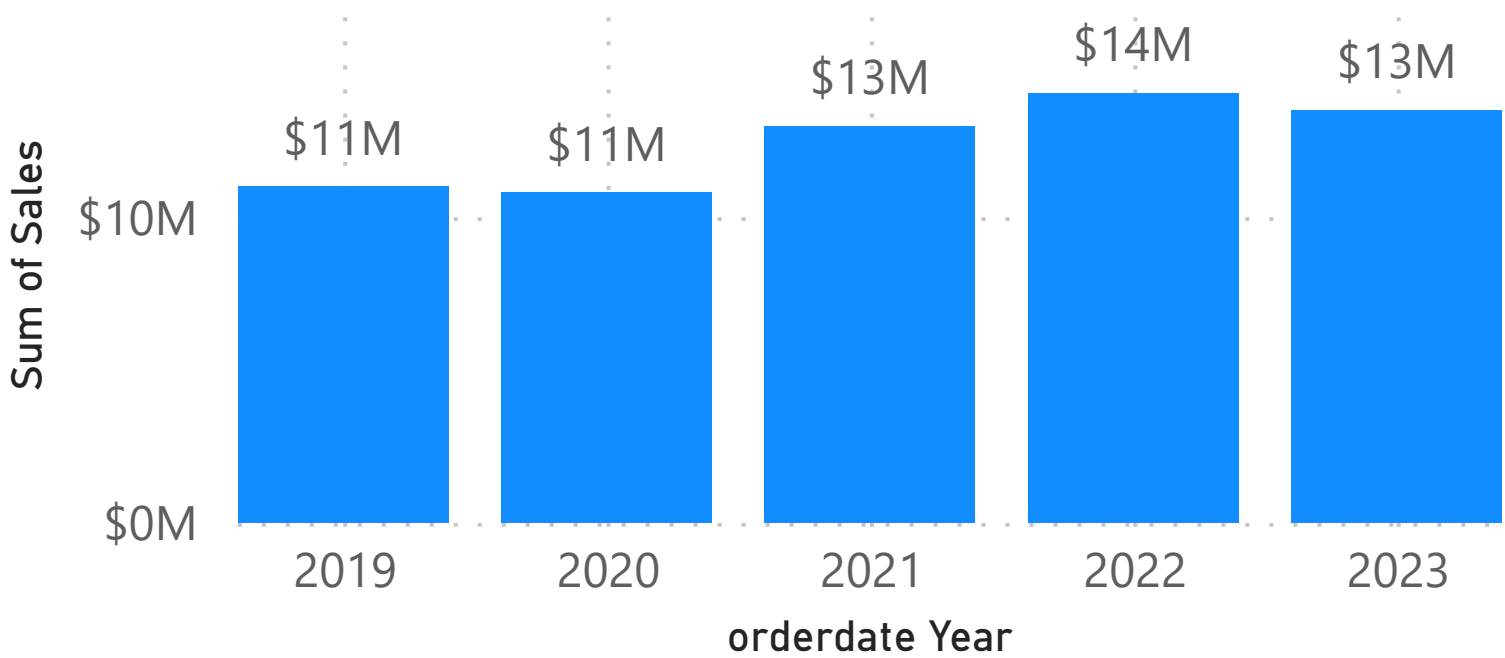


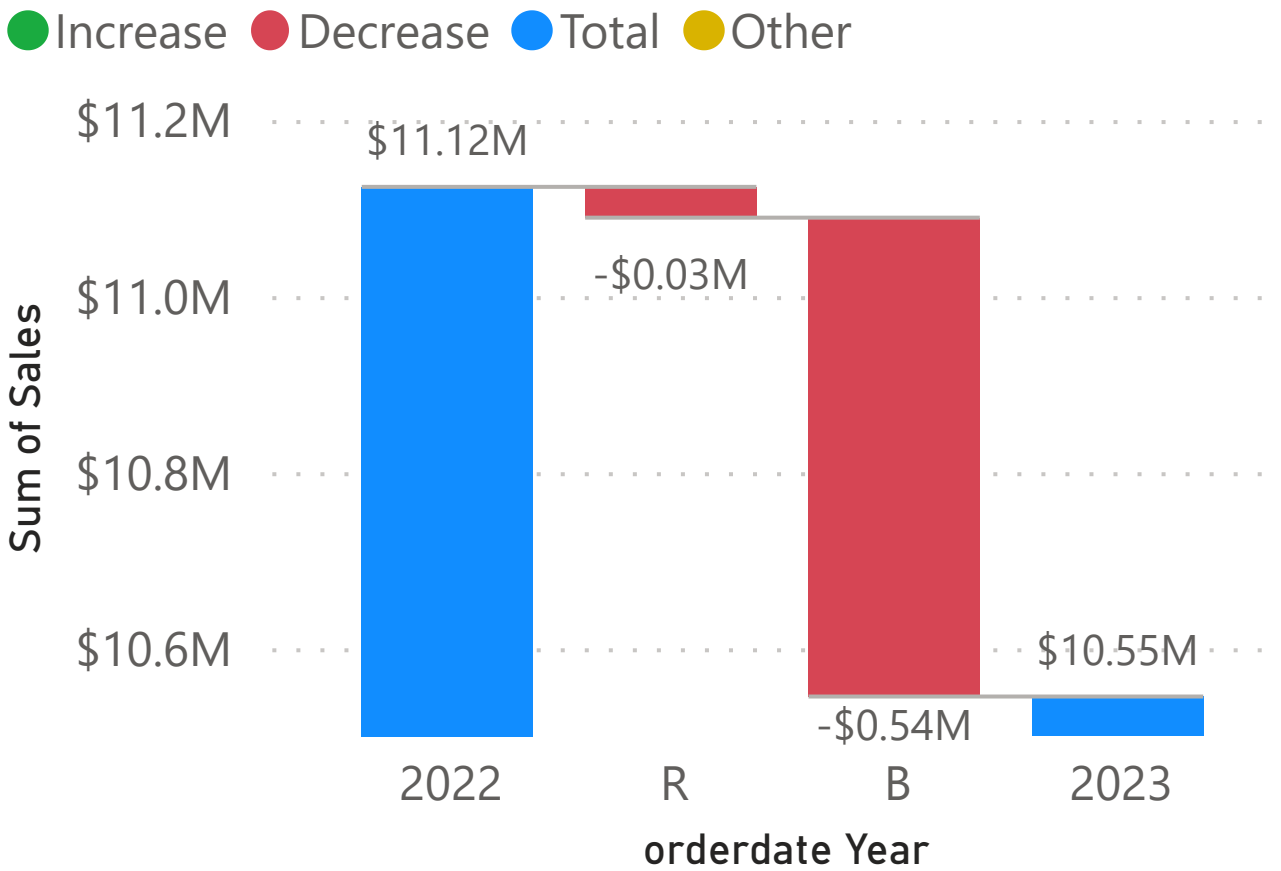
# MAT Sales Analysis 2022 v/s 2023

Sum of Sales by orderdate Year



