

NORTHWIND REVENUE REPORT

Total Revenue

1.354.337,55

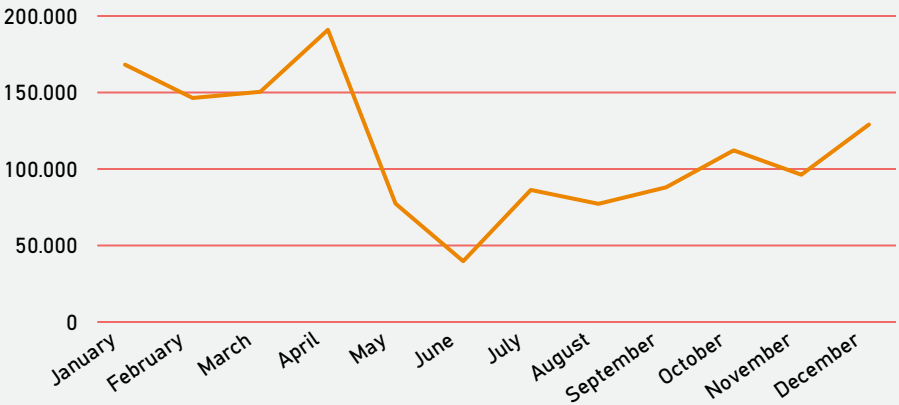
Average Ticket

1.631,73

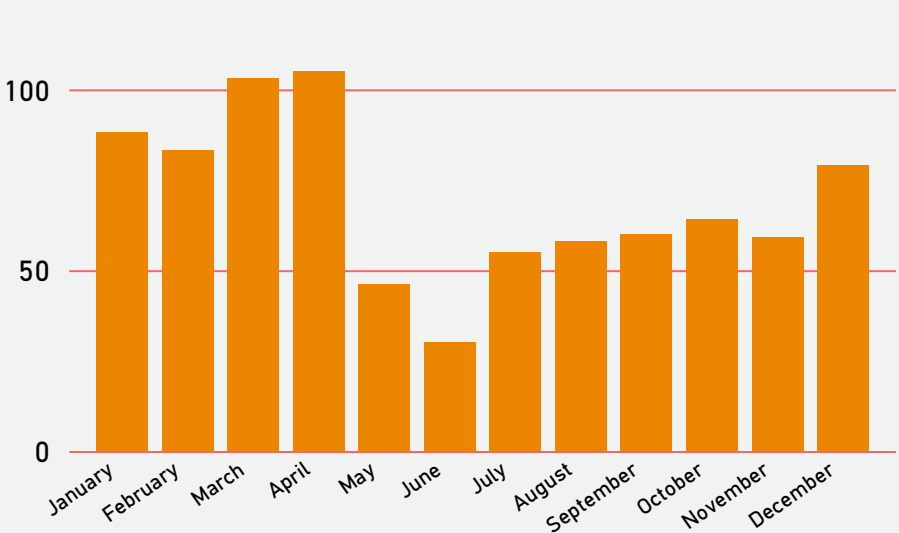
Orders

830

Revenue Monthly



Orders Monthly



Product Categories

Beverages
Condiments
Confections
Dairy Products
Grains/Cereals

Year

1996
1997
1998

Customers

Ernst Handel
Folk och fä HB
Hanari Carnes
Hungry Owl All-Night Grocers
Königlich Essen
Mère Pailarde
Queen Cozinha
QUICK-Stop
Rattlesnake Canyon Grocery
Save-a-lot Markets

Countries

Venezuela
USA
UK
Switzerland
Sweden
Spain
Portugal
Poland
Norway
Mexico
Italy
Ireland
Germany
France
Finland
Denmark
Canada
Brazil
Belgium
Austria
Argentina

