	4	9	8	7	0	0	52	51	0	0
paper towels	!!!	53	53	0	0	12	11	0	0	59	58	0	0
all-purpose cleaner	!!!	31	31	7	23	6	5	0	0	29	28	0	0
Vinegar for cleaning	!!!	0	0	0	0	0	0	0	0	0	0	0	0
scouring cleanser	!!!	44	44	6	14	10	9	0	0	46	45	3	7
Incontinence pads		4	4	4	100	0	0	0	0	1	1	1	100
hair pick	!!!	29	90	6	7	5	9	4	44	27	47	5	11
comb	!!!	30	72	27	38	3	5	2	40	26	44	39	89
brush	!!!	40	113	21	19	8	21	3	14	40	64	2	3
lip balm	!!!	47	124	7	6	7	12	2	17	42	73	2	3
dental floss	!!!	35	35	15	43	8	7	0	0	30	30	3	10
nail clipper	!!!	38	105	2	2	5	10	2	20	39	58	0	0
emery board		34	85	34	40	4	9	7	78	29	50	48	96
toothbrush (child's)	!!!	16	28	20	71	6	14	10	71	14	33	22	67
toothbrush (adult)		27	44	32	73	9	16	0	0	31	47	21	45
razor (woman's)		41	52	39	75	8	19	10	53	31	38	32	84
deodorant (woman's)	!!!	40	52	16	31	8	11	10	91	39	46	14	30
Q-tips		39	39	27	69	10	9	9	100	49	49	46	94
razor (man's)		35	39	28	72	4	5	4	80	29	35	33	94
deodorant (man's)		34	37	20	54	4	5	4	80	29	34	22	65
band-aids		42	42	7	17	7	6	6	100	55	54	54	100
adult diapers		3	3	1	33	0	0	0	0	2	2	1	50
soap		48	48	44	92	11	10	9	90	58	58	54	93
body wash		1	1	1	100	0	0	0	0	0	0	0	0
toothpaste		40	40	28	70	9	8	0	0	43	42	23	55
shaving cream	!!!	32	32	12	38	7	6	3	50	30	30	13	43
body powder (adult)	!!!	46	46	3	7	7	6	0	0	48	47	0	0
skin lotion	!!!	40	40	0	0	8	7	0	0	43	43	5	12
first aid ointment	!!!	41	41	0	0	7	6	6	100	50	49	7	14
vaseline	!!!	41	41	8	20	5	4	0	0	41	40	0	0
tampons		32	42	24	57	5	5	2	40	26	28	20	71
sanitary pads		39	49	32	65	6	8	1	13	36	39	26	67
pantiliners		35	47	32	68	3	2	1	50	29	32	25	78
shampoo		41	41	23	56	10	9	0	0	42	42	12	29
conditioner	!!!	38	38	16	42	9	8	0	0	37	37	11	30
Baby powder (hypo)		0	0	0	0	0	0	0	0	0	0	0	0
Baby lotion (hypo)	!!!	0	0	0	0	0	0	0	0	0	0	0	0
Baby shampoo (adult)		1	1	0	0	0	0	0	0	0	0	0	0
baby wipes		26	26	11	42	7	6	0	0	26	26	14	54
diaper rash ointment		16	16	9	56	5	4	2	50	10	10	8	80
baby powder		15	15	8	53	8	7	2	29	11	11	9	82
baby lotion		21	21	11	52	5	4	0	0	14	14	10	71
baby shampoo		17	17	14	82	7	6	1	17	17	17	11	65
diapers		19	22	10	45	5	4	2	50	19	22	19	86
pull-ups		18	21	5	24	4	3	2	67	11	11	8	73
<b>Totals</b>	<b>1542</b>	<b>2010</b>	<b>778</b>	<b>42.5</b>	<b>316</b>	<b>354</b>	<b>143</b>	<b>34.6</b>	<b>1560</b>	<b>1753</b>	<b>868</b>	<b>48.2</b>	