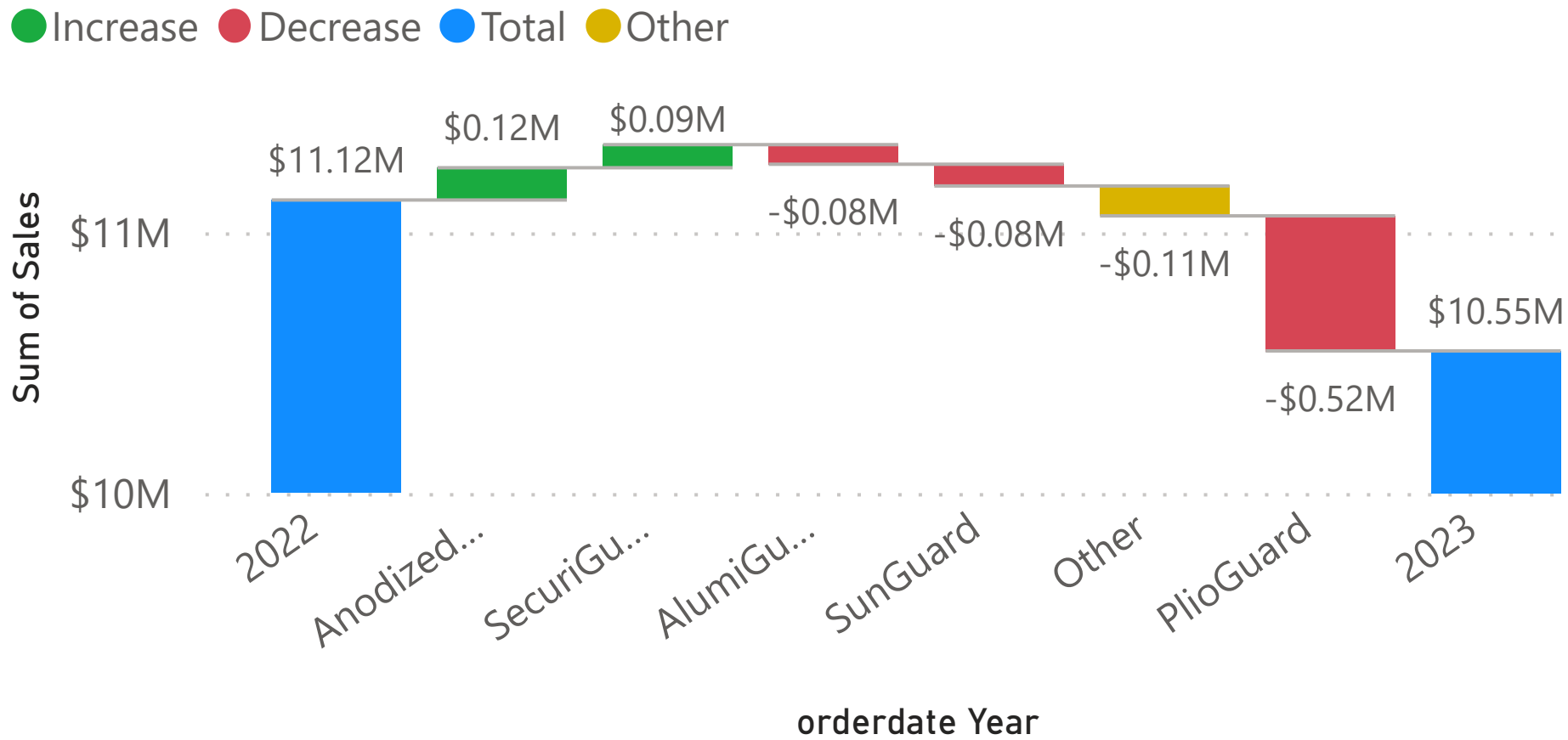
• At \$14,062,928.80, 2022 had the highest Sum of Sales and was 30.27% higher than 2020, which had the lowest Sum of Sales at \$10,795,274.00.

