

```
Last login: Wed Nov 26 18:48:47 on console
You have new mail.
meghachandwani@Meghas-MacBook-Pro ~ % cd Amazon Data Analysis
cd: too many arguments
meghachandwani@Meghas-MacBook-Pro ~ % ls
Applications      go                Pictures
Desktop           Library           Postman
Documents         Megha860199.github.io  Postman Agent
Downloads         Movies            Public
editor_walkthrough Music             PyCharmMiscProject
gcc-7.2.0         package-lock.json  Xcode_16.4_Backup.app
gcc-7.2.0.tar.gz  package.json
meghachandwani@Meghas-MacBook-Pro ~ % cd Desktop
meghachandwani@Meghas-MacBook-Pro Desktop % cd SuperstoreDataAnalyses
meghachandwani@Meghas-MacBook-Pro SuperstoreDataAnalyses % source .venv/bin/activate
(.venv) meghachandwani@Meghas-MacBook-Pro SuperstoreDataAnalyses % queries_run.py
zsh: command not found: queries_run.py
(.venv) meghachandwani@Meghas-MacBook-Pro SuperstoreDataAnalyses % python3 queries_run.py
Sales by Year / Region / Category
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Year	Region	Category	Total Sales
2011	APAC	Furniture	237,823.00
2011	APAC	Office Supplies	156,677.00
2011	APAC	Technology	244,764.00
2011	Africa	Furniture	32,944.00
2011	Africa	Office Supplies	44,474.00
2011	Africa	Technology	49,768.00
2011	Canada	Furniture	481.00
2011	Canada	Office Supplies	4,393.00
2011	Canada	Technology	3,633.00
2011	EMEA	Furniture	45,569.00
2011	EMEA	Office Supplies	39,488.00
2011	EMEA	Technology	51,365.00
2011	EU	Furniture	139,615.00
2011	EU	Office Supplies	179,135.00
2011	EU	Technology	160,016.00
2011	LATAM	Furniture	142,551.00
2011	LATAM	Office Supplies	99,693.00
2011	LATAM	Technology	142,867.00
2011	US	Furniture	157,188.00
2011	US	Office Supplies	151,782.00
2011	US	Technology	175,285.00
2012	APAC	Furniture	268,820.00
2012	APAC	Office Supplies	191,874.00
2012	APAC	Technology	302,047.00
2012	Africa	Furniture	28,897.00
2012	Africa	Office Supplies	50,856.00
2012	Africa	Technology	64,734.00
2012	Canada	Furniture	1,602.00
2012	Canada	Office Supplies	10,079.00
2012	Canada	Technology	4,418.00
2012	EMEA	Furniture	52,357.00
2012	EMEA	Office Supplies	55,521.00
2012	EMEA	Technology	55,528.00
2012	EU	Furniture	171,982.00
2012	EU	Office Supplies	227,876.00
2012	EU	Technology	255,685.00
2012	LATAM	Furniture	164,737.00
2012	LATAM	Office Supplies	121,659.00
2012	LATAM	Technology	178,341.00
2012	US	Furniture	170,518.00
2012	US	Office Supplies	137,248.00
2012	US	Technology	162,794.00
2013	APAC	Furniture	378,250.00
2013	APAC	Office Supplies	223,484.00
2013	APAC	Technology	372,884.00
2013	Africa	Furniture	61,973.00
2013	Africa	Office Supplies	75,799.00
2013	Africa	Technology	91,297.00
2013	Canada	Furniture	2,765.00
2013	Canada	Office Supplies	8,144.00
2013	Canada	Technology	8,253.00
2013	EMEA	Furniture	45,816.00
2013	EMEA	Office Supplies	80,718.00
2013	EMEA	Technology	78,126.00
2013	EU	Furniture	201,238.00
2013	EU	Office Supplies	276,515.00
2013	EU	Technology	283,933.00
2013	LATAM	Furniture	228,787.00
2013	LATAM	Office Supplies	162,602.00
2013	LATAM	Technology	216,759.00
2013	US	Furniture	198,910.00
2013	US	Office Supplies	183,531.00
2013	US	Technology	226,082.00
2014	APAC	Furniture	459,065.00
2014	APAC	Office Supplies	312,342.00
2014	APAC	Technology	437,803.00
2014	Africa	Furniture	70,836.00
2014	Africa	Office Supplies	95,623.00
2014	Africa	Technology	116,575.00
