

Supplier Deep Dive - Clara Beau Jewelry

Allocate Analytics

January 26, 2019

This report provides an in-depth look at sales of products from CLARA BEAU JEWELRY

Included are the following:

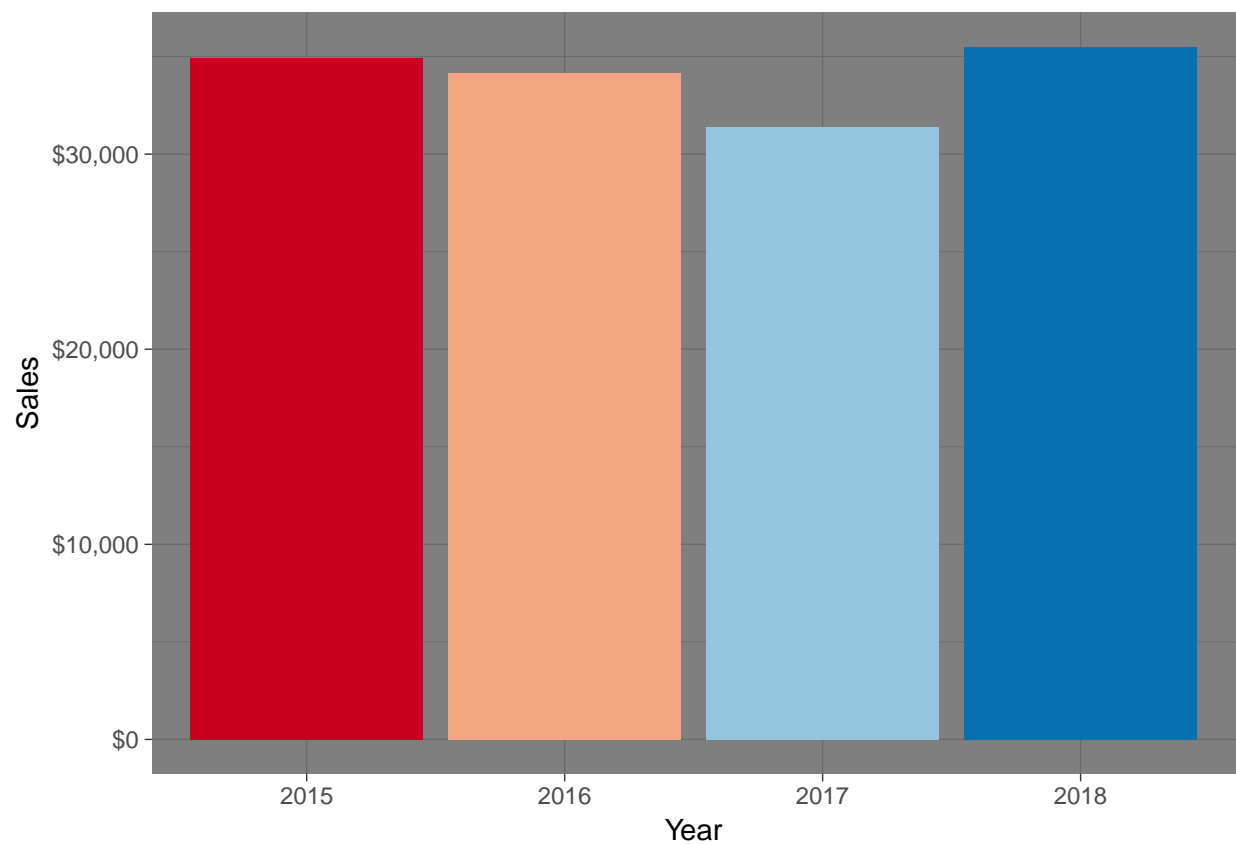
- Bar graph of sales from CLARA BEAU JEWELRY by year
- Line graph of sales from CLARA BEAU JEWELRY by month
- Line graph of sales by category
- Tables of sales by category (in dollars and units sold)
- Bar graph of top CLARA BEAU JEWELRY products comparing sales by year
- Table of sales by product comparing 2018 with 2017 for top products

Note: this report relies on data from 2015-01-01 to 2018-12-31.

