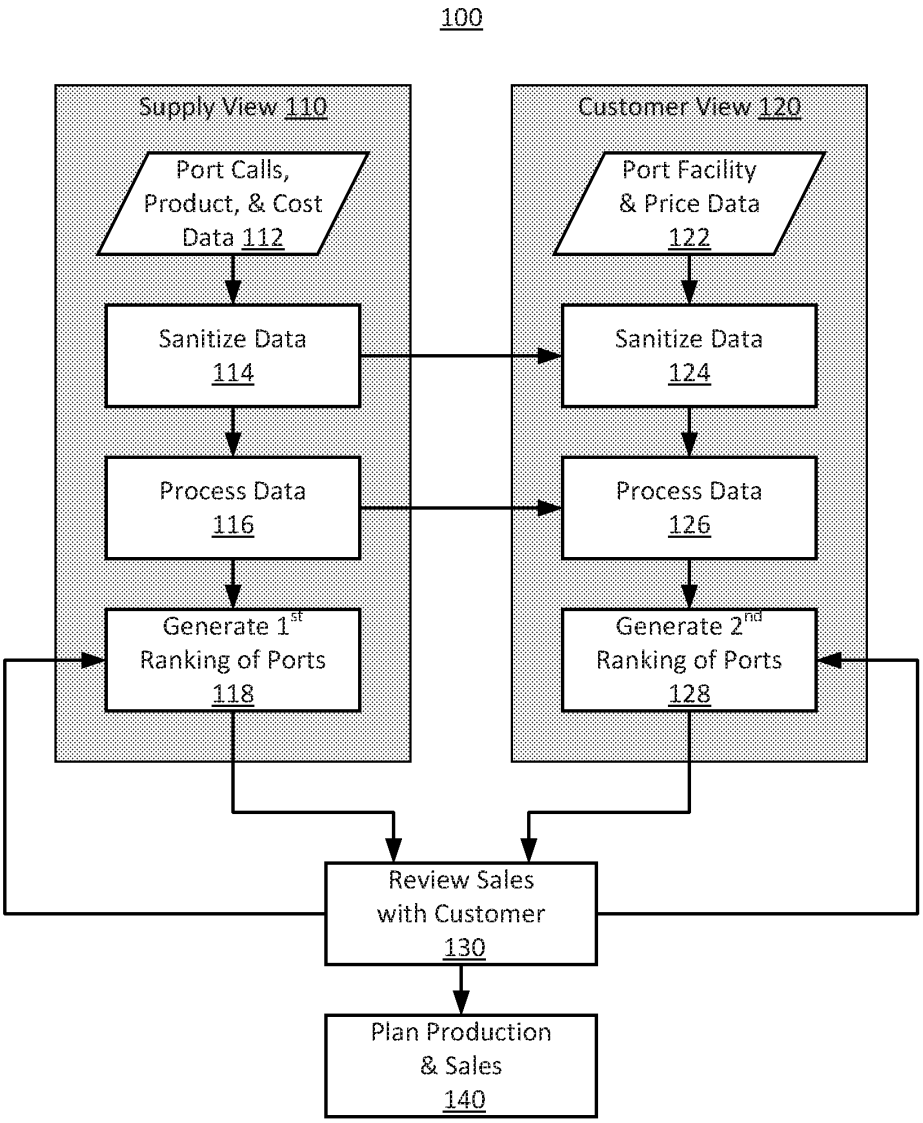

100
Supply View 110
Port Calls, Product, & Cost Data 112
Sanitize Data 114
Process Data 116
Generate 1st Ranking of Ports 118
Customer View 120
Port Facility & Price Data 122
Sanitize Data 124
Process Data 126
Generate 2nd Ranking of Ports 128
Review Sales with Customer 130
Plan Production & Sales 140

