

Exploratory Bar Graphs - JHarte Client

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December 20, 2018

```
## Warning: NAs introduced by coercion
## [1] "sum of Total.Sales is 4514974.5904"
```

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 Total.Sales Perc.Whole
## 1          PAPYRUS 2017          PAPYRUS 2017    96955.62      4.3
## 2          MICHOU INC 2017          MICHOU INC 2017    70305.25      3.1
## 3 OLD WORLD CHRISTMAS 2017 OLD WORLD CHRISTMAS 2017    66670.94      3.0
## 4          FIREFLY 2017          FIREFLY 2017    61393.74      2.7
## 5    CHRONICLE BOOKS 2017    CHRONICLE BOOKS 2017    50346.18      2.2
## 6      ACOMO JEWELRY 2017      ACOMO JEWELRY 2017    41578.14      1.9
```

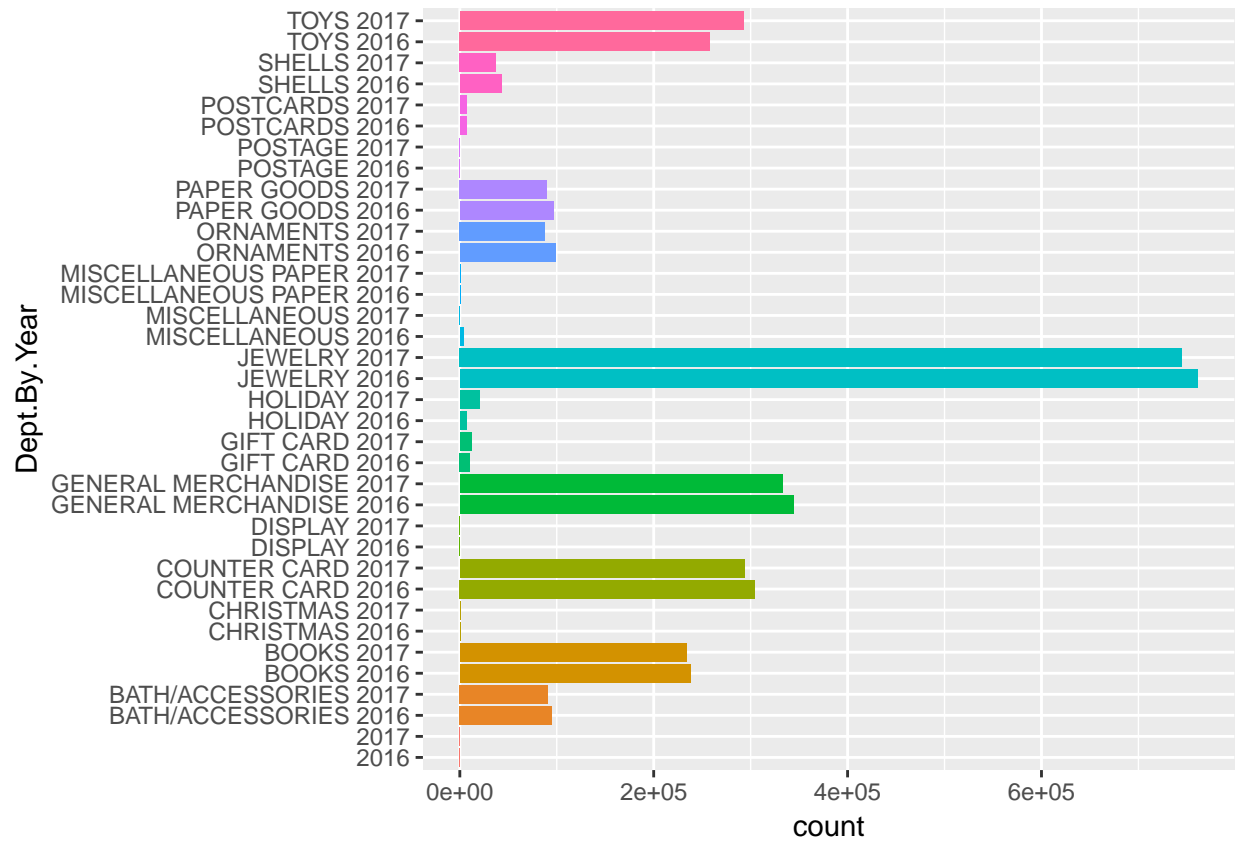
```
## [1] 55
## [1] 74.2
## [1] 84.8
## [1] 91.6
## [1] 95.8
## [1] 0
## [1] 0
```

Supplier	2017	2016	Growth	Perc.Growth
ANDREA MENGHETTI	246.00	769.60	-523.60	-68%
NELSON LINE	245.33	1267.35	-1022.02	-80.6%
JEREMY SINKUS	245.00	344.00	-99.00	-28.8%
OBRIEN FINE ART & DESIGN	239.50	1631.85	-1392.35	-85.3%
SUSAN FAIRGRIEVE DESIGN	225.00	28.00	197.00	703.6%
