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# Alternators has worse than average Margin

Product explains 2.3% of the variation in Margin.  
  
Here are some cases where Margin was better than average:   
• Clutches is 5.973 above average. This result may have been improved by Region is Germany which occurred 1.154 times more often. This sub-group's Margin was 36.1% higher than average.  
• Belt drives is 15.39 above average. This result may have been improved by Distributor is Nisizu which occurred 1.721 times more often. This sub-group's Margin was 48.6% higher than average.  
• Rotor Screws is 6.994 above average. This result may have been influenced by Distributor is Nokemi.  
  
Here are some cases where Margin was worse than average:   
• Alternators is 14.85 below average. This result may have been worsened by Distributor is Nisizu which occurred 1.476 times more often. This sub-group's Margin was 24% lower than average.  
• Brake Pads is 9.828 below average. This result may have been influenced by Distributor is Nisizu which occurred 1.55 times more often.

# When Distributor is Nisizu, Product: Hybrid Motors and Lift Supports do better

But you should also be aware of the case when Distributor is Nisizu, because the Margin looks different here. If you compare the two graphs, you will see for example:   
  
Cases where Nisizu did better than others:  
• Hybrid Motors is 23.27 higher  
• Lift Supports is 19.97 higher  
• Belt drives is 18.8 higher  
• Wheel Bearings is 9.566 higher  
• Clutches is 4.718 higher  
  
Cases where Nisizu did worse than others:  
• Alternators is 5.498 lower

# When Distributor is Nokemi, Product: Lift Supports and Hybrid Motors do worse

Also consider the situation when Distributor is Nokemi, because the Margin demonstrated a different pattern in this case. If you compare the two graphs, you will see for example:   
  
Cases where Nokemi did worse than others:  
• Lift Supports is 20.33 lower  
• Hybrid Motors is 18.18 lower  
• Belt drives is 17.17 lower  
• Wheel Bearings is 12.2 lower  
• Ball Bearings is 9.21 lower  
• Brakes is 8.872 lower

# When Region is Germany, Product: Belt drives and Wiper Gears do better

But you should also be aware of the case when Region is Germany, because the Margin demonstrated a different pattern in this case. If you compare the two graphs, you will see for example:   
  
Cases where Germany did better than others:  
• Belt drives is 14.47 higher  
• Wiper Gears is 14.08 higher  
• Clutches is 13.71 higher  
• Ball Bearings is 12.12 higher  
• Wheel Bearings is 9.369 higher  
• Lift Supports is 7.309 higher

# Germany has better than average Margin

Region explains 2.3% of the variation in Margin.  
  
Here are some cases where Margin was better than average:   
• Germany is 9.423 above average. This result may have been improved by Distributor is Nisizu which occurred 1.198 times more often. This sub-group's Margin was 25.9% higher than average.  
• Latin America is 7.904 above average. This result may have been improved by Discount Level is Gold. This sub-group's Margin was 17.8% higher than average.  
  
Here are some cases where Margin was worse than average:   
• Brazil is 8.9 below average. This result may have been influenced by Discount Level is Gold.  
• Japan is 7.694 below average. This result may have been worsened by Distributor is Nisizu which occurred 1.156 times more often. This sub-group's Margin was 28.3% lower than average.  
• Africa is 6.403 below average. This result may have been influenced by Discount Level is Gold.  
• South East Asia is 5.444 below average. This result may have been influenced by Distributor is Nisizu which occurred 1.083 times more often.

# When Distributor is BDINC, Region: South East Asia and Japan do better

But you should also be aware of the case when Distributor is BDINC, because the Margin behaved differently in this case. If you compare the two graphs, you will see for example:   
  
Cases where BDINC did better than others:  
• South East Asia is 20.03 higher  
• Japan is 19.51 higher  
• India is 18.89 higher

# When Distributor is Nisizu, Region: Germany and Western United States do better

But you should also be aware of the case when Distributor is Nisizu, because the Margin is worth considering specifically in this case. If you compare the two graphs, you will see for example:   
  
Cases where Nisizu did better than others:  
• Germany is 10.33 higher  
• Western United States is 9.262 higher  
• Italy is 8.985 higher  
• Latin America is 8.088 higher  
• Brazil is 4.005 higher  
  
Cases where Nisizu did worse than others:  
• Japan is 8.699 lower

# When Distributor is Nokemi, Region: India and Germany do worse

Also consider the situation when Distributor is Nokemi, because the Margin is worth considering specifically in this case. If you compare the two graphs, you will see for example:   
  
Cases where Nokemi did worse than others:  
• India is 20.33 lower  
• Germany is 11.56 lower  
• South East Asia is 11.48 lower  
• Western United States is 11.1 lower  
• Latin America is 10.31 lower  
• Italy is 8.336 lower

# When Product is Wheel Bearings, Region: India and Western United States do worse

But to get the full picture you need to see more. Consider when Product is Wheel Bearings, because the Margin demonstrated a different pattern in this case. If you compare the two graphs, you will see for example:   
  
Cases where Wheel Bearings did better than others:  
• Japan is 8.19 higher  
  
Cases where Wheel Bearings did worse than others:  
• India is 10.98 lower  
• Western United States is 6.933 lower  
• Latin America is 6.171 lower  
• Africa is 4.832 lower

# Nokemi has worse than average Margin

Distributor explains 1.2% of the variation in Margin.  
  
