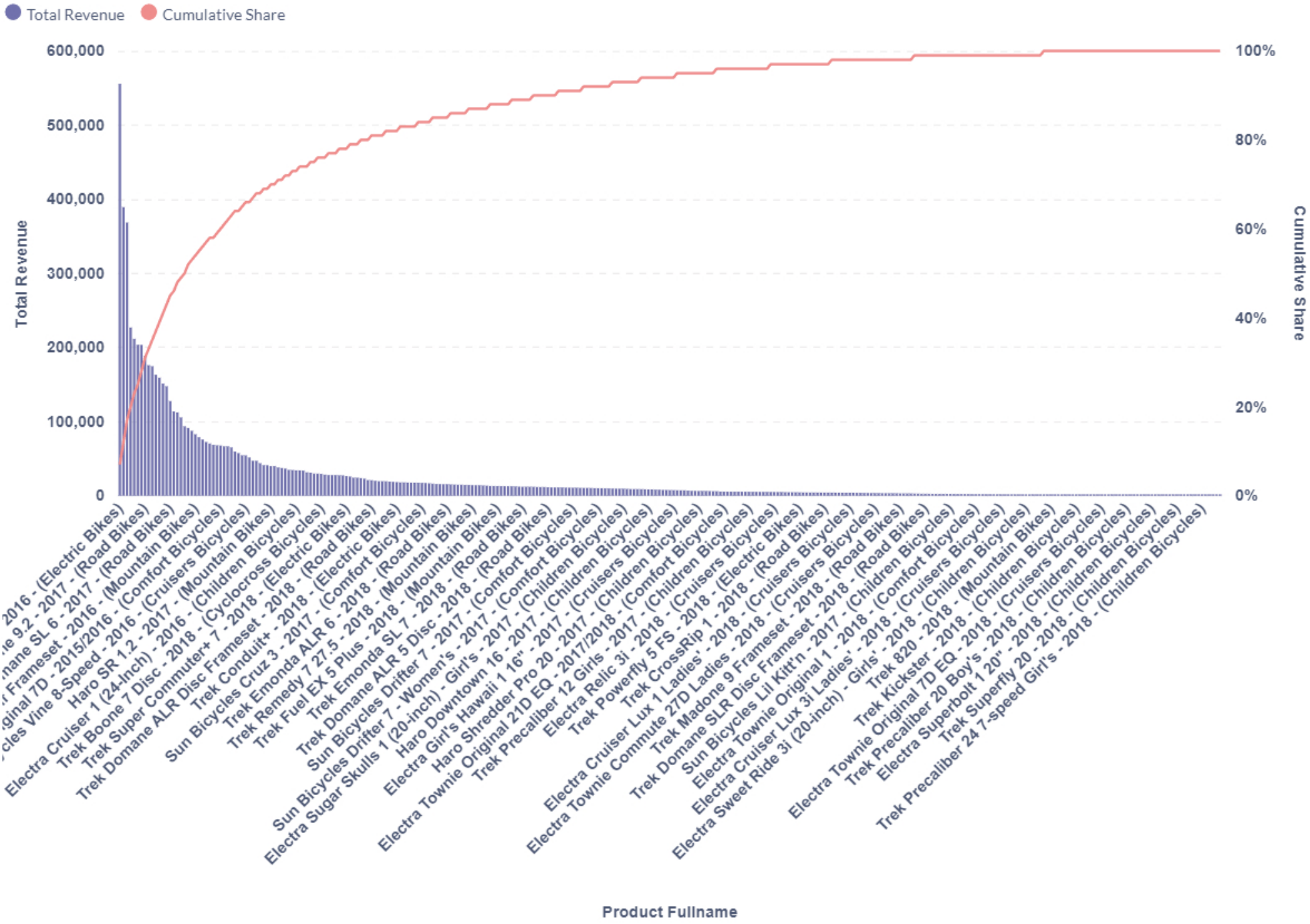


Dashboard Local Bike

Product revenue Pareto



Class A Products – Top Revenue Drivers (80%)

