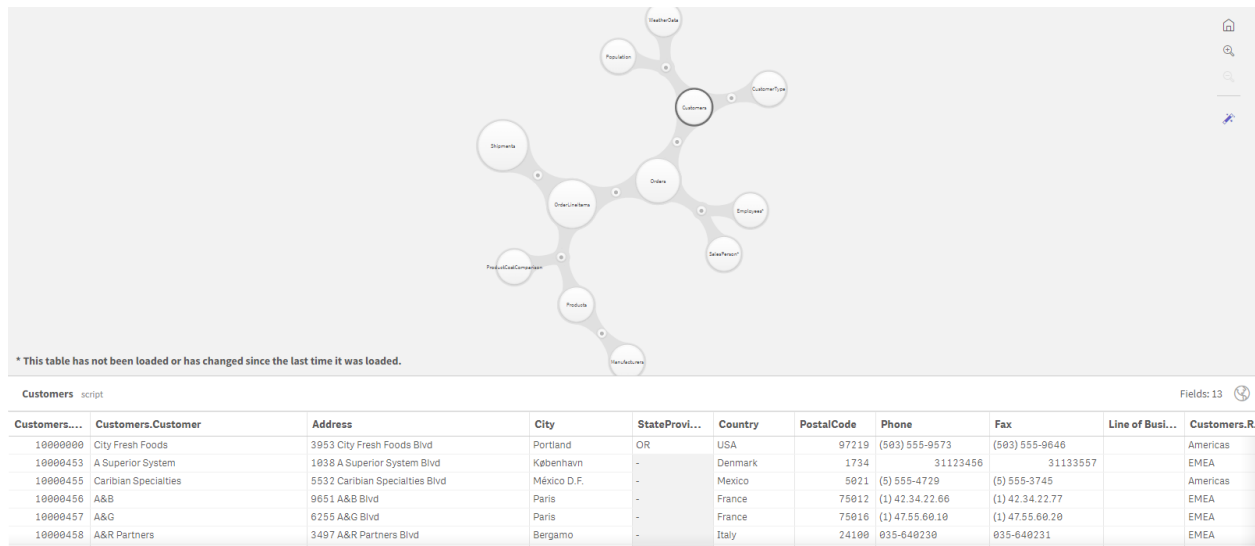
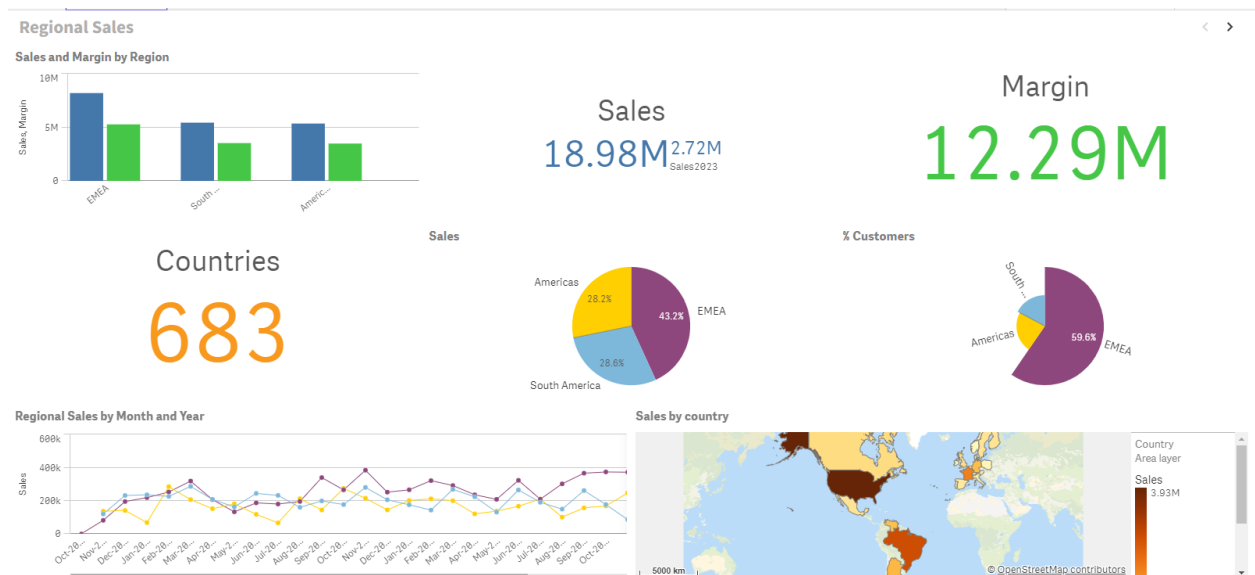


