



**\$24.9M**

REVENUE

**\$10.5M**

PROFIT

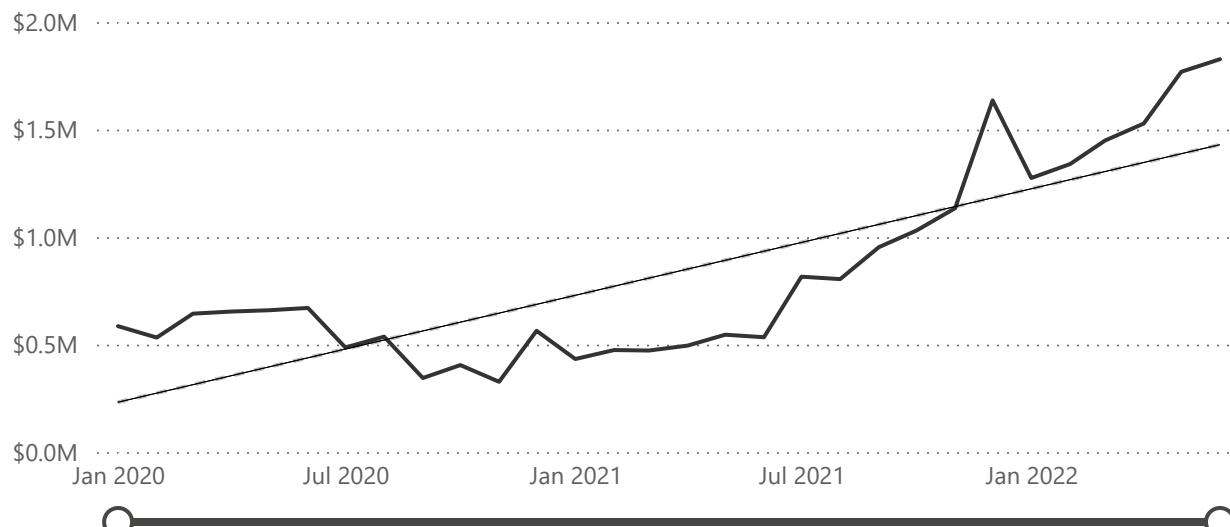
**25.2K**

All Orders

**2.2%**

Return Rate

### Revenue Trending



Monthly Revenue

**\$1.83M**

Prev Month: \$1.77M  
(+3.31%)

Monthly Orders

**2,146!**

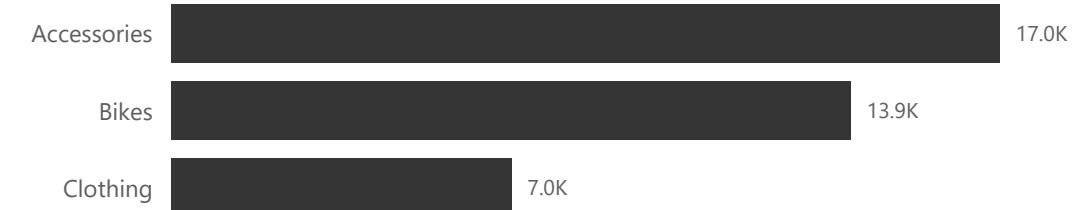
Prev Month: 2165 (-0.88%)

Monthly Revenue

**166**

Prev Month: 169 (+1.78%)

### Orders by Category



### Top 10 Products

	Order	Revenue	Return %
Water Bottle - 30 oz.	3,983	\$39,755	1.95%
Patch Kit/8 Patches	2,952	\$13,506	1.61%
Mountain Tire Tube	2,846	\$28,333	1.64%
Road Tire Tube	2,173	\$17,265	1.55%
Sport-100 Helmet, Red	2,099	\$73,444	3.33%
AWC Logo Cap	2,062	\$35,882	1.11%
Sport-100 Helmet, Blue	1,995	\$67,120	3.31%
Fender Set - Mountain	1,975	\$87,041	1.36%
Sport-100 Helmet, Black	1,940	\$65,270	2.68%
Mountain Bottle Cage	1,896	\$38,062	2.02%

Most Ordered Product Type:

**Tires and Tubes**

Most Returned Product Type:

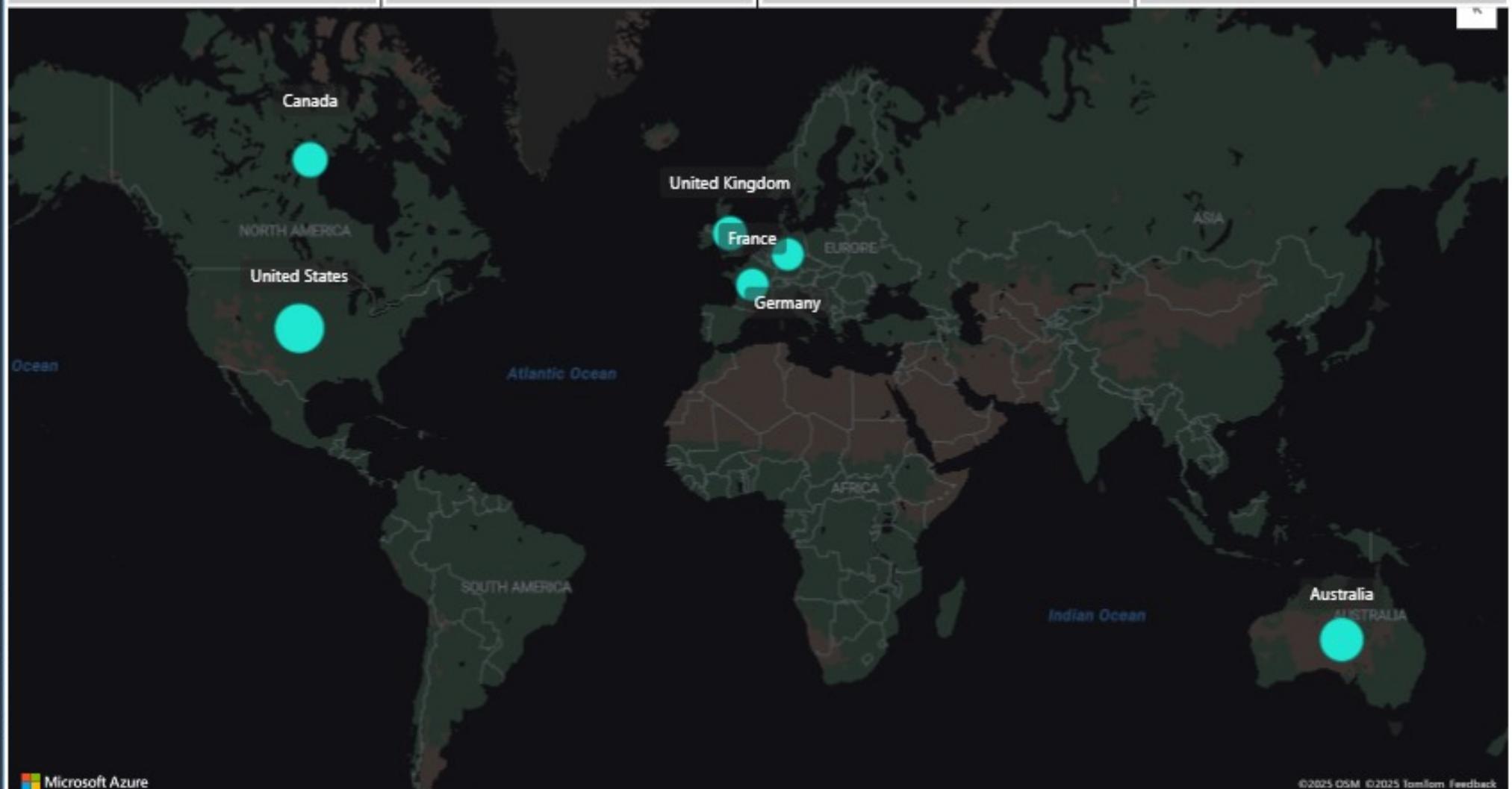
**Shorts**

Select all

Europe

North America

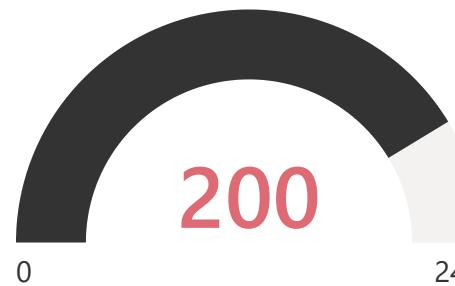
Pacific



Product Selected:

## Fender Set - Mountain

Monthly Orders Vs Target



Monthly Revenue Vs Target



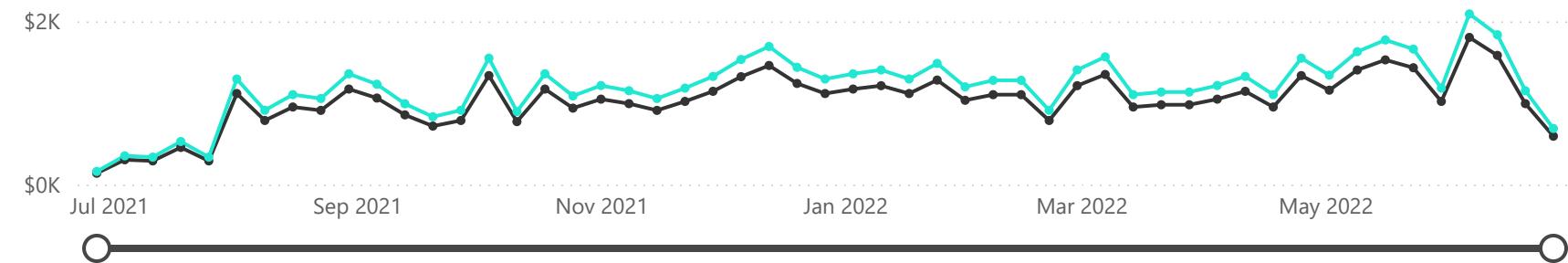
Monthly Profit Vs Target



Price Adjustment(%)

