

PEP Fulfillment Study

May 2009

| Total Guest Visits | 5/3/2009 | | | | 5/7/2009 | | | | 5/10/2009 | | | | |
|----------------------|----------|-----|------------|------------|--------------|-----|-------------|------------|--------------|-----|------------|------------|--------------|
| | #HH | Req | Prov | % | #HH | Req | Prov | % | #HH | Req | Prov | % | |
| Total Guest Visits | | 28 | | | 58 | | | | 15 | | | | |
| toilet paper | !!! | 27 | 27 | 6 | 22 | 44 | 43 | 43 | 100 | 11 | 11 | 11 | 100 |
| kleenex | | 24 | 24 | 0 | 0 | 49 | 48 | 2 | 4 | 12 | 12 | 2 | 17 |
| laundry soap | | 26 | 26 | 2 | 8 | 38 | 37 | 37 | 100 | 12 | 12 | 12 | 100 |
| dish soap | | 24 | 24 | 0 | 0 | 44 | 43 | 43 | 100 | 15 | 15 | 7 | 47 |
| glass cleaner | | 19 | 19 | 18 | 95 | 21 | 20 | 20 | 100 | 9 | 9 | 9 | 100 |
| all-purpose cleaner | !!! | 21 | 21 | 20 | 95 | 25 | 24 | 24 | 100 | 5 | 5 | 5 | 100 |
| scouring cleanser | !!! | 23 | 23 | 0 | 0 | 36 | 35 | 0 | 0 | 8 | 8 | 1 | 13 |
| paper towels | !!! | 25 | 25 | 0 | 0 | 46 | 45 | 0 | 0 | 14 | 14 | 3 | 21 |
| garbage bags | !!! | 27 | 27 | 7 | 26 | 37 | 36 | 3 | 8 | 10 | 10 | 0 | 0 |
| hair pick | !!! | 11 | 27 | 21 | 78 | 24 | 50 | 16 | 32 | 4 | 6 | 2 | 33 |
| comb | !!! | 15 | 34 | 22 | 65 | 22 | 48 | 5 | 10 | 3 | 10 | 1 | 10 |
| brush | !!! | 21 | 42 | 18 | 43 | 39 | 73 | 0 | 0 | 7 | 13 | 1 | 8 |
| lip balm | !!! | 22 | 56 | 31 | 55 | 38 | 84 | 0 | 0 | 9 | 19 | 2 | 11 |
| dental floss | !!! | 18 | 18 | 0 | 0 | 25 | 25 | 0 | 0 | 10 | 10 | 3 | 30 |
| nail clipper | | 13 | 27 | 0 | 0 | 38 | 78 | 0 | 0 | 8 | 10 | 0 | 0 |
| emery board | | 13 | 27 | 2 | 7 | 28 | 62 | 59 | 95 | 7 | 14 | 14 | 100 |
| toothbrush (child's) | | 11 | 21 | 18 | 86 | 14 | 23 | 20 | 87 | 2 | 6 | 3 | 50 |
| toothbrush (adult) | | 18 | 40 | 39 | 98 | 16 | 37 | 34 | 92 | 3 | 8 | 6 | 75 |
| razor (woman's) | | 19 | 35 | 21 | 60 | 27 | 39 | 46 | 118 | 6 | 6 | 5 | 83 |
| deodorant (woman's) | | 20 | 35 | 9 | 26 | 25 | 36 | 19 | 53 | 3 | 3 | 3 | 100 |