2014	Canada	Furniture	5,747.00
2014	Canada	Office Supplies	7,421.00
2014	Canada	Technology	9,996.00
2014	EMEA	Furniture	84,885.00
2014	EMEA	Office Supplies	100,985.00
2014	EMEA	Technology	115,832.00
2014	EU	Furniture	266,253.00
2014	EU	Office Supplies	362,833.00
2014	EU	Technology	413,138.00
2014	LATAM	Furniture	275,885.00
2014	LATAM	Office Supplies	180,012.00
2014	LATAM	Technology	250,794.00
2014	US	Furniture	215,390.00
2014	US	Office Supplies	246,566.00
2014	US	Technology	272,060.00

YOY Category Sales Trends					
Region	Category	Year	Sales	Prev Sales	YOY Change
APAC	Furniture	2011	237,823.00	-	-
APAC	Furniture	2012	268,820.00	237,823.00	13.03%
APAC	Furniture	2013	378,250.00	268,820.00	40.71%
APAC	Furniture	2014	459,065.00	378,250.00	21.37%
APAC	Office Supplies	2011	156,677.00	-	-
APAC	Office Supplies	2012	191,874.00	156,677.00	22.46%
APAC	Office Supplies	2013	223,484.00	191,874.00	16.47%
APAC	Office Supplies	2014	312,342.00	223,484.00	39.76%
APAC	Technology	2011	244,764.00	-	-
APAC	Technology	2012	302,047.00	244,764.00	23.40%
APAC	Technology	2013	372,884.00	302,047.00	23.45%
APAC	Technology	2014	437,803.00	372,884.00	17.41%
Africa	Furniture	2011	32,944.00	-	-
Africa	Furniture	2012	28,897.00	32,944.00	-12.28%
Africa	Furniture	2013	61,973.00	28,897.00	114.46%
Africa	Furniture	2014	70,836.00	61,973.00	14.30%
Africa	Office Supplies	2011	44,474.00	-	-
Africa	Office Supplies	2012	50,856.00	44,474.00	14.35%
Africa	Office Supplies	2013	75,799.00	50,856.00	49.05%
Africa	Office Supplies	2014	95,623.00	75,799.00	26.15%
Africa	Technology	2011	49,768.00	-	-
Africa	Technology	2012	64,734.00	49,768.00	30.07%
Africa	Technology	2013	91,297.00	64,734.00	41.03%
Africa	Technology	2014	116,575.00	91,297.00	27.69%
Canada	Furniture	2011	481.00	-	-
Canada	Furniture	2012	1,602.00	481.00	233.06%
Canada	Furniture	2013	2,765.00	1,602.00	72.60%
Canada	Furniture	2014	5,747.00	2,765.00	107.85%
Canada	Office Supplies	2011	4,393.00	-	-
Canada	Office Supplies	2012	10,079.00	4,393.00	129.43%
Canada	Office Supplies	2013	8,144.00	10,079.00	-19.20%
Canada	Office Supplies	2014	7,421.00	8,144.00	-8.88%
Canada	Technology	2011	3,633.00	-	-
Canada	Technology	2012	4,418.00	3,633.00	21.61%
Canada	Technology	2013	8,253.00	4,418.00	86.08%
Canada	Technology	2014	9,996.00	8,253.00	21.12%
EMEA	Furniture	2011	45,569.00	-	-
EMEA	Furniture	2012	52,357.00	45,569.00	14.90%
EMEA	Furniture	2013	45,816.00	52,357.00	-12.49%

EMEA	Furniture	2014	84,885.00	45,816.00	85.27%
EMEA	Office Supplies	2011	39,488.00	-	-
EMEA	Office Supplies	2012	55,521.00	39,488.00	40.60%
EMEA	Office Supplies	2013	80,718.00	55,521.00	45.38%
EMEA	Office Supplies	2014	100,985.00	80,718.00	25.11%
EMEA	Technology	2011	51,365.00	-	-
EMEA	Technology	2012	55,528.00	51,365.00	8.10%
EMEA	Technology	2013	78,120.00	55,528.00	40.69%
EMEA	Technology	2014	115,832.00	78,120.00	48.27%
EU	Furniture	2011	139,615.00	-	-
EU	Furniture	2012	171,982.00	139,615.00	23.18%
EU	Furniture	2013	201,238.00	171,982.00	17.01%
EU	Furniture	2014	266,253.00	201,238.00	32.31%
EU	Office Supplies	2011	179,135.00	-	-
EU	Office Supplies	2012	227,876.00	179,135.00	27.21%
EU	Office Supplies	2013	276,515.00	227,876.00	21.34%
EU	Office Supplies	2014	362,833.00	276,515.00	31.22%
EU	Technology	2011	160,016.00	-	-
EU	Technology	2012	255,605.00	160,016.00	59.74%
EU	Technology	2013	283,933.00	255,605.00	11.08%
