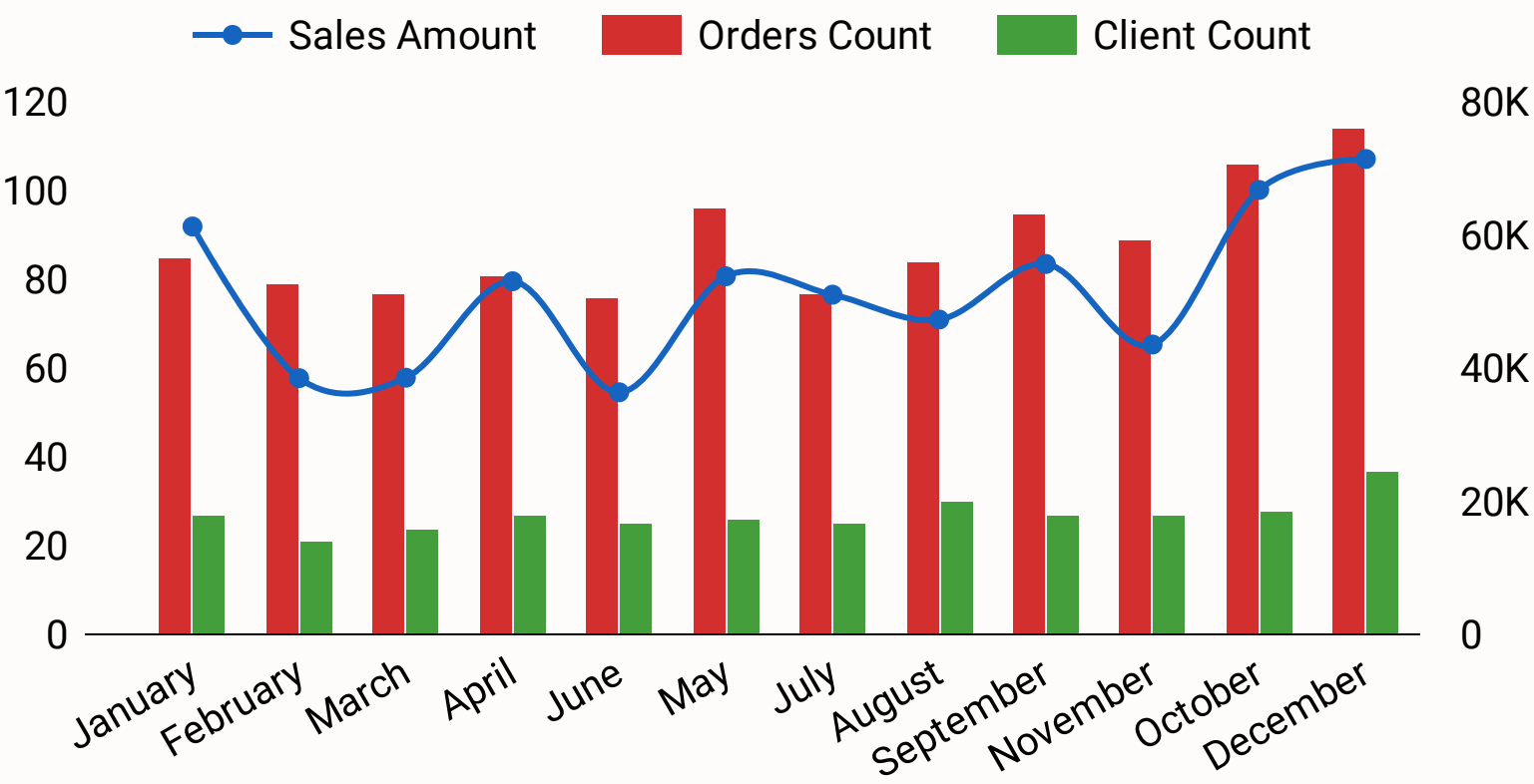
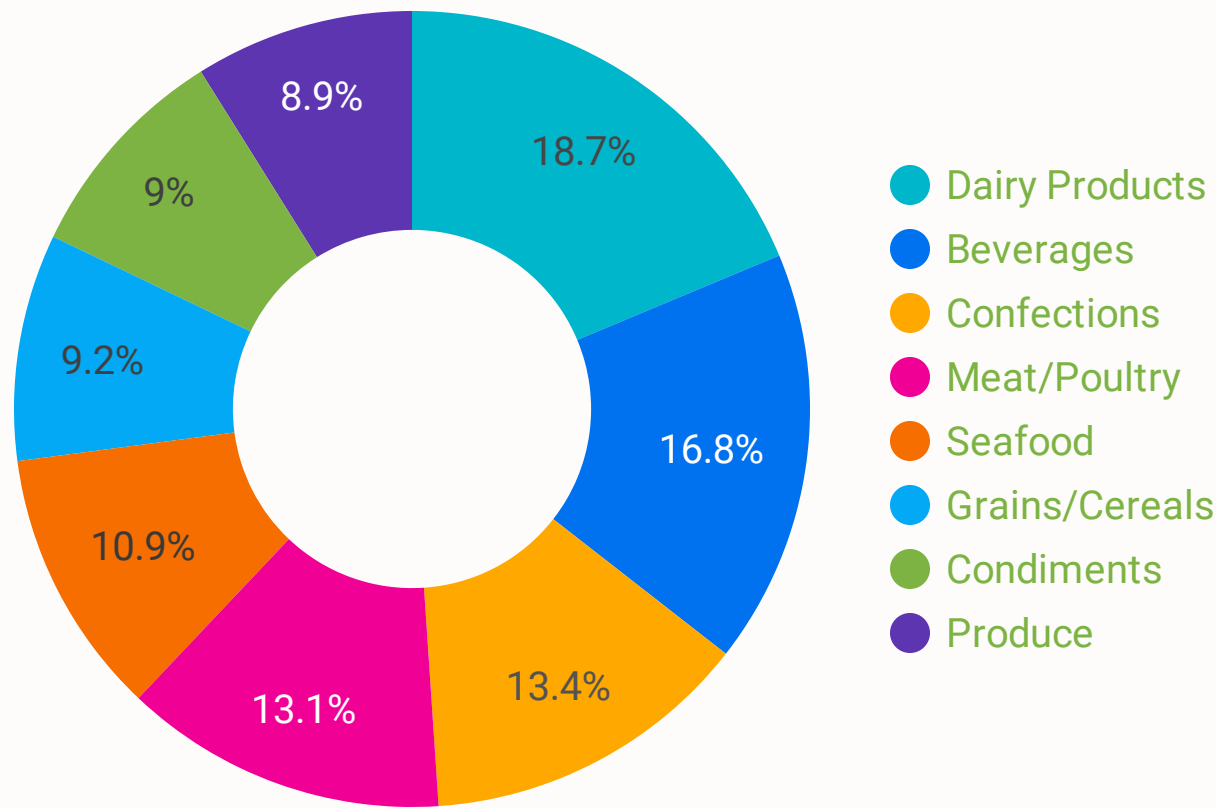


