

Transportation Program

February 2021





Transport

RP Webinar Series List

RP Kickoff Meeting

Deep Dive: Retail Optimization

Deep Dive: Price Book / SKVs

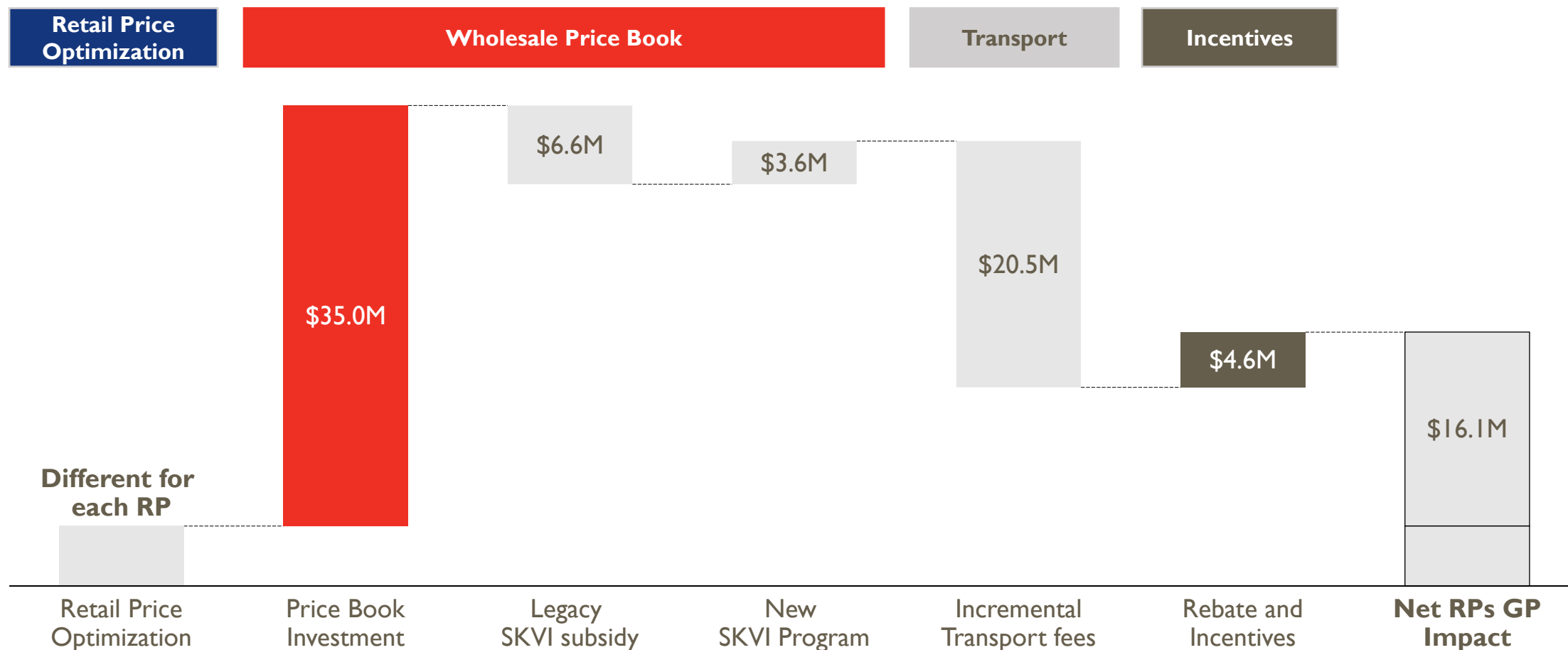
Deep Dive: Incentive Program

Deep Dive:Transportation



Transport

We are investing in our price book, especially in fresh, to drive warehouse purchases and system buying power





Transport

Agenda

- Current State vs. Wholesale Model State
- Wholesale Model Transportation Fee Structure
- Fee Mitigation Strategies
- Q&A

Fresh Produce Focus – Updates to Enhance Freshness

- Direct to DC inbound on all West Coast veg and fruit reduces order lead time and transportation days.
- Revamped tomato and mushroom program with new supply partner (introduced the week of 2/21/21):
 - Half of the network has 4-5 day/week inbound deliveries with the remaining having 3 or 4
 - Organization supports banana ripening needs (potential for tighter inbound window)
- New tropical program (begins the week of 2/28/21):
 - Enables direct to DC ships from central point, bypassing consolidation and redistribution
- Adjusted banana program:
 - Scaled back inbound ripening stage to 2.5 from 3.0 extending store and pantry shelf life
 - Testing on premises ripening trailers (Plant City) which enhance freshness of product to stores
 - Thorough review of DC handling procedures in progress
- Increased utilization of regional suppliers for certain commodities reduces order lead time and transportation.
- Providing Quality Assurance associates with additional training delivered by International Produce Trainers. IPT is widely recognized as the foremost produce training organization in the industry.
- Calibrated inbound delivery schedules to ensure arrivals align with highest volume days, minimizing dwell time in the DC.
- Staging outbound orders in DC Temperature zone
- Loading Trucks as close to dispatch as possible
- Total End to End Supply chain coordination to take cycle time out for improved Freshness “system thinking”