NORTHWIND COSTUMERS REPORT

Number of Costumers

91

Inactive Costumers

2

Churn Rate

2,20%

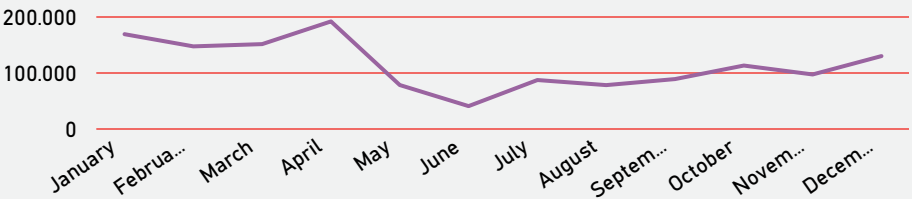
Year

- ▲
- 1996
- 1997
- 1998

Total Revenue

1.354.337,55

Revenue Monthly



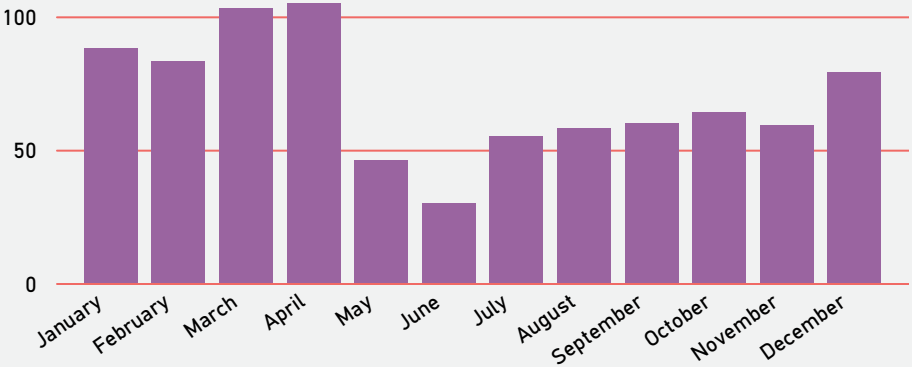
Customers

- Alfreds Futterkiste
- Ana Trujillo
- Emparedados y helados
- Antonio Moreno Taquería
- Around the Horn
- Berglunds snabbköp
- Blauer See Delikatessen
- Blondesddsl père et fils
- Bólido Comidas preparadas
- Bon app'
- Bottom-Dollar Markets
- B's Beverages
- Cactus Comidas para llevar
- Centro comercial Moctezuma
- Chop-suey Chinese

Orders

830

Orders Monthly

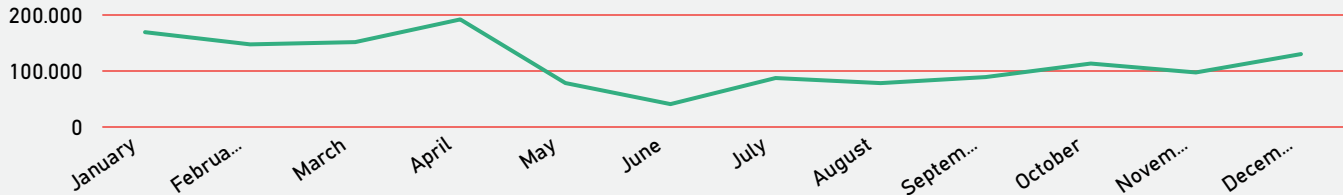


NORTHWIND PRODUCT REPORT

Distinct Products

77

Revenue Monthly



Year

- 1996
- 1997
- 1998

Products Ordered

51317

Orders

830

Products

- Alice Mutton
- Camembert Pierrot
- Carnarvon Tigers
- Côte de Blaye
- Gnocchi di nonna Alice
- Manjimup Dried Apples
- Raclette Courdavault
- Rössle Sauerkraut
- Tarte au sucre
- Thüringer
- Rostbratwurst

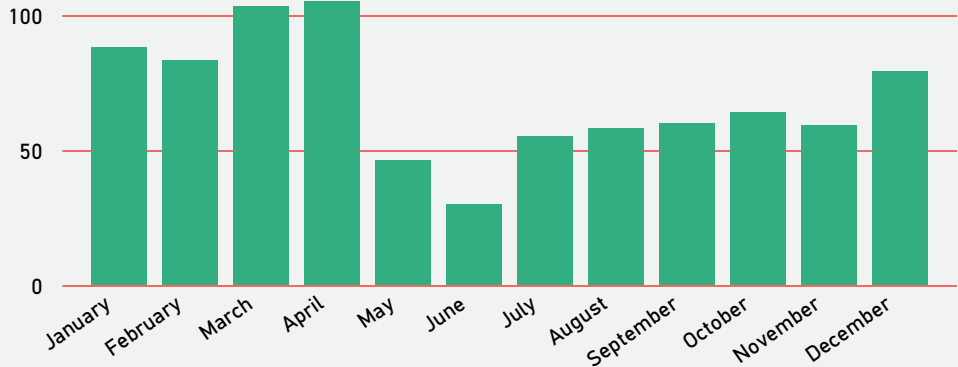
Suppliers

- Aux joyeux ecclésiastiques
- Bigfoot Breweries
- Cooperativa de Quesos 'Las Cabras'
- Escargots Nouveaux
- Exotic Liquids
- Forêts d'érables
- Formaggi Fortini s.r.l.
- Gai pâturage
- G'day, Mate
- Grandma Kelly's Homestead
- Heli Süßwaren GmbH & Co. KG
- Karkki Oy
- Leka Trading
- Lyngbysild
- Ma Maison
- Mayumi's
- New England Seafood Cannery

