analyze_data

January 18, 2024

```
[]: !pip install pandas
!pip install matplotlib
!pip install seaborn
```

1 Import necessary libraries

```
[]: import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns
```

2 Ensure plots are displayed inline

```
[]: %matplotlib inline
```

3 Load datasets

4 Explore the structure of each dataset

```
[42]: print("Fulfillment Data:")
     print(fulfillment_data.info())
     print("\nInventory Data:")
     print(inventory_data.info())
     print("\nOrders and Shipments Data:")
     print(orders_and_shipments_data.info())
     Fulfillment Data:
     <class 'pandas.core.frame.DataFrame'>
     RangeIndex: 118 entries, 0 to 117
     Data columns (total 2 columns):
         Column
                                               Non-Null Count Dtype
                                               _____
         Product Name
                                               118 non-null
                                                              object
          Warehouse Order Fulfillment (days)
                                              118 non-null
                                                              float64
     dtypes: float64(1), object(1)
     memory usage: 2.0+ KB
     None
     Inventory Data:
     <class 'pandas.core.frame.DataFrame'>
     RangeIndex: 4200 entries, 0 to 4199
     Data columns (total 4 columns):
         Column
                                  Non-Null Count Dtype
         _____
                                  _____
        Product Name
      0
                                  4200 non-null
                                                 object
      1
          Year Month
                                                 int64
                                  4200 non-null
      2
          Warehouse Inventory
                                  4200 non-null
                                                 int64
         Inventory Cost Per Unit 4200 non-null float64
     dtypes: float64(1), int64(2), object(1)
     memory usage: 131.4+ KB
     None
     Orders and Shipments Data:
     <class 'pandas.core.frame.DataFrame'>
     RangeIndex: 30871 entries, 0 to 30870
     Data columns (total 24 columns):
      #
         Column
                                      Non-Null Count Dtype
                                      _____
         _____
         Order ID
      0
                                      30871 non-null int64
      1
          Order Item ID
                                      30871 non-null int64
      2
          Order YearMonth
                                      30871 non-null int64
      3
         Order Year
                                      30871 non-null int64
      4
          Order Month
                                      30871 non-null int64
         Order Day
      5
                                      30871 non-null int64
                                      30871 non-null object
         Order Time
```

```
7
    Order Quantity
                                  30871 non-null
                                                 int64
    Product Department
                                 30871 non-null object
    Product Category
                                 30871 non-null
                                                 object
 10 Product Name
                                 30871 non-null
                                                 object
    Customer ID
                                                 int64
 11
                                 30871 non-null
 12 Customer Market
                                 30871 non-null object
 13 Customer Region
                                 30871 non-null
                                                 object
 14 Customer Country
                                 30871 non-null
                                                 object
 15 Warehouse Country
                                 30871 non-null
                                                 object
    Shipment Year
                                 30871 non-null
                                                 int64
    Shipment Month
                                 30871 non-null int64
 17
    Shipment Day
                                  30871 non-null
                                                 int64
 18
 19
    Shipment Mode
                                  30871 non-null
                                                 object
 20
     Shipment Days - Scheduled
                                                 int64
                                  30871 non-null
 21
     Gross Sales
                                  30871 non-null
                                                 int64
 22
     Discount %
                                  30871 non-null object
     Profit
                                  30871 non-null int64
dtypes: int64(14), object(10)
```

memory usage: 5.7+ MB

None

Basic statistical summary

```
[43]: print("\nFulfillment Data Summary:")
      print(fulfillment_data.describe())
      print("\nInventory Data Summary:")
      print(inventory_data.describe())
      print("\nOrders and Shipments Data Summary:")
      print(orders_and_shipments_data.describe())
```

Fulfillment Data Summary:

Warehouse Order Fulfillment (days) 118.000000 count 5.333898 mean std 2.414282 1.000000 min 25% 3.300000 50% 5.300000 75% 6.975000 max 9.900000

Inventory Data Summary:

	Year Month	Warehouse Inventory	Inventory Cost Per Unit
count	4200.000000	4200.000000	4200.000000
mean	201607.705714	16.908095	1.236450
std	81.411495	71.121721	0.652183

min 25% 50% 75% max	201501.000000 201510.000000 201607.000000 201704.000000 201712.000000	0. 0. 4.	000000 000000 000000 000000		0.1023 0.6721 1.2624 1.8007 2.3450	87 55 60	
Orders	and Shipments D	Data Summary: Order Item ID	Order YearMo	onth	Order Ye	ar	\
count	30871.000000	30871.000000	30871.00	00000	30871.000	000	
mean	35818.833792	89380.257361	201601.13	37411	2015.948	657	
std	20623.809444	51279.388574	79.43	38616	0.796	323	
min	11.000000	29.000000	201501.00	00000	2015.000	000	
25%	17905.000000	44721.500000	201509.00	00000	2015.000	000	
		89624.000000	201606.00	00000	2016.000	000	
75%	53507.000000	133710.500000	201702.00	00000	2017.000	000	
max	77095.000000	180410.000000	201712.00		2017.000		
	Order Month	Order Day C	order Quantity	Cust	tomer ID	\	
count	30871.000000	30871.000000	30871.000000		71.000000	·	
mean	6.271679	15.735026	2.149817		77.672152		
std	3.373914	8.484049	1.461393		32.830830		
min	1.000000	1.000000	1.000000		2.000000		
25%	3.000000	9.000000	1.000000	31	77.000000		
50%	6.000000	16.000000	1.000000		55.000000		
75%	9.000000	23.000000	3.000000		77.000000		
max	12.000000	31.000000	5.000000		48.000000		
man	12.00000	01.00000	0.00000	200	10.00000		
	Shipment Year	Shipment Month	Shipment Day	\			
count	30871.000000	30871.000000		•			
mean	2015.955427	6.299569	15.978005				
std	0.798863	3.360191	8.582789				
min	2015.000000	1.000000	1.000000				
25%	2015.000000	3.000000	9.000000				
50%	2016.000000	6.000000	16.000000				
75%	2017.000000	9.000000	23.000000				
max	2017.000000	12.000000	31.000000				
max	2017.000000	12.000000	01.000000				
	Shipment Days	- Scheduled	Gross Sales	1	Profit		
count	biiipmoiro bayb	30871.000000	30871.000000		.000000		
mean		3.072495	200.235690		.383305		
std		1.184417	114.251482		.649857		
min		1.000000	10.000000		.000000		
25%		2.000000	120.000000		.000000		
50%		4.000000	200.000000		.000000		
75%		4.000000	300.000000		.000000		
		4.000000	533.000000		.000000		
max		4.00000	333.000000	200	. 000000		

6 What are the top-selling products in terms of gross sales?

```
[48]: top_selling_products = orders_shipments_df.groupby('Product Name')[' Gross_
       Sales '].sum().nlargest(10)
      print("Top-selling products:")
      print(top_selling_products)
     Top-selling products:
     Product Name
     Field & Stream Sportsman 16 Gun Fire Safe
                                                       1151200
     Perfect Fitness Perfect Rip Deck
                                                        777120
     Diamondback Women's Serene Classic Comfort Bi
                                                        728100
     Nike Men's Free 5.0+ Running Shoe
                                                        645500
     Nike Men's Dri-FIT Victory Golf Polo
                                                        544300
     Pelican Sunstream 100 Kayak
                                                        536200
     O'Brien Men's Neoprene Life Vest
                                                        508200
     Nike Men's CJ Elite 2 TD Football Cleat
                                                        501150
     Under Armour Girls' Toddler Spine Surge Runni
                                                        227560
     Web Camera
                                                         86332
     Name: Gross Sales , dtype: int64
```

