



809

CountOrders

50119

TotalQty

\$1,327,014.8

TotalAmount

\$87,159.2

TotalDiscount

Date

1/1/1996



12/31/1998



Net Sales by Country



\$392,365.86

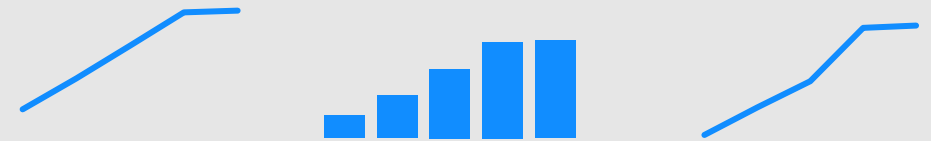
Net Sales YTD

\$15,049

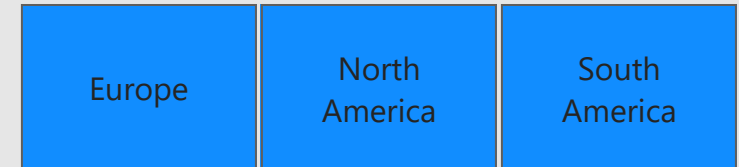
Quantity YTD

\$22,320.59

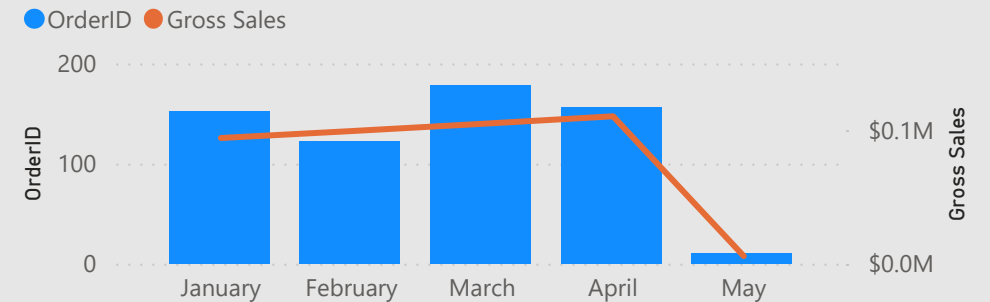
Discount\$ YTD



Country (groups)