Transport

Wholesale Model Future State Fee Structure

Legacy State

Distance from DC is predominant driver of transportation fees

Ineffective deterrents for very small orders

Limited incentive for RP to achieve high trailer utilization or create loads easy to pair with other stores

Current fees have not been revised in decades causing a high level of subsidy in delivery fees

Wholesale Model Future State

Fee structure that focuses on efficiency of loads and trailer utilization, which are heavily influenced by RP ordering practices, while still maintaining competitive pricing for stores located nearby distribution facilities as well as those stores that are further away

Fixed minimum delivery fee for all orders below 450 cubic ft. (~1/4 trailer)

RPs receive lower cost-per-case for efficient 1/2 trailer or supercombo loads; savings from transportation efficiencies will be reinvested and passed through to the RPs

Operate transportation as a 'net-zero' cost operation. Re-allocate funds currently utilized for transportation subsidy to fund target-based incentives



Transport

The new delivery fee structure is designed to incentivize RP behavior while accounting for mileage-to-DC differences



Guiding Principles

- Operate transportation as a 'net-zero' cost operation; eliminate hidden subsidies
- Single, simple fee structure across the entire enterprise that focuses on efficiency of loads & trailer utilization
- Maximize trailer cube utilization while migrating to a cost-per-case mindset
- Incremental fees will be re-invested in lower COGS

How it will work

#	Description	Cube Range	Nearby Stores (<60 RT miles)	All Other Stores
1	Very small load order fixed minimum delivery fee	0 – 450	\$ 400	\$ 400
2	Split load order fixed charge up to ½ trailer load	450 – 850	\$ 250	\$ 325
3	Full Truckload¹ fixed charge for anything > ½ trailer	851 – 1900 (Or 43,000 lbs.)	\$ 375	\$ 525
4	Fuel² passthrough based on total round-trip miles		Per Mile Charge² (up to a maximum of 400 RT Miles)	
5	Tolls / Fees passthrough charge		As incurred	

1. Multi-Stop Truckload for an RP group will be charged a full truckload with \$25 stop charge per stop

2. Full Truckloads: “(Round Trip Miles / 6 MPG) * Diesel Price” Splits: “(65% of Round Trip Miles / 6 MPG) * Diesel Price”



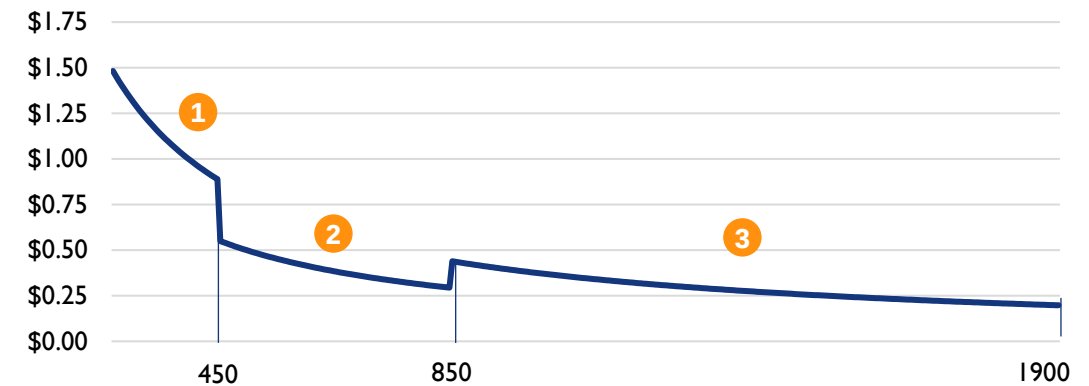
Transport

What can a RP do to succeed: Lowest cost-per-cube will be achieved at efficient Splits and Full Truckloads