North Wind General Overview - Sales

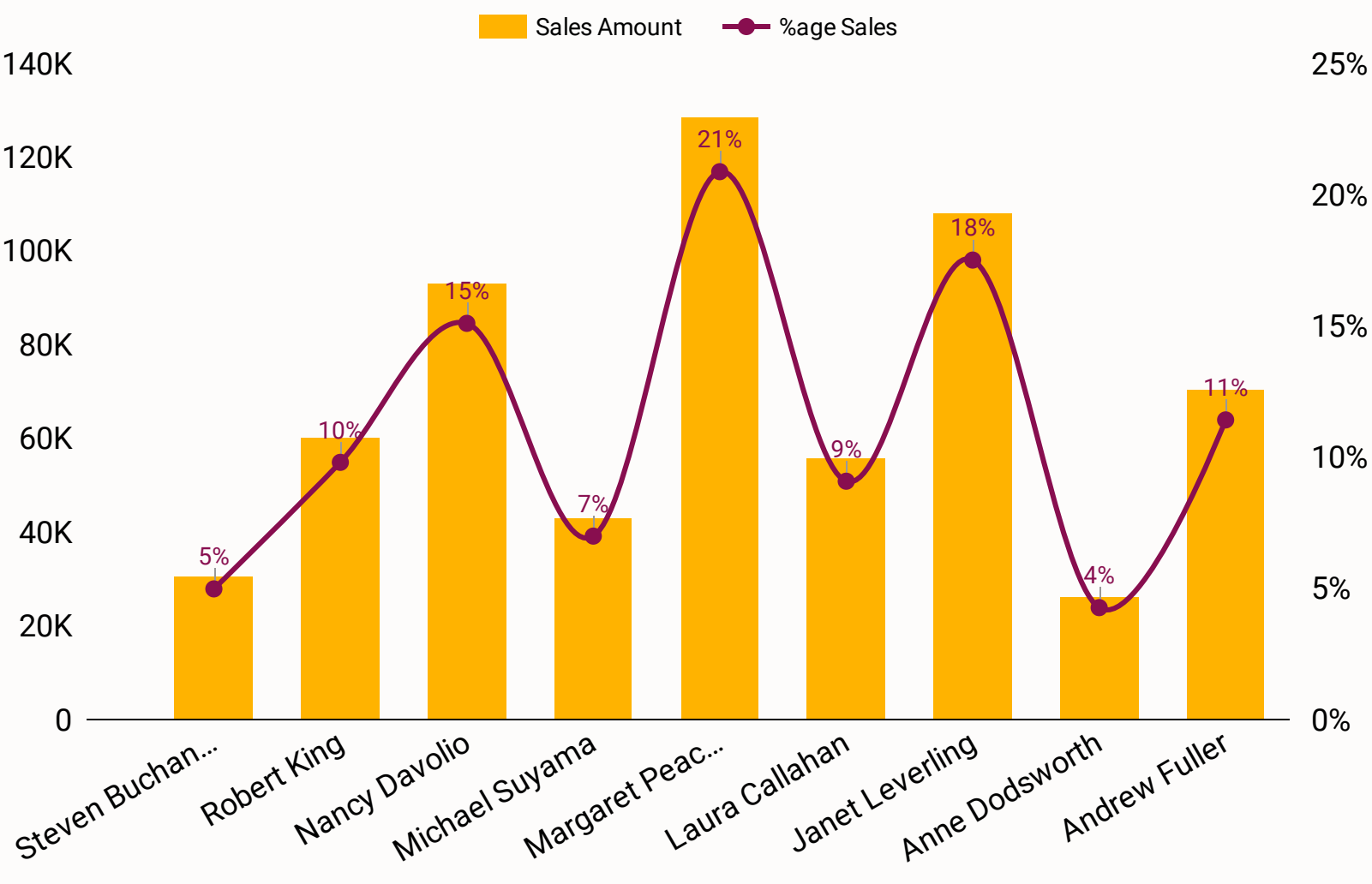
Goals



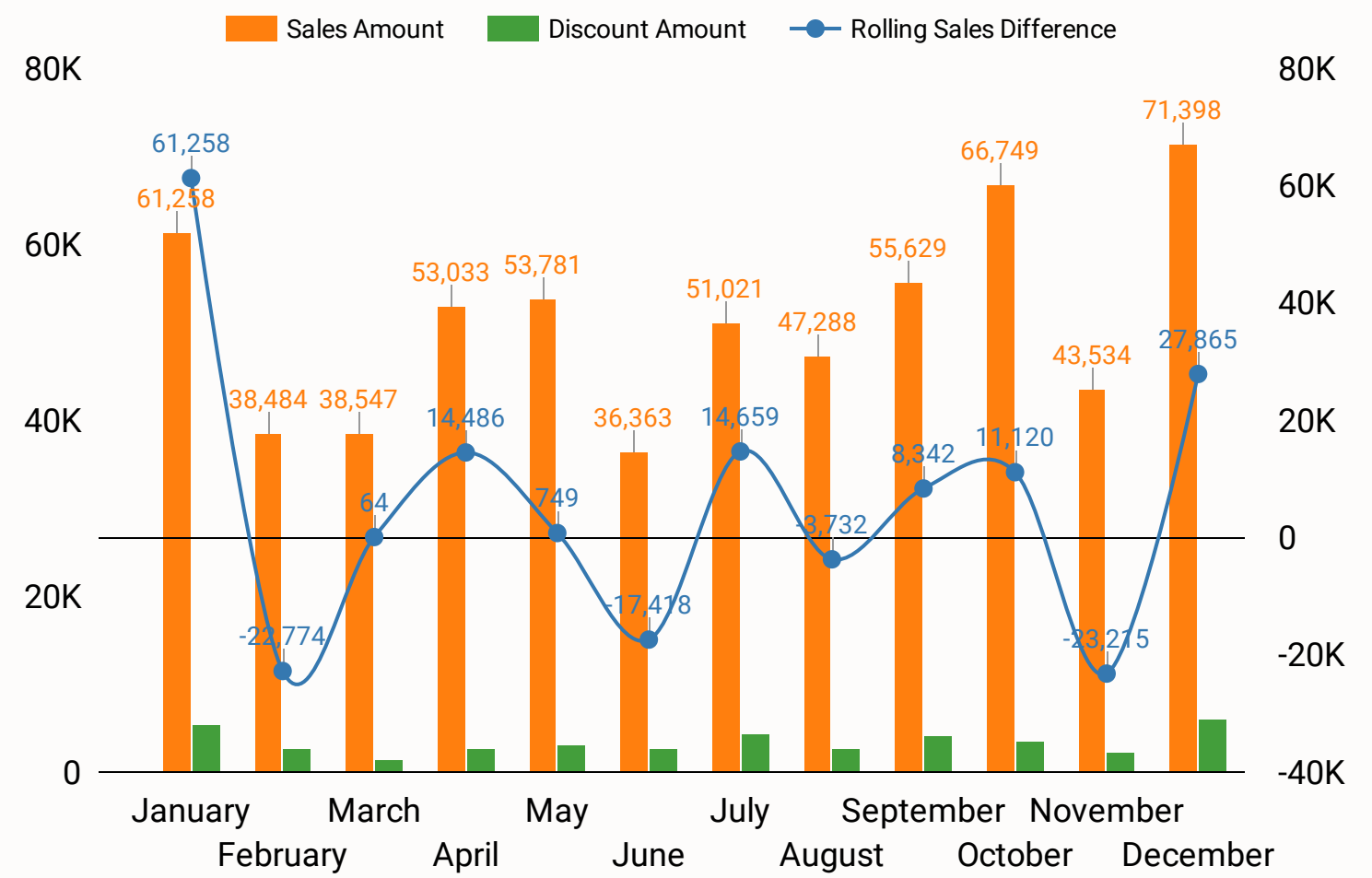