Total Orders and Gross Sales by Month





MAIN

PRODUCTS

ORDERS

CUSTOMERS

EMPLOYEES

INFLUENCERS



Category, ProductName
All

Country (groups), Count...
All

Customer Name
All

Employee Name, Title
All

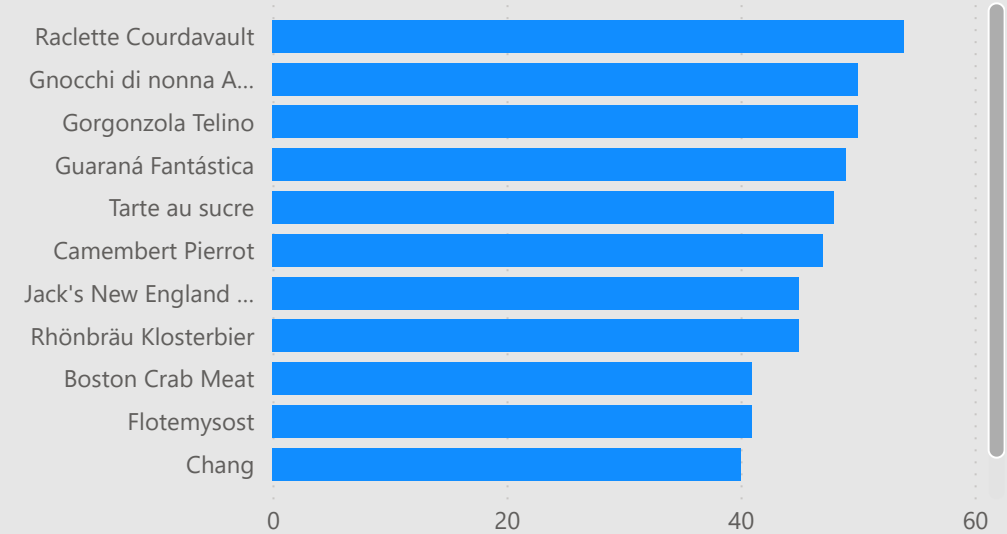
Date
1/1/1996 12/31/1998

Category	Gross Sales	Discount\$	Net Sales	CountOrders
Beverages	\$262,572.49	\$14,716.17	\$247,856.32	343
Condiments	\$105,047.20	\$6,126.16	\$98,921.04	189
Confections	\$164,672.04	\$7,904.69	\$156,767.35	286
Dairy Products	\$230,951.18	\$13,745.84	\$217,205.34	294
Grains/Cereals	\$90,779.57	\$4,081.92	\$86,697.65	179
Meat/Poultry	\$162,132.22	\$11,947.12	\$150,185.10	157
Produce	\$93,630.79	\$4,088.74	\$89,542.05	122
Seafood	\$130,070.14	\$8,362.94	\$121,707.20	284
Total	\$1,239,855.63	\$70,973.58	\$1,168,882.05	809

