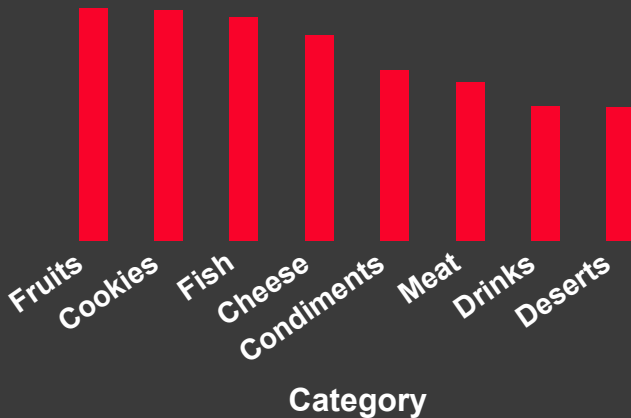


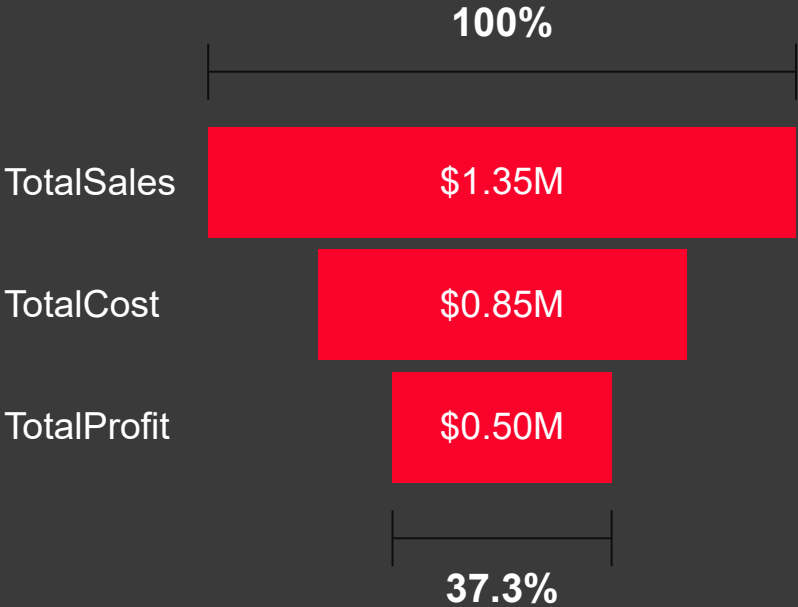
Cost and Profit Analysis

Year	Month	TotalSales	TotalSalesLY	ParallelPeriod
2017	July	\$34,863.66		
2017	August	\$31,878.90		
2017	September	\$32,996.87		
2017	October	\$46,917.17		
2017	November	\$57,033.17		
2017	December	\$56,575.60		
2018	January	\$76,604.76		\$260,265.37
2018	February	\$48,154.58		\$260,265.37
2018	March	\$48,200.63		\$260,265.37
2018	April	\$54,090.43		\$260,265.37
2018	May	\$53,781.29		\$260,265.37
2018	June	\$36,362.80		\$260,265.37
2018	July	\$51,020.86	\$34,863.66	\$260,265.37
2018	August	\$47,287.67	\$31,878.90	\$260,265.37
2018	September	\$55,629.24	\$32,996.87	\$260,265.37
2018	October	\$66,749.23	\$46,917.17	\$260,265.37
Total		\$1,353,702.96	\$913,079.10	\$913,079.10

ProfitMargin by Category



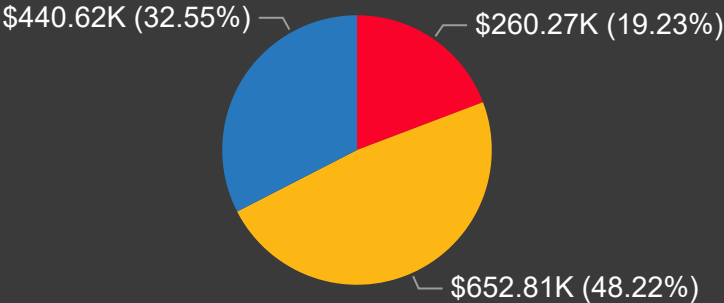
TotalSales, TotalCost and TotalProfit



37.3%

ProfitMargin

TotalSales by Year



Year	TotalSales	TotalCost	TotalProfit
2017	\$260,265.37	\$169,801.68	\$90,463.69
2018	\$652,813.73	\$398,201.27	\$254,612.46
2019	\$440,623.87	\$281,113.52	\$159,510.35
Total	\$1,353,702.96	\$849,116.47	\$504,586.49