EU	Technology	2014	413,138.00	283,933.00	45.51%
LATAM	Furniture	2011	142,551.00	-	-
LATAM	Furniture	2012	164,737.00	142,551.00	15.56%
LATAM	Furniture	2013	228,787.00	164,737.00	38.88%
LATAM	Furniture	2014	275,885.00	228,787.00	20.59%
LATAM	Office Supplies	2011	99,693.00	-	-
LATAM	Office Supplies	2012	121,659.00	99,693.00	22.03%
LATAM	Office Supplies	2013	162,602.00	121,659.00	33.65%
LATAM	Office Supplies	2014	180,012.00	162,602.00	10.71%
LATAM	Technology	2011	142,867.00	-	-
LATAM	Technology	2012	178,341.00	142,867.00	24.83%
LATAM	Technology	2013	216,759.00	178,341.00	21.54%
LATAM	Technology	2014	250,794.00	216,759.00	15.70%
US	Furniture	2011	157,188.00	-	-
US	Furniture	2012	170,518.00	157,188.00	8.48%
US	Furniture	2013	198,910.00	170,518.00	16.65%
US	Furniture	2014	215,390.00	198,910.00	8.29%
US	Office Supplies	2011	151,782.00	-	-
US	Office Supplies	2012	137,248.00	151,782.00	-9.58%
US	Office Supplies	2013	183,531.00	137,248.00	33.72%
US	Office Supplies	2014	246,566.00	183,531.00	34.35%
US	Technology	2011	175,285.00	-	-
US	Technology	2012	162,794.00	175,285.00	-7.13%
US	Technology	2013	226,002.00	162,794.00	38.88%
US	Technology	2014	272,060.00	226,002.00	20.34%

Profit Margin by Category / Sub-Category		
Category	Sub-Category	Margin
Office Supplies	Paper	24.23%
Office Supplies	Labels	20.44%
Office Supplies	Envelopes	17.32%
Technology	Accessories	17.30%
Technology	Copiers	17.13%
Office Supplies	Binders	15.68%
Office Supplies	Art	15.57%
Office Supplies	Appliances	14.01%
Office Supplies	Fasteners	13.84%
Technology	Phones	12.70%
Furniture	Furnishings	12.18%
Furniture	Bookcases	11.04%
Office Supplies	Storage	9.62%
Furniture	Chairs	9.35%
Office Supplies	Supplies	9.29%
Technology	Machines	7.56%
Furniture	Tables	-8.47%

Top 5 Category/Sub-Category by Profit Margin		
Category	Sub-Category	Margin
Office Supplies	Paper	24.23%
Office Supplies	Labels	20.44%
Office Supplies	Envelopes	17.32%
Technology	Accessories	17.30%
Technology	Copiers	17.13%

Profit from Discounted Orders	
Metric	Value
Total Discounted Profit	-303,237.98
Share of Total Profit	-20.66%

Average Fulfillment Time	
Metric	Value

Avg (Ship.Date - Order.Date) 3.97 days

Profit StdDev by Market / Category (sample)		Profit StdDev	Min Profit	Max Profit	Count
Market	Category				
US	Technology	428.8166	-6,599.98	8,399.98	1847
EU	Furniture	267.9307	-2,211.16	2,071.44	1501
EU	Technology	244.9177	-1,783.08	2,461.32	1910
EMEA	Furniture	243.7814	-2,750.28	1,622.88	770
APAC	Technology	236.4261	-3,009.43	2,939.31	2396
Africa	Furniture	229.0748	-1,576.02	1,523.52	631
Africa	Technology	226.2185	-1,030.72	2,597.28	911
EMEA	Technology	225.4716	-4,088.38	1,484.16	962
APAC	Furniture	224.5920	-2,380.35	2,316.51	2429
Canada	Technology	222.7179	0.00	1,159.02	65
LATAM	Furniture	167.1728	-1,399.24	1,313.28	2382
US	Office Supplies	164.8873	-3,701.09	4,946.37	6026
LATAM	Technology	163.6412	-1,006.24	1,192.52	2050
US	Furniture	136.0492	-1,062.31	1,013.13	2121
EU	Office Supplies	117.4952	-3,059.82	3,979.08	6589
APAC	Office Supplies	94.3770	-1,736.28	1,722.48	6177
EMEA	Office Supplies	86.7748	-1,869.88	1,383.90	3297
Canada	Furniture	85.0842	0.00	371.70	42
Africa	Office Supplies	76.3340	-1,472.38	818.28	3045
Canada	Office Supplies	67.5717	0.00	593.64	277
LATAM	Office Supplies	61.1016	-690.54	999.36	5862

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