QLIK DASHBOARDS

DATA MANAGER:

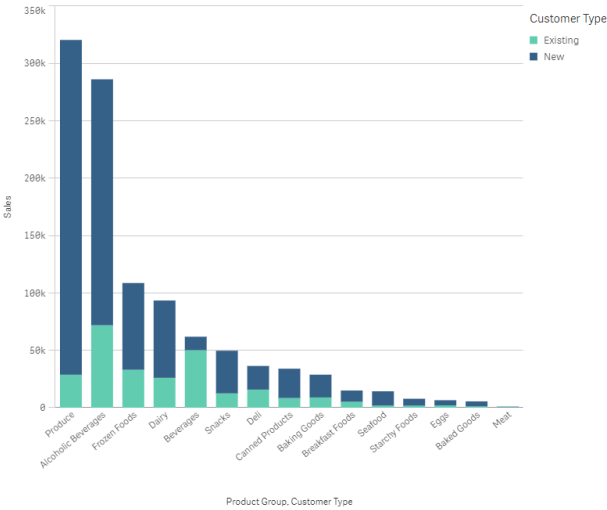


SHEET:



Product Sales Overview

Sales by Product Group and Customer type



select the year or year of interest to limit the data



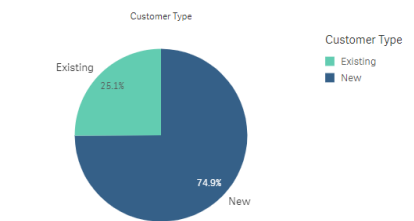
Sales

1.07M

Sales and Margin by Product Group

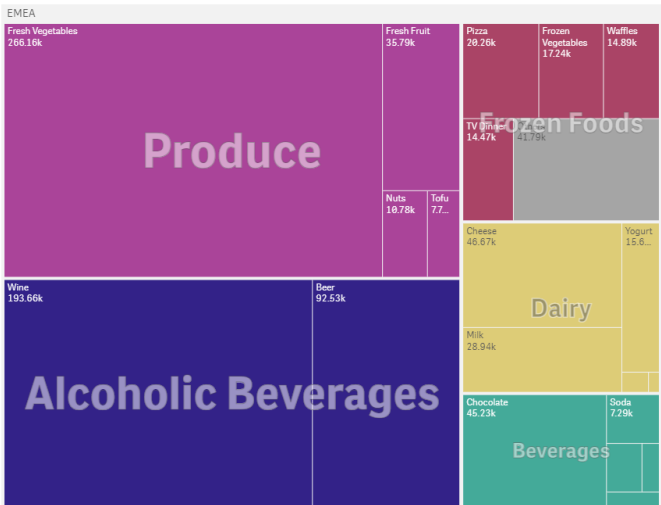
Product Group	Sales	Margin	Order Volume
Totals	\$1,069,500.44	\$671,745.02	1893
Alcoholic Beverages	\$286,191.81	\$185,028.12	98
Baked Goods	\$5,517.86	\$3,529.19	105
Baking Goods	\$28,784.80	\$18,740.69	237
Beverages	\$61,863.24	\$41,544.11	188
Breakfast Foods	\$14,980.04	\$9,522.07	57
Canned Products	\$33,989.67	\$21,249.20	397
Dairy	\$93,417.95	\$60,243.09	268
Deli	\$36,381.76	\$23,310.76	240