Total Revenue

1.354.337,55

Numbers of Orders Monthly

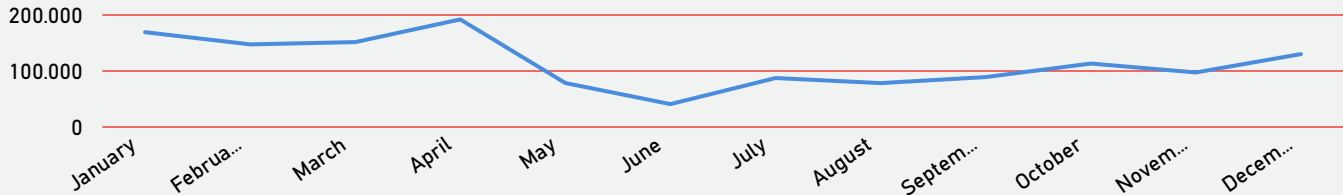


NORTHWIND SHIPPERS REPORT

Distinct Products

77

Revenue Monthly



Year

▲
1996
1997
1998

Products Delivered

51317

Orders

830

Delayed Orders

37

Average Delivery Time (Days)

25

Countries

Argentina
Austria
Belgium
Brazil
Canada
Denmark
Finland
France
Germany
Ireland
Italy
Mexico
Norway
Poland
Portugal
Spain
Sweden
Switzerland
UK
USA
Venezuela

Shippers

▲
Alliance Shippers
DHL
Federal Shipping
Speedy Express
United Package
UPS

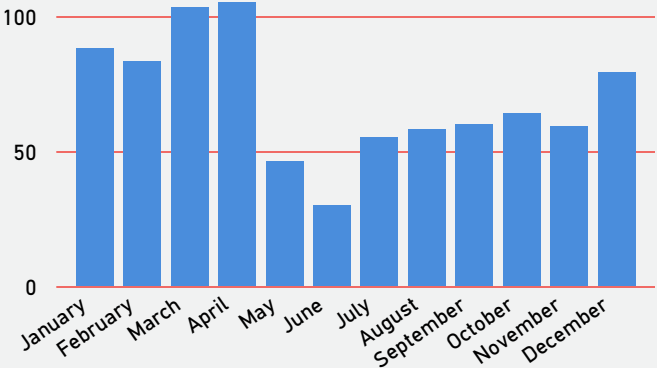
Total Revenue

1.354.337,55

Average Freight

234,71

Numbers of Orders Monthly

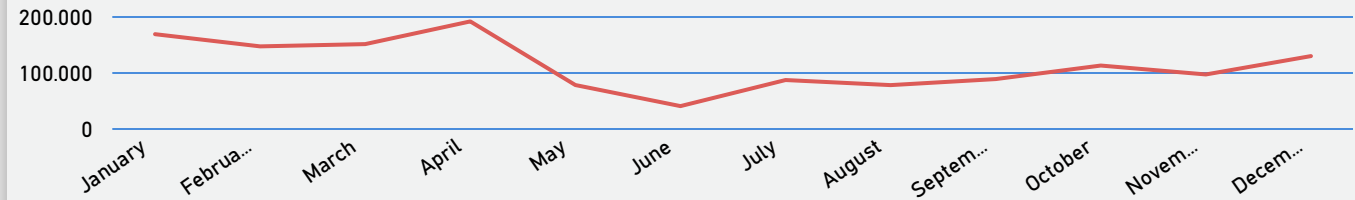


NORTHWIND EMPLOYEES REPORT

Num of Employees

9

Revenue Monthly



Year

- 1996
- 1997
- 1998

Products Sold

51317

Orders

830

Days in the company

104503

Employees

- Andrew Fuller
- Anne Dodsworth
- Janet Leverling
- Laura Callahan
- Margaret Peacock
- Michael Suyama
- Nancy Davolio
- Robert King
- Steven Buchanan

Titles

- Inside Sales
- Coordinator
- Sales Manager
- Sales Representative
- Vice President, Sales

Total Revenue

1.354.337,55

Numbers of Orders Monthly

