Sales analysis

December 7, 2023

```
[1]: import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
import os
```

1 Merging 12 months data into single file

```
[2]: df=pd.read_csv("./Sales_Data/Sales_April_2019.csv")

files=[file for file in os.listdir('./Sales_Data')]
all_months_data=pd.DataFrame()

for file in files:
    df=pd.read_csv("./Sales_Data/"+file)
    all_months_data=pd.concat([all_months_data,df])

all_months_data.to_csv('all_Data.csv',index=False)
```

1.1 Read in updated dataframe

186847

186848

186849

236667

236668

236669

```
[3]: all_data=pd.read_csv('all_Data.csv')
[4]:
    all_data
[4]:
                                           Product Quantity Ordered Price Each \
            Order ID
     0
              278797
                                 Wired Headphones
                                                                           11.99
                                                                   2
     1
              278798
                             USB-C Charging Cable
                                                                           11.95
     2
              278799
                         Apple Airpods Headphones
                                                                   1
                                                                           150.0
     3
              278800
                                                                          149.99
                                 27in FHD Monitor
                                                                   1
              278801
                       Bose SoundSport Headphones
                                                                   1
                                                                           99.99
     186845
                                                                           11.99
              236665
                                 Wired Headphones
                                                                   1
     186846
              236666
                                      20in Monitor
                                                                   1
                                                                          109.99
```

AAA Batteries (4-pack)

AAA Batteries (4-pack)

Wired Headphones

1

2.99

2.99

11.99

```
Order Date
                                                 Purchase Address
     0
             11/21/19 09:54
                              46 Park St, New York City, NY 10001
     1
             11/17/19 10:03
                                 962 Hickory St, Austin, TX 73301
             11/19/19 14:56
                             464 Cherry St, Los Angeles, CA 90001
     3
             11/25/19 22:24
                                   649 10th St, Seattle, WA 98101
     4
             11/09/19 13:56
                                    522 Hill St, Boston, MA 02215
     186845 07/20/19 16:16
                                 694 Meadow St, Atlanta, GA 30301
             07/31/19 20:11
                             866 14th St, San Francisco, CA 94016
     186846
                                  249 Cherry St, Dallas, TX 75001
     186847 07/17/19 22:29
     186848 07/30/19 19:28
                                  727 Wilson St, Austin, TX 73301
     186849 07/10/19 01:50
                              743 9th St, New York City, NY 10001
     [186850 rows x 6 columns]
    1.2
         Clean up data!!
    1.2.1 Drop rows of Nan
[5]: nan_df=all_data[all_data.isna().any(axis=1)]
     nan df.head()
     all_data=all_data.dropna(how='all')
[6]: all_data.head()
[6]:
      Order ID
                                    Product Quantity Ordered Price Each \
     0
         278797
                           Wired Headphones
                                                                   11.99
                                                            1
     1
         278798
                       USB-C Charging Cable
                                                            2
                                                                   11.95
         278799
                   Apple Airpods Headphones
                                                                   150.0
     2
                                                            1
     3
         278800
                           27in FHD Monitor
                                                            1
                                                                  149.99
         278801 Bose SoundSport Headphones
                                                            1
                                                                   99.99
                                            Purchase Address
            Order Date
                         46 Park St, New York City, NY 10001
     0 11/21/19 09:54
     1 11/17/19 10:03
                            962 Hickory St, Austin, TX 73301
     2 11/19/19 14:56
                        464 Cherry St, Los Angeles, CA 90001
     3 11/25/19 22:24
                              649 10th St, Seattle, WA 98101
     4 11/09/19 13:56
                               522 Hill St, Boston, MA 02215
[7]: all_data=all_data[all_data['Order Date'].str[0:2]!='Or']
[]:
```

