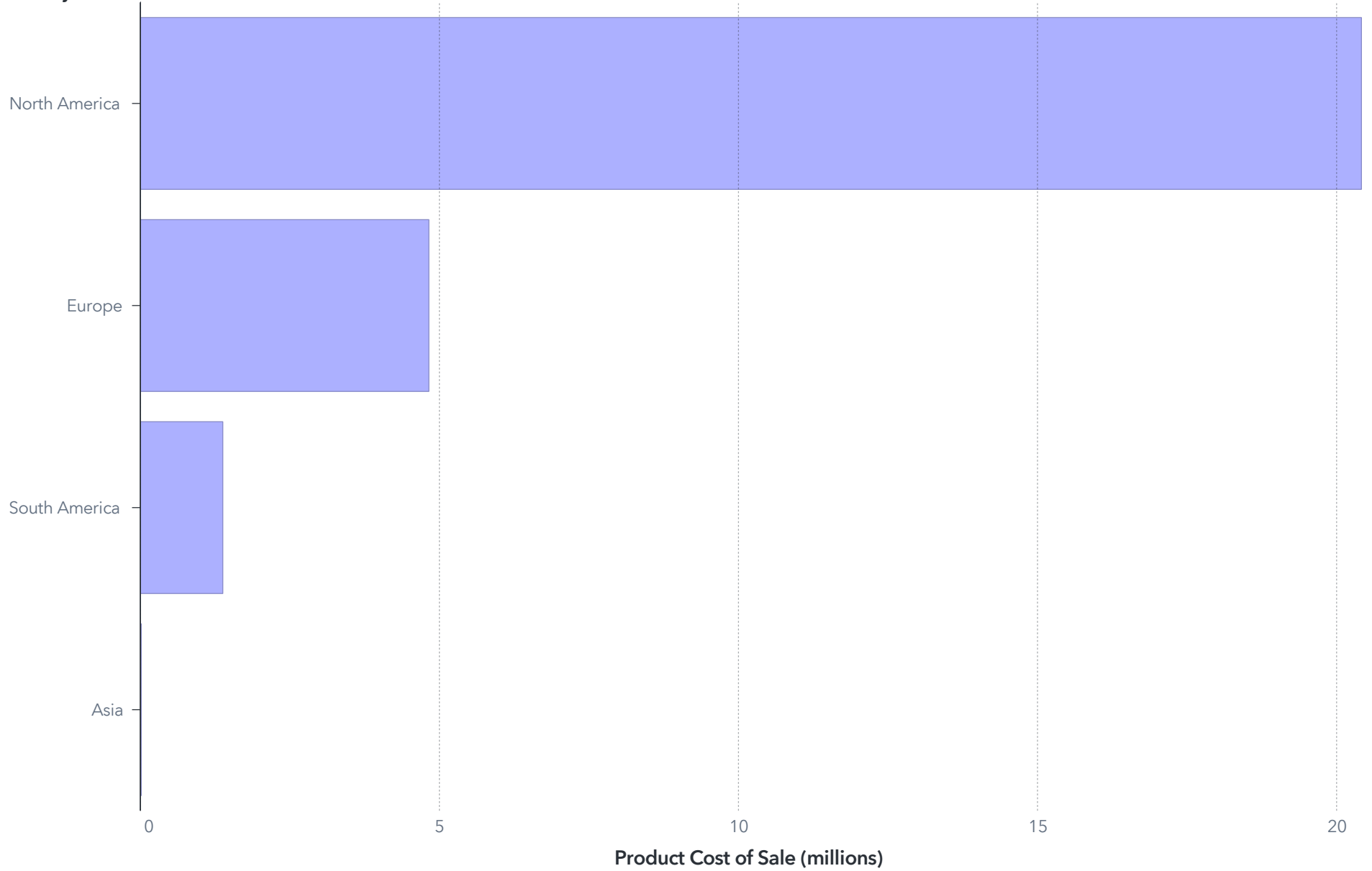


Question 1

Product Cost of Sale by Facility Continent

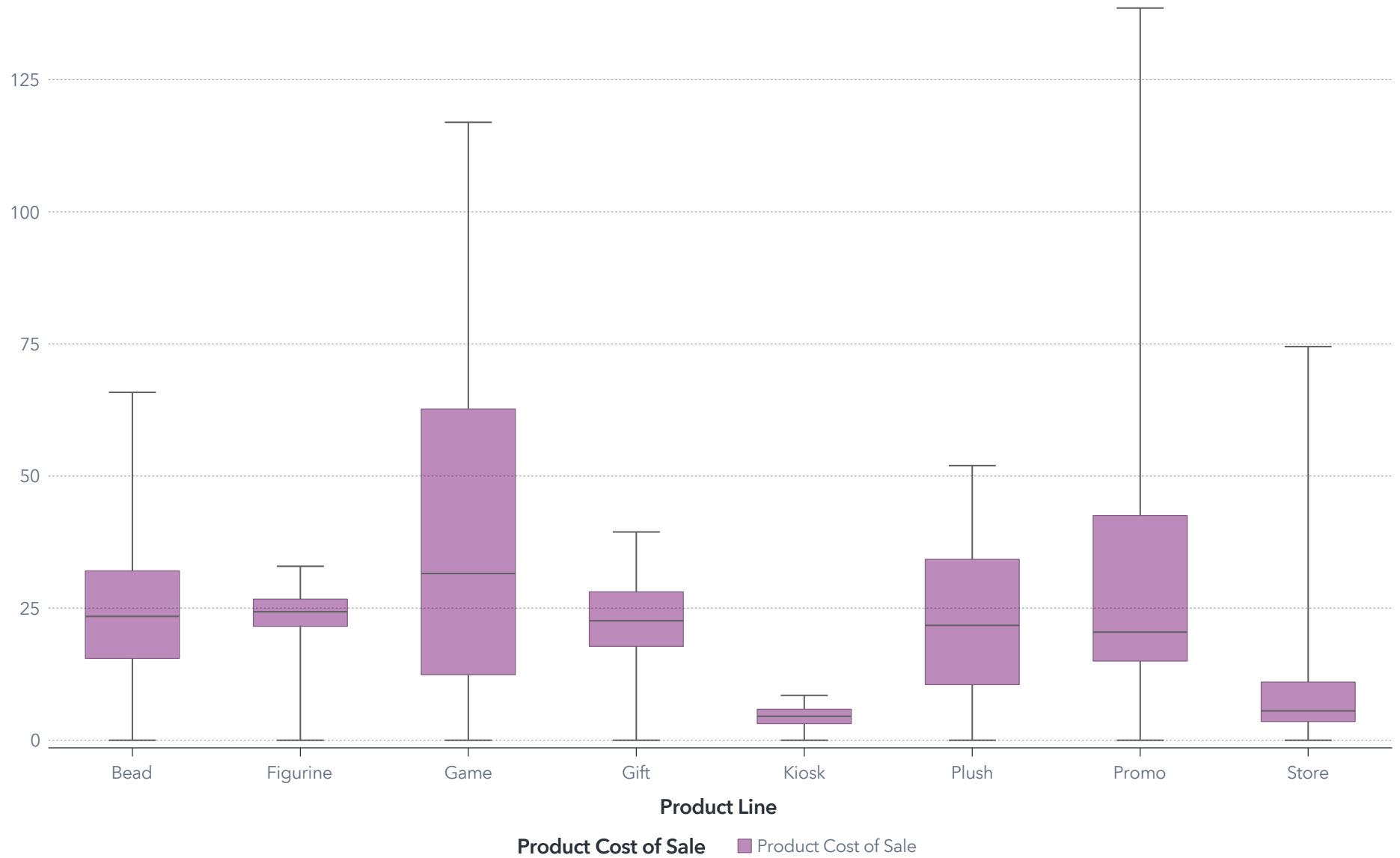
Facility Continent



Question 2

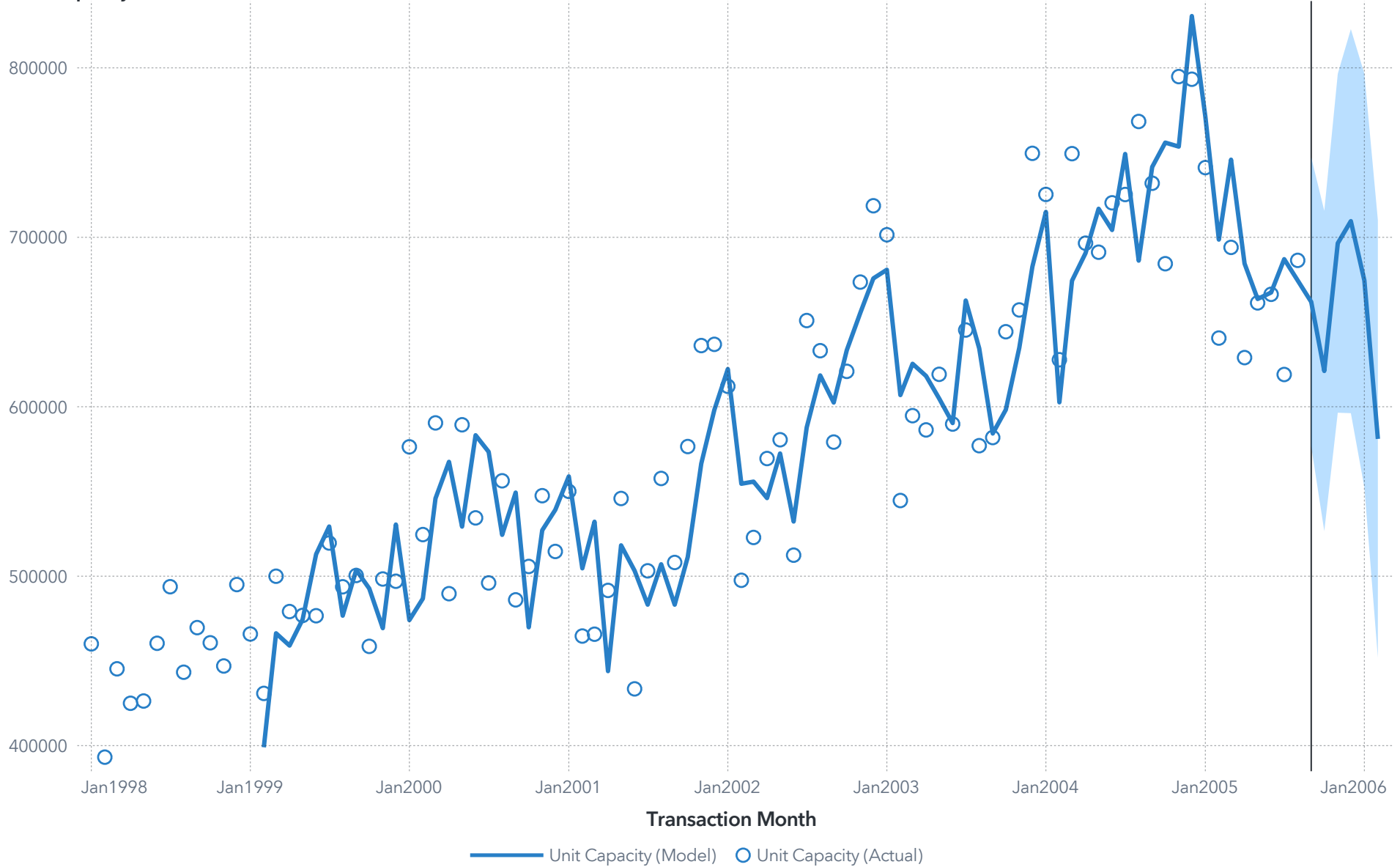
Product Cost of Sale by Product Line

