

UPS Audit - 2016 - 07 - July

August 2, 2016

1 Bullet Points

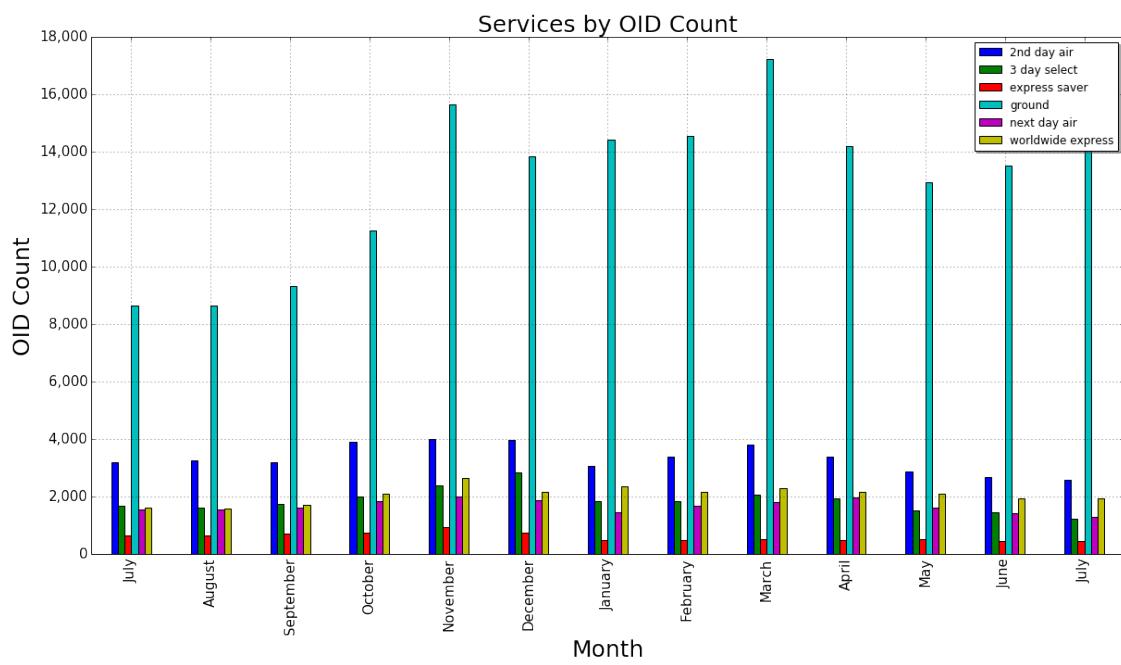
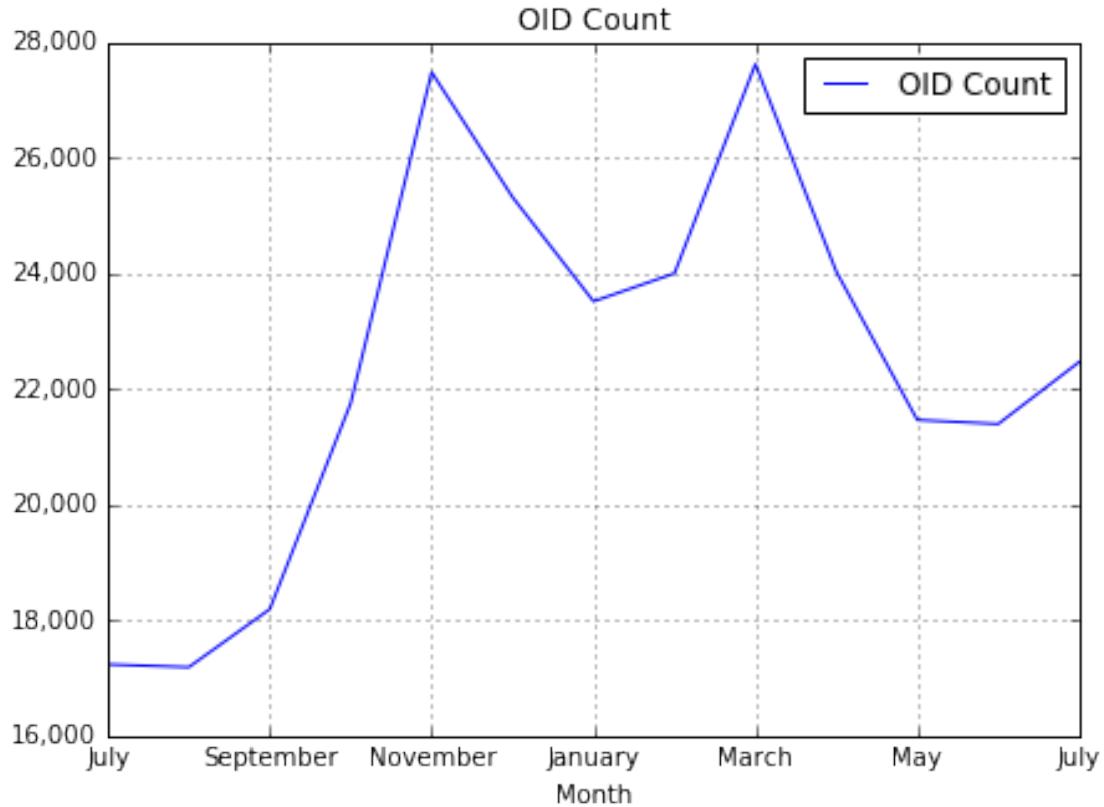
- UPS has an On-Time delivery percentage of 97.9 percent for July.
- Our approximate refund, if pursued, would be \$11,800, or 5.8 percent of the total amount charged.
- You will see a shipping profit of \$44,214, but this amount tends to be inaccurate at the beginning of the month and will fluctuate before it settles. I will update this for next month's audit.
- Month to month: The number of orders is up, while shipping revenue and average shipping revenue is down.
- Year over year: The number of orders is up along with the shipping revenue while the average shipping revenue is down.
- The number of charges see an 11 percent month to month decrease and a 30 percent YoY increase, with much of the YoY increase attributed to the number of packages sent using Worldwide services.
- If you would like more specifics please let me know and I will provide them!