YTD Sales Drop in B v/s R



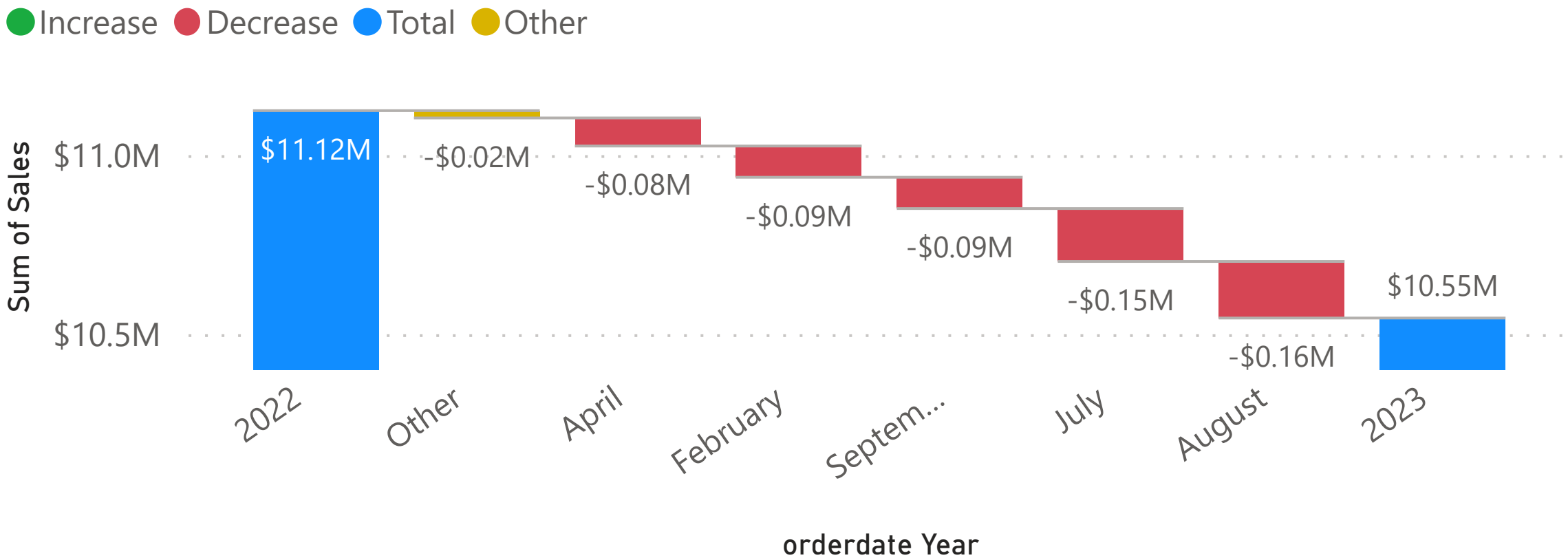
'B' accounted for the majority of the decrease among the shipper adder type.

