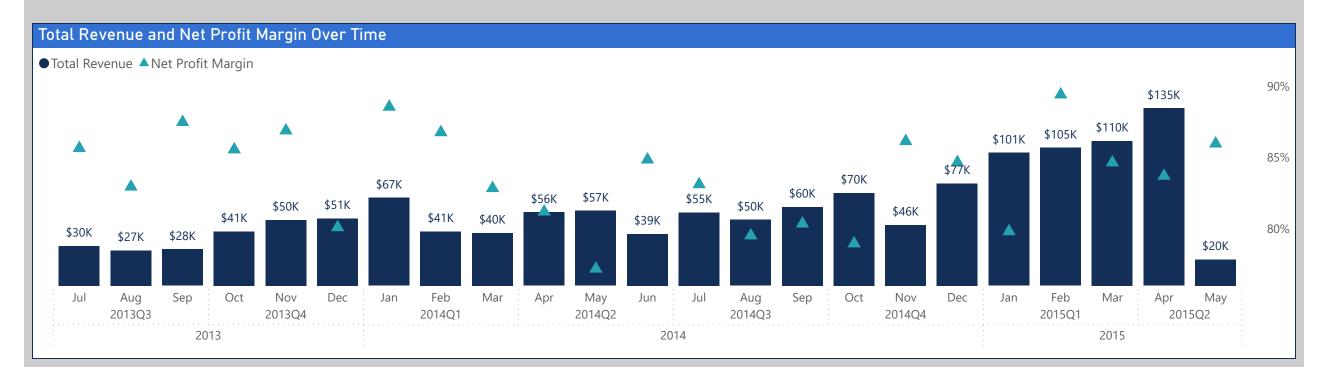
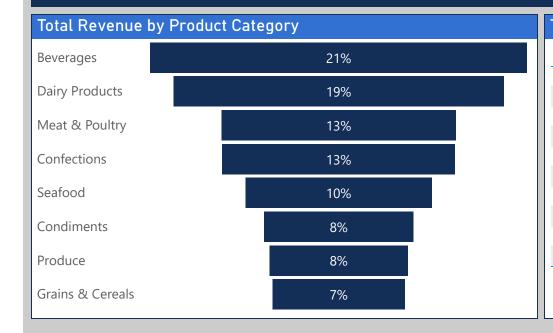
NorthWind Traders - Overview

\$88,666 Total Discount	\$1,265,793 Net Revenue	\$207,306 Total Freight	\$1,058,487 Net Profit	84% Net Profit Margin
89	21		\$15,219	9
Total Customers	Distinct Countries		Average Customer Revenue	Headcount
\$1,632	2,155		\$629	\$250
Distinct Order Size	Total Orde	rs	Average Order Size	Average Freight per Order
	Total Discount  89 Total Customers  \$1,632	Total Discount  89 Total Customers  \$1,632  Net Revenue  21 Distinct Co	Total Discount  Net Revenue  Total Freight  89 Total Customers  Distinct Countries  \$1,632  2,155	Total Discount  Net Revenue  Total Freight  Net Profit  89 21 Total Customers  Distinct Countries  \$15,219 Average Customer Revenue  \$1,632  2,155  \$629



# NorthWind Traders - Categories & Products



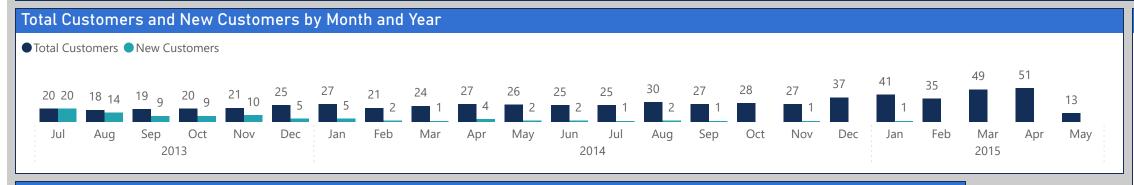
Top 10 Products by Total Revenue				
Product	Category	Total Revenue ▼	Total Revenue Share	Net Profit Margin
Côte de Blaye	Beverages	\$149,984	11.1%	95%
Thüringer Rostbratwurst	Meat & Poultry	\$87,736	6.5%	92%
Raclette Courdavault	Dairy Products	\$76,296	5.6%	89%
Camembert Pierrot	Dairy Products	\$50,286	3.7%	84%
Tarte au sucre	Confections	\$49,828	3.7%	87%
Gnocchi di nonna Alice	Grains & Cereals	\$45,121	3.3%	86%
Manjimup Dried Apples	Produce	\$44,743	3.3%	90%
Alice Mutton	Meat & Poultry	\$35,482	2.6%	90%
Carnarvon Tigers	Seafood	\$31,988	2.4%	92%
Rössle Sauerkraut	Produce	\$26,866	2.0%	88%
Total		\$598,330	44.2%	90%

