



- MAIN
- PRODUCTS
- ORDERS
- CUSTOMERS
- INFLUENCERS

809
CountOrders

50119
TotalQty

\$1,327,014.8
TotalAmount

\$87,159.2
TotalDiscount

Date

1/1/1996

12/31/1998

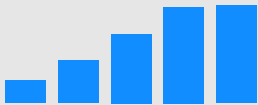
Net Sales by Country



\$392,365.86
Net Sales YTD

\$15,049
Quantity YTD

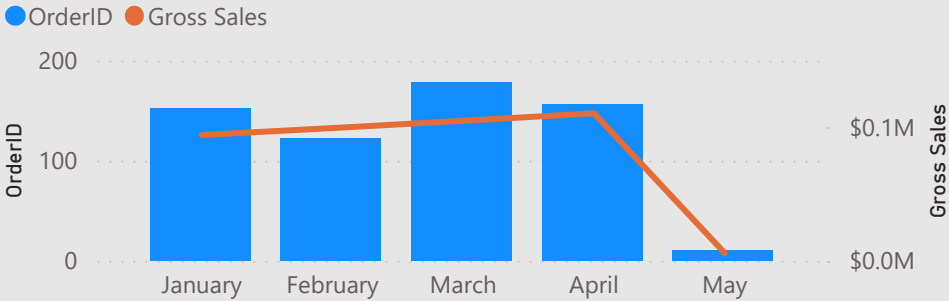
\$22,320.59
Discount\$ YTD



Country (groups)

