

Sales Overview

Year

2019

2020

2021

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Customer City

All

Sub Category

All

Category

All

Product Name

All

Sales vs Budget

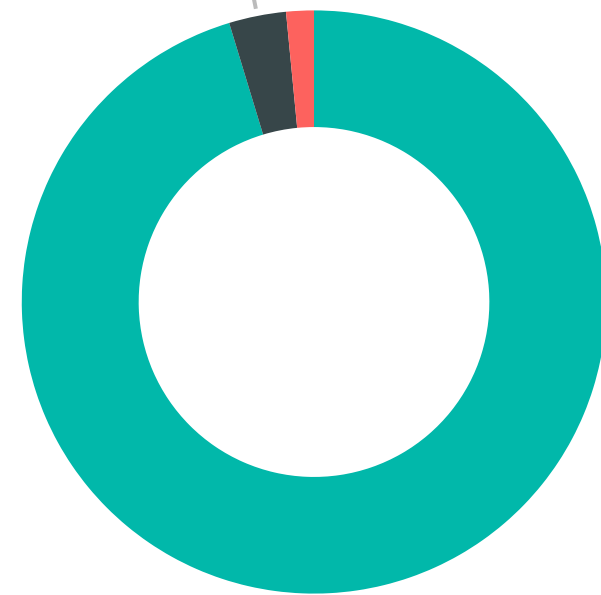
22,194,469

21,100,000.00

1,094,469 ↑

Sales by Product Category

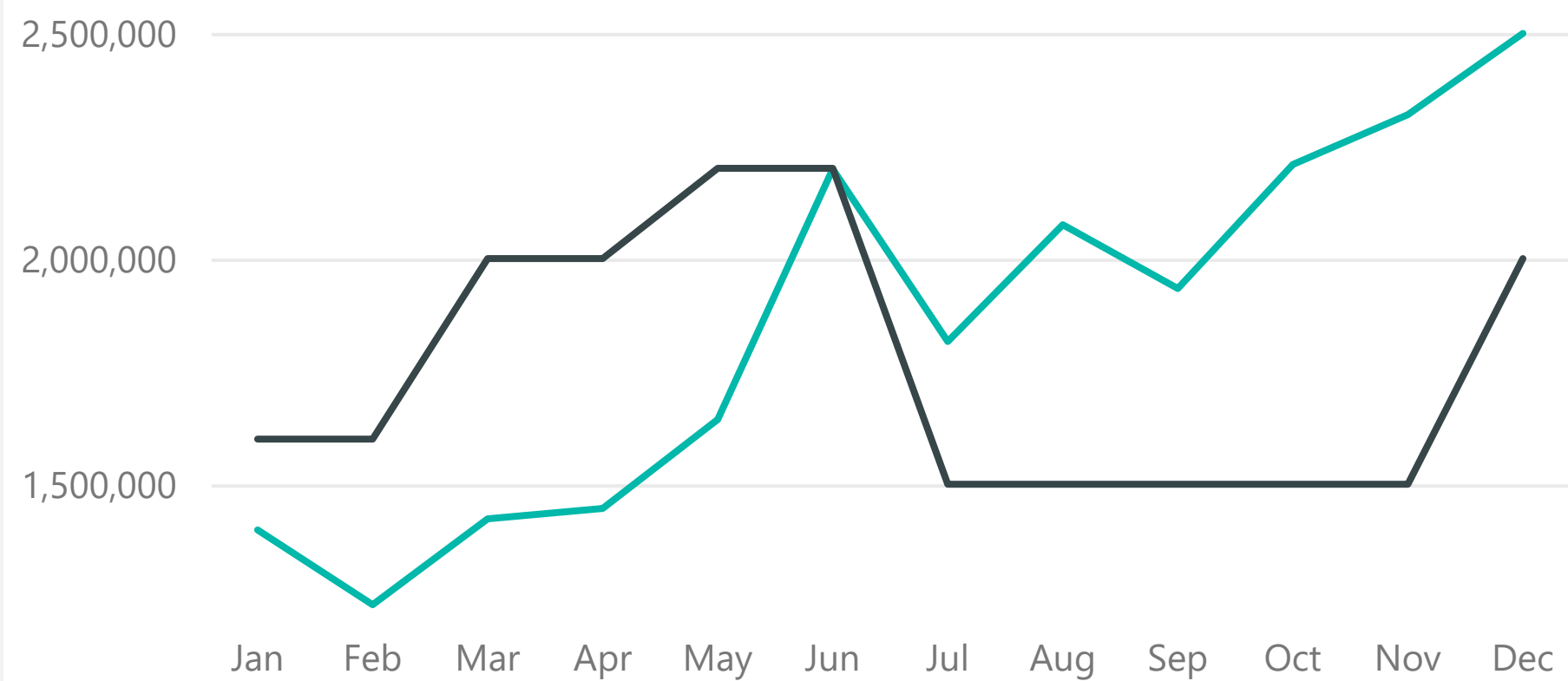
Accessories 700,760 (3.16%)



