

←

coles

Total Sales

2.58M

Total Sales Qty

810K

Sales Rate

6.39

Avg. Sales

20.35

Stores

828

Category

All

Products

All

Store

All

Month

All

Products Sales

Product	Sales Volume
COLES HI FIBRE WHOLEMEAL BREAD:WHOLEMEAL:::700 GRAM	810.1K
COLES BREAD HIGH FIBRE WHITE SANDWICH:WHITE:::700 GRAM	661.45K
COLES SOFT WHOLEMEAL SANDWICH LOAF 650GRAM:650 GRAM	465.25K
COLES RAISIN TOAST:560 GRAM	342.44K
COLES SOFT WHITE SANDWICH 650GRAM:650 GRAM	301.76K

Top 10 Stores

Store	Sales Volume
CS DANDENO...	19K
CS CASUARINA	15K
CS BELMONT	14K
CS MUNNO PARA	13K
CS POINT COOK	13K
CS MANOR LAKES	13K
CS TARNETT CENTRAL	13K
CS TARNETT	13K
CS BERWICK	12K
CS GREENACRES	12K

Sales by Day

Day	Avg. Sales
SUNDAY	0.40M
THURSDAY	0.38M
SATURDAY	0.38M
WEDNESDAY	0.37M
TUESDAY	0.36M
MONDAY	0.35M
FRIDAY	0.35M

Sales Summary over Time

Quarter	Sales Volume
Qtr 1	1.5M
Qtr 2	0.4M
Qtr 3	0.4M
Qtr 4	0.3M

Sales by Category

Category	Sales Volume
BAKERY SNACKS	28
BAKERY BOUGHT IN	11

Avg. Sales per Order

Category	Avg. Sales per Order
BAKERY SNACKS	28
BAKERY BOUGHT IN	25
BAKERY SNACKS	20
BAKERY BOUGHT IN	20
BAKERY SNACKS	11

coles

Total Qty

78K

Orders Count

29K

Avg. Lead time

1.81

Substitutions

31K

Stores

760

Products

121

State

All

Products

All

Store

All

Service

All

Top 10 Stores by QTY

Store	QTY
Alexandria	2148
Aspley Hypermarket	1425
Eden Rise	1160
Riverlink Ipswich	865
Greenacre	860
Parabanks	844
Richmond South	791
Burwood East	772
Churchill Centre	762
Maroochydore	657

Orders by day

Day	Orders
Thursday	32730
Friday	29402
Wednesday	9753
Tuesday	3570
Monday	1561
Saturday	474
Sunday	277

Orders per State

Microsoft Bing
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Orders by Service type & SLA

Service type	SLA 0	SLA 1	SLA 2	SLA 5	SLA 6
Home Delivery	18490	28130	0	0	0
Urgent Delivery	8319	9212	0	0	0
Customer Collection	14442	0	0	0	0
Parcel Delivery	0	0	0	0	0
Regional Delivery	0	0	0	0	0
Same Day Delivery	0	0	0	0	0
Standard Delivery	0	0	0	0	0
Courier Express	0	0	0	0	0

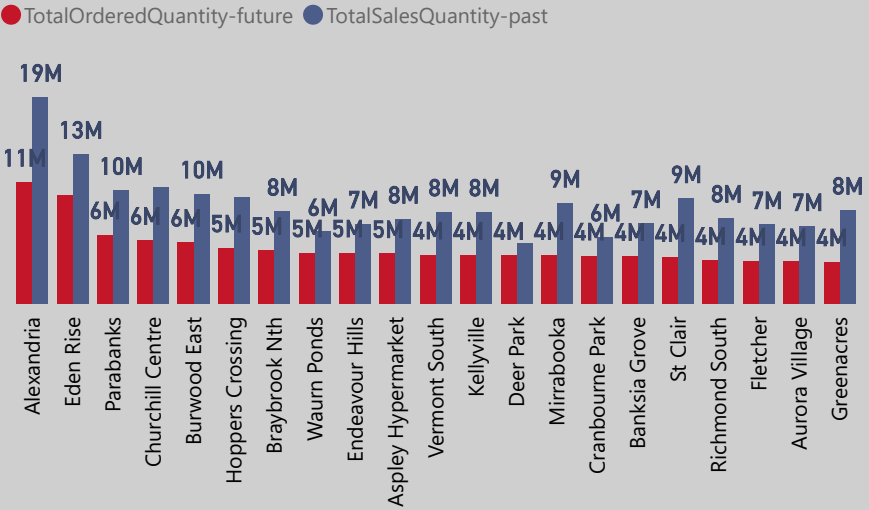
Stores with high Avg. lead time*

Store	Avg. lead time
Burwood East	3.1
Richmond South	2.9
Alexandria	2.6
Aspley Hypermarket	2.6
Greenacre	2.5
Eden Rise	2.3
Churchill Centre	2.3
Parabanks	2.2
Riverlink Ipswich	2.1
Maroochydore	2.0