CHAVEZ FOR CHARITY	220.00	1023.00	-803.00	-78.5%
Z-ROBERT HELD ART GLASS	220.00	683.00	-463.00	-67.8%
POST OFFICE	219.72	201.38	18.34	9.1%
WOODCUTTS	219.00	1773.35	-1554.35	-87.7%
NANCIE DUNN	216.15	707.00	-490.85	-69.4%
TOWN TILES	207.20	175.91	31.29	17.8%
HOMART	202.95	519.20	-316.25	-60.9%
PRAOLS STORY BRACELETS	200.00	1618.99	-1418.99	-87.6%
THE GIRL WITH A PEARL	190.20	1543.00	-1352.80	-87.7%
CHRISTA LOUISE LLC	190.00	703.17	-513.17	-73%
ARCHELAUS	182.40	1433.13	-1250.73	-87.3%

Supplier	2017	2016	Growth	Perc.Growth
THE JEWELRY FACTORY	179.00	1569.00	-1390.00	-88.6%
WHITE DAWN DESIGNS	172.67	1487.00	-1314.33	-88.4%
ANETTA VAN HAAGEN	171.00	248.00	-77.00	-31%
Z-JOURNEY LOCKETS	168.00	58.65	109.35	186.4%
SUGARHOUSE GREETINGS	161.85	1754.00	-1592.15	-90.8%
KURT S ADLER INC	161.65	253.75	-92.10	-36.3%
LA CONTESSA	160.00	1756.40	-1596.40	-90.9%
RAQUELS MOSAICS	159.00	346.00	-187.00	-54%
SUNCOAST SEA GLASS	159.00	79.00	80.00	101.3%
TESSORO	154.00	988.90	-834.90	-84.4%
SEA GODDESS TREASURES	149.00	154.00	-5.00	-3.2%
THE BELL COLLECTION	139.00	278.00	-139.00	-50%
LITTLEFIELD DESIGN	135.00	466.00	-331.00	-71%
