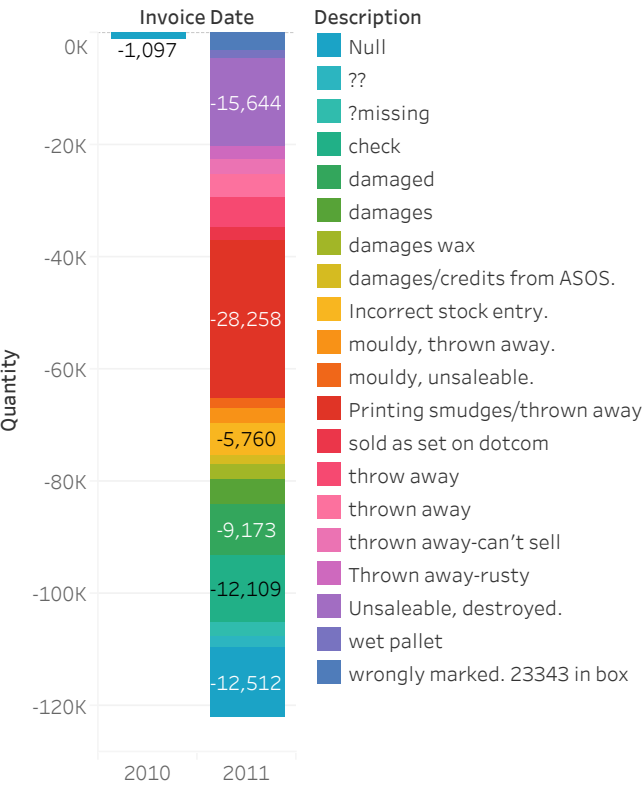
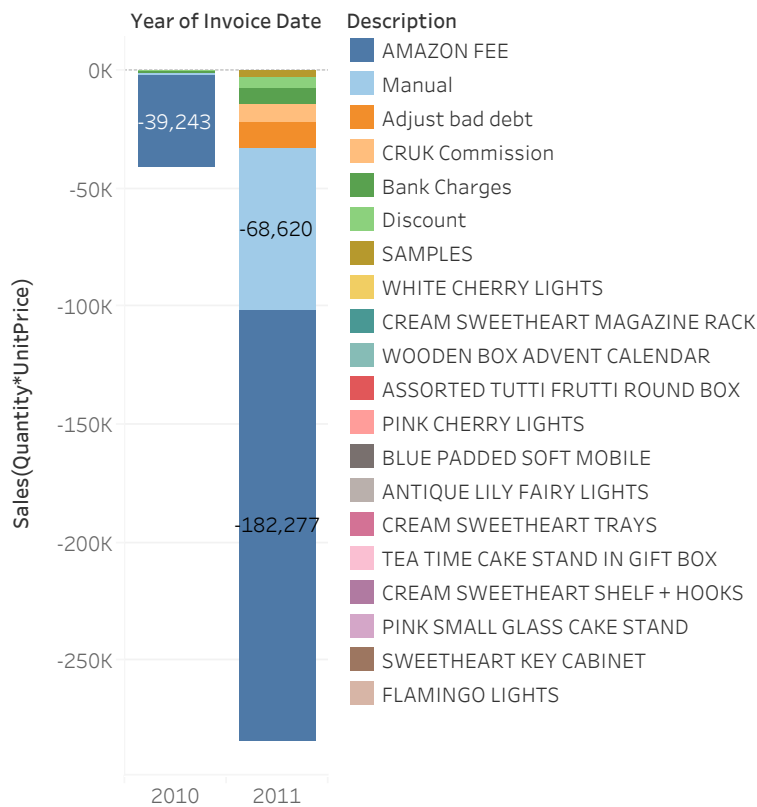


