

Supplier Concentration Analysis

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Headline

The bottom 25% of suppliers (109 suppliers) collectively only brought in \$10,671 in 2017. These 109 suppliers are most likely tying up substantial resources in the form of money tied up in inventory, labor hours spent on ordering, money spent on shipping, etc. There likely are some of these that should be kept if there's a compelling reason not represented in the data. My recommendation would be to take a hard look at the bottom 25% of suppliers that have produced very little in sales for two years with no reason to expect an increase to see if keeping them is really the right choice.

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A few general notes on how much money is generated by the largest and smallest suppliers

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Shows how concentrated sales are among the largest suppliers

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(Same data as previous but in table instead of chart)

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Gives a list along with growth '17 vs. '16

5. Chart of Sales by SMALLEST X% of Suppliers

Similar to #2 but starts with the smallest instead of the largest. This chart is meant to show how little is generated by the smallest suppliers

6. Table of Sales by SMALLEST X% of Suppliers

Same data as #5 but in table form

7. Who are the SMALLEST 25% of Suppliers?

Gives a list along with growth '17 vs. '16

Concentration of Sales By Supplier

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

Chart of Sales by LARGEST X% of Suppliers

This chart can be read starting on the x axis at the bottom “The top 25% of suppliers accounted for a little less than \$1.75MM YTD in 2017. The top 50% accounted for a little over \$2MM YTD”