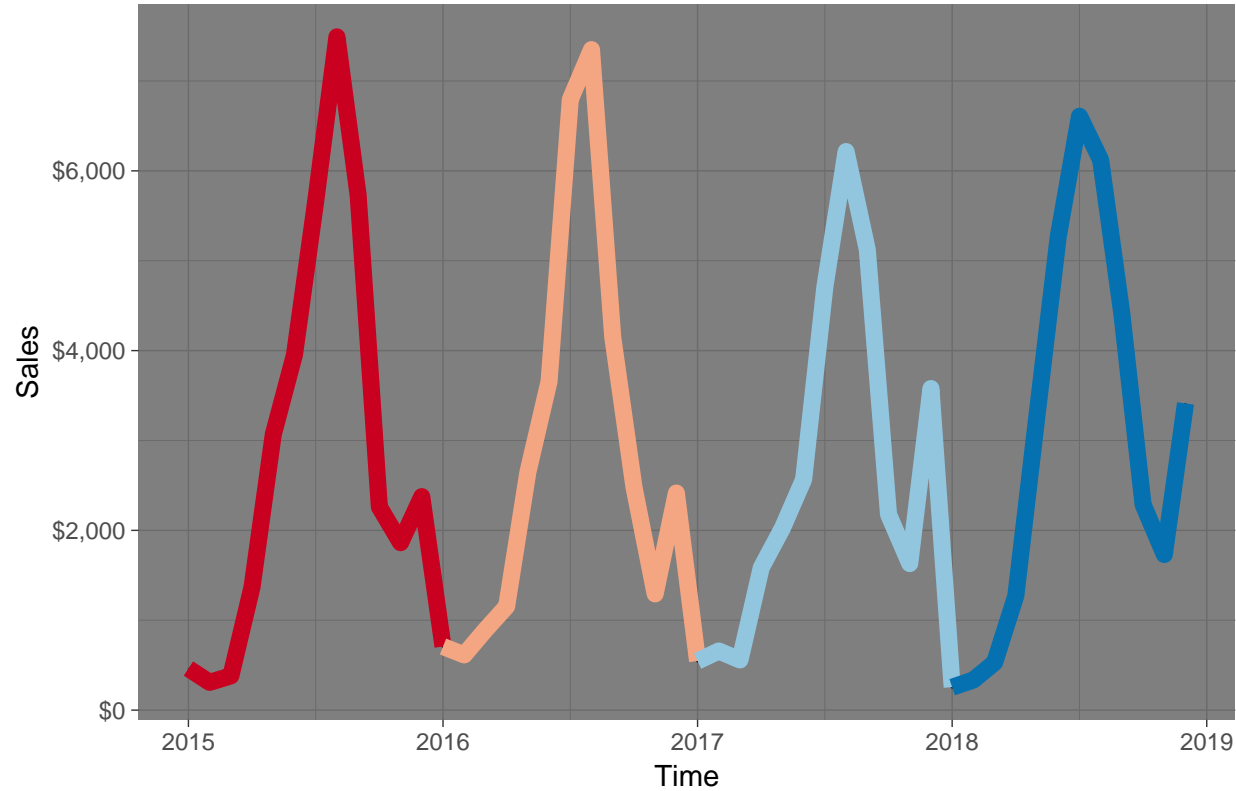
Summary

For the selected time period there were 393 distinct CLARA BEAU JEWELRY products (SKUs) sold in 4 categories across 1 department(s).