Date Year

- 2017
- 2018
- 2019

Category	TotalProfit	ProfitMargin
Cheese	\$108,415.96	43.2%
Drinks	\$81,319.84	28.2%
Fish	\$64,595.46	46.8%
Meat	\$58,220.87	33.3%
Fruits	\$51,486.29	48.7%
Deserts	\$50,561.23	28.1%
Cookies	\$49,207.84	48.4%
Condiments	\$40,779.01	35.8%
Total	\$504,586.49	37.3%

Cumulative Sales

Category RankToShow

Cheese	\$108,415.96
Deserts	\$50,561.23
Drinks	\$81,319.84
Fish	\$64,595.46
Fruits	\$51,486.29
Meat	\$58,220.87
Total	\$504,586.49

Ranks toShow

- ☐ 1
- ☐ 2
- ☐ 3
- ☐ 4
- ☐ 5
- ☒ 6
- ☐ 7
- ☐ 8

Year

Select all

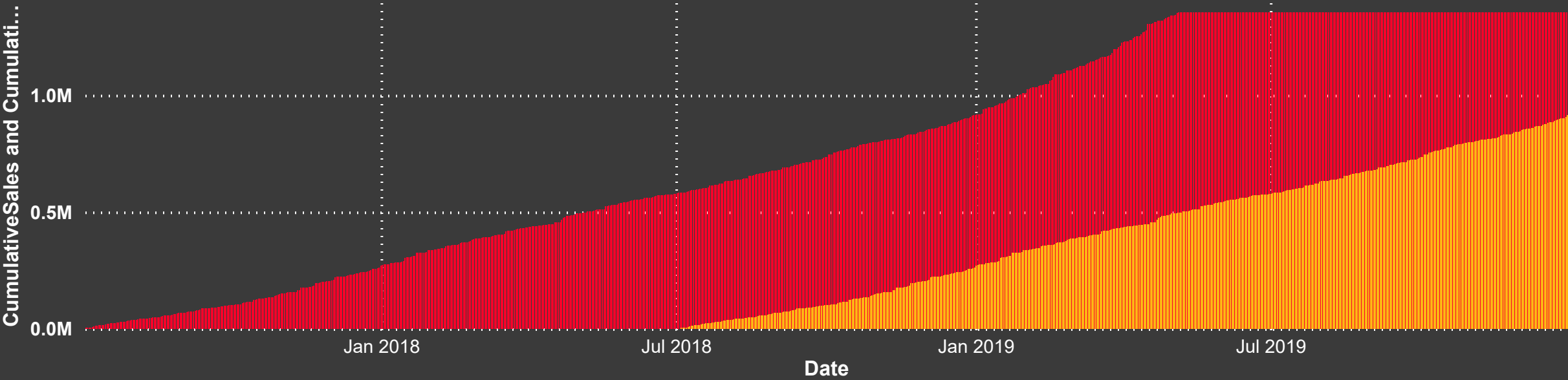
2018

2017

2019

CumulativeSales and CumulativeSalesLY by Date

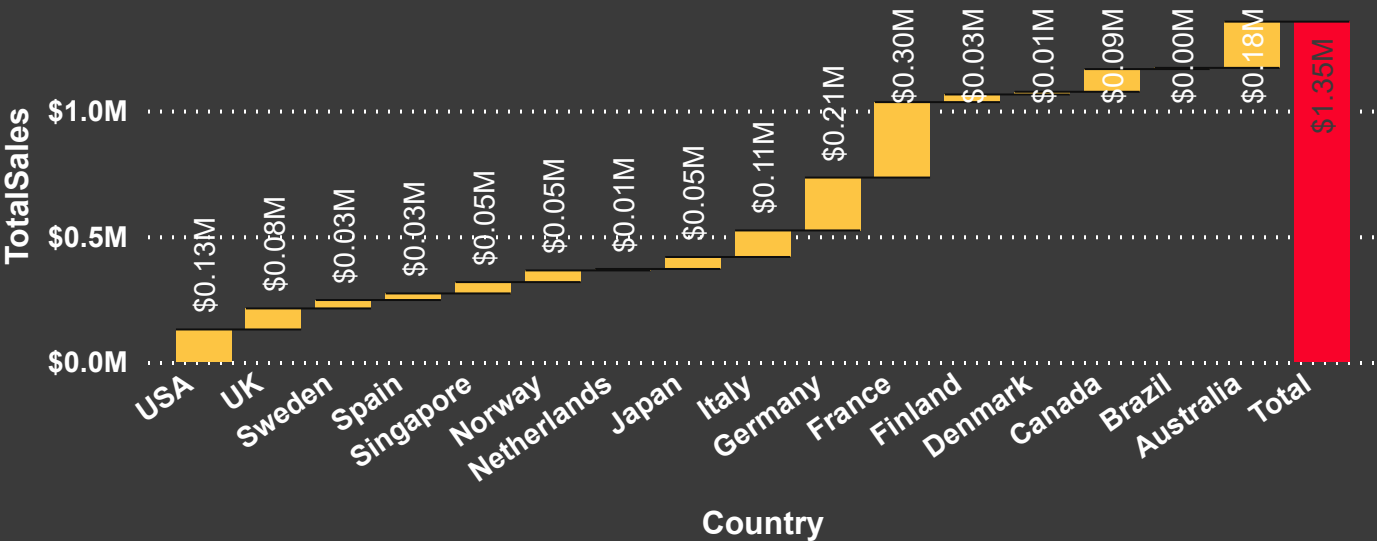