FIG. 1

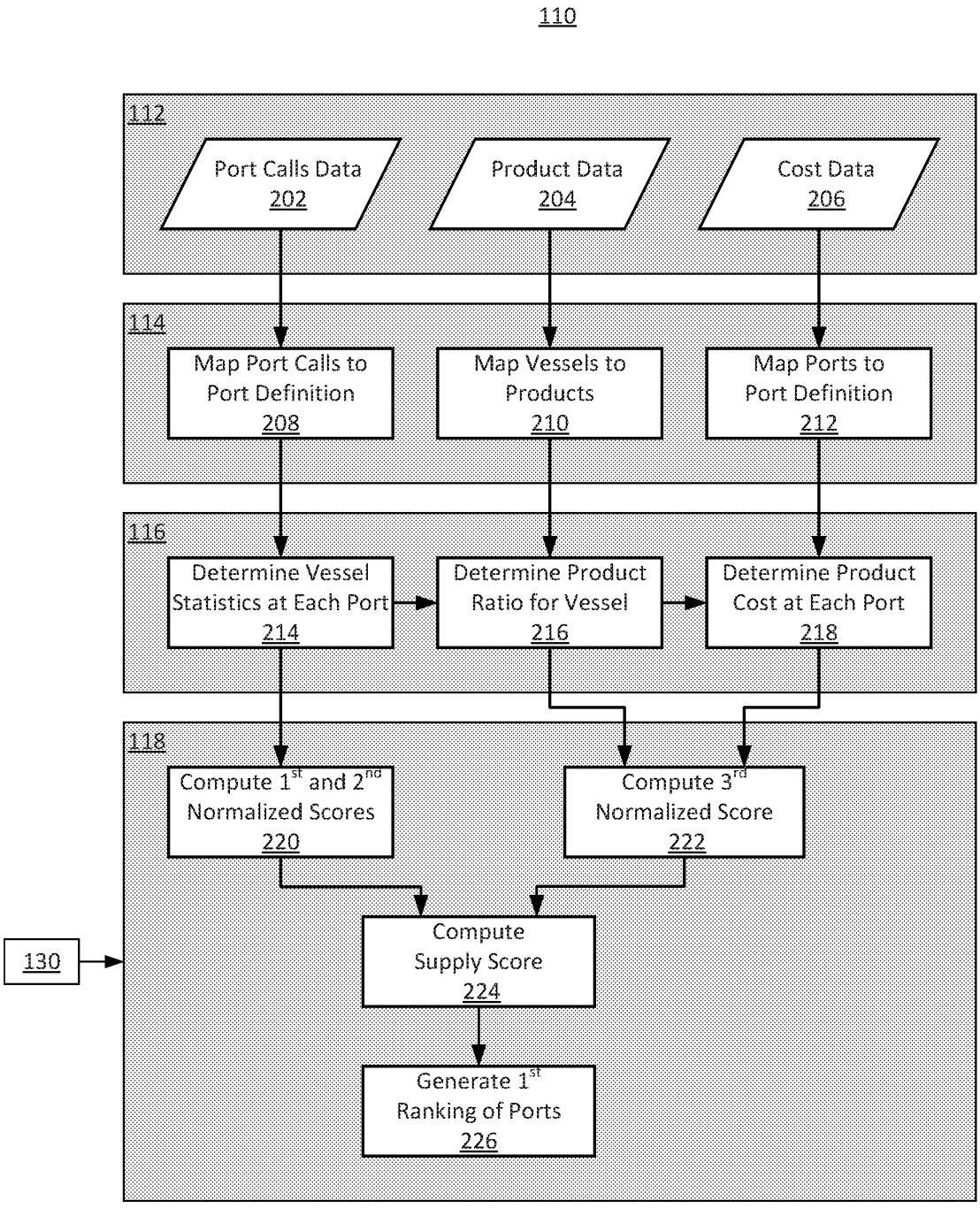

110
112
Port Calls Data
202
Product Data
204
Cost Data
206
114
Map Port Calls to Port Definition
208
Map Vessels to Products
210
Map Ports to Port Definition
212
116
Determine Vessel Statistics at Each Port
214
Determine Product Ratio for Vessel
216
Determine Product Cost at Each Port
218
118
Compute 1st and 2nd Normalized Scores
220
Compute 3rd Normalized Score
222
130
Compute Supply Score
224
Generate 1st Ranking of Ports
226

