

# Summary

1. The United States (USA) achieved the highest total sales with customers count of 36, the highest among all countries, amounting to \$3.3 million. This indicates that the USA generated the most revenue from product sales compared to any other country. Additionally, the highest total profit among all countries was \$1.3 million. This means that the company earned the most profit after considering expenses and costs in the country associated with this figure.
2. The USA has 36 customers, showing a significant customer presence. Germany has 13 customers, a substantial but smaller base. France has 12 customers, indicating a notable presence. Spain has 7 customers, somewhat smaller but still significant. These numbers reveal customer distribution among countries, indicating market strength and growth potential. The company should use this data to tailor marketing and sales strategies for different locations effectively.
3. The total sales of \$9.6 million represents the cumulative revenue generated from all products or services within a specified timeframe. This figure is a key financial metric that reflects the company's performance in terms of generating income. It can be used to assess business growth, profitability, and overall financial health.
4. The total profit for the company amounts to \$3.8 million. This figure represents the overall earnings that the company has generated after considering all expenses and costs. Total profit is a critical financial metric that reflects the company's ability to operate profitably and sustain its business.
5. The average time it takes to ship a product is 4 days. This means, on average, it takes the company approximately 4 days from the order date to ship a product to the customer. This metric can be important for evaluating order fulfilment efficiency and meeting customer expectations for delivery times.
6. There are 555k plus units of products currently available in stock. This figure represents the total quantity of products that the company has in hand and available for sale. Managing stock levels effectively is crucial to meet customer demand and ensure smooth operations.
7. The company's total sales for the year 2003 amounted to \$3.2 million. In 2004, the total sales significantly increased to \$4.3 million. However, in 2005, there was a noticeable decline in total sales, which dropped to \$1.3 million. These figures provide a clear snapshot of the company's sales performance over these three years. The increase from

2003 to 2004 suggests growth, but the subsequent decrease in 2005 indicates a decline in sales.

8. Among the three years (2003 to 2005), November stands out as the month with the highest sales and profit. This suggests that November consistently performs well in terms of both generating revenue (sales) and earning profit for the company across these years.
9. The total selling price for the product "1992 Ferrari 360 Spider red" is \$276,839.98. This product holds the crown of being one of the top-selling items among all products, indicating its popularity and success in generating revenue for the company.
10. The product category "Classic Cars" is the top-selling category. The total selling price for products in the "Classic Cars" category is \$3,853,922.49. This category has demonstrated significant sales success, making it a prominent contributor to the company's revenue.
11. The product category "Classic Cars" is the top-profitable category. The total profit generated from products in the "Classic Cars" category is \$1,526,212.20. This category not only has high sales but also delivers substantial profitability, making it a key contributor to the company's overall financial success.