Sales per Category



Sales per Employee

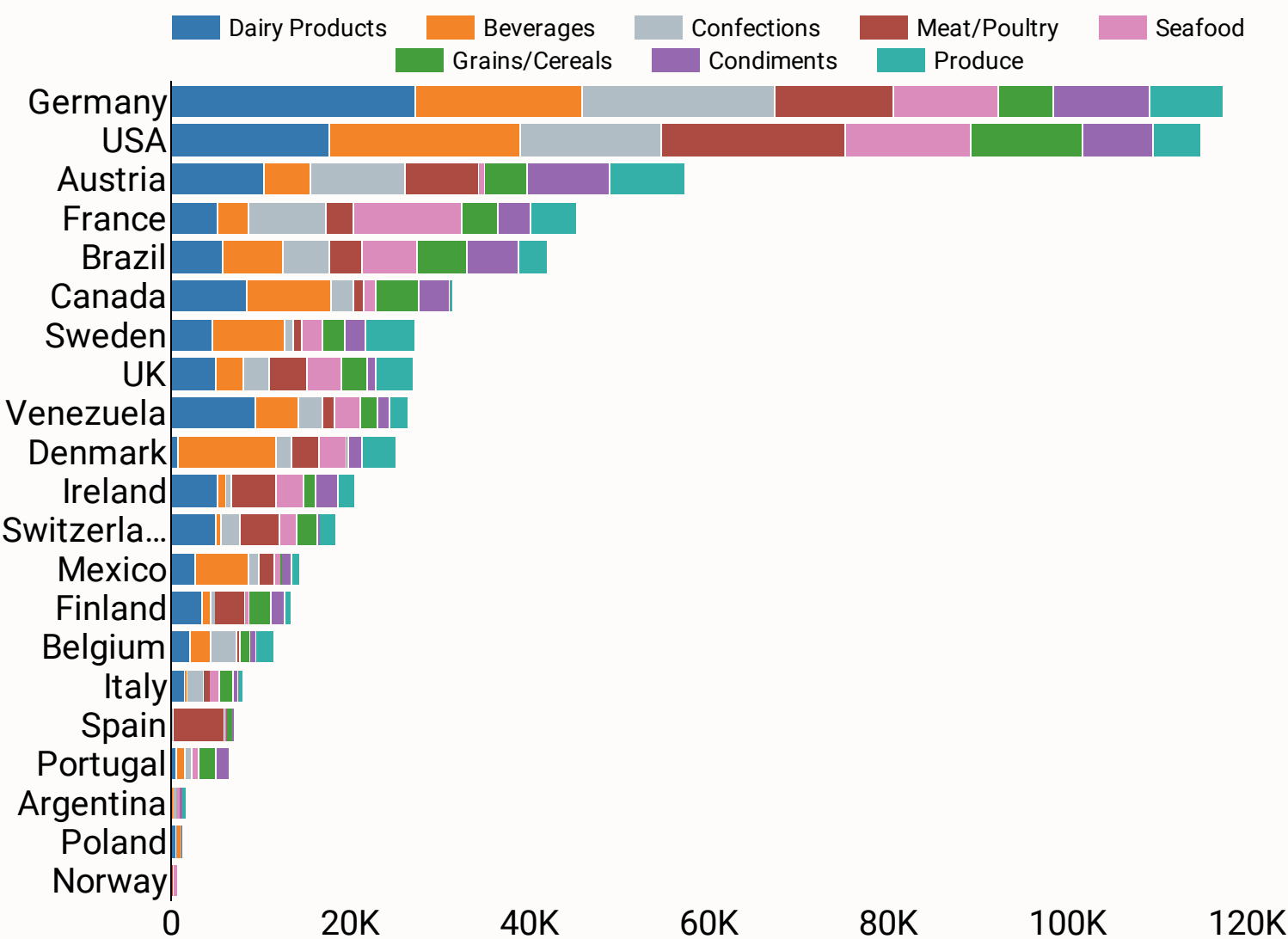


Sales per Month