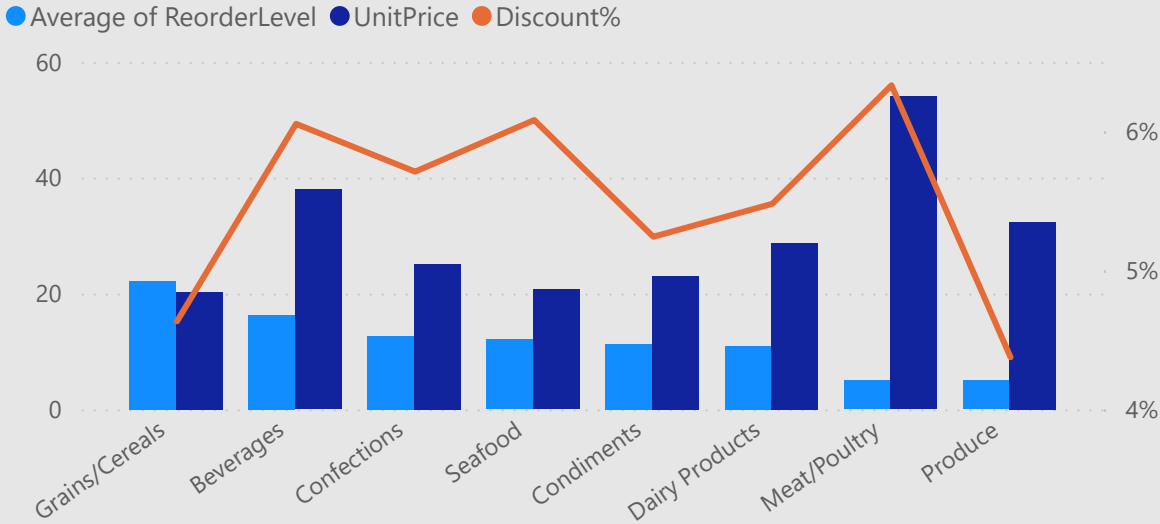
Quantity by Category



Top 12 Orders by Product



Average of ReorderLevel, UnitPrice and Discount% by Category





MAIN

PRODUCTS

ORDERS

CUSTOMERS

EMPLOYEES

INFLUENCERS



Category, ProductName
All

Country (groups), Count...
All

Customer Name
All

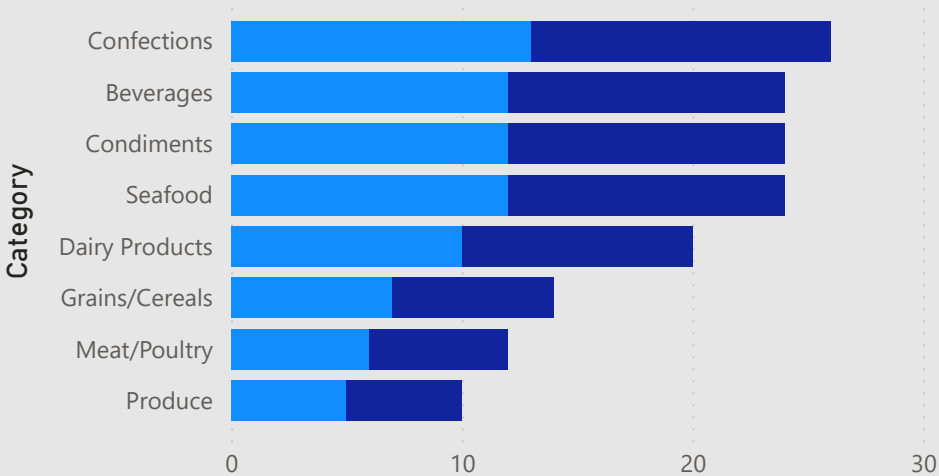
Average Days to Ship



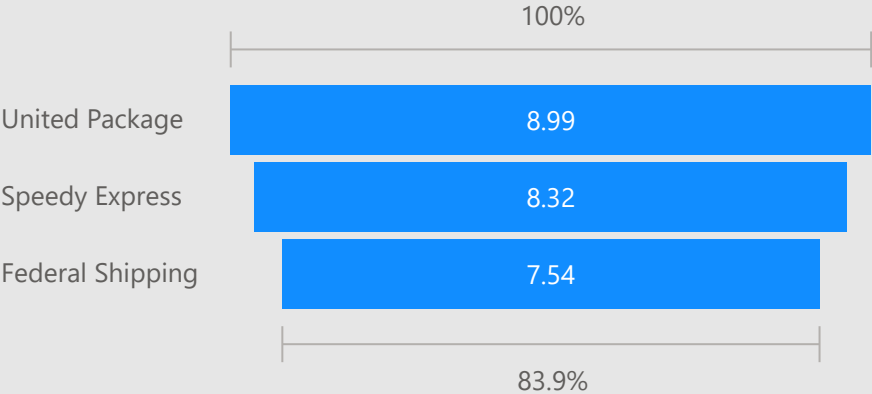
Date
1/1/1996 12/31/1998

Units in Stock and Units on Order

Count of UnitsInStock Count of UnitsOnOrder



Average Days to Ship



Units in Stock vs on Order

Shippers

Year	Month Name	CountOrders	TotalAmount	PrevM_Amount	TotalAmount MoM%
CY1996	July	22	\$30,192.1		
CY1996	August	25	\$26,609.4	\$30,192.10	-0.12
CY1996	September	23	\$27,636.0	\$26,609.40	0.04
CY1996	October	26	\$41,203.6	\$27,636.00	0.49
CY1996	November	25	\$49,704.0	\$41,203.60	0.21