| Q-tips | | 20 | 20 | 16 | 80 | 38 | 35 | 35 | 100 | 10 | 10 | 10 | 100 |
| razor (man's) | | 15 | 22 | 20 | 91 | 25 | 31 | 31 | 100 | 9 | 9 | 8 | 89 |
| deodorant (man's) | | 18 | 28 | 6 | 21 | 21 | 23 | 16 | 70 | 6 | 6 | 3 | 50 |
| band-aids | | 23 | 23 | 14 | 61 | 43 | 41 | 41 | 100 | 6 | 6 | 6 | 100 |
| adult diapers | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| soap | | 25 | 25 | 24 | 96 | 39 | 37 | 37 | 100 | 8 | 8 | 8 | 100 |
| toothpaste | | 22 | 21 | 20 | 95 | 24 | 23 | 23 | 100 | 6 | 6 | 6 | 100 |
| shaving cream | !!! | 11 | 11 | 9 | 82 | 27 | 26 | 24 | 92 | 9 | 9 | 8 | 89 |
| body powder (adult) | !!! | 22 | 22 | 0 | 0 | 36 | 35 | 0 | 0 | 9 | 9 | 1 | 11 |
| skin lotion | !!! | 24 | 24 | 0 | 0 | 30 | 29 | 1 | 3 | 11 | 11 | 7 | 64 |
| first aid ointment | !!! | 24 | 24 | 7 | 29 | 36 | 35 | 1 | 3 | 7 | 7 | 1 | 14 |
| vaseline | | 18 | 18 | 3 | 17 | 40 | 39 | 0 | 0 | 12 | 12 | 0 | 0 |
| tampons | | 13 | 21 | 5 | 24 | 18 | 26 | 15 | 58 | 4 | 4 | 4 | 100 |
| sanitary pads | | 16 | 20 | 9 | 45 | 21 | 28 | 24 | 86 | 6 | 6 | 5 | 83 |
| pantiliners | | 8 | 9 | 8 | 89 | 10 | 14 | 11 | 79 | 5 | 5 | 5 | 100 |
| shampoo | | 26 | 26 | 0 | 0 | 35 | 34 | 19 | 56 | 10 | 10 | 10 | 100 |
| conditioner | | 26 | 26 | 1 | 4 | 34 | 33 | 18 | 55 | 12 | 12 | 3 | 25 |
| 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 | 2 | 2 | 2 | 100 | 0 | 0 | 0 | 0 |
| baby wipes | | 12 | 12 | 2 | 17 | 19 | 19 | 15 | 79 | 4 | 4 | 3 | 75 |
| diaper rash ointment | | 9 | 9 | 0 | 0 | 13 | 13 | 12 | 92 | 5 | 5 | 1 | 20 |
| baby powder | | 10 | 10 | 0 | 0 | 9 | 9 | 8 | 89 | 4 | 4 | 3 | 75 |
| baby lotion | | 9 | 9 | 0 | 0 | 14 | 14 | 13 | 93 | 5 | 5 | 0 | 0 |
| baby shampoo | | 10 | 10 | 0 | 0 | 11 | 11 | 10 | 91 | 6 | 6 | 4 | 67 |
| diapers | | 9 | 10 | 3 | 30 | 22 | 38 | 23 | 61 | 5 | 8 | 8 | 100 |
| pull-ups | | 3 | 3 | 1 | 33 | 12 | 17 | 10 | 59 | 0 | 0 | 0 | 0 |
| Totals | | | 818 | 336 | 33.95 | | 1248 | 591 | 54.03 | | 291 | 147 | 49.58 |

