

Exploratory Bar Graphs - JHarte Client

Sam Pritchard

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SUPPLIERS

Of 435 Suppliers the top 10% (44 of them) make up 55.1% of sales The top 20% (88 of them) make up 74.6% of sales 30% makes up 85.3% 40% makes up 92.2% 50% makes up 96.4%

In \$ the bottom 25% brought in \$10,671 in 2017, which is 109 suppliers

```
##                               Supp.By.Year                Supplier Year
## 1      Pet Food Experts 2017      Pet Food Experts 2017
## 2  Natural Animal Nutrition 2017  Natural Animal Nutrition 2017
## 3      Tickner's Inc. 2017      Tickner's Inc. 2017
## 4  Generation Pet Products 2017  Generation Pet Products 2017
## 5 Phillips Feed & Pet Supply 2017 Phillips Feed & Pet Supply 2017
## 6      Zeigler's Dist. Inc. 2017      Zeigler's Dist. Inc. 2017
##  Total.Sales Perc.Whole
## 1  152006.66      33.0
## 2   84714.80      18.4
## 3   83735.39      18.2
## 4   57229.27      12.4
## 5   54409.37      11.8
## 6   24437.15       5.3
## [1] 13
```

Supp.By.Year	Supplier	Year	Total.Sales	Perc.Whole
Pet Food Experts 2017	Pet Food Experts	2017	152006.66	33.0
Natural Animal Nutrition 2017	Natural Animal Nutrition	2017	84714.80	18.4
Tickner's Inc. 2017	Tickner's Inc.	2017	83735.39	18.2
Generation Pet Products 2017	Generation Pet Products	2017	57229.27	12.4
Phillips Feed & Pet Supply 2017	Phillips Feed & Pet Supply	2017	54409.37	11.8
Zeigler's Dist. Inc. 2017	Zeigler's Dist. Inc.	2017	24437.15	5.3
Michael J. Fashions 2017	Michael J. Fashions	2017	2334.65	0.5
Dr. Harvey's 2017	Dr. Harvey's	2017	904.79	0.2
Bradley Caldwell Inc. 2017	Bradley Caldwell Inc.	2017	828.84	0.2
Central Pet&Garden 2017	Central Pet&Garden	2017	115.24	0.0
West Paw Design 2017	West Paw Design	2017	77.94	0.0
Dr. Becker's Bites 2017	Dr. Becker's Bites	2017	51.87	0.0
Premier Pet Products 2017	Premier Pet Products	2017	23.31	0.0

