



Newspaper Suite™



Single Copy Edition

Draw Forecasting

Single Copy Edition Enhanced-Productivity Module

Lower return percentages, reduce sell-out locations, and increase sales.

More accurately plan for the future.

Use optional draw forecasting based on target return percentages at category and account levels to forecast based on previous sales.

Forecast draw based on previous sales. Applied to one day or permanently

Determine how many dates you want to include in the sales history

Add or subtract % or number of papers across selected accounts

Sales and return % displayed, and then new draw is suggested

Notepad to record reason for change

Account	Rollup	Ap	Pub	Prv	Gr	Gr	Av	Av	Sys	Adj	Draw	Var
		Drw	Dr	Dr	Dr	Dr	Sal	%	For			
86DCA 01 OASIS MARKET 3999 RICE ST		✓	✓	PP	29	28	5	23	17.8	29	3	32
86DCH 01 HOLIDAY STATION 150 COUNTY ROAD J		✓	✓	WSJ	23	28	10	18	35.7	23	2	25
86DCM 01 AMOCO 415 HIGHWAY 96		✓	✓	WSJ	36	35	6	29	17.1	36	4	40
86DCM 02 AMOCO 1060 W HIGHWAY 96		✓	✓	PP	40	35	3	32	8.6	40	4	44
86DCM 04 AMOCO 5990 HODGSON RD		✓	✓	PP	8	12	6	6	50	8	1	9
86DCM 01 RICH'S 751 E COUNTY ROAD D		✓	✓	WSJ	14	12	1	11	8.3	14	1	15
86DCM 02 61 STOP 1150 E COUNTY ROAD E		✓	✓	WSJ	11	10	1	9	10	11	1	12
86DCO 03 VADNAIS MARKET 1014 CENTERVILLE RD		✓	✓	PP	11	10	1	9	10	11	1	12
86DCM 04 MARATHON 3464 RICE ST		✓	✓	PP	10	8	0	8	0	10	1	11
		✓	✓	WSJ	10	8	0	8	0	10	1	11
		✓	✓	WSJ	6	6	5	5	50	6	1	7
		✓	✓	PP	6	10	5	5	50	6	1	7
		✓	✓	PP	23	26	8	18	30.8	23	2	25
		✓	✓	WSJ	20	26	10	16	38.5	20	2	22
		✓	✓	WSJ	10	10	0	10	0	13	1	14
		✓	✓	PP	10	10	0	10	0	13	1	14
		✓	✓	PP	28	28	0	28	0	35	4	39
		✓	✓	WSJ	28	28	0	28	0	35	4	39

WIRELESS AND WEB-ENABLED FIELD AUTOMATION



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