FIG. 2

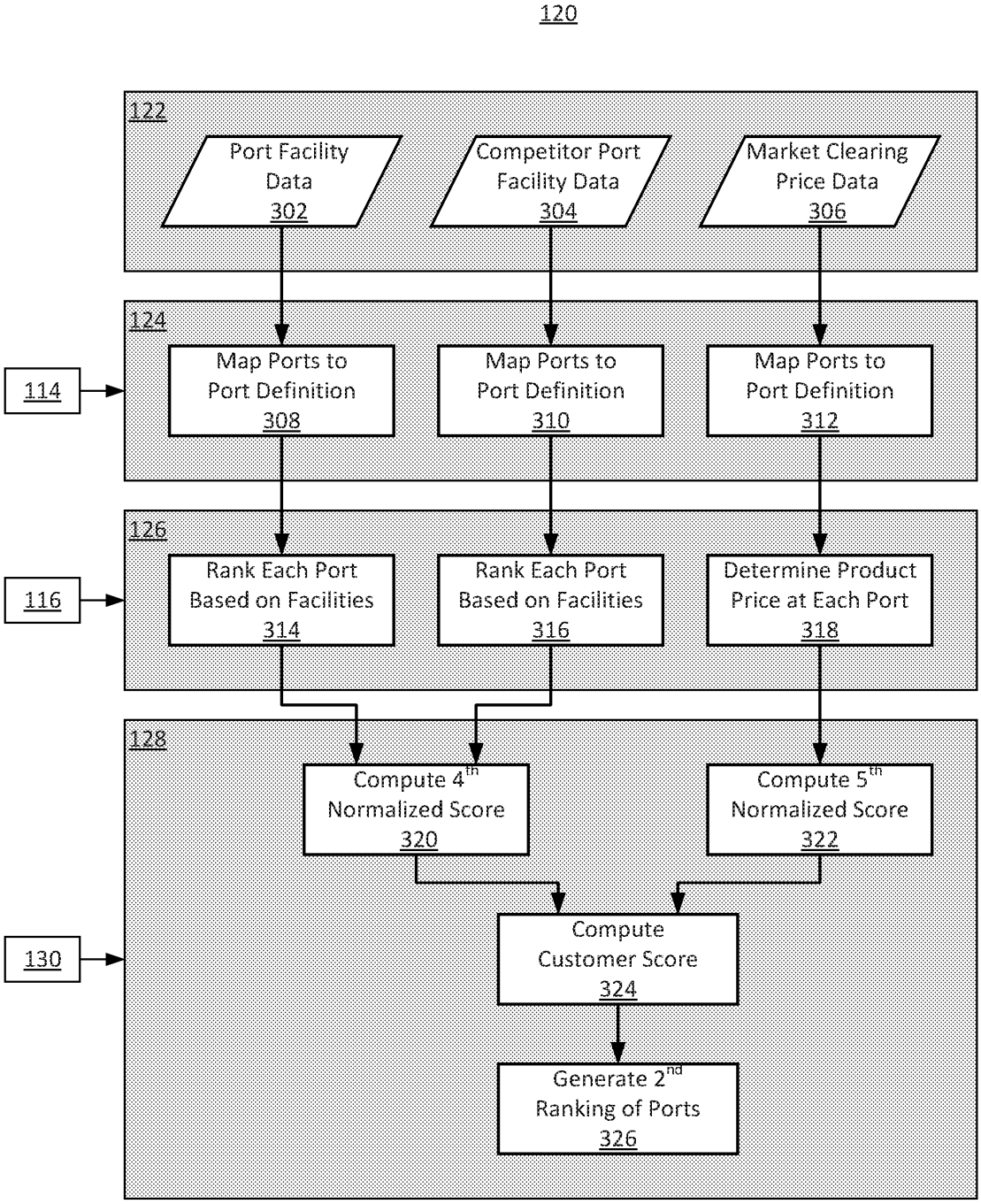

120
122
Port Facility Data 302
Competitor Port Facility Data 304
Market Clearing Price Data 306
124
114
Map Ports to Port Definition 308
Map Ports to Port Definition 310
Map Ports to Port Definition 312
126
116
Rank Each Port Based on Facilities 314
Rank Each Port Based on Facilities 316
Determine Product Price at Each Port 318
128
Compute 4th Normalized Score 320
Compute 5th Normalized Score 322
130
Compute Customer Score 324
Generate 2nd Ranking of Ports 326