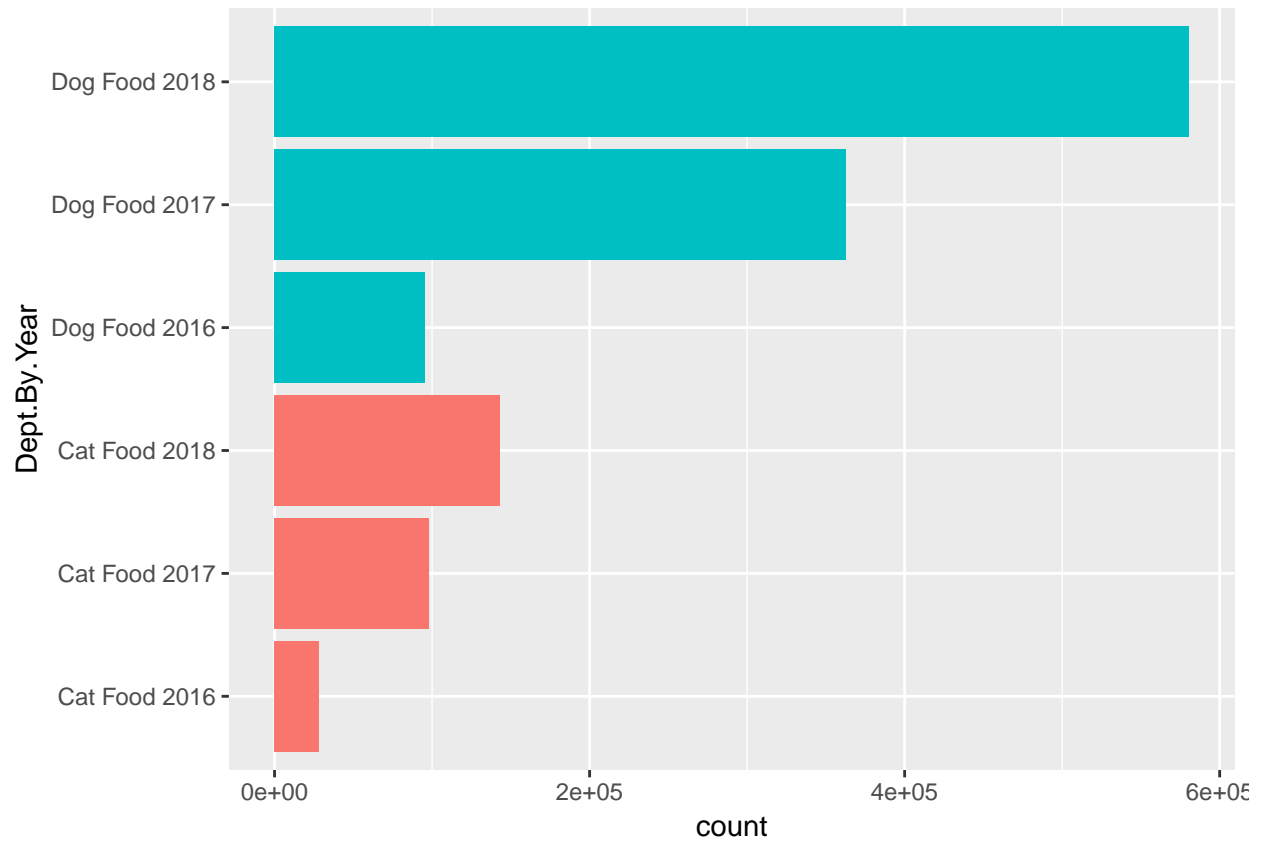
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## [1] NA
## [1] NA
## [1] NA
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## [1] NA
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