2 Super Summary

Adafruit Shipping Charge	UPS Shipping Charge	Shipping Profit	Profit Margin
\$285,807	\$241,592	\$44,214	15.47%

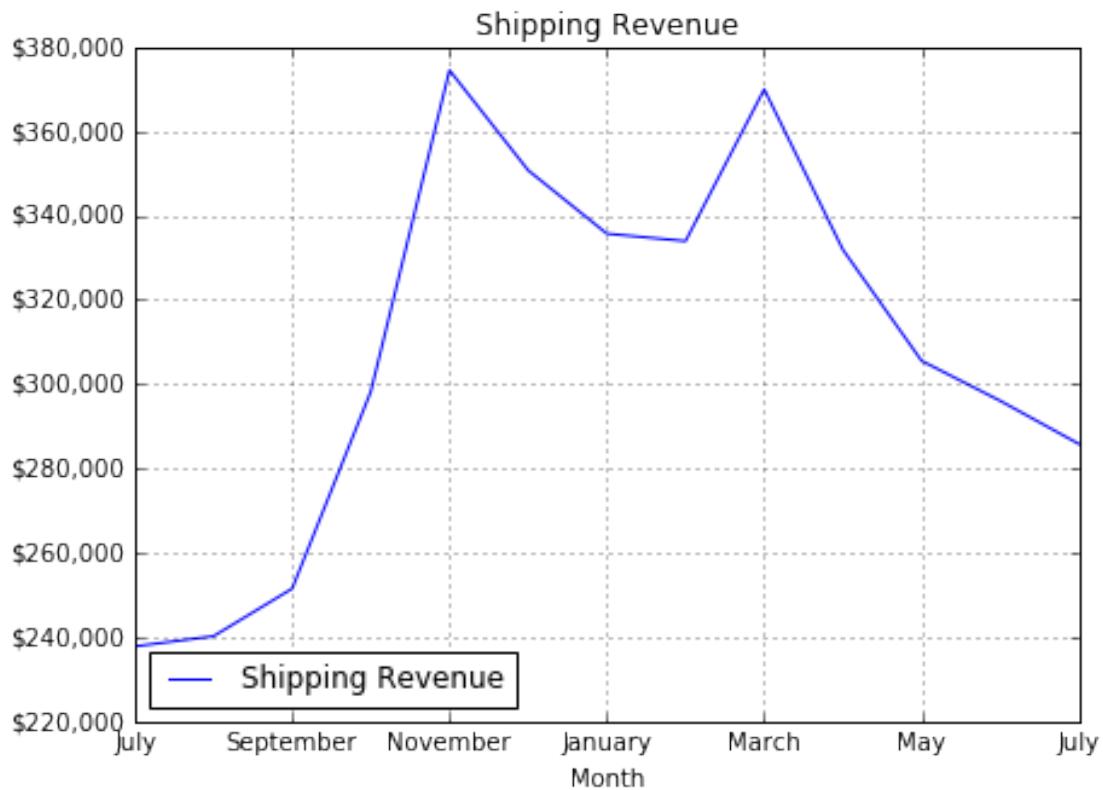
3 Count of Packages

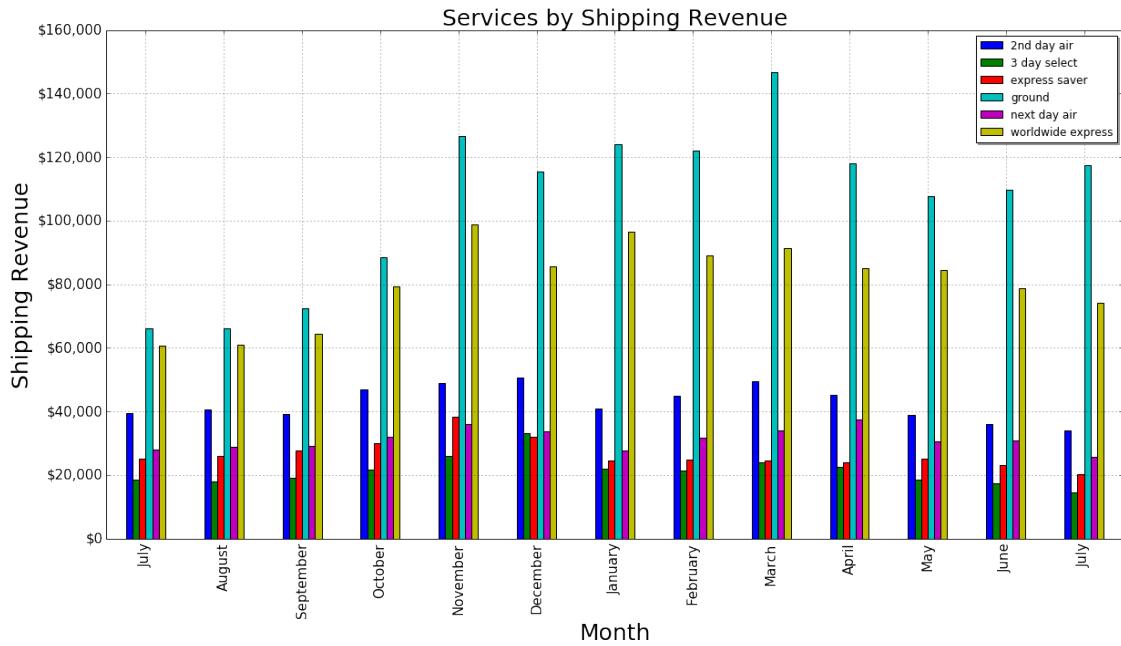
Year	Month	OID Count	Percentage Change	Year over Year
2015	July	17,238		
2015	August	17,190	-0.28%	
2015	September	18,193	5.83%	
2015	October	21,756	19.58%	
2015	November	27,481	26.31%	
2015	December	25,319	-7.87%	
2016	January	23,517	-7.12%	
2016	February	24,002	2.06%	
2016	March	27,621	15.08%	
2016	April	24,030	-13.00%	
2016	May	21,466	-10.67%	
2016	June	21,397	-0.32%	
2016	July	22,469	5.01%	30.35%



4 Shipping Revenue

Year	Month	Shipping Revenue	Percentage Change	Year over Year
2015	July	\$237,805		
2015	August	\$240,208	1.01%	
2015	September	\$251,495	4.70%	
2015	October	\$298,228	18.58%	
2015	November	\$374,420	25.55%	
2015	December	\$350,690	-6.34%	
2016	January	\$335,669	-4.28%	
2016	February	\$333,905	-0.53%	
2016	March	\$369,894	10.78%	
2016	April	\$331,874	-10.28%	
2016	May	\$305,517	-7.94%	
2016	June	\$296,027	-3.11%	
2016	July	\$285,800	-3.45%	20.18%