● CumulativeSales ● CumulativeSalesLY



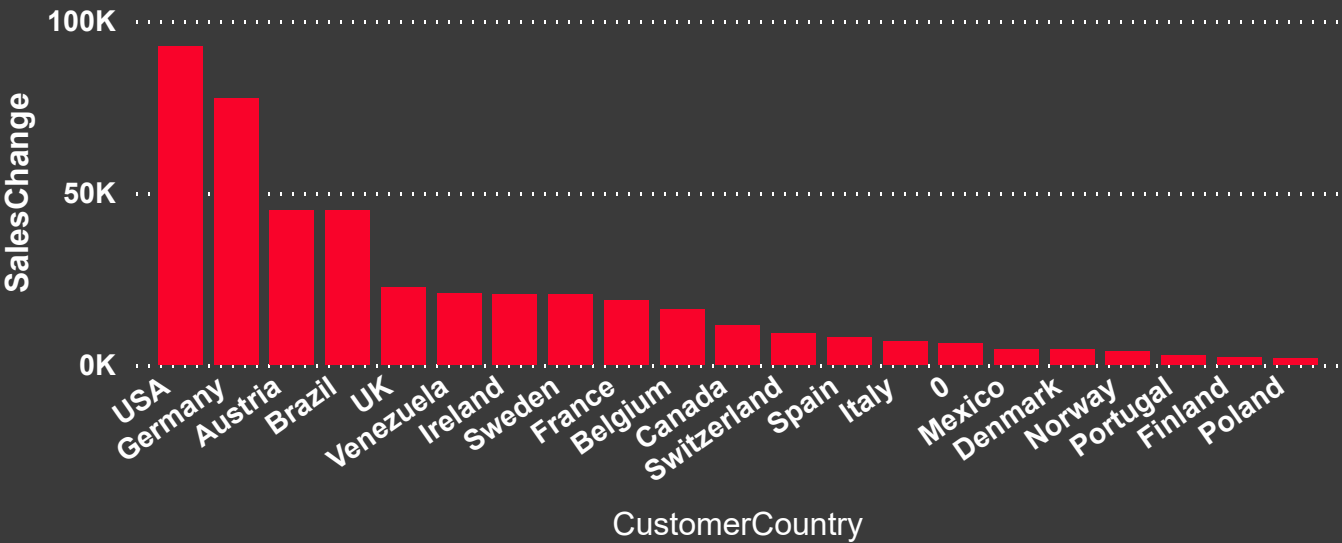
Sales By Country

TotalSales by Country

● Increase ● Decrease ● Total



SalesChange by CustomerCountry



Year



TotalSales by CustomerCountry



Scenario Analysis

PriceChange

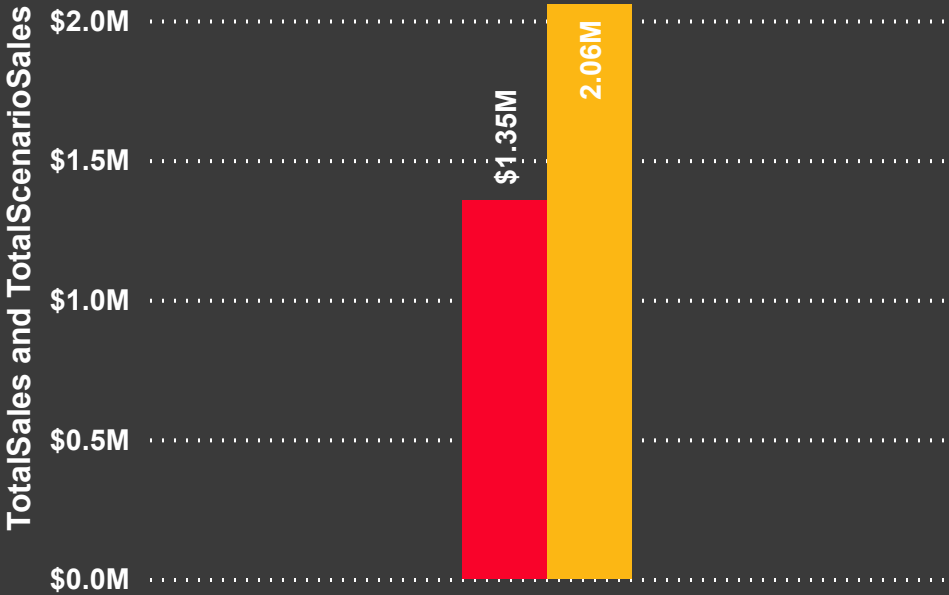
0.60

DemandChange

-0.05

TotalSales and TotalScenarioSales

● TotalSales ● TotalScenarioSales



TotalSales	TotalSalesonWeekends	TotalSalesonWeekdays
\$1,353,702.96	\$274,948.15	\$1,078,754.81

Date

RunningTotal30Days

Tuesday, July 04, 2017	\$566.00
Wednesday, July 05, 2017	\$2,895.25
Thursday, July 06, 2017	\$2,895.25
Friday, July 07, 2017	\$2,895.25
Saturday, July 08, 2017	\$5,655.46
Sunday, July 09, 2017	\$10,152.84
