

# Northwind Traders

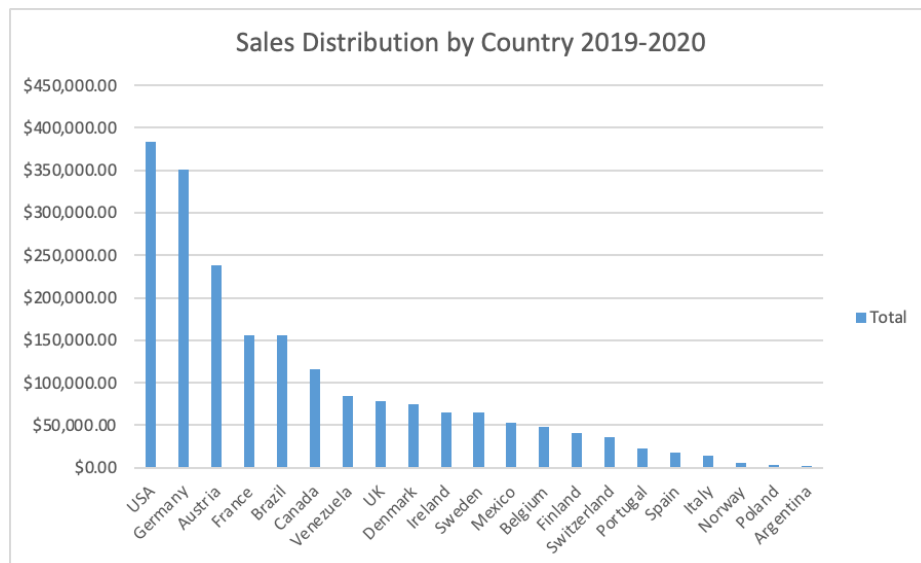
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April 12, 2022

Mr. Johnson  
123 manager St  
Topland, ST 12345

Dear Mr. Johnson,

As you have requested, I have made excel worksheets for each report you are looking for. I hope you will be pleased to see all your requested data presented to you. Let me get right into your first request, was which to outline how sales were distributed over different countries we do business within the years 2019 and 2020. Our highest spending country would be none other than the USA with a grand total of \$383,161.10 for 2019 and 2020. This should come as no surprise, as our headquarters and warehouse are in the USA. Next up is Germany with a total of \$351,138.55, not much behind the USA. After that is when we see a significant drop-off. Austria comes in third, spending a total of \$238,508.65. France is fourth with a total of \$156,422.90 and fifth we have Brazil coming in at \$155,620.39. We have a total of 24 countries, so in case you are interested in seeing the entire list with every country, I have included a PivotChart as a visual aid.

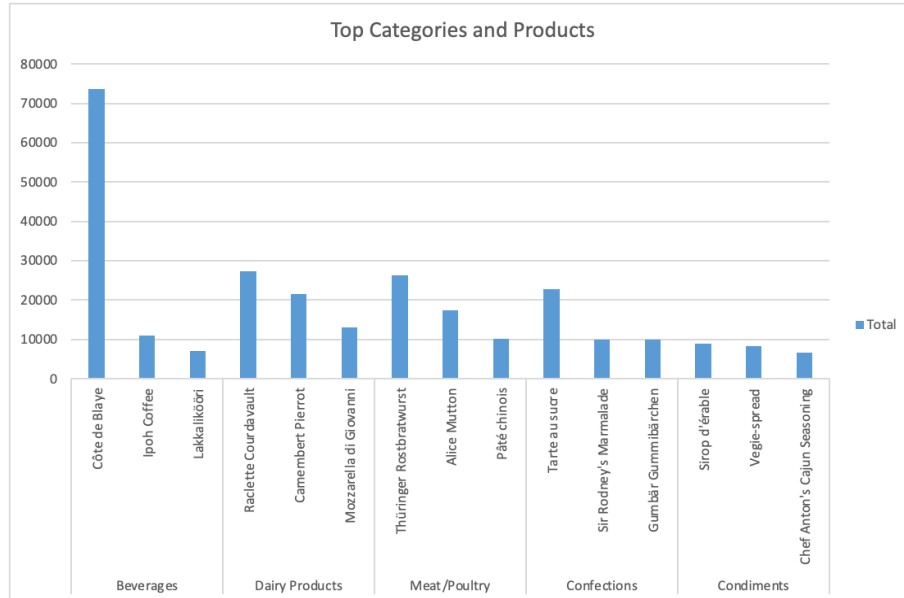


Furthermore, I found the top 5 product categories that we sell the most in terms of money. I have made it globally and only in the year 2020 as you requested. Our top 5 best-selling product categories in order are beverages, dairy products, confections, meat/poultry, and condiments. I have included a PivotTable with all their exact total revenues and also included a grand total of the top categories combined.

