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ACTIVITY BASED MANAGEMENT & COSTING

____ FREE ECR: Activity Based Costing for Food Wholesalers & Retailers (1994)
____ 50.00 25.00 Developing Customer Strategies: A Manufacturer's Guide to Activity Based Management (1996)
____ FREE ECR: Activity Based Management: Case Studies (1997)
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CASE STUDIES

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CATEGORY MANAGEMENT

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____ 60.00 30.00 ECR: Enhancing Consumer Value


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____ 5.00 5.00 Guidelines on Hard to Handle Coupons (1989) 
____ 10.00 10.00 Joint Industry Coupon Guidelines (1991) 
____ 10.00 10.00 Survey of Key Costs that Affect Coupon Handling Costs (1992) 
____ 70.00 35.00 Coupons: A Complete Guide (1998) 
____ 50.00 25.00 Joint Industry Electronic Coupon Clearing Guidelines (1998)
____ 35.00 15.00 Marketing With Coupons: Guidelines for Cost & Benefit Analysis (1998)
____ 20.00 10.00 Coupon Family Code
____ 40.00 20.00 Electronic Promotions: State of the Industry 
____ 5.00 5.00 Status Report: Couponing on the Internet
____ 5.00 5.00 Study of Cost of Handling Manufacturers' Coupons to Selected Food Retailers
____ 70.00 50.00 Database Mining For Precision Consumer Marketing (2000) 



DIRECT STORE DELIVERY

____ 50.00 25.00 ECR: Direct Store Delivery Best Practices Report (1995) 
____ 40.00 20.00 E-Commerce Opportunities in Direct Store Delivery (2002) 
____ 60.00 30.00 Scan Based Trading: Enabling E-Commerce through an Intermediary Service Provider- DSD Pilot Study (2000) 
____ 100.00 50.00 Scan Based Trading: Using Scanner Driver Technologies to Change DSD Practices -A Pilot Study (1997) 
____ 40.00 20.00 The Power of DSD: Delivering Growth in Sales, Profits and Productivity *Progressive Grocer* Supplement (1998) 
____ 40.00 20.00 DSD: Creating Growth, Productivity and Profit for the Grocery Supply Chain (1999) 

E-COMMERCE

- FREE Action Plan to Accelerate Trading Partner Electronic Collaboration
- FREE B2B E Readiness Report Assessing Manufacturer/Retailer Capabilities 

EFFICIENT CONSUMER RESPONSE




- 60.00 30.00 Efficient Product Introductions: Developing Value through New Products
- 50.00 25.00 ECR: Enhancing Consumer Value in the Grocery Industry (1993) 
- 40.00 20.00 A Roadmap for Independent Retailers and Wholesalers (1995)
- 40.00 20.00 ECR Alliances: A Best Practices Model (1995)
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- 30.00 15.00 ECR 1994 Progress Report (1994)
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- 30.00 15.00 ECR: Menu Service Programs: Organizing Menu Service Programs in the Grocery Industry (2000) 
- 60.00 30.00 ECR: Efficient New Product Introductions: Developing Value through New Products (2000)
- 250.00 100.00 ECR Knowledge Network CD-ROM

(This two disk-set has been designed to help companies conceptualize, design and implement ECR initiatives internally and with their trading partners. The first disk has been organized into seven modules-including segments on category management, efficient replenishment, performance measurement, activity based costing and technology enablement. The second disk contains an electronic library of ECR publications and other reference material. Please note: the current version of the CD-ROM does NOT include the Store-Level ECR, Category management for Data Poor Categories, or the Activity based Management: case Studies publications.)


ELECTRONIC DATA INTERCHANGE

- FREE ECR: Integrated EDI: Purchase Order through Payment (1994)
- FREE ECR: EDI/UCS II Transaction Sets - A Broker Pilot Study (1995)
- FREE ECR: 1997 EDI Business Process Survey (1997)
- FREE ECR: 1998 EDI Business Process Survey Results (1998)

FINANCIAL PERFORMANCE STUDIES

- 40.00 20.00 1996 Financial Performance of the Grocery Manufacturing Industry (1997)
- 75.00 30.00 1997 Financial Performance of the Grocery Manufacturing Industry (1998)
- 60.00 30.00 1998 Financial Performance of the Grocery Manufacturing Industry (1999)
- 75.00 25.00 2003 Financial Performance of the Grocery Manufacturing Industry (2003) 
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- 50.00 25.00 2005 Financial Performance of the Grocery Manufacturing Industry (2005) 