- Europe
- North America
- South America

Total Orders and Gross Sales by Month





- MAIN
- PRODUCTS
- ORDERS
- CUSTOMERS
- INFLUENCERS

Category, ProductName
All

Country (groups), Count...
All

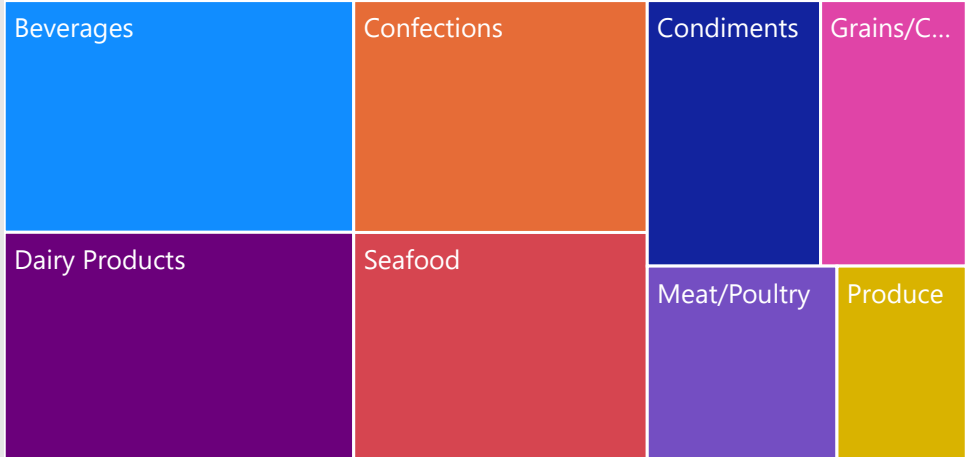
Customer Name
All

Employee Name, Title
All

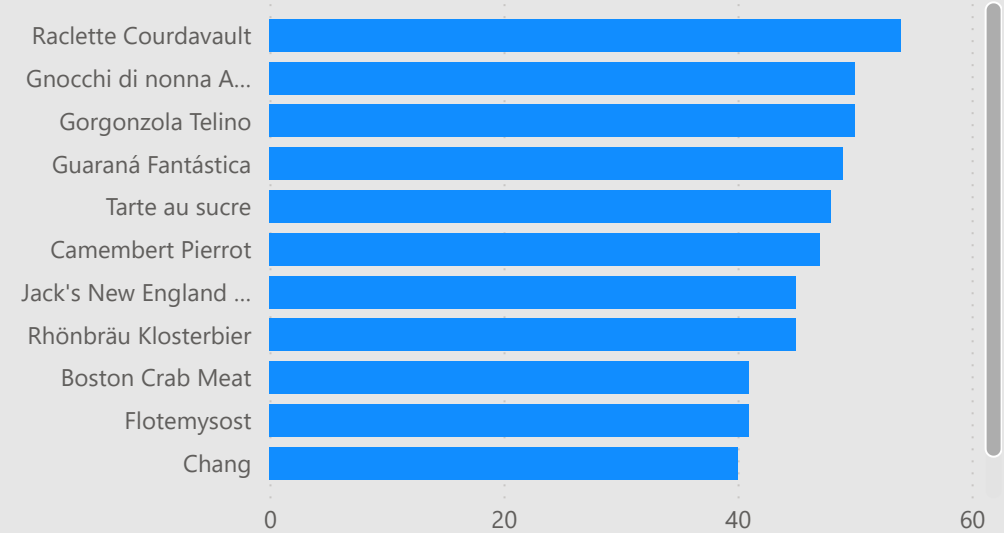
Date
1/1/1996 12/31/1998

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

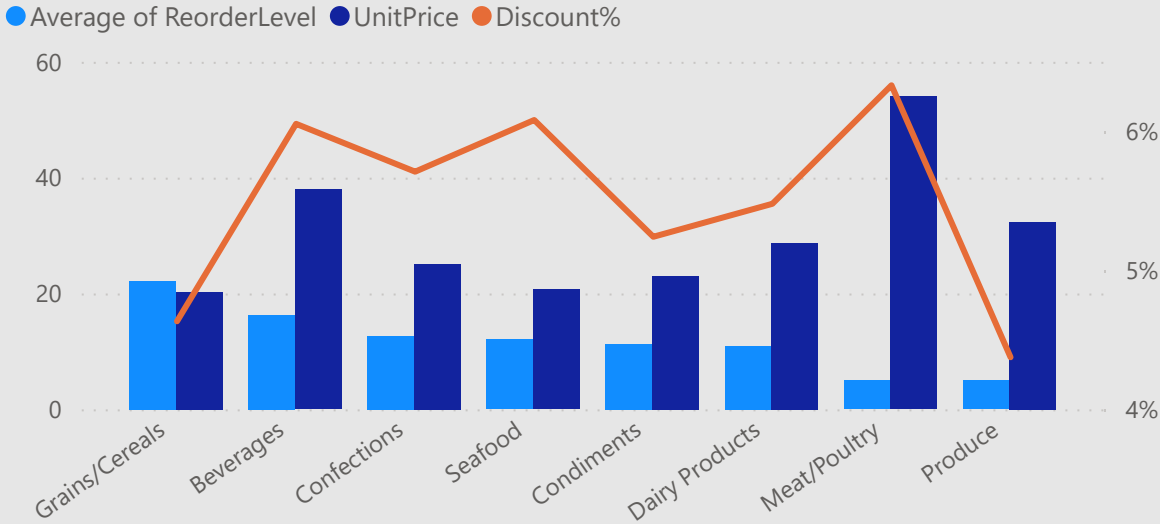
Quantity by Category



Top 12 Orders by Product



Average of ReorderLevel, UnitPrice and Discount% by Category





MAIN

PRODUCTS

ORDERS

CUSTOMERS

INFLUENCERS

Category, ProductName

All

Country (groups), Count...