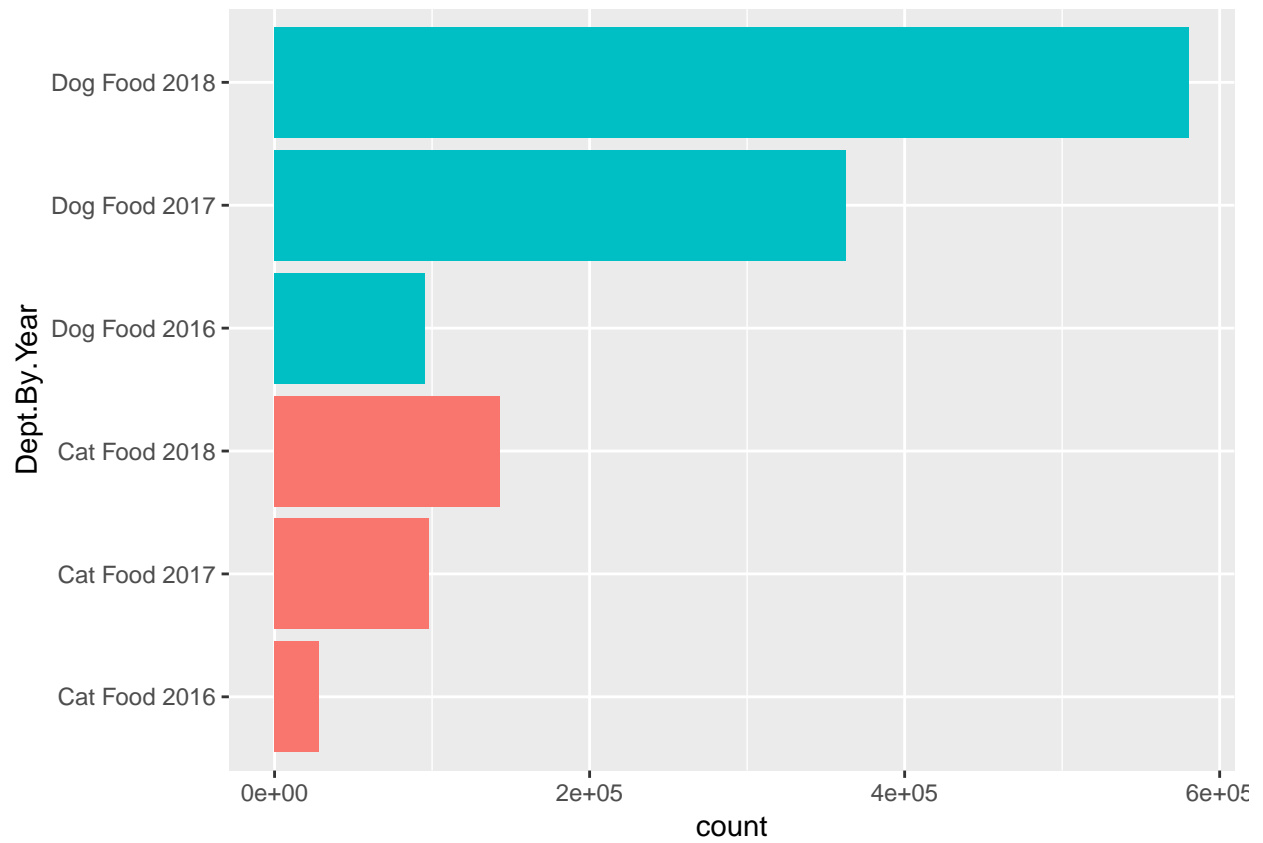
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Supplier 2017 2016 Growth Perc.Growth
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Bar Graphs Departments