Convert columns to corect type

```
[8]: all_data['Quantity Ordered']=pd.to_numeric(all_data['Quantity Ordered'])
       \hookrightarrow int
      all_data['Price Each']=pd.to_numeric(all_data['Price Each']) #make float
      all_data.head()
 [8]:
        Order ID
                                               Quantity Ordered Price Each \
                                      Product
      0
          278797
                            Wired Headphones
                                                              1
                                                                       11.99
          278798
                        USB-C Charging Cable
                                                              2
                                                                       11.95
      1
      2
          278799
                    Apple Airpods Headphones
                                                              1
                                                                      150.00
                            27in FHD Monitor
      3
          278800
                                                              1
                                                                      149.99
          278801 Bose SoundSport Headphones
                                                              1
                                                                      99.99
             Order Date
                                              Purchase Address
      0 11/21/19 09:54
                          46 Park St, New York City, NY 10001
                             962 Hickory St, Austin, TX 73301
      1 11/17/19 10:03
                         464 Cherry St, Los Angeles, CA 90001
      2 11/19/19 14:56
      3 11/25/19 22:24
                               649 10th St, Seattle, WA 98101
      4 11/09/19 13:56
                                522 Hill St, Boston, MA 02215
 []:
 [9]: all_data['Order ID']=all_data['Order ID'].astype('str')
     1.3
          Augment Data with additional columns
     1.3.1 Add Month Column
[10]: all data['Month']=all data['Order Date'].str[0:2]
      all_data['Month'] = all_data['Month'].astype('int32')
      all data.head()
[10]:
        Order ID
                                      Product
                                               Quantity Ordered Price Each
                            Wired Headphones
      0
          278797
                                                              1
                                                                       11.99
                        USB-C Charging Cable
      1
          278798
                                                              2
                                                                       11.95
      2
          278799
                    Apple Airpods Headphones
                                                              1
                                                                      150.00
      3
          278800
                            27in FHD Monitor
                                                              1
                                                                      149.99
          278801 Bose SoundSport Headphones
                                                              1
                                                                       99.99
             Order Date
                                              Purchase Address Month
      0 11/21/19 09:54
                          46 Park St, New York City, NY 10001
                                                                   11
      1 11/17/19 10:03
                             962 Hickory St, Austin, TX 73301
                                                                   11
      2 11/19/19 14:56
                         464 Cherry St, Los Angeles, CA 90001
                                                                   11
                               649 10th St, Seattle, WA 98101
      3 11/25/19 22:24
                                                                   11
      4 11/09/19 13:56
                                522 Hill St, Boston, MA 02215
                                                                   11
 []:
```

1.4 ADD a sales column

```
[11]: all data['Sales']=all data['Quantity Ordered']*all data['Price Each']
      all data.head()
[11]:
        Order ID
                                      Product
                                               Quantity Ordered Price Each \
          278797
                            Wired Headphones
                                                              1
                                                                       11.99
      1
          278798
                        USB-C Charging Cable
                                                              2
                                                                       11.95
                    Apple Airpods Headphones
      2
          278799
                                                              1
                                                                      150.00
      3
          278800
                            27in FHD Monitor
                                                              1
                                                                      149.99
          278801 Bose SoundSport Headphones
                                                              1
                                                                       99.99
             Order Date
                                                                         Sales
                                              Purchase Address Month
      0 11/21/19 09:54
                          46 Park St, New York City, NY 10001
                                                                         11.99
                                                                   11
                             962 Hickory St, Austin, TX 73301
      1 11/17/19 10:03
                                                                   11
                                                                         23.90
      2 11/19/19 14:56 464 Cherry St, Los Angeles, CA 90001
                                                                   11
                                                                       150.00
      3 11/25/19 22:24
                               649 10th St, Seattle, WA 98101
                                                                   11
                                                                        149.99
                                522 Hill St, Boston, MA 02215
      4 11/09/19 13:56
                                                                   11
                                                                         99.99
 []:
     1.4.1 ADD A city column
[12]: # lets use .apply()
      def get_city(address):
          return address.split(',')[1]
      def get_state(address):
          return address.split(',')[2].split(' ')[1]
      all_data['City']=all_data['Purchase Address'].apply(lambda x:f"{get_city(x)}_u
       \hookrightarrow({get_state(x)})")
[13]: all_data.head()
「13]:
        Order ID
                                      Product
                                               Quantity Ordered Price Each \
          278797
                                                                       11.99
      0
                            Wired Headphones
                                                              1
                        USB-C Charging Cable
                                                              2
                                                                       11.95
      1
          278798
      2
                    Apple Airpods Headphones
          278799
                                                              1
                                                                      150.00
      3
          278800
                            27in FHD Monitor
                                                              1
                                                                      149.99
          278801
                  Bose SoundSport Headphones
                                                              1
                                                                      99.99
             Order Date
                                              Purchase Address Month
                                                                         Sales \
                          46 Park St, New York City, NY 10001
      0 11/21/19 09:54
                                                                   11
                                                                         11.99
                             962 Hickory St, Austin, TX 73301
      1 11/17/19 10:03
                                                                   11
                                                                         23.90
      2 11/19/19 14:56 464 Cherry St, Los Angeles, CA 90001
                                                                   11 150.00
```

```
3 11/25/19 22:24
                              649 10th St, Seattle, WA 98101
                                                                 11 149.99
    4 11/09/19 13:56
                               522 Hill St, Boston, MA 02215
                                                                 11
                                                                       99.99
                       City
    0
         New York City (NY)
     1
                Austin (TX)
     2
          Los Angeles (CA)
     3
               Seattle (WA)
               Boston (MA)
[]:
[]:
```