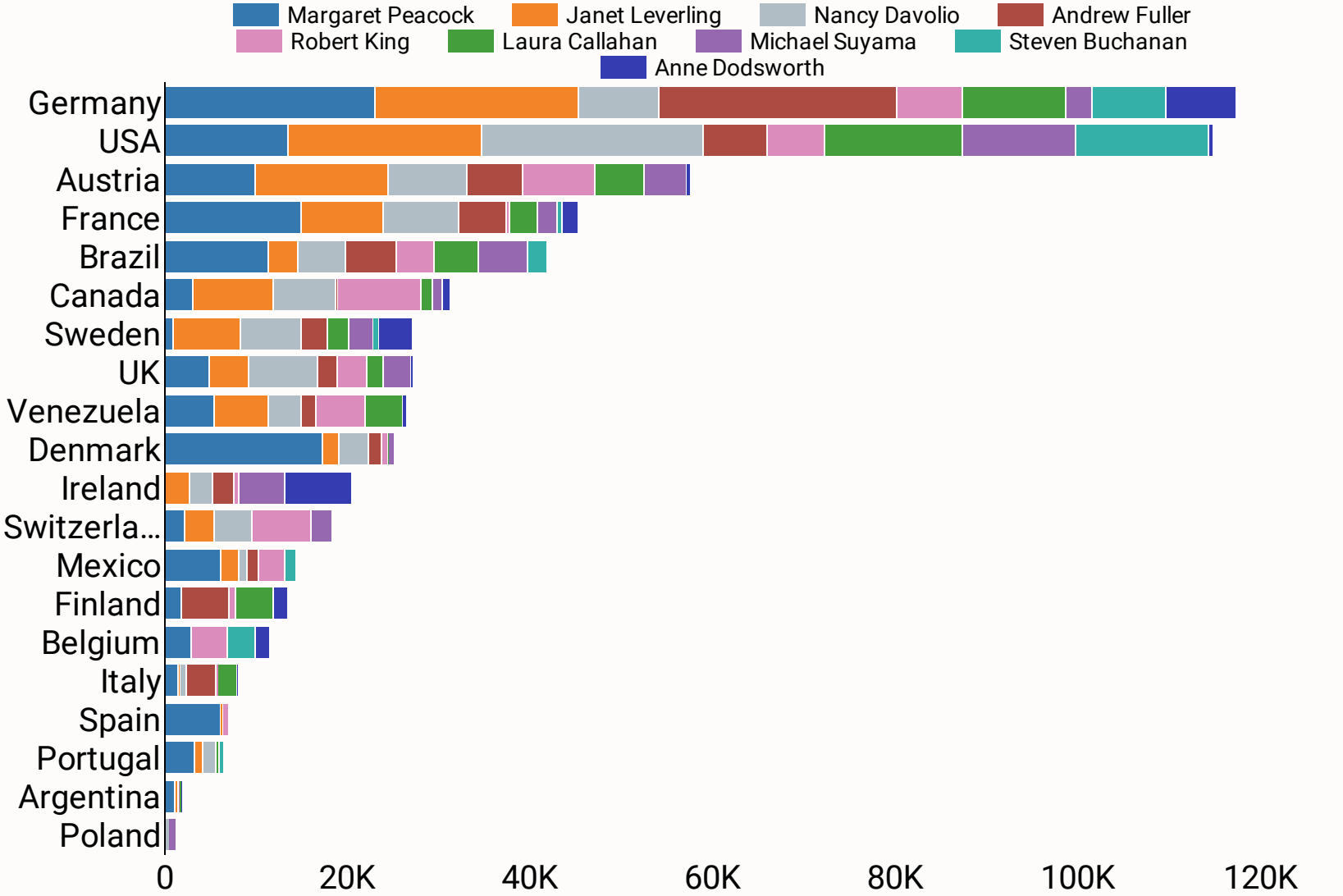


North Wind General Overview - Sales

Sales per customer country and category



Sales per customer