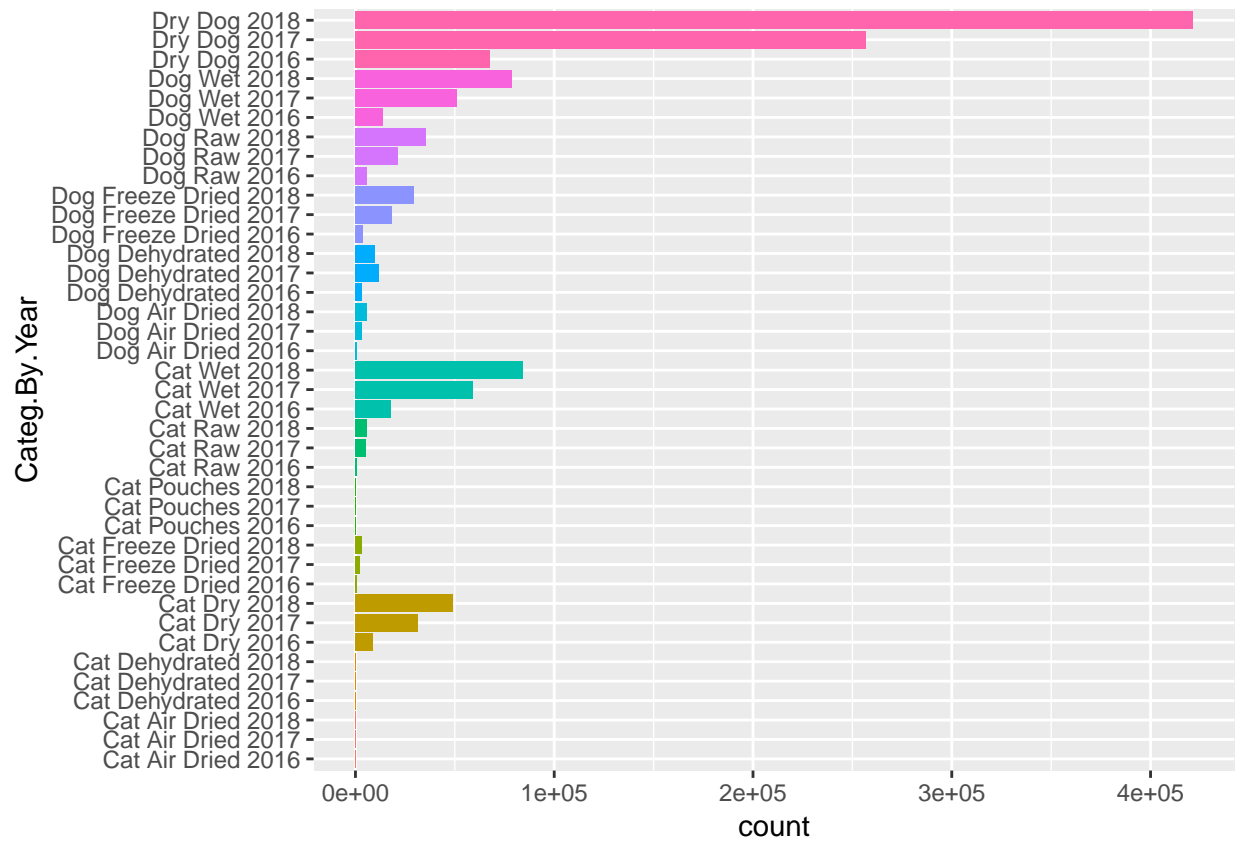
Remove Very Small Depts

Removed the following categories: "POSTAGE", "MISCELLANEOUS PAPER", "MISCELLANEOUS", "GIFT CARD", "DISPLAY"



Jewelry by Category

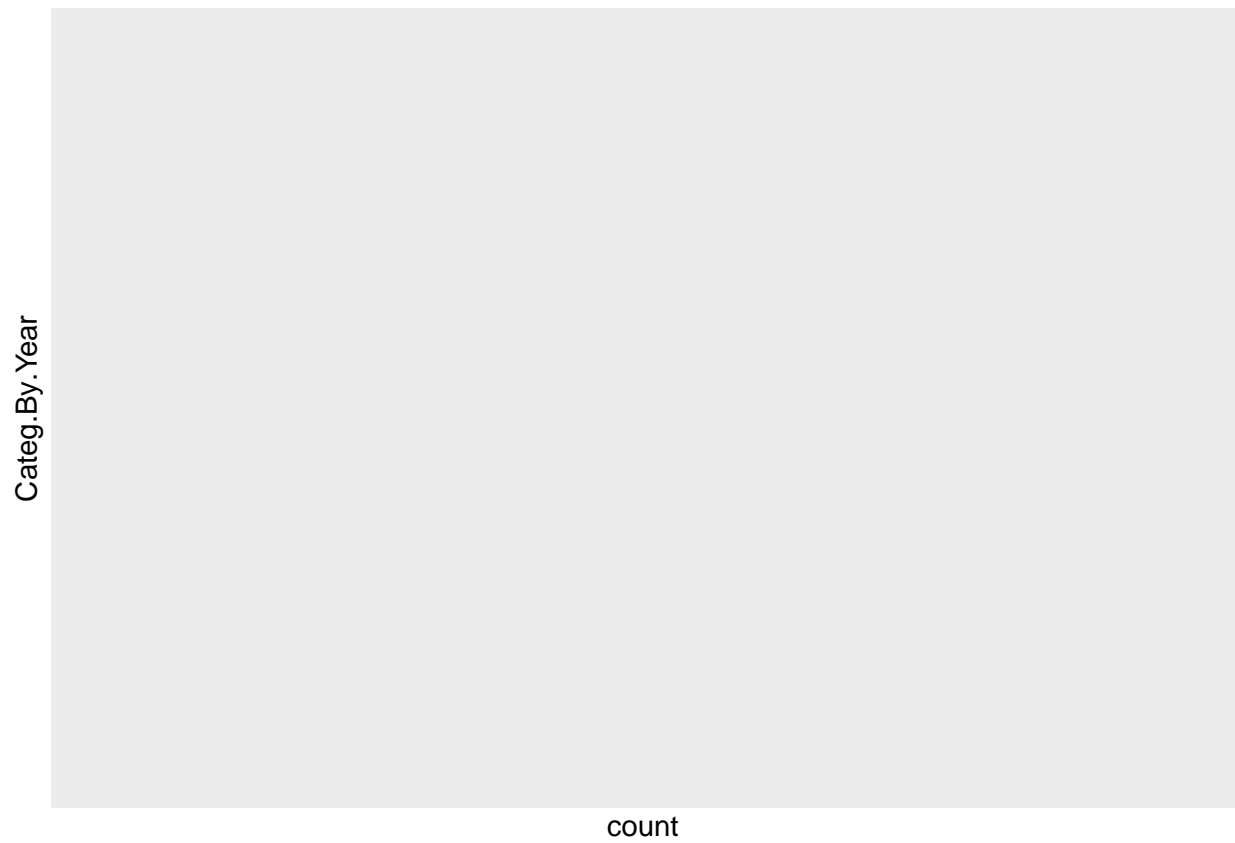
Slight declines in most major categories but the one in bracelets is larger. The declines follow the trend for the category