CY1996	December	31	\$50,953.4	\$49,704.00	0.03
CY1997	January	33	\$66,692.8	\$50,953.40	0.31
CY1997	February	29	\$41,207.2	\$66,692.80	-0.38
CY1997	March	30	\$39,979.9	\$41,207.20	-0.03
CY1997	April	31	\$55,699.4	\$39,979.90	0.39
CY1997	May	32	\$56,823.7	\$55,699.39	0.02
CY1997	June	30	\$39,088.0	\$56,823.70	-0.31
CY1997	July	33	\$55,464.9	\$39,088.00	0.42
CY1997	August	33	\$49,981.7	\$55,464.93	-0.10
CY1997	September	37	\$59,733.0	\$49,981.69	0.20
CY1997	October	38	\$70,328.5	\$59,733.02	0.18
CY1997	November	34	\$45,913.4	\$70,328.50	-0.35
CY1997	December	48	\$77,476.3	\$45,913.36	0.69
CY1998	January	55	\$100,854.7	\$77,476.26	0.30
CY1998	February	54	\$104,562.0	\$100,854.72	0.04
CY1998	March	73	\$109,825.5	\$104,561.95	0.05
CY1998	April	63	\$120,987.6	\$109,825.45	0.10
CY1998	May	4	\$6,097.9	\$120,987.56	-0.95
CY1998	June			\$6,097.90	-1.00
Total		809	\$1,327,014.8	\$1,327,014.83	0.00