| Product Fullname | Available Quantity | Total Revenue | Revenue Rank | Cumulative Share |
|--|--------------------|---------------|--------------|------------------|
| Trek Slash 8 27.5 - 2016 - (Mountain Bikes) | 28 | 555,558.46 | 1 | 7% |
| Trek Conduit+ - 2016 - (Electric Bikes) | 51 | 389,248.55 | 2 | 12% |
| Trek Fuel EX 8 29 - 2016 - (Mountain Bikes) | 36 | 368,472.57 | 3 | 17% |
| Surly Straggler 650b - 2016 - (Cyclocross Bicycles) | 59 | 226,765.39 | 4 | 20% |
| Trek Domane SLR 6 Disc - 2017 - (Road Bikes) | 54 | 211,584.57 | 5 | 23% |
| Surly Straggler - 2016 - (Cyclocross Bicycles) | 49 | 203,507.62 | 6 | 25% |
| Trek Remedy 29 Carbon Frameset - 2016 - (Mountain Bikes) | 13 | 203,380.75 | 7 | 28% |
| Trek Powerfly 8 FS Plus - 2017 - (Electric Bikes) | 78 | 188,249.59 | 8 | 31% |
| Trek Madone 9.2 - 2017 - (Road Bikes) | 43 | 175,899.61 | 9 | 33% |
| Trek Silque SLR 8 Women's - 2017 - (Road Bikes) | 12 | 174,524.71 | 10 | 35% |
| Trek Silque SLR 7 Women's - 2017 - (Road Bikes) | 61 | 163,079.7 | 11 | 37% |
| Trek Fuel EX 9.8 27.5 Plus - 2017 - (Mountain Bikes) | 30 | 159,052.67 | 12 | 39% |
| Heller Shagamaw Frame - 2016 - (Mountain Bikes) | 26 | 151,160.74 | 13 | 41% |
| Trek Fuel EX 9.8 29 - 2017 - (Mountain Bikes) | 41 | 147,449.67 | 14 | 43% |
| Trek Boone 7 - 2017 - (Cyclocross Bicycles) | 29 | 127,609.58 | 15 | 45% |
| Trek Domane SL 6 - 2017 - (Road Bikes) | 16 | 113,644.63 | 16 | 46% |
| Surly Wednesday Frameset - 2016 - (Mountain Bikes) | 34 | 112,288.74 | 17 | 48% |
| Trek Remedy 9.8 - 2017 - (Mountain Bikes) | 35 | 105,469.78 | 18 | 49% |

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Class B – Growth Opportunity Products (15 %)