AFLAME CREATIONS	132.00	263.20	-131.20	-49.8%
OLIVIA DE SORIA	129.00	515.00	-386.00	-75%
KOTOBUKI TRADING CO	126.50	1165.24	-1038.74	-89.1%
BIG MOUTH TOYS	109.25	1304.89	-1195.64	-91.6%
COTTAGE PRESS	106.87	607.16	-500.29	-82.4%
DIANE PAGE	104.00	305.00	-201.00	-65.9%
ACACIA CREATIONS	102.50	689.00	-586.50	-85.1%
DOWN HOME CRAFTS	100.00	391.45	-291.45	-74.5%
PRECILA G JEWELRY	100.00	353.00	-253.00	-71.7%
ANNE VAUGHN DESIGNS	99.95	924.22	-824.27	-89.2%
RUTGERS UNIVERSITY PRESS	99.75	35.90	63.85	177.9%
Z-FLYING ANVIL DESIGNS	99.00	376.00	-277.00	-73.7%
Z-GEOFFREY BEETEM DESIGNS	99.00	275.00	-176.00	-64%
Z-LILLY BARRACK JEWELRY	99.00	692.40	-593.40	-85.7%
VIRTU/WAKAMI	96.75	1019.74	-922.99	-90.5%
Z-DOROTHY GILBO	95.00	384.00	-289.00	-75.3%
HOME BAZAAR INC	89.90	167.89	-77.99	-46.5%
Z-LILY DESIGNS	89.00	194.48	-105.48	-54.2%
CALYPSO CARDS	79.49	347.81	-268.32	-77.1%
SUSAN BARASH	77.97	77.97	0.00	0%
David Clemans	75.00	30.00	45.00	150%
A I PAPER DESIGN	71.00	379.85	-308.85	-81.3%
EUROPA INC	69.00	207.00	-138.00	-66.7%
SALTY DOG PUBL	68.43	494.65	-426.22	-86.2%
Z-LULU KNITS	67.85	14.75	53.10	360%