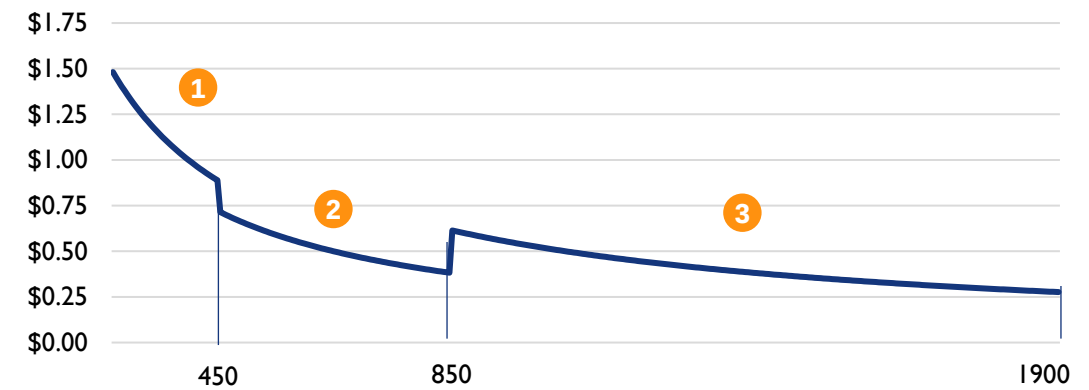
Fee Mitigation Strategies

- Minimize small deliveries. Small/expedited orders are available to Retail Partners, but these should be avoided if possible due to a high fixed delivery charge for orders below ~1/4 of a truck
- Reduce delivery frequency. Most stores should be able to receive an average of 2 deliveries per week while maintaining sufficient stock levels and freshness
- Maximize available space on full truckloads to achieve lowest per-case cost. For full truckload deliveries, there are no additional transportation fees for adding to the order (up to 1900 cube).
- For Split deliveries, achieve the equivalent of 1/2 trailer (850 cube)
- Avoid off-schedule deliveries
- Pallet fill program is a great tool to maximize cube and is active for all RP

Cost per cube¹ – <60 RT Miles



Cost per cube¹ – Over 60 RT Miles



1. Very small load order 2. Split load order 3. Full Truckload

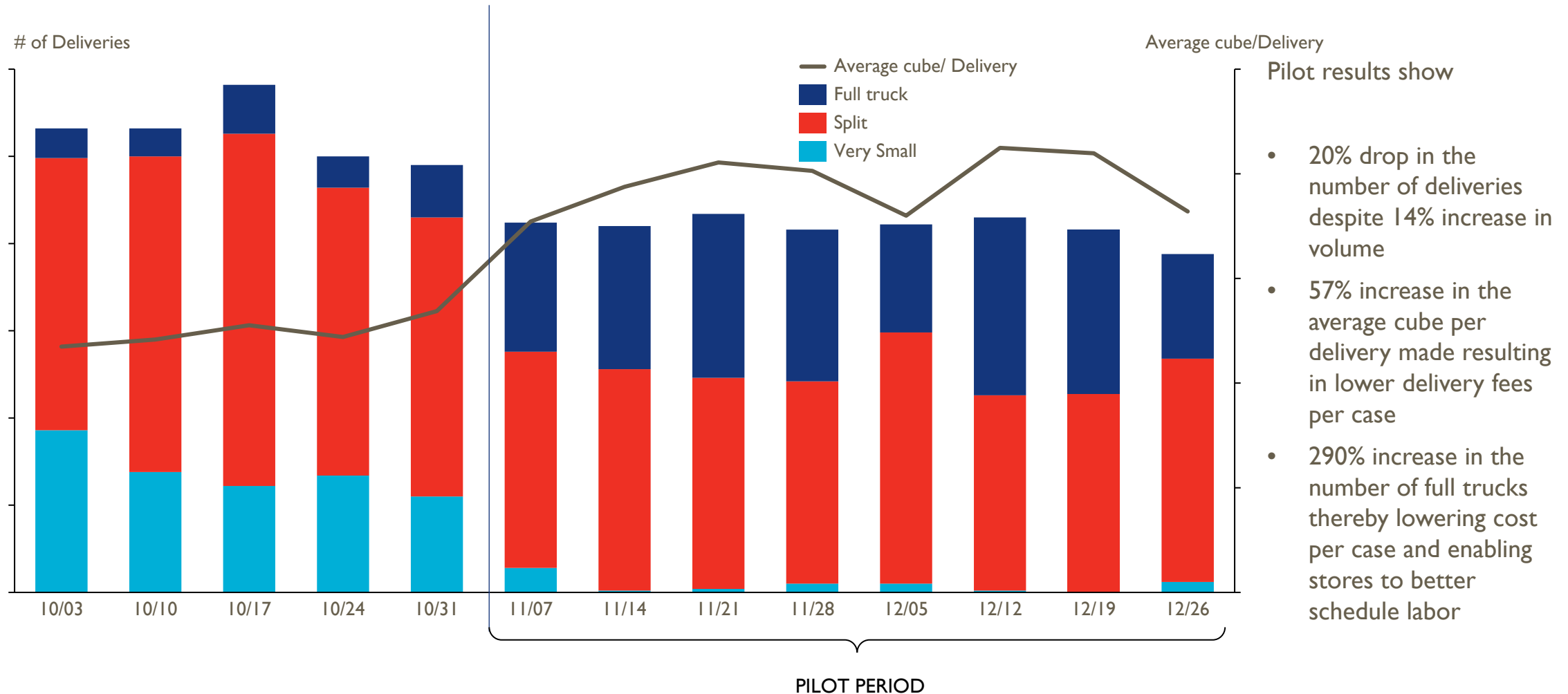
1. 1 case averages 1.1 cubic ft.. Costs shown do not include fuel, tolls, or ancillary fees

2. Maximum delivery size is 1900 cubic feet or 43,000 pounds



Transport

Testing this approach has substantially reduced the number of loads to stores, consistent with a hard discounter strategy





Transport

Reporting: Three new reports will be provided

Daily Transportation Report

- Delivery report by Load ID
- Provides load detail costs
- Emailed daily

Weekly Transportation Detail

- Store-level comparison against planned schedule
- Overview of loads by day
- Provided weekly