**** indicates fulfillment rate <35%

PEP Fulfillment Study
May 2009

| Total Guest | 5/14/2009 | | | | 5/17/2009 | | | | 5/21/2009 | | | |
|----------------------|-----------|-------------|------------|--------------|-----------|------------|------------|--------------|-----------|------------|------------|--------------|
| | #HH | Req | Prov | % | #HH | Req | Prov | % | #HH | Req | Prov | % |
| Total Guest Visits | 60 | | | | 21 | | | | 51 | | | |
| toilet paper | 46 | 46 | 32 | 70 | 18 | 18 | 18 | 100 | 34 | 34 | 32 | 94 |
| kleenex | 50 | 50 | 0 | 0 | 17 | 16 | 0 | 0 | 39 | 39 | 0 | 0 |
| laundry soap | 47 | 46 | 47 | 102 | 17 | 17 | 10 | 59 | 34 | 34 | 34 | 100 |
| dish soap | 47 | 47 | 19 | 40 | 19 | 18 | 0 | 0 | 32 | 32 | 32 | 100 |
| glass cleaner | 19 | 19 | 19 | 100 | 8 | 8 | 7 | 88 | 17 | 17 | 14 | 82 |
| all-purpose cleaner | 21 | 21 | 19 | 90 | 11 | 10 | 10 | 100 | 21 | 21 | 20 | 95 |
| scouring cleanser | 36 | 36 | 3 | 8 | 13 | 12 | 0 | 0 | 32 | 32 | 0 | 0 |
| paper towels | 51 | 51 | 0 | 0 | 18 | 17 | 0 | 0 | 44 | 44 | 0 | 0 |
| garbage bags | 44 | 44 | 0 | 0 | 16 | 15 | 11 | 73 | 37 | 37 | 0 | 0 |
| hair pick | 14 | 31 | 0 | 0 | 8 | 11 | 0 | 0 | 12 | 30 | 0 | 0 |
| comb | 23 | 39 | 0 | 0 | 8 | 10 | 0 | 0 | 20 | 38 | 0 | 0 |
| brush | 34 | 66 | 10 | 15 | 12 | 18 | 1 | 6 | 32 | 69 | 0 | 0 |
| lip balm | 34 | 79 | 0 | 0 | 14 | 21 | 0 | 0 | 32 | 69 | 0 | 0 |
| dental floss | 26 | 26 | 0 | 0 | 12 | 11 | 0 | 0 | 22 | 22 | 0 | 0 |
| nail clipper | 29 | 48 | 5 | 10 | 14 | 15 | 0 | 0 | 24 | 44 | 0 | 0 |
| emery board | 15 | 33 | 28 | 85 | 9 | 13 | 8 | 62 | 13 | 27 | 0 | 0 |
| toothbrush (child's) | 12 | 22 | 22 | 100 | 5 | 12 | 12 | 100 | 10 | 19 | 15 | 79 |
| toothbrush (adult) | 25 | 42 | 40 | 95 | 7 | 13 | 13 | 100 | 19 | 29 | 27 | 93 |
| razor (woman's) | 25 | 32 | 30 | 94 | 9 | 9 | 9 | 100 | 22 | 29 | 29 | 100 |
| deodorant (woman's) | 26 | 34 | 11 | 32 | 11 | 10 | 7 | 70 | 26 | 35 | 18 | 51 |
| Q-tips | 33 | 32 | 28 | 88 | 11 | 10 | 10 | 100 | 21 | 20 | 19 | 95 |
| razor (man's) | 25 | 34 | 34 | 100 | 10 | 12 | 11 | 92 | 19 | 25 | 25 | 100 |
| deodorant (man's) | 20 | 25 | 6 | 24 | 10 | 10 | 6 | 60 | 19 | 24 | 18 | 75 |
| band-aids | 38 | 38 | 21 | 55 | 12 | 11 | 0 | 0 | 20 | 20 | 0 | 0 |
| adult diapers | 2 | 3 | 3 | 100 | 0 | 0 | 0 | 0 | 2 | 2 | 2 | 100 |
| soap | 40 | 40 | 39 | 98 | 11 | 11 | 10 | 91 | 35 | 35 | 33 | 94 |
| toothpaste | 23 | 23 | 22 | 96 | 14 | 13 | 12 | 92 | 22 | 22 | 22 | 100 |
| shaving cream | 22 | 21 | 19 | 90 | 8 | 7 | 6 | 86 | 12 | 12 | 12 | 100 |
| body powder (adult) | 33 | 33 | 1 | 3 | 14 | 13 | 0 | 0 | 29 | 29 | 0 | 0 |
| skin lotion | 32 | 32 | 6 | 19 | 12 | 11 | 1 | 9 | 22 | 22 | 1 | 5 |
| first aid ointment | 29 | 29 | 3 | 10 | 11 | 10 | 0 | 0 | 29 | 29 | 1 | 3 |
| vaseline | 38 | 38 | 1 | 3 | 14 | 13 | 0 | 0 | 35 | 35 | 1 | 3 |
| tampons | 25 | 30 | 28 | 93 | 10 | 11 | 9 | 82 | 20 | 25 | 22 | 88 |
| sanitary pads | 21 | 28 | 26 | 93 | 9 | 10 | 6 | 60 | 21 | 27 | 23 | 85 |
| pantliners | 16 | 19 | 19 | 100 | 10 | 12 | 11 | 92 | 20 | 26 | 23 | 88 |
| shampoo | 33 | 33 | 27 | 82 | 12 | 11 | 0 | 0 | 34 | 34 | 18 | 53 |
| conditioner | 32 | 31 | 22 | 71 | 13 | 12 | 0 | 0 | 30 | 30 | 19 | 63 |
| 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 | 1 | 100 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 100 |
| baby wipes | 21 | 21 | 13 | 62 | 9 | 9 | 0 | 0 | 15 | 15 | 12 | 80 |
| diaper rash ointment | 10 | 9 | 8 | 89 | 7 | 7 | 1 | 14 | 9 | 9 | 8 | 89 |
| baby powder | 6 | 6 | 6 | 100 | 6 | 6 | 4 | 67 | 9 | 8 | 8 | 100 |
| baby lotion | 9 | 9 | 9 | 100 | 6 | 6 | 2 | 33 | 9 | 9 | 8 | 89 |
| baby shampoo | 10 | 10 | 10 | 100 | 6 | 6 | 1 | 17 | 10 | 10 | 8 | 80 |
| diapers | 17 | 23 | 21 | 91 | 6 | 6 | 6 | 100 | 12 | 17 | 17 | 100 |
| pull-ups | 10 | 10 | 10 | 100 | 5 | 7 | 7 | 100 | 10 | 10 | 3 | 30 |
| | | 1125 | 529 | 57.45 | | 399 | 164 | 40.15 | | 988 | 393 | 51.08 |