Monday, July 10, 2017	\$11,958.84
Tuesday, July 11, 2017	\$12,654.61
Wednesday, July 12, 2017	\$15,770.36
Thursday, July 13, 2017	\$15,770.36
Friday, July 14, 2017	\$15,770.36
Saturday, July 15, 2017	\$16,418.36
Sunday, July 16, 2017	\$17,818.86
Monday, July 17, 2017	\$19,842.66
Tuesday, July 18, 2017	\$19,968.66
Wednesday, July 19, 2017	\$22,410.34

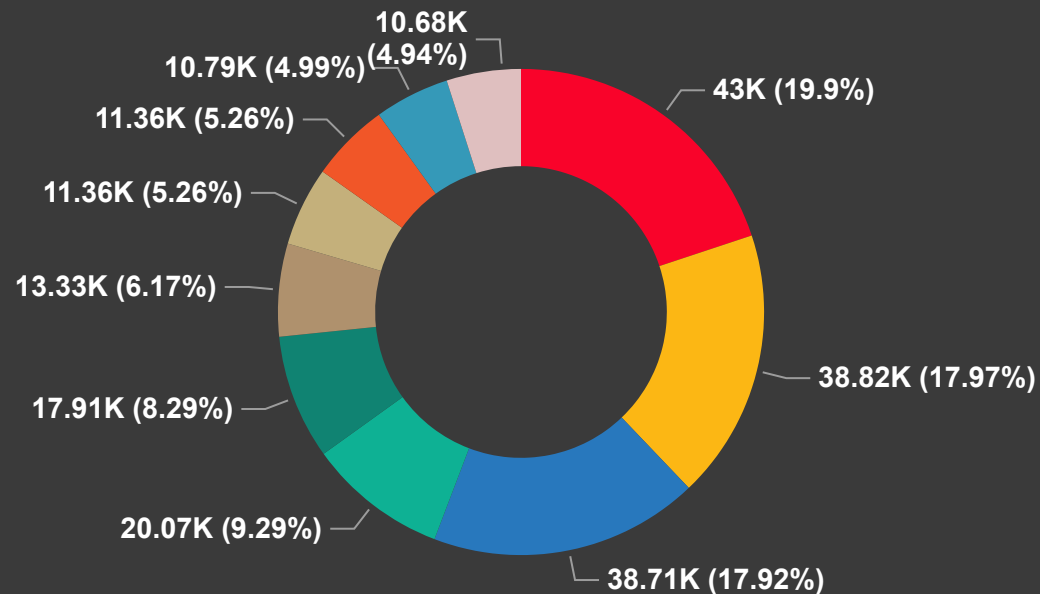
Top Clients

CustomerCompany Top10Clients

Ernst Handel	43,001.58
Folk och få HB	13,330.44
Hanari Carnes	11,358.62
HILARION-Abastos	11,364.69
Hungry Owl All-Night Grocers	17,910.80
Königlich Essen	10,682.58
QUICK-Stop	38,822.70
Rattlesnake Canyon Grocery	20,069.56
Save-a-lot Markets	38,713.61
Suprêmes délices	10,789.07

