

Supplier Concentration Analysis

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Concentration of Sales By Supplier

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

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”

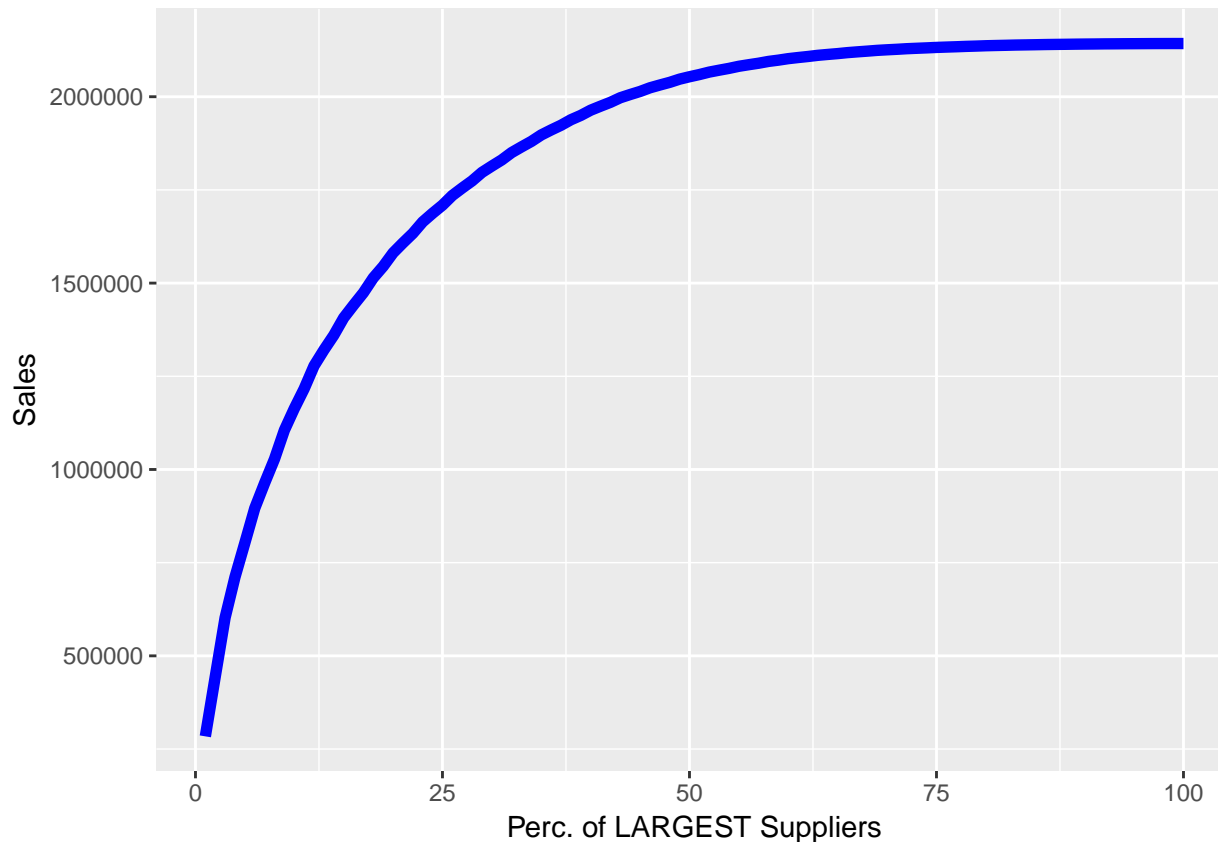


Table of Sales by LARGEST X% of Suppliers for 2017

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%

Perc. of LARGEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
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%
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%

Perc. of LARGEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
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%
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”

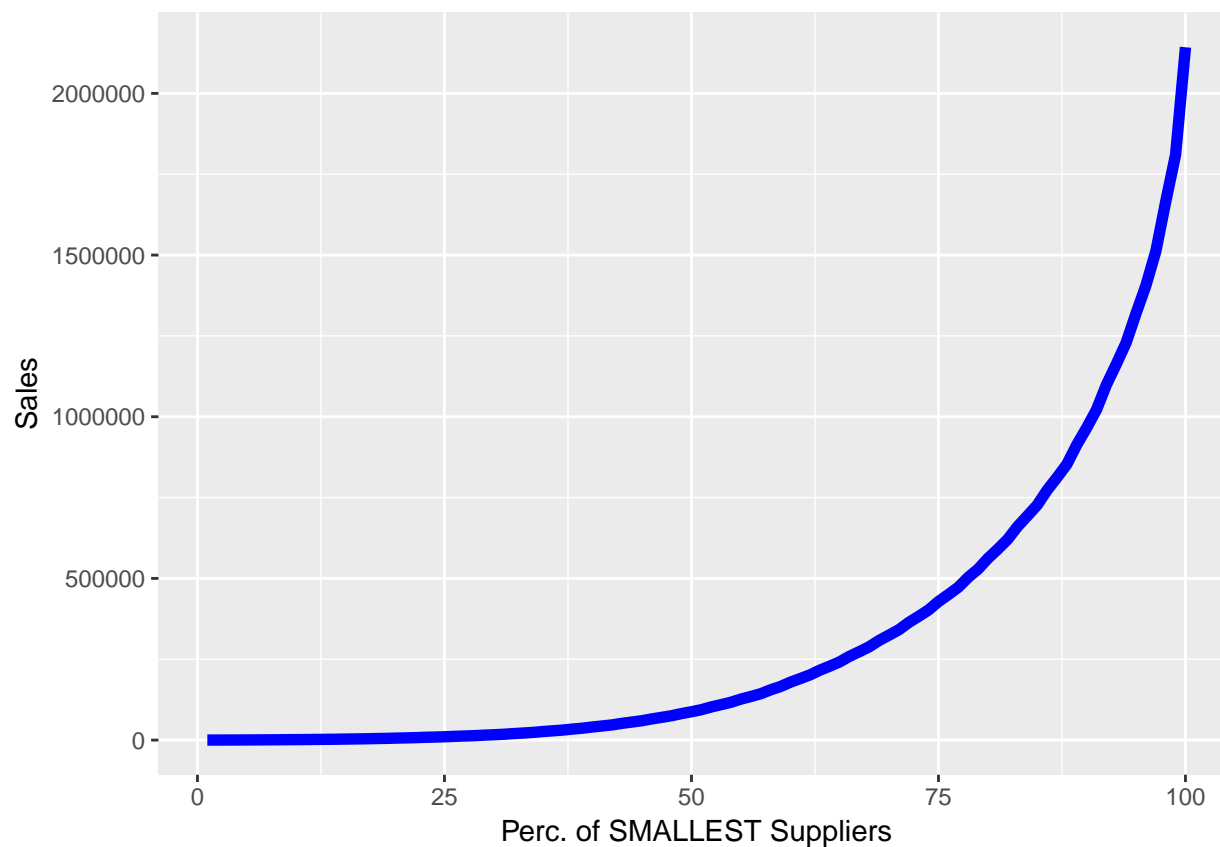


Table of Sales by SMALLEST X% of Suppliers

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%
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%

Perc. of SMALLEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
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%
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%

Perc. of SMALLEST Suppliers	Number of Suppliers	Sales	Perc. of Sales
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%
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%

Supplier	Sales.2017	Perc.Whole	Sales.2016	Growth	Perc.Growth
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%
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%

Supplier	Sales.2017	Perc.Whole	Sales.2016	Growth	Perc.Growth
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%