All

Customer Name

All

Average Days to Ship



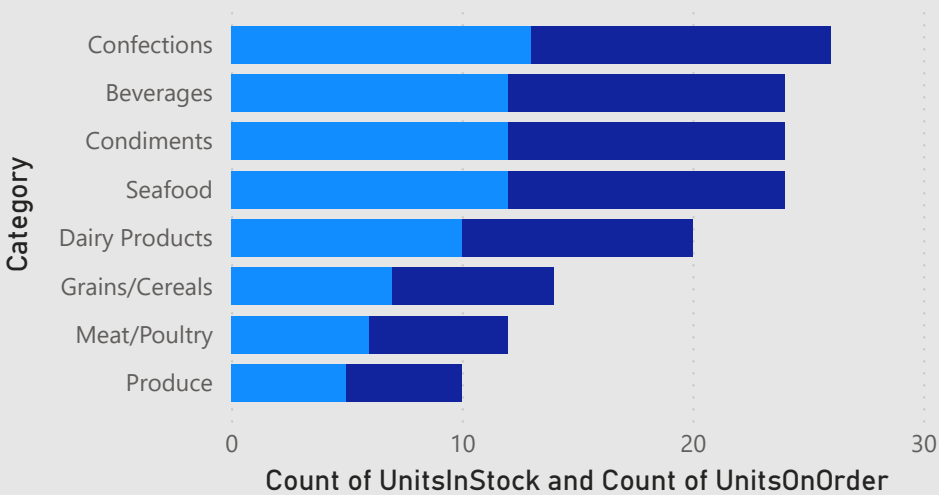
Date

1/1/1996

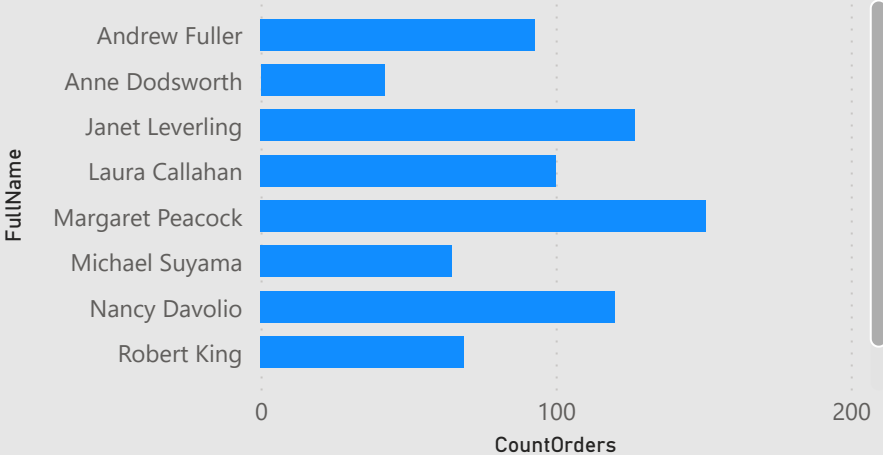
12/31/1998

Units in Stock and Units on Order by Category

Count of UnitsInStock Count of UnitsOnOrder



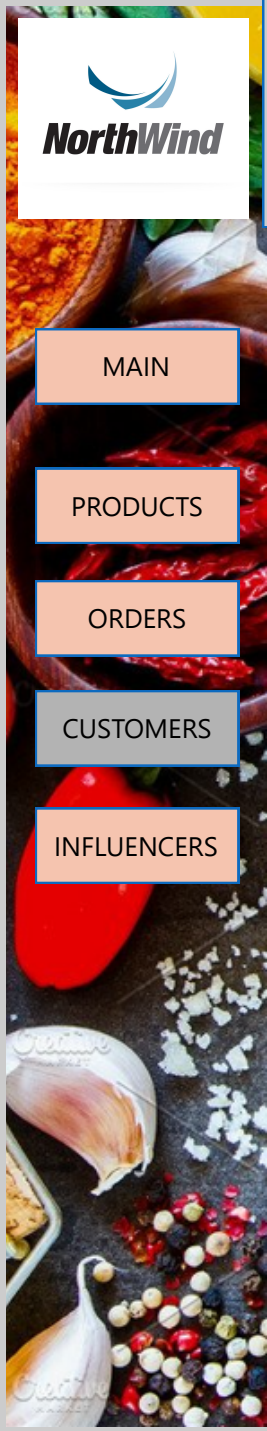
Orders by Employee



Units in Stock vs on Order

Shippers