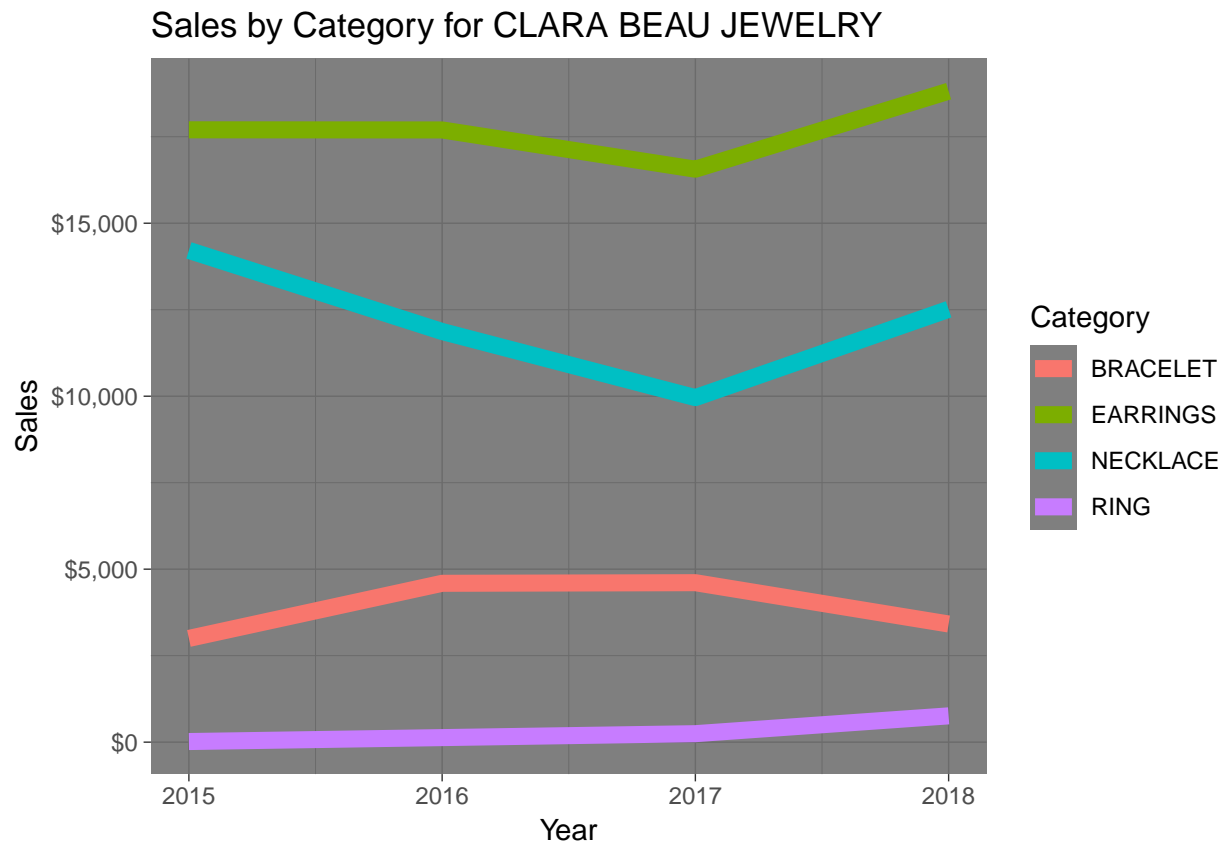
Bar Graph of Sales from CLARA BEAU JEWELRY by Year



Total Sales from Selected Supplier by Month



Line Graph of Sales by Category



Sales by Category in Dollars

Category	2018	2017	2016	2015
BRACELET	\$3,415	\$4,609	\$4,592	\$2,998
EARRINGS	\$18,817	\$16,561	\$17,697	\$17,700
NECKLACE	\$12,511	\$9,959	\$11,870	\$14,214

Sales by Category in Units Sold

Category	2018	2017	2016	2015
BRACELET	57	63	57	35
EARRINGS	628	561	586	632
NECKLACE	294	237	293	365

