

Weekly Shipping Audit

w.e. 2019-03-03

Created 2019-03-04

Purpose

The purpose of this weekly audit is to closely monitor our shipping profit over the most recent three weeks. For this entire report we exclude AdaBox shipments and Free Shipping.

CSV Data

See [here](#) to find this report's data in CSV form, where the worksheets go like this:

- All Data: All shipping data considered in this report
- DHL No DDP: Where DHL charged DDP, but we did not
- DHL Not Enough DDP: Where our DDP is less than DHL's
- DHL Not Enough Service: Where our service charge is less than DHL's (a "service charge" being all charges excluding DDP)

Shipping Profit

*Includes all orders whether or not they incurred a shipping profit loss.

†"Missing as a %..." column shows the percentage of orders that are excluded because we do not yet have billing data for them.

Total OID count: 13,154

Total shipping profit: \$15,093

Avg shipping profit per order: \$1.15

| | | Unique OID Count | Shipping Profit | Shipping Profit Per Order | Missing As A % Of Service |
|-------------|----------------------|------------------|-----------------|---------------------------|---------------------------|
| week ending | shipping module code | | | | |
| 2019-03-03 | USPS | 1,999 | \$3,941 | \$1.97 | 11% |
| | UPS | 1,024 | \$275 | \$0.27 | 65% |
| | DHL | 31 | \$-12 | \$-0.39 | 92% |
| 2019-02-24 | USPS | 2,181 | \$4,285 | \$1.96 | 0% |
| | UPS | 2,708 | \$922 | \$0.34 | 4% |
| | DHL | 192 | \$283 | \$1.47 | 52% |
| 2019-02-17 | USPS | 2,086 | \$4,181 | \$2.00 | 0% |
| | UPS | 2,691 | \$1,014 | \$0.38 | 0% |
| | DHL | 242 | \$204 | \$0.84 | 34% |

DHL Losses

*Includes only DHL orders which incurred a shipping profit loss.

| Group | Count | Profit Loss |
|--|-------|-------------|
| Excluding DDP: DHL service charge greater than Adafruit service charge | 106 | \$-1,086 |
| DHL DDP greater than Adafruit DDP | 22 | \$-87 |
| Adafruit did not charge DDP but DHL did | 1 | \$-20 |
| Three Week Total | 129 | \$-1,193 |

95% Confidence Interval

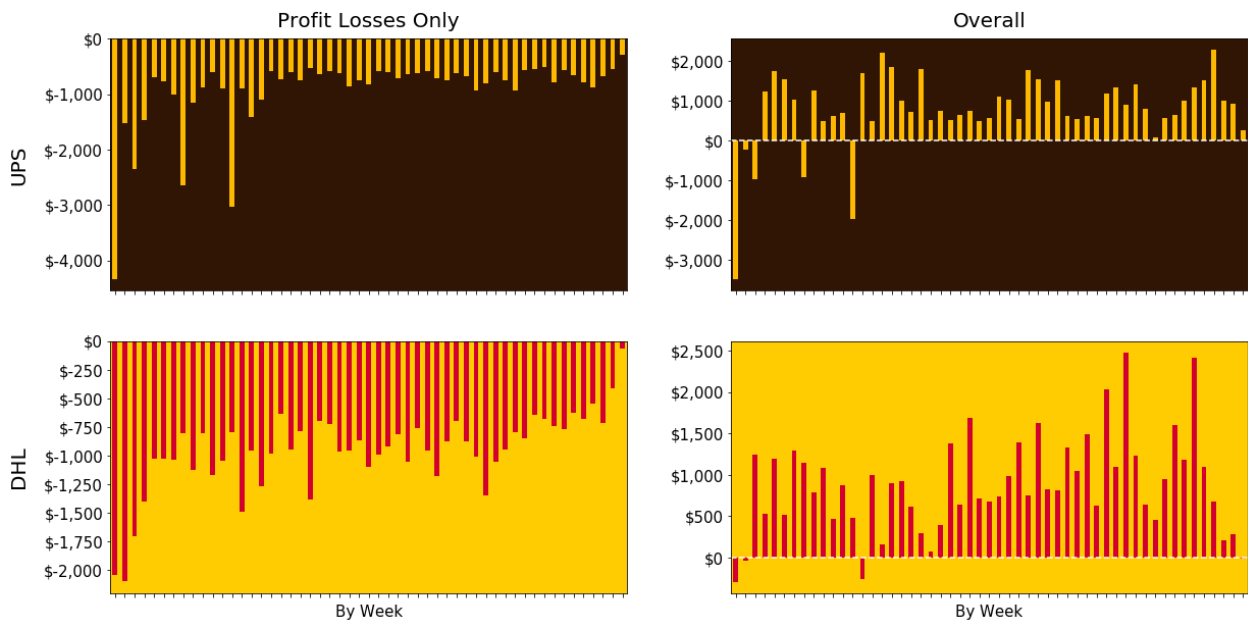
*For avg weekly UPS and DHL shipping profit.

| Most Recent 12 Weeks | Shipping Profit |
|----------------------|-----------------|
| lower | \$1,231 |
| mean | \$1,885 |
| upper | \$2,539 |

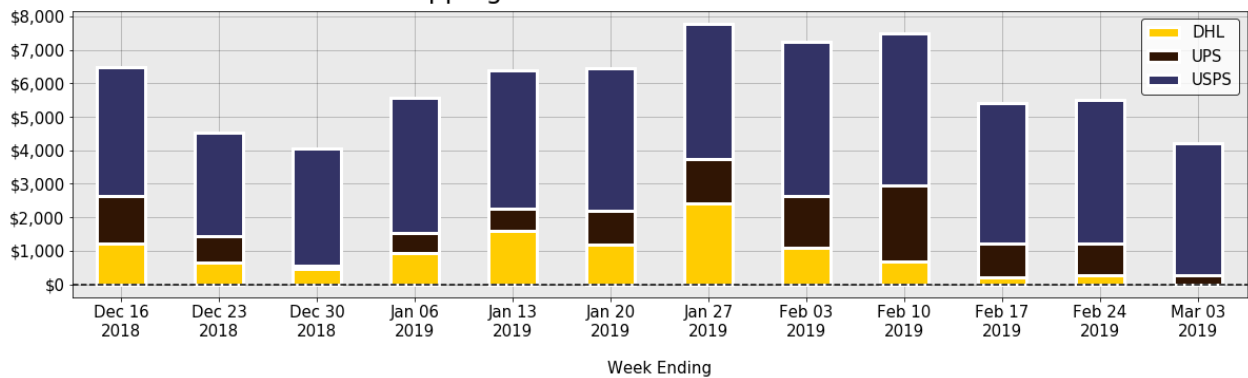
Because our target is no less than -\$500 in shipping profit per week (UPS and DHL combined), we should pay attention to this when the lower value drops below -\$500.

Shipping Profit Charts

UPS and DHL Shipping Profit
Over the Most Recent 53 Weeks



Shipping Profit for All Services Over Time



End of report