FOODSERVICE

- 1000.00 100.00 Foodservice 2005: Satisfying America's Changing Appetite (1996)
- 395.00 100.00 EFR: Enabling Profitable Growth in the Foods-Prepared-Away-From-Home Industries (1997)
- 25.00 10.00 Foodservice 2005: 1997 Year-End Review (1998)
- 95.00 40.00 EFR: Getting Started in Electronic Commerce: Item, Price & Promotion Transactions (1998)
- 95.00 40.00 EFR: Standard Product Identification and Bar Codes (1998)
- 95.00 40.00 EFR: Electronic Commerce Phase II: Revenue Cycle Transactions (1998)
- 95.00 40.00 EFR: Activity Based Management For Foodservice: Getting Started (1999)
- 150.00 50.00 EFR: Roadmap for Small and Medium Foodservice Businesses (1999)
- 80.00 40.00 EFR: The Role of Bar Codes in Food Safety (2000)
- 95.00 40.00 EFR: Assessing Pallet Cost in Foodservice (2000)
- 100.00 50.00 EFR: Logistics Optimization: Profile of an Industry (2000)  **only**
- 80.00 40.00 EFR: Standard Product ID and Bar Coding: Foodservice Case Studies and Practical Applications (2000)





GM/HBC

- 15.00 7.50 Benchmarking and Best Practices: Improving Your Performance in GM/HBA (1993)
- 50.00 25.00 Identifying & Successfully Marketing to the Heavy GM/HBC Shopper (1997)

INFORMATION SYSTEMS

- _____ 45.00 25.00 2000 Information Technology Spending Study: The State of the Industry 
- _____ 45.00 25.00 2000 GMA E-Business Survey
- _____ 45.00 25.00 1999 Information Technology Spending Study: The State of the Industry (1999)
- _____ 45.00 25.00 1999 Information Technology Spending Study: The State of the Industry
- _____ 45.00 25.00 1996 Information Technology Survey: The State of the Industry (1996)
- _____ 30.00 15.00 ECR: A Universal Consumer Goods U.P.C. Catalog- White Paper (1994)
- _____ 30.00 15.00 ECR: Value Added Network Services (1994)
- _____ FREE ECR: Computer Assisted Ordering- Practices & Benefits Report (1994)
- _____ 30.00 15.00 ECR: Store-Level Information Systems & Services: Business Process Support (1995)
- _____ 60.00 30.00 ECR Technology Guide: An ECR Best Practices Report (1995)
- _____ 30.00 15.00 ECR: Third Party Information Services: 1995 Review of Resources (1995)
- _____ 30.00 15.00 ECR: Standard Interchange Language (SIL): An ECR Best Practices Report (1996)
- _____ 45.00 25.00 GMA Applications Development Study (1998)

INVOICE ACCURACY

- _____ 20.00 10.00 Invoice Deductions Guidelines: Report of the Joint Industry Committee (1990)
- _____ 10.00 5.00 Survey on Invoice Deductions in the Grocery Industry (1993) 
- _____ 60.00 30.00 Invoice Accuracy: Meeting & Aligning Trading Partner Expectations (1997) 
- _____ 50.00 25.00 Invoice Accuracy: Survey and Benchmark Results (1998) 
- _____ 50.00 25.00 Invoice Accuracy: Survey and Benchmarking Results (2000) 

IRRADIATION

- _____ 25.00 15.00 An Inside Look at Food Irradiation – VIDEO (1998)
- _____ 75.00 30.00 Consumer's Views on Irradiation (1998)



LOGISTICS/DISTRIBUTION

- _____ 50.00 25.00 ECR: Continuous Replenishment - An ECR Best Practices Report (1994)
- _____ 30.00 15.00 ECR: Transportation: A Critical Link in the Grocery Industry Supply Chain (1995)
- _____ 40.00 20.00 ECR: Consolidation: Strategies to Maximize Efficiency & Minimize Cost (1996)
- _____ FREE The 2000 GMA Logistics Study: The Supply Chain at the Millennium (2000)
- _____ FREE The 1996 GMA Logistics Study: Leveraging the Supply Chain for Competitive Advantage (1996)
- _____ 45.00 25.00 Applying Activity Based Management to Logistics (1998)
- _____ 60.00 30.00 ECR: Continuous Replenishment II (1998)
- _____ 60.00 30.00 Supply Chain Economics of Variations in Case Pack Quantities Consumer Packaged Goods