**** indicates fulfillment rate <35%

PEP Fulfillment Study

May 2009

| Total Guest | 5/24/2009 | | | | 5/28/2009 | | | | 5/31/2009 | | | |
|----------------------|-----------|------------|-----------|--------------|-----------|-------------|------------|--------------|-----------|------------|------------|--------------|
| | #HH | Req | Prov | % | #HH | Req | Prov | % | #HH | Req | Prov | % |
| Total Guest Visits | 7 | | | | 55 | | | | 32 | | | |
| toilet paper | 4 | 4 | 3 | 75 | 45 | 43 | 18 | 42 | 25 | 23 | 23 | 100 |
| kleenex | 6 | 6 | 0 | 0 | 46 | 45 | 6 | 13 | 28 | 26 | 26 | 100 |
| laundry soap | 4 | 4 | 4 | 100 | 47 | 45 | 43 | 96 | 24 | 22 | 3 | 14 |
| dish soap | 6 | 6 | 6 | 100 | 47 | 43 | 45 | 105 | 21 | 19 | 9 | 47 |
| glass cleaner | 4 | 4 | 4 | 100 | 25 | 21 | 21 | 100 | 10 | 9 | 9 | 100 |
| all-purpose cleaner | 2 | 1 | 2 | 200 | 28 | 27 | 24 | 89 | 15 | 14 | 13 | 93 |
| scouring cleanser | 6 | 6 | 3 | 50 | 39 | 38 | 2 | 5 | 18 | 16 | 6 | 38 |
| paper towels | 7 | 7 | 0 | 0 | 48 | 47 | 5 | 11 | 26 | 24 | 13 | 54 |
| garbage bags | 5 | 5 | 0 | 0 | 46 | 45 | 0 | 0 | 22 | 20 | 12 | 60 |
| hair pick | 4 | 19 | 0 | 0 | 23 | 74 | 0 | 0 | 11 | 31 | 3 | 10 |
| comb | 3 | 10 | 0 | 0 | 29 | 76 | 18 | 24 | 11 | 22 | 13 | 59 |
| brush | 6 | 24 | 0 | 0 | 33 | 99 | 22 | 22 | 16 | 40 | 23 | 57 |
| lip balm | 5 | 20 | 0 | 0 | 33 | 95 | 20 | 21 | 22 | 46 | 28 | 61 |
| dental floss | 5 | 5 | 0 | 0 | 37 | 36 | 12 | 33 | 11 | 9 | 8 | 89 |
| nail clipper | 6 | 25 | 0 | 0 | 32 | 101 | 3 | 3 | 20 | 43 | 6 | 14 |
| emery board | 4 | 15 | 0 | 0 | 28 | 83 | 18 | 22 | 16 | 31 | 18 | 58 |
| toothbrush (child's) | 2 | 5 | 2 | 40 | 12 | 18 | 14 | 78 | 8 | 11 | 8 | 73 |
| toothbrush (adult) | 3 | 8 | 6 | 75 | 28 | 49 | 44 | 90 | 14 | 16 | 13 | 81 |
| razor (woman's) | 6 | 10 | 6 | 60 | 26 | 40 | 39 | 98 | 14 | 14 | 10 | 71 |
| deodorant (woman's) | 4 | 5 | 0 | 0 | 30 | 49 | 19 | 39 | 17 | 18 | 13 | 72 |
| Q-tips | 6 | 6 | 1 | 17 | 38 | 37 | 0 | 0 | 20 | 17 | 16 | 94 |