Product Cost of Sale



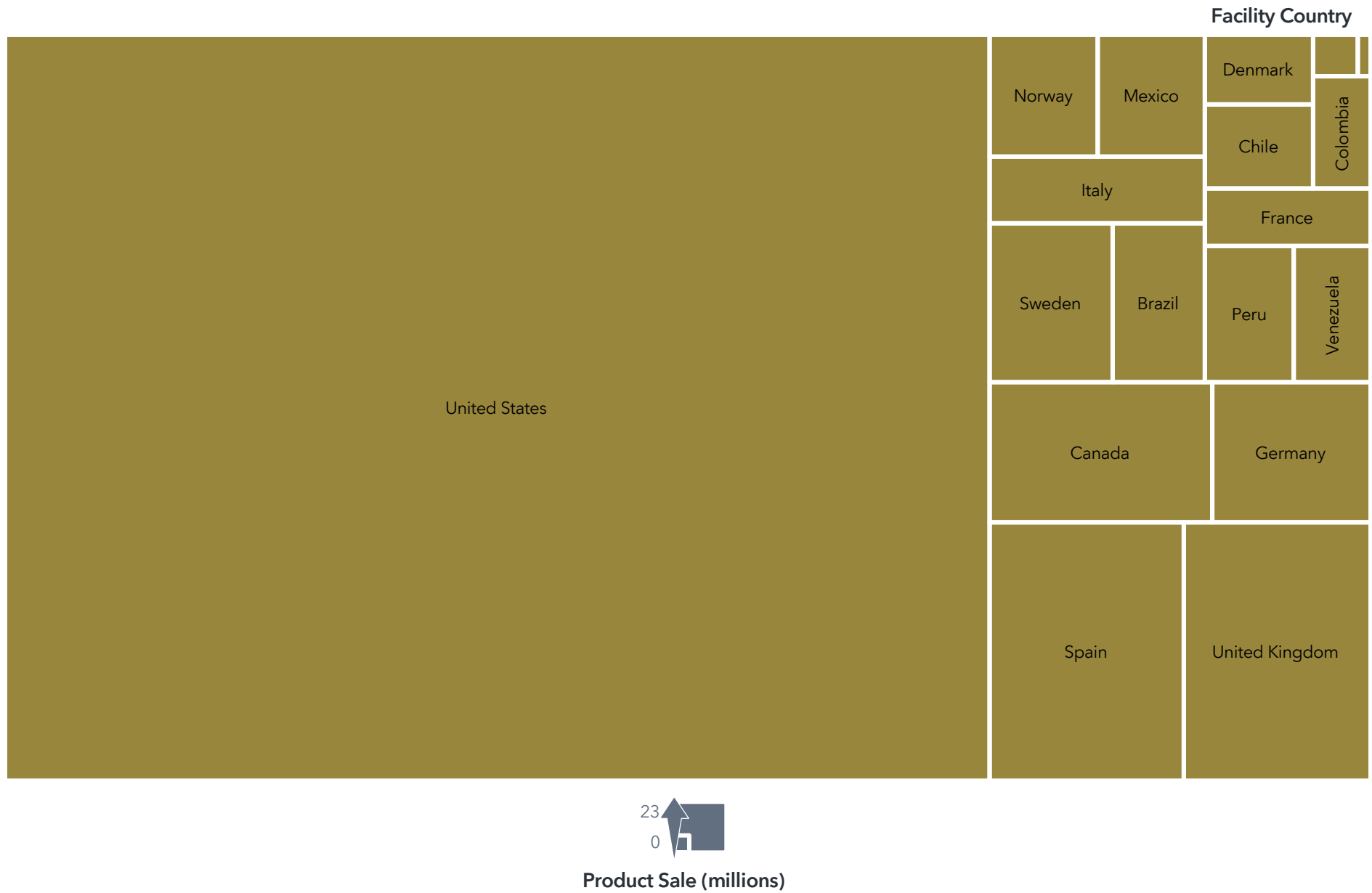
Question 3

Unit Capacity



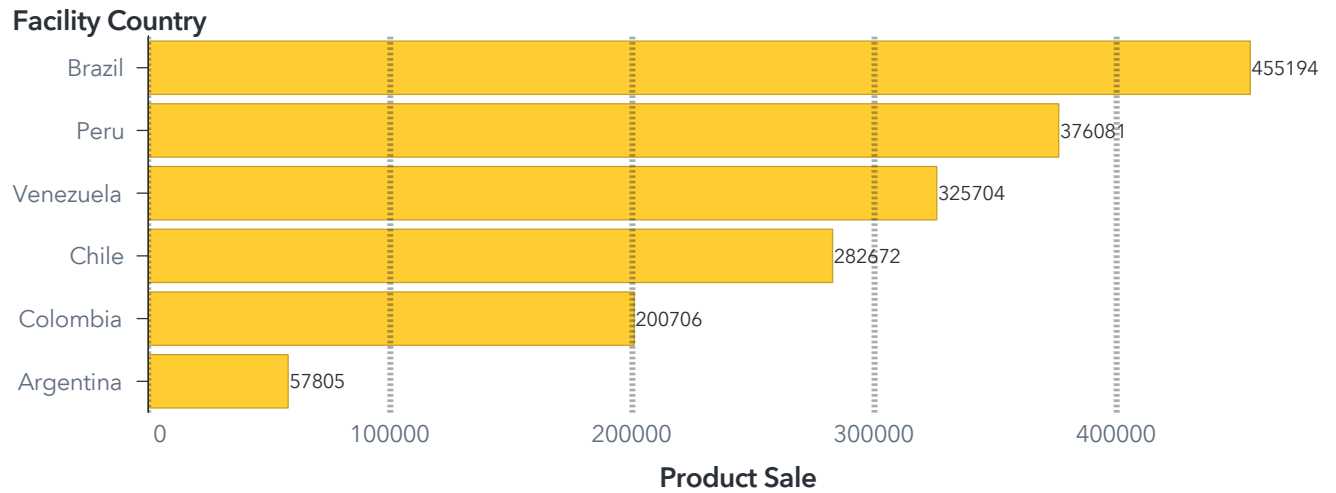
Question 4

Product Sale by Facility Country



Question 5.1

Product Sale by Facility Country