country and employee



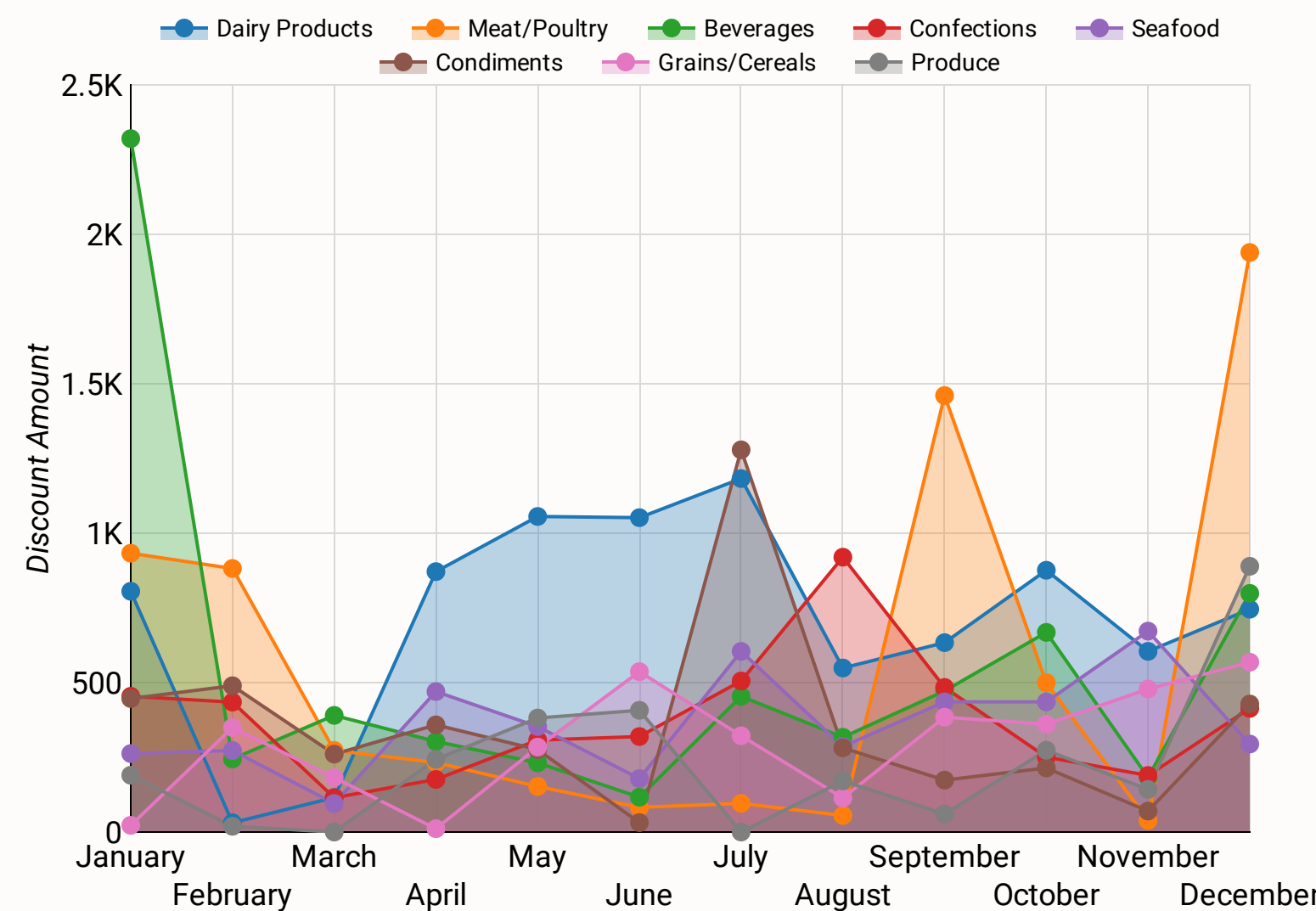
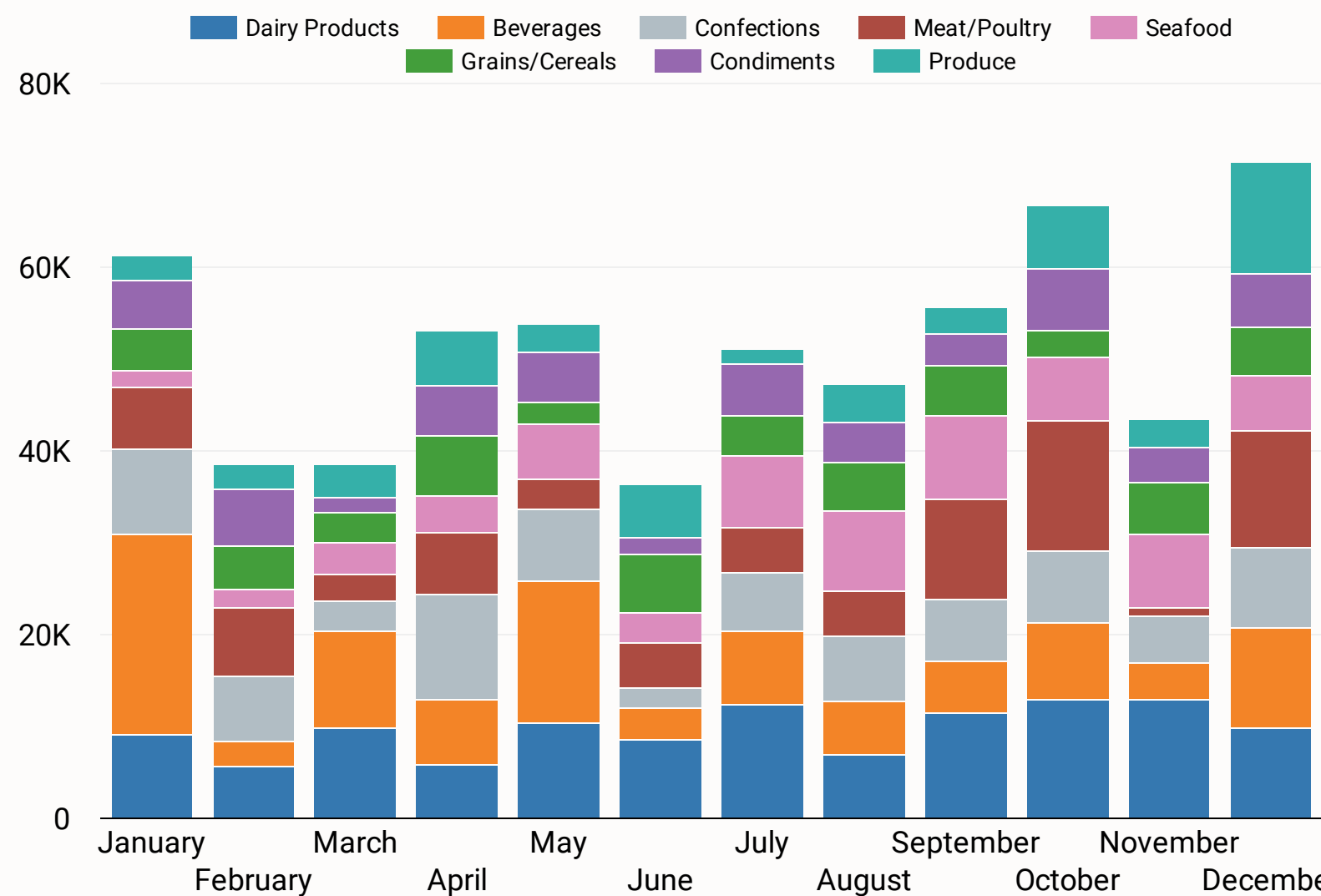
Sales progression