| Product Fullname | Available Quantity | Total Revenue | Revenue Rank | Cumulative Share |
|---|--------------------|---------------|--------------|------------------|
| Sun Bicycles Biscayne Tandem CB - 2017 - (Cruisers Bicycles) | 36 | 22,899.93 | 69 | 80% |
| Trek XM700+ Lowstep - 2018 - (Electric Bikes) | 86 | 20,964.93 | 70 | 80% |
| Trek Emonda SLR 6 - 2018 - (Road Bikes) | 31 | 20,789.95 | 71 | 81% |
| Trek Domane ALR Disc Frameset - 2018 - (Road Bikes) | 41 | 19,999.93 | 72 | 81% |
| Sun Bicycles Brickell Tandem 7 - 2017 - (Cruisers Bicycles) | 30 | 19,544.71 | 73 | 81% |
| Sun Bicycles Spider 3i - 2017 - (Mountain Bikes) | 46 | 19,491.94 | 74 | 81% |
| Sun Bicycles Streamway 3 - 2017 - (Comfort Bicycles) | 24 | 19,363.77 | 75 | 82% |
| Electra Amsterdam Original 3i - 2015/2017 - (Cruisers Bicycles) | 11 | 18,987.88 | 76 | 82% |
| Sun Bicycles Lil Bolt Type-R - 2017 - (Cruisers Bicycles) | 27 | 18,681.88 | 77 | 82% |
| Sun Bicycles Biscayne Tandem 7 - 2017 - (Cruisers Bicycles) | 16 | 18,289.67 | 78 | 82% |
| Trek Conduit+ - 2018 - (Electric Bikes) | 22 | 17,807.93 | 79 | 83% |
| Electra Amsterdam Original 3i Ladies' - 2017 - (Cruisers Bicycles) | 12 | 17,793.29 | 80 | 83% |
| Sun Bicycles Streamway 7 - 2017 - (Comfort Bicycles) | 11 | 17,637.65 | 81 | 83% |
| Trek Domane SL Frameset - 2018 - (Road Bikes) | 35 | 17,549.97 | 82 | 83% |
| Electra Townie Original 7D - 2017 - (Comfort Bicycles) | 43 | 17,502.41 | 83 | 83% |
| Trek Domane SL 6 Disc - 2018 - (Road Bikes) | 25 | 17,324.94 | 84 | 84% |
| Electra Townie 3i EQ (20-inch) - Boys' - 2017 - (Children Bicycles) | 55 | 17,125.11 | 85 | 84% |
| Sun Bicycles Cruz 3 - 2017 - (Comfort Bicycles) | 38 | 17,036.58 | 86 | 84% |

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Class C – Low Impact or Niche Products (5 %)

| Product Fullname | Available Quantity | Total Revenue | Revenue Rank | Cumulative Share |
|---|--------------------|---------------|--------------|------------------|
| Surly Straggler - 2018 - (Cyclocross Bicycles) | 57 | 6,428.35 | 161 | 95% |
| Trek Domane SL 5 Disc Women's - 2018 - (Road Bikes) | 34 | 6,249.97 | 162 | 95% |
| Haro Shredder Pro 20 - 2017 - (Children Bicycles) | 23 | 6,227.22 | 163 | 95% |
| Trek Domane AL 3 Women's - 2018 - (Road Bikes) | 14 | 6,219.12 | 164 | 95% |
| Trek Domane SL Frameset Women's - 2018 - (Road Bikes) | 65 | 6,174.99 | 165 | 95% |
| Trek Boone 5 Disc - 2018 - (Cyclocross Bicycles) | 48 | 6,038.98 | 166 | 95% |
| Electra Townie Commute 27D Ladies' - 2018 - (Comfort Bicycles) | 31 | 5,912.93 | 167 | 96% |
| Trek Ticket 5 Frame - 2018 - (Mountain Bikes) | 56 | 5,527.16 | 168 | 96% |
| Electra Townie Balloon 3i EQ Ladies' - 2018 - (Comfort Bicycles) | 23 | 5,447.92 | 169 | 96% |
| Electra Townie Original 21D EQ - 2017/2018 - (Comfort Bicycles) | 44 | 5,439.91 | 170 | 96% |
| Sun Bicycles Revolutions 24 - Girl's - 2017 - (Cruisers Bicycles) | 33 | 5,436.41 | 171 | 96% |
| Electra Townie Commute Go! Ladies' - 2018 - (Electric Bikes) | 20 | 5,399.98 | 172 | 96% |
| Electra Townie Commute 8D Ladies' - 2018 - (Cruisers Bicycles) | 17 | 5,389.91 | 173 | 96% |
| Surly Straggler 650b - 2018 - (Road Bikes) | 42 | 5,359.54 | 174 | 96% |
| Surly Straggler - 2018 - (Road Bikes) | 52 | 5,344.05 | 175 | 96% |
| Trek X-Caliber Frameset - 2018 - (Mountain Bikes) | 60 | 5,219.96 | 176 | 96% |
| Trek Precaliber 12 Girls - 2017 - (Children Bicycles) | 43 | 5,198.09 | 177 | 96% |
| Surly FCR - 2018 - (Road Bikes) | 37 | 5,127.3 | 178 | 96% |

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