7 Can you provide a breakdown of gross sales by product department?

```
[51]: gross_sales_by_department = orders_shipments_df.groupby('Product Department')['__
Gross Sales '].sum()
print("\nGross sales breakdown by product department:")
print(gross_sales_by_department)
```

Gross sales breakdown by product department:

Product Department Apparel 1341243 Book Shop 1736 Discs Shop 26955 Fan Shop 2934670 Fitness 59268 Footwear 697686 Golf 805305 Health and Beauty 8497 Outdoors 200834 Pet Shop 6300 Technology 98982

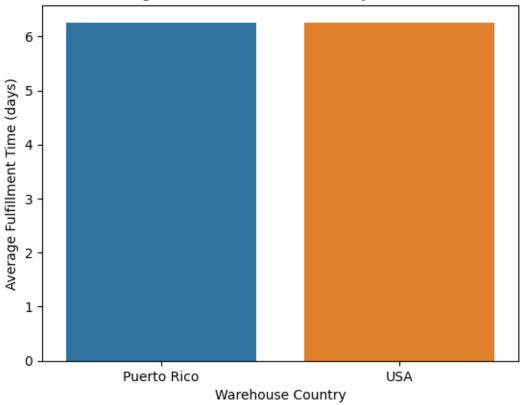
Name: Gross Sales , dtype: int64

8 How does the order fulfillment time vary across different warehouses?

9 Plotting the average order fulfillment time by warehouse

```
sns.barplot(x=fulfillment_time_by_warehouse.index,
y=fulfillment_time_by_warehouse.values)
plt.title('Average Order Fulfillment Time by Warehouse')
plt.xlabel('Warehouse Country')
plt.ylabel('Average Fulfillment Time (days)')
plt.show()
```





10 What is the average discount percentage for orders in each product category?

```
Average discount percentage by product category:
Product Category
Accessories 0.117902
As Seen on TV! 0.118182
Baby 0.106000
Baseball & Softball 0.115182
```

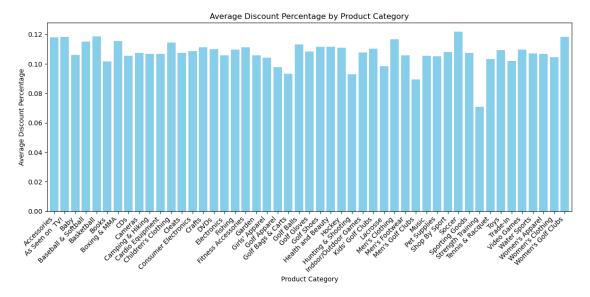
Basketball	0.118571
Books	0.101538
Boxing & MMA	0.115278
CDs	0.105500
Cameras	0.107253
Camping & Hiking	0.106902
Cardio Equipment	0.106863
Children's Clothing	0.114444
Cleats	0.107365
Consumer Electronics	0.108696
Crafts	0.111111
DVDs	0.109820
Electronics	0.105923
Fishing	0.109693
Fitness Accessories	0.111400
Garden	0.105873
Girls' Apparel	0.104158
Golf Apparel	0.097778
Golf Bags & Carts	0.093333
Golf Balls	0.113099
Golf Gloves	0.108503
Golf Shoes	0.111609
Health and Beauty	0.111429
Hockey	0.110854
Hunting & Shooting	0.092813
Indoor/Outdoor Games	0.107825
Kids' Golf Clubs	0.110317
Lacrosse	0.098545
Men's Clothing	0.116667
Men's Footwear	0.105716
Men's Golf Clubs	0.089286
Music	0.105385
Pet Supplies	0.105000
Shop By Sport	0.108188
Soccer	0.121739
Sporting Goods	0.107381
Strength Training	0.070769
Tennis & Racquet	0.103276
Toys	0.109437
Trade-In	0.101882
Video Games	0.109677
Water Sports	0.107162
Women's Apparel	0.106676
Women's Clothing	0.104394
Women's Golf Clubs	0.118400
Name: Discount % , dtyp	pe: float64

