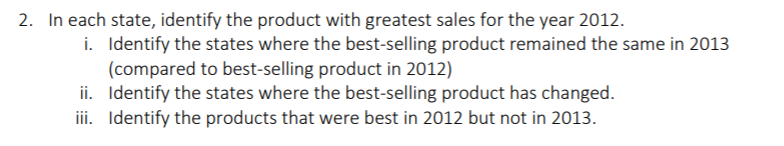
Ryan Hoff

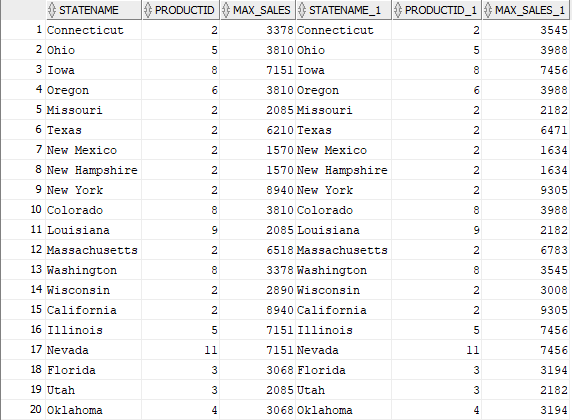












--Part II

There are no states where the best selling product has changed

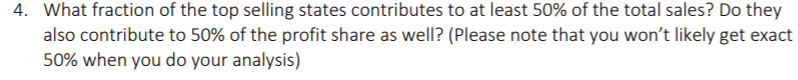
--Part III

There are no products better in 2013 than 2012

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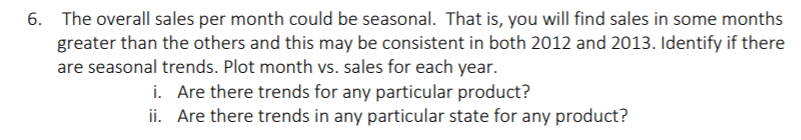


The top 7 of 20 states account for 50% of the sales

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Assuming all the costs of production are alike, Id recommend dropping Regular Expresso. From the previous graphs you can see it is not a preferred product in any state and it has the lowest sales numbers.



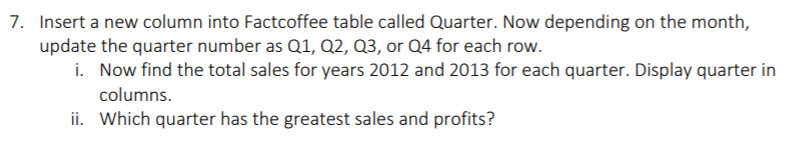


Graphing from excel gives…



The Trends are more easily visible in the high-selling products, one more noticeable trend is how Coloumbian coffee “fall”s off it popularity during the fall. Lemon gains popularity throughout the year with a small dip at the start of the fall.

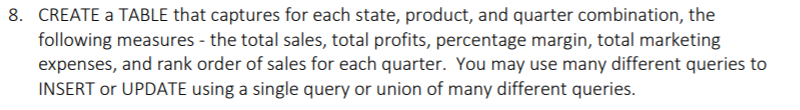
One trend is that California doesn’t appear to adhere to the macro-trends of product sales.



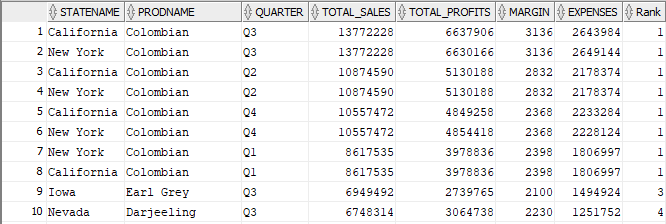


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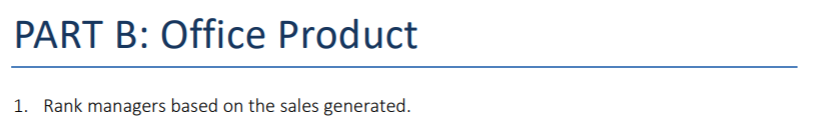
--Part ii. The best quarter was Q3 for both years.



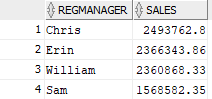




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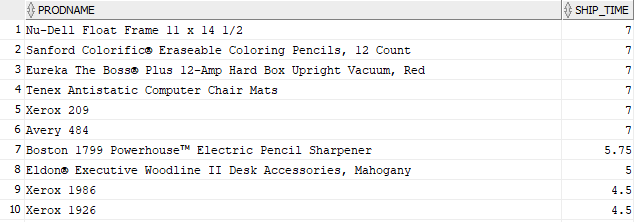






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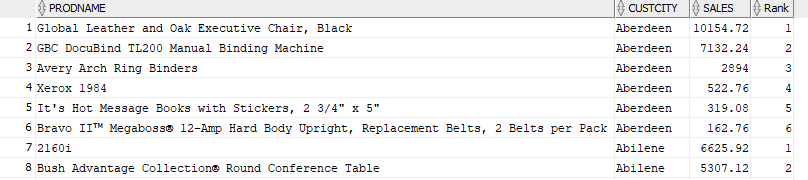


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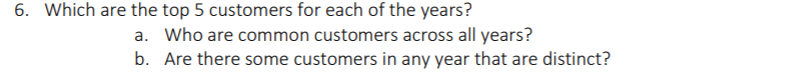


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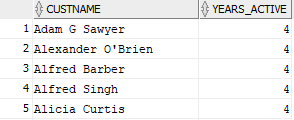




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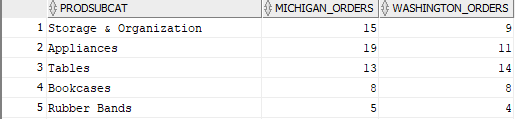


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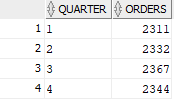
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