General Merchandise by Category

The Categories HOUSEWARES, CRAFTS, and ART GLASS were the highest for General Merchandise. Housewares also grew substantially over last year, as did PERS ACCES/BAGS/POUCHES.

As in some other categories, fewer items are uncategorized which may make growth look better than in reality is in 2017. Best categories in terms

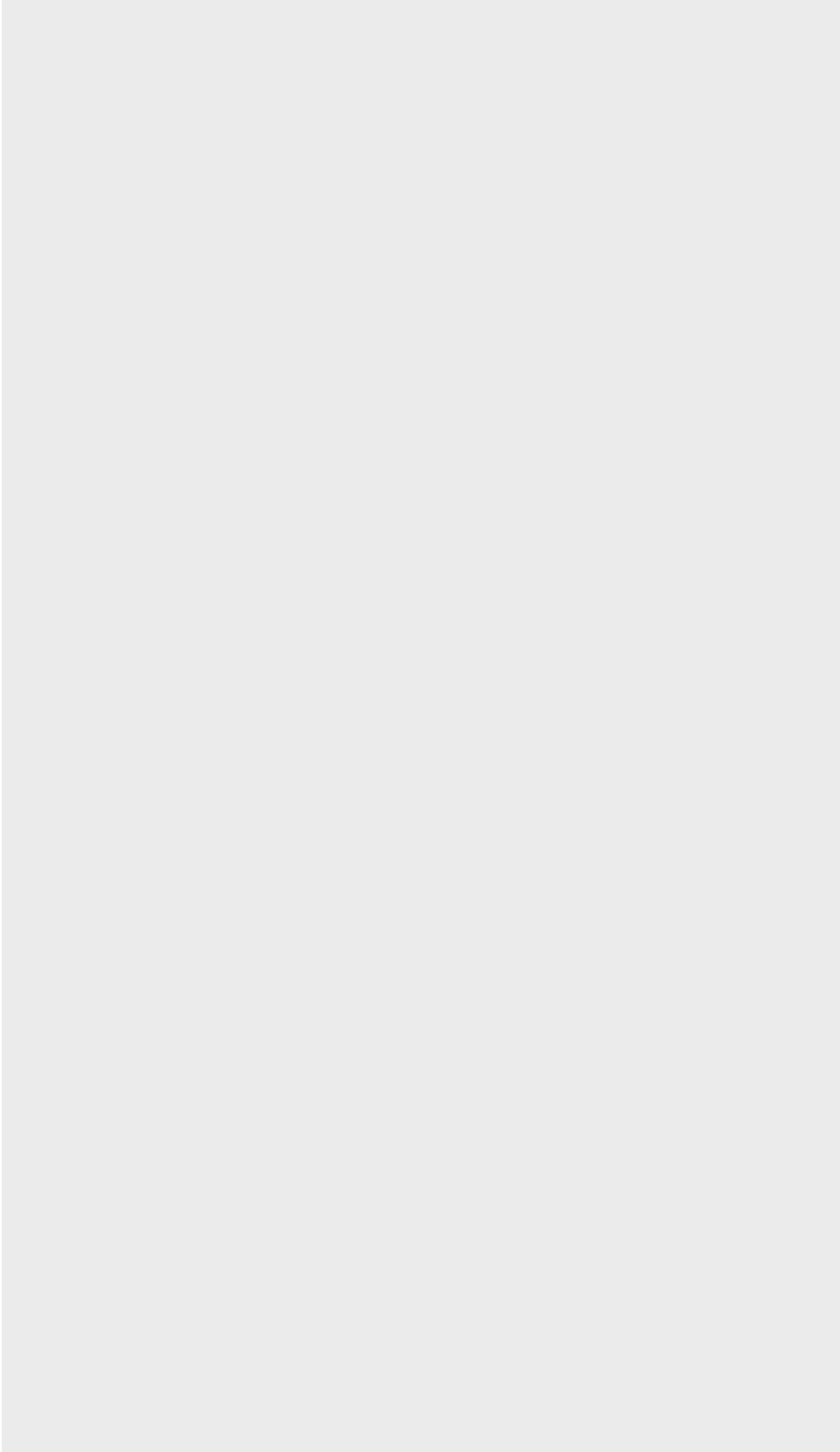