11 Plotting the average discount percentage by product category

```
[73]: # Increase the figure size to make more room for x-axis labels
plt.figure(figsize=(12, 6))

avg_discount_by_category.plot(kind='bar', color='skyblue', width=0.8)

plt.title('Average Discount Percentage by Product Category')
plt.xlabel('Product Category')
plt.ylabel('Average Discount Percentage')
plt.xticks(rotation=45, ha='right')
plt.tight_layout()
plt.show()
```



12 Which warehouse has the highest and lowest inventory levels?

Warehouse with the highest inventory: Perfect Fitness Perfect Rip Deck Warehouse with the lowest inventory: Perfect Fitness Perfect Rip Deck

13 What is the average profit margin for each product category?

```
Average profit margin by product category:
Product Category
Accessories
                         56.633229
As Seen on TV!
                         135.000000
Baby
                         28.000000
Baseball & Softball
                         102.741071
Basketball
                         132.000000
Books
                         15.000000
Boxing & MMA
                         129.565789
CDs
                           6.000000
Cameras
                        219.000000
Camping & Hiking
                         150.000000
Cardio Equipment
                         239.447489
Children's Clothing
                        169.000000
Cleats
                         146.984644
Consumer Electronics
                         123.000000
Crafts
                         231.000000
DVDs
                         79.000000
Electronics
                         84.267308
Fishing
                         200.000000
Fitness Accessories
                         66.000000
Garden
                         258.000000
Girls' Apparel
                         88.560000
Golf Apparel
                         47.275862
Golf Bags & Carts
                         82.000000
Golf Balls
                         40.208889
Golf Gloves
                         70.765363
Golf Shoes
                         126.354839
Health and Beauty
                         136.000000
                         47.393258
Hockey
Hunting & Shooting
                         74.647059
Indoor/Outdoor Games
                         125.000000
Kids' Golf Clubs
                         88.507463
Lacrosse
                         77.472727
Men's Clothing
                         87.000000
Men's Footwear
                         65.000000
Men's Golf Clubs
                         100.295082
Music
                         110.000000
Pet Supplies
                         40.000000
Shop By Sport
                         95.919958
```

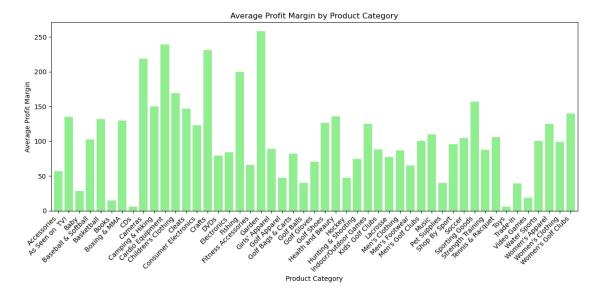
```
Soccer
                         104.208333
Sporting Goods
                        157.000000
Strength Training
                         87.428571
Tennis & Racquet
                         106.000000
Toys
                          6.000000
Trade-In
                         39.166667
Video Games
                         19.000000
Water Sports
                         100.187500
Women's Apparel
                        125.000000
Women's Clothing
                         99.000000
Women's Golf Clubs
                        139.814815
Name: Profit , dtype: float64
```

14 Plotting the average profit margin by product category

```
[74]: # Increase the figure size to make more room for x-axis labels
plt.figure(figsize=(12, 6))

avg_profit_margin_by_category.plot(kind='bar', color='lightgreen', width=0.8)

plt.title('Average Profit Margin by Product Category')
plt.xlabel('Product Category')
plt.ylabel('Average Profit Margin')
plt.xticks(rotation=45, ha='right')
plt.tight_layout()
plt.show()
```



15 Can you identify any seasonal trends in order quantities or gross sales?

Seasonal Trends in Order Quantities and Gross Sales:

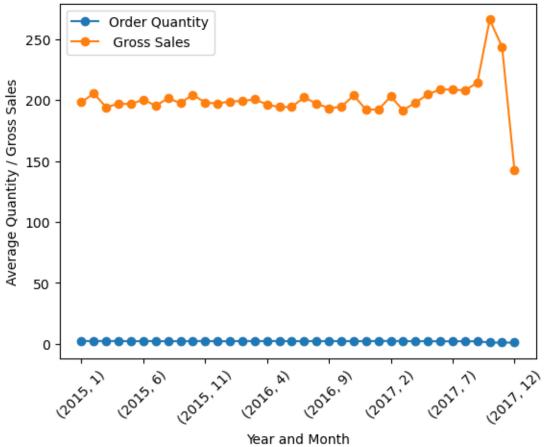
	- -	Order Quantity	Gross Sales
Order Year	Order Month		
2015	1	2.284114	198.362525
	2	2.230058	205.589595
	3	2.310011	194.173305
	4	2.244161	197.194268
	5	2.156863	196.757353
	6	2.177956	200.629162
	7	2.248581	195.373439
	8	2.092255	201.534169
	9	2.147406	197.698113
	10	2.153499	204.518059
	11	2.304450	198.033958
	12	2.115075	197.310702
2016	1	2.125257	198.998973
	2	2.259756	199.384146
	3	2.225287	200.697701
	4	2.220866	196.529412
	5	2.277720	194.326425
	6	2.165127	194.515012
	7	2.203252	202.299797
	8	2.187621	197.242747
	9	2.156600	193.502237
	10	2.262902	194.588121
	11	2.161123	203.854470
	12	2.191930	192.390403
2017	1	2.261593	192.306778
	2	2.353846	203.027473
	3	2.156250	191.840402
	4	2.143021	198.044622
	5	2.147486	204.768715
	6	2.043528	208.830470
	7	2.090408	208.754135
	8	2.090700	207.989667
	9	2.039572	214.457754
	10	1.022039	266.129477
	11	1.000000	243.718391

1.000000 142.628483

16 Plot Seasonal Trends in Order Quantities and Gross Sales

```
[117]: seasonal_trends.plot(kind='line', marker='o')
  plt.title('Seasonal Trends in Order Quantities and Gross Sales')
  plt.xlabel('Year and Month')
  plt.ylabel('Average Quantity / Gross Sales')
  plt.xticks(rotation=45)
  plt.show()
```

Seasonal Trends in Order Quantities and Gross Sales



17 What is the average shipment duration for each shipment mode?

```
[81]: avg_shipment_duration_by_mode = orders_shipments_df.groupby('Shipment Mode')['u

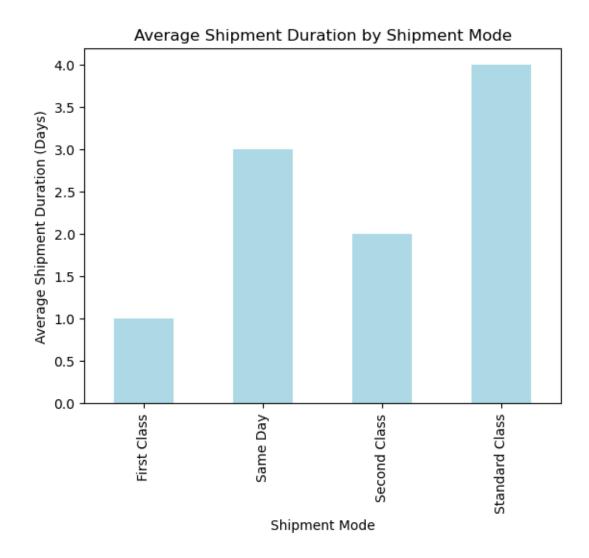
Shipment Days - Scheduled '].mean()
print("\nAverage Shipment Duration by Shipment Mode:")
print(avg_shipment_duration_by_mode)

Average Shipment Duration by Shipment Mode:
Shipment Mode
First Class 1.0
Same Day 3.0
Second Class 2.0
Standard Class 4.0
```