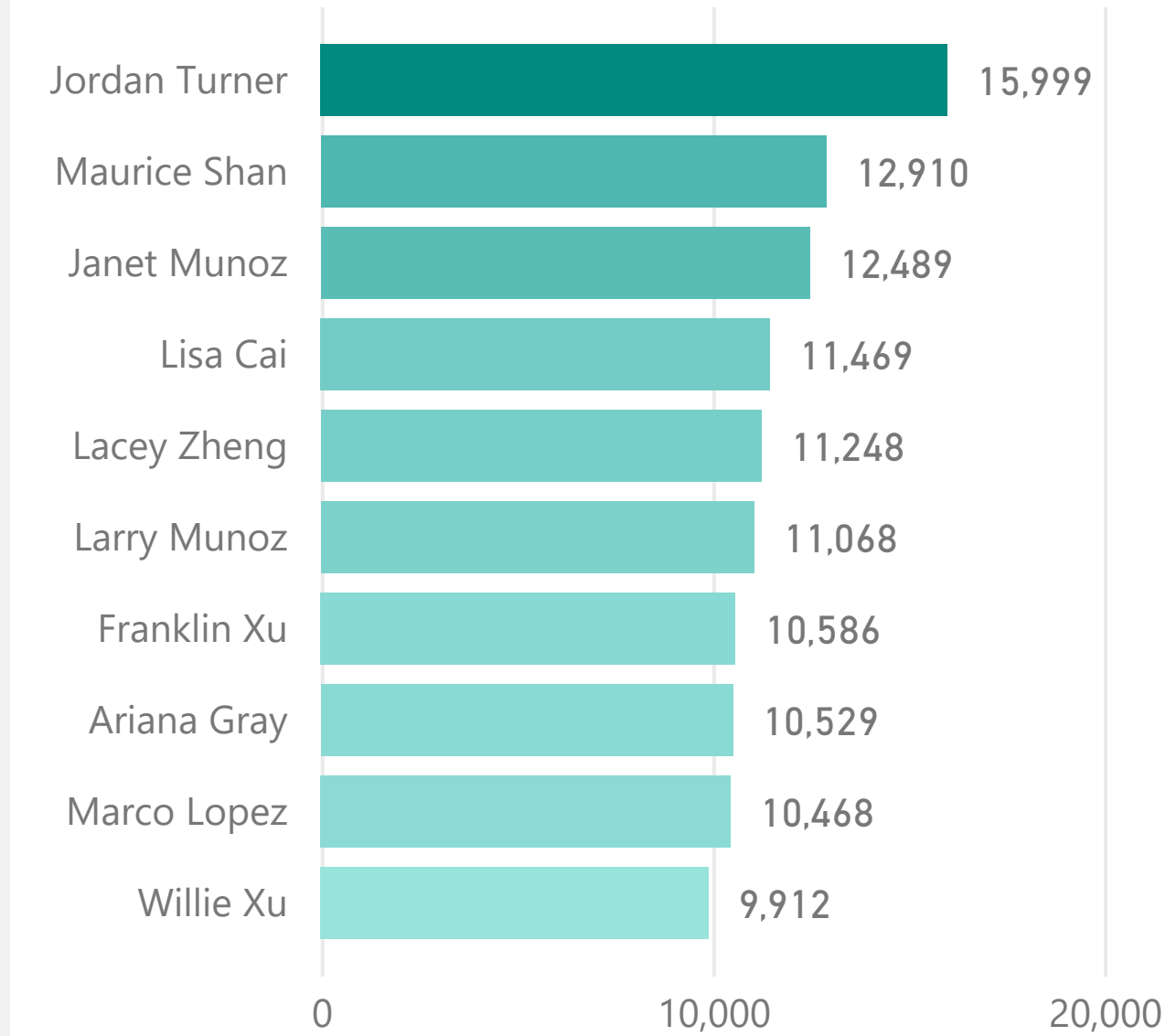
Bikes 21,153,936 (95.31%)