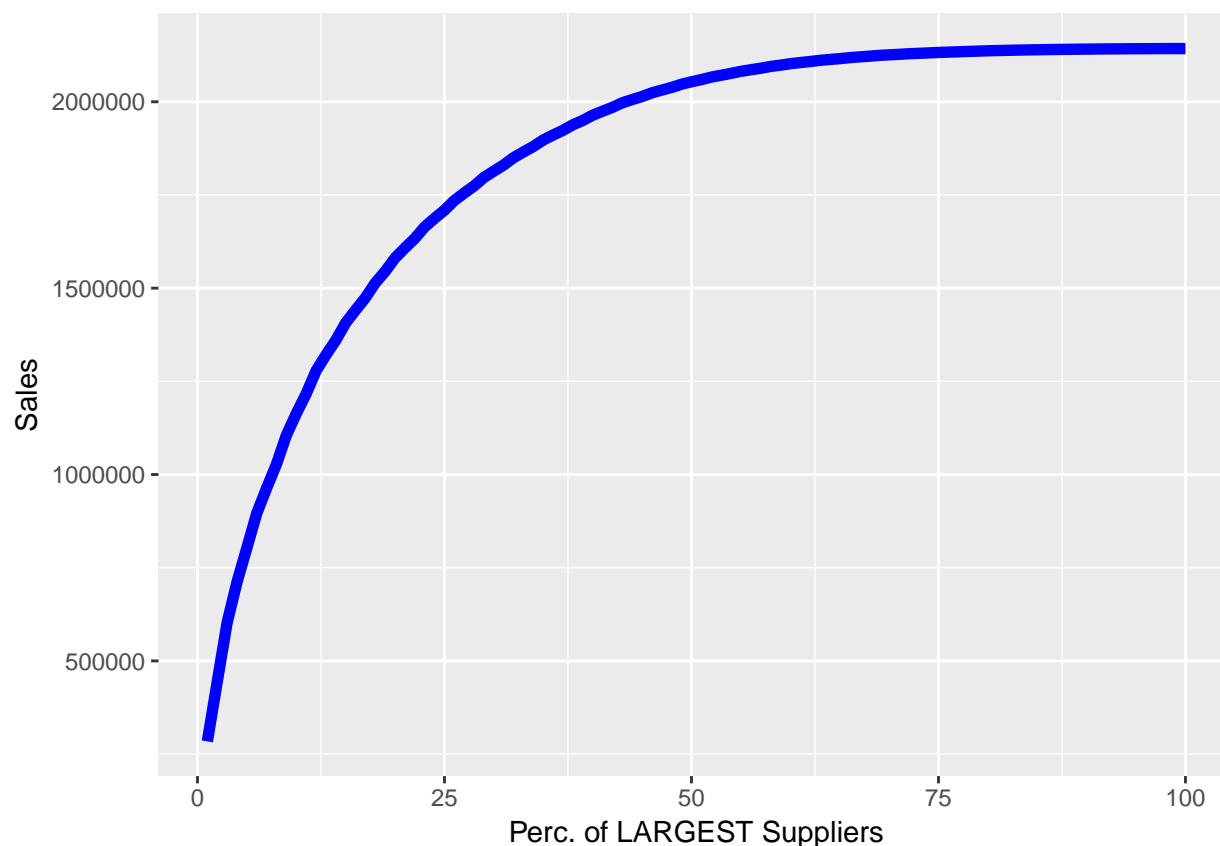


Table of Sales by LARGEST X% of Suppliers for 2017

This table can be read as “the top 1% of suppliers by volume or dollars, which is about 4 of them, brought in \$284,036 in sales, which is 13.3% of all sales for the business in 2017”

Perc. of LARGEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
1%	4	\$284,036	13.3%
2%	9	\$443,914	20.7%
3%	13	\$602,461	28.1%
4%	17	\$711,357	33.2%
5%	22	\$803,138	37.5%
6%	26	\$895,941	41.8%

Perc. of LARGEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
7%	30	\$963,433	45%
8%	35	\$1,028,142	48%
9%	39	\$1,105,346	51.6%
10%	44	\$1,163,289	54.3%
11%	48	\$1,216,454	56.8%
12%	52	\$1,278,028	59.6%
13%	57	\$1,320,595	61.6%
14%	61	\$1,360,230	63.5%
15%	65	\$1,406,706	65.7%
16%	70	\$1,441,050	67.3%
17%	74	\$1,474,206	68.8%
18%	78	\$1,514,173	70.7%
19%	83	\$1,544,819	72.1%
20%	87	\$1,581,011	73.8%
21%	91	\$1,607,782	75%
22%	96	\$1,633,400	76.2%
23%	100	\$1,664,255	77.7%
24%	104	\$1,687,320	78.7%
25%	109	\$1,709,039	79.8%
26%	113	\$1,735,139	81%
27%	117	\$1,755,106	81.9%
28%	122	\$1,774,265	82.8%
29%	126	\$1,796,997	83.9%
30%	130	\$1,814,024	84.7%
31%	135	\$1,830,406	85.4%
32%	139	\$1,850,208	86.3%
33%	144	\$1,865,449	87.1%
34%	148	\$1,880,131	87.7%
35%	152	\$1,897,500	88.6%
36%	157	\$1,910,868	89.2%
37%	161	\$1,923,450	89.8%
38%	165	\$1,938,248	90.5%
39%	170	\$1,949,808	91%
40%	174	\$1,963,879	91.7%
41%	178	\$1,974,592	92.2%
42%	183	\$1,984,960	92.6%
43%	187	\$1,997,269	93.2%
44%	191	\$2,005,901	93.6%
45%	196	\$2,014,052	94%
46%	200	\$2,023,920	94.5%
47%	204	\$2,031,419	94.8%
48%	209	\$2,038,566	95.1%
49%	213	\$2,047,126	95.5%
50%	218	\$2,053,566	95.8%
51%	222	\$2,059,405	96.1%
52%	226	\$2,066,072	96.4%
53%	231	\$2,071,184	96.7%
54%	235	\$2,076,033	96.9%
55%	239	\$2,081,694	97.2%
56%	244	\$2,085,888	97.3%
57%	248	\$2,089,908	97.5%
58%	252	\$2,094,710	97.8%