YTD Sales Drop in Family



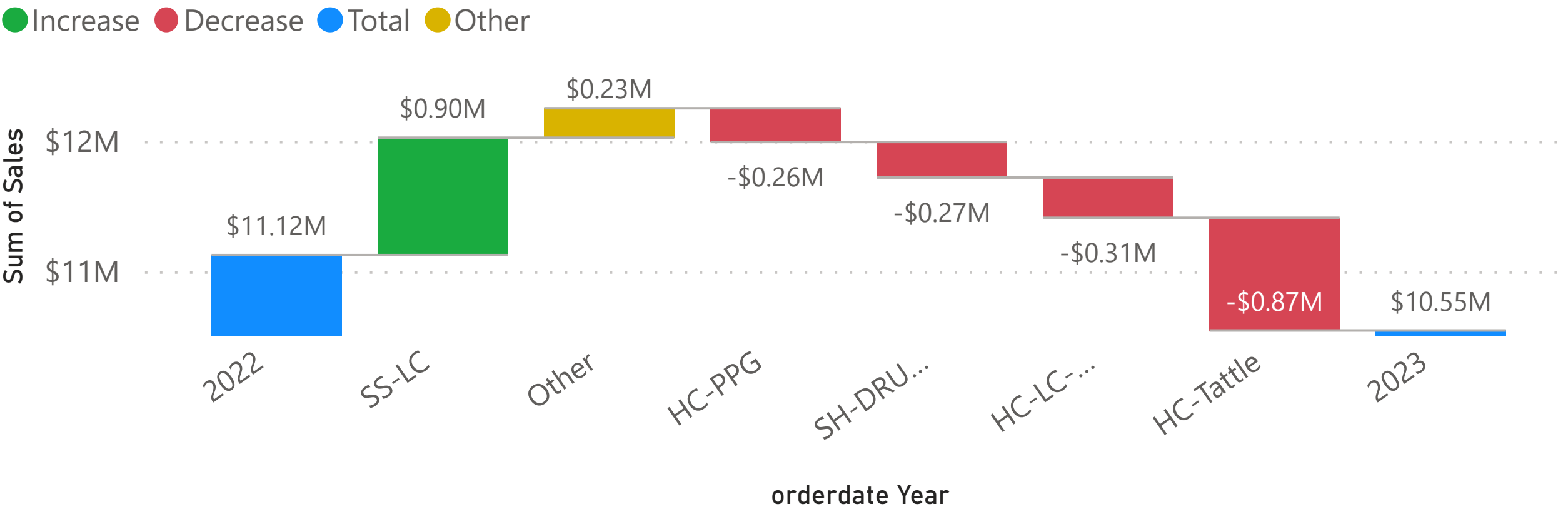
'PiloGuard' accounted for the majority of the decrease among Family, offsetting the increase of 'Anodized Aluminum Plates'. The relative

YTD Sales Drop in Month



'August', 'June' and 'September' accounted for the majority of decrease among the order months.

YTD Sales Drop in Material



'HC-Tattle', 'HC-LC-CURVE', and 'SH-DRUM' accounted for the majority of the decrease among Material, offsetting the increase of 'SS-LC'. The relative contributions made by 'SS-LC', 'HC-Tattle', and