Counter Card by Category

BIRTHDAY is the largest category by far but saw a slight decline.

The second highest is BLANK cards which also saw an increase in 2017

Categ.By: Year



count

Toys by Category

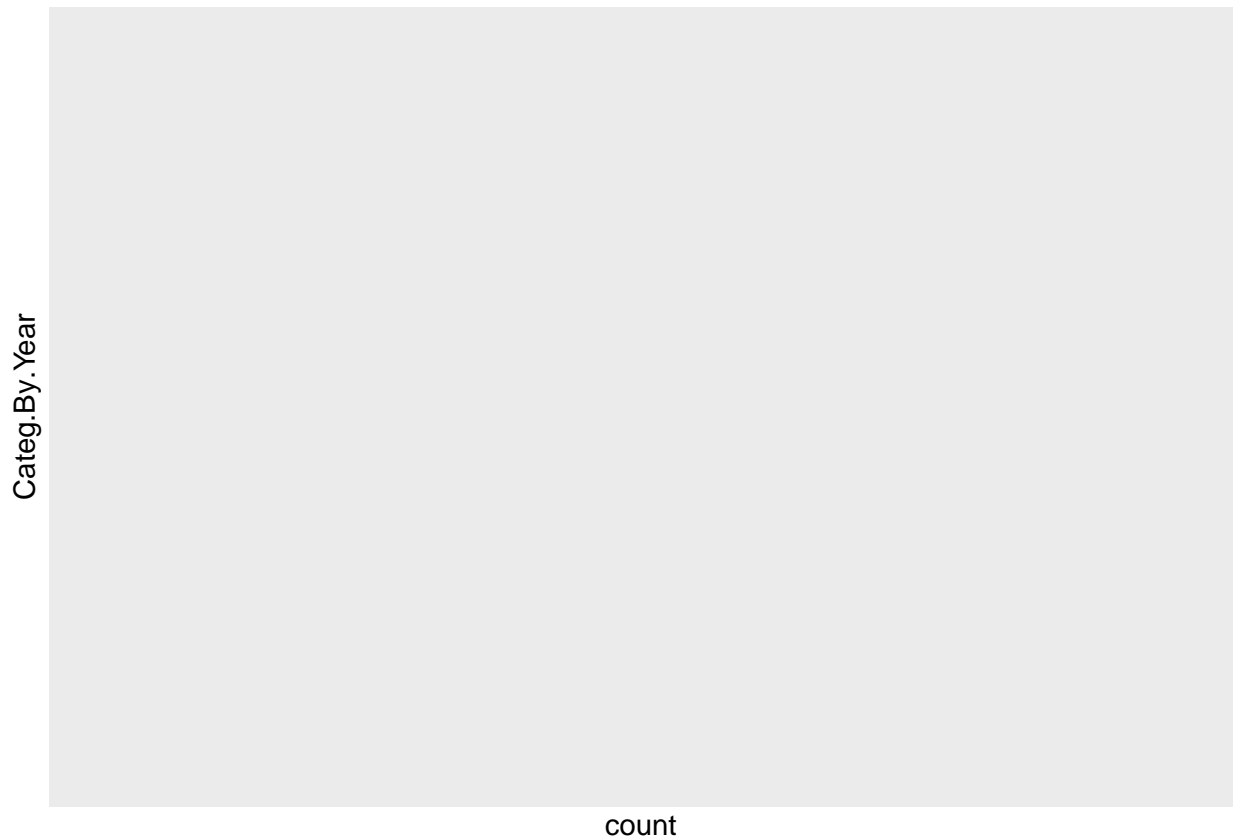
IMAGINATIVE PLAY was the top toy category last year and it has continued to an even bigger year as top seller again in 2017.