Perc. of LARGEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
59%	257	\$2,098,174	97.9%
60%	261	\$2,102,178	98.1%
61%	265	\$2,105,186	98.2%
62%	270	\$2,107,916	98.4%
63%	274	\$2,111,126	98.5%
64%	278	\$2,113,461	98.6%
65%	283	\$2,115,691	98.7%
66%	287	\$2,118,354	98.9%
67%	291	\$2,120,416	99%
68%	296	\$2,122,290	99%
69%	300	\$2,124,398	99.1%
70%	304	\$2,125,926	99.2%
71%	309	\$2,127,281	99.3%
72%	313	\$2,128,826	99.4%
73%	318	\$2,129,966	99.4%
74%	322	\$2,131,037	99.5%
75%	326	\$2,132,286	99.5%
76%	331	\$2,133,197	99.6%
77%	335	\$2,134,068	99.6%
78%	339	\$2,135,093	99.6%
79%	344	\$2,135,862	99.7%
80%	348	\$2,136,747	99.7%
81%	352	\$2,137,392	99.8%
82%	357	\$2,137,977	99.8%
83%	361	\$2,138,641	99.8%
84%	365	\$2,139,099	99.8%
85%	370	\$2,139,506	99.9%
86%	374	\$2,140,000	99.9%
87%	378	\$2,140,359	99.9%
88%	383	\$2,140,672	99.9%
89%	387	\$2,141,020	99.9%
90%	392	\$2,141,267	99.9%
91%	396	\$2,141,502	99.9%
92%	400	\$2,141,759	100%
93%	405	\$2,141,954	100%
94%	409	\$2,142,119	100%
95%	413	\$2,142,315	100%
96%	418	\$2,142,445	100%
97%	422	\$2,142,555	100%
98%	426	\$2,142,659	100%
99%	431	\$2,142,700	100%
100%	435	\$2,142,716	100%

Who are the LARGEST 10% of Suppliers?

Over half of all sales in 2017 YTD came from these 44 Suppliers

Supplier	Sales.2017	Perc.Whole	Sales.2016	Growth	Perc.Growth
PAPYRUS	\$94,605	4.42%	\$101,925	\$-7,320	-7.2%
MICHOUC INC	\$69,140	3.23%	\$70,378	\$-1,237	-1.8%
OLD WORLD CHRISTMAS	\$60,960	2.84%	\$62,451	\$-1,491	-2.4%
FIREFLY	\$59,330	2.77%	\$65,464	\$-6,134	-9.4%
CHRONICLE BOOKS	\$47,811	2.23%	\$54,777	\$-6,966	-12.7%
ACOMO JEWELRY	\$40,244	1.88%	\$43,365	\$-3,121	-7.2%
MUD PIE	\$36,379	1.7%	\$34,774	\$1,605	4.6%
SELLERS PUBLISHING, INC.	\$35,445	1.65%	\$45,295	\$-9,850	-21.7%
KIKKERLAND DESIGN	\$33,656	1.57%	\$35,318	\$-1,662	-4.7%
PLAYMOBIL USA INC	\$33,385	1.56%	\$39,366	\$-5,980	-15.2%