SEEDLING USA, INC.	66.75	996.75	-930.00	-93.3%
1 BAG AT A TIME	66.46	69.19	-2.73	-3.9%
GRAPHIQUE DE FRANCE	61.65	1249.16	-1187.51	-95.1%
JUANITA'S ADVENTURES	60.00	530.00	-470.00	-88.7%
DARREN GYGI HOME COLLECTION	59.90	1533.15	-1473.25	-96.1%
JOLA ENTERPRISES	59.00	3381.10	-3322.10	-98.3%
STACEY KRANTZ	59.00	1113.85	-1054.85	-94.7%
Z-PHIL WOODWARD ART	59.00	167.00	-108.00	-64.7%
THE SHINE PROJECT	58.00	248.06	-190.06	-76.6%
POMEGRANATE	57.45	644.98	-587.53	-91.1%
KURKOWSKI MUSIC	55.00	50.00	5.00	10%
HARSHITA DESIGNS	49.00	490.00	-441.00	-90%
Z-ABLEMAN ART GLASS, INC	49.00	161.00	-112.00	-69.6%
Z-AVIOLOGIE	49.00	288.00	-239.00	-83%

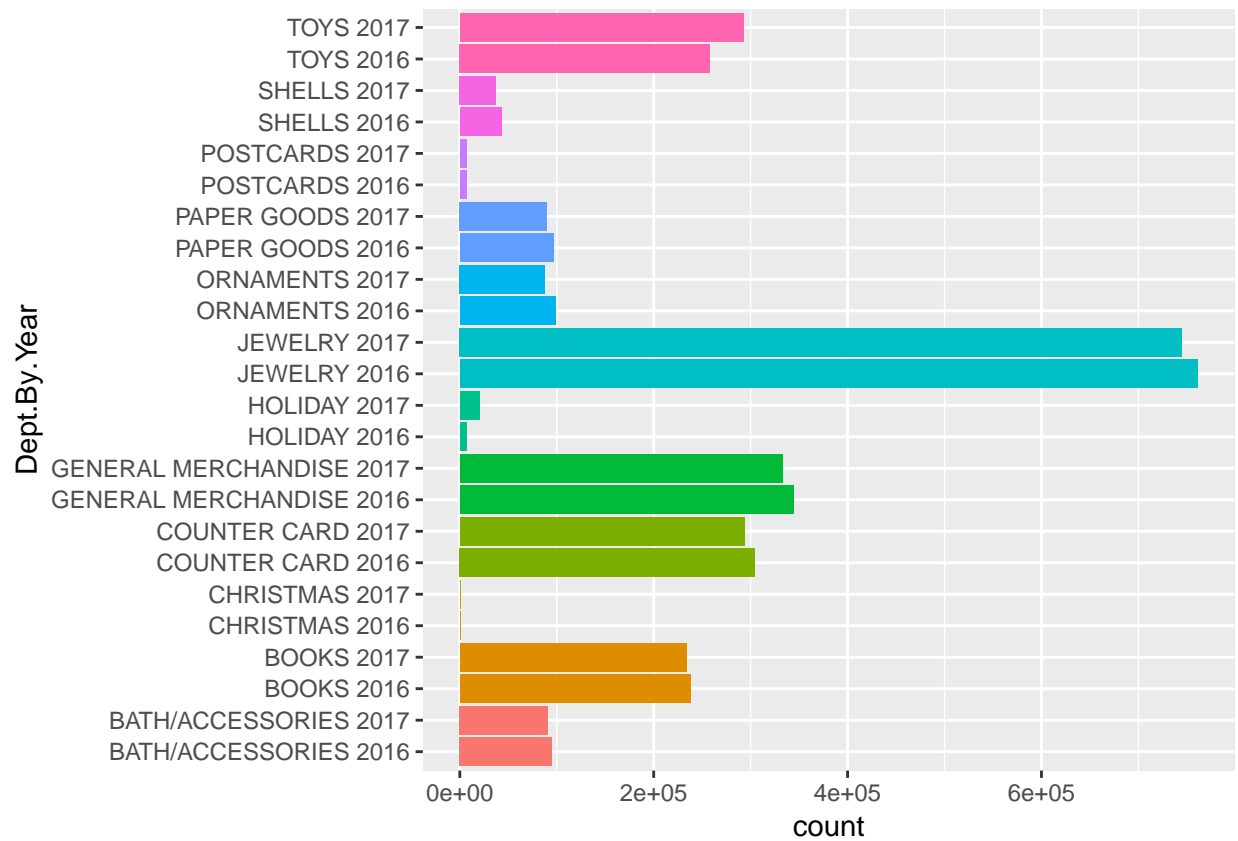
Supplier	2017	2016	Growth	Perc.Growth
Z-EARTHA	49.00	244.00	-195.00	-79.9%
Z-HOMEPLATES	48.65	13.90	34.75	250%
WILLIAM CLANTON - COLORFUL COA	47.80	1240.41	-1192.61	-96.1%
PECONIC BAY ORIGINALS	40.25	180.48	-140.23	-77.7%
GOLDIE BLOX	40.00	116.00	-76.00	-65.5%
ROUNABOUT	40.00	178.45	-138.45	-77.6%
Roll All 9	39.80	9.95	29.85	300%
RADIANT EXPOSURES	39.50	90.85	-51.35	-56.5%
ASPIRING ARTISTS	39.00	158.00	-119.00	-75.3%