Average Order Size Variance by Product Category					
Meat & Poultry			\$380		
			Ψ <b>300</b>		
Produce		\$124			
Beverages		\$59			
Dairy Products		\$37			
Confections	(\$120)				
Condiments	(\$124)				
Grains & Cereals	(\$136)				
Seafood	(\$221)				

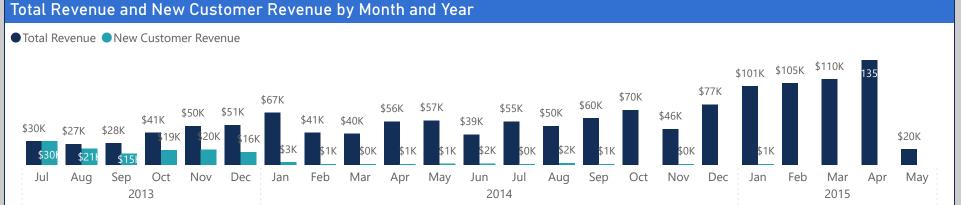
Bottom 10 Products by	Total Revenue			
Product	Category	Total Revenue ▼	Total Revenue Share	Net Profit Margin
Louisiana Hot Spiced Okra	Condiments	\$3,519	0.3%	91%
Valkoinen suklaa	Confections	\$3,510	0.3%	68%
Filo Mix	Grains & Cereals	\$3,384	0.2%	69%
Aniseed Syrup	Condiments	\$3,080	0.2%	16%
Gravad lax	Seafood	\$3,047	0.2%	73%
Longlife Tofu	Produce	\$2,566	0.2%	79%
Laughing Lumberjack Lager	Beverages	\$2,562	0.2%	76%
Genen Shouyu	Condiments	\$1,814	0.1%	70%
Geitost	<b>Dairy Products</b>	\$1,714	0.1%	3%
Chocolade	Confections	\$1,543	0.1%	79%
Total		\$26,738	2.0%	64%

NorthWind Traders - Customers

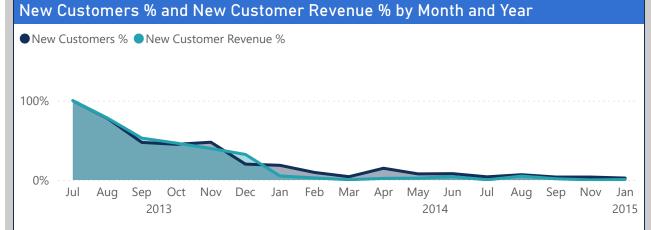


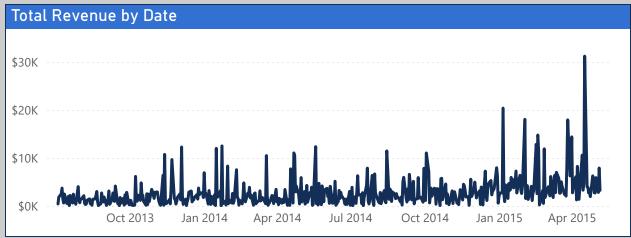






Top 5 Countries by Total Revenue			
Country	Total Revenue ▼	Total Revenue Share	
USA	\$263,567 19		
Germany	\$244,641	18%	
Austria	\$139,497	10%	
Brazil	\$114,968	8%	
France	\$85,499	6%	
Total	\$848,171	63%	

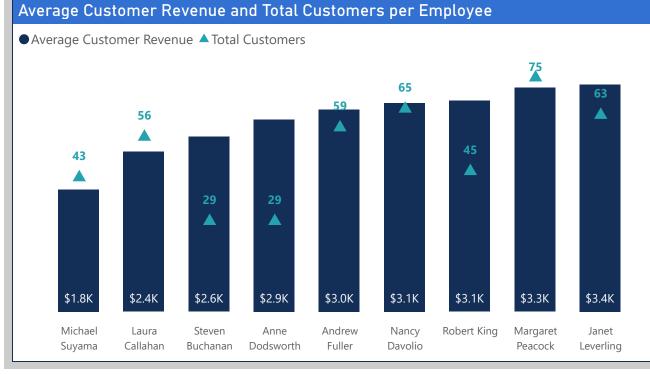


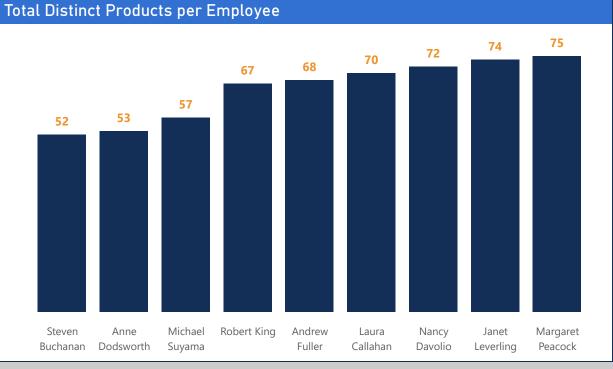


### NorthWind Traders - Employees









NorthWind Traders - Shippers