HOLLY YASHI	\$31,842	1.49%	\$38,502	\$-6,660	-17.3%
MICHEL DESIGN WORKS	\$30,102	1.4%	\$28,258	\$1,844	6.5%
CLARA BEAU JEWELRY	\$29,562	1.38%	\$34,288	\$-4,726	-13.8%
DOUGLAS CUDDLE TOYS	\$28,273	1.32%	\$24,287	\$3,986	16.4%
MYSTICAL MADNESS	\$27,479	1.28%	\$31,628	\$-4,149	-13.1%
THYMES	\$26,896	1.26%	\$29,041	\$-2,145	-7.4%
DESIGN DESIGN	\$26,248	1.22%	\$19,618	\$6,630	33.8%
CRABTREE & EVELYN LTD	\$25,084	1.17%	\$35,238	\$-10,154	-28.8%
FOLKMANIS INC	\$22,629	1.06%	\$25,885	\$-3,256	-12.6%
DEBORAH RICHARDSON DESIGNS	\$22,615	1.06%	\$21,611	\$1,004	4.6%
DESERT HEART	\$21,453	1%	\$17,463	\$3,990	22.8%
RANDOM HOUSE	\$19,499	0.91%	\$21,627	\$-2,128	-9.8%
MELISSA & DOUG	\$19,373	0.9%	\$30,663	\$-11,290	-36.8%
CAPE SHORE INC	\$18,741	0.87%	\$27,619	\$-8,878	-32.1%
ITHIL METALWORKS LTD	\$17,818	0.83%	\$22,176	\$-4,357	-19.6%
PATRICIA LOCKE LTD	\$17,371	0.81%	\$16,577	\$794	4.8%
LAURA J DESIGNS	\$17,204	0.8%	\$13,088	\$4,116	31.4%
AYALA BAR	\$17,023	0.79%	\$NA	\$NA	NA%
BUNNIES BY THE BAY, INC.	\$16,748	0.78%	\$14,677	\$2,071	14.1%
PENGUIN/DK	\$16,518	0.77%	\$18,483	\$-1,965	-10.6%
PETER PAUPER PRESS, INC.	\$16,488	0.77%	\$22,174	\$-5,687	-25.6%
WORKMAN PUBLISHING CO INC	\$16,401	0.77%	\$6,621	\$9,781	147.7%
PLAY MONSTER FORMERLY PRODUCTS	\$16,114	0.75%	\$18,862	\$-2,749	-14.6%
JANET PAYNE	\$15,706	0.73%	\$18,326	\$-2,620	-14.3%
MADE BY MEG JEWELRY	\$15,656	0.73%	\$NA	\$NA	NA%
	\$15,581	0.73%	\$22,251	\$-6,670	-30%
ANGIE OLAMI	\$15,519	0.72%	\$18,390	\$-2,871	-15.6%
STETSON SEASHELLS	\$15,345	0.72%	\$18,943	\$-3,598	-19%
JANICE GIRARDI DESIGNS INC	\$15,103	0.7%	\$13,836	\$1,267	9.2%
CARDTHARTIC	\$15,050	0.7%	\$18,747	\$-3,697	-19.7%
INDIRI COLLECTION	\$14,756	0.69%	\$20,338	\$-5,583	-27.4%
COASTAL IMAGES	\$14,287	0.67%	\$18,322	\$-4,035	-22%
ANNA BALKAN	\$13,850	0.65%	\$8,266	\$5,584	67.6%
VIABELLA/MARIAN HEATH 2	\$13,811	0.64%	\$15,598	\$-1,787	-11.5%