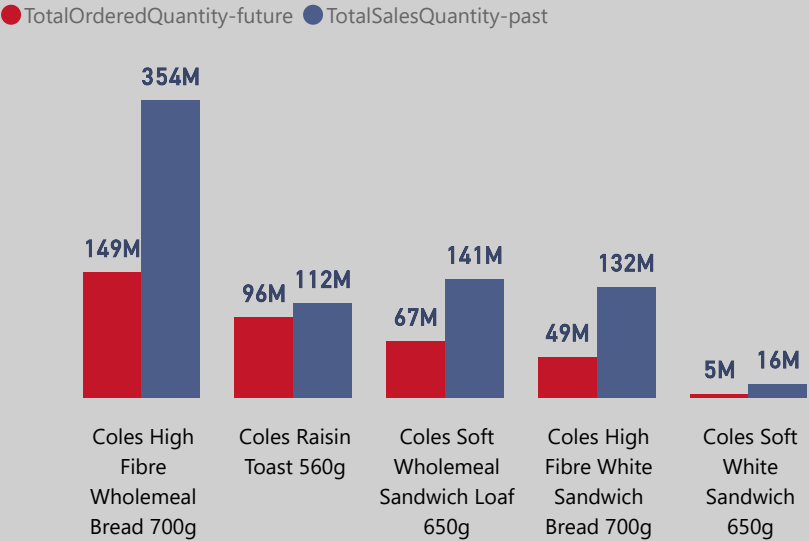
Orders with substitution

Category	Percentage
True	79.72%
False	20.28%

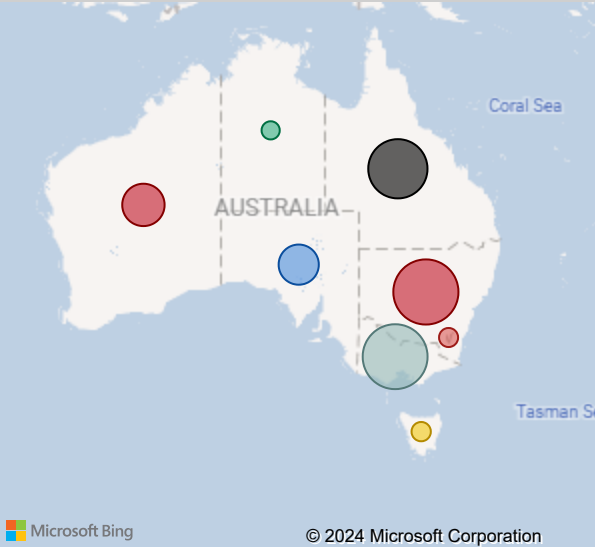
Future Orders vs Past Orders by Store



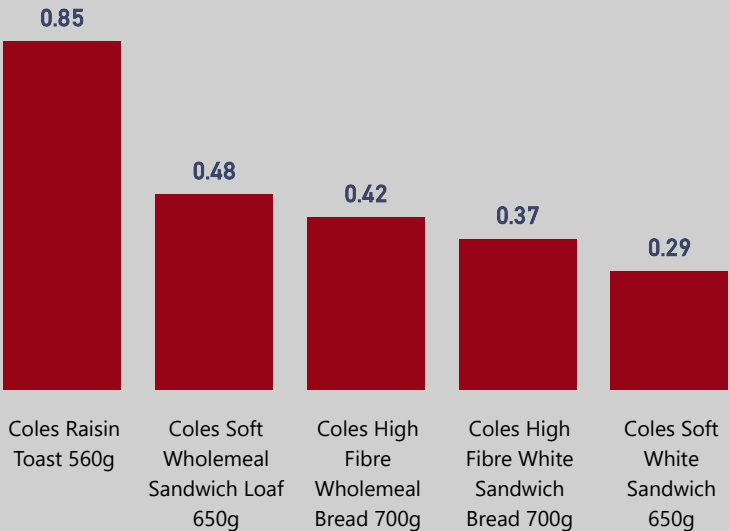
Future Orders vs Past Orders by Product



Ordered QTY by State

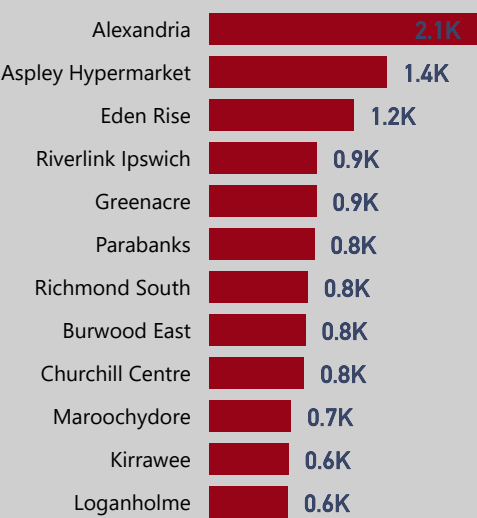


Conversion rate by Product



ItemDescription	SalesByStore	OrdersByStore
Tip Top The One White Sandwich Bread 700g	10,121,924.61	394622
Tip Top Original English Muffins 6 pack	9,286,126.87	378443
Wonder White Bread + Vitamins & Mineral 700g	7,257,784.38	286916
Coles High Fibre Wholemeal Bread 700g	6,152,085.47	235957
Coles White Bread 650g	5,603,617.60	201160
Wonder White Bread Wholemeal Plus Iron 700g	4,999,868.19	187330
Tip Top The One White Toast Bread 700g	4,422,258.56	174752
Coles English Muffins 6 Pack 400g	3,909,887.27	161603
Coles Soft Wholemeal Sandwich Loaf 650g	4,858,443.75	157326