FIG. 3

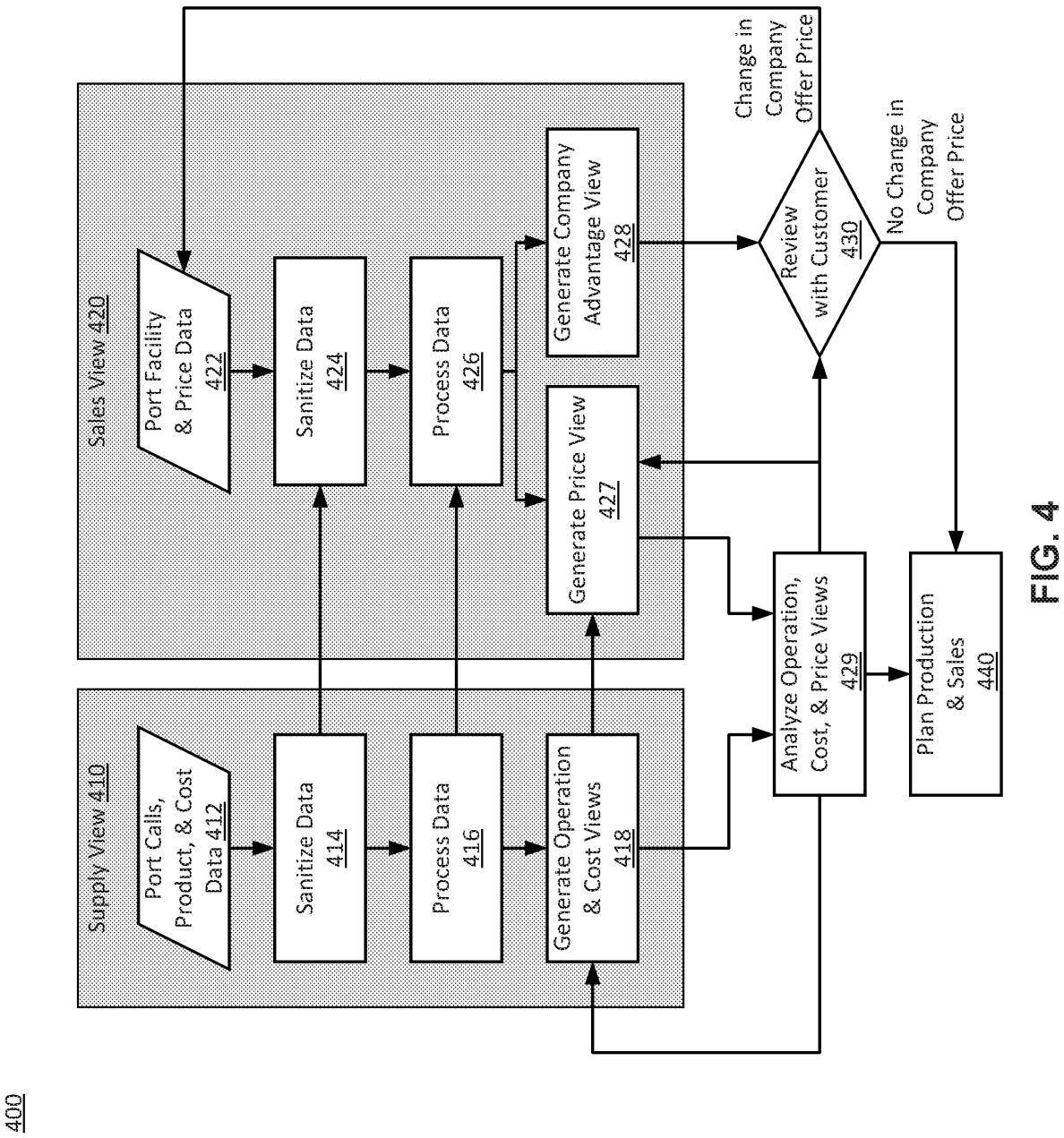

400
Supply View 410
Port Calls, Product, & Cost Data 412
Sanitize Data 414
Process Data 416
Generate Operation & Cost Views 418
Sales View 420
Port Facility & Price Data 422
Sanitize Data 424
Process Data 426
Generate Price View 427
Generate Company Advantage View 428
Analyze Operation, Cost, & Price Views 429
Review with Customer 430
Change in Company Offer Price
No Change in Company Offer Price
Plan Production & Sales 440