Chart of Sales by SMALLEST X% of Suppliers

This chart is the opposite of the one above. It can be read starting at the axis on the bottom “The smallest 25% of all suppliers accounted for almost nothing, and the bottom 50% account for something less than \$100K”

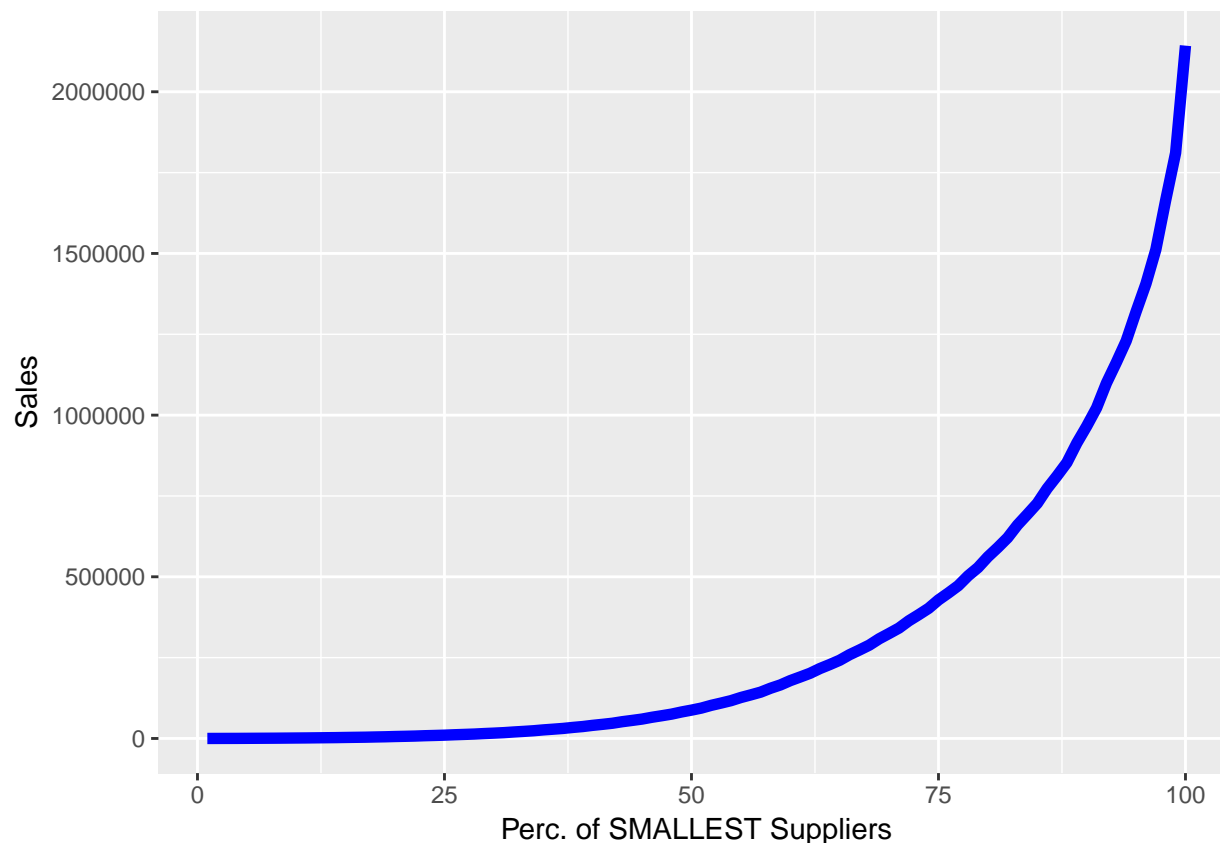


Table of Sales by SMALLEST X% of Suppliers

This table can be read as “The smallest 1% of suppliers by volume/dollars, which is 4 suppliers accounted for \$10 combined in 2017, which is roughly 0% of the whole business”

Perc. of SMALLEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
1%	4	\$10	0%
2%	9	\$43	0%
3%	13	\$136	0.01%
4%	17	\$243	0.01%
5%	22	\$365	0.02%
6%	26	\$558	0.03%
7%	30	\$718	0.03%
8%	35	\$908	0.04%
9%	39	\$1,157	0.05%
10%	44	\$1,390	0.06%
11%	48	\$1,631	0.08%
12%	52	\$1,971	0.09%
13%	57	\$2,275	0.11%

Perc. of SMALLEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
14%	61	\$2,621	0.12%
15%	65	\$3,111	0.15%
16%	70	\$3,513	0.16%
17%	74	\$3,949	0.18%
18%	78	\$4,601	0.21%
19%	83	\$5,170	0.24%
20%	87	\$5,969	0.28%
21%	91	\$6,672	0.31%
22%	96	\$7,423	0.35%
23%	100	\$8,438	0.39%
24%	104	\$9,299	0.43%
25%	109	\$10,197	0.48%
26%	113	\$11,421	0.53%
27%	117	\$12,481	0.58%
28%	122	\$13,598	0.63%
29%	126	\$15,118	0.71%
30%	130	\$16,425	0.77%
31%	135	\$17,919	0.84%
32%	139	\$20,001	0.93%
33%	144	\$21,798	1.02%
34%	148	\$23,840	1.11%
35%	152	\$26,486	1.24%
36%	157	\$28,684	1.34%
37%	161	\$30,998	1.45%
38%	165	\$34,136	1.59%
39%	170	\$36,827	1.72%
40%	174	\$40,538	1.89%
41%	178	\$43,721	2.04%
42%	183	\$47,095	2.2%
43%	187	\$51,828	2.42%
44%	191	\$55,817	2.6%
45%	196	\$59,963	2.8%
46%	200	\$65,505	3.06%
47%	204	\$70,287	3.28%
48%	209	\$75,343	3.52%
49%	213	\$81,953	3.82%
50%	218	\$87,622	4.09%
51%	222	\$93,901	4.38%
52%	226	\$102,425	4.78%
53%	231	\$109,501	5.11%
54%	235	\$116,892	5.46%
55%	239	\$126,652	5.91%
56%	244	\$134,765	6.29%
57%	248	\$143,217	6.68%
58%	252	\$155,238	7.24%
59%	257	\$165,494	7.72%
60%	261	\$178,838	8.35%
61%	265	\$190,038	8.87%
62%	270	\$201,563	9.41%
63%	274	\$216,221	10.09%
64%	278	\$228,624	10.67%
65%	283	\$241,830	11.29%