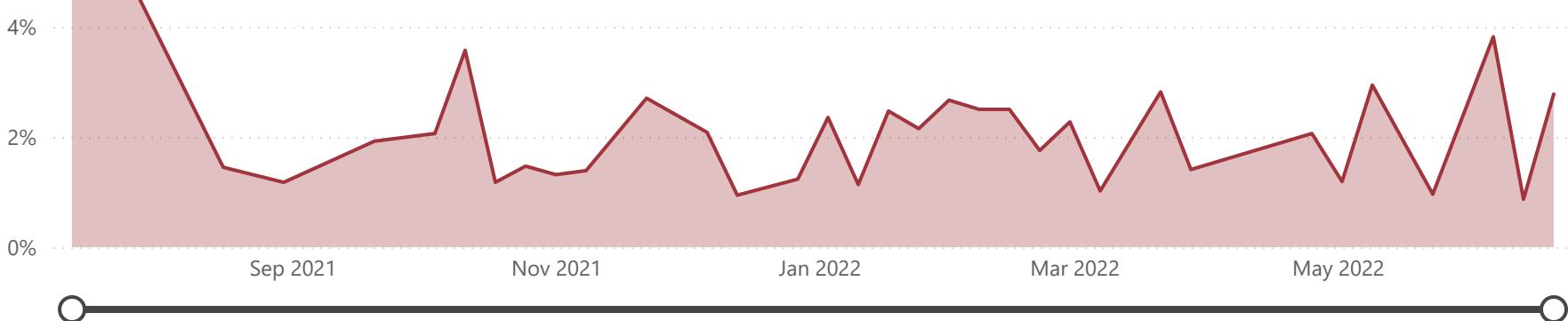
0.10

● Total Profit ● Adjusted Profit



Product Metric Select...

- Order
- Profit
- Revenue
- Returns
- Return %

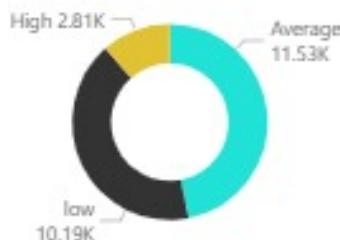




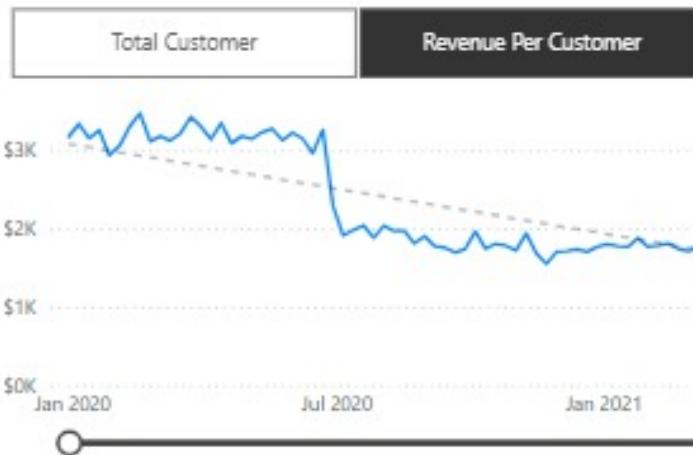
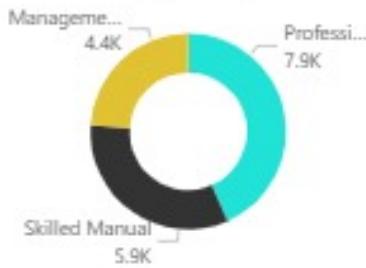
**17.4K**  
UNIQUE CUSTOMERS

**\$1,431**  
REVENUE PER CUSTOMER

#### Order by Income Level



#### Order by Occupation



#### Top 100 Customers

CustomerKey	Full Name	Order	Revenue
11433	Mr. Maurice Shan	6	\$12,408
11439	Mrs. Janet Munoz	6	\$12,015
11241	Mrs. Lisa Cai	7	\$11,330
11417	Mrs. Lacey Zheng	7	\$11,086
11420	Mr. Jordan Turner	7	\$11,022
11242	Mr. Larry Munoz	7	\$10,852
13263	Mrs. Kate Anand	4	\$10,437
12655	Mr. Larry Vazquez	4	\$10,395
11425	Mrs. Ariana Gray	6	\$10,391
12631	Mr. Clarence Gao	4	\$10,332
12650	Mr. Aaron Wright	4	\$10,329
13405	Mr. Ethan Bryant	4	\$10,309
11429	Mr. Marco Lopez	6	\$10,290
12632	Mrs. Bonnie Nath	4	\$10,283
11245	Mr. Ricky Vazquez	4	\$10,166
11237	Mr. Clarence Anand	4	\$10,065
11428	Mrs. Deanna Perez	4	\$9,762
<b>Total</b>		1,264	\$605,798

Year

2020

2022

**Mr. Maurice Shan**

Orders:

**170**

Revenue:

**\$156K**

Among the Customers of Skilled Manual in 2022, Ruben Suaraz had the most Revenue of \$4,683