Here are some cases where Margin was better than average:   
• Nisizu is 3.285 above average. This result may have been improved by Region is Germany which occurred 1.198 times more often. This sub-group's Margin was 44% higher than average.  
• DIMAGO is 7.834 above average. This result may have been improved by Discount Level is Silver. This sub-group's Margin was 15.4% higher than average.  
• BDINC is 3.433 above average. This result may have been improved by Region is South East Asia. This sub-group's Margin was 26.5% higher than average.  
• BERLIN & DRIVE is 6.512 above average. This result may have been influenced by Region is Germany.  
  
Here are some cases where Margin was worse than average:   
• Nokemi is 4.812 below average. This result may have been worsened by Discount Level is Silver. This sub-group's Margin was 13.3% lower than average.

# When Region is India, Distributor: BERLIN & DRIVE and DIMAGO do better

But, you should also be aware of the case when Region is India, because the Margin is worth considering specifically in this case. If you compare the two graphs, you will see for example:   
  
Cases where India did better than others:  
• BERLIN & DRIVE is 27.25 higher  
• DIMAGO is 27.05 higher  
• BDINC is 16.55 higher  
  
Cases where India did worse than others:  
• Nokemi is 5.751 lower

# Public Sector has worse than average Margin

Vertical explains 0.4% of the variation in Margin.  
  
Here are some cases where Margin was better than average:   
• Consumer Products is 4.507 above average. This result may have been improved by Close Date is 2015/Q4. This sub-group's Margin was 31.6% higher than average.  
• Life Sciences is 5.306 above average. This result may have been worsened by Distributor is Nokemi. This sub-group's Margin was 43.6% lower than average.  
• Manufacturing is 1.463 above average. This result may have been improved by Distributor is Nisizu which occurred 1.098 times more often. This sub-group's Margin was 38.1% higher than average.  
• Chemicals is 2.335 above average. This result may have been influenced by Discount Level is Gold.  
  
Here are some cases where Margin was worse than average:   
• Public Sector is 5.422 below average. This result may have been influenced by Distributor is Nokemi which occurred 1.111 times more often.  
• Banking is 2.55 below average. This result may have been influenced by Discount Level is Gold.

# When Distributor is Nisizu, Vertical: Life Sciences and Trucking do better

But you should also be aware of the case when Distributor is Nisizu, because the Margin looks different here. If you compare the two graphs, you will see for example:   
  
Cases where Nisizu did better than others:  
• Life Sciences is 17.38 higher  
• Trucking is 12.48 higher  
• Manufacturing is 12.04 higher  
• Heavy Engineering is 9.691 higher  
• Retail is 9.023 higher  
• Consumer Products is 8.599 higher

# When Distributor is BDINC, Vertical: Oil and Gas and Chemicals do better

But to get the full picture you need to see more. Consider when Distributor is BDINC, because the Margin demonstrated a different pattern in this case. If you compare the two graphs, you will see for example:   
  
Cases where BDINC did better than others:  
• Oil and Gas is 14.68 higher  
• Chemicals is 14.41 higher  
• Wholesale Distribution is 13.87 higher  
• Defense is 12.01 higher  
• Public Sector is 8.863 higher  
  
Cases where BDINC did worse than others:  
• Manufacturing is 7.192 lower

# When Region is Germany, Vertical: Industrial Machinery and Components and Heavy Engineering do better

Also consider the situation when Region is Germany, because the Margin demonstrated a different pattern in this case. If you compare the two graphs, you will see for example:   
  
Cases where Germany did better than others:  
• Industrial Machinery and Components is 19.41 higher  
• Heavy Engineering is 18.85 higher  
• Trucking is 17.99 higher  
• Utilities is 17.34 higher  
• Media is 16.13 higher  
• High Tech is 15.92 higher

# When Distributor is Nokemi, Vertical: Life Sciences and Healthcare do worse

But you should also be aware of the case when Distributor is Nokemi, because the Margin is worth considering specifically in this case. If you compare the two graphs, you will see for example:   
  
Cases where Nokemi did worse than others:  
• Life Sciences is 21.92 lower  
• Healthcare is 15.05 lower  
• Consumer Products is 13.17 lower  
• Retail is 12.95 lower  
• Wholesale Distribution is 12.67 lower  
• Manufacturing is 10.36 lower

# When Region is Latin America, Vertical: Trucking and Oil and Gas do better

Also consider the situation when Region is Latin America, because the Margin demonstrated a different pattern in this case. If you compare the two graphs, you will see for example:   
  
Cases where Latin America did better than others:  
• Trucking is 25.09 higher  
• Oil and Gas is 19.78 higher  
• Retail is 16.95 higher  
• Insurance is 16.76 higher  
• Chemicals is 14.09 higher  
• Banking is 11.85 higher