How Individual CLARA BEAU JEWELRY Products Sold in 2018 vs. Prior Years

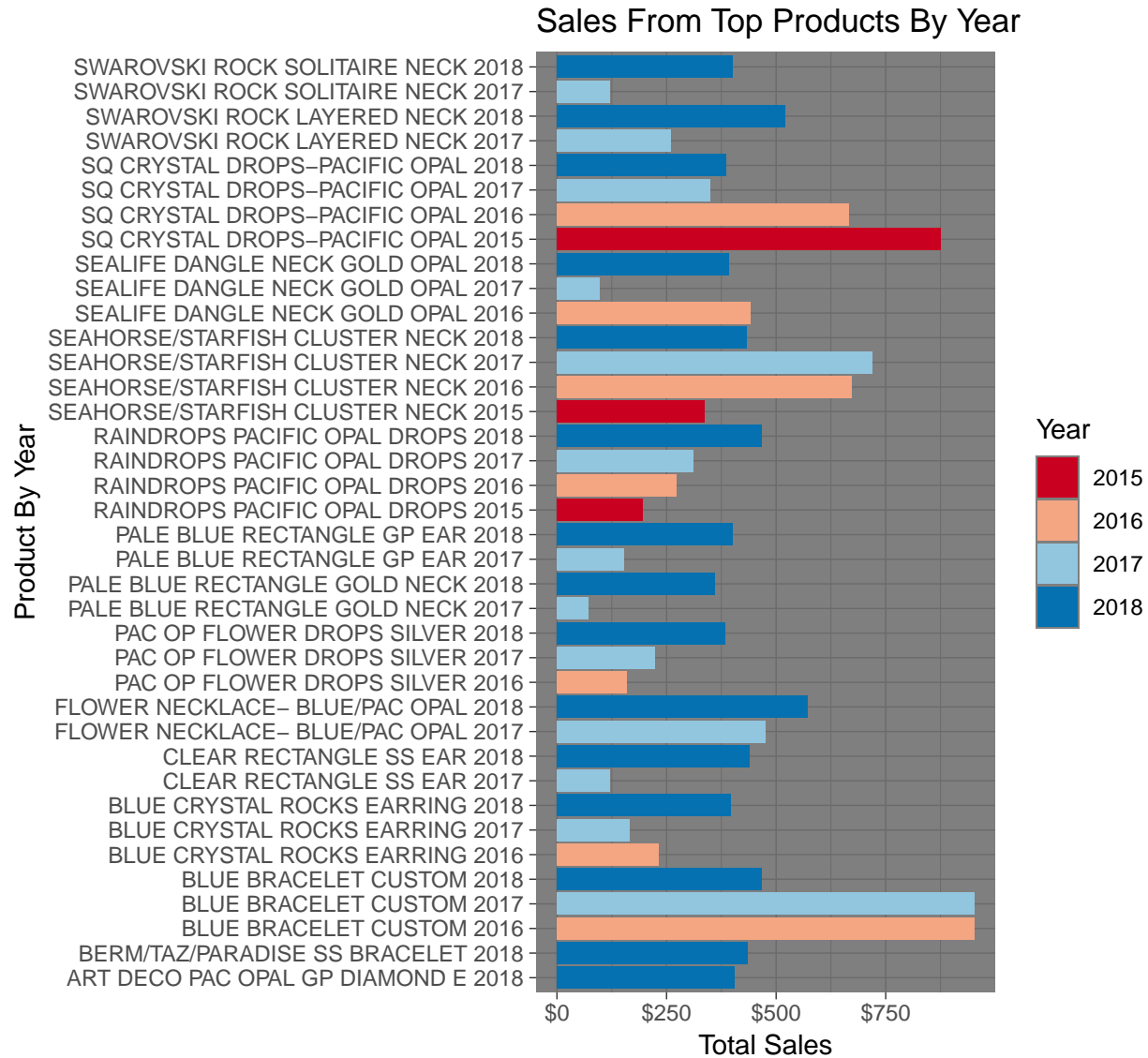


Table of Sales by Product Comparing 2018 with 2017 for Top 100 Products

Note: "Perc.Whole" means what percentage of all CLARA BEAU JEWELRY sales in 2018 came from this product

Product	Sales Current Yr	Perc.Whole	Sales Prior Yr	Growth	Perc.Growth
FLOWER NECKLACE- BLUE/PAC OPAL	\$571	1.61%	\$476	\$95	20%
SWAROVSKI ROCK LAYERED NECK	\$520	1.46%	\$260	\$260	100%
RAINDROPS PACIFIC OPAL DROPS	\$468	1.32%	\$312	\$156	50%
BLUE BRACELET CUSTOM	\$468	1.32%	\$952	\$-484	-50.9%
CLEAR RECTANGLE SS EAR	\$440	1.24%	\$120	\$320	266.7%
BERM/TAZ/PARADISE SS BRACELET	\$436	1.23%	\$0	\$0	NA%