!!! indicates fulfillment rate <35%

PEP Fulfillment Study

July 2009

Product-Name	7/12/2009				7/16/2009				7/19/2009			
	#HH	Req	Prov	%	#HH	Req	Prov	%	#HH	Req	Prov	%
<b>Total Guest Visits</b>	<b>36</b>				<b>70</b>				<b>21</b>			
toilet paper	34	33	33	100	49	48	45	94	14	14	13	93
kleenex	32	31	20	65	54	53	44	83	15	15	15	100
laundry soap	33	32	4	13	49	48	46	96	17	17	16	94
dish soap	32	31	0	0	56	55	49	89	16	16	6	38
glass cleaner	19	17	16	94	39	38	25	66	9	9	6	67
garbage bags	28	23	15	65	55	53	4	8	10	10	0	0
paper towels	32	31	1	3	63	61	1	2	19	19	4	21
all-purpose cleaner	21	20	1	5	45	45	16	36	10	10	4	40
Vinegar for cleaning	0	0	0	0	65	63	23	37	18	18	0	0
scouring cleanser	20	19	0	0	57	56	4	7	14	14	0	0
Incontinence pads	0	0	0	0	2	2	1	50	1	1	0	0
hair pick	11	28	0	0	64	212	0	0	18	72	0	0
comb	14	34	15	44	55	168	10	6	17	63	24	38
brush	21	46	0	0	62	212	0	0	17	66	0	0
lip balm	19	44	0	0	64	212	0	0	17	72	21	29
dental floss	18	17	0	0	50	48	0	0	14	14	0	0
nail clipper	19	49	0	0	42	123	0	0	9	3	6	200
emery board	14	42	23	55	55	180	58	32	18	75	20	27
toothbrush (child's)	14	19	1	5	22	50	0	0	5	10	8	80
toothbrush (adult)	15	34	7	21	43	89	0	0	12	31	1	3
razor (woman's)	22	29	22	76	49	78	0	0	15	30	0	0
deodorant (woman's)	24	33	6	18	51	75	21	28	14	31	1	3
Q-tips	27	25	26	104	51	50	16	32	16	16	10	63
razor (man's)	22	30	23	77	38	56	18	32	11	21	0	0
deodorant (man's)	24	32	3	9	33	45	19	42	14	22	1	5
band-aids	27	26	25	96	58	56	7	13	15	15	0	0
adult diapers	0	0	0	0	2	2	0	0	1	1	1	100
soap	31	30	25	83	54	52	46	88	15	15	15	100
body wash	0	0	0	0	0	0	0	0	0	0	0	0
toothpaste	21	20	1	5	49	48	37	77	12	12	4	33
shaving cream	19	18	0	0	57	55	12	22	15	15	0	0
body powder (adult)	18	17	0	0	63	61	1	2	19	19	0	0
skin lotion	25	24	0	0	60	58	2	3	18	18	0	0
first aid ointment	22	21	0	0	57	55	0	0	17	17	6	35
vaseline	18	17	0	0	61	59	0	0	18	18	0	0
tampons	16	21	14	67	55	83	34	41	17	33	6	18
sanitary pads	10	14	0	0	53	80	23	29	15	32	1	3
pantliners	11	18	11	61	50	76	32	42	17	34	10	29
shampoo	25	24	1	4	49	47	25	53	13	13	13	100
conditioner	20	19	1	5	50	48	15	31	16	16	0	0
Baby powder (hypo)	0	0	0	0	0	0	0	0	0	0	0	0
Baby lotion (hypo)	0	0	0	0	0	0	0	0	0	0	0	0
Baby shampoo (adult)	0	0	0	0	2	2	1	50	1	1	0	0
baby wipes	19	19	1	5	25	25	13	52	7	7	4	57
diaper rash ointment	9	9	6	67	20	20	11	55	4	4	2	50
baby powder	12	12	1	8	19	19	11	58	5	5	0	0
baby lotion	15	15	1	7	20	20	12	60	6	6	0	0
baby shampoo	16	16	1	6	20	20	11	55	5	5	0	0
diapers	14	15	3	20	21	32	18	56	7	9	3	33
pull-ups	6	7	6	86	23	34	3	9	6	8	5	63
<b>Totals</b>	<b>869</b>	<b>1061</b>	<b>313</b>	<b>25.5</b>	<b>2081</b>	<b>3072</b>	<b>714</b>	<b>30.7</b>	<b>589</b>	<b>972</b>	<b>226</b>	<b>30.4</b>