FIG. 4

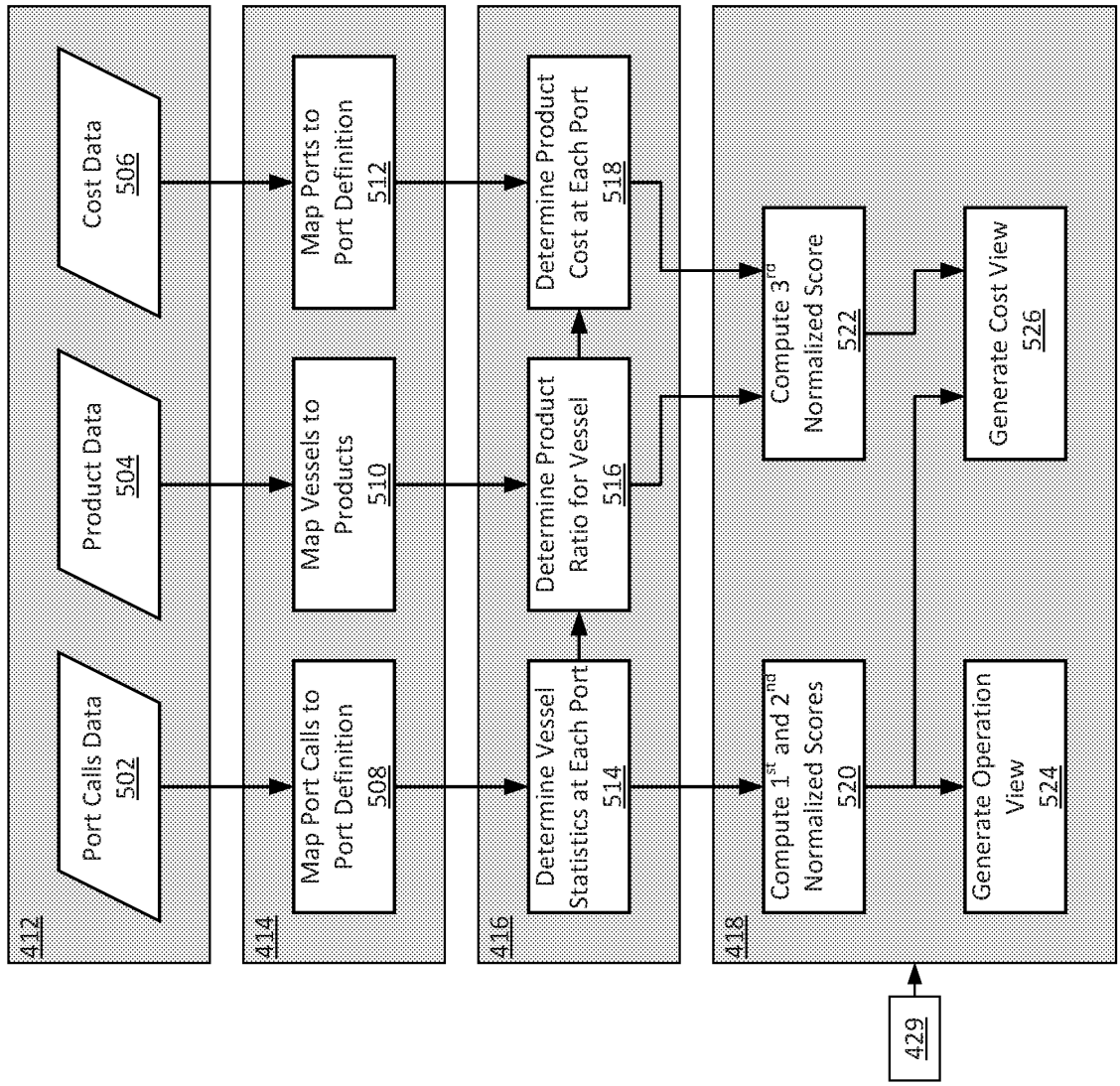

410
412
Port Calls Data 502
Product Data 504
Cost Data 506
414
Map Port Calls to Port Definition 508
Map Vessels to Products 510
Map Ports to Port Definition 512
416
Determine Vessel Statistics at Each Port 514
Determine Product Ratio for Vessel 516
Determine Product Cost at Each Port 518
418
Compute 1st and 2nd Normalized Scores 520
Compute 3rd Normalized Score 522
Generate Operation View 524
Generate Cost View 526
429