2 ANALYSIS

7

2.0.1 Question 1: What was the best month for sales? How much was earned that month?

```
[14]: result=all_data.groupby('Month').sum()
result
```

[14]:		Order ID	\		
	Month				
	1	1412341412351412361412371412381412391412401412			
	2	1452121453721464421473091476631489871505021505			
	3	1620091620091620091620101620111620121620131620			
	4	1623581625411650071656221662501663091665671672			
	5	1940951940961940971940981940991941001941011941			
	6	1957481958691960721961321966381966391976981990			
	7	2116652117902126042136602136992140992140992149			
	8	2366702366712366722366732366742366752366762366			
	9	2388342392852406362410542423432428652436672449			
	10	2486432501392501392502752506842512432521642522			
	11	2787972787982787992788002788012788022788032788			
	12	2790952799822802752808092826752830952836892838			
		Product	Quantity Or	dered	\
	Month				
	1	iPhoneLightning Charging CableWired Headphones	10	903	
	2	Lightning Charging CableAAA Batteries (4-pack)	13	449	
	3	iPhoneLightning Charging CableWired Headphones	17	005	
	4	Flatscreen TVAAA Batteries (4-pack)34in Ultraw	20	558	
	5	Wired HeadphonesAA Batteries (4-pack)27in FHD	18	667	
	6	27in FHD MonitorAAA Batteries (4-pack)Lightnin	15	253	

16072

13448

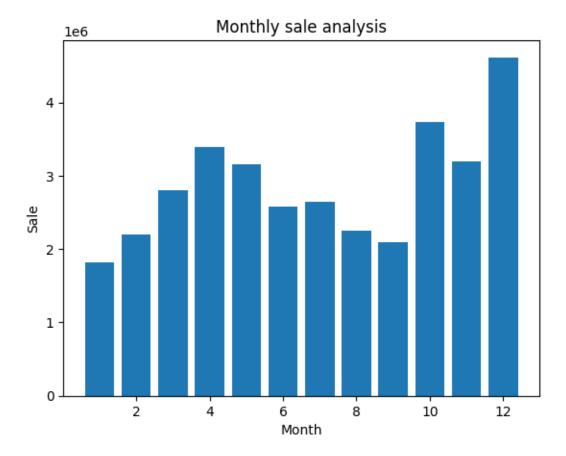
27in FHD MonitorAAA Batteries (4-pack)27in FHD...

Wired HeadphonesBose SoundSport HeadphonesiPho...

```
9
       Apple Airpods Headphones34in Ultrawide Monitor...
                                                                      13109
       Lightning Charging CableGoogle PhoneUSB-C Char...
10
                                                                      22703
       Wired HeadphonesUSB-C Charging CableApple Airp...
11
                                                                      19798
       AA Batteries (4-pack)Bose SoundSport Headphone...
12
                                                                      28114
       Price Each
                                                            Order Date \
Month
1
       1811768.38
                   01/22/19 21:2501/28/19 14:1501/17/19 13:3301/0...
2
                   02/01/19 00:3602/01/19 04:0202/01/19 01:4802/0...
       2188884.72
3
       2791207.83
                   03/28/19 20:5903/28/19 20:5903/28/19 20:5903/1...
       3367671.02 04/01/19 01:1104/01/19 01:1504/01/19 00:1204/0...
4
5
       3135125.13 05/16/19 17:1405/19/19 14:4305/24/19 11:3605/0...
6
       2562025.61 06/01/19 03:2606/01/19 01:0606/01/19 00:1806/0...
7
       2632539.56 07/01/19 00:5407/01/19 02:0507/01/19 00:5007/0...
       2230345.42 08/31/19 22:2108/15/19 15:1108/06/19 14:4008/2...
8
9
       2084992.09
                   09/01/19 04:1309/01/19 01:0909/01/19 02:0709/0...
       3715554.83
                   10/01/19 01:3610/01/19 00:5310/01/19 00:5310/0...
10
       3180600.68 11/21/19 09:5411/17/19 10:0311/19/19 14:5611/2...
11
12
       4588415.41 12/01/19 01:1312/01/19 04:0712/01/19 00:3712/0...
                                                                  Sales \
                                          Purchase Address
Month
1
       944 Walnut St, Boston, MA 02215185 Maple St, P...
                                                          1822256.73
2
       484 6th St, Dallas, TX 75001459 West St, Dalla...
                                                          2202022.42
3
       942 Church St, Austin, TX 73301942 Church St, ...
                                                          2807100.38
4
       444 12th St, New York City, NY 10001672 2nd St... 3390670.24
5
       669 2nd St, New York City, NY 10001844 Walnut ...
                                                          3152606.75
6
       856 Elm St, San Francisco, CA 94016877 Center ...
                                                          2577802.26
       300 9th St, San Francisco, CA 94016791 13th St...
7
                                                          2647775.76
       359 Spruce St, Seattle, WA 98101492 Ridge St, ...
8
                                                          2244467.88
9
       761 Forest St, San Francisco, CA 94016373 1st ...
                                                          2097560.13
       321 Chestnut St, Austin, TX 73301132 10th St, ...
10
                                                          3736726.88
       46 Park St, New York City, NY 10001962 Hickory...
11
                                                          3199603.20
       134 North St, San Francisco, CA 94016174 Sunse...
12
                                                          4613443.34
                                                      City
Month
1
        Boston (MA) Portland (OR) San Francisco (CA) ...
2
        Dallas (TX) Dallas (TX) Los Angeles (CA) Dall...
3
        Austin (TX) Austin (TX) Austin (TX) San Franc...
4
        New York City (NY) Atlanta (GA) New York City...
5
        New York City (NY) Dallas (TX) New York City ...
        San Francisco (CA) Dallas (TX) San Francisco ...
6
7
        San Francisco (CA) New York City (NY) San Fra...
        Seattle (WA) Dallas (TX) Portland (OR) Los An...
8
9
        San Francisco (CA) San Francisco (CA) Seattle...
        Austin (TX) San Francisco (CA) San Francisco ...
10
```

```
New York City (NY) Austin (TX) Los Angeles (C...
2 San Francisco (CA) Boston (MA) Seattle (WA) D...
```

```
[15]: month=np.arange(1,13)
  monthlysale=np.array(result['Sales'])
  plt.bar(month,monthlysale)
  plt.xlabel('Month')
  plt.ylabel('Sale')
  plt.title('Monthly sale analysis')
  plt.show()
```