## PEP Fulfillment Study

July 2009

Product-Name	7/23/2009				7/26/2009				7/30/2009			
	#HH	Req	Prov	%	#HH	Req	Prov	%	#HH	Req	Prov	%
<b>Total Guest Visits</b>	<b>80</b>				<b>28</b>				<b>73</b>			
toilet paper	52	52	50	96	18	18	18	100	52	52	30	58
kleenex	54	52	53	102	19	19	18	95	45	45	37	82
laundry soap	53	52	47	90	18	18	8	44	53	53	53	100
dish soap	53	53	2	4	20	20	0	0	58	58	45	78
glass cleaner	31	31	25	81	7	7	6	86	31	31	27	87
garbage bags	64	64	0	0	16	16	0	0	56	56	3	5
paper towels	70	69	0	0	22	22	0	0	61	61	0	0
all-purpose cleaner	44	42	25	60	13	13	1	8	46	45	23	51
Vinegar for cleaning	0	0	0	0	0	0	0	0	0	0	0	0
scouring cleanser	0	0	0	0	0	0	0	0	0	0	0	0
Incontinence pads	4	5	3	60	0	0	0	0	0	0	0	0
hair pick	21	57	0	0	7	14	0	0	17	29	0	0
comb	22	47	13	28	8	15	0	0	21	36	0	0
brush	42	87	0	0	12	25	0	0	31	72	0	0
lip balm	37	85	28	33	9	28	0	0	42	87	0	0
dental floss	32	32	1	3	9	9	0	0	30	30	0	0
nail clipper	32	31	0	0	11	11	0	0	30	30	0	0
emery board	24	48	34	71	7	12	0	0	26	61	1	2
toothbrush (child's)	21	41	1	2	4	7	1	14	14	27	7	26
toothbrush (adult)	37	82	64	78	8	9	8	89	32	52	39	75
razor (woman's)	36	60	39	65	14	16	1	6	40	50	49	98
deodorant (woman's)	42	59	15	25	10	12	12	100	38	49	16	33
Q-tips	45	45	13	29	16	16	7	44	46	46	13	28
razor (man's)	29	41	26	63	6	9	3	33	38	53	50	94
deodorant (man's)	27	44	12	27	9	11	8	73	32	42	20	48
band-aids	54	53	0	0	20	20	9	45	48	48	23	48
adult diapers	3	4	2	50	0	0	0	0	0	0	0	0
soap	45	45	43	96	22	22	22	100	51	51	47	92
body wash	0	0	0	0	0	0	0	0	0	0	0	0
toothpaste	44	44	23	52	15	15	14	93	42	42	35	83
shaving cream	32	32	10	31	9	9	0	0	32	32	20	63
body powder (adult)	44	43	0	0	17	17	0	0	50	50	0	0
skin lotion	52	51	4	8	14	14	0	0	51	51	0	0
first aid ointment	41	40	0	0	13	13	0	0	42	42	0	0
vaseline	49	48	0	0	12	12	0	0	43	43	0	0
tampons	26	35	35	100	10	11	10	91	24	27	24	89
sanitary pads	35	47	31	66	13	16	10	63	29	33	16	48
pantiliners	29	41	33	80	8	9	7	78	25	35	29	83
shampoo	47	47	39	83	13	13	8	62	46	46	6	13
conditioner	50	49	14	29	14	14	3	21	50	50	9	18
Baby powder (hypo)	0	0	0	0	0	0	0	0	1	1	1	100
Baby lotion (hypo)	1	1	0	0	0	0	0	0	0	0	0	0
Baby shampoo (adult)	2	2	1	50	0	0	0	0	1	1	1	100
baby wipes	25	25	11	44	11	11	9	82	23	23	10	43
diaper rash ointment	12	11	1	9	4	4	0	0	13	13	0	0
baby powder	11	11	9	82	7	7	3	43	13	13	9	69
baby lotion	13	13	3	23	11	11	0	0	17	17	8	47
baby shampoo	12	12	10	83	10	10	0	0	16	16	15	94
diapers	26	29	25	86	9	9	8	89	24	27	23	85
pull-ups	8	9	4	44	6	6	3	50	3	3	0	0
<b>Totals</b>	<b>1533</b>	<b>1871</b>	<b>749</b>	<b>38.7</b>	<b>501</b>	<b>570</b>	<b>197</b>	<b>30.2</b>	<b>1483</b>	<b>1729</b>	<b>689</b>	<b>38.8</b>

!!! indicates fulfillment rate &lt;35%

## PEP Fulfillment Study

July 2009

Product-Name	Total Counts			
	#HH	Req	Prov	%
<b>Total Guest Visits</b>	<b>451</b>			
toilet paper	336	333	303	91
kleenex	343	336	261	78
laundry soap	348	343	293	85
dish soap	358	353	196	56
glass cleaner	204	199	152	76
garbage bags	336	326	26	8
paper towels	392	385	6	2
all-purpose cleaner	246	239	77	32
Vinegar for cleaning	83	81	23	28
scouring cleanser	192	187	13	7
Incontinence pads	12	13	9	69
hair pick	200	558	15	3
comb	197	484	130	27
brush	274	706	26	4
lip balm	285	737	60	8
dental floss	226	222	19	9
nail clipper	225	420	10	2
emery board	212	562	225	40
toothbrush (child's)	116	229	70	31
toothbrush (adult)	214	404	172	43
razor (woman's)	256	372	192	52
deodorant (woman's)	266	368	111	30
Q-tips	300	295	167	57
razor (man's)	212	289	185	64
deodorant (man's)	207	272	109	40
band-aids	327	320	131	41
adult diapers	11	12	5	42
soap	336	331	305	92
body wash	1	1	1	100
toothpaste	275	271	165	61
shaving cream	234	229	70	31
body powder (adult)	313	306	4	1
skin lotion	312	306	11	4
first aid ointment	291	284	19	7
vaseline	289	282	8	3
tampons	211	285	169	59
sanitary pads	236	318	140	44
pantiliners	207	294	180	61
shampoo	286	282	127	45
conditioner	285	279	69	25
Baby powder (hypo)	1	1	1	100
Baby lotion (hypo)	1	1	0	0
Baby shampoo (adult)	7	7	3	43
baby wipes	169	168	73	43
diaper rash ointment	93	91	39	43
baby powder	101	100	52	52
baby lotion	122	121	45	37
baby shampoo	120	119	63	53
diapers	144	169	111	66
pull-ups	85	102	36	35
<b>Totals</b>	<b>10497</b>	<b>13392</b>	<b>4677</b>	<b>40.6</b>

!!! indicates fulfillment rate &lt;35%