FIG. 5

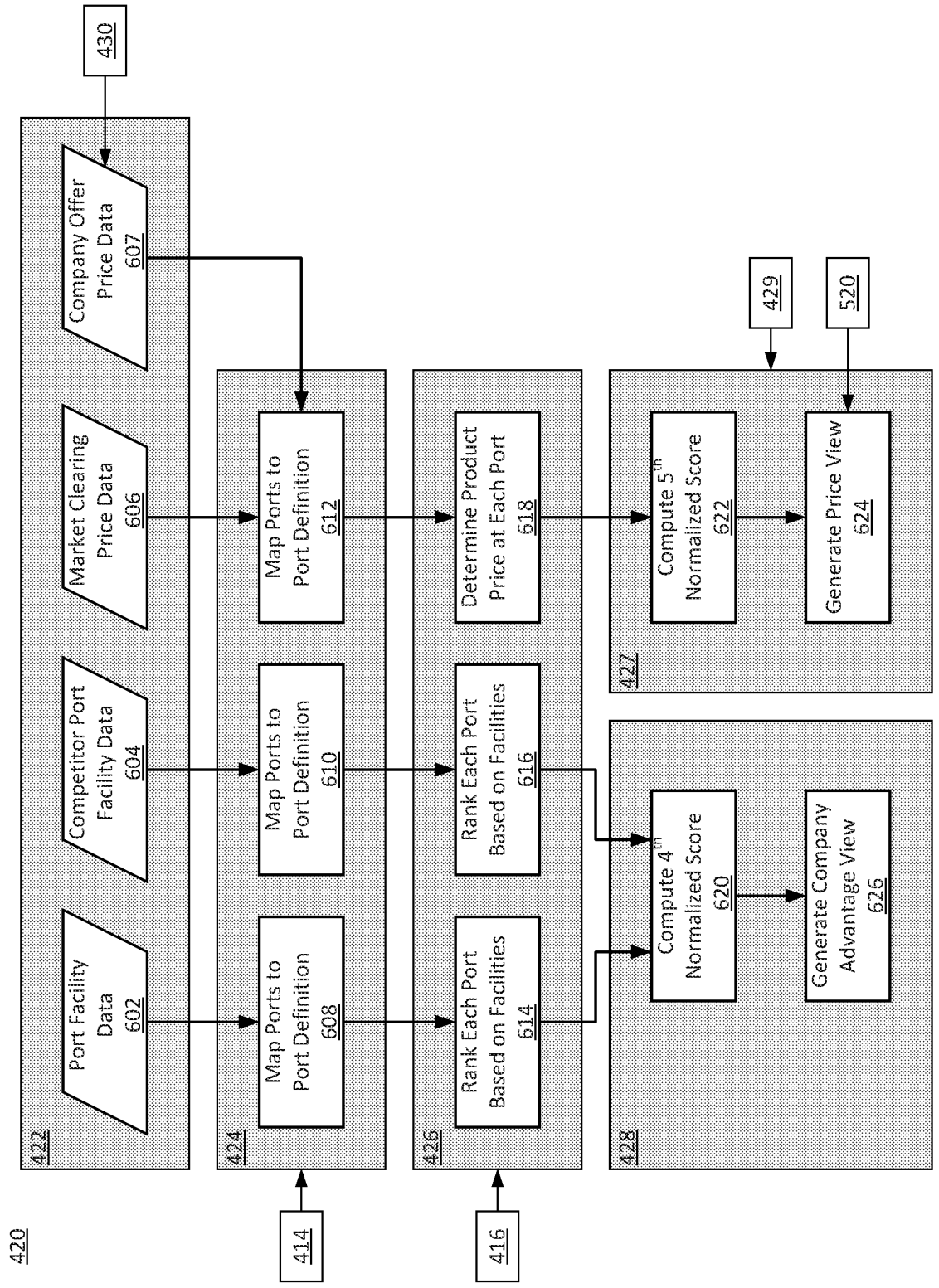

420
422
Port Facility Data 602
Competitor Port Facility Data 604
Market Clearing Price Data 606
Company Offer Price Data 607
430
414
416
424
Map Ports to Port Definition 608
Map Ports to Port Definition 610
Map Ports to Port Definition 612
426
Rank Each Port Based on Facilities 614
Rank Each Port Based on Facilities 616
Determine Product Price at Each Port 618
428
Compute 4th Normalized Score 620
Generate Company Advantage View 626
427
Compute 5th Normalized Score 622
Generate Price View 624
429
520

FIG. 6