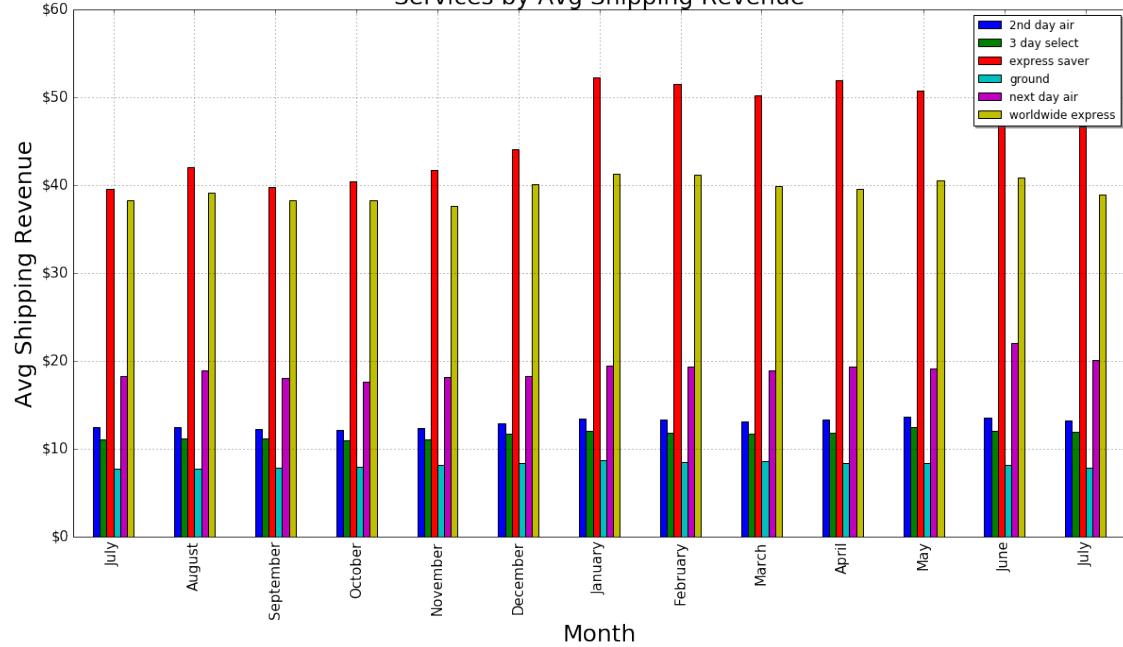
5 Average Shipping Revenue

Year	Month	Avg Shipping Revenue per Package	Percentage Change	Year over Year
2015	July	\$13.80		
2015	August	\$13.97	1.30%	
2015	September	\$13.82	-1.08%	
2015	October	\$13.71	-0.84%	
2015	November	\$13.62	-0.61%	
2015	December	\$13.85	1.66%	
2016	January	\$14.27	3.05%	
2016	February	\$13.91	-2.53%	
2016	March	\$13.39	-3.74%	
2016	April	\$13.81	3.13%	
2016	May	\$14.23	3.05%	
2016	June	\$13.84	-2.79%	
2016	July	\$12.72	-8.07%	-7.80%