Golden Round Crumpets 6 pack	3,807,832.25	156968
Coles Raisin Toast 560g	3,754,497.33	151650
Tip Top Raisin Toast Bread 520g	2,983,030.86	128108
Total	148,351,172.73	6073167

Order Gap by Store





Aberfoyle Park

StoreName	Sum of OrderedQuantity	StoreNumber	SubstitutionAllowed
Aberfoyle Park	51	4942	True
Airport West	5	7808	False
Airport West	2	7808	True
Albany	40	364	False
Albany	77	364	True
Albany Creek	11	4516	False

Total **77767**

Total Qty

78K

Orders Count

29K

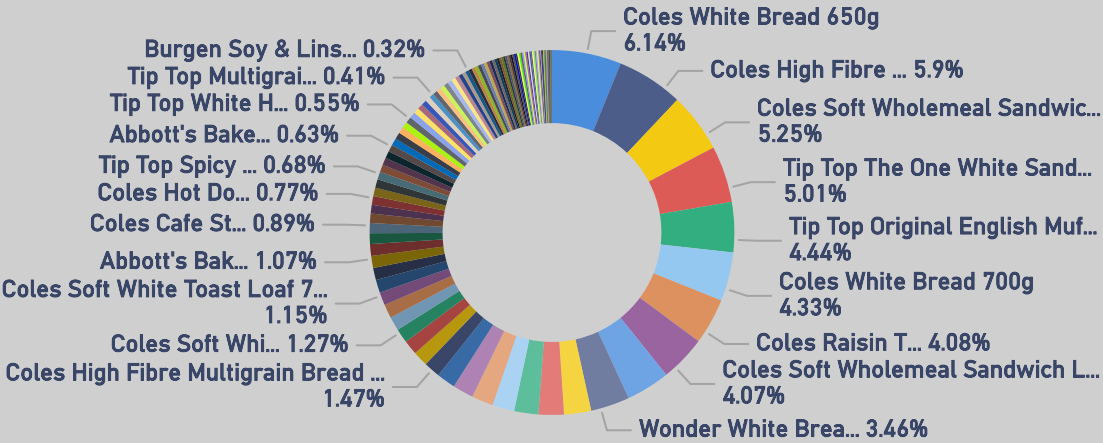
Avg. Lead ti...

1.81

Products

121

Sales by Category





OrderDay-Name	Sum of OrderedQuantity
Friday	29402
Monday	1561
Saturday	474
Sunday	277
Thursday	32730
Tuesday	3570
Wednesday	9753
Total	77767

State-name	Sum of OrderedQuantity
New South Wales	21383
Victoria	21209
Queensland	17295
Western Australia	7997
South Australia	7048
Tasmania	1014
Australian Capital Territory	977
Total	77767

Stores

Total Qty

Orders C...

Avg. Lea...