Sales and Budget by Month

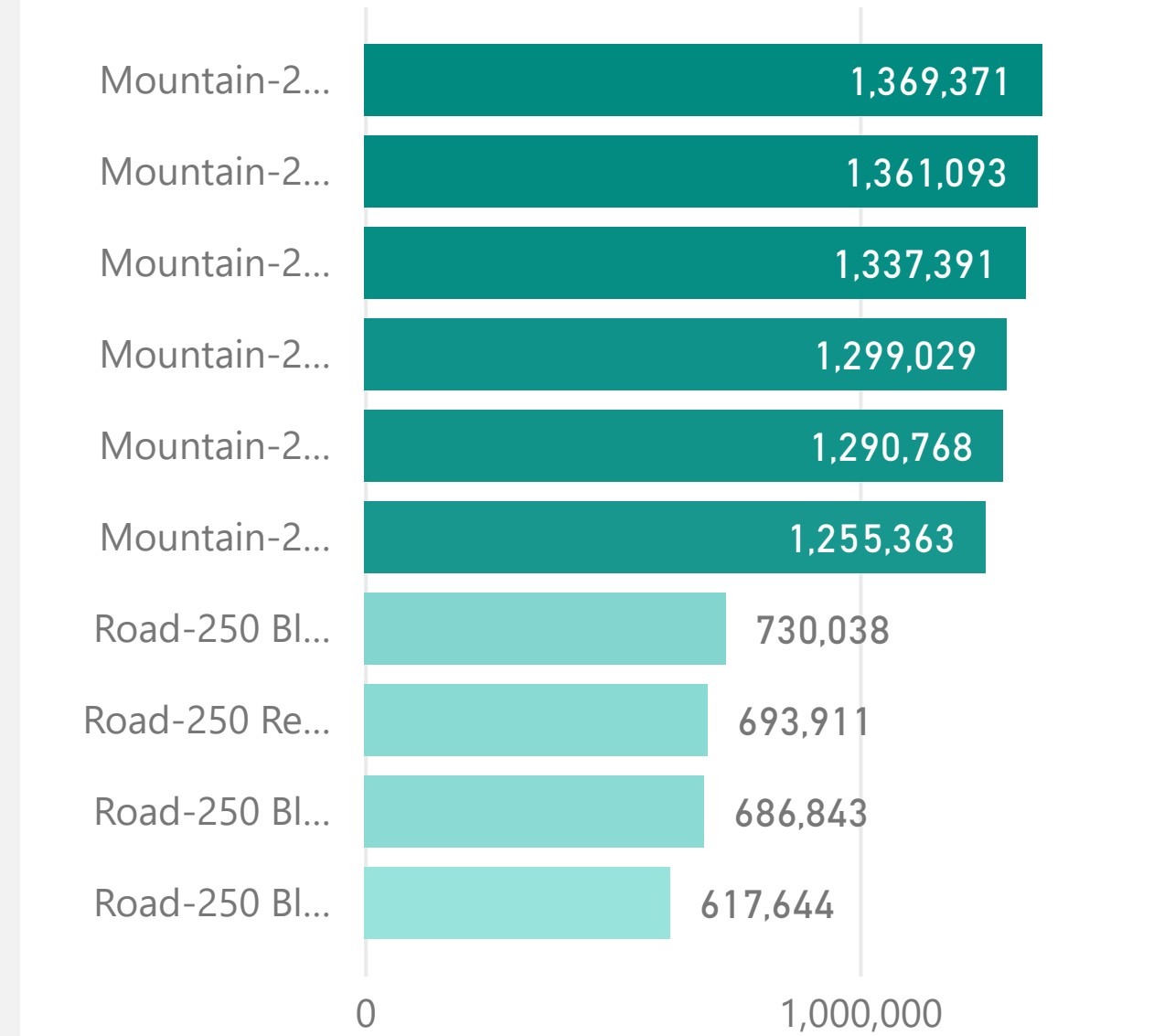
● Sales ● Budget



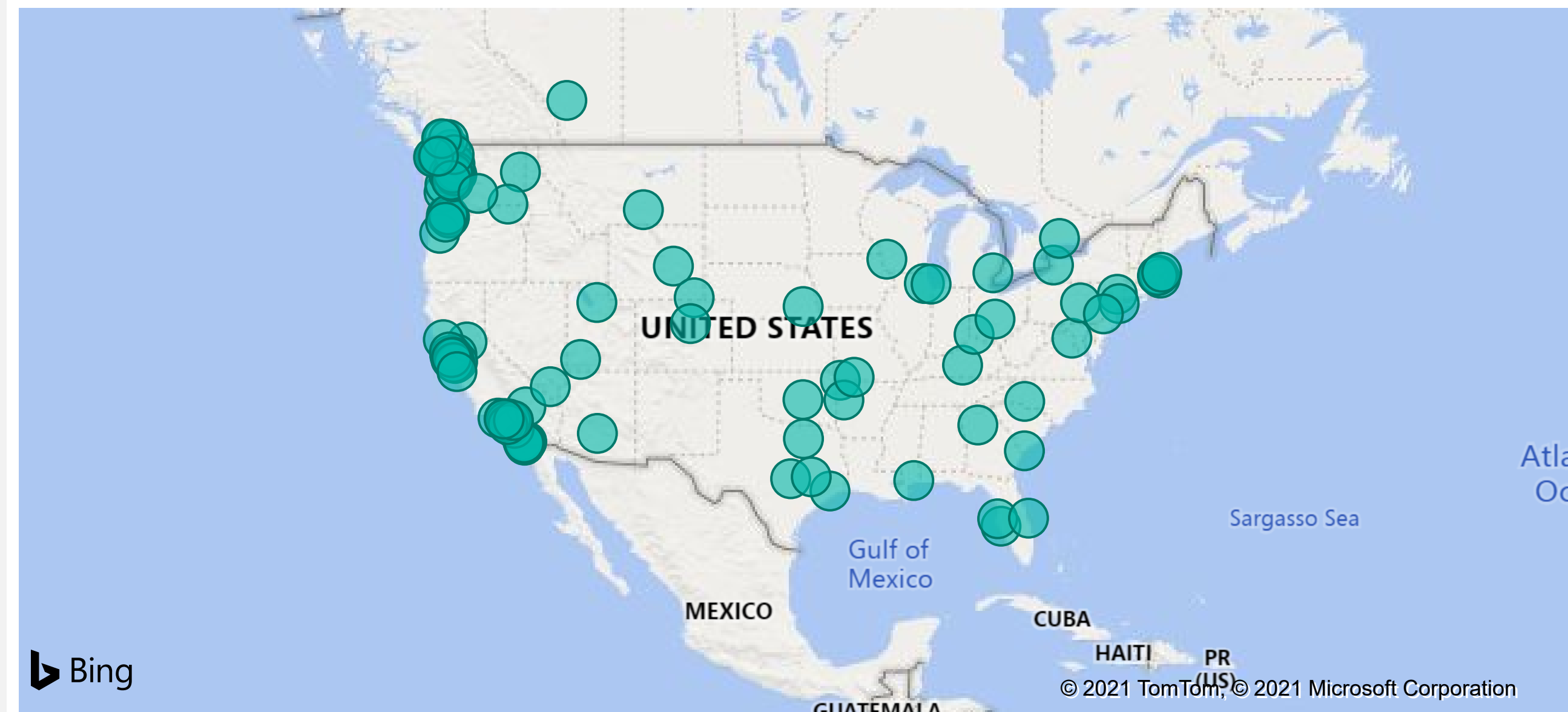
Sales by Top 10 Customers



Sales by Top 10 Products



Sales / Budget by Customer City



Customer Details

Year

2019

2020

2021

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Customer City

All

Sub Category

All

Category

All

Product Name

All

22,194,469

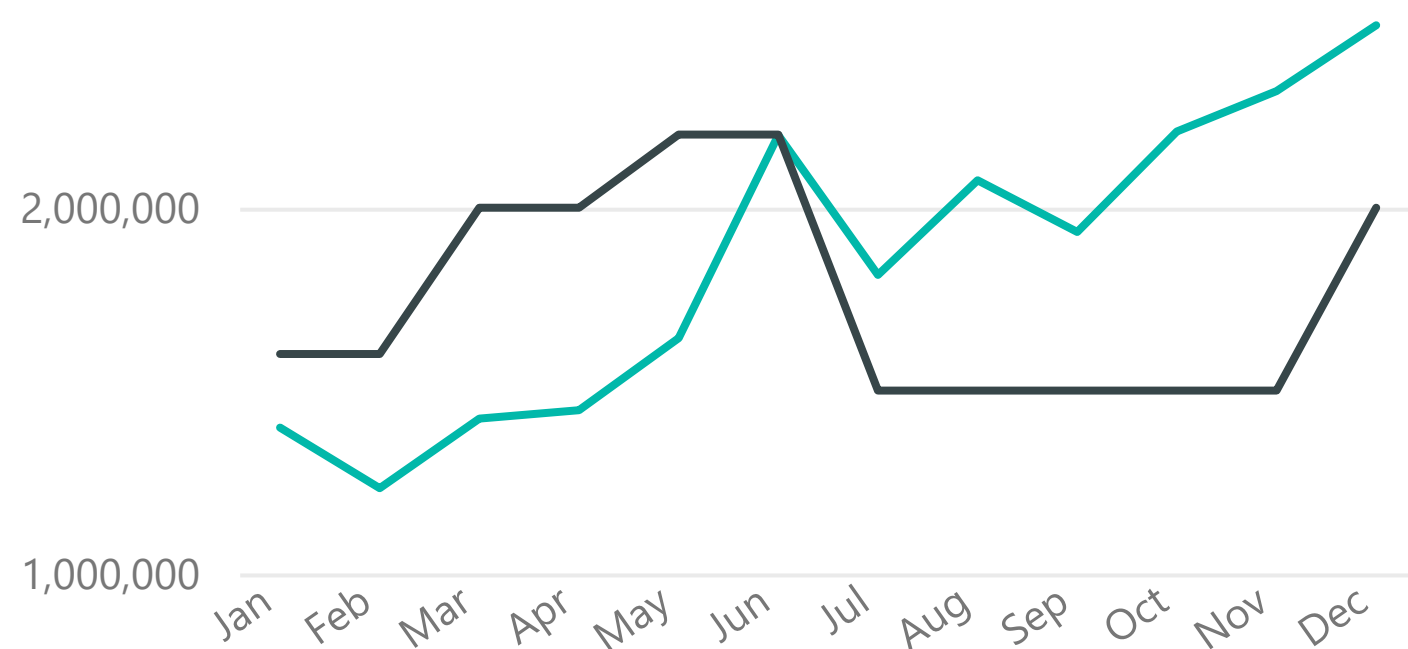
Sales

