

Sheet1

TEMPLATE,C,WHICH,C,20	LCODE,C,VALUEX,C,40		
MRK	ANAL7		
MRK	ANAL4	5	up to œ 5m
MRK	ANAL4	50	up to œ 50m
MRK	ANAL4	100	up to œ 100m
MRK	ANAL1	FT	Financial Times
MRK	ANAL1	Exh	Exhibition
MRK	ANAL1	Adv	Advertising
MRK	ANAL1	Int	Introduction
MRK	ANAL1	PE	Private Eye
MRK	ANAL1	Net	Internet
MRK	ANAL3	C	Client possibility
MRK	ANAL3	PC	Client potential
MRK	ANAL3	NC	No Chance
MRK	ANAL6	1	to œ 1m
MRK	ANAL6	10	to œ 10m
MRK	ANAL5	1	below 1000
MRK	ANAL5	10	below 10,000
MRK	ANAL5	10+	more than 10,000
MRK	ANAL1	YP	Yellow Pages
MRK	ANAL2	Me	Meeting
MRK	ANAL2	Te	Telephone Response
MRK	ANAL2	Cu	Cultivating
MRK	ANAL2	Qu	Quotation
MRK	ANAL2	Cl	Closing
MRK	ANAL7	3	3 months
MRK	ANAL7	6	6 months
MRK	ANAL7	Y	Year
MRK	ANAL8	Ent	Entertainment
MRK	ANAL8	Mot	Motor
MRK	ANAL8	Res	Restaurants
MRK	ANAL8	Tra	Transport
MRK	ANAL8	Air	Airlines
MRK	ANAL9	S	Speculative
MRK	ANAL9	Mo	Moderate to Good
MRK	ANAL9	Ex	Excellent
MRK	ANAL9	Nil	no hope
MRK	ANAL10	C	Client
MRK	ANAL10	Su	Suppliers
MRK	ANAL10	Pro	Prospects
Personnel	ANAL1	Tra	Trainee
Personnel	ANAL1	Ac	Accountant
Personnel	ANAL1	Ma	Manager
Personnel	ANAL3	Y	Yes
Personnel	ANAL3	N	No
Personnel	ANAL6	Mar	Marketing
Personnel	ANAL6	Pur	Purchasing
Personnel	ANAL6	Man	Manufacturing
Personnel	ANAL6	Acc	Accounts

Sheet1

Cars	ANAL1	COM	Comprehensive
Cars	ANAL1	3RD	Third Party only
Cars	ANAL2	1	
Cars	ANAL2	5	Class 5
Cars	ANAL2	6	Class 6
Cars	ANAL2	7	Class 7
Cars	ANAL4	BA	Bain & Co
Cars	ANAL4	MB	Motor Brokers
Cars	ANAL7	1	1 year
Cars	ANAL7	3	3 Years
Cars	ANAL7	30	30,000 miles
Cars	ANAL7	60	60000 miles
Cars	ANAL8	6	pt 6
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	Ma		QuotatioClient
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	Ma	7	Prospect Prospecto
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	Ma	A	60000 miles0000 milesday
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	Ma		2es 2es Pers A Personn
	Ma		Bain & mil ile Pers A Personn
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Sheet1

AAAAAAAAA/AAAAA	Ma		s es	œ 1
AAAAAAAAA AAAAA	Ma		es	œ 5
	Ma	s	A ees	œ 1
MRKAccounts		s	aaDaaaaaaaaa	Distributio
MRKAccounts			R	Retail
MRKAccounts			K Pers lœ1	
MRKAccounts	6aaaaaa		A Pers llowM	