This graph shows that Sales are highest in December, likely due to both Black Friday deals and people buying gifts for Christmas.

```
[]:
[]:
```

2.0.2 Question 2: Which city had the highest number of sale ??

```
[16]: result2=all_data.groupby('City').sum()
      result2.head()
[16]:
                                                                     Order ID \
      City
       Atlanta (GA)
                          2788222788672788772788872789042789272789522789...
       Austin (TX)
                          2787982788042788072788262788482788742788852789...
       Boston (MA)
                          2788012788062788062788082788102788132788142788...
                          2788092788212788592788692788712788922788942789...
       Dallas (TX)
       Los Angeles (CA)
                          2787992788292788312788342788402788402788442788...
                                                                      Product \
      City
       Atlanta (GA)
                          Bose SoundSport HeadphonesApple Airpods Headph...
                          USB-C Charging CableBose SoundSport Headphones...
       Austin (TX)
                          Bose SoundSport HeadphonesBose SoundSport Head...
       Boston (MA)
                          AA Batteries (4-pack)USB-C Charging Cable27in ...
       Dallas (TX)
       Los Angeles (CA)
                          Apple Airpods HeadphonesiPhoneBose SoundSport ...
                          Quantity Ordered Price Each \
      City
       Atlanta (GA)
                                     16602 2779908.20
       Austin (TX)
                                     11153 1809873.61
       Boston (MA)
                                     22528 3637409.77
       Dallas (TX)
                                     16730 2752627.82
       Los Angeles (CA)
                                     33289 5421435.23
                                                                   Order Date \
      City
       Atlanta (GA)
                          11/20/19 08:1711/13/19 11:5511/24/19 20:0811/1...
                          11/17/19 10:0311/15/19 11:4811/25/19 21:5211/2...
       Austin (TX)
       Boston (MA)
                          11/09/19 13:5611/19/19 19:1211/19/19 19:1211/2...
       Dallas (TX)
                          11/17/19 12:3811/25/19 16:1711/21/19 22:2911/2...
       Los Angeles (CA)
                         11/19/19 14:5611/20/19 22:1911/11/19 12:3711/0...
                                                            Purchase Address
                                                                                Month \
      City
       Atlanta (GA)
                          816 Park St, Atlanta, GA 30301249 Madison St, ... 104794
                          962 Hickory St, Austin, TX 73301866 Sunset St, ...
       Austin (TX)
                                                                              69829
                          522 Hill St, Boston, MA 02215174 2nd St, Bosto...
       Boston (MA)
                                                                             141112
                          969 13th St, Dallas, TX 75001327 13th St, Dall...
       Dallas (TX)
                                                                             104620
                          464 Cherry St, Los Angeles, CA 90001977 Johnso...
       Los Angeles (CA)
                                                                             208325
                               Sales
      City
```

```
Atlanta (GA) 2795498.58
Austin (TX) 1819581.75
Boston (MA) 3661642.01
Dallas (TX) 2767975.40
Los Angeles (CA) 5452570.80
```

```
[17]: plt.title('Sales in City')

cities=[city for city,df in all_data.groupby('City')]

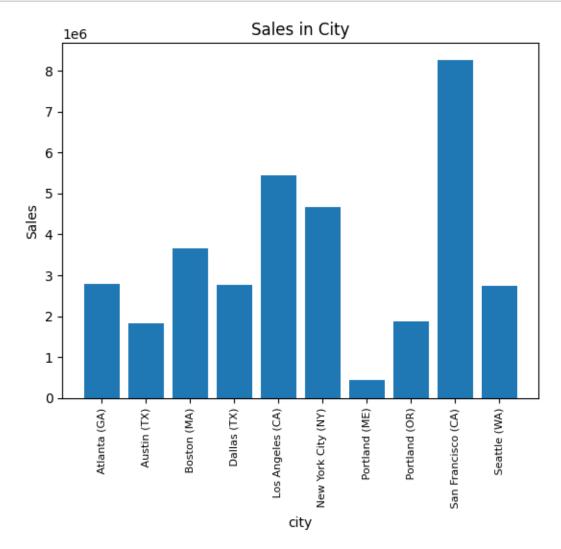
plt.bar(cities,result2['Sales'])

plt.xticks(cities,rotation='vertical',size=8)

plt.xlabel('city')

plt.ylabel('Sales')

plt.show()
```