OrderMonth	Sales Amount	%age Sales	Discount Amount	%age Discount	Rolling Sales Delta
January	61,258	10%	5,435	13%	61,258
February	38,484	6%	2,724	7%	-22,774
March	38,547	6%	1,433	3%	64
April	53,033	9%	2,666	6%	14,486
June	36,363	6%	2,725	7%	-16,669
May	53,781	9%	3,042	7%	17,419
July	51,021	8%	4,444	11%	-2,760
August	47,288	8%	2,694	7%	-3,732
September	55,629	9%	4,104	10%	8,342
November	43,534	7%	2,380	6%	-12,095
October	66,749	11%	3,579	9%	23,216
December	71,398	12%	6,078	15%	4,649
Grand total	617,085	100%	41,304	100%	617,085

Sales per customer country and category

Category / Sales Amount									
ShipCountry	Seafood	Produce	Meat/Po...	Grains/C...	Dairy Pro...	Confectio...	Condime...	Beverages	Gr...
Germany	11,684	8,199	13,397	6,009	27,237	21,368	10,830	18,596	117,320
USA	13,886	5,382	20,586	12,459	17,599	15,710	7,901	21,322	114,845
Austria	648	8,506	8,110	4,887	10,341	10,548	9,130	5,232	57,402
France	12,154	5,251	2,970	4,019	5,165	8,624	3,613	3,468	45,263
Brazil	6,128	3,215	3,691	5,631	5,736	5,045	5,705	6,790	41,941
Canada	1,355	240	1,170	4,784	8,404	2,525	3,381	9,438	31,298
Sweden	2,435	5,418	946	2,455	4,536	1,004	2,327	8,042	27,164
UK	3,817	4,242	4,098	2,955	5,005	3,036	958	2,964	27,074
Venezuela	2,832	2,100	1,419	1,886	9,423	2,563	1,376	4,806	26,405
Denmark	3,082	3,955	3,056	100	835	1,759	1,579	10,826	25,193
Ireland	3,124	1,787	4,969	1,420	5,173	520	2,526	936	20,454
Switzerland	1,909	1,828	4,456	2,332	4,966	2,078	211	600	18,381
Mexico	736	948	1,719	158	2,689	1,023	1,060	6,016	14,349
Finland	462	784	3,341	2,477	3,526	443	1,520	884	13,437
Belgium	0	2,004	336	1,044	2,039	3,032	694	2,285	11,434
Italy	1,028	487	741	1,650	1,536	1,887	486	131	7,946
Spain	155	0	5,783	637	0	146	256	0	6,978
Portugal	632	0	0	1,968	544	788	1,531	1,010	6,475
Grand tot...	66,959	54,941	80,975	56,872	115,388	82,658	55,369	103,924	617,085