21,100,000

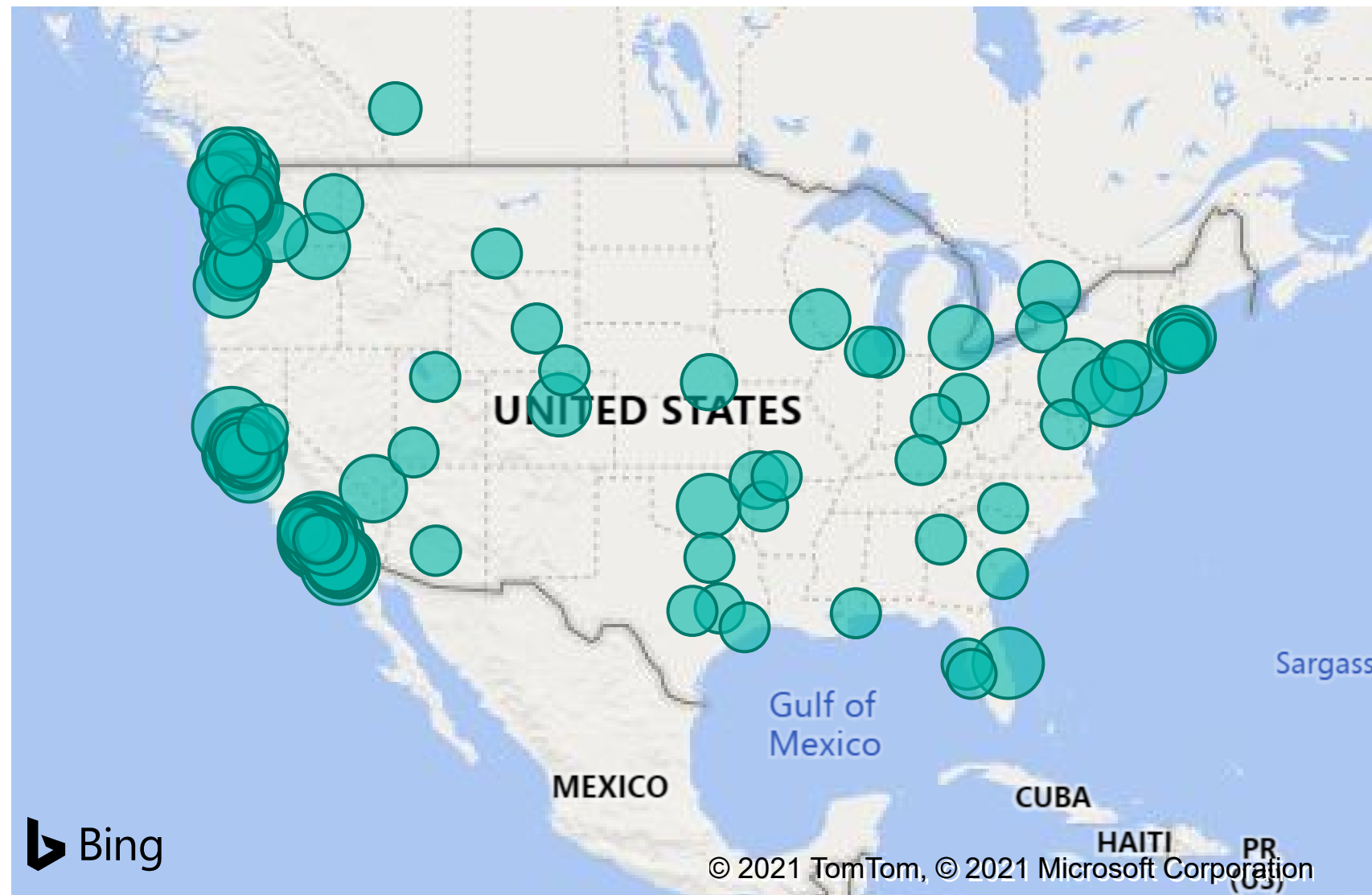
Budget

Sales and Budget by Month

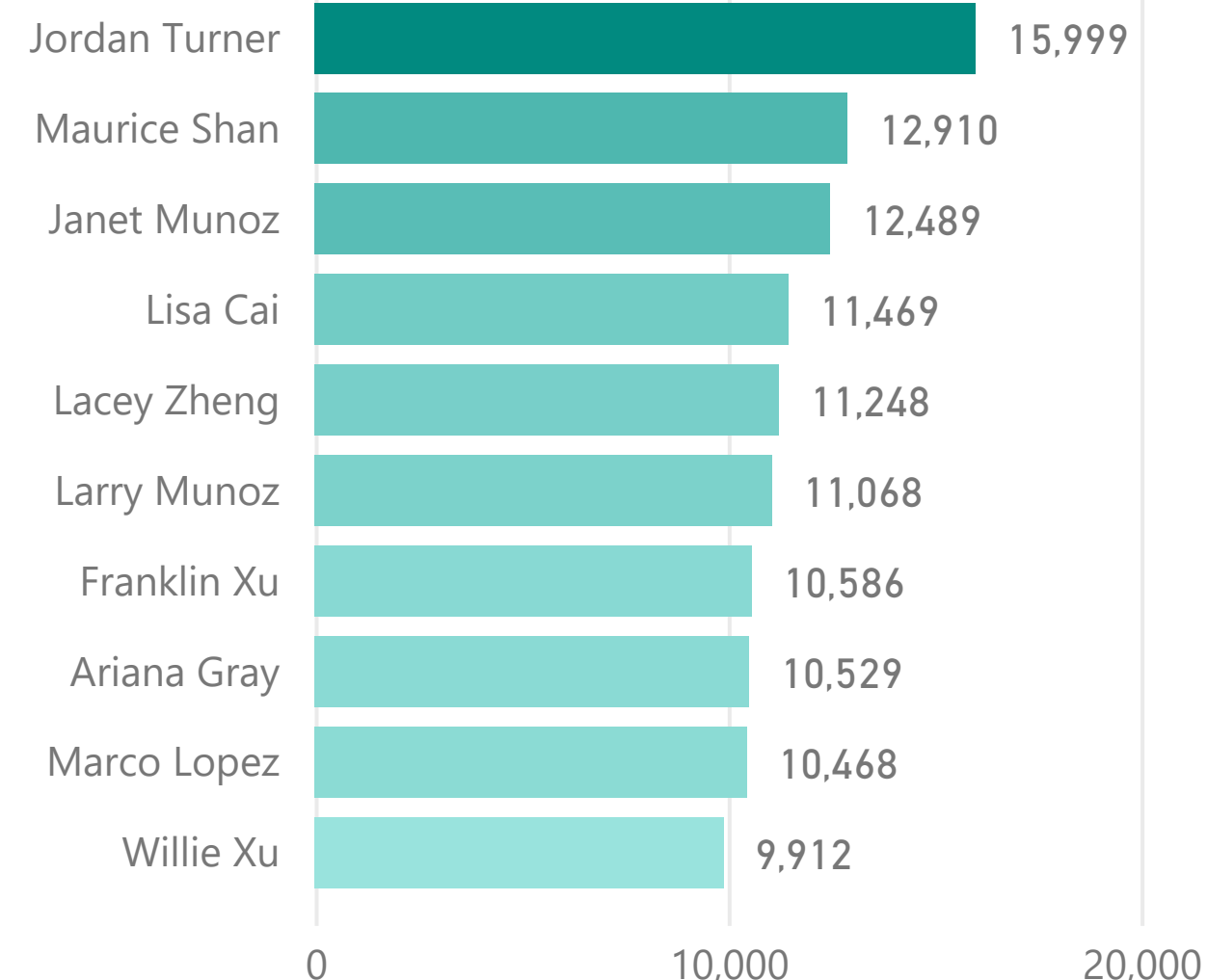
● Sales ● Budget



Sales by Customer City



Sales by Top 10 Customers



Customer	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Jordan Turner	2,377	2,443			2,355		540	2,433	540		5,311		15,999
Maurice Shan	4,885		2,322				1,269		2,384			2,049	12,910
Janet Munoz	4,876		3,122							2,419	2,071		12,489
