



Each week I report on our sales to an agricultural customer. Above are is a dashboard I developed for stakeholders to quickly understand key performance indicators related to this customer. This year the agricultural customer 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 in 2019 than 2018 and 2017 (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 the customer, but our attention to material PPT has generated more total profits for the company in 2019 than 2018 and 2017 (ref: Lower Chart).