Total **216,043.65**

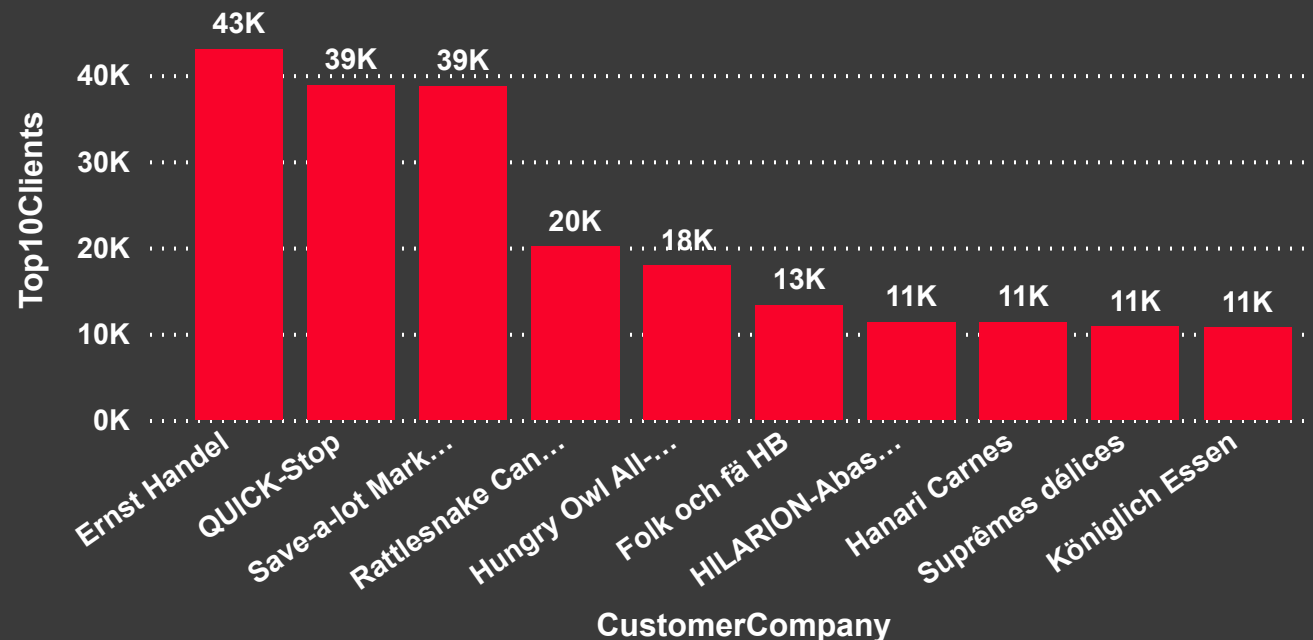
Top10Clients by CustomerCompany



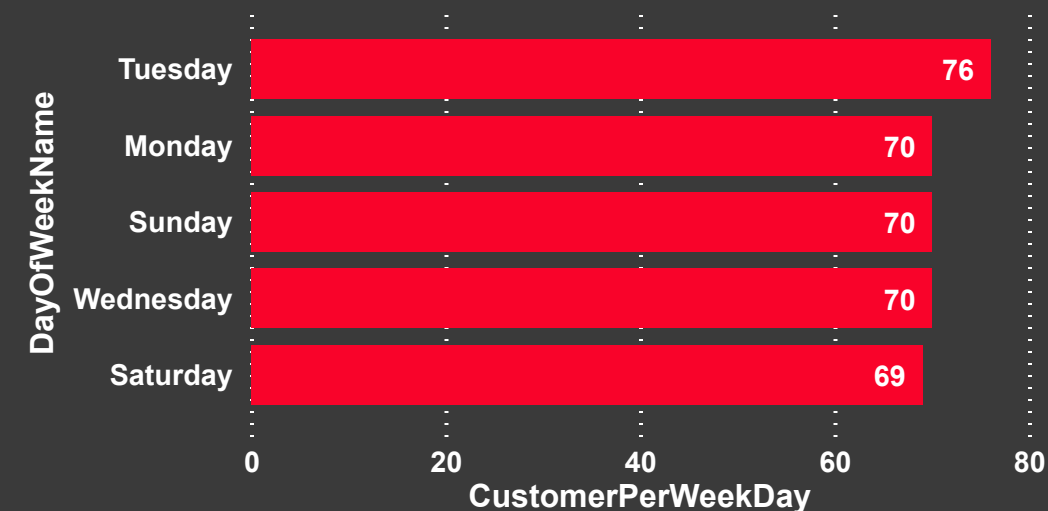
CustomerCompany

- Ernst Handel
- QUICK-Stop
- Save-a-lot Markets
- Rattlesnake Canyon Grocery
- Hungry Owl All-Night Grocers
- Folk och få HB
- HILARION-Abastos
- Hanari Carnes
- Suprêmes délices
- Königlich Essen