Bottom 20  
Decrease in  
Quantity per year



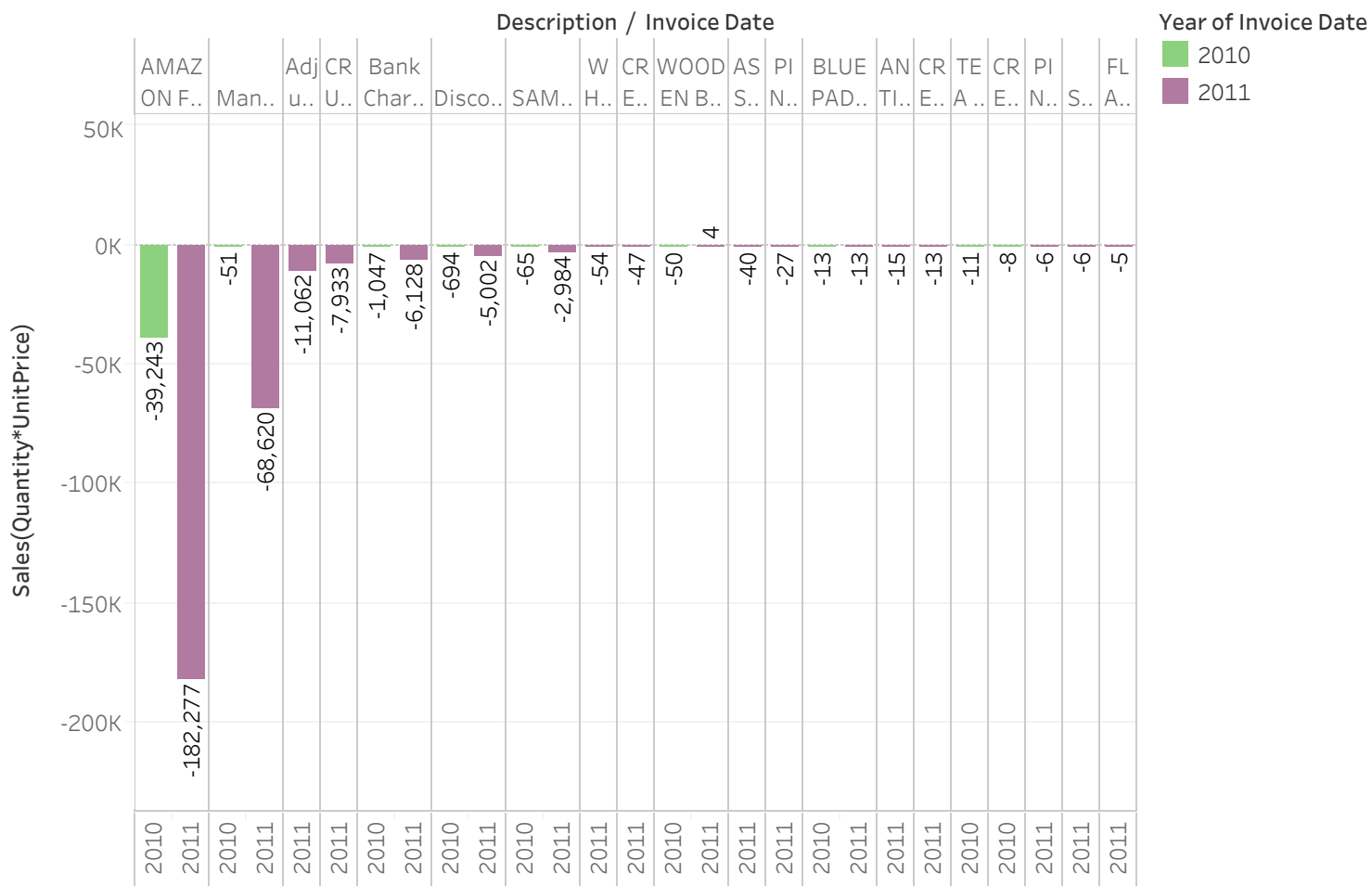
Sum of Quantity for each Invoice Date Year. Color shows details about Description. The data is filtered on Action (Description,Stock Code), Action (Description,YEAR(Invoice Date)) and Action (Description,YEAR(Invoice Date)) 1. The Action (Description,Stock Code) filter keeps 5,634 members. The Action (Description,YEAR(Invoice Date)) filter keeps 6,847 members. The Action (Description,YEAR(Invoice Date)) 1 filter keeps 6,847 members. The view is filtered on Description, which has multiple members selected.