North Wind Overview - Category



Sales per Category and Order Month

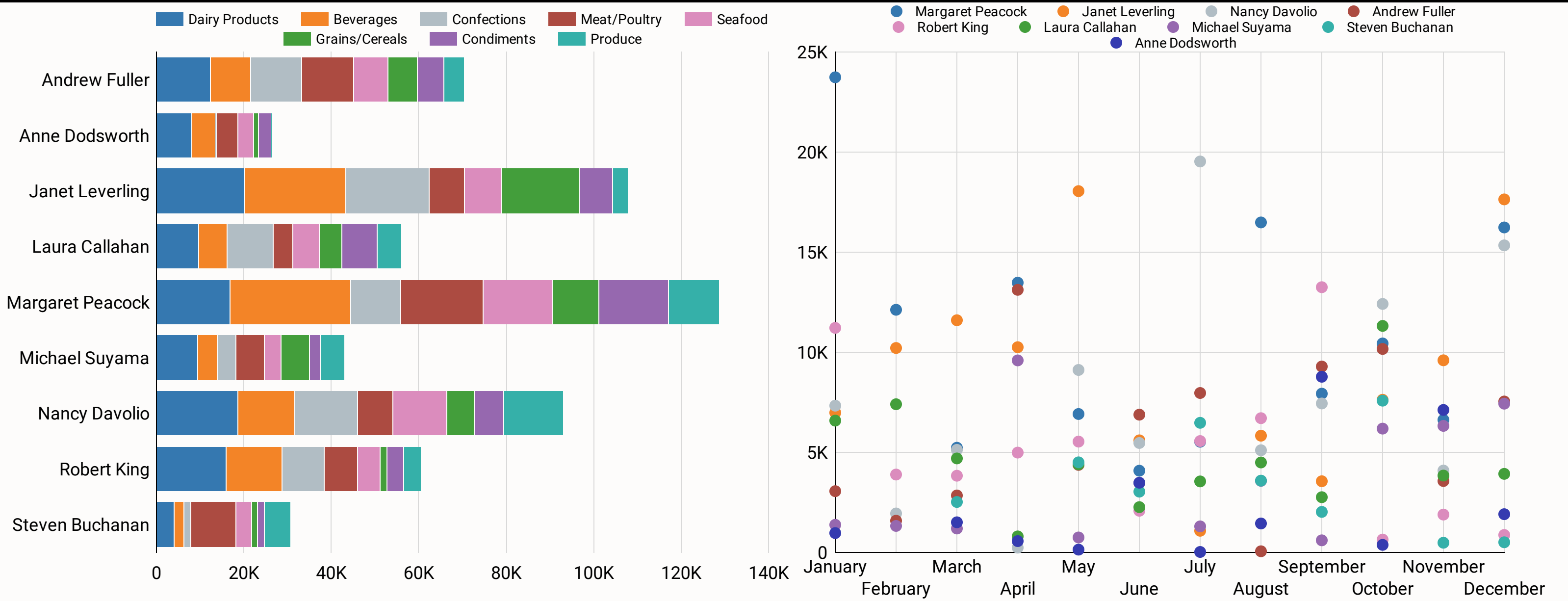
Discounts per Category and Order Month

Sales per Month per category

Category Name ▼

Category / Sales Amount									
OrderMonth	Seafood	Produce	Meat/Poultry	Grains/Cereals	Dairy Products	Confections	Condiments	Beverages	Grand total
January	1,812	2,705	6,843	4,548	9,066	9,128	5,252	21,904	61,258
February	2,011	2,680	7,561	4,694	5,585	6,979	6,129	2,846	38,484
March	3,483	3,677	2,998	3,168	9,729	3,210	1,645	10,637	38,547
April	4,048	5,894	6,613	6,544	5,776	11,539	5,544	7,074	53,033
May	6,018	3,100	3,396	2,267	10,436	7,690	5,453	15,422	53,781
June	3,298	5,824	4,923	6,346	8,456	2,175	1,855	3,485	36,363
July	7,848	1,650	4,806	4,458	12,387	6,463	5,520	7,889	51,021
August	8,711	4,284	4,888	5,415	6,827	7,106	4,220	5,837	47,288
September	9,054	2,827	10,946	5,371	11,420	6,709	3,575	5,727	55,629
October	6,887	7,017	14,204	3,031	12,869	7,801	6,566	8,375	66,749
November	7,882	3,126	1,029	5,787	12,992	5,082	3,785	3,851	43,534
December	5,907	12,158	12,767	5,242	9,845	8,778	5,824	10,877	71,398
Grand total	66,959	54,941	80,975	56,872	115,388	82,658	55,369	103,924	617,085