18 Plot Average Shipment Duration by Shipment Mode

Name: Shipment Days - Scheduled , dtype: float64

```
[82]: avg_shipment_duration_by_mode.plot(kind='bar', color='lightblue')
plt.title('Average Shipment Duration by Shipment Mode')
plt.xlabel('Shipment Mode')
plt.ylabel('Average Shipment Duration (Days)')
plt.show()
```



19 Are there any products with consistently high or low discount percentages?

Products with Consistently High Discount Percentages:

```
Index(['Garmin Approach S4 Golf GPS Watch'], dtype='object', name='Product
Name')
Products with Consistently Low Discount Percentages:
Index(['GoPro HERO3+ Black Edition Camera'], dtype='object', name='Product
Name')
```

20 What are the most and least profitable product categories?

```
[91]: profitable_categories = avg_profit_margin_by_category.idxmax(), avg_profit_margin_by_category.idxmin()
print("\nMost Profitable Product Category:", profitable_categories[0])
print("Least Profitable Product Category:", profitable_categories[1])
```

Most Profitable Product Category: Garden Least Profitable Product Category: CDs

21 Can you provide a geographical breakdown of customer markets and their corresponding gross sales?

Geographical Breakdown of Customer Markets and Gross Sales:

Customer Region	Customer Country	
Central Africa	Angola	8671
	Cameroon	10820
	Democratic Republic of Congo	27856
	Gabon	4275
	Republic of Congo	1645
		•••
West Asia	Saudi Arabia	35701
	Syria	3770
	Turkey	114352
	UAE	2216
	Yemen	2650
	Central Africa	Central Africa Angola Cameroon Democratic Republic of Congo Gabon Republic of Congo West Asia Saudi Arabia Syria Turkey UAE

Name: Gross Sales , Length: 142, dtype: int64

22 What is the overall trend in gross sales over the years?

23 Are there any products that have experienced a significant increase or decrease in sales over time?

```
Products with Significant Increase or Decrease in Sales Over Time:
Index(['Baby sweater', 'Bag Boy Beverage Holder', 'Bag Boy M330 Push Cart',
       'Bridgestone e6 Straight Distance NFL Carolina',
       'Bridgestone e6 Straight Distance NFL San Dieg',
       'Bridgestone e6 Straight Distance NFL Tennesse', 'CDs of rock',
       'Cleveland Golf Women's 588 RTX CB Satin Chrom',
       'Clicgear 8.0 Shoe Brush', 'DVDs', 'ENO Atlas Hammock Straps',
       'Elevation Training Mask 2.0', 'Fighting video games',
       'Glove It Imperial Golf Towel', 'Glove It Urban Brick Golf Towel',
       'Glove It Women's Imperial Golf Glove',
       'Glove It Women's Mod Oval 3-Zip Carry All Gol',
       'Hirzl Men's Hybrid Golf Glove', 'Hirzl Women's Hybrid Golf Glove',
       'Hirzl Women's Soffft Flex Golf Glove',
       'Industrial consumer electronics', 'LIJA Women's Argyle Golf Polo',
       'LIJA Women's Button Golf Dress',
       'LIJA Women's Eyelet Sleeveless Golf Polo', 'Lawn mower',
       'MDGolf Pittsburgh Penguins Putter',
       'Merrell Men's All Out Flash Trail Running Sho',
       'Merrell Women's Grassbow Sport Hiking Shoe',
```

```
'Mio ALPHA Heart Rate Monitor/Sport Watch',
 'Nike Dri-FIT Crew Sock 6 Pack', 'Nike Men's Comfort 2 Slide',
 'Nike Women's Free 5.0 TR FIT PRT 4 Training S',
 'Nike Women's Legend V-Neck T-Shirt', 'Nike Women's Tempo Shorts',
 'Polar Loop Activity Tracker', 'Porcelain crafts', 'Rock music',
 'Smart watch', 'Sports Books', 'Summer dresses',
 'TYR Boys' Team Digi Jammer',
 'Team Golf New England Patriots Putter Grip',
 'Team Golf Pittsburgh Steelers Putter Grip',
 'Team Golf San Francisco Giants Putter Grip',
 'Team Golf St. Louis Cardinals Putter Grip',
 'Team Golf Tennessee Volunteers Putter Grip',
 'Team Golf Texas Longhorns Putter Grip',
 'The North Face Women's Recon Backpack',
 'Titleist Pro V1 High Numbers Personalized Gol',
 'Titleist Pro V1x Golf Balls',
 'Titleist Pro V1x High Numbers Golf Balls',
 'Titleist Pro V1x High Numbers Personalized Go',
 'Titleist Small Wheeled Travel Cover',
 'Top Flite Women's 2017 XL Hybrid',
 'Under Armour Kids' Mercenary Slide',
 'Under Armour Men's Compression EV SL Slide',
 'Under Armour Women's Ignite PIP VI Slide',
 'Under Armour Women's Ignite Slide', 'Web Camera',
 'Yakima DoubleDown Ace Hitch Mount 4-Bike Rack',
 'adidas Kids' F5 Messi FG Soccer Cleat',
 'adidas Men's F10 Messi TRX FG Soccer Cleat'],
dtype='object', name='Product Name')
```