Avg Shipping Revenue per Package



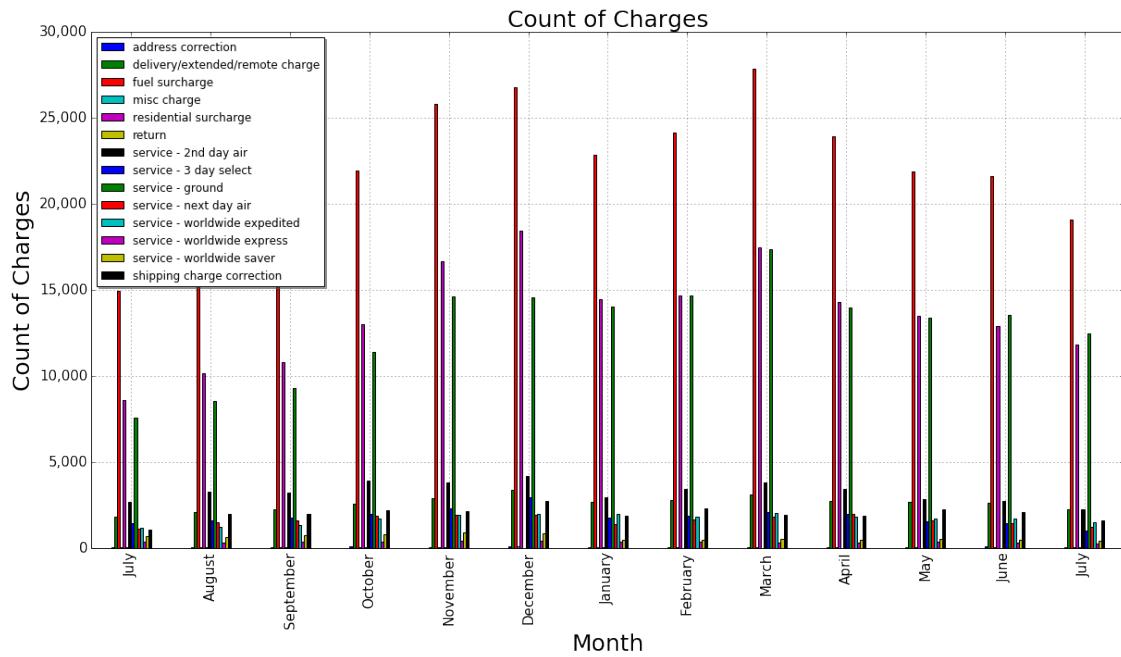
Services by Avg Shipping Revenue



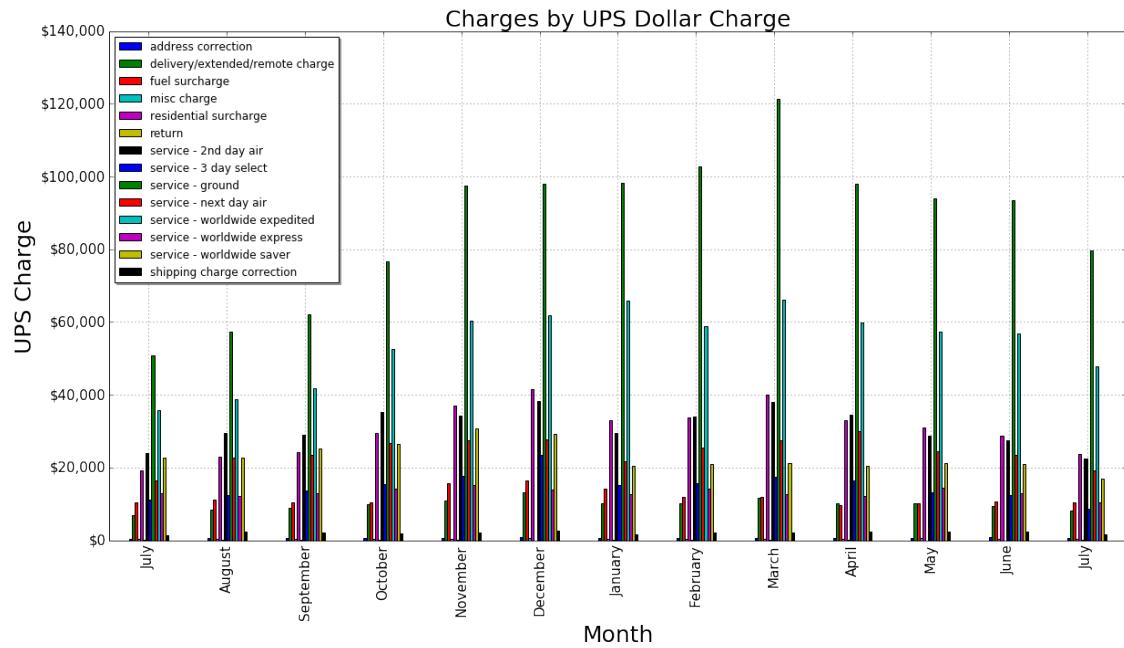
6 Type of Charges Overview

	Count of Charges	Basis Amount	Incentive Amount	Net Amount	Entered Weight	Billed Weight
July	\$53,843	\$540,085	\$317,215	\$250,231	\$22,721	\$43,601
June	\$60,797	\$634,192	\$363,063	\$299,608	\$29,609	\$53,314
Monthly Change	-11.44%	-14.84%	-12.63%	-16.48%	-23.26%	-18.22%
Year over Year	30.38%	13.39%	8.60%	17.75%	15.94%	22.34%

7 Count of Charges



8 Charges by UPS Dollar Charge



9 Free Shipping

Free Shipping Non Resellers	Non Reseller percent of Total Ground	Free Shipping Resellers	Reseller percent of Total Ground	Total Ground Orders
-16.32%	-10.89%	-34.78%	-30.61%	-6.00%
-4.25%	-42.82%	11.11%	-33.33%	67.54%