MAIN

PRODUCTS

ORDERS

CUSTOMERS

EMPLOYEES

INFLUENCERS



Category, ProductName

All

Country (groups), Count...

All

Customer Name

All

Employee Name, Title

All

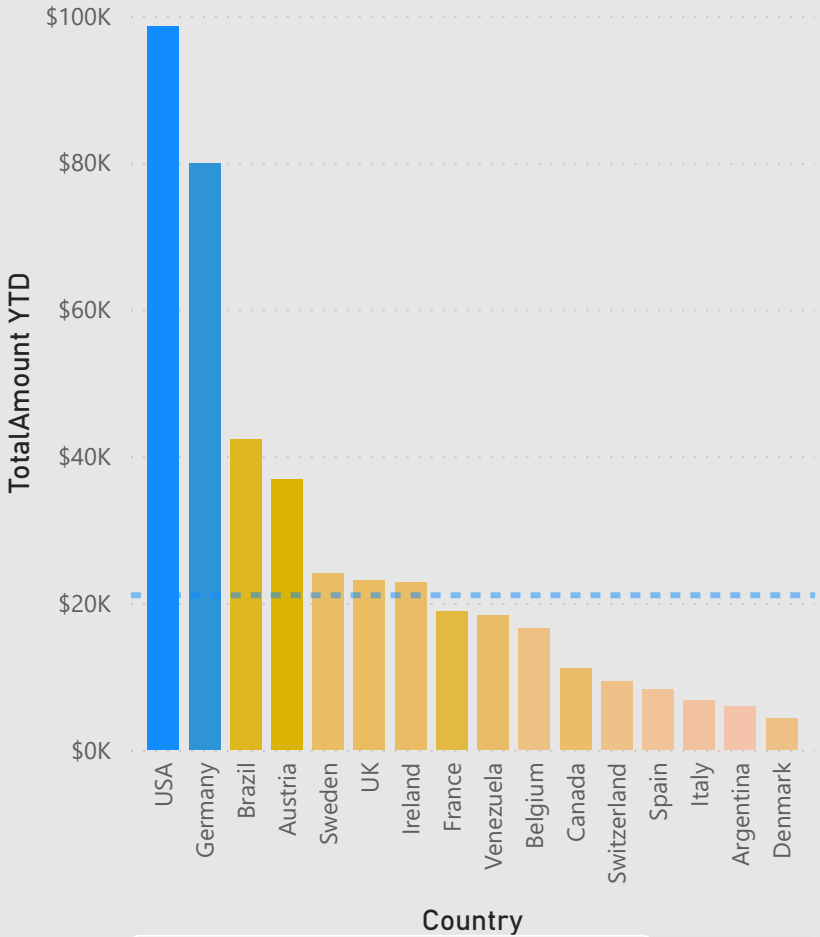
Date

1/1/1996

12/31/1998

ContactName	Rank	Orders	TotalAmount LY	TotalAmount YTD	Change YoY	Sales Value Classif.
Jose Pavarotti	1	39	20,609.70	\$14,675.6	-5,934.15	4) Very High
Roland Mendel	2	25	16,578.80	\$14,454.4	-2,124.40	4) Very High
Horst Kloss	3	19	19,704.40	\$3,577.5	-16,126.90	4) Very High
Paula Wilson	4	20	12,142.70	\$5,997.0	-6,145.70	3) High
Patricia McKenna	5	19	12,352.20	\$1,653.7	-10,698.50	3) High
Peter Franken	6	16	9,435.05	\$3,073.8	-6,361.30	3) High
Elizabeth Lincoln	7	12	4,515.50	\$5,739.8	1,224.30	3) High
Jean Fresnière	8	11	9,372.00		-9,372.00	2) Medium
Carlos Hernández	9	15	7,789.70	\$1,278.6	-6,511.10	2) Medium
Philip Cramer	10	10	4,424.00	\$3,701.5	-722.50	2) Medium
Pascale Cartrain	11	10	2,754.00	\$5,061.0	2,307.00	2) Medium
Maria Larsson	12	14	5,557.50	\$1,152.4	-4,405.15	2) Medium
Lúcia Carvalho	13	10	6,008.40	\$537.5	-5,470.90	2) Medium
Pirkko Koskitalo	14	9	6,430.30		-6,430.30	2) Medium
Karl Jablonski	15	10	2,277.00	\$3,575.8	1,298.75	2) Medium
Janete Limeira	16	9	2,125.90	\$3,156.5	1,030.60	2) Medium
Christina Berglund	17	16	4,238.35	\$932.5	-3,305.85	2) Medium
Henriette Pfalzheim	18	11	4,716.55	\$305.5	-4,411.05	2) Medium
Yang Wang	19	8	2,357.70	\$2,377.6	19.90	1) Low
Rene Phillips	20	8	1,911.50	\$2,719.5	808.00	1) Low
Renate Messner	21	8	4,583.60		-4,583.60	1) Low
Laurence Lebihan	22	11	3,004.65	\$1,578.1	-1,426.55	1) Low
Frédérique Citeaux	23	7	4,144.60	\$437.5	-3,707.10	1) Low
Michael Holz	24	7	4,117.50	\$445.4	-3,672.10	1) Low
Hari Kumar	25	5	4,000.30		-4,000.30	1) Low
Palle Ibsen	26	8	2,849.00	\$1,102.5	-1,746.50	1) Low
Total	1	550	227,396.70	\$104,325.1	-123,071.65	4) Very High

TotalAmount YTD by Country





MAIN

PRODUCTS

ORDERS

CUSTOMERS

EMPLOYEES

INFLUENCERS

Category, ProductName

All

Country (groups), Count...