Weekly Transportation Summary

- RP-level summary of performance
- Performance against target KPIs
- Provided weekly

Freight Cost by Invoice Load ID Summary

OWNER GROUP	DC	SAL STORE	RP REF ID	CUSTOMER NAME	STORE COST	AVG \$ PER CASE	TT \$
SAMPLE RP	20	###	###	STORE 1	\$ 9,845	\$ 21.60	
SAMPLE RP	11	###	###	STORE 2	\$ 18,121	\$ 23.75	
SAMPLE RP	11	###	###	STORE 3	\$ 348	\$ 116.12	
SAMPLE RP	12	###	###	STORE 4	\$ 15,912	\$ 16.93	
SAMPLE RP	02	###	###	STORE 5	\$ 17,034	\$ 25.05	
SAMPLE RP	02	###	###	STORE 6	\$ 13,785	\$ 24.17	
SAMPLE RP	02	###	###	STORE 7	\$ 12,719	\$ 18.19	
SAMPLE RP	02	###	###	STORE 8	\$ 20,087	\$ 17.04	
SAMPLE RP	05	###	###	STORE 9	\$ 15,208	\$ 21.07	
SAMPLE RP	05	###	###	STORE 10	\$ 14,264	\$ 25.80	
SAMPLE RP	05	###	###	STORE 11	\$ 13,890	\$ 18.89	
SAMPLE RP	05	###	###	STORE 12	\$ 16,863	\$ 20.77	
SAMPLE RP	05	###	###	STORE 13	\$ 18,744	\$ 23.88	

Store #	DC	New Schedule	Supercombo count (proposed)	Split count (proposed)	Supercombo Delivery day	Week end 2/06/21 match	2/06/21 actuals	Supercombo count 2/06/21	Split count 2/06/21	Supercombo Delivery day	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Grand Total
404	01	MMF	2	1	MF	FALSE	MMF	3	0	MMF	-	1,569	-	1,183	-	1,679	-	4,431
405	01	TF	0	2		FALSE	TF	1	1	F	-	-	827	-	-	1,550	-	2,377
407	01	MRA	2	1	MR	FALSE	MRA	3	0	MRA	-	967	-	-	1,500	-	1,460	3,927
408	01	MR	1	1	R	FALSE	MR	2	0	MR	-	2,264	-	-	1,255	-	-	3,519
409	01	TF	1	1	T	FALSE	TF	2	0	TF	-	-	1,101	-	-	1,275	-	2,377
411	01	TBF	1	2	B	FALSE	TBF	2	1	TC	-	-	-	1,613	-	717	1,148	3,478
412	01	MMFA	2	2	MF	FALSE	MMFA	3	1	MMF	-	1,572	-	858	-	1,575	619	4,825
413	01	MR	2	0	MR	TRUE	MR	2	0	MR	-	1,425	-	-	1,344	-	-	2,769
414	01	TF	1	1	T	FALSE	TF	2	0	TF	-	-	897	-	-	984	-	1,881
416	01	MMF	1	2	W	FALSE	MMF	3	0	MMF	-	982	-	861	-	1,621	-	3,464
417	01	MR	1	1	M	FALSE	MR	2	0	MR	-	1,332	-	-	1,610	-	-	2,941
419	01	MTRA	2	2	TR	FALSE	MTRA	3	1	TRA	-	729	1,400	-	1,570	-	1,540	5,241
420	01	TF	2	0	TF	TRUE	TF	2	0	TF	-	-	1,660	-	-	1,532	-	3,192
421	01	TF	1	1	T	TRUE	TF	1	1	T	-	-	-	906	-	-	810	1,716
422	01	MMF	1	2	W	FALSE	MMF	1	2	F	-	818	-	788	-	1,208	-	2,814
424	01	MMF	1	2	W	FALSE	MMF	2	1	WF	-	833	-	1,653	-	1,580	-	4,076
427	01	MMRA	3	1	MRA	TRUE	MMRA	3	1	MRA	-	5,854	-	1,603	748	-	1,289	5,444
864	01	TF	1	1	T	FALSE	TF	2	0	TF	-	-	988	-	-	1,011	-	1,999
902	01	MR	1	1	R	FALSE	MR	1	1	M	-	1,260	-	-	836	-	-	2,096
9034	01	TF	1	1	F	FALSE	TF	0	2		-	-	710	-	-	905	-	1,615
9057	01	TBA	2	1	TR	FALSE	TBA	2	1	RA	-	-	978	-	1,433	-	851	2,669
		Total Deliveries	23	26			Total Deliveries	42	13		-	14,454	10,480	6,445	11,012	16,782	5,864	65,638