Perc. of SMALLEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
66%	287	\$259,020	12.09%
67%	291	\$273,524	12.77%
68%	296	\$288,659	13.47%
69%	300	\$308,261	14.39%
70%	304	\$324,576	15.15%
71%	309	\$341,401	15.93%
72%	313	\$363,823	16.98%
73%	318	\$382,764	17.86%
74%	322	\$402,476	18.78%
75%	326	\$428,401	19.99%
76%	331	\$449,825	20.99%
77%	335	\$472,467	22.05%
78%	339	\$502,986	23.47%
79%	344	\$528,487	24.66%
80%	348	\$561,705	26.21%
81%	352	\$590,328	27.55%
82%	357	\$620,772	28.97%
83%	361	\$660,314	30.82%
84%	365	\$693,321	32.36%
85%	370	\$727,156	33.94%
86%	374	\$772,972	36.07%
87%	378	\$812,083	37.9%
88%	383	\$853,132	39.82%
89%	387	\$913,454	42.63%
90%	392	\$965,616	45.07%
91%	396	\$1,022,320	47.71%
92%	400	\$1,098,918	51.29%
93%	405	\$1,162,795	54.27%
94%	409	\$1,229,571	57.38%
95%	413	\$1,320,079	61.61%
96%	418	\$1,406,275	65.63%
97%	422	\$1,511,981	70.56%
98%	426	\$1,665,146	77.71%
99%	431	\$1,810,870	84.51%
100%	435	\$2,142,716	100%

Who are the SMALLEST 25% of Suppliers?

Only \$10,197 came from these 109 Suppliers all year, which is 0.48% of 2017 sales YTD

Of these 109 suppliers, only 16 of them begin with a Z denoting a past supplier.

Supplier	Sales.2017	Perc.Whole	Sales.2016	Growth	Perc.Growth
A PARENT CO	\$0	0%	\$488	\$-488	-100%
KRISTY SLY KILNFORMED GLASS	\$0	0%	\$NA	\$NA	NA%
Z-DAY STAR	\$5	0%	\$58	\$-53	-91.4%
Z-BOSTON INTERNATIONAL	\$5	0%	\$110	\$-105	-95%
ELIZA DIETZ	\$6	0%	\$192	\$-186	-96.9%
COLLAGE GREETINGS	\$7	0%	\$294	\$-287	-97.6%
OFFICE SUPPLY.COM	\$10	0%	\$NA	\$NA	NA%
DUNITZ & CO	\$10	0%	\$256	\$-246	-96.1%