| razor (man's) | 5 | 7 | 6 | 86 | 28 | 36 | 32 | 89 | 15 | 14 | 13 | 93 |
| deodorant (man's) | 3 | 6 | 0 | 0 | 20 | 28 | 12 | 43 | 12 | 11 | 9 | 82 |
| band-aids | 6 | 6 | 1 | 17 | 43 | 42 | 0 | 0 | 21 | 19 | 18 | 95 |
| adult diapers | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 100 | 0 | 0 | 0 | 0 |
| soap | 6 | 6 | 6 | 100 | 43 | 43 | 36 | 84 | 23 | 21 | 20 | 95 |
| toothpaste | 3 | 3 | 2 | 67 | 28 | 27 | 23 | 85 | 17 | 15 | 14 | 93 |
| shaving cream | 4 | 4 | 4 | 100 | 24 | 24 | 19 | 79 | 13 | 11 | 0 | 0 |
| body powder (adult) | 5 | 5 | 0 | 0 | 38 | 37 | 1 | 3 | 17 | 15 | 3 | 20 |
| skin lotion | 3 | 3 | 0 | 0 | 32 | 31 | 0 | 0 | 21 | 18 | 10 | 56 |
| first aid ointment | 3 | 3 | 0 | 0 | 37 | 36 | 1 | 3 | 18 | 17 | 14 | 82 |
| vaseline | 6 | 6 | 0 | 0 | 36 | 35 | 0 | 0 | 21 | 19 | 1 | 5 |
| tampons | 4 | 9 | 1 | 11 | 33 | 50 | 41 | 82 | 14 | 15 | 11 | 73 |
| sanitary pads | 6 | 12 | 7 | 58 | 29 | 45 | 20 | 44 | 13 | 14 | 0 | 0 |
| pantliners | 5 | 9 | 4 | 44 | 29 | 43 | 18 | 42 | 10 | 10 | 7 | 70 |
| shampoo | 4 | 4 | 0 | 0 | 33 | 32 | 28 | 88 | 22 | 20 | 17 | 85 |
| conditioner | 6 | 6 | 0 | 0 | 28 | 27 | 22 | 81 | 22 | 20 | 13 | 65 |
| Baby powder (hypo) | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 100 | 0 | 0 | 0 | 0 |
| Baby lotion (hypo) | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 100 | 0 | 0 | 0 | 0 |
| Baby shampoo (adult) | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 50 | 0 | 0 | 0 | 0 |
| baby wipes | 4 | 4 | 0 | 0 | 23 | 23 | 12 | 52 | 16 | 15 | 6 | 40 |
| diaper rash ointment | 3 | 3 | 2 | 67 | 16 | 16 | 12 | 75 | 8 | 7 | 0 | 0 |
| baby powder | 2 | 2 | 2 | 100 | 17 | 17 | 11 | 65 | 6 | 5 | 1 | 20 |
| baby lotion | 3 | 3 | 1 | 33 | 17 | 17 | 11 | 65 | 12 | 11 | 4 | 36 |
| baby shampoo | 3 | 3 | 3 | 100 | 19 | 18 | 13 | 72 | 9 | 8 | 4 | 50 |
| diapers | 3 | 3 | 2 | 67 | 16 | 19 | 14 | 74 | 17 | 19 | 18 | 95 |
| pull-ups | 2 | 2 | 0 | 0 | 16 | 28 | 9 | 32 | 12 | 13 | 6 | 46 |
| | | 273 | 56 | 26.05 | | 1528 | 553 | 48.73 | | 659 | 373 | 51.35 |