Z-CICADA GLASSWORKS	39.00	117.00	-78.00	-66.7%
MERMAIDS TEARS JEWELRY	36.00	1591.30	-1555.30	-97.7%
WATERKNOT	32.50	89.64	-57.14	-63.7%
MAUNA KAI	31.85	1203.50	-1171.65	-97.4%
Z-GREENPOINT BRANDS LLC	29.95	509.15	-479.20	-94.1%
SADIE GREENS	28.00	232.20	-204.20	-87.9%
PAPER STREET	27.85	308.85	-281.00	-91%
JILL & JACK PAPER	27.00	810.55	-783.55	-96.7%
BAY POTTERY	24.00	217.90	-193.90	-89%
PAINT THE TOWN INC	17.85	3102.32	-3084.47	-99.4%
EPEK TALES LLC	16.95	50.85	-33.90	-66.7%
KATEASPEN	13.90	422.66	-408.76	-96.7%
DUNITZ & CO	9.95	255.95	-246.00	-96.1%
COLLAGE GREETINGS	6.95	293.81	-286.86	-97.6%
ELIZA DIETZ	6.00	191.55	-185.55	-96.9%
Z-BOSTON INTERNATIONAL	5.48	110.50	-105.02	-95%
Z-DAY STAR	5.00	57.99	-52.99	-91.4%

Bar Graphs Departments



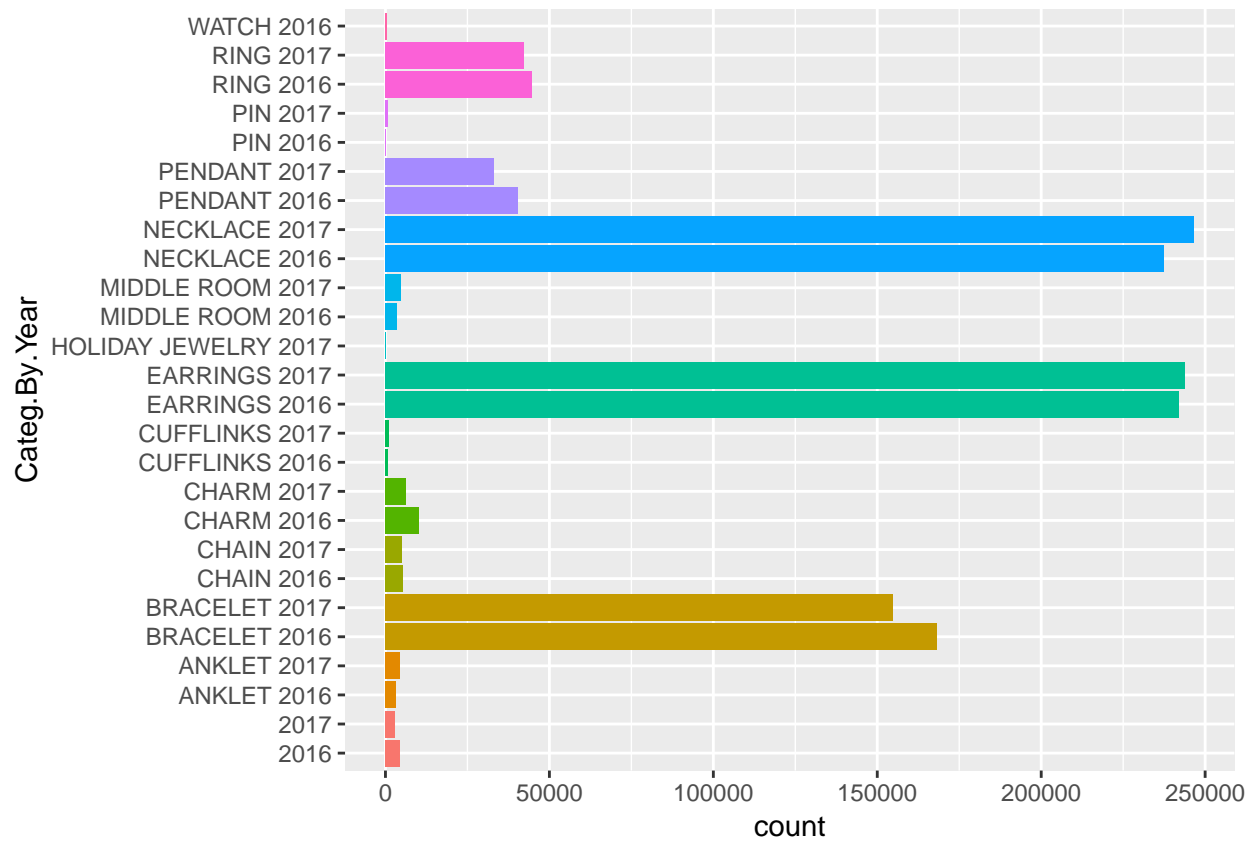
Remove Very Small Depts

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



Jewelry by Category

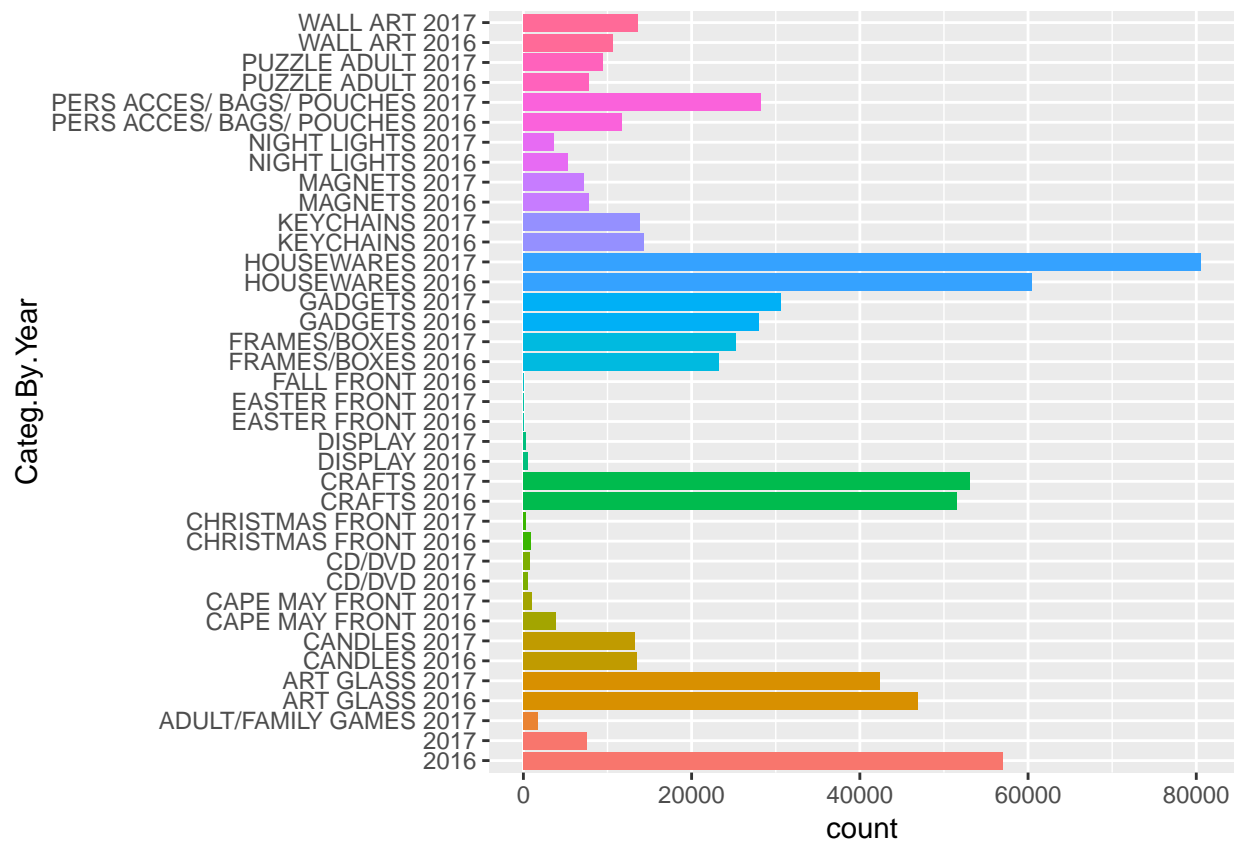
Slight declines in most major categories but the one in bracelets is larger. The declines follow the trend for the category



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.