Lisa Cai				708	811	554		2,588	2,049	2,428		2,330	11,469
Lacey Zheng	2,462					594	549	2,419			2,805	2,419	11,248
Larry Munoz	2,320				575	540		2,384	2,049		781	2,419	11,068
Franklin Xu								2,182	2,334	1,274	2,419	2,377	10,586
Ariana Gray		2,502					575		2,413		2,620	2,419	10,529
Marco Lopez		2,330							2,433			5,705	10,468
Willie Xu			777			2,071	2,375			2,295	2,393		9,912
Katrina Tang			2,443			2,440	2,433	2,480					9,796
Nichole Nara	2,482			2,494	2,322						2,419		9,717
Kaitlyn Henderson		2,508		2,295						2,398		2,515	9,716
Gabriella Collins	2,443					4,774		2,478					9,696
Margaret He	2,500			2,423	2,340						2,428		9,691
Randall Dominguez	4,864			2,355						2,469			9,688
Adriana Gonzalez	2,498		2,393		2,320					2,453			9,664
Jaclyn Xu	2,049				2,417					5,183			9,649
Total	1,398,749	1,233,081	1,423,390	1,446,358	1,643,471	2,198,338	1,816,234	2,074,983	1,933,673	2,208,453	2,318,876	2,498,862	22,194,469