Supplier	Sales.2017	Perc.Whole	Sales.2016	Growth	Perc.Growth
KATEASPEN	\$14	0%	\$423	\$-409	-96.7%
EPEK TALES LLC	\$17	0%	\$51	\$-34	-66.7%
PAINT THE TOWN INC	\$18	0%	\$3,102	\$-3,084	-99.4%
M & D COMPANY	\$20	0%	\$NA	\$NA	NA%
BAY POTTERY	\$24	0%	\$218	\$-194	-89%
HAYWIRE ART	\$25	0%	\$NA	\$NA	NA%
JILL & JACK PAPER	\$27	0%	\$811	\$-784	-96.7%
WATERKNOT	\$28	0%	\$90	\$-62	-69.3%
PAPER STREET	\$28	0%	\$309	\$-281	-91%
SADIE GREENS	\$28	0%	\$232	\$-204	-87.9%
Z-GREENPOINT BRANDS LLC	\$30	0%	\$509	\$-479	-94.1%
MAUNA KAI	\$32	0%	\$1,204	\$-1,172	-97.4%
WILLIAM BARND	\$32	0%	\$NA	\$NA	NA%
MERMAIDS TEARS JEWELRY	\$36	0%	\$1,591	\$-1,555	-97.7%
ASPIRING ARTISTS	\$39	0%	\$158	\$-119	-75.3%
PATRICE ELMI	\$39	0%	\$NA	\$NA	NA%
Z-CICADA GLASSWORKS	\$39	0%	\$117	\$-78	-66.7%
RADIANT EXPOSURES	\$40	0%	\$91	\$-51	-56.5%
Roll All 9	\$40	0%	\$10	\$30	300%
GOLDIE BLOX	\$40	0%	\$116	\$-76	-65.5%
ROUNABOUT	\$40	0%	\$178	\$-138	-77.6%
PECONIC BAY ORIGINALS	\$40	0%	\$180	\$-140	-77.7%
STILLWATER ART AND DESIGN	\$45	0%	\$NA	\$NA	NA%
WILLIAM CLANTON - COLORFUL COA	\$48	0%	\$1,240	\$-1,193	-96.1%
Z-HOMEPLATES	\$49	0%	\$14	\$35	250%
HARSHITA DESIGNS	\$49	0%	\$490	\$-441	-90%
Z-ABLEMAN ART GLASS, INC	\$49	0%	\$161	\$-112	-69.6%
Z-AVIOLOGIE	\$49	0%	\$288	\$-239	-83%
Z-EARTHA	\$49	0%	\$244	\$-195	-79.9%
KURKOWSKI MUSIC	\$50	0%	\$50	\$0	0%
SEEDLING USA, INC.	\$52	0%	\$997	\$-945	-94.8%
POMEGRANATE	\$57	0%	\$645	\$-588	-91.1%
THE SHINE PROJECT	\$58	0%	\$248	\$-190	-76.6%
JOLA ENTERPRISES	\$59	0%	\$3,381	\$-3,322	-98.3%
STACEY KRANTZ	\$59	0%	\$1,114	\$-1,055	-94.7%
Z-PHIL WOODWARD ART	\$59	0%	\$167	\$-108	-64.7%
DARREN GYGI HOME COLLECTION	\$60	0%	\$1,533	\$-1,473	-96.1%
JUANITA'S ADVENTURES	\$60	0%	\$530	\$-470	-88.7%
GRAPHIQUE DE FRANCE	\$62	0%	\$1,249	\$-1,188	-95.1%
Z-LULU KNITS	\$65	0%	\$15	\$50	340%
1 BAG AT A TIME	\$66	0%	\$69	\$-3	-3.9%
SALTY DOG PUBL	\$68	0%	\$495	\$-426	-86.2%
EUROPA INC	\$69	0%	\$207	\$-138	-66.7%
A I PAPER DESIGN	\$71	0%	\$380	\$-309	-81.3%
CALYPSO CARDS	\$74	0%	\$348	\$-274	-78.8%
David Clemans	\$75	0%	\$30	\$45	150%
JAMES M. CLEARY	\$78	0%	\$NA	\$NA	NA%
SUSAN BARASH	\$78	0%	\$78	\$0	0%
OTHER WORLDS	\$82	0%	\$NA	\$NA	NA%
SARAH BERNSTEIN	\$85	0%	\$NA	\$NA	NA%
Z-LILY DESIGNS	\$89	0%	\$194	\$-105	-54.2%
HOME BAZAAR INC	\$90	0%	\$168	\$-78	-46.5%