PLUSH similarly was a really big seller last year (#2) and saw growth on top of that.

Other Categories with big growth were CREATIVE LEARNING, BABY, OUTDOOR FUN.

Notable declines occurred in PUZZLES, PUPPETS, and FINGER PUPPETS

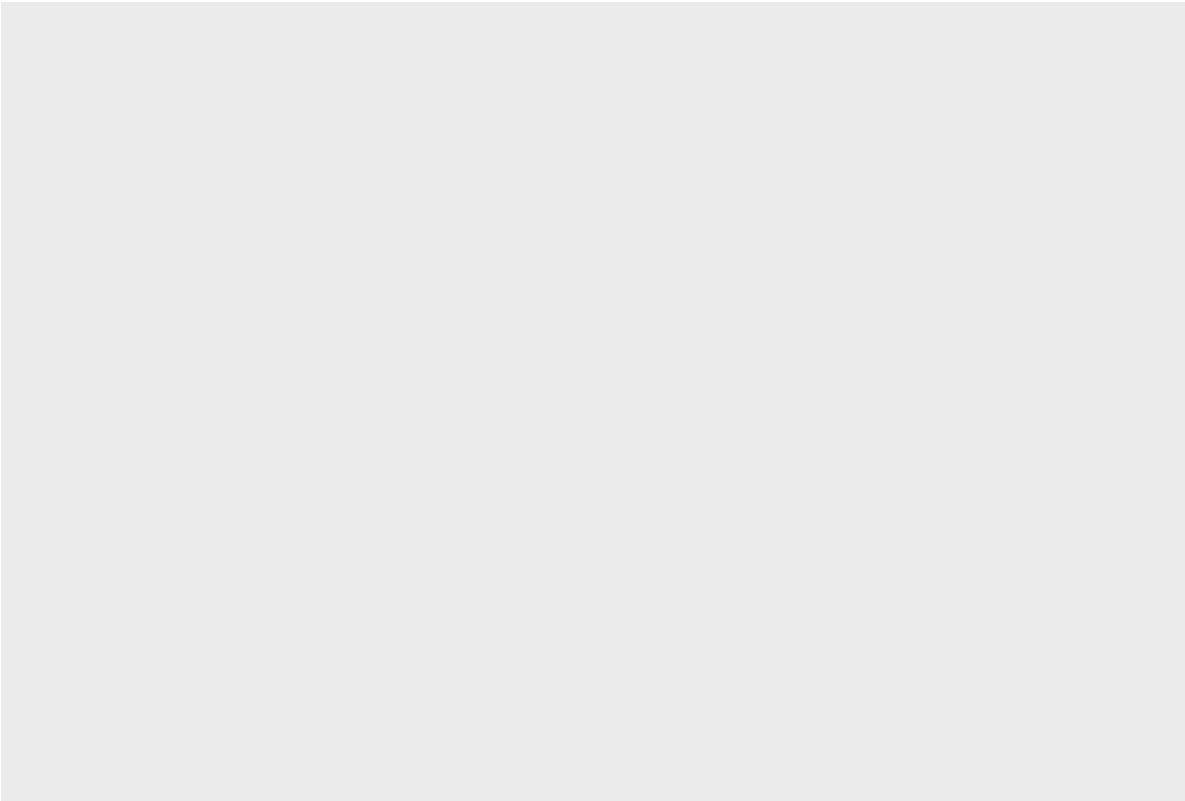
Note that there were more uncategorized TOYS purchases in 2016, so that likely inflates some of the 2017 categories



Books by Category

TOY BOOK HARDBACK is the highest in the category and brings in roughly \$80K per year

Categ.By. Year



count