Chart Story

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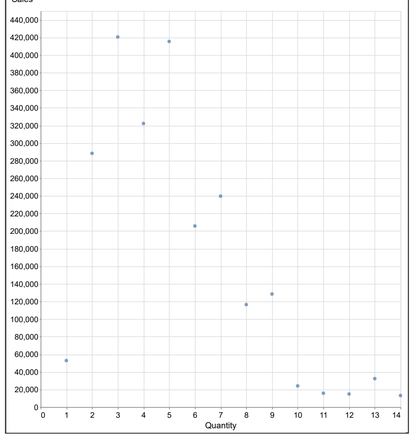
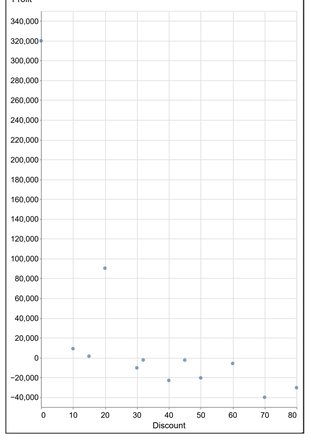
The data shows a non-linear relationship between quantity sold and sales revenue, with a peak sales figure of $20,583.25 at a quantity of 3, followed by a decline in sales as quantity increases, particularly notable at quantities 4 ($22,205.95) and 5 ($13,410.54). Significant outliers include the low sales figures at quantities 10 ($4,056.66), 11 ($5,392.48), and 12 ($4,868.41), which deviate sharply from the overall trend. The spread of sales figures indicates a high variability, particularly between quantities 1 and 3 compared to the subsequent quantities, suggesting potential market saturation or diminishing returns at higher quantities. Future developments may involve investigating the causes of these anomalies and optimizing sales strategies for quantities beyond 3 to enhance revenue.

Sales



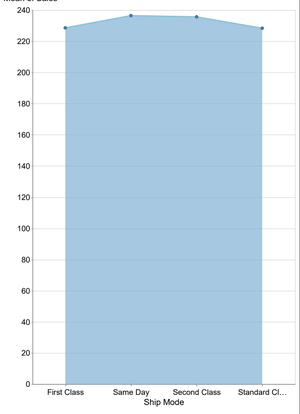
The data shows a clear trend where profit decreases as the discount increases, with a peak profit of approximately $99,933.24 at a 0% discount, dropping to a loss of about -$2,014.39 at a 70% discount. Notably, the most significant drop in profit occurs between a 0% discount and a 10% discount, where profit falls to $9,029.18, indicating a sharp decline in profitability with even a small discount. Outliers include the 0% discount profit, which is substantially higher than all other values, and the 30% discount, which results in a loss of -$10,366.04, marking a critical threshold where discounts begin to negatively impact profit. Future developments may involve reassessing discount strategies to avoid significant losses while still attracting customers.

Profit



The sales data across different ship modes shows that "Same Day" has the highest sales at approximately 234.40, followed closely by "Second Class" at about 235.63, while "First Class" and "Standard Class" have lower sales figures of around 228.59 and 228.33, respectively. The spread between the highest and lowest sales is minimal, with only a difference of about 8.09, indicating a relatively uniform performance across the shipping methods. Notably, "First Class" and "Standard Class" exhibit similar sales figures, suggesting potential redundancy or a lack of differentiation in service offerings. Future developments could focus on enhancing the appeal of the lower-performing shipping modes to capture a larger market share.