A2.1

Product Sale for each country in South America

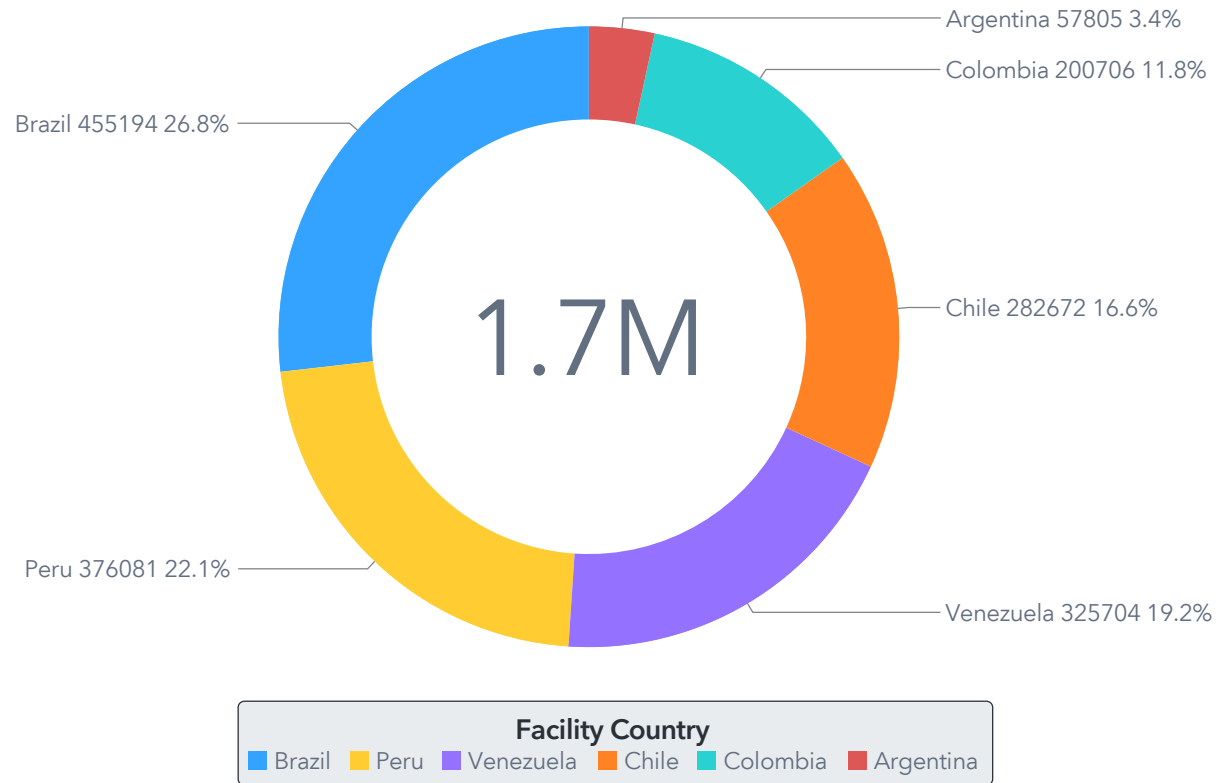


A2.2

Question 5.2

Product Sale for each country in South America

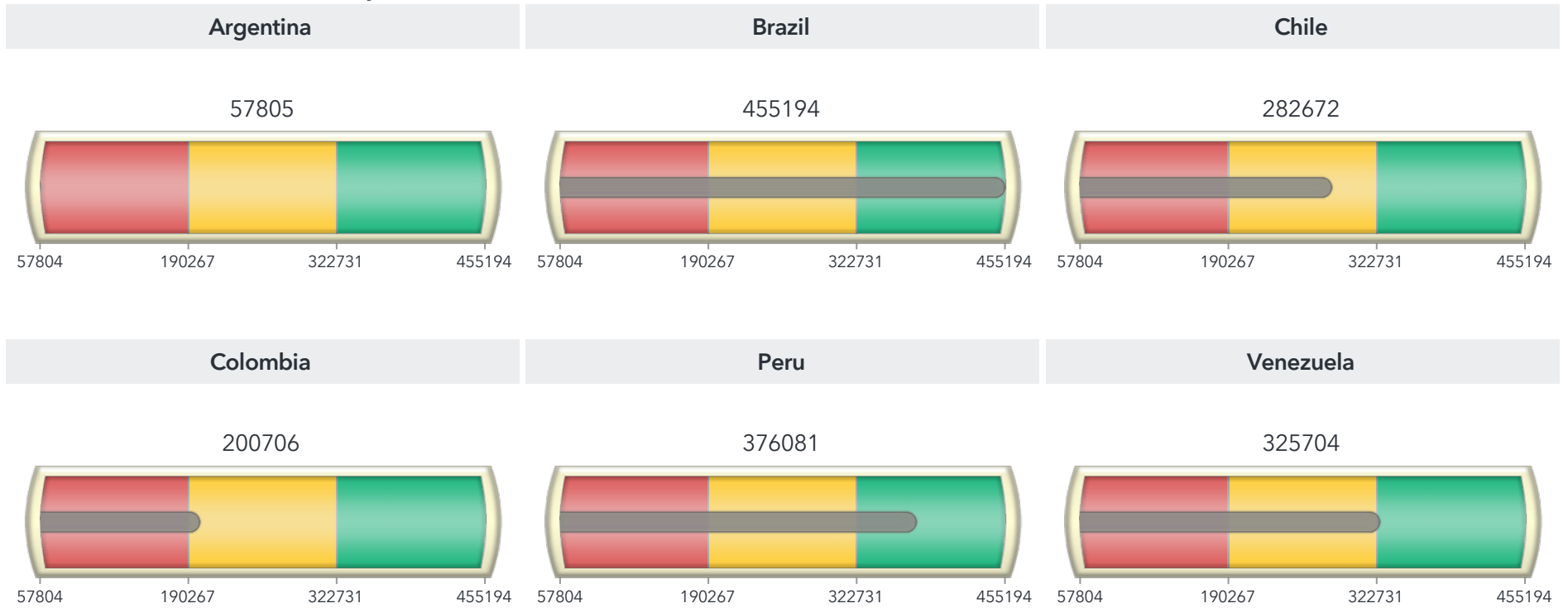
Product Sale



A3.1

Question 5.3

