

Story

Understanding the Market Segment.	Understanding the Market Segment.	Market opportunities.
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Percentage

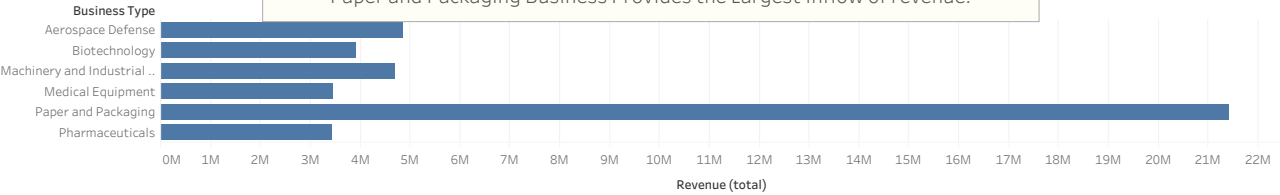
This table shows the percent of Customer that purchases specific Chemical.

Product ID											
Business Ty..	Chemical A	Chemical B	Chemical C	Chemical D	Chemical E	Chemical F	Chemical G	Chemical H	Chemical I	Chemical J	Chemical K
Aerospace	10	81	71	81	82	60	57	14	26	18	
Defense	11.36%	92.05%	80.68%	92.05%	93.18%	68.18%	64.77%	15.91%	29.55%	20.45%	
Biotechnol..	8	94	81	97	96	37	78	3	18	21	
	8.25%	96.91%	83.51%	100.00%	98.97%	38.14%	80.41%	3.09%	18.56%	21.65%	
Machinery	13	76	75	78	75	68	53	13	28	35	
and Industr..	13.27%	77.55%	76.53%	79.59%	76.53%	69.39%	54.08%	13.27%	28.57%	35.71%	
Medical	12	64	60	66	62	56	39	6	17	27	
Equipment	17.39%	92.75%	86.96%	95.65%	89.86%	81.16%	56.52%	8.70%	24.64%	39.13%	
Paper and	30	31	31	41	36	41	21	87	89	15	
Packaging	30.61%	31.63%	31.63%	41.84%	36.73%	41.84%	21.43%	88.78%	90.82%	15.31%	
Pharmaceu..	12	92	71	91	89	61	65	7	12	24	

- ☒ Chemical A
- ☒ Chemical B
- ☒ Chemical C
- ☒ Chemical D
- ☒ Chemical E
- ☒ Chemical F
- ☒ Chemical G
- ☒ Chemical H
- ☒ Chemical I
- ☒ Chemical J
- ☒ Chemical K

Revenue

Paper and Packaging Business Provides the Largest Inflow of revenue.



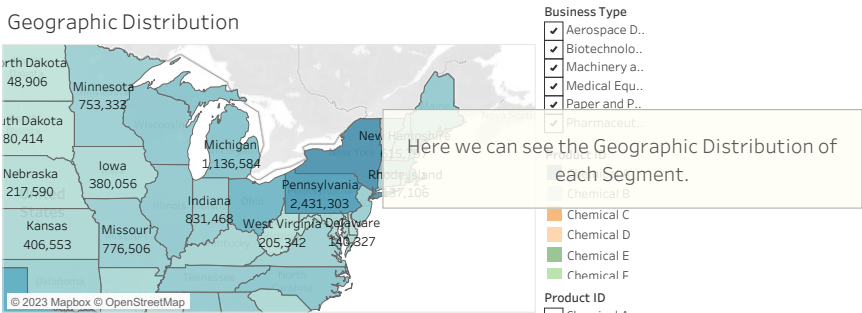
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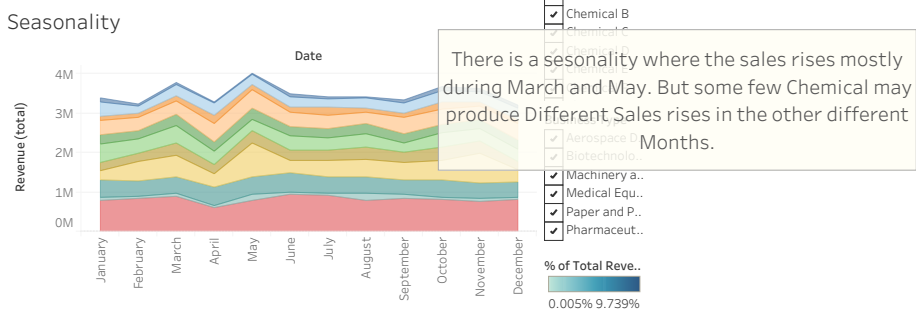
Understanding the Market Segment.