NEW PRODUCT INTRODUCTION

- _____ 10.00 5.00 Managing the Process of Introducing and Deleting Products in the Grocery and Drug Industry (1990)
- _____ 50.00 25.00 Efficient New Item Introduction: Myths, Facts & Opportunities (1997)

OUT-OF-STOCKS

- _____ 80.00 40.00 Reducing Out-of-Stocks in the Grocery Channel: An In-Depth Look at DSD Categories (2002) 
- _____ 80.00 40.00 Retail Out-of-Stocks: A Worldwide Examination of Extent, Causes and Consumer Responses (2002) 


PALLET AND SHIPPING CONTAINER GUIDELINES

- _____ 30.00 15.00 ECR: Pallet Leasing: A Pilot Test (1995)
- _____ FREE Application Standard for Shipping Container Codes (1996)
- _____ FREE Case Markings: A Common Language for Shipping Containers (1996)
- _____ 30.00 15.00 Supply Chain Packaging – Voluntary Shipping Container Guidelines for the U.S. Grocery Industry (1999) 

SOLUTION SELLING

- _____ 70.00 35.00 Solution Selling: Coming Soon to a Store Near You (1997)
- _____ 80.00 40.00 Solution Selling II (1998)
- _____ 100.00 50.00 Full-Service Solution Selling (1999)

UNSALEABLES

- _____ 60.00 30.00 Collaborative Unsaleables Management Scorecard (1997)
- _____ 50.00 25.00 Efficient Unsaleables Management Scorecard (1997)
- _____ 40.00 20.00 Improving Efficiencies in Product Discontinuation: A Grocery Industry White Paper (2001)
- _____ 45.00 22.50 Joint Industry Task Force on Unsaleable Products Report (1994)
- _____ 60.00 30.00 The Root Causes of Unsaleables: A Joint Industry Study (1999)
- _____ 10.00 5.00 The Principles of Damage Free Loading (VHS video – 2003)
- _____ 70.00 35.00 Unsaleables Management Resource Guide for Manufacturers, Retailers & Wholesalers (1999)
- _____ 20.00 10.00 Unsaleable Product: Disposable Practices and the Salvage Market (1998)
- _____ 50.00 25.00 Unsaleable Products: Industry Survey & Benchmarks Report (1997)
- _____ 50.00 25.00 Unsaleable Products: Industry Survey & Benchmarks Report (1998)
- _____ 50.00 25.00 Unsaleable Products: Industry Survey & Benchmarks Report (1999)
- _____ 50.00 25.00 Unsaleable Products: Industry Survey & Benchmarks Report (2000)
- _____ 50.00 25.00 Unsaleable Products: Industry Survey & Benchmarks Report (2001)
- _____ 50.00 25.00 Unsaleable Products: Industry Survey & Benchmarks Report (2002)
- _____ 50.00 25.00 Unsaleables Benchmark Report (2003) 

YEAR 2000

- _____ FREE GMA/FMI Contingency Planning White Paper (1999)
- _____ FREE Preparing for the Year 2000: Grocery Manufacturers' Y2K Readiness & Contingency Plans (1999)

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Item Code	Description	Quantity	Unit Price	Amount

Subtotal

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Shipping & Handling (Must be included; orders will not be sent without complete shipping information):

Ground: \$ 7.00 for first item, \$2.00 for each additional item

2 Day: \$16.00 for first item, \$5.00 for each additional item

Next Day*: \$20.00 for first item, \$5.00 for each additional item
*plus \$15 surcharge after 3 p.m.

International: Postage cost is determined by destination and weight of shipment.
Please call 202-295-3929 for price BEFORE sending final order with payment.

Total

METHOD OF PAYMENT:

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Credit Card # _____ Exp. Date: _____

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(* security code on back/signature side of card)

Signature: _____

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