Product Sale for each country in South America

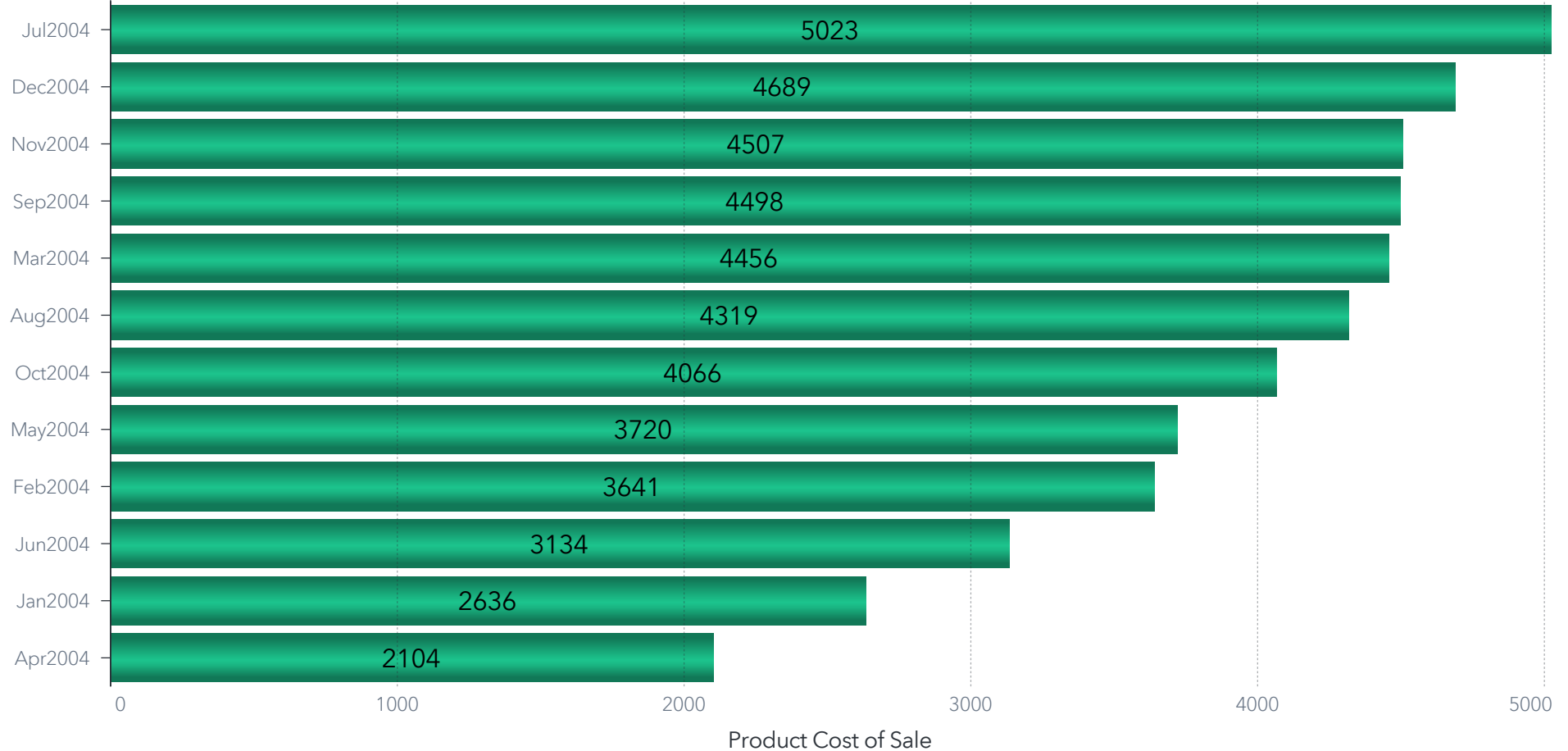


A4.1

Question 6

2004 Product Cost of Sale in Atlanta

Transaction Month



A5.1

In the year 2004, January and April have the minimum Cost of Sale in Atlanta

Question 7.1

Facility City by Product Sale

Facility City	Product Sale ▲
Beijing	16645
Houston	18673
Dallas	29866
San Antonio	50080
Buenos Aires	57805
Austin	64882
Fort Worth	72839
Oklahoma City	78209
Tulsa	81540
Belo Horizonte	86173