All

Customer Name

All

Employee Name, Title

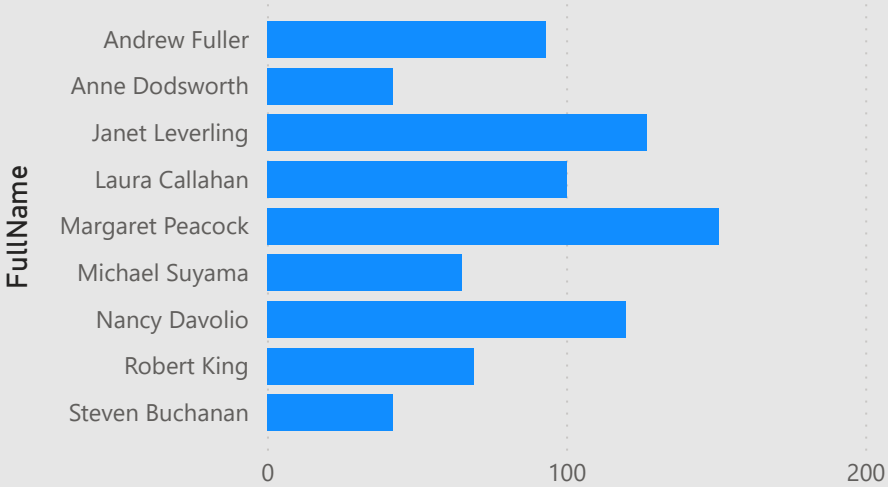
All

Date

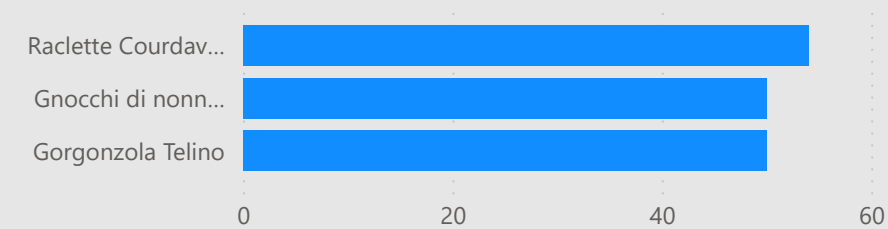
1/1/1996 12/31/1998

Andrew Fuller	Vice President, ...	Tacoma
FullName	Title	City
USA	2	3457
Country	EmployeeID	Extension

Orders by Employee



Top 3 Orders by Product



Employees





MAIN

PRODUCTS

ORDERS

CUSTOMERS

EMPLOYEES

INFLUENCERS



Category, ProductName
All

Country (groups), Count...
All

Customer Name
All

Employee Name, Title
All

Date
1/1/1996 12/31/1998

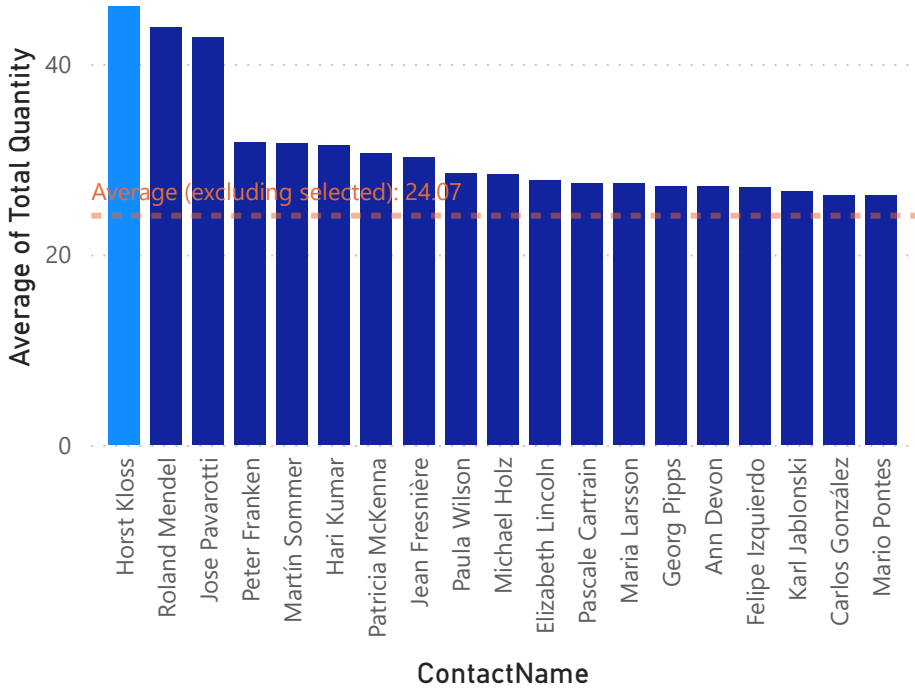
Key influencers Top segments



What influences Total Quantity to Increase ?

When...the average of Total Quantity increases by
ContactName is Horst Kloss	22.93
City is Cunewalde	22.93
ContactName is Roland Mendel	20.68
City is Graz	20.68
ContactName is Jose Pavarotti	19.77
Region is ID	19.77
City is Boise	19.77

← Total Quantity is more likely to increase when ContactName is Horst Kloss than otherwise (on average).



☐ Only show values that are influencers

Average of GDP by Country