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



Category, ProductName
All

Country (groups), Count...
All

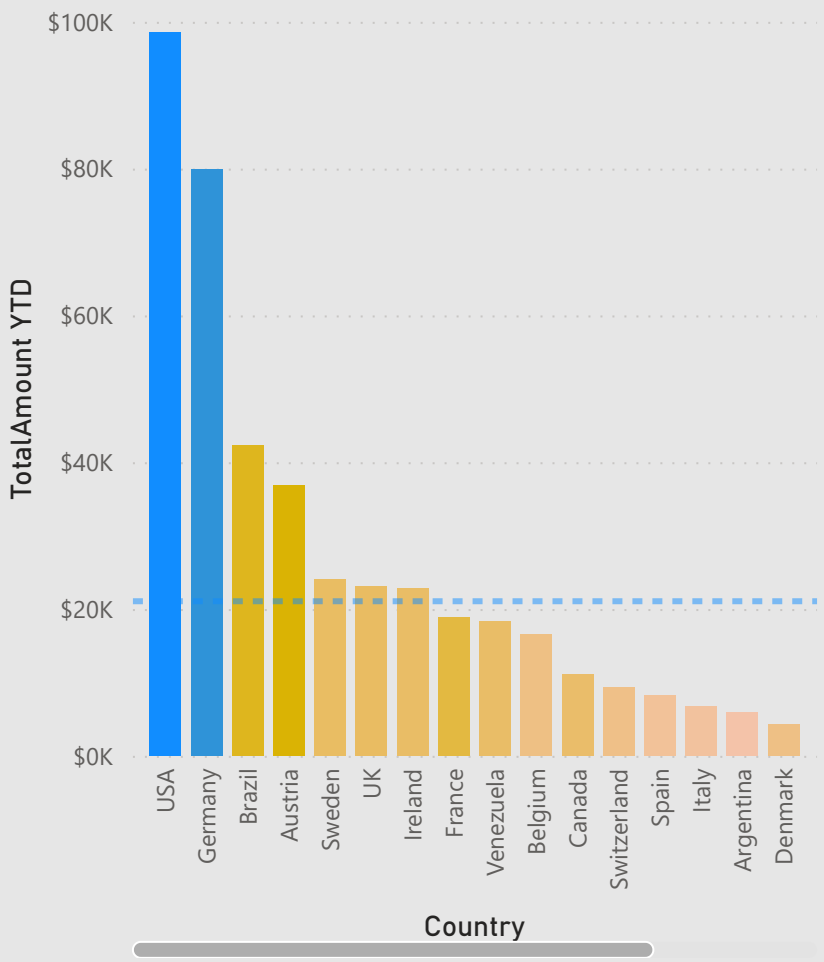
Customer Name
All

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
- 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

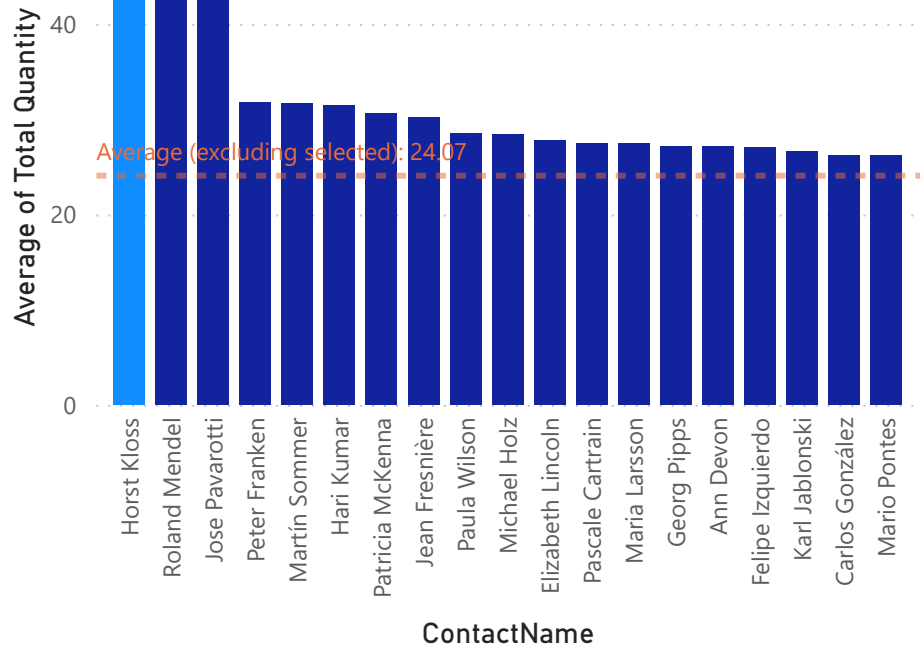
Region is ID

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