Sales by New vs Existing customers



Product Overview

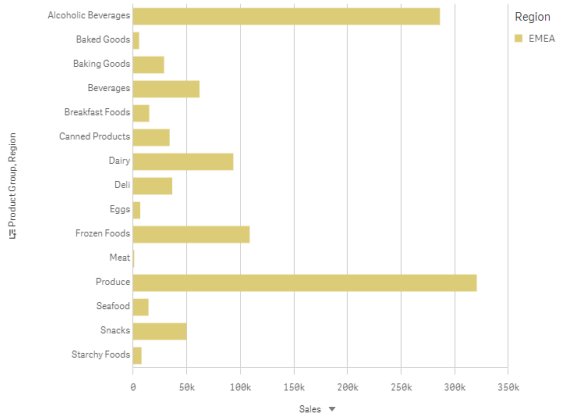
Sales by Region,Product Group and Sub Group-Top 5 products



YoY Sales 2023 vs. 2022

-57.0%

Sales by Region and Product drill-down



Customer Analysis

#Customers

192

Customer

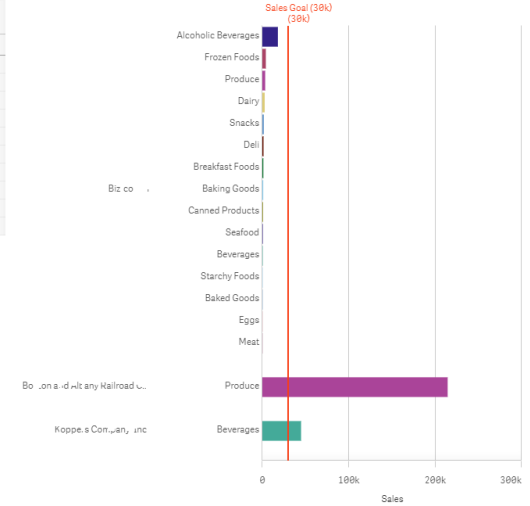
Country

Austria
Belgium
Denmark
Finland

Top 10 Customers Based on Sales

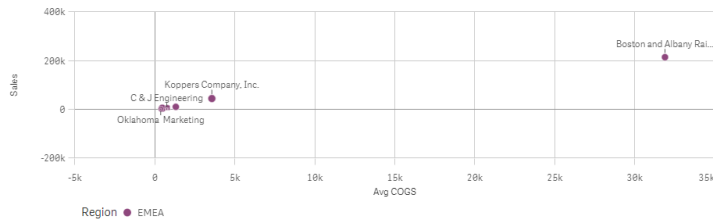
Customer	Sales	Sales2023	Order Volume
Totals	\$1,059,590.44	\$1,500,315.77	1593
Biz-comm	\$36,512.48	\$50,968.87	115
Boston and Albany Railroad Company	\$214,398.68	\$294,564.33	3
Information Bureau	\$23,542.49	\$27,259.37	77
Koppers Company, Inc.	\$44,800.54	\$52,194.29	4
Qualilaby	\$73,094.13	\$124,565.00	81
RFI Corporation	\$23,510.82	\$28,776.56	14
Trend Line Corporation	\$32,808.69	\$38,563.99	13
United States (USIT)	\$22,873.73	\$27,876.15	66
Vatcom International	\$24,962.57	\$28,216.01	69
Others	\$572,996.33	\$827,331.22	1451

Sales by Customer and Product Group - Top 5 customer



Sales and Avg COGS by Customer - Top 10 customer scatter plot

Bubble size = Order Volume



STORYTELLING:

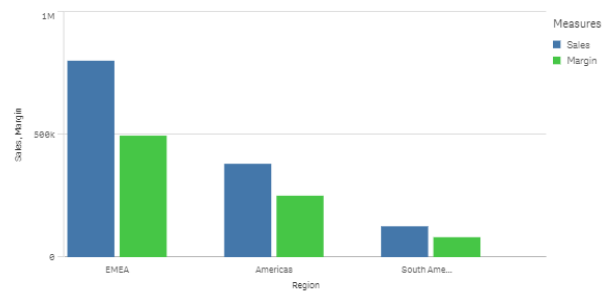
2023-New customers

Period: Jan 2023-Mar 2023

Sales
1.31M

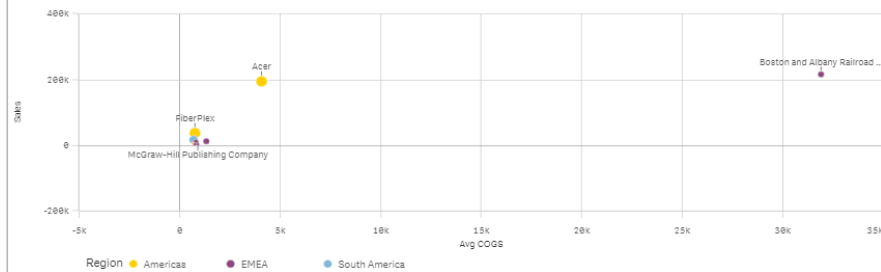
Margin
828.7k

Sales and Margin by Region

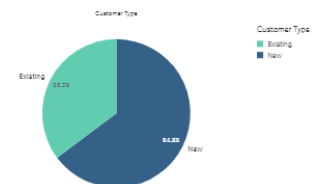


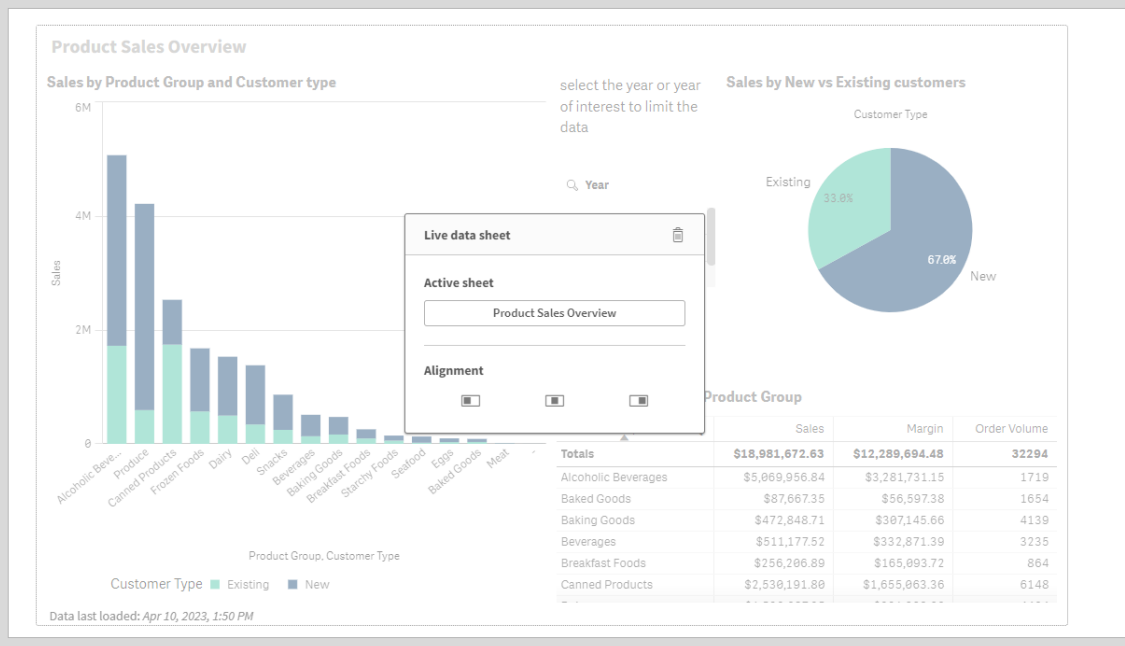
Sales and Avg COGS by Customer - Top 10 customer scatter plot

