



Each week I report on our sales to Kingsford Lumber, a producer of wood pellets. Above are is a dashboard I developed for stakeholders to quickly understand key performance indicators related to Kingsford Lumber. This year Kingsford imposed an upper limit on the total tonnage we could sell to them.

This dashboard shows that Lane Forest delivered the least amount of total material per month when looking at the past 3 years (ref: Upper Chart). Within the dashboard I also display the average profit per ton (PPT), and analyze how suppliers affect this metric. (ref: Middle Chart).

Stakeholders understand that we delivered low amounts of material to Kingsford, but our attention to material PPT has created more total profits for the company when compared to 2019, 2018 and 2017 (ref: Lower Chart).