Product	Sales Current Yr	Perc.Whole	Sales Prior Yr	Growth	Perc.Growth
SEAHORSE/STARFISH CLUSTER NECK	\$432	1.22%	\$720	\$-288	-40%
ART DECO PAC OPAL GP DIAMOND E	\$406	1.14%	\$0	\$0	NA%
PALE BLUE RECTANGLE GP EAR	\$400	1.13%	\$152	\$248	163.2%
SWAROVSKI ROCK SOLITAIRE NECK	\$400	1.13%	\$120	\$280	233.3%
BLUE CRYSTAL ROCKS EARRING	\$396	1.12%	\$165	\$231	140%
SEALIFE DANGLE NECK GOLD OPAL	\$392	1.1%	\$98	\$294	300%
SQ CRYSTAL DROPS-PACIFIC OPAL	\$385	1.08%	\$350	\$35	10%
PAC OP FLOWER DROPS SILVER	\$384	1.08%	\$224	\$160	71.4%
PALE BLUE RECTANGLE GOLD NECK	\$360	1.01%	\$72	\$288	400%
SM ROUND PACIFIC OPAL DROPS	\$352	0.99%	\$198	\$154	77.8%
TEARDROP CRYSTAL DROPS-AQUA	\$351	0.99%	\$304	\$47	15.4%
LG ROUND AB/PACOP GP LONG DROP	\$350	0.99%	\$0	\$0	NA%
TEARDROP FRAME-AQUA FLOWER	\$350	0.99%	\$308	\$42	13.6%
BLUES SS ANTIQUE EAR	\$348	0.98%	\$139	\$209	150%
CUFF- PAC OPAL SOLITAIRE	\$336	0.95%	\$168	\$168	100%
SILVER VINTAGE FLOWER LEVERBAC	\$331	0.93%	\$144	\$187	130%
FANCY TEARDROP NECKL-PAC OPAL	\$330	0.93%	\$275	\$55	20%
LIME CRYSTAL ROCKS EARRING	\$330	0.93%	\$231	\$99	42.9%
BLUE/GRN PETIT FLOWER DROP EAR	\$325	0.92%	\$0	\$0	NA%
PACIFIC OPAL CROSS NECK	\$315	0.89%	\$0	\$0	NA%
PAC OP, PURPLE & BLUE SIL HOOP	\$314	0.88%	\$360	\$-46	-12.8%
OCEAN AB SOLITAIRE S	\$314	0.88%	\$270	\$44	16.2%
SM DROP W/ ACCENT- LUMI GRN	\$312	0.88%	\$260	\$52	20%
ROUND MARCASITE ROCK NECKLACE	\$294	0.83%	\$196	\$98	50%
SILVER SANDDOLLAR TURQ BALL CH	\$290	0.82%	\$58	\$232	400%
PALE BLUE RECTANGLE GOLD RING	\$280	0.79%	\$175	\$105	60%
PETIT STRAND EMERALD/ZIR BR	\$280	0.79%	\$0	\$0	NA%
OCEAN AB MEDIUM SQUARE EAR	\$279	0.79%	\$0	\$0	NA%
PURPLE, PINK & ORANGE NECKLACE	\$275	0.77%	\$275	\$0	0%
PURPLE/BLUE PETIT FLOWER DROP	\$271	0.76%	\$0	\$0	NA%
SHADES OF BLUE SIMPLE CROSS	\$266	0.75%	\$0	\$0	NA%
BERMUDA LG SQUARE SS EAR	\$264	0.74%	\$0	\$0	NA%
TURQ W/SILV PETAL FLOWER POSTS	\$264	0.74%	\$286	\$-22	-7.7%
CUFF- OCEAN AB SOLITAIRE	\$263	0.74%	\$308	\$-45	-14.7%
TINY FLOWER DROPS-AQUA/PAC OP	\$262	0.74%	\$288	\$-26	-8.9%
DRAGONFLY NECKLACE	\$252	0.71%	\$462	\$-210	-45.5%
GOLD STARFISH BLACK BALL CHAIN	\$245	0.69%	\$70	\$175	250%
MERMAID/SCALLPOP NECKL-GLD/CRY	\$245	0.69%	\$210	\$35	16.7%
RAINDROP PACIFIC OPAL/GLD BEAD	\$245	0.69%	\$245	\$0	0%
BLUE/RED/GOLD FLOWER LEVERBACK	\$240	0.68%	\$48	\$192	400%
TINY FLOWER DROPS-INDI	\$240	0.68%	\$216	\$24	11.1%
FLOWER BRACELET BLUE/PAC OP	\$236	0.66%	\$413	\$-177	-42.9%
TURQUOISE ELABORATE NECK	\$230	0.65%	\$0	\$0	NA%
OPAL W CRYSTAL GOLD DROP	\$228	0.64%	\$190	\$38	20%
COLORFUL GOLD CROSS NECK	\$225	0.63%	\$135	\$90	66.7%
PINK/PUR DELICATE FLOWER GP EA	\$225	0.63%	\$0	\$0	NA%
AQUA/PAC OPAL FLOWER DROPS	\$224	0.63%	\$224	\$0	0%
FOREST GREEN GP FLOWER DROPS	\$224	0.63%	\$28	\$196	700%
ROUND MARCASITE ROCK DROPS	\$224	0.63%	\$128	\$96	75%
DELICATE FILIGREE PAC OPAL NEC	\$220	0.62%	\$275	\$-55	-20%
SQ CRYSTAL BRACELET-MULTI/G	\$218	0.61%	\$523	\$-305	-58.3%
SQ PACIFIC OPAL BRACELET-GOL	\$218	0.61%	\$305	\$-87	-28.6%