Product Details

Year

2019

2020

2021

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Customer City

All

Sub Category

All

Category

All

Product Name

All

22,194,469

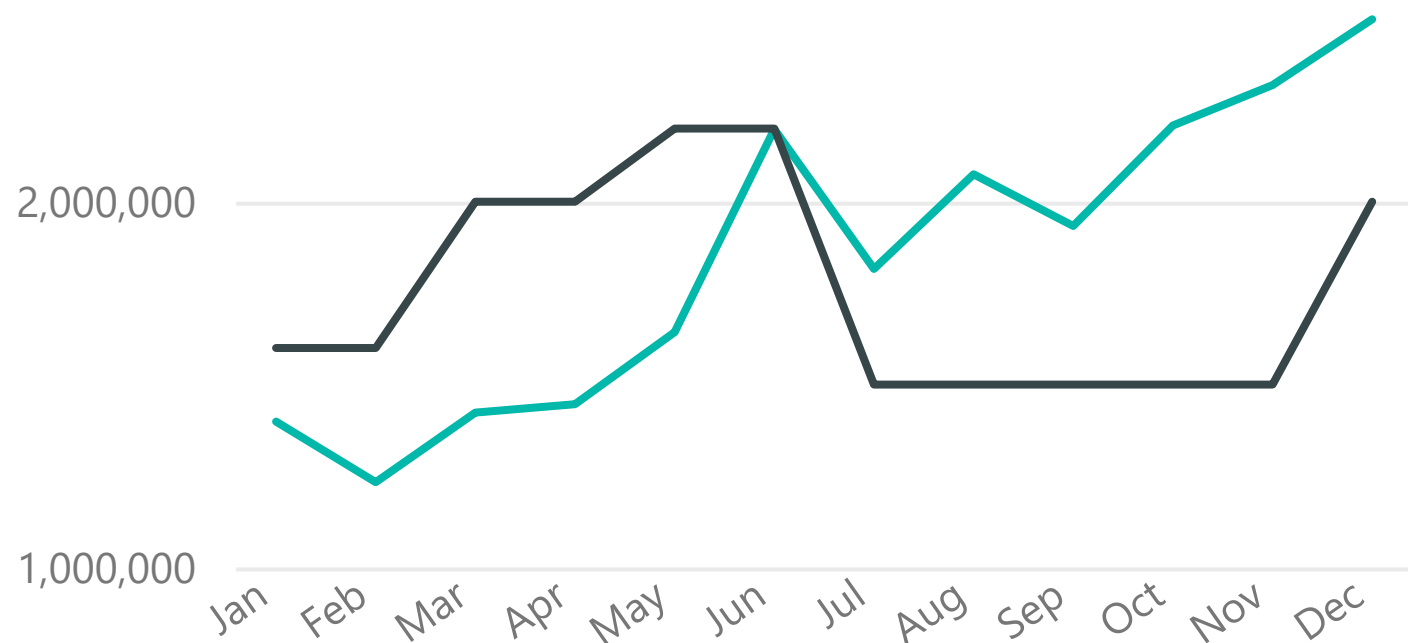
Sales

21,100,000

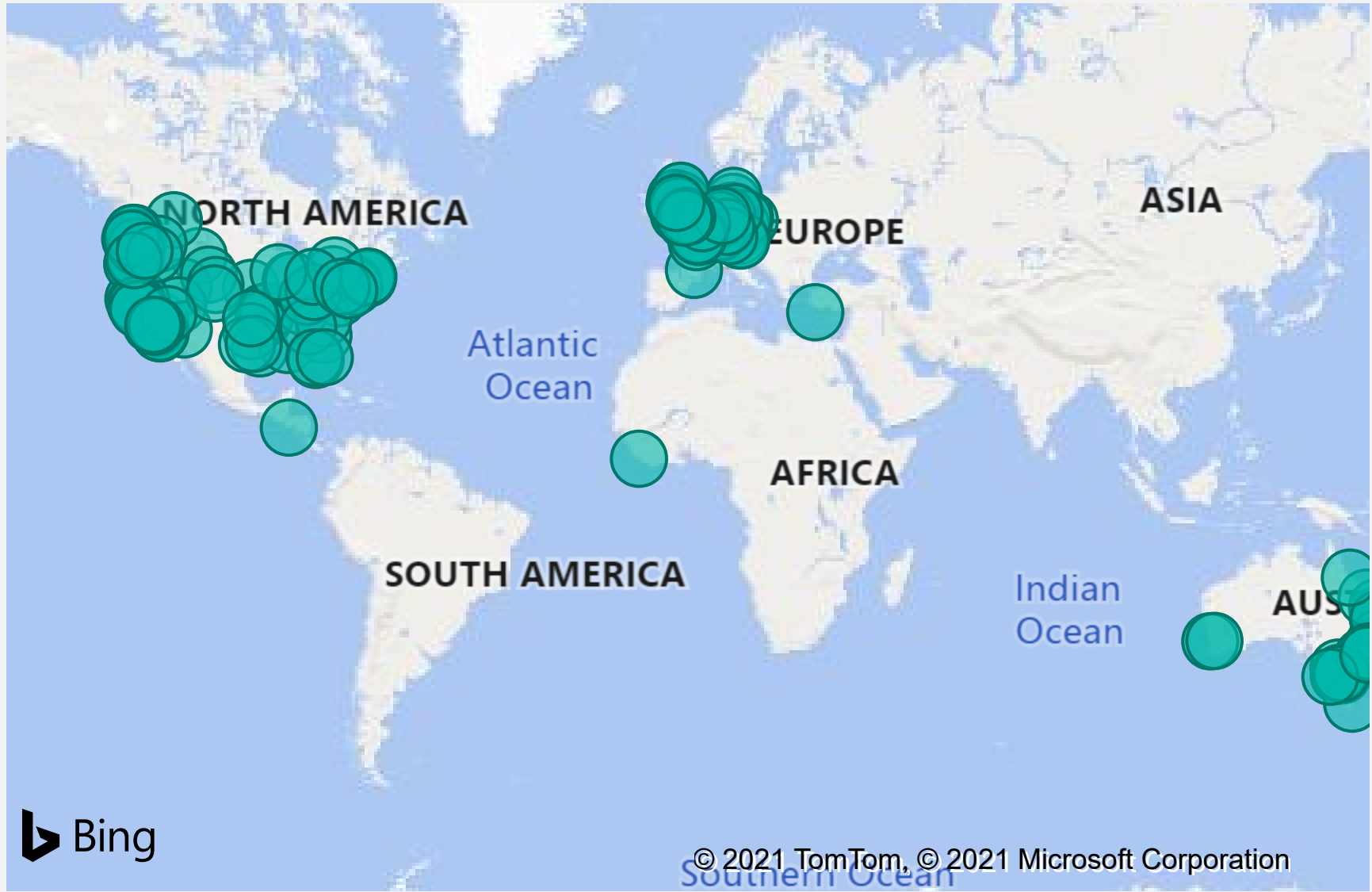
Budget

Sales and Budget by Month

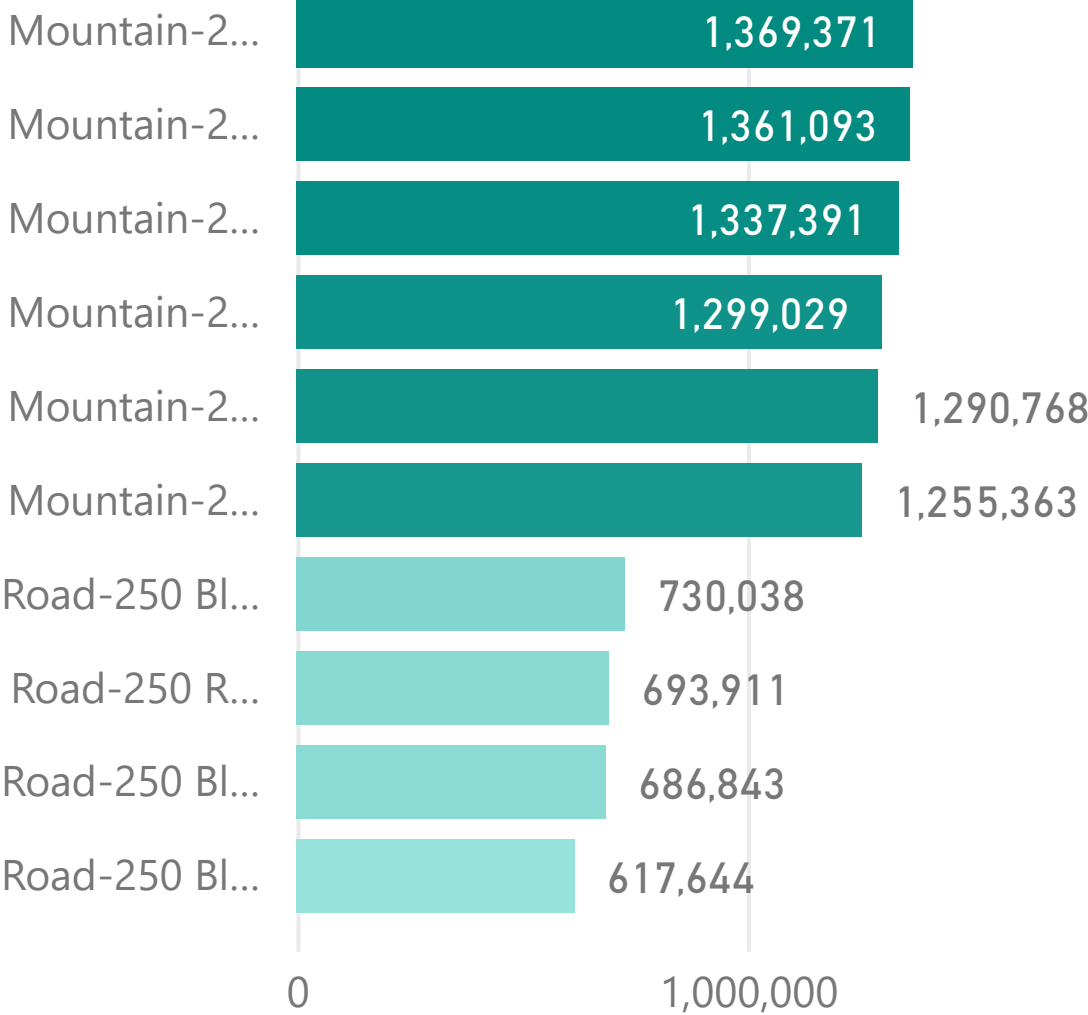
● Sales ● Budget



Count of Product Name by Customer City



Sales by Top 10 Product



Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Accessories	49,421	46,246	55,339	51,722	57,877	62,527	58,002	59,737	58,523	66,168	67,268	67,930	700,760
All-Purpose Bike Stand	3,021	2,544	3,180	4,134	3,816	3,816	2,703	2,862	2,862	4,929	3,657	2,067	39,591
Bike Wash - Dissolver	549	477	580	541	549	668	747	612	485	557	700	755	7,219
Fender Set - Mountain	3,495	2,967	3,319	3,715	3,737	4,220	4,418	3,583	3,649	4,242	4,616	4,660	46,620
Hitch Rack - 4-Bike	3,960	2,520	4,200	2,160	3,000	3,120	2,400	3,120	3,240	3,360	4,560	3,720	39,360
HL Mountain Tire	3,150	3,185	3,990	3,010	4,480	4,165	4,410	4,130	3,955	3,885	5,565	4,935	48,860