Top10Clients by CustomerCompany

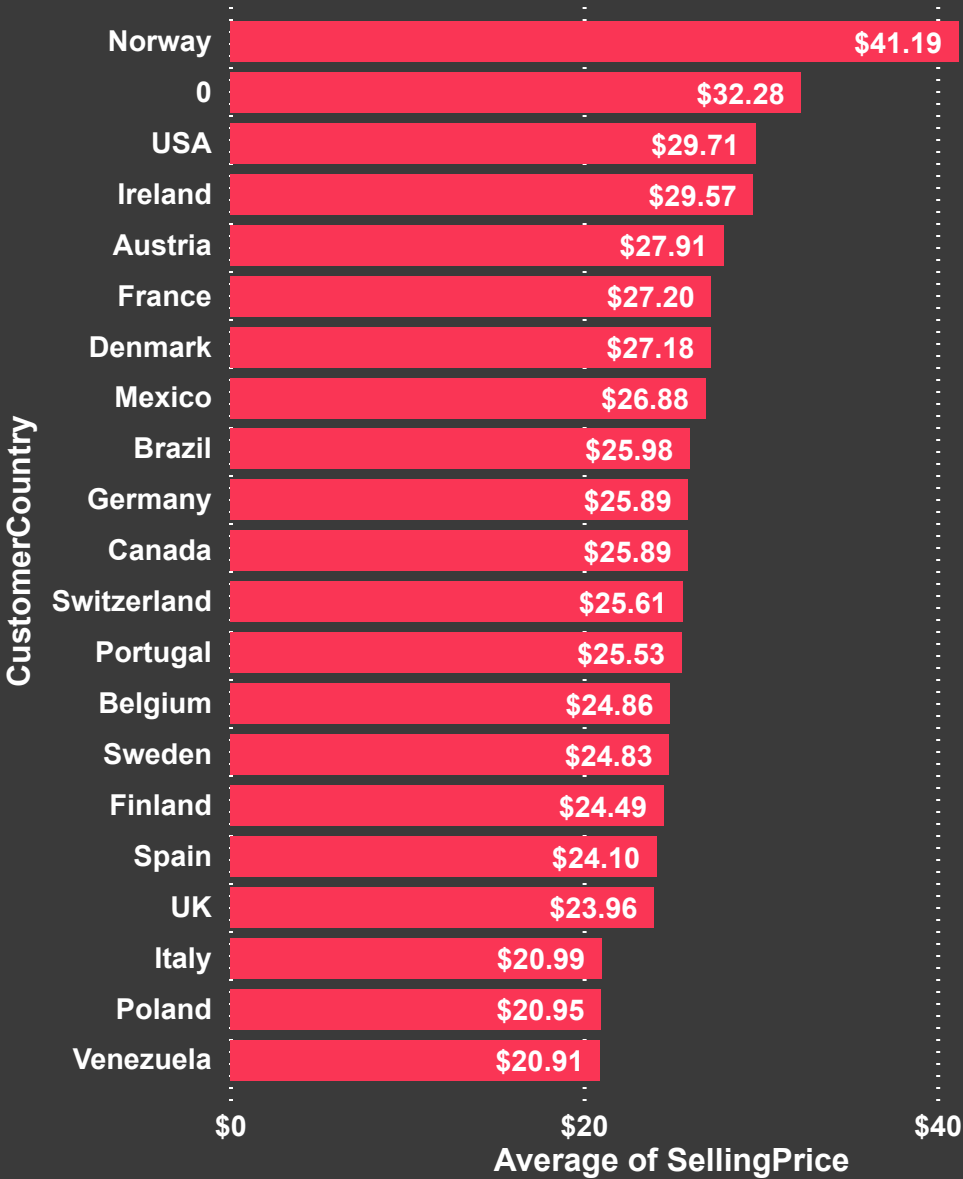


CustomerPerWeekDay by DayOfWeekName

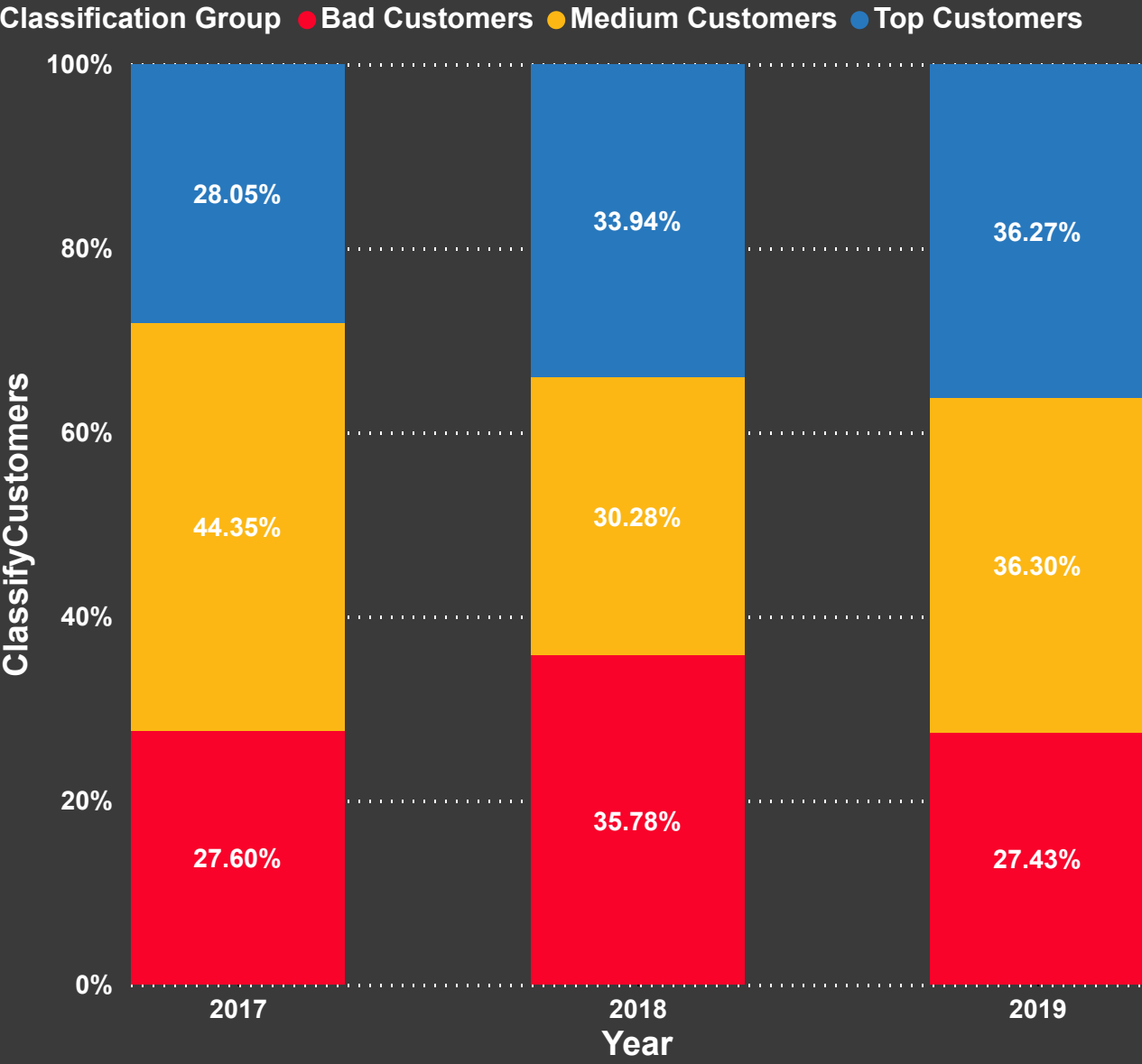


Customer Classification

Average of SellingPrice by CustomerCountry



ClassifyCustomers by Year and Classification Group



Sales Analysis

The Final Report

\$504.59K

TotalProfit

37.3%

ProfitMargin

Select all

2017

2018