Transport

FAQ

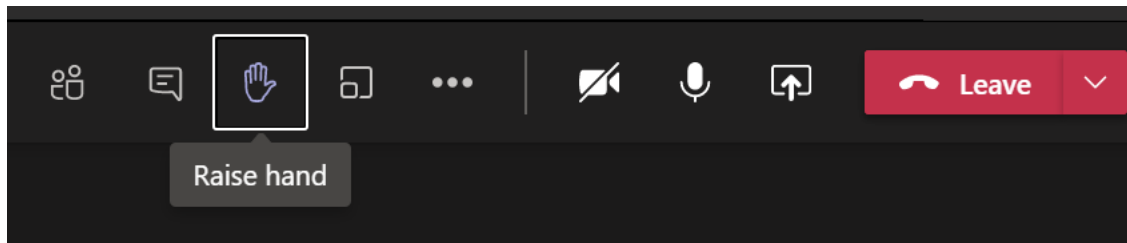
- **How will we guarantee freshness of perishable product with only 2 deliveries per week, especially bananas?**
 - Any store that has two times per week delivery will need to balance to a 4 day on hand inventory, currently the corp stores have 5 days of produce, meat on hand. Bananas Tod Seiling is working to have two types of Banana at DC.
- **Will RP's have a set delivery schedule?**
 - We will set day and times for Supercombo, for split we will have a set AM or PM delivery window, and then we will confirm time 24 hours in advance as we always have, we will work towards a solution to dynamically route for gaining the greatest efficiency in the Supply Chain Network.
- **EBT week calls for an incremental truck how will SAL build a system to accommodate this one week per period uptick in purchase demand.**
 - If volume dictates a need for additional truck we will always accommodate, process would be for store to first maximize current delivery before we would add another.
- **How and can I add a delivery if needed? Will it be later than my normal deliveries?**

If special delivery is requested we would use our normal process

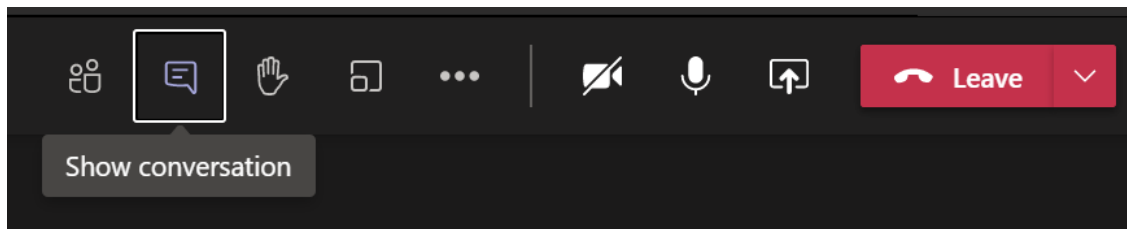


Q&A

- Please keep your line muted until called on to ask a question
- Option to raise hand to ask a question and we will call on you
 - Press * 6 to unmute



- Option to write question in the conversation window



Appendix



Transport



Transport

Fee Calculation Example I

Example Store 50 roundtrip miles from the closest SAL distribution facility. Diesel fuel is \$3.00 per gallon in the region.

ORDER SIZE	LOGIC	CALCULATION	FEE
Order less than 450 cube	Small Load Fee + ((Cost/Gallon) * 65% * Round Trip Miles)/6 MPG	\$400 + (\$3.00*65%*50/6) Freight Cost + (Cost per Gallon x 65% of RT Miles/MPG)	\$416.25
Order between: 450 and 850 cube	Split Load Fee + ((Cost/Gallon) * 65% * Round Trip Miles)/6 MPG	\$250 + (\$3.00*65%*50/6) Freight Cost + (Cost per Gallon x 65% of RT Miles/MPG)	\$266.25
Order between 851 and 1900 cube	Full Truckload Fee + ((Cost/Gallon) * Round Trip Miles)/6 MPG	\$375 + (\$3.00*50/6) Freight Cost + (Cost per Gallon RT Miles/MPG)	\$400.00
Two orders less than 850 cube; paired together with a store from the same RP	(Full Truckload Fee + ((Cost/Gallon) * Round Trip Miles)/6 MPG + \$25 per stop) / 2	(\$375 + (\$3.00*65%*50/6) + 2*25)/2 [Freight Cost + (Cost per Gallon x 65% of RT Miles/MPG) + Stops x Stop Charge] / Stops *example exhibits two stores at 50 Round Trip Miles	\$220.63/each



Transport

Fee Calculation Example 2

Example Store 200 roundtrip miles from the closest SAL distribution facility. Diesel fuel is \$3.00 per gallon in the region.

ORDER SIZE	LOGIC	CALCULATION	FEE
Order less than 450 cube	Small Load Fee + ((Cost/Gallon) * 65% * Round Trip Miles)/6 MPG	\$400 + (\$3.00*65%*200/6) Freight Cost + (Cost per Gallon x 65% of RT Miles/MPG)	\$465.00
Order between: 450 and 850 cube	Split Load Fee + ((Cost/Gallon) * 65% * Round Trip Miles)/6 MPG	\$325 + (\$3.00*65%*200/6) Freight Cost + (Cost per Gallon x 65% of RT Miles/MPG)	\$390.00
Order between 851 and 1900 cube	Full Truckload Fee + ((Cost/Gallon) * Round Trip Miles)/6 MPG	\$525 + (\$3.00*200/6) Freight Cost + (Cost per Gallon RT Miles/MPG)	\$625.00
Two orders less than 850 cube; paired together with a store from the same RP	(Full Truckload Fee + ((Cost/Gallon) * Round Trip Miles)/6 MPG + \$25 per stop) / 2	(\$525 + (\$3.00*65%*200/6) + 2*25)/2 [Freight Cost + (Cost per Gallon x 65% of RT Miles/MPG) + Stops x Stop Charge] / Stops *example exhibits two stores at 200 Round Trip Miles	\$320.00/each