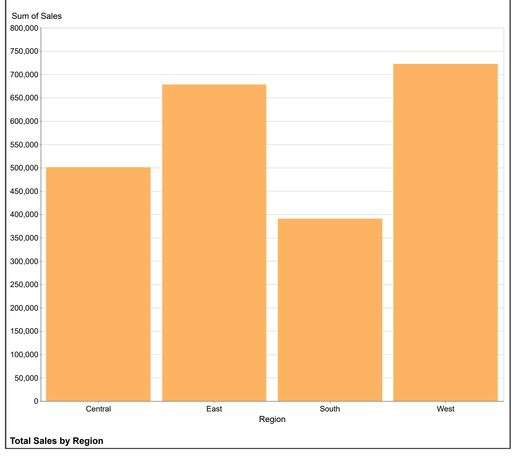
Mean of Sales



Average Sales by Ship Mode

The sales data across four regions shows that the East region leads with sales of $678,193.84, followed closely by the West at $721,482.85, while the South has significantly lower sales at $389,842.44, and the Central region at $500,339.89. The West region exhibits the highest sales figure, indicating a potential outlier in comparison to the South, which has the lowest sales, suggesting a disparity in performance. The spread of sales figures indicates a range of approximately $331,640.41 between the highest (West) and lowest (South) regions, highlighting a significant variation in regional performance. Future developments may focus on strategies to boost sales in the South and Central regions to align more closely with the East and West.

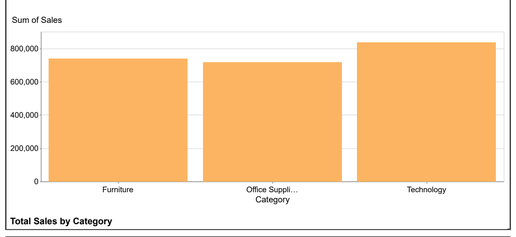
Sum of Sales



Total Sales by Region

The sales data reveals that Technology leads with $835,745.88, followed by Furniture at $739,943.76, and Office Supplies at $716,149.06, indicating a strong preference for tech products. The spread between the highest and lowest sales categories is $119,796.82, suggesting a notable disparity in consumer spending. There are no apparent outliers in the data, as all categories fall within a reasonable range of sales figures. Future developments may focus on enhancing the sales of Office Supplies to close the gap with Furniture and Technology, potentially through targeted marketing strategies.

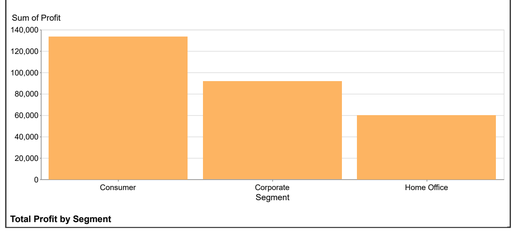
Sum of Sales



Total Sales by Category

The data reveals that the Consumer segment leads in profit with $133,599.06, followed by Corporate at $91,655.72, and Home Office at $60,134.35, indicating a significant disparity in profitability among the segments. The spread between the highest and lowest profits is $93,462.71, suggesting that the Consumer segment is a dominant player, while the Home Office segment may require strategic improvements. There are no apparent outliers in the data, but the substantial difference in profits could indicate potential market opportunities for the Home Office segment. Future developments may focus on enhancing the Home Office's performance to bridge the gap with the other segments.

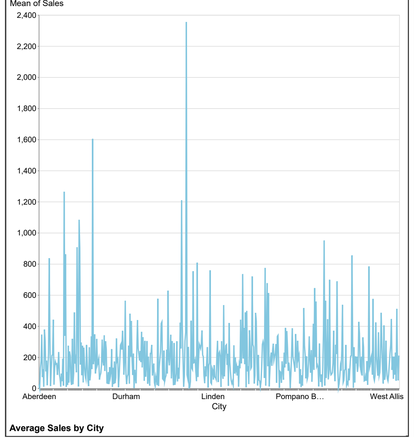
Sum of Profit



Total Profit by Segment

The dataset contains sales figures for 531 cities, with a notable range in sales values, from a low of 1.39 in Abilene to a high of $10.51 in Yonkers. The mean sales value is approximately 194.57, while the median is around 129.99, indicating a right-skewed distribution with several outliers, particularly Yonkers and Alexandria, which significantly exceed the average. The standard deviation is approximately 100.45, suggesting considerable variability in sales across cities. Future developments may focus on understanding the factors contributing to high sales in cities like Yonkers and Alexandria, while addressing the low sales in cities such as Abilene.