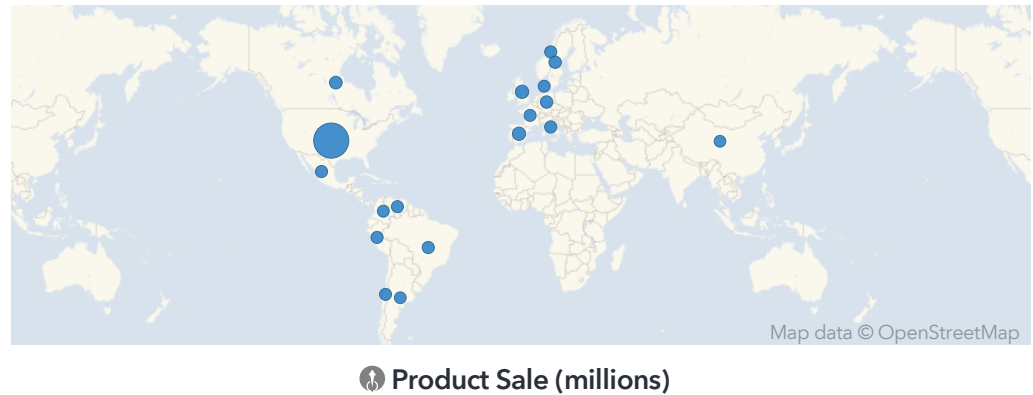
Facility Continent by Product Sale



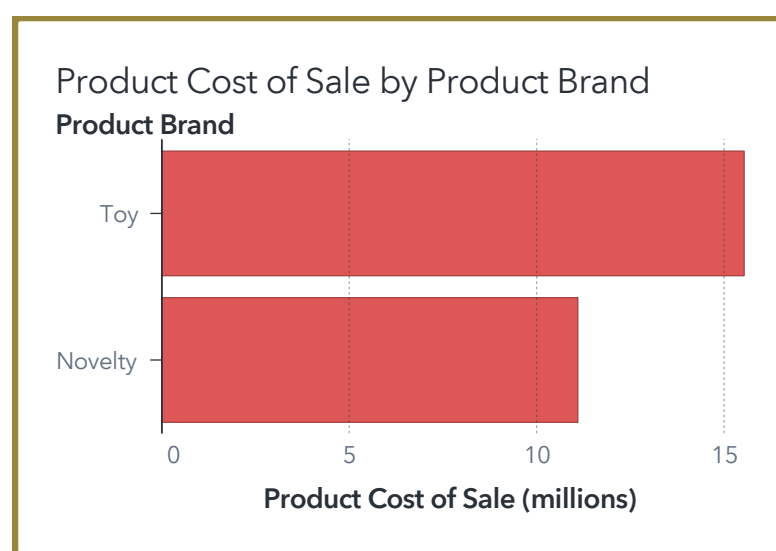
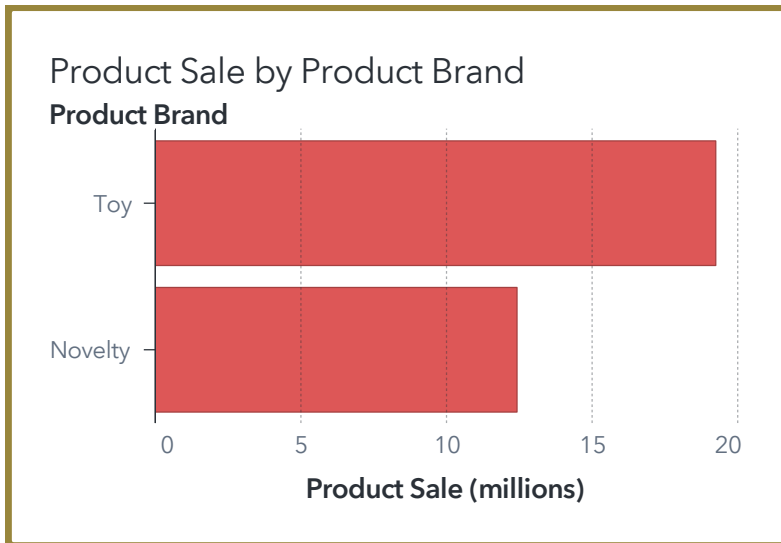
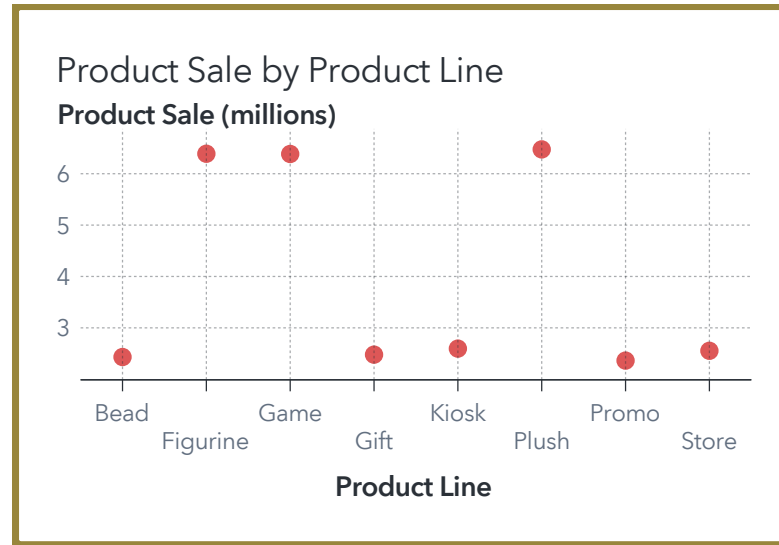
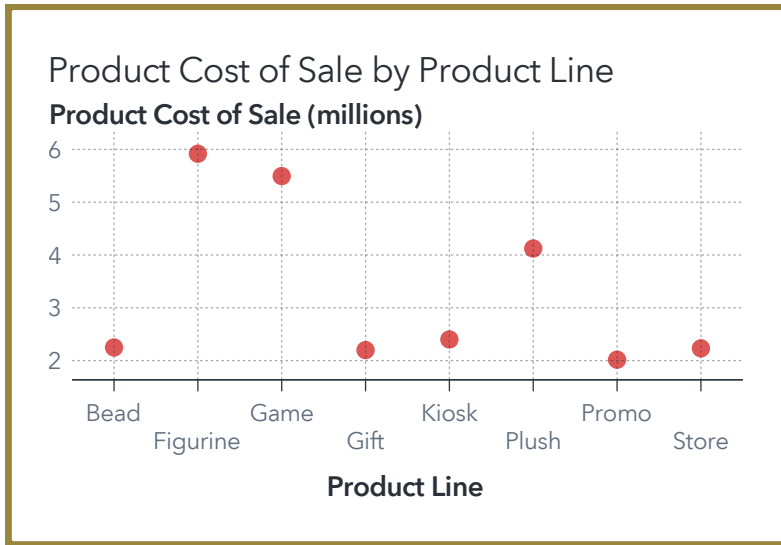
Facility City by Product Cost of Sale