2019

TotalSales, TotalCost and TotalProfit

100%

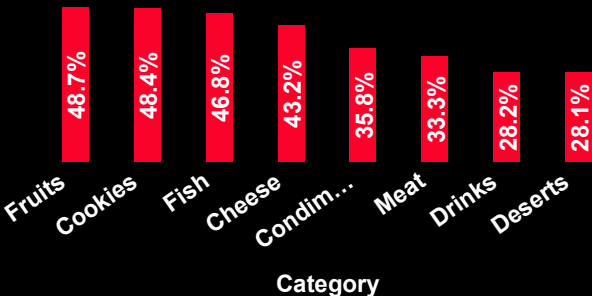


37.3%

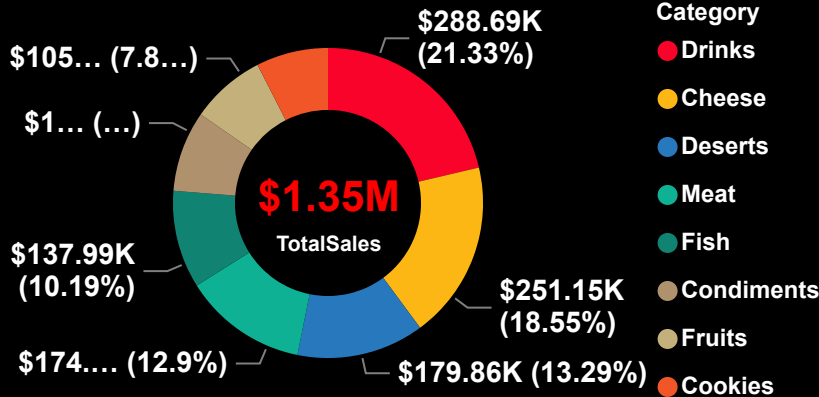
TotalSales by CustomerCountry



ProfitMargin by Category



TotalSales by Category

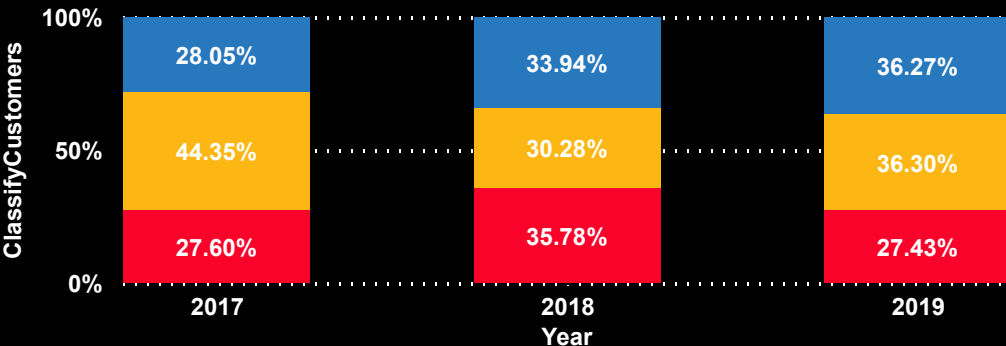


Category

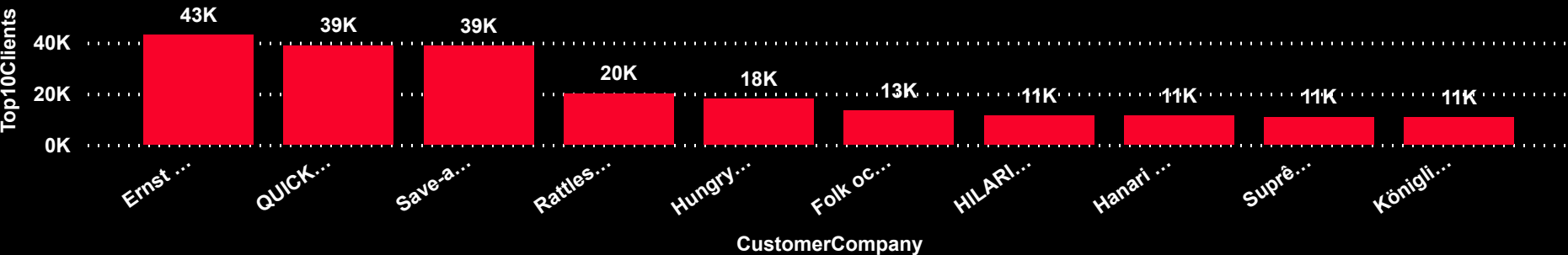
- Drinks
- Cheese
- Deserts
- Meat
- Fish
- Condiments