Sales are highest in San Francisco, possibly influenced by the presence of Silicon Valley, as our data specifically focuses on electronics sales.

```
[]:
 []:
     2.0.3 QUESTION 3: What time should we display advertisements to maximize like-
            lihood of customers buying Product
[18]: all_data['Order Date']=pd.to_datetime(all_data['Order Date'])
     /tmp/ipykernel_33955/2539822065.py:1: UserWarning: Could not infer format, so
     each element will be parsed individually, falling back to `dateutil`. To ensure
     parsing is consistent and as-expected, please specify a format.
       all_data['Order Date']=pd.to_datetime(all_data['Order Date'])
[19]: all_data['Hour']=all_data['Order Date'].dt.hour
      all_data['Minute'] = all_data['Order Date'].dt.minute
      all data.head()
[19]:
        Order ID
                                     Product
                                              Quantity Ordered Price Each
      0
          278797
                            Wired Headphones
                                                                      11.99
                        USB-C Charging Cable
      1
          278798
                                                              2
                                                                      11.95
          278799
                    Apple Airpods Headphones
      2
                                                              1
                                                                     150.00
                            27in FHD Monitor
      3
          278800
                                                              1
                                                                     149.99
          278801 Bose SoundSport Headphones
                                                              1
                                                                      99.99
                 Order Date
                                                 Purchase Address Month
                                                                            Sales \
      0 2019-11-21 09:54:00
                              46 Park St, New York City, NY 10001
                                                                       11
                                                                            11.99
                                 962 Hickory St, Austin, TX 73301
      1 2019-11-17 10:03:00
                                                                       11
                                                                            23.90
      2 2019-11-19 14:56:00
                             464 Cherry St, Los Angeles, CA 90001
                                                                       11 150.00
      3 2019-11-25 22:24:00
                                   649 10th St, Seattle, WA 98101
                                                                       11
                                                                           149.99
      4 2019-11-09 13:56:00
                                    522 Hill St, Boston, MA 02215
                                                                       11
                                                                            99.99
```

Austin (TX)

Seattle (WA)

City

New York City (NY)

Los Angeles (CA)

0

1

2

3

4

Hour

9

10

14

22

Minute

54

3

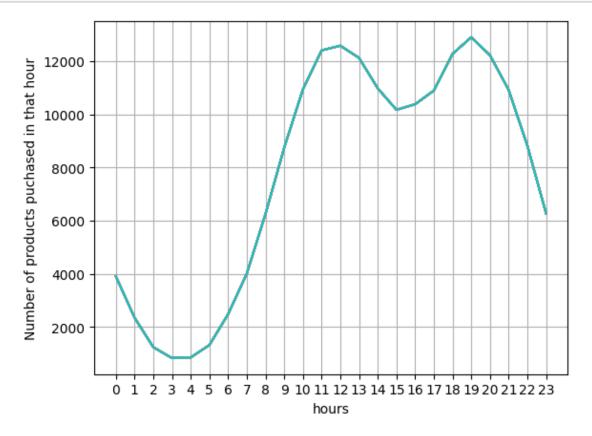
56

24

[]:

```
[20]: hours=[hour for hour,df in all_data.groupby('Hour')]

plt.plot(hours,all_data.groupby('Hour').count())
plt.xticks(hours)
plt.grid()
plt.xlabel('hours')
plt.ylabel('Number of products puchased in that hour')
plt.show()
```



Maximum products are sold during 11am, 12 noon and 7pm which is valid as these are usually the peek working hours. Therefore, advertising during these times would be most effective