Bottom 20  
Decrease in  
Sales/Revenue per  
year



Sum of Sales(Quantity\*UnitPrice) for each Invoice Date Year. Color shows details about Description. The data is filtered on Action (Description,Stock Code) and Action (Description,YEAR(Invoice Date)). The Action (Description,Stock Code) filter keeps 5,634 members. The Action (Description,YEAR(Invoice Date)) filter keeps 6,847 members. The view is filtered on Description, which has multiple members selected.

Bottom 20 Items/Services' Partition of Decrease in Sales/Revenue for both Years



Sum of Sales(Quantity\*UnitPrice) for each Invoice Date Year broken down by Description. Color shows details about Invoice Date Year. The data is filtered on Action (Description,Stock Code), Action (Description,YEAR(Invoice Date)) and Action (Description,YEAR(Invoice Date)) 1. The Action (Description,Stock Code) filter keeps 5,634 members. The Action (Description,YEAR(Invoice Date)) filter keeps 6,847 members. The Action (Description,YEAR(Invoice Date)) 1 filter keeps 6,847 members. The view is filtered on Description, which has multiple members selected.

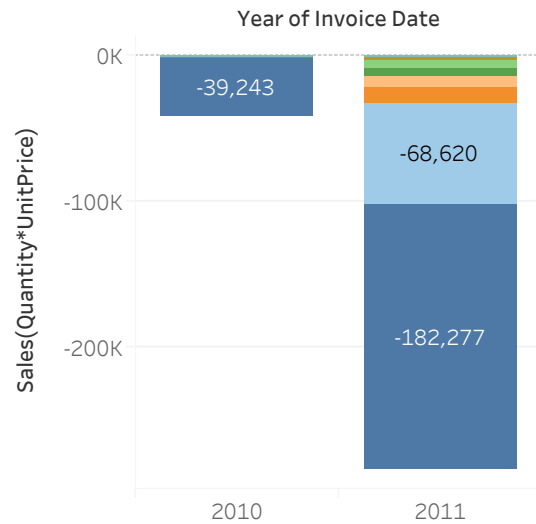
Stock Code with Description

Stock Code	Description	Sales(Quantity*UnitPri..
AMAZONFEE	AMAZON FEE	
M	Manual	-221,521
B	Adjust bad debt	
CRUK	CRUK Commission	
BANK CHARGES	Bank Charges	
D	Discount	
S	SAMPLES	
79323W	WHITE CHERRY LIGHTS	
85063	CREAM SWEETHEART MA..	
35400	WOODEN BOX ADVENT C..	
21645	ASSORTED TUTTI FRUTTI ..	
79323P	PINK CHERRY LIGHTS	
20703	BLUE PADDED SOFT MOBI..	
85042	ANTIQUE LILY FAIRY LIGH..	
85065	CREAM SWEETHEART TR..	
37503	TEA TIME CAKE STAND IN ..	
85068	CREAM SWEETHEART SH..	
84750A	PINK SMALL GLASS CAKE ..	
84839	SWEETHEART KEY CABIN..	
79320	FLAMINGO LIGHTS	
21656	samples	

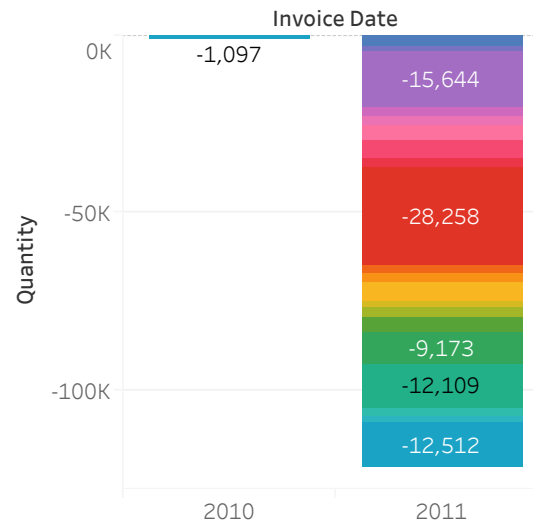
Sum of Sales(Quantity\*UnitPrice) (color) broken down by Stock Code and Description. The data is filtered on Action (Description,YEAR(Invoice Date)) and Action (Description,YEAR(Invoice Date)) 1. The Action (Description,YEAR(Invoice Date)) filter keeps 6,847 members. The Action (Description,YEAR(Invoice Date)) 1 filter keeps 6,847 members. The view is filtered on Description, which has multiple members selected.

