

D&D TOOL & SUPPLY
MATRIX SCHEDULE

5/19/2003 6:03 PM

COLUMN# ---->	1	2	3	4	5	6
SALES DIVISION	WOOD	MACH SH	METAL FAB	MRO	SPARE	RE-SELLER
<i>ie. A HIGH VOLUME WOOD CUSTOMER</i>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>ie. A HIGH VOLUME MACHN SH CUSTOMER</i>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>ie. A HIGH VOLUME METAL FAB CUSTOMER</i>	<u>0</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>ie. A HIGH VOLUME MRO CUSTOMER</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>
<i>UN-USED at present</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>ie. A HIGH VOLUME "MULTI" CUSTOMER</i>	<u>2</u>	<u>3</u>	<u>3</u>	<u>3</u>	<u>0</u>	<u>0</u>
<i>ie. A RESALE CUSTOMER</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>

Numerical rankings 1-3, 3 being the best customer and the lowest sale margin for D&D

Notes:

We have 6 columns of available DIVISION HEADINGS. We are only using 3 digits of pricing levels so we can have up to 18 different divisions if necessary but for the moment let's focus on the six.

Wood customers are in column 1, Machine Shop are column 2 and so on (as noted above). An "A" level WOOD customer buying mostly woodworking products will be in class 300000. In comparison, a "C" level WOOD customer will be in class 100000 just like a "C" level Machine Shop customer will be in class 010000 and a "C" level METAL FAB customer will be in class 001000 and "C" level MRO will be in class 000100.

An "A" level customer in varied operations might have multiple class "MULTI" ratings in different divisions as shown above.