

Weekly Shipping Audit w.e. 2018-12-02

Created 2018-12-17

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: 14,048

Total shipping profit: \$15,046

Avg shipping profit per order: \$1.07

		Unique OID Count	Shipping Profit	Shipping Profit Per Order	Missing As A % Of Service
week ending	shipping module code				
2018-12-16	USPS	1,706	\$3,153	\$1.85	18%
	UPS	996	\$562	\$0.56	68%
	DHL	0	\$0	\$0.00	100%
2018-12-09	USPS	2,169	\$3,911	\$1.80	0%
	UPS	2,883	\$931	\$0.32	9%
	DHL	154	\$484	\$3.14	63%
2018-12-02	USPS	2,710	\$4,884	\$1.80	0%
	UPS	3,138	\$1,341	\$0.43	6%
	DHL	292	\$-220	\$-0.75	26%

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	84	\$-920
DHL DDP greater than Adafruit DDP	28	\$-230
Adafruit did not charge DDP but DHL did	2	\$-59
Three Week Total	114	\$-1,209

95% Confidence Interval

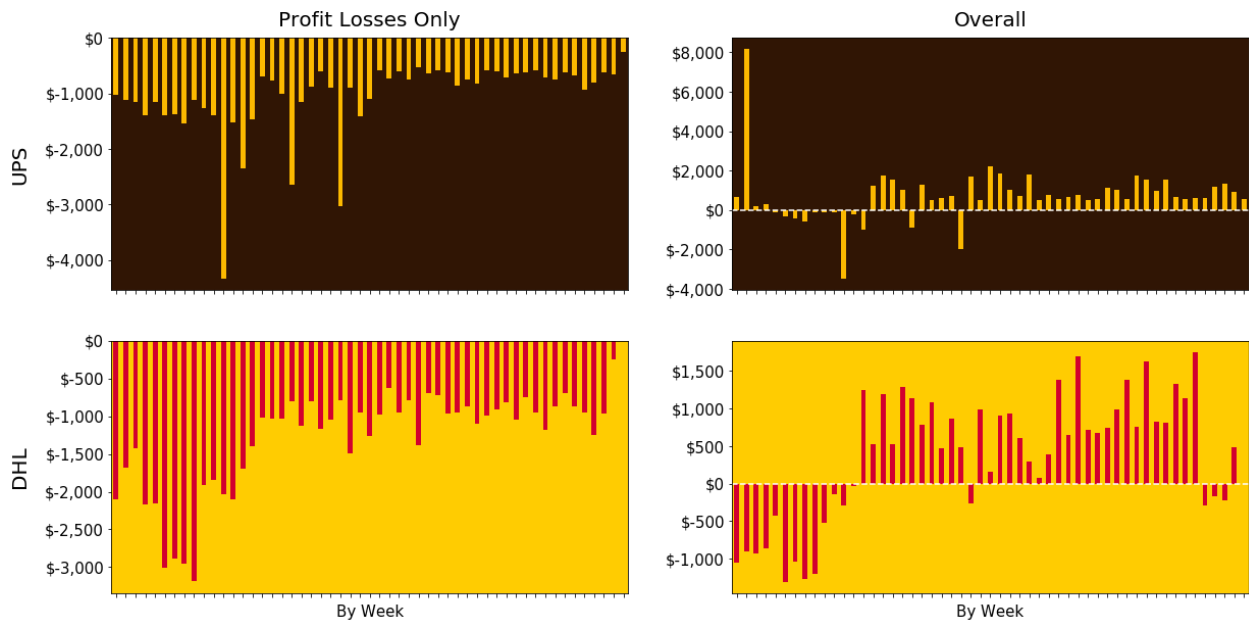
*For avg weekly UPS and DHL shipping profit.

Most Recent 12 Weeks	Shipping Profit
lower	\$1,250
mean	\$1,689
upper	\$2,128

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.

UPS and DHL Profit Since Jan 2018

UPS and DHL Shipping Profit
Over the Most Recent 53 Weeks



*The most recent week is to the far right.

Profit Over Time for All Services

If we zoom out to include UPS, DHL, and USPS we have the chart below, which shows us that the consistently high margins on USPS packages help to counteract any UPS/DHL losses.