Facility City	▲	Product Cost of Sale
Albuquerque		350824
Atlanta		146866
Austin		53806
Baltimore		174889
Barcelona		415953
Baton Rouge		80486
Beijing		14196

Facility Country by Product Sale

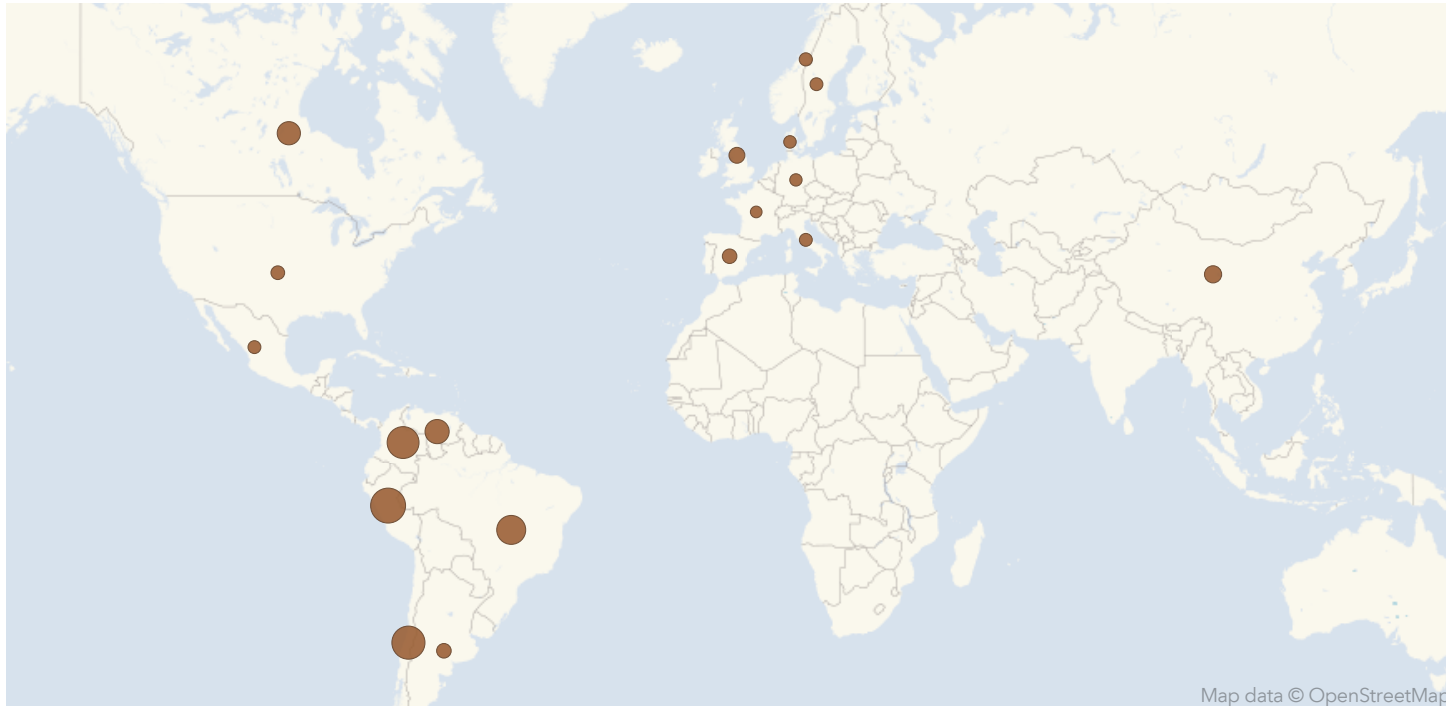


Question 7.2



Question 7.3

Facility Country by Customer Satisfaction



A6.1

Question 7.4

Product Line by Product Quality

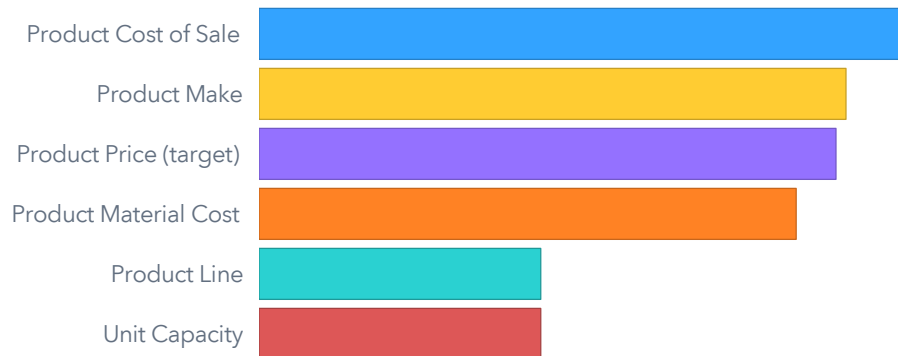


Question 7.5

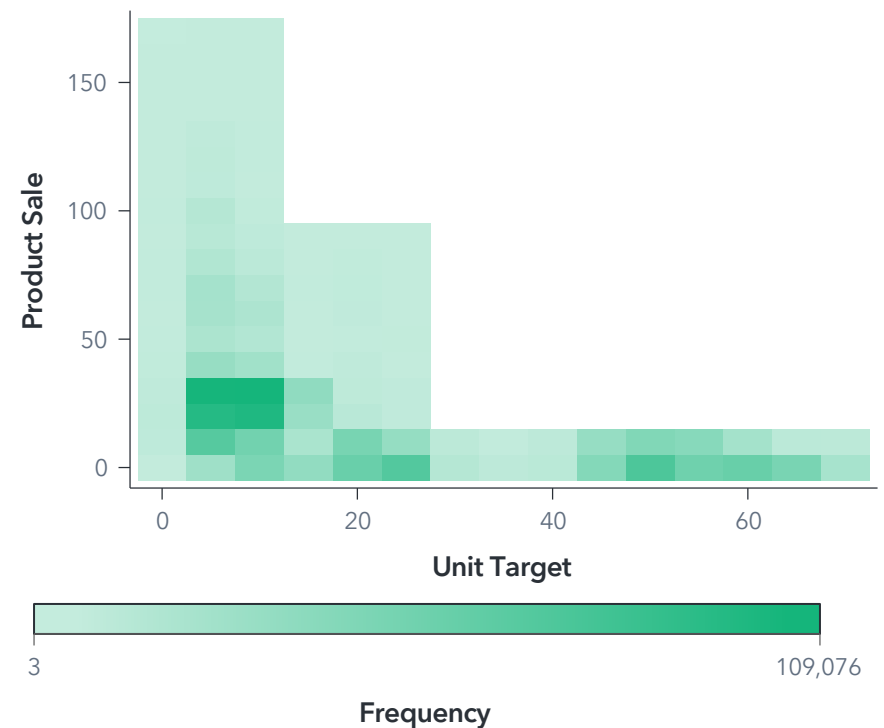
What are the characteristics of Product Sale?

Product Sale ranges from 0 to 173. Average Product Sale is 20. Most cases (1.3M of 1.6M) have a Product Sale between 2.7 and 43. Product Price (target) best differentiates the highest (top 10%) and the lowest (bottom 10%) Product Sale cases. There are 113K cases that might be outliers, with Product Sale above 61.

What factors are most related to Product Sale?



What is the relationship between Product Sale and Unit Target?



What are the groups based on Unit Target by the average value of Product Sale ?

163 If Product Cost of Sale is greater than or equal to 116 , Unit Target is greater than or equal to 8 , then the 520 cases have a predicted Product Sale of 163.

157 If Product Cost of Sale is greater than or equal to 116 , Unit Target is less than 8 , then the 1.1K cases have a predicted Product Sale of 157.

154 If Unit Target is less than 9 , Product Material Cost is greater than or equal to 28 , then the 1.8K cases have a predicted Product Sale of 154.

Product Sale may have a strong negative relationship with Unit Target. It appears to be a cubic relationship. Average Unit Target is 23, and it ranges from 1 to 68.

Appendix

A1.1 Forecasting - Transaction Month 1

Filters: (Transaction Month BetweenInclusive(Jan1998; Aug2005)) OR Transaction Month Missing

A2.1 Product Sale by Facility Country

Filters: Facility Continent In('South America')

A2.2 Product Sale for each country in South America

Filters: Facility Continent In('South America')

A3.1 Product Sale for each country in South America

Filters: Facility Continent In('South America')

A4.1 Product Sale for each country in South America

Filters: Facility Continent In('South America')

Display Rules: Product Sale

■	$57804 \leq x < 190267$
■	$190267 \leq x < 322731$
■	$322731 \leq x \leq 455194$

A5.1 2004 Product Cost of Sale in Atlanta

Filters: Facility Continent In('North America')
Facility City In('Atlanta')
(Transaction Year BetweenInclusive(2004; 2004)) OR Transaction Year Missing

A6.1 Facility Country by Customer Satisfaction