What is the average order quantity for different product categories?

```
Average Order Quantity for Different Product Categories:
Product Category
Accessories
                        2.993730
As Seen on TV!
                        2.727273
Baby
                        1.000000
Baseball & Softball
                        2.705357
Basketball
                        1.000000
Books
                        1.000000
Boxing & MMA
                        3.105263
```

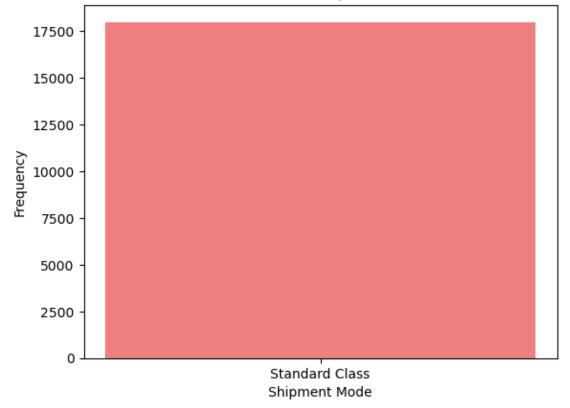
CDs	1.000000
Cameras	1.000000
Camping & Hiking	1.000000
Cardio Equipment	3.020091
Children's Clothing	1.000000
Cleats	3.014891
Consumer Electronics	1.000000
Crafts	1.000000
DVDs	1.000000
Electronics	2.921154
Fishing	1.000000
Fitness Accessories	2.509434
Garden	1.000000
Girls' Apparel	3.090000
Golf Apparel	2.637931
Golf Bags & Carts	1.000000
Golf Balls	2.977778
Golf Gloves	2.765363
Golf Shoes	2.838710
Health and Beauty	1.000000
Hockey	2.775281
Hunting & Shooting	2.558824
Indoor/Outdoor Games	2.975410
Kids' Golf Clubs	1.656716
Lacrosse	3.000000
Men's Clothing	1.000000
Men's Footwear	1.000000
Men's Golf Clubs	1.491803
Music	1.000000
Pet Supplies	1.000000
Shop By Sport	3.040021
Soccer	2.125000
Sporting Goods	1.000000
Strength Training	1.000000
Tennis & Racquet	2.721311
Toys	1.000000
Trade-In	2.827778
Video Games	1.000000
Water Sports	1.000000
Women's Apparel	3.005522
Women's Clothing	1.000000
Women's Golf Clubs	2.333333
Name: Order Quantity,	dtype: float64

25 What are the most common shipment modes used?

Most Common Shipment Modes: Standard Class

26 Plot Most Common Shipment Modes

Most Common Shipment Modes



[]:[