**** indicates fulfillment rate <35%

PEP Fulfillment Study

May 2009

| Total Guest | Total Counts | | | |
|----------------------|--------------|--------------------|-------------|--------------|
| | #HH | Req | Prov | % |
| Total Guest Visits | 328 | | | |
| toilet paper | 255 | 249 | 186 | 75 |
| kleenex | 272 | 266 | 36 | 14 |
| laundry soap | 250 | 243 | 192 | 79 |
| dish soap | 256 | 247 | 161 | 65 |
| glass cleaner | 133 | 126 | 121 | 96 |
| all-purpose cleaner | 150 | 144 | 137 | 95 |
| scouring cleanser | 212 | 206 | 15 | 7 |
| paper towels | 280 | 274 | 21 | 8 |
| garbage bags | 245 | 239 | 33 | 14 |
| hair pick | 112 | 279 | 42 | 15 |
| comb | 135 | 287 | 59 | 21 |
| brush | 201 | 444 | 75 | 17 |
| lip balm | 210 | 489 | 81 | 17 |
| dental floss | 166 | 162 | 23 | 14 |
| nail clipper | 184 | 391 | 14 | 4 |
| emery board | 134 | 305 | 147 | 48 |
| toothbrush (child's) | 76 | 137 | 114 | 83 |
| toothbrush (adult) | 133 | 242 | 222 | 92 |
| razor (woman's) | 154 | 214 | 195 | 91 |
| deodorant (woman's) | 162 | 225 | 99 | 44 |
| Q-tips | 198 | 187 | 135 | 72 |
| razor (man's) | 152 | 190 | 180 | 95 |
| deodorant (man's) | 130 | 161 | 76 | 47 |
| band-aids | 213 | 206 | 101 | 49 |
| adult diapers | 5 | 6 | 6 | 100 |
| soap | 231 | 226 | 213 | 94 |
| toothpaste | 160 | 153 | 144 | 94 |
| shaving cream | 131 | 125 | 101 | 81 |
| body powder (adult) | 204 | 198 | 6 | 3 |
| skin lotion | 188 | 181 | 26 | 14 |
| first aid ointment | 195 | 190 | 28 | 15 |
| vaseline | 221 | 215 | 6 | 3 |
| tampons | 141 | 191 | 136 | 71 |
| sanitary pads | 142 | 190 | 120 | 63 |
| pantliners | 113 | 147 | 106 | 72 |
| shampoo | 210 | 204 | 119 | 58 |
| conditioner | 204 | 197 | 98 | 50 |
| Baby powder (hypo) | 1 | 1 | 1 | 100 |
| Baby lotion (hypo) | 1 | 1 | 1 | 100 |
| Baby shampoo (adult) | 7 | 7 | 5 | 71 |
| baby wipes | 123 | 122 | 63 | 52 |
| diaper rash ointment | 80 | 78 | 44 | 56 |
| baby powder | 69 | 67 | 43 | 64 |
| baby lotion | 84 | 83 | 48 | 58 |
| baby shampoo | 84 | 82 | 53 | 65 |
| diapers | 107 | 143 | 112 | 78 |
| pull-ups | 70 | 90 | 46 | 51 |
| | | 7329 | 3142 | 54.79 |
| | | Avg items/vis prov | | 13 |
| | | Avg items/vis req | | 29 |

**** indicates fulfillment rate <35%