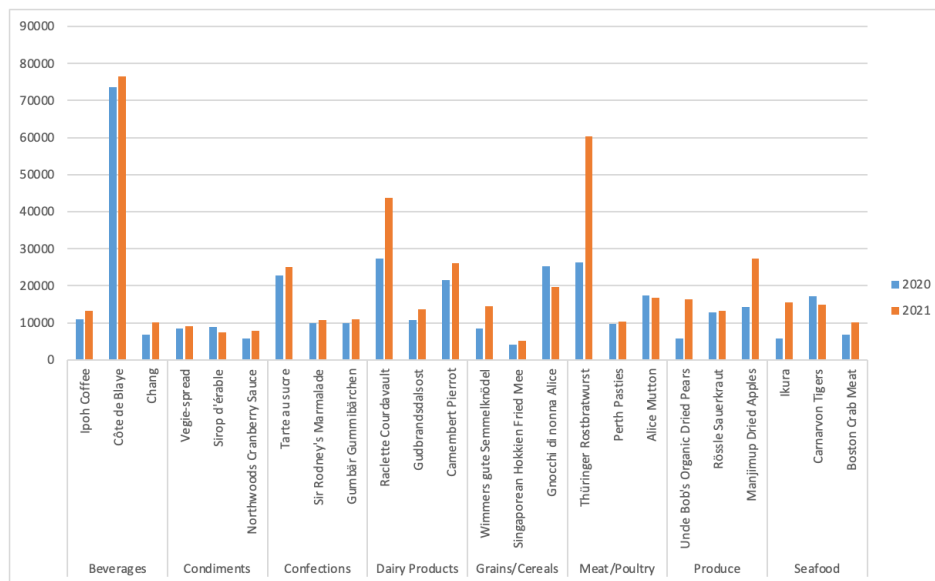
Order Year	2020
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Top 5 Categories Total Price	
Beverages	\$125,084.90
Dairy Products	\$104,945.20
Confections	\$79,566.28
Meat/Poultry	\$69,409.13
Condiments	\$54,608.45
<b>Grand Total</b>	<b>\$433,613.96</b>

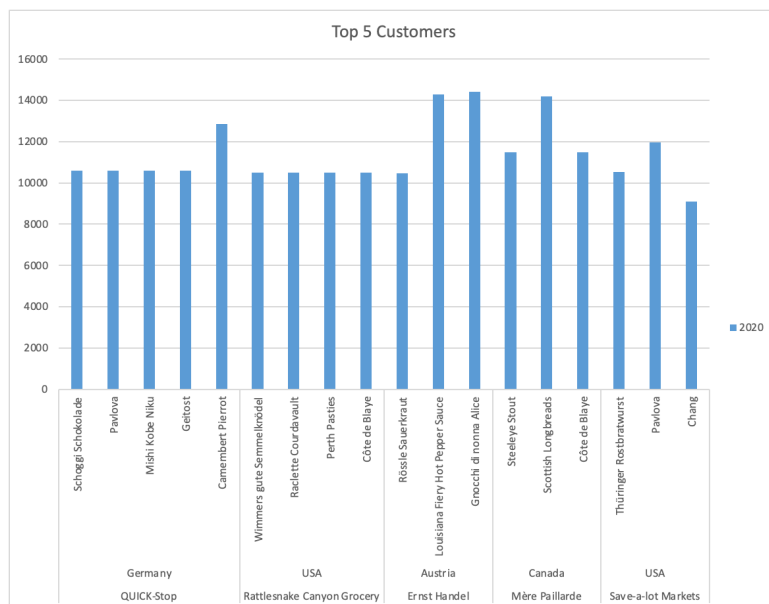
From those top categories, I have also found what the top three selling products are from each category.



Additionally, I went ahead and checked how the sales for those products have changed from 2020 to 2021. Based on the data, all the products seem to be stagnant and have not changed from 2020 to 2021. I have added the PivotChart so you can take a look for yourself.



Lastly, I have checked who our top 5 customers are here at Northwind Traders. I have added their company name, what country they are located in, what products they are mainly buying, and how much they are spending on each product.



Hopefully, you are impressed with this collection of data I have worked out for you. I will always be happy to answer any other requests or questions you may have.

Sincerely,  
Abdullah Subuh