Fuel Cost Break Down

- Fuel costs will be a direct pass through of cost, and will follow market movement
- The fuel component of the transportation costs consists of 4 components:
 - Load Type: LTL or FTL
 - FTL = 100% Burden of Miles: (1.0x) added to equation
 - LTL = 65% Burden of Miles: (0.65x) added to equation
 - Market Fuel Price, by region (see <https://www.eia.gov/petroleum/gasdiesel/>)
 - Round Trip Miles
 - Average Miles per Gallon – 6mpg
 - Factor: 1 Gallon / 6 Miles = 0.17x
- Equations:
 - Full Truckload (FTL): Total Fuel Cost = [Cost per Gallon x (Round Trip Miles x 1.0 {FTL Factor})] / 6 MPG
 - Shortened Form: Fuel = Cost per Gallon x RT Miles x 0.17
 - Less than Truckload (LTL): Total Fuel Cost = [Cost per Gallon x (Round Trip Miles x 0.65 {LTL Factor})] / 6 MPG
 - Shortened Form: Fuel = Cost per Gallon x RT Miles x 0.65 x 0.17
- Examples:
 - Fuel Price: \$2.50/gal; Store Miles: 127 Miles Round Trip
 - Full Truckload (FTL): $[2.50 \times (127 \times 1.0)] / 6 = \textbf{\$52.92 Total Fuel Cost}$
 - Less than Truckload (LTL): $[2.50 \times (127 \times 0.65)] / 6 = \textbf{\$34.40 Total Fuel Cost}$



Transport

Accessorial Charges

Type of Charge	Fee
DETENTION	\$60/hr, charged on a quarter hour increment (roundup)
TOLLS	Passthrough (dependent on store)
MISC CHARGE	Passthrough (as incurred)
FREIGHT ADJUSTMENT	Correction entry for freight
STORE TRANSFER	Passthrough
RENTAL TRAILER	Passthrough (pick-up and drop-off charges)
RENTAL TRAILER FUEL	Passthrough
RENTAL TRAILER TRANSPORT	Passthrough
DRY ICE	Passthrough (transportation cost plus dry ice)
SPECIAL DELIVERY FREIGHT (Off-Schedule Order)	Passthrough (dependent on store - freight rate)
SPECIAL DELIVERY FUEL	Passthrough (dependent on store & market rate)
RESTOCKING	10% of product value (\$200 max)
CROSSDOCK PALLETS	\$50 per pallet of non-Save-A-Lot product sent through the Save-A-Lot distribution center for delivery (example: RP-specific display racks)
ADDITIONAL DC HANDLING	For non-Save-A-Lot product sent through the Save-A-Lot distribution center, DC labor will be charged as a passthrough expense for any pallet breakdown or case-level handling
RECYCLING / OLD CORRUGATED CONTAINERS CREDIT (OCC)	Retail Partners are entitled to 40% of the net OCC reimbursement amount collected by Save A Lot; Credit will be issued within 30 days of Save A Lot's receipt of payment from the Recycling Vendor. (see OCC Recycling Services for Licensed Retailers Service Agreement)



Transport

Fill Pallet Program details

What is the Fill Pallet Program?

The fill pallet program is an optional rule applied to every order book, which provides stores the opportunity to add additional full pallet quantity items to an order.

These items will then be considered by the DC team for addition to the order if the trailer has additional capacity available once out of stocks have been considered, but we cannot guarantee the items will be added.

The objective of this program is to cube out all deliveries in order to maximize equipment efficiencies and reduce transportation costs.

How the Fill Pallet Program works?

The Fill Item Optional rule is available on every load and includes the below parameters:

- Can select up to 5 items
- Must be a pallet item or full pallet quantity of any one item
- Can be any item except
 - Merch dept 005, 006, 007 (produce, supplies, GM)
 - Item class 084, 162, 164, 186 (meat)
 - Item dept 011, 012 (milk, cultured, ice cream)

Store Order Book View - The store order book has the Fill field available to enter fill quantities, while the PQty and Pal fields are available to assist in determining what the full pallet quantity is, or if it is a pallet item.