- Fruits
- Cookies

ClassifyCustomers by Year and Classification Group

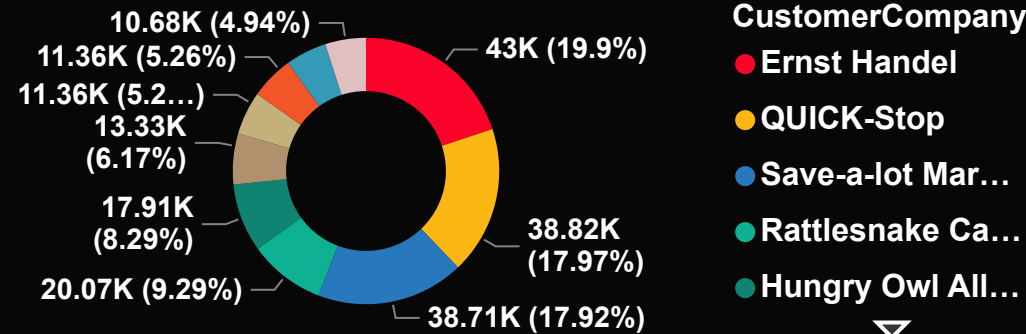
Classification Group ● Bad Customers ● Medium Customers ● Top Customers



Top10Clients by CustomerCompany



Top10Clients by CustomerCompany



CustomerCompany

- Ernst Handel
- QUICK-Stop
- Save-a-lot Mar...
- Rattlesnake Ca...
- Hungry Owl All...

TotalSales by Year

