



**\$15.2M**

REVENUE

# 6.3M

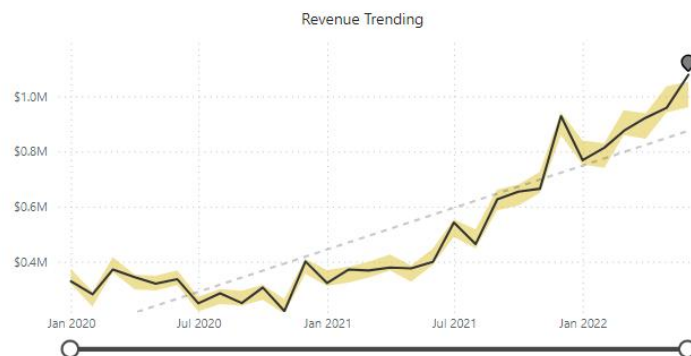
## PROFIT

13.4K

## ORDERS

2.2%

## RETURN RATE



Monthly Revenue

**\$1.08M** ✓

Prev Month: \$0.96M (+12.48%)

### Monthly Orders

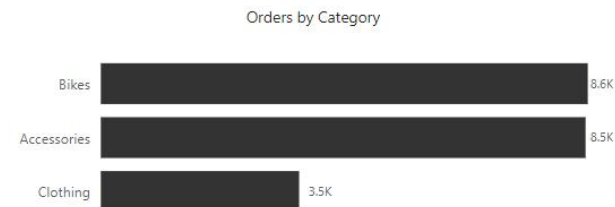
1,123✓

Prev Month: 1,091 (+2.93%)

### Monthly Returns

**\$100!**

Prev Month: 81 (-23.46%)



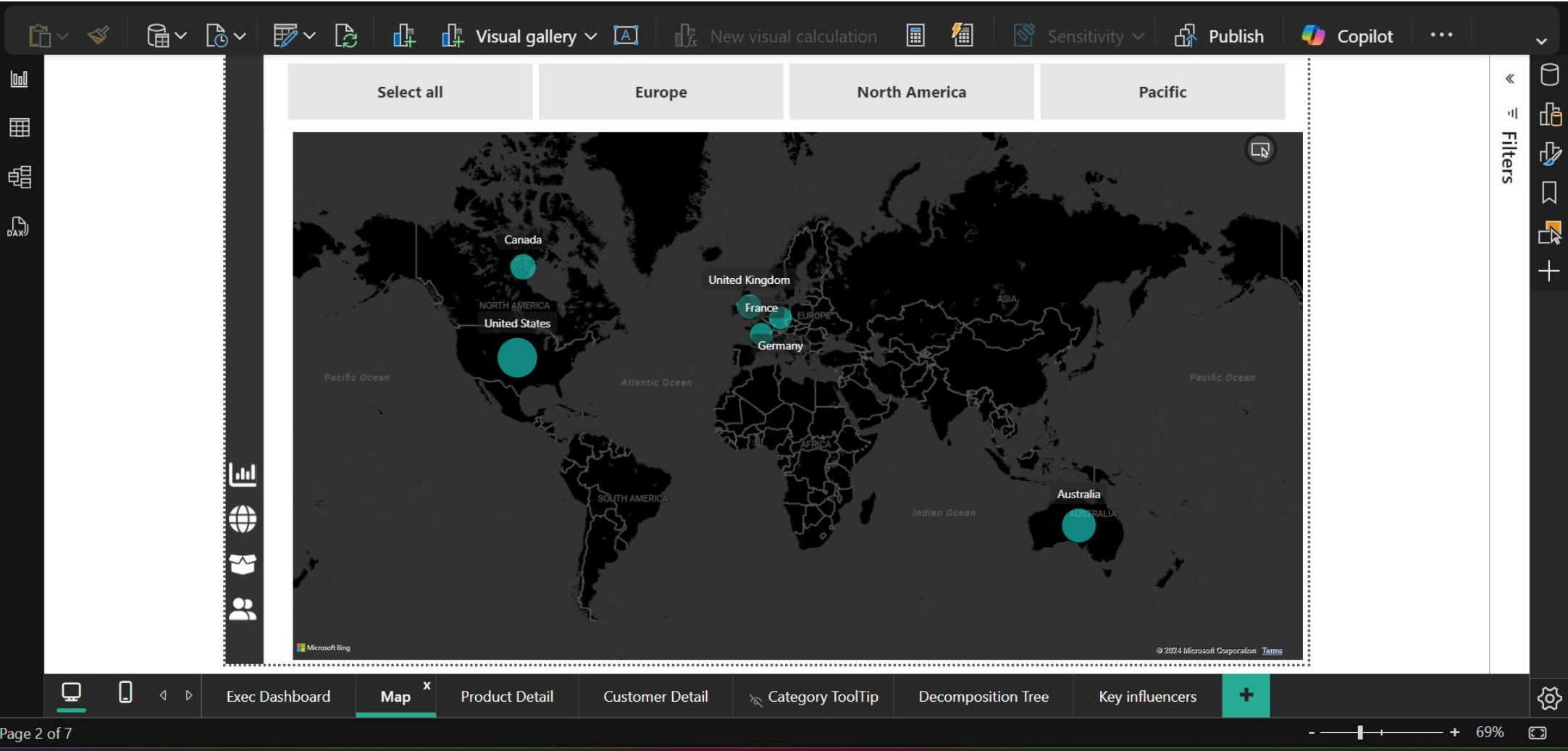
Product Name	Orders	Revenue	Return %
AWC Logo Cap	1,208	\$21,057	0.94%
Mountain Tire Tube	1,038	\$10,484	1.57%
Patch Kit/8 Patches	1,425	\$6,545	1.64%
Road Bottle Cage	1,056	\$19,014	1.56%
Road Tire Tube	1,304	\$10,386	1.46%
Sport-100 Helmet, Black	1,020	\$34,317	2.84%
Sport-100 Helmet, Blue	1,071	\$36,033	2.89%
Sport-100 Helmet, Red	1,183	\$41,393	3.30%
Touring Tire Tube	883	\$8,847	1.52%
Water Bottle - 30 oz.	1,916	\$19,062	2.15%