Transport

Daily Transportation Report

Freight Cost by Invoice Load ID Summary

OWNER GROUP	DC	SAL STORE	RP REF ID	CUSTOMER NAME	STORE COST	AVG \$ PER CASE	TTL TRANSP \$	FREIGHT COST	FUEL COST	STOP CHARGE	TOLLS COST	OTHER TRANSP COST	TRANS \$ PER LB	TRANS \$ PER CUBE	DEPART DATE	LOAD ID	LOAD TYPE	CUBE PER STORE	WEIGHT PER STORE
SAMPLE RP	20	###	###	STORE 1	\$ 9,845	\$ 21.60	\$ 521	\$ 400.00	\$ 94.17		\$ 27.00		\$ 0.054	\$ 1.332	1/1/2021	233577	P	391.40	9,692
SAMPLE RP	11	###	###	STORE 2	\$ 18,121	\$ 23.75	\$ 525	\$ 350.00	\$ 118.74		\$ 56.22		\$ 0.027	\$ 0.734	1/1/2021	294262	P	714.80	19,669
SAMPLE RP	11	###	###	STORE 3	\$ 348	\$ 116.12									1/1/2021	294262	P	6.60	61
SAMPLE RP	12	###	###	STORE 4	\$ 15,912	\$ 16.93	\$ 464	\$ 350.00	\$ 113.66				\$ 0.023	\$ 0.647	1/1/2021	348169	P	716.70	19,751
SAMPLE RP	02	###	###	STORE 5	\$ 17,034	\$ 25.05	\$ 400	\$ 350.00	\$ 49.82				\$ 0.021	\$ 0.563	1/1/2021	645473	P	710.10	19,104
SAMPLE RP	02	###	###	STORE 6	\$ 13,785	\$ 24.17	\$ 478	\$ 350.00	\$ 127.67				\$ 0.026	\$ 0.652	1/1/2021	645476	P	732.40	18,528
SAMPLE RP	02	###	###	STORE 7	\$ 12,719	\$ 18.19	\$ 471	\$ 350.00	\$ 121.44				\$ 0.031	\$ 0.737	1/1/2021	645505	P	639.40	14,972
SAMPLE RP	02	###	###	STORE 8	\$ 20,087	\$ 17.04	\$ 356	\$ 350.00	\$ 5.71				\$ 0.019	\$ 0.451	1/1/2021	645512	T	788.10	19,196
SAMPLE RP	05	###	###	STORE 9	\$ 15,208	\$ 21.07	\$ 380	\$ 312.50	\$ 67.47				\$ 0.028	\$ 0.703	1/1/2021	653158	P	540.50	13,630
SAMPLE RP	05	###	###	STORE 10	\$ 14,264	\$ 25.80	\$ 367	\$ 312.50	\$ 54.49				\$ 0.018	\$ 0.516	1/1/2021	653158	P	711.80	20,957
SAMPLE RP	05	###	###	STORE 11	\$ 13,890	\$ 18.89	\$ 390	\$ 312.50	\$ 77.85				\$ 0.022	\$ 0.620	1/1/2021	653159	P	629.40	17,516
SAMPLE RP	05	###	###	STORE 12	\$ 16,863	\$ 20.77	\$ 394	\$ 312.50	\$ 81.48				\$ 0.020	\$ 0.504	1/1/2021	653159	P	782.40	19,483
SAMPLE RP	05	###	###	STORE 13	\$ 18,744	\$ 23.88	\$ 692	\$ 575.00	\$ 117.10				\$ 0.046	\$ 0.732	1/1/2021	653160	P	945.30	15,046



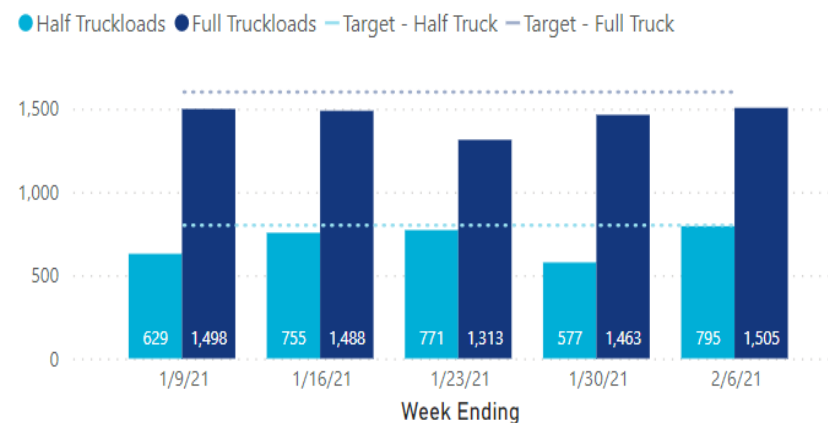
Transport

Weekly Transportation Summary

Performance KPIs

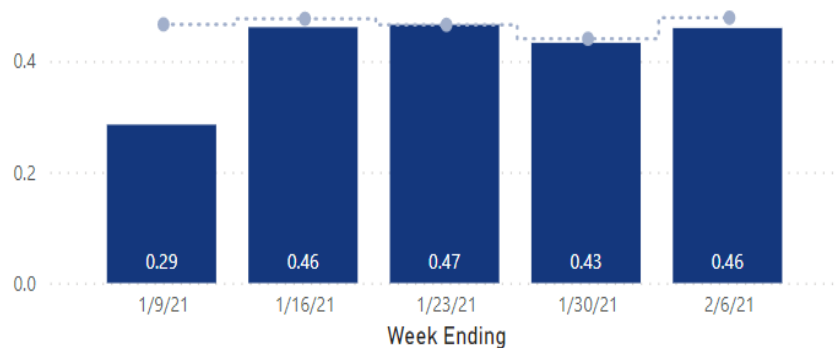
	Actual	Target	Status
Cost Per Case	0.42	0.46	●
Average Deliveries	11.36	10.00	●
Average Half Truck Cube	687	800	●
Average Full Truck Cube	1,442	1,600	●
Total Deliveries	250	220	●
Total Cube	226,140	240,275	●
Transportation Fees	103,282	114,105	●