Supplier	Sales.2017	Perc.Whole	Sales.2016	Growth	Perc.Growth
Z-DOROTHY GILBO	\$95	0%	\$384	\$-289	-75.3%
VIRTU/WAKAMI	\$97	0%	\$1,020	\$-923	-90.5%
Z-FLYING ANVIL DESIGNS	\$99	0%	\$376	\$-277	-73.7%
Z-LILLY BARRACK JEWELRY	\$99	0%	\$692	\$-593	-85.7%
RUTGERS UNIVERSITY PRESS	\$100	0%	\$36	\$64	177.9%
ANNE VAUGHN DESIGNS	\$100	0%	\$924	\$-824	-89.2%
DOWN HOME CRAFTS	\$100	0%	\$391	\$-291	-74.5%
PRECILA G JEWELRY	\$100	0%	\$353	\$-253	-71.7%
ACACIA CREATIONS	\$102	0%	\$689	\$-586	-85.1%
DIANE PAGE	\$104	0%	\$305	\$-201	-65.9%
COTTAGE PRESS	\$107	0%	\$607	\$-500	-82.4%
BIG MOUTH TOYS	\$109	0.01%	\$1,305	\$-1,196	-91.6%
STUDIO G	\$116	0.01%	\$NA	\$NA	NA%
KOTOBUKI TRADING CO	\$126	0.01%	\$1,165	\$-1,039	-89.1%
ARTS & PASSIONS	\$129	0.01%	\$NA	\$NA	NA%
OLIVIA DE SORIA	\$129	0.01%	\$515	\$-386	-75%
AFLAME CREATIONS	\$132	0.01%	\$263	\$-131	-49.8%
LITTLEFIELD DESIGN	\$135	0.01%	\$466	\$-331	-71%
THE BELL COLLECTION	\$139	0.01%	\$278	\$-139	-50%
LA CONTESSA	\$140	0.01%	\$1,756	\$-1,616	-92%
KURT S ADLER INC	\$142	0.01%	\$254	\$-112	-44.1%
SEA GODDESS TREASURES	\$149	0.01%	\$154	\$-5	-3.2%
TESSORO	\$154	0.01%	\$989	\$-835	-84.4%
SUGARHOUSE GREETINGS	\$159	0.01%	\$1,754	\$-1,595	-90.9%
RAQUELS MOSAICS	\$159	0.01%	\$346	\$-187	-54%
SUNCOAST SEA GLASS	\$159	0.01%	\$79	\$80	101.3%
Z-JOURNEY LOCKETS	\$168	0.01%	\$59	\$109	186.4%
ANETTA VAN HAAGEN	\$171	0.01%	\$248	\$-77	-31%
WHITE DAWN DESIGNS	\$173	0.01%	\$1,487	\$-1,314	-88.4%
THE JEWELRY FACTORY	\$179	0.01%	\$1,569	\$-1,390	-88.6%
OBRIEN FINE ART & DESIGN	\$180	0.01%	\$1,632	\$-1,452	-89%
ARCHELAUS	\$182	0.01%	\$1,433	\$-1,251	-87.3%
DIANE FLANNIGAN	\$189	0.01%	\$NA	\$NA	NA%
CHRISTA LOUISE LLC	\$190	0.01%	\$703	\$-513	-73%
THE GIRL WITH A PEARL	\$190	0.01%	\$1,543	\$-1,353	-87.7%
NELSON LINE	\$200	0.01%	\$1,267	\$-1,067	-84.2%
PRAOLS STORY BRACELETS	\$200	0.01%	\$1,619	\$-1,419	-87.6%
HOMART	\$203	0.01%	\$519	\$-316	-60.9%
KUNKLE MILLER - CAROLE	\$205	0.01%	\$NA	\$NA	NA%
TOWN TILES	\$207	0.01%	\$176	\$31	17.8%
CHAVEZ FOR CHARITY	\$210	0.01%	\$1,023	\$-813	-79.5%
NANCIE DUNN	\$213	0.01%	\$707	\$-494	-69.9%
WOODCUTTS	\$219	0.01%	\$1,773	\$-1,554	-87.7%
POST OFFICE	\$220	0.01%	\$201	\$18	9.1%
Z-ROBERT HELD ART GLASS	\$220	0.01%	\$683	\$-463	-67.8%
BARBARA HOEPP	\$224	0.01%	\$NA	\$NA	NA%
SUSAN FAIRGRIEVE DESIGN	\$225	0.01%	\$28	\$197	703.6%
INTERNATIONAL GREETINGS	\$228	0.01%	\$762	\$-534	-70%
KATIE-AMES	\$234	0.01%	\$NA	\$NA	NA%