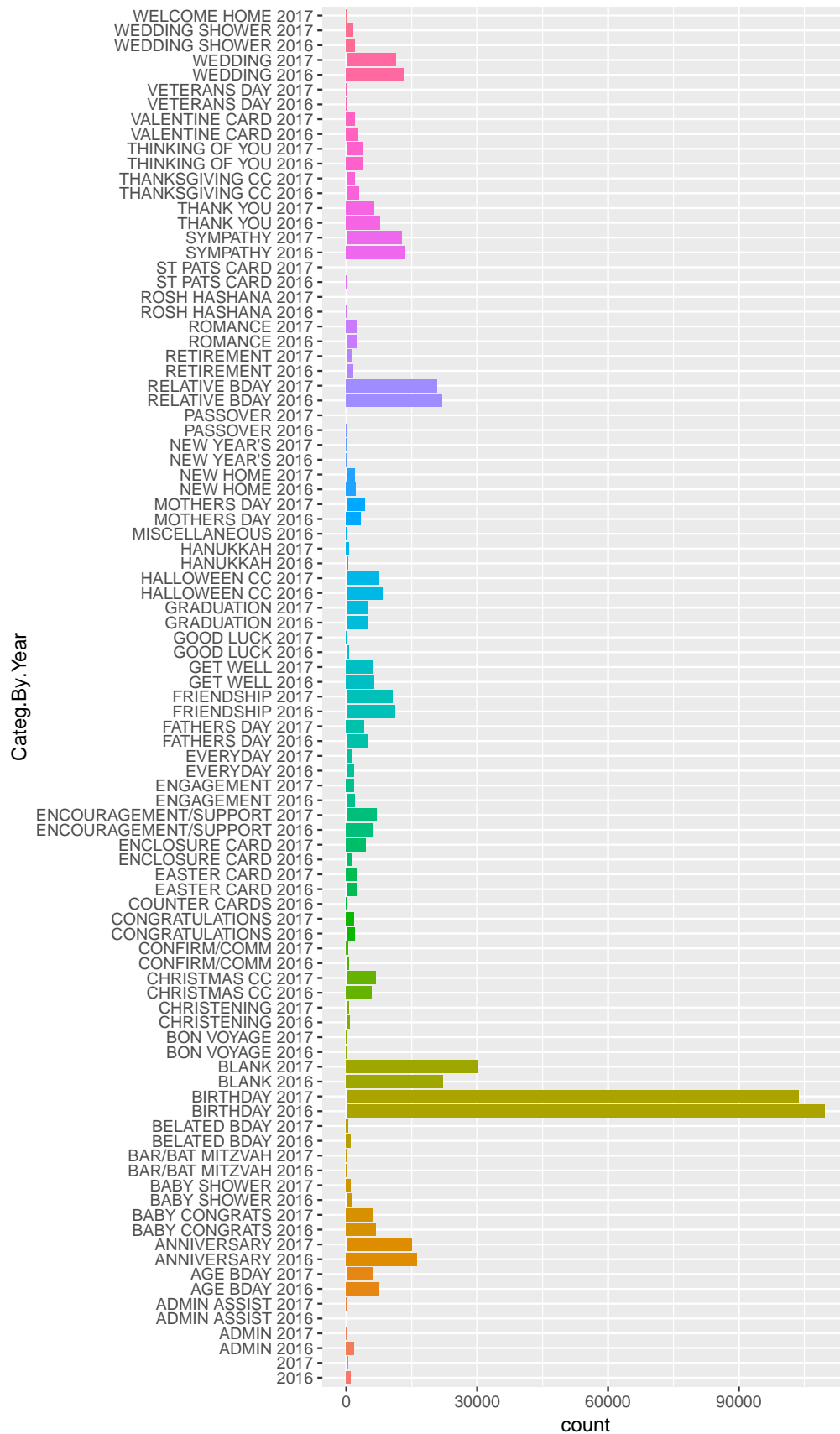
As in some other categories, fewer items are uncategorized which may make growth look better than in reality is in 2017. Best categories in terms



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