Average Cube Per Delivery



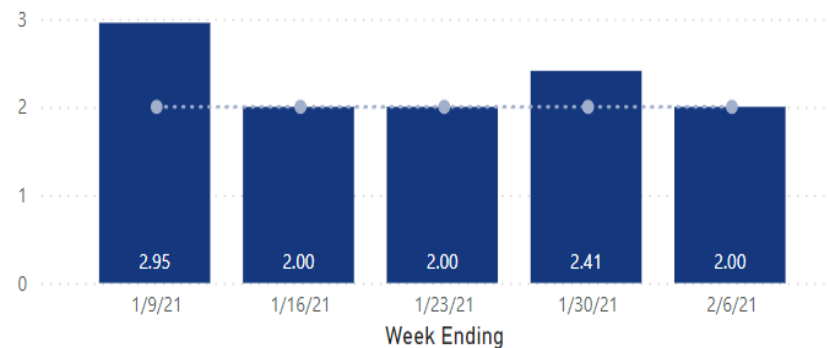
Cost Per Case

● Cost Per Case ● Target - Cost Per Case



Average Deliveries Per Week

● Average Deliveries ● Target - Average Deliveries



Dates Displayed

Number of Stores Shown

1/3/2021 through 2/6/2021

23



Transport

Weekly Transportation Detail

Store #	DC	New Schedule	Supercombo count (Proposed)	Split count (proposed)	Supercombo Delivery day	Week end 2/06/21 match	2/06/21 actuals	Supercombo count 2/06/21	Split count 2/06/21	Supercombo Delivery day	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Grand Total
404	01	MWF	2	1	MF	FALSE	MWF	3	0	MWF	–	1,569	–	1,183	–	1,679	–	4,430
405	01	TF	0	2		FALSE	TF	1	1	F	–	–	827	–	–	1,550	–	2,377
407	01	MRA	2	1	MR	FALSE	MRA	3	0	MRA	–	867	–	–	1,500	–	1,460	3,827
408	01	MR	1	1	R	FALSE	MR	2	0	MR	–	1,264	–	–	1,255	–	–	2,519
409	01	TF	1	1	T	FALSE	TF	2	0	TF	–	–	1,101	–	–	1,275	–	2,377
411	01	TRF	1	2	R	FALSE	TRF	2	1	TF	–	–	1,613	–	717	1,148	–	3,478
412	01	MWFA	2	2	MF	FALSE	MWFA	3	1	MWF	–	1,572	–	858	–	1,576	819	4,825
413	01	MR	2	0	MR	TRUE	MR	2	0	MR	–	1,425	–	–	1,344	–	–	2,769
414	01	TF	1	1	T	FALSE	TF	2	0	TF	–	–	897	–	–	984	–	1,881
416	01	MWF	1	2	W	FALSE	MWF	3	0	MWF	–	982	–	861	–	1,621	–	3,464
417	01	MR	1	1	M	FALSE	MR	2	0	MR	–	1,332	–	–	1,610	–	–	2,941
419	01	MTRA	2	2	TR	FALSE	MTRA	3	1	TRA	–	729	1,400	–	1,570	–	1,542	5,241
420	01	TF	2	0	TF	TRUE	TF	2	0	TF	–	–	1,660	–	–	1,522	–	3,182
421	01	TF	1	1	T	TRUE	TF	1	1	T	–	–	906	–	–	810	–	1,716
422	01	MWF	1	2	W	FALSE	MWF	1	2	F	–	818	–	788	–	1,208	–	2,814
424	01	MWF	1	2	W	FALSE	MWF	2	1	WF	–	833	–	1,653	–	1,590	–	4,076
427	01	MWRA	3	1	MWA	TRUE	MWRA	3	1	MWA	–	1,804	–	1,603	748	–	1,289	5,444
864	01	TF	1	1	T	FALSE	TF	2	0	TF	–	–	988	–	–	1,011	–	1,999
992	01	MR	1	1	R	FALSE	MR	1	1	M	–	1,260	–	–	836	–	–	2,096
8034	01	TF	1	1	F	FALSE	TF	0	2		–	–	710	–	–	805	–	1,516
8057	01	TRA	2	1	TR	FALSE	TRA	2	1	RA	–	–	379	–	1,433	–	853	2,666
			29	26				42	13		–	14,454	10,480	6,945	11,012	16,782	5,964	65,636
		Total deliveries	55				Total deliveries	55										