## Decrease in Quantity, Sales/Revenue for Bottom 20 Items/Services

Bottom 20 Decrease in Sales/Revenue per year



Bottom 20 Decrease in Quantity per year



Stock Code with Description

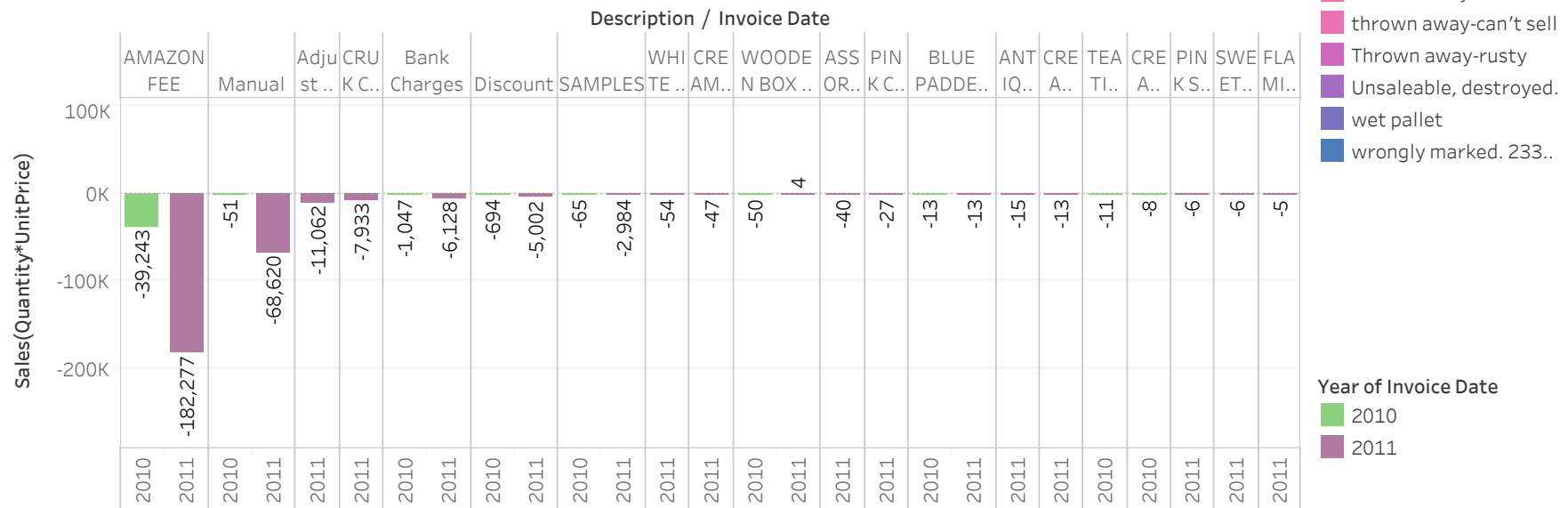
Stock Code	Description
AMAZONFEE	AMAZON F..
M	Manual
B	Adjust bad ..
CRUK	CRUK Com..
BANK CHAR..	Bank Charg..
D	Discount
S	SAMPLES
79323W	WHITE CHE..
85063	CREAM SW..
35400	WOODEN B..
21645	ASSORTED ..
79323P	PINK CHER..
20703	BLUE PADD..

Sales(Quantity\*UnitPrice)  
-221,521 0

Description

- Null
- ??
- ?missing
- check
- damaged
- damages
- damages wax
- damages/credits fro..
- Incorrect stock entry.
- mouldy, thrown away.
- mouldy, unsaleable.
- Printing smudges/thr..
- sold as set on dotcom
- throw away
- thrown away
- thrown away-can't sell
- Thrown away-rusty
- Unsaleable, destroyed.
- wet pallet
- wrongly marked. 233..

Bottom 20 Items/Services' Partition of Decrease in Sales/Revenue for both Years



Year of Invoice Date

- 2010
- 2011