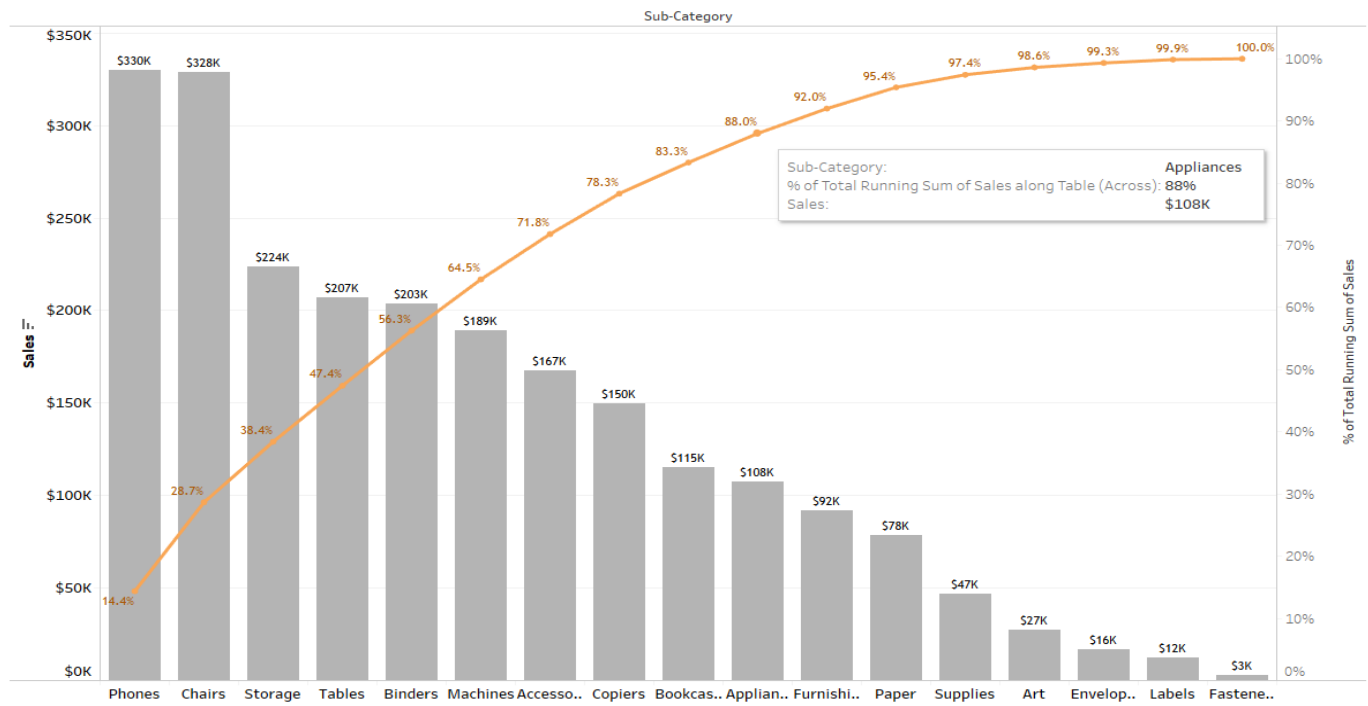


## Pareto chart analysis of Sales



- The left vertical axis of the Pareto chart has sum of sales. Each vertical bar represents the sum of sales in that sub category. The bars are placed on the graph in rank order, that is the bar at the left has the highest sum of sales.
- The right vertical axis has percent demarcations. The line represents ascending cumulative sales total in percent. Line is used to add the percentages from each bar.
- Thus, we can see which bars contributes to the most sales, and with the cumulative line, determine how much of the total sales is contributed by the highest few in this Pareto chart analysis.