Market oppourtunities.

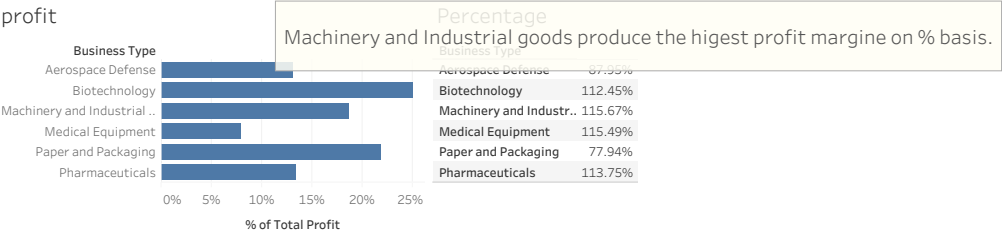
Geographic Distribution



Seasonality



Story



Company and Chemical Information

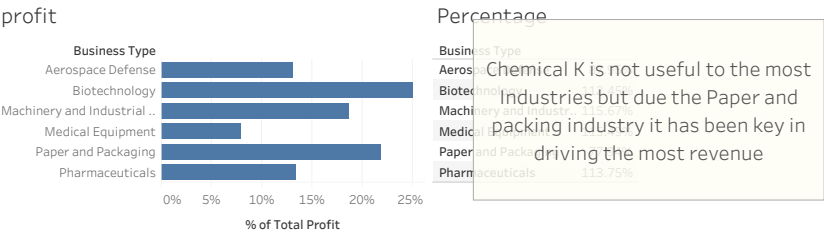
Product ID	Business Type			
	Aerospace ..	Biotechnol..	Machinery ..	Medical Eq..
Chemical A	56,926	7,820	131,932	69,357
Chemical B	640,021	548,519	619,368	361,701
Chemical C	352,330	164,693	163,170	439,753
Chemical D	1,344,259	1,207,234	809,003	423,161
Chemical E	883,102	875,709	423,161	
Chemical F	725,782			
Chemical G	783,319	968,632	457,976	340,649
Chemical H	4,541	9,693	7,535	772
Chemical I	12,837	20,769	109,031	11,604
Chemical J	47,481	35,050	521,050	118,421

Out of all the Product, Chemical K Produces the most Revenue Compared to other Chemicals.

Other Chemical that produce High revenues are Chemical H and I

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Pharmaceuticals and Medical Equipment Industry seems to Creating Less in Revenues.

Company and Chemical Information

Product ID	Aerospace ..	Biotechnol...	Machinery	Medical Eq...
Chemical A	56,926	7,829	131,832	69,357
Chemical B	640,021	548,519	619,368	361,701
Chemical C	352,330	164,683	443,473	430,762
Chemical D	1,344,259	1,075,203	1,044,520	240,430
Chemical E	883,102	58,616	176,707	38,718
Chemical F	725,782	968,632	7,535	772
Chemical G	783,319	9,693	7,535	772
Chemical H	4,541	20,769	109,031	11,604
Chemical I	12,837	35,050	521,050	118,421
Chemical J	47,481			

The Company should Divest from producing Chemical A Because it provides the lowest in Revenue out of other Chemicals.