HL Road Tire	2,836	2,315	2,152	2,673	2,380	2,086	2,478	2,380	2,021	2,608	2,021	2,021	27,971
Hydration Pack - 70 oz.	2,695	2,365	3,519	3,079	3,079	3,189	3,519	3,849	3,684	3,024	3,849	4,454	40,308
LL Mountain Tire	1,674	1,724	1,649	1,699	1,624	2,124	1,799	1,899	1,974	2,174	1,399	1,799	21,541
LL Road Tire	1,655	1,569	1,891	1,891	1,612	1,934	1,805	2,063	1,612	2,321	2,042	2,042	22,436
ML Mountain Tire	2,579	2,429	3,239	2,669	3,089	3,239	3,179	2,699	3,179	2,969	2,639	2,909	34,818
ML Road Tire	1,374	1,574	1,799	1,574	2,324	1,949	1,749	2,324	1,524	2,199	2,049	2,699	23,141
Mountain Bottle Cage	1,349	1,179	1,369	1,429	1,608	1,938	1,768	1,908	1,808	1,808	1,818	2,248	20,230
Mountain Tire Tube	1,098	1,143	1,317	1,198	1,307	1,332	1,372	1,238	1,332	1,372	1,292	1,442	15,444
Patch Kit/8 Patches	538	534	545	602	618	639	614	641	584	719	634	639	7,307
Road Bottle Cage	755	890	998	1,016	1,160	1,591	1,259	1,474	1,384	1,690	1,456	1,717	15,391
Road Tire Tube	786	690	754	782	790	750	870	830	666	854	806	902	9,480
Total	1,398,749	1,233,081	1,423,390	1,446,358	1,643,471	2,198,338	1,816,234	2,074,983	1,933,673	2,208,453	2,318,876	2,498,862	22,194,469