Products

760

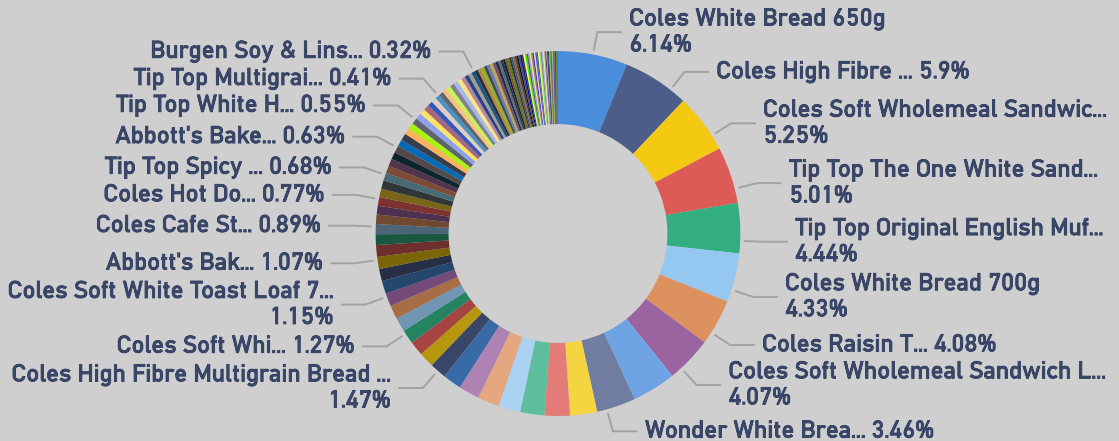
78K

29K

1.81

121

Sales by Category

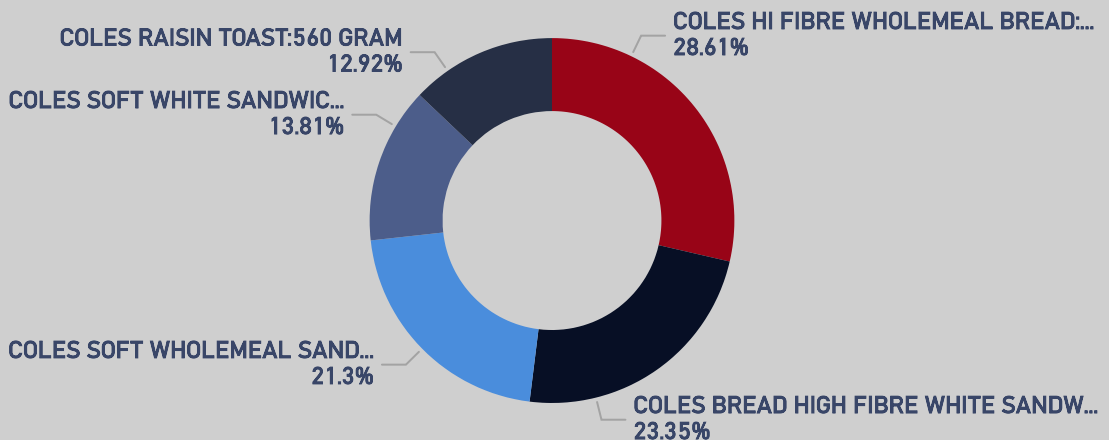




FRIDAY

Description	Sum of Sales \$	Sum of Sales Qty
COLES BREAD HIGH FIBRE WHITE SANDWICH:WHITE::700 GRAM	661,452.38	189227
COLES HI FIBRE WHOLEMEAL BREAD:WHOLEMEAL::700 GRAM	810,099.65	231811
COLES RAISIN TOAST:560 GRAM	342,442.71	104726
COLES SOFT WHITE SANDWICH 650GRAM:650 GRAM	301,757.15	111936
COLES SOFT WHOLEMEAL SANDWICH LOAF 650GRAM:650 GRAM	465,246.37	172581
Total	2,580,998.26	810281

Sales by Category





CS ABERFOYLE PARK

Description	Sum of Sales \$	Sum of Sales Qty
COLES SOFT WHOLEMEAL SANDWICH LOAF 650GRAM:650 GRAM	465,246.37	172581
COLES SOFT WHITE SANDWICH 650GRAM:650 GRAM	301,757.15	111936
COLES RAISIN TOAST:560 GRAM	342,442.71	104726
COLES HI FIBRE WHOLEMEAL BREAD:WHOLEMEAL::700 GRAM	810,099.65	231811
COLES BREAD HIGH FIBRE WHITE SANDWICH:WHITE::700 GRAM	661,452.38	189227
Total	2,580,998.26	810281

Sales by Category