Toys by Category

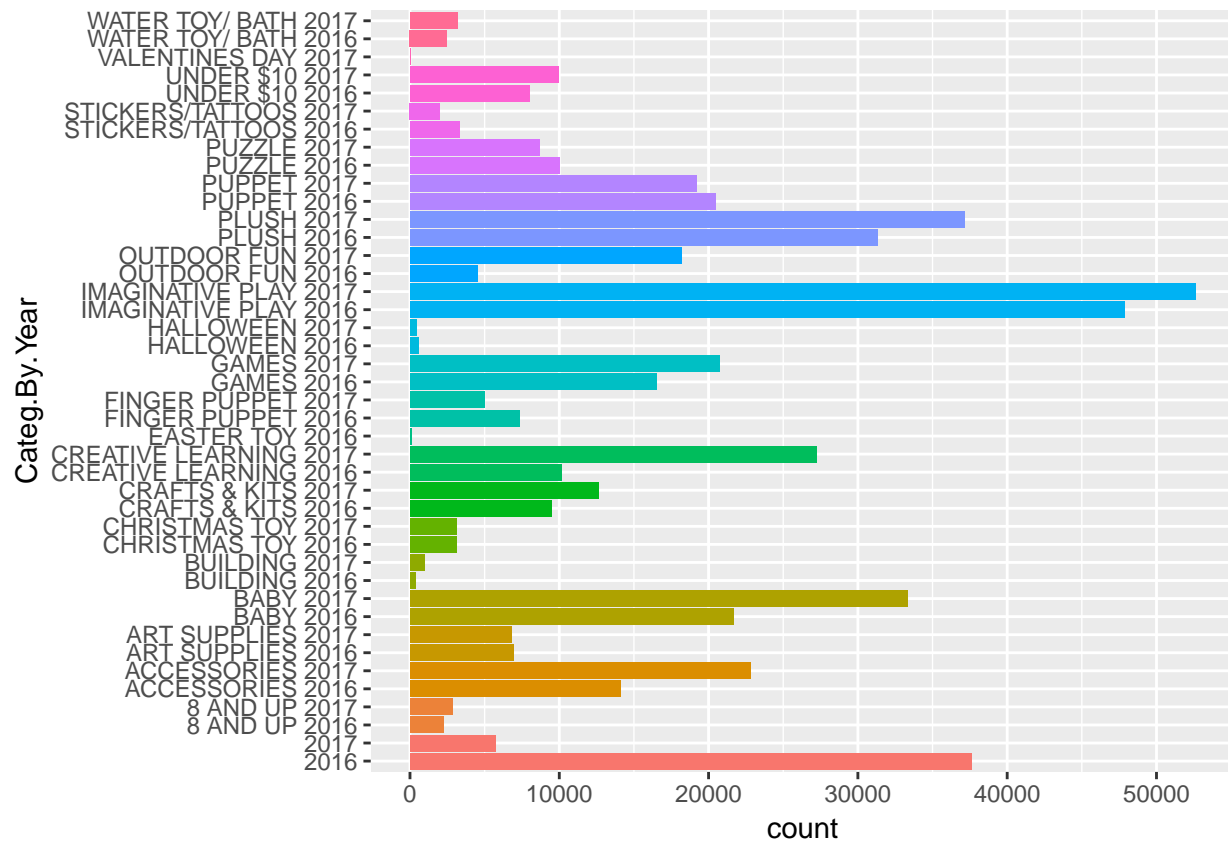
IMAGINATIVE PLAY was the top toy category last year and it has continued to an even bigger year as top seller again in 2017.

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