Most Ordered Product

## Road Bikes

Most Returned Product

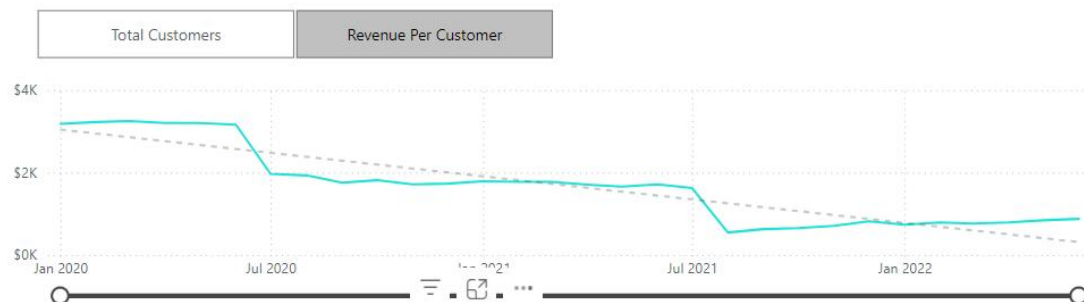
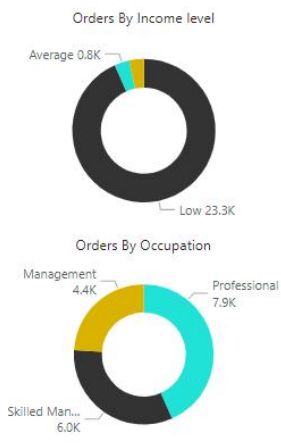
## Vests





## UNIQUE CUSTOMERS

### REVENUE PER CUSTOMER



Top 100 Customers				
Customer Key	Full Name	Orders	Revenue	
11433	Mr. Maurice Shan	6	\$12,408	
11439	Mrs. Janet Munoz	6	\$12,015	
11241	Mrs. Lisa Cai	7	\$11,330	
11417	Mrs. Lacey Zheng	7	\$11,086	
11420	Mr. Jordan Turner	7	\$11,022	
11242	Mr. Larry Munoz	7	\$10,852	
13263	Mrs. Kate Anand	4	\$10,437	
12655	Mr. Larry Vazquez	4	\$10,395	
11425	Mrs. Ariana Gray	6	\$10,391	
12631	Mr. Clarence Gao	4	\$10,332	
12650	Mr. Aaron Wright	4	\$10,329	
13405	Mr. Ethan Bryant	4	\$10,309	
11429	Mr. Marco Lopez	6	\$10,290	
12632	Mrs. Bonnie Nath	4	\$10,283	
11245	Mr. Ricky Vazquez	4	\$10,166	
11237	Mr. Clarence Anand	4	\$10,065	
11428	Mrs. Deanna Perez	4	\$9,762	
Total		1,272	\$6,15,329	

2020	2022
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Top Customer (By

**Mr. Maurice Shan**

## Orders

Revenue

6

12.4K

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Among Customers in skilled manual roles in 2022, Ruben Suarez drove the most revenue at \$4.7k