North Wind Overview - Employee



Sales per Category and Employee

Sales per Employee and Order Month

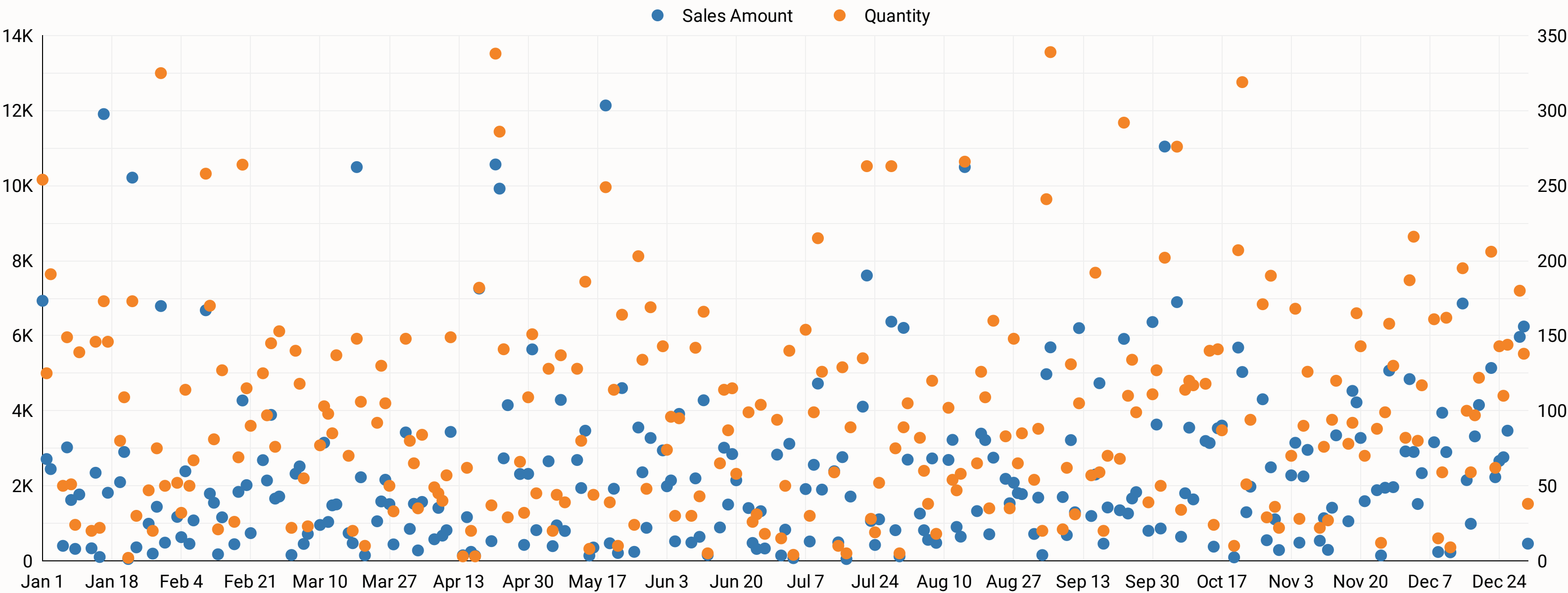
Sales per Category per Employee

Employee Name

▼

Category / Sales Amount									
Employee	Seafood	Produce	Meat/Poultry	Grains/Cereals	Dairy Products	Confections	Condiments	Beverages	Grand total
Andrew Fuller	7,708	4,727	11,979	6,839	12,440	11,706	6,037	9,009	70,444
Anne Dodsworth	3,539	99	5,024	1,021	8,012	227	2,918	5,469	26,310
Janet Leverling	8,612	3,663	8,145	17,724	20,257	18,968	7,589	23,070	108,026
Laura Callahan	5,994	5,486	4,486	5,088	9,723	10,643	8,197	6,415	56,033
Margaret Peacock	16,016	11,669	18,778	10,552	16,890	11,376	15,966	27,561	128,810
Michael Suyama	3,696	5,646	6,693	6,581	9,512	4,090	2,417	4,492	43,126
Nancy Davolio	12,534	13,672	8,013	6,183	18,538	14,297	6,798	13,112	93,148
Robert King	5,273	3,978	7,524	1,496	16,007	9,738	3,821	12,634	60,471
Steven Buchanan	3,588	6,000	10,332	1,388	4,009	1,612	1,625	2,162	30,716
Grand total	66,959	54,941	80,975	56,872	115,388	82,658	55,369	103,924	617,085

North Wind Overview - Orders



Orders Overview

OrderID ▾

OrderID ▴	OrderDate	Customer Company	Customer Country	Supplier	Shipper	Sales Amount	Discount Amount	Quantity
10400	Jan 1, 1997	Eastern Connection	UK	Plutzer Lebensmittelgroßmärkte AG	Federal Shipping	2,079	0	21
10400	Jan 1, 1997	Eastern Connection	UK	Bigfoot Breweries	Federal Shipping	504	0	35
10400	Jan 1, 1997	Eastern Connection	UK	Karkki Oy	Federal Shipping	480	0	30
10401	Jan 1, 1997	Rattlesnake Canyon Grocery	USA	Nord-Ost-Fisch Handelsgesellschaft mbH	Speedy Express	373	0	18
10401	Jan 1, 1997	Rattlesnake Canyon Grocery	USA	Pasta Buttini s.r.l.	Speedy Express	2,128	0	70
10401	Jan 1, 1997	Rattlesnake Canyon Grocery	USA	New Orleans Cajun Delights	Speedy Express	336	0	20
10401	Jan 1, 1997	Rattlesnake Canyon Grocery	USA	Norske Meierier	Speedy Express	1,032	0	60
10402	Jan 2, 1997	Ernst Handel	Austria	PB Knäckebröd AB	United Package	432	0	60
10402	Jan 2, 1997	Ernst Handel	Austria	Pavlova, Ltd.	United Package	2,282	0	65
10403	Jan 3, 1997	Ernst Handel	Austria	Pavlova, Ltd.	Federal Shipping	248	44	21