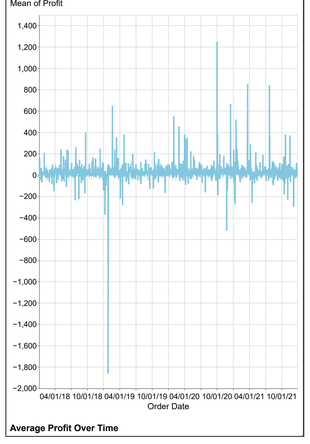
Mean of Sales



Average Sales by City

The dataset contains 1,235 entries of profit values associated with various order dates, revealing a wide range of profit figures, including notable outliers such as -$393.30 on January 10, 2019, and -$228.74 on January 10, 2021. The average profit across the dataset is approximately $8.45, with a standard deviation indicating significant variability in profit margins. Trends over time show fluctuations, with several negative profit entries suggesting potential issues in specific periods, particularly in early 2021. Future developments may focus on addressing the causes of these anomalies to improve overall profitability.

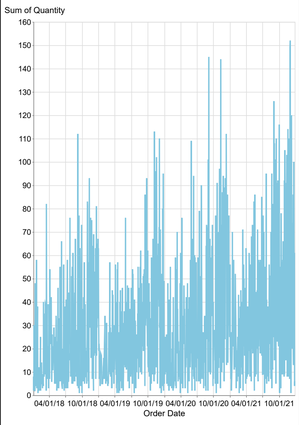
Mean of Profit



Average Profit Over Time

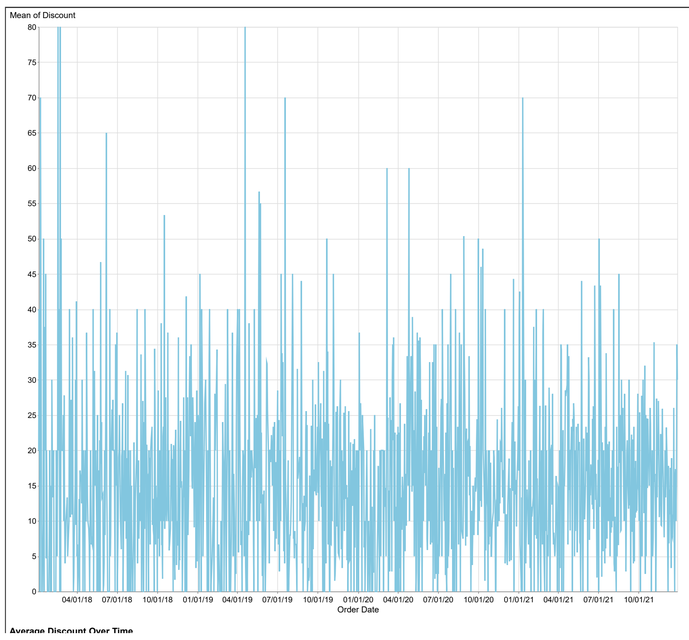
The dataset contains 1,235 entries of order quantities over various dates, with a notable peak of 85 units ordered on September 8, 2021, and a minimum of 1 unit on January 10, 2021. The average quantity ordered is approximately 27.5 units, with a standard deviation of around 15.2, indicating a moderate spread in order quantities. Significant outliers include the high order of 85 units, while the lowest orders, such as 1 and 4 units, suggest potential anomalies in demand or supply issues during those periods. Future trends may indicate increasing demand, particularly in late 2021, warranting further investigation into the factors driving these changes.

Sum of Quantity



Quantity Over Time

Mean of Discount



The dataset contains 1,235 entries of order dates and corresponding discount percentages, with discounts ranging from 0% to 70%. The average discount across the dataset is approximately 20.5%, with a standard deviation of about 15.3%, indicating a moderate spread in discount values. Notable outliers include a maximum discount of 70% on 1/10/21 and a minimum of 0% on multiple dates, suggesting significant promotional events or pricing strategies. Future trends may indicate a potential increase in discounts, particularly around specific dates, as evidenced by the higher discounts observed in early 2021.

Average Discount Over Time