[]:	
[]:	
[]:	

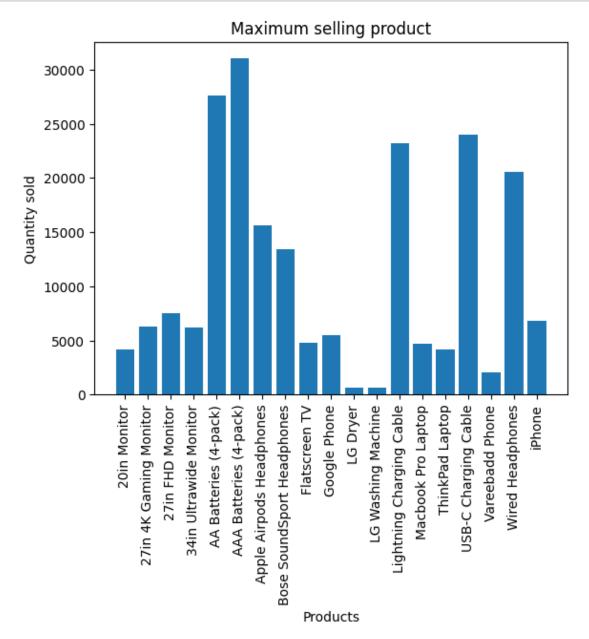
2.0.4 QUESTION 4:Maximum selling product

```
[21]: all_data.head()
        Order ID
                                               Quantity Ordered Price Each \
[21]:
                                      Product
          278797
                             Wired Headphones
                                                               1
                                                                       11.99
      1
          278798
                        USB-C Charging Cable
                                                               2
                                                                       11.95
      2
          278799
                    Apple Airpods Headphones
                                                               1
                                                                      150.00
      3
          278800
                             27in FHD Monitor
                                                               1
                                                                      149.99
          278801 Bose SoundSport Headphones
                                                               1
                                                                       99.99
                 Order Date
                                                  Purchase Address Month
                                                                              Sales \
      0 2019-11-21 09:54:00
                               46 Park St, New York City, NY 10001
                                                                        11
                                                                              11.99
      1 2019-11-17 10:03:00
                                  962 Hickory St, Austin, TX 73301
                                                                              23.90
                                                                        11
      2 2019-11-19 14:56:00
                             464 Cherry St, Los Angeles, CA 90001
                                                                        11 150.00
                                    649 10th St, Seattle, WA 98101
      3 2019-11-25 22:24:00
                                                                        11 149.99
      4 2019-11-09 13:56:00
                                     522 Hill St, Boston, MA 02215
                                                                             99.99
                                                                        11
                        City
                              Hour
                                     Minute
                                  9
      0
          New York City (NY)
                                         54
      1
                 Austin (TX)
                                 10
                                          3
      2
            Los Angeles (CA)
                                 14
                                         56
      3
                Seattle (WA)
                                 22
                                         24
      4
                 Boston (MA)
                                 13
                                         56
[22]: |quantity_total=all_data.groupby('Product')['Quantity Ordered'].sum()
      quantity total
[22]: Product
      20in Monitor
                                      4129
      27in 4K Gaming Monitor
                                      6244
      27in FHD Monitor
                                      7550
      34in Ultrawide Monitor
                                      6199
      AA Batteries (4-pack)
                                     27635
      AAA Batteries (4-pack)
                                     31017
      Apple Airpods Headphones
                                     15661
      Bose SoundSport Headphones
                                     13457
      Flatscreen TV
                                      4819
      Google Phone
                                      5532
      LG Dryer
                                       646
      LG Washing Machine
                                       666
      Lightning Charging Cable
                                     23217
      Macbook Pro Laptop
                                      4728
      ThinkPad Laptop
                                      4130
      USB-C Charging Cable
                                     23975
      Vareebadd Phone
                                      2068
      Wired Headphones
                                     20557
```

iPhone 6849 Name: Quantity Ordered, dtype: int64

```
products=[product for product,df in all_data.groupby('Product')]

plt.bar(products,quantity_total)
plt.xticks(products,rotation='vertical')
plt.xlabel('Products')
plt.ylabel('Quantity sold')
plt.title('Maximum selling product')
plt.show()
```