Bubble size = Order Volume



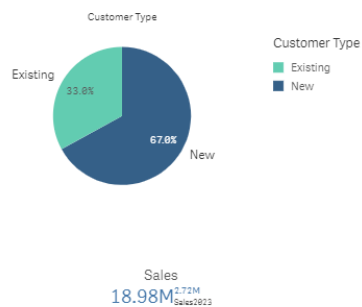
Sales by



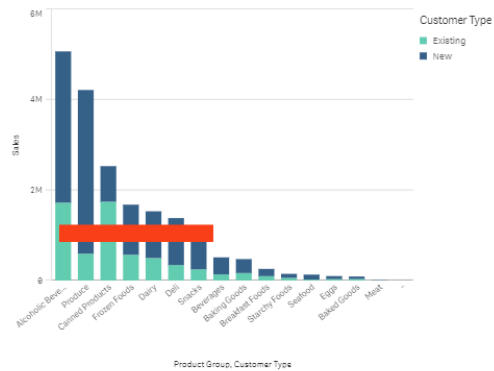


Customer Analysis

Sales by New vs Existing customers



Sales by Product Group and Customer type



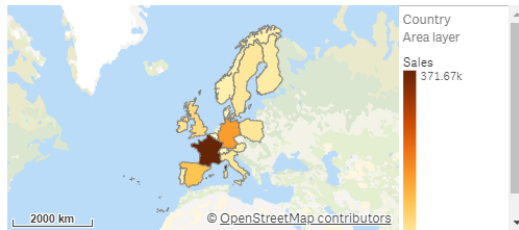
2023 Q1-EMEA Sales

Sales
1.07M
Sales 2023

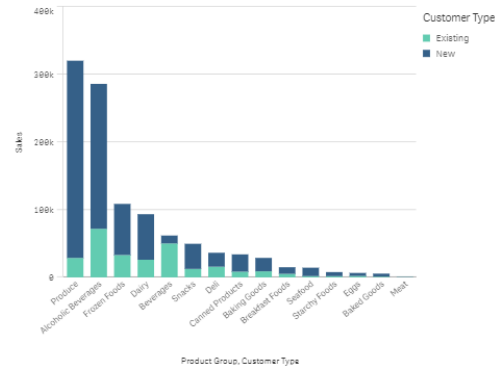
Margin
671.7k

Countries
192

Sales by country



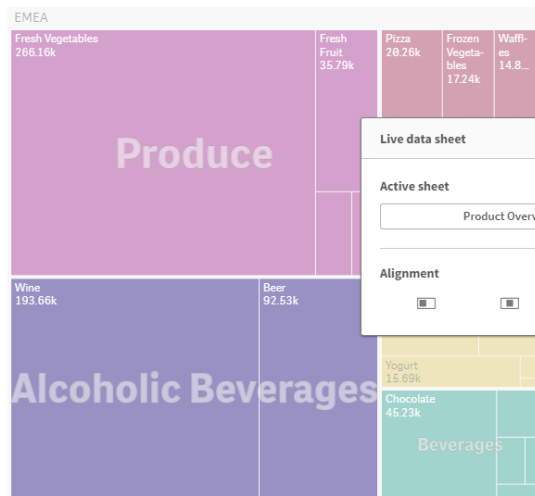
Sales by Product Group and Customer type



My new story

Product Overview

Sales by Region, Product Group and Sub Group-Top 5 products



Data last loaded: Apr 10, 2023, 1:50 PM

YoY Sales 2023 vs. 2022

-57.0%

Sales by Region and Product drill-down