Product	Sales Current Yr	Perc.Whole	Sales Prior Yr	Growth	Perc.Growth
GOLD SANDDOLLAR WHITE BALL CH	\$216	0.61%	\$0	\$0	NA%
SM RND TURQ DROPS-PAC OPAL	\$216	0.61%	\$168	\$48	28.6%
SPARKLY STARFISH	\$216	0.61%	\$360	\$-144	-40%
SS CHARM/GF DISK-STARFISH	\$215	0.61%	\$256	\$-41	-15.9%
CLEAR RECTANGLE SS RING	\$210	0.59%	\$70	\$140	200%
LG ROUND DROPS-RUST	\$210	0.59%	\$70	\$140	200%
LONG OVAL CRYSTAL DROPS-PADM	\$210	0.59%	\$175	\$35	20%
OCEAN AB W CRYSTAL SILV LEVER	\$210	0.59%	\$504	\$-294	-58.3%
BLUE/WHITE LAYERED NECKLACE	\$208	0.59%	\$208	\$0	0%
DAINTY FLOWER PINK/GRN GP NECK	\$208	0.59%	\$52	\$156	300%
GOLD CRYSTAL TEARDROP NECKLACE	\$208	0.59%	\$208	\$0	0%
SM CAVIAR FRAME FLOWER DROPS	\$207	0.58%	\$230	\$-23	-10%
TANZANITE SMALL ROUND GP EAR	\$203	0.57%	\$0	\$0	NA%
BERMUDA GP MED SQUARE EAR	\$200	0.56%	\$0	\$0	NA%
OCEAN AB MED SOLITAIRE NECK	\$200	0.56%	\$0	\$0	NA%
MULTI PACIFIC OPAL NECKLACE	\$198	0.56%	\$198	\$0	0%
LG RND CRYSTAL DROPS-PARADISE	\$195	0.55%	\$273	\$-78	-28.6%
FUSCHIA/TURQ TINY FLOWERS DROP	\$192	0.54%	\$216	\$-24	-11.1%
INDIGO W CRYSTAL DROP GOLD	\$190	0.54%	\$228	\$-38	-16.7%
PAC OP & CRYSTAL GOLD LEVER	\$190	0.54%	\$494	\$-304	-61.5%
PACIFIC OPAL LG OVAL GP EAR	\$190	0.54%	\$0	\$0	NA%
PARADISE LG SQUARE SS EAR	\$190	0.54%	\$0	\$0	NA%
RECTANGLE TANZANITE EAR	\$190	0.54%	\$0	\$0	NA%
MONTANA RECTANGLE EAR	\$180	0.51%	\$0	\$0	NA%
PETIT ZIRCON CRYSTAL STRAND N	\$180	0.51%	\$0	\$0	NA%
COLORFUL SEAHORSE GP NECK	\$176	0.5%	\$0	\$0	NA%
LONG OVAL CRYSTAL DROPS-INDI	\$175	0.49%	\$140	\$35	25%
TEARDROP FRAME-AQUA FLWR/PAC O	\$175	0.49%	\$245	\$-70	-28.6%
AMBER/PURPLE GP ANTIQUE EAR	\$174	0.49%	\$58	\$116	200%
DANGLE CCL IN CCL-PAC OP/ERIN	\$174	0.49%	\$290	\$-116	-40%
BLUE/PUR FLOWER IN SS SQUARE E	\$170	0.48%	\$0	\$0	NA%
ROUND LG BLUE BEAD/CAVIAR GP E	\$170	0.48%	\$0	\$0	NA%
LIME & CRYSTAL GOLD LEVER	\$168	0.47%	\$210	\$-42	-20%
RUBY/PINK TINY FLOWER DROPS	\$168	0.47%	\$168	\$0	0%
SILVER SHADE SS FLOWER DROPS	\$168	0.47%	\$168	\$0	0%
TINY FLOWER DROPS-CORAL/TURQ	\$168	0.47%	\$144	\$24	16.7%
CAVIAR FRAME FLOWER-TURQ BEAD	\$165	0.46%	\$165	\$0	0%
SM ROUND DROPS-CRYSTAL/PEARL	\$156	0.44%	\$312	\$-156	-50%
TEARDROP CRYSTAL DROPS-TANZANI	\$156	0.44%	\$312	\$-156	-50%
SM SOLITAIRE DROPS- PERIDOT	\$154	0.43%	\$66	\$88	133.3%
BLUE/PINK FLOWER GOLD NECK	\$152	0.43%	\$114	\$38	33.3%
PAC OP W CRYSTAL SILV LEVER	\$152	0.43%	\$304	\$-152	-50%