AAA Batteries(4-pack) is the product that is sold in large quantities throughout the year. Batteries get worn out more quickly than other products and needs to be replaced. And futher they are used in many electronics devices. So people purchase them more frequently.

```
[]:

2.0.5 QUESTION 5: Maximum revenue earning product

[24]: all_data.head()
```

```
[24]:
        Order ID
                                       Product
                                                Quantity Ordered Price Each
      0
          278797
                             Wired Headphones
                                                                1
                                                                         11.99
          278798
                         USB-C Charging Cable
                                                                2
                                                                         11.95
      1
      2
          278799
                     Apple Airpods Headphones
                                                                        150.00
                                                                1
                             27in FHD Monitor
      3
          278800
                                                                1
                                                                        149.99
          278801 Bose SoundSport Headphones
                                                                1
                                                                         99.99
                  Order Date
                                                   Purchase Address
                                                                      Month
```

```
Sales
0 2019-11-21 09:54:00
                        46 Park St, New York City, NY 10001
                                                                       11.99
                                                                  11
                           962 Hickory St, Austin, TX 73301
1 2019-11-17 10:03:00
                                                                  11
                                                                       23.90
                       464 Cherry St, Los Angeles, CA 90001
2 2019-11-19 14:56:00
                                                                      150.00
                                                                  11
3 2019-11-25 22:24:00
                             649 10th St, Seattle, WA 98101
                                                                  11
                                                                      149.99
4 2019-11-09 13:56:00
                               522 Hill St, Boston, MA 02215
                                                                  11
                                                                       99.99
```

```
Minute
                   City
                          Hour
0
    New York City (NY)
                             9
                                     54
                                      3
1
            Austin (TX)
                            10
2
      Los Angeles (CA)
                            14
                                     56
3
           Seattle (WA)
                            22
                                     24
            Boston (MA)
                            13
                                     56
```

```
[25]: maxrev = all_data.groupby('Product')['Sales'].sum()
maxrev
```

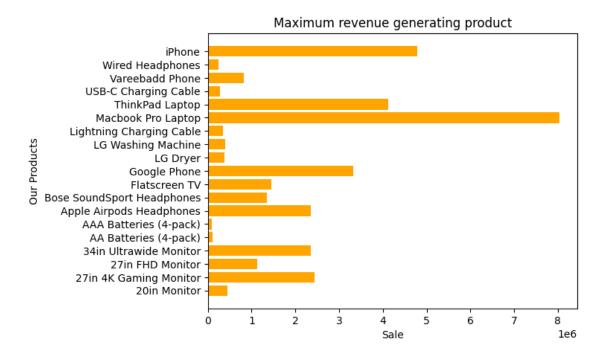
```
[25]: Product
20in Monitor
454148.71
27in 4K Gaming Monitor
2435097.56
27in FHD Monitor
34in Ultrawide Monitor
AA Batteries (4-pack)
AAA Batteries (4-pack)
Apple Airpods Headphones
2349150.00
```

```
Bose SoundSport Headphones
                               1345565.43
Flatscreen TV
                               1445700.00
Google Phone
                               3319200.00
LG Dryer
                                387600.00
LG Washing Machine
                                399600.00
Lightning Charging Cable
                                347094.15
Macbook Pro Laptop
                               8037600.00
ThinkPad Laptop
                               4129958.70
USB-C Charging Cable
                                286501.25
Vareebadd Phone
                                827200.00
Wired Headphones
                                246478.43
iPhone
                               4794300.00
```

Name: Sales, dtype: float64

```
[26]: products=[product for product,df in all_data.groupby('Product')]

plt.barh(products,maxrev,color="orange")
 plt.title('Maximum revenue generating product')
 plt.xlabel('Sale')
 plt.ylabel('Our Products')
 plt.show()
```



MacBooks are typically expensive but serve as a lucrative source of revenue. While they may not be purchased frequently, each sale generates substantial revenue compared to batteries.

[]:

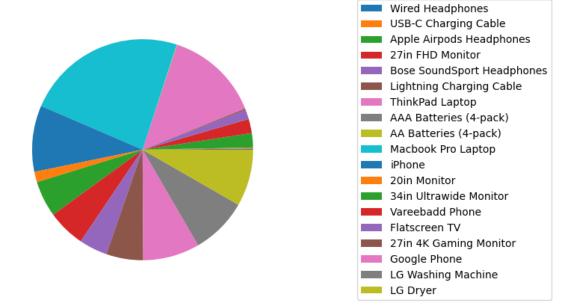
2.0.6 Question 6:Product Costs

```
uniqueProd=all_data.drop_duplicates(subset='Product',keep="first")
      all_data.to_csv('filterd.csv')
[29]:
[30]:
      uniqueProd
[30]:
          Order ID
                                         Product
                                                   Quantity Ordered
                                                                      Price Each
            278797
      0
                                Wired Headphones
                                                                   1
                                                                            11.99
      1
            278798
                                                                   2
                                                                            11.95
                           USB-C Charging Cable
      2
            278799
                       Apple Airpods Headphones
                                                                   1
                                                                           150.00
      3
            278800
                                27in FHD Monitor
                                                                   1
                                                                           149.99
      4
                     Bose SoundSport Headphones
            278801
                                                                   1
                                                                            99.99
      6
                       Lightning Charging Cable
                                                                   1
            278803
                                                                            14.95
      10
            278806
                                 ThinkPad Laptop
                                                                   1
                                                                          999.99
      12
            278808
                         AAA Batteries (4-pack)
                                                                   1
                                                                             2.99
      13
            278809
                          AA Batteries (4-pack)
                                                                   1
                                                                             3.84
      18
            278813
                              Macbook Pro Laptop
                                                                   1
                                                                         1700.00
      24
            278819
                                          iPhone
                                                                   1
                                                                          700.00
                                    20in Monitor
      32
            278826
                                                                   1
                                                                           109.99
      34
            278828
                         34in Ultrawide Monitor
                                                                   1
                                                                           379.99
      38
            278832
                                 Vareebadd Phone
                                                                   1
                                                                           400.00
      45
            278838
                                   Flatscreen TV
                                                                   1
                                                                           300.00
      62
            278854
                         27in 4K Gaming Monitor
                                                                   1
                                                                           389.99
      113
            278903
                                                                   1
                                    Google Phone
                                                                           600.00
      136
            278926
                             LG Washing Machine
                                                                   1
                                                                           600.00
      208
            278992
                                        LG Dryer
                                                                   1
                                                                           600.00
                    Order Date
                                                         Purchase Address
                                                                            Month
      0
          2019-11-21 09:54:00
                                     46 Park St, New York City, NY 10001
                                                                                11
      1
          2019-11-17 10:03:00
                                        962 Hickory St, Austin, TX 73301
                                                                                11
      2
          2019-11-19 14:56:00
                                    464 Cherry St, Los Angeles, CA 90001
                                                                                11
          2019-11-25 22:24:00
                                          649 10th St, Seattle, WA 98101
      3
                                                                                11
      4
          2019-11-09 13:56:00
                                           522 Hill St, Boston, MA 02215
                                                                                11
      6
          2019-11-11 08:05:00
                                     724 5th St, San Francisco, CA 94016
                                                                                11
                                             174 2nd St, Boston, MA 02215
          2019-11-19 19:12:00
      10
                                                                                11
      12
          2019-11-23 13:19:00
                                       155 Highland St, Boston, MA 02215
                                                                                11
                                           969 13th St, Dallas, TX 75001
      13
          2019-11-17 12:38:00
                                                                                11
      18
          2019-11-09 22:40:00
                                            131 6th St, Boston, MA 02215
                                                                                11
          2019-11-04 06:20:00
                                   880 Maple St, New York City, NY 10001
                                                                                11
                                          532 Cedar St, Austin, TX 73301
      32
          2019-11-26 15:58:00
                                                                                11
      34
          2019-11-12 20:24:00
                                    470 13th St, San Francisco, CA 94016
                                                                                11
                                    783 12th St, San Francisco, CA 94016
      38
          2019-11-10 16:10:00
                                                                                11
      45
          2019-11-12 15:37:00
                                    835 Main St, San Francisco, CA 94016
                                                                                11
```

```
62 2019-11-04 00:24:00 952 Dogwood St, Portland, OR 97035 11 113 2019-11-05 17:19:00 478 Dogwood St, San Francisco, CA 94016 11 136 2019-11-21 13:11:00 772 Maple St, Boston, MA 02215 11 208 2019-11-13 19:40:00 456 West St, Boston, MA 02215 11
```

	Sales		City	Hour	Minute
0	11.99	New York City	(NY)	9	54
1	23.90	Austin	(XX)	10	3
2	150.00	Los Angeles	(CA)	14	56
3	149.99	Seattle	(WA)	22	24
4	99.99	Boston	(AM)	13	56
6	14.95	San Francisco	(CA)	8	5
10	999.99	Boston	(AM)	19	12
12	2.99	Boston	(AM)	13	19
13	3.84	Dallas	(XX)	12	38
18	1700.00	Boston	(AM)	22	40
24	700.00	New York City	(NY)	6	20
32	109.99	Austin	(XX)	15	58
34	379.99	San Francisco	(CA)	20	24
38	400.00	San Francisco	(CA)	16	10
45	300.00	San Francisco	(CA)	15	37
62	389.99	Portland	(OR)	0	24
113	600.00	San Francisco	(CA)	17	19
136	600.00	Boston	(AM)	13	11
208	600.00	Boston	(AM)	19	40

```
[42]: plt.pie(uniqueProd['Price Each'])
  plt.legend(uniqueProd['Product'],loc="right",bbox_to_anchor=(2, 0.5))
  plt.show()
```



The MacBook stands out as the mos	t expensive product,	while batteries a	re priced at
the lower end of the spectrum.			

[]: