

94692 Data Science Practice - Spring 2022

Assessment Task 2

Analysing Company Performance with SQL

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Overview

This report is aimed to answer some business questions and analyze situations for Northwind, a company that imports and exports a variety of foods across multiple countries using Structured Query Language (SQL).

The questions posed by SQL deal aim to analyze product performance, supplier dominance as well as employees' evaluations using a set of different queries posed by the company.

Each query in this report will be supported either by tables, Tableau visualizations or appendices at the end of this report with SQL codes being attached as a separate file.

Introduction

Northwind's dataset consists of 13 tables containing information about orders placed, various products offered, supplier information, customer details as well as employee information.

Northwind company offers 77 different products across 8 different categories and distributes in 16 countries. The orders dataset contains 830 entries with quite a few amounts of missing information that will reflect on the results later on however, the orders_detail data set has around 2155 entries. As for the number of customers, the company currently has 91 different customers as for the database.

Operation wise, Northwind's sales team consists of 9 employees, either in the UK or the US, with the vice president of sale being Andrew Fuller.

Loading The DataBase

The first step to load the DataBase downloading the dataset using the link provided in the assessment brief by copying the contents of the file. After that, the next step is opening DBBeaver, creating a new DataBase connection and choosing PostgreSQL; the system is going to prompt for a username and

password which the user should have upon installation of PostgreSQL which in most cases would be “admin” for both as well as a host; usually the localhost and a port number which, in most cases, is 5432.

After being done with the above steps, left click on the database icon, go to SQL editor, open an SQL console and paste the contents of the file in the console and run it. By doing that, the dataset would be downloaded into the database and we can start with the queries by creating an SQL console for each.

Business Questions

Ten different queries are requested from Northwind, each of which deals with a different aspect of the company and the operation and all of which will be mentioned below, with their table results being attached in the appendix.

Buisness Question 1

The first query Northwind requested is for the annual review of pricing strategy where the company wants to look at the products priced between \$10 and \$50.

Results can be seen below in figure 1 with a heat map configuration; lighter colors being the cheaper prices, and the darker the color, the more expensive the item it, with the most expensive item in the range being the Tarte au Sauce with a price of \$49.30 and the products priced the least in the range being the Aniseed Syrup, Sir Rodney’s Scones and the Longlife Tofu. Those same results can also be seen in Appendix A.

Products Within The \$10-\$50 Price Range

Product Name	
Aniseed Syrup	10.00
Boston Crab Meat	18.40
Camembert Pierrot	34.00
Chartreuse verte	18.00
Chef Anton's Cajun Seaso..	22.00
Chocolade	12.75
Escargots de Bourgogne	13.25
Flotemysost	21.50
Genen Shouyu	13.00
Gnocchi di nonna Alice	38.00
Gorgonzola Telino	12.50
Grandma's Boysenberry S..	25.00
Gravad lax	26.00
Gudbrandsdalsost	36.00
Gula Malacca	19.45
Gumbär Gummibärchen	31.23
Gustaf's Knäckebröd	21.00
Ikura	31.00
Inlagd Sill	19.00
Ipoh Coffee	46.00
Lakkalikööri	18.00
Laughing Lumberjack Lager	14.00
Longlife Tofu	10.00
Louisiana Fiery Hot Peppe..	21.05
Louisiana Hot Spiced Okra	17.00
Mascarpone Fabioli	32.00
Maxilaku	20.00
Mozzarella di Giovanni	34.80
Nord-Ost Matjeshering	25.89
Northwoods Cranberry Sa..	40.00
NuNuCa Nuß-Nougat-Cre..	14.00
Original Frankfurter grün..	13.00
Outback Lager	15.00
Pâté chinois	24.00
Pavlova	17.45
Queso Cabrales	21.00
Queso Manchego La Pasto..	38.00
Ravioli Angelo	19.50
Röd Kaviar	15.00
Sasquatch Ale	14.00
Schoggi Schokolade	43.90
Scottish Longbreads	12.50
Sir Rodney's Scones	10.00
Sirup d'érable	28.50
Spegesild	12.00
Steeleye Stout	18.00
Tarte au sucre	49.30
Tofu	23.25
Uncle Bob's Organic Dried..	30.00
Valkoinen suklaa	16.25
Vegie-spread	43.90
Wimmers gute Semmelkn..	33.25

Figure 1-Products with \$10-\$50 Price Range

Business Question 2

The second query to address is for the logistics team that wants to review performances in year 1997 by checking the average days between the order date and the shipping date as well as the total volume of orders for each country. Results can be seen in figure 2 below as well as Appendix B

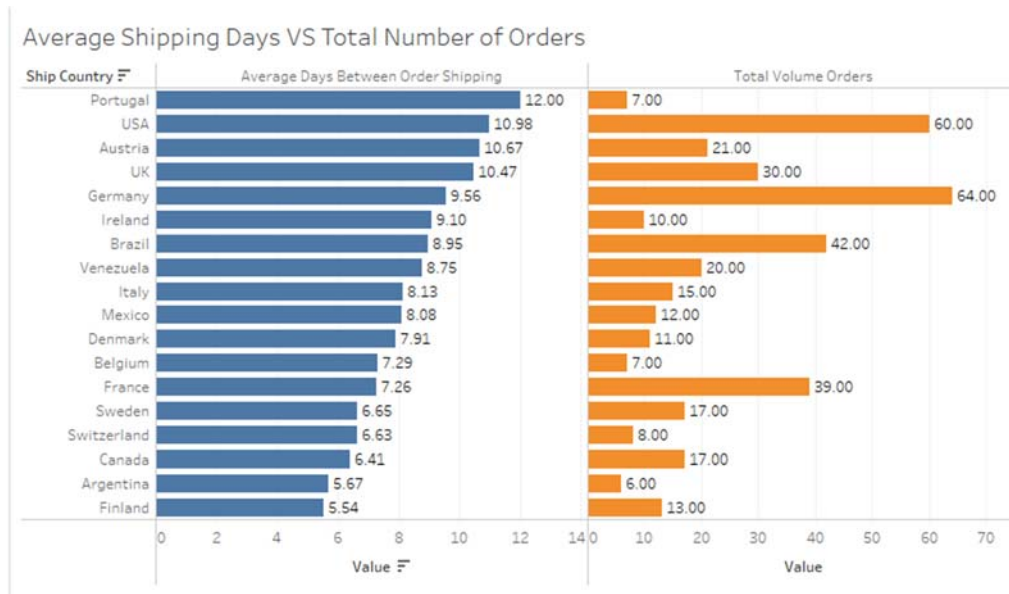


Figure 2- Average Shipping Days VS Total Number of Orders

Business Question 3

The HR Team is after a list of employees with all of their information which will be shown below in Table 1 as well as in Appendix C

Employee Information

Employee Full Name	Employee Title	Employee Age	Employee Tenure	Manager Full Name	Manager Title
Anne Dodsworth	Sales Representative	28	27	Steven Buchanan	Sales Manager
Janet Leverling	Sales Representative	28	30	Andrew Fuller	Vice President, Sales
Laura Callahan	Inside Sales Coordinator	36	28	Andrew Fuller	Vice President, Sales
Margaret Peacock	Sales Representative	55	29	Andrew Fuller	Vice President, Sales
Michael Suyama	Sales Representative	30	28	Steven Buchanan	Sales Manager
Nancy Davolio	Sales Representative	43	30	Andrew Fuller	Vice President, Sales
Robert King	Sales Representative	33	28	Steven Buchanan	Sales Manager
Steven Buchanan	Sales Manager	38	28	Andrew Fuller	Vice President, Sales

Table 1- Employee Information

Business Question 4

Query 4 aims to check the global performance of the company between the years 1996 and 1997 in order to identify the months where they performed well. They were interested in looking at the total number of orders and the total freight of orders monthly between the two years given that the total number of orders that month is more than 20 and the freight is greater than 2500. Results are displayed in figure 3 below as well as Appendix D.

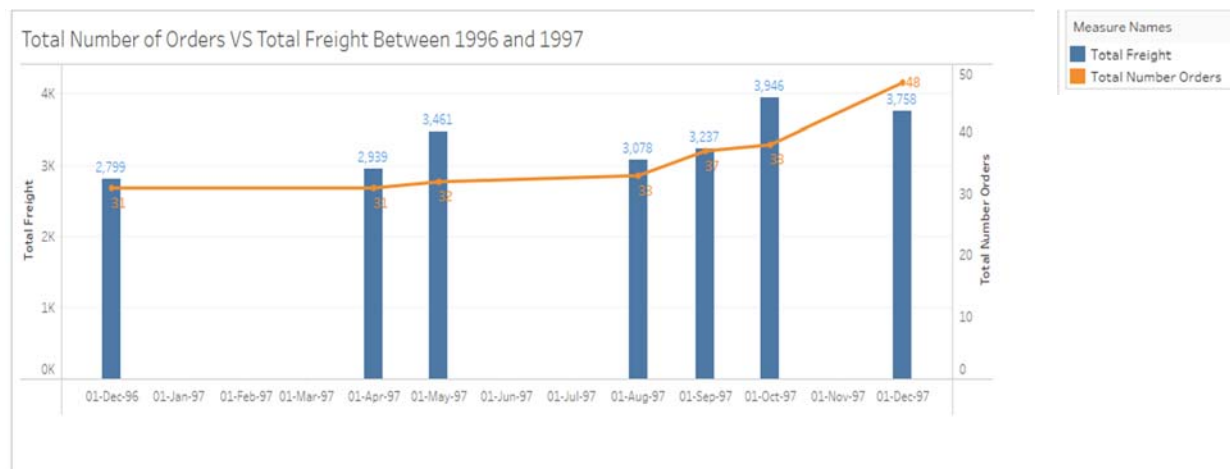


Figure 3- Total Number of Orders Vs Freight Between 1996 and 1997

It can be seen from the above figure that October of 1997 had the highest freight of 3946 and December 1997 has the biggest number of orders at 48 orders.

Business Question 5

The pricing team asked for this query where they wanted to compare the increase percentages of products from their initial date to the current date where the increase was not between 10% and 30%. However, no item on the list seemed to have increased less than 10% or more than 30%.

One item however has decreased in price by 20.11% which is the Mozzarella di Giovanni whose information can be seen in Appendix E.

Business Question 6

This query as well belongs to the pricing team where they are asking for a list displaying the performance of each category according to price range with 4 price ranges available:

- 1. Below \$10
- 2. \$10-\$20
- 3. \$20-\$50
- 4. Over \$50

The team wants the total amount of orders as well as volume of orders to be present in addition to the above

Figure 4 below displays the Total Number of orders per category across the different price ranges and it is clear that the best performing products overall are the beverages prices between \$10 and \$20.

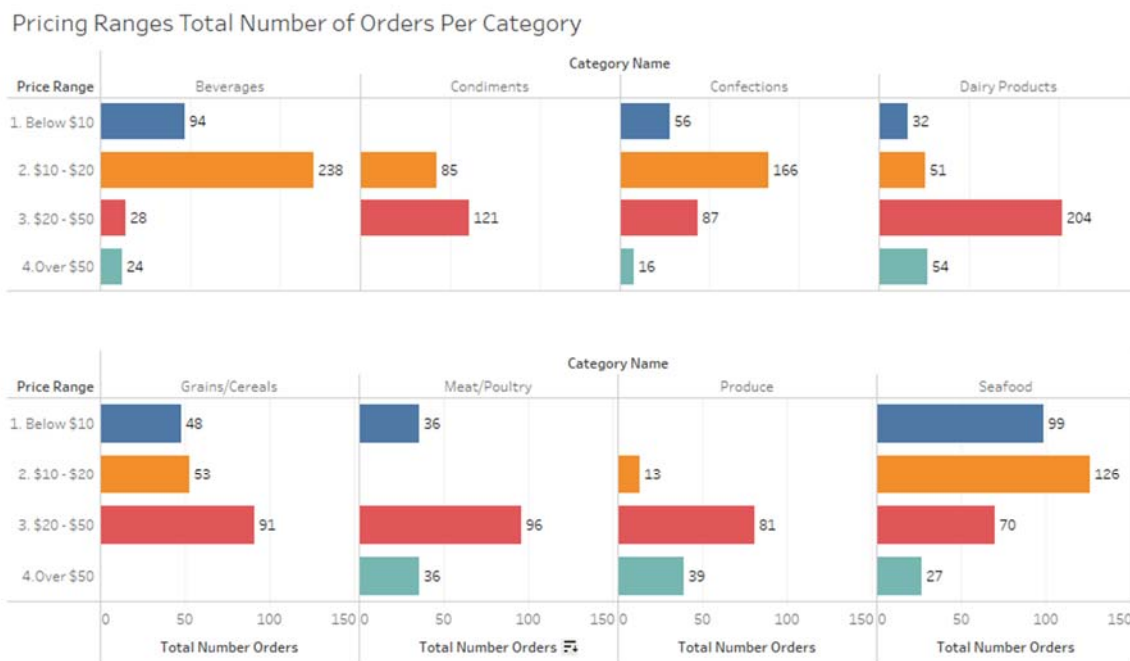


Figure 4 - Price Ranges Total Number of Order Per Category

Results for this same query is available in a table form in Appendix F at the end of the report as well.

Pricing Ranges Total Orders Amount Per Category

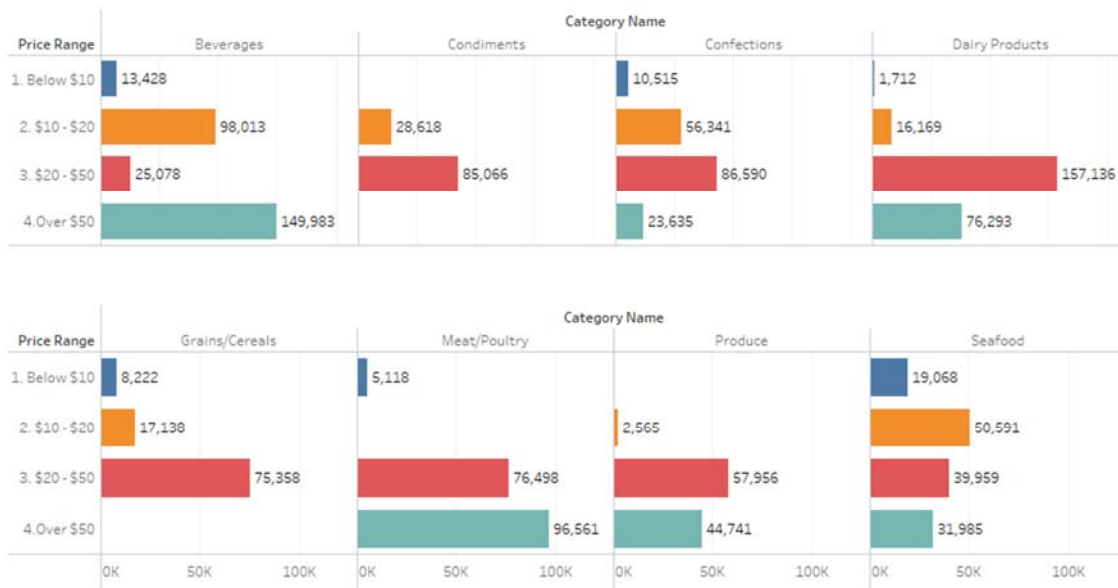


Figure 5- Total Order Amount Per Category for Each Price Range

Figure 5 above shows the same categories and price ranges in accordance to the total amount of orders instead of the total number of orders. Income wise, the best performing price range is generally the \$20 to \$50 range in most categories, additionally the most well performing products from a category belong to Dairy Products ranged between \$20 and \$50.

Business Question 7

The logistic team requested a breakdown of the suppliers' state for each region including their current stock and reorder levels. (Appendix G)

Figure 6 below showcases the products in stock as well as reorder level for each supplier region broken down by categories. The results show that American Suppliers have a large number of products from the beverages category in stock. Same goes for the Dairy and Seafood Products for the European suppliers with over 380 products currently in stock.

As for the reorder level, the highest number would be for the reorder of Confections category by the Europe Supplier Region.

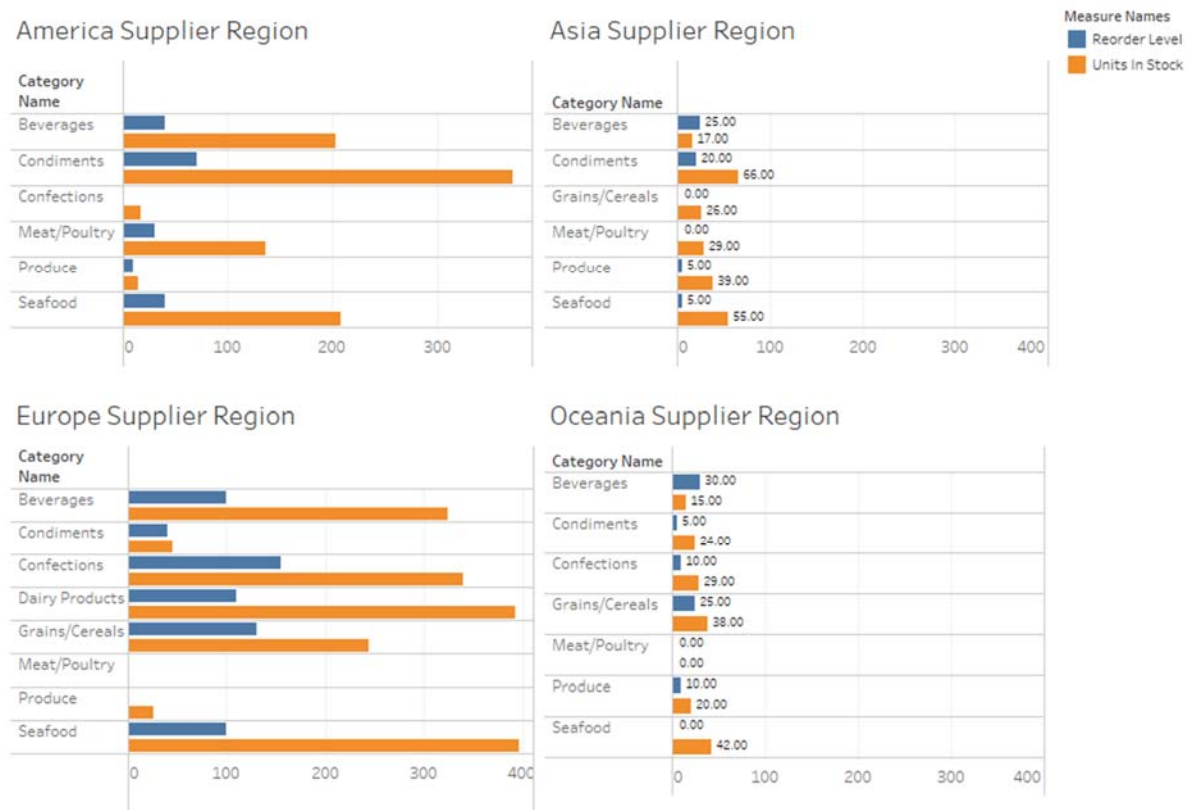


Figure 6 - Products in Stock and Reorder Level for Supplier Region by Category

Business Question 8

For the eighth query, the pricing team required a comparison between each product against their category average and median price. Results for this query are available in Appendix H as well as in the two graphs below; one displaying the categories' price comparisons against the average price and the other displaying the categories against the median prices of each.

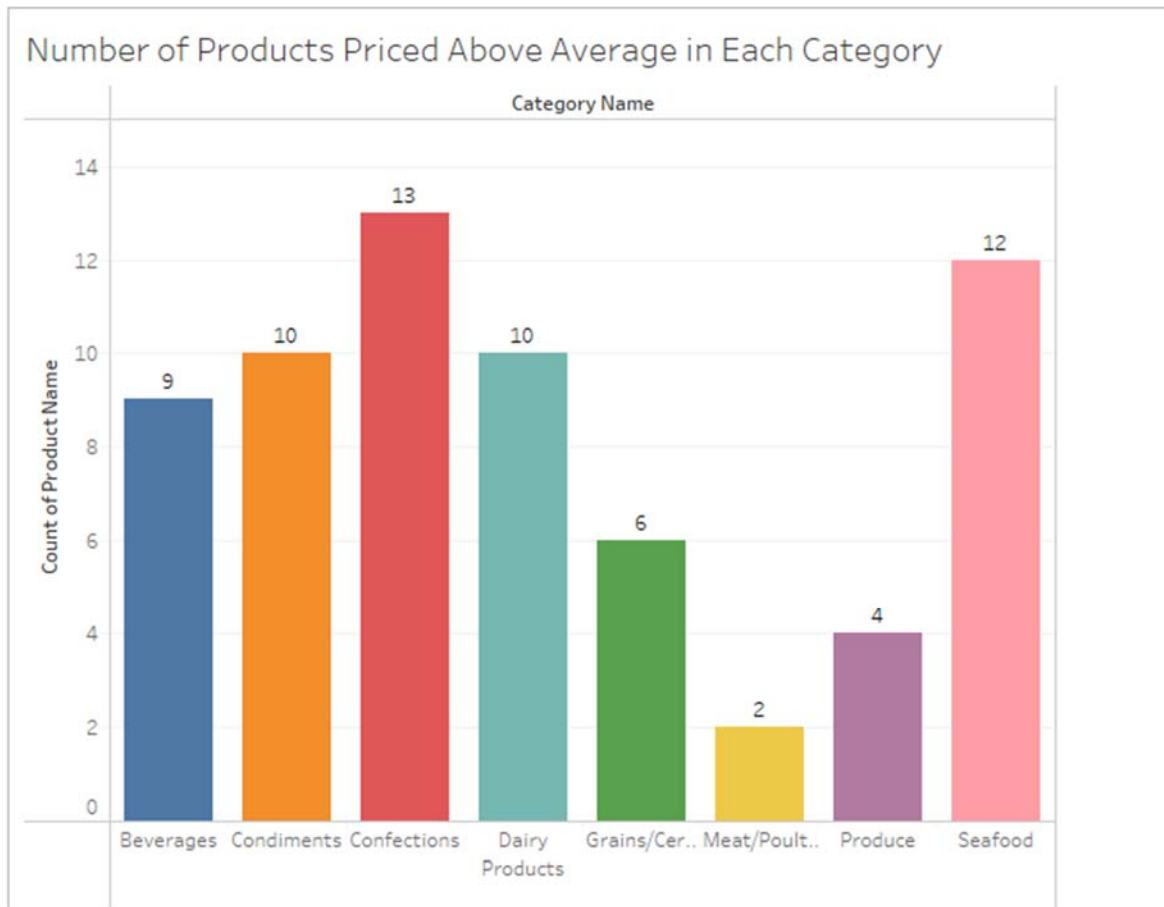


Figure 7- Number of Products Price Above Average in Each Category

Figure 7 displays the number of products priced above average in each category with the confection category having the most products priced above average with 13 in total and the Meat/Poultry category having the least with a total of 2 products.

As for figure 8 below, it visualizes the relative median price position for products in each category, with the positions being "Below Median", "Median" and "Above Median".

In most cases, the most products have the same price as the category median followed by prices being above the median but it is rare to see products priced below median as can be seen in figure 8.

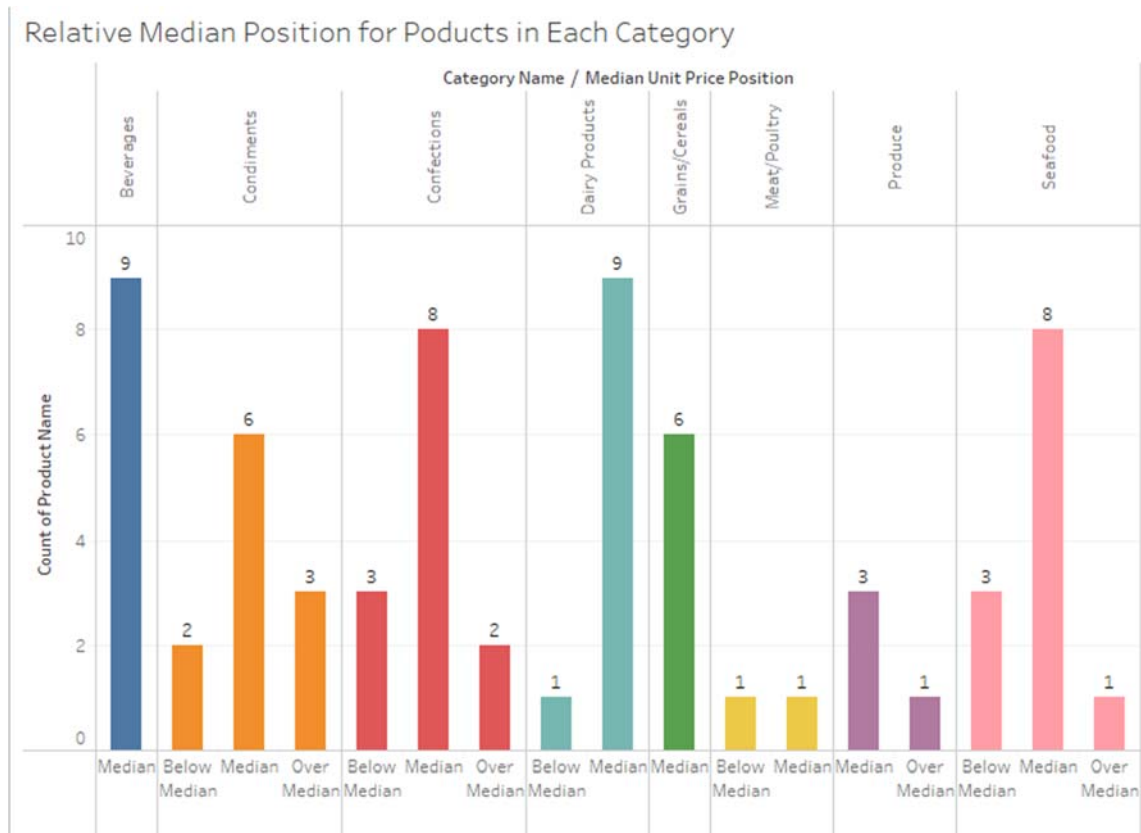


Figure 8- Relative Median Position for Products in Each Category

Business Question 9

The sales team would like to measure employee performances by looking at their total sales amount as well as discount amounts for query 9.

Figure 9 shows the total sale amount of employees including and excluding discount and it can be seen that Margaret Peacock is the sales executive with the best record in both sales with and without discount.

It can also be seen that the least performing employee is Steven Buchanan.



Figure 9- Employee Total Sale Amount INC and EXC discount

These results are also present in Appendix I.

Business Question 10

Similar to Query 9, this query is aimed to measure employee performance across different categories which can be seen in the figure below

Employee Sale Percentage

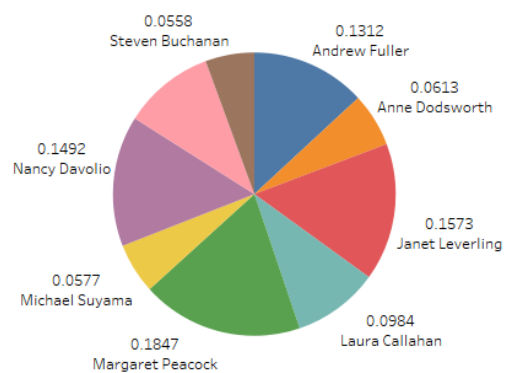


Figure 10- Employee Sale Percentage

Just as it was shown in query 9, it is yet again here proven in figure 10 that Margaret Peacock is the employee with the most overall sale percentage across all categories.

Appendix

In this section will be all the tables from the queries referenced above

Appendix A – Query 1

product_name	unit_price
Aniseed Syrup	10
Boston Crab Meat	18.4
Camembert Pierrot	34
Chartreuse verte	18
Chef Anton's Cajun Seasoning	22
Chocolade	12.75
Escargots de Bourgogne	13.25
Flotemysost	21.5
Genen Shouyu	13
Gnocchi di nonna Alice	38
Gorgonzola Telino	12.5
Grandma's Boysenberry Spread	25
Gravad lax	26
Gudbrandsdalsost	36
Gula Malacca	19.45
GumbÄr GummibÄrchen	31.23
Gustaf's KnÄckebrÄd	21
Ikura	31
Inlagd Sill	19
Ipoh Coffee	46
LakkalikÄÄri	18
Laughing Lumberjack Lager	14
Longlife Tofu	10
Louisiana Fiery Hot Pepper Sauce	21.05
Louisiana Hot Spiced Okra	17
Mascarpone Fabioli	32
Maxilaku	20
Mozzarella di Giovanni	34.8
Nord-Ost Matjeshering	25.89
Northwoods Cranberry Sauce	40
NuNuCa NuÄ-Nougat-Creme	14

Original Frankfurter grÄ½ne SoÄ½e	13
Outback Lager	15
PÄ½tÄ½ chinois	24
Pavlova	17.45
Queso Cabrales	21
Queso Manchego La Pastora	38
Ravioli Angelo	19.5
RÄ½ld Kaviar	15
Sasquatch Ale	14
Schoggi Schokolade	43.9
Scottish Longbreads	12.5
Sir Rodney's Scones	10
Sirop d'Ä½rable	28.5
Spegesild	12
Steeleye Stout	18
Tarte au sucre	49.3
Tofu	23.25
Uncle Bob's Organic Dried Pears	30
Valkoinen suklaa	16.25
Vegie-spread	43.9
Wimmers gute SemmelknÄ½del	33.25

Appendix B – Query 2

ship_country	average_days_between_order_shipping	total_volume_orders
Portugal	12	7
USA	10.98	60
Austria	10.67	21
UK	10.47	30
Germany	9.56	64
Ireland	9.1	10
Brazil	8.95	42
Venezuela	8.75	20
Italy	8.13	15
Mexico	8.08	12
Denmark	7.91	11

Belgium	7.29	7
France	7.26	39
Sweden	6.65	17
Switzerland	6.63	8
Canada	6.41	17
Argentina	5.67	6
Finland	5.54	13

Appendix C – Query 3

employee_full_name	employee_title	employee_age	employee_tenure	manager_full_name	manager_title
Anne Dodsworth	Sales Representative	28	27	Steven Buchanan	Sales Manager
Janet Leverling	Sales Representative	28	30	Andrew Fuller	Vice President, Sales
Michael Suyama	Sales Representative	30	28	Steven Buchanan	Sales Manager
Robert King	Sales Representative	33	28	Steven Buchanan	Sales Manager
Laura Callahan	Inside Sales Coordinator	36	28	Andrew Fuller	Vice President, Sales
Steven Buchanan	Sales Manager	38	28	Andrew Fuller	Vice President, Sales
Nancy Davolio	Sales Representative	43	30	Andrew Fuller	Vice President, Sales
Margaret Peacock	Sales Representative	55	29	Andrew Fuller	Vice President, Sales

Appendix D – Query 4

year_month	total_number_orders	total_freight
01-10-97	38	3946
01-12-97	48	3758
01-05-97	32	3461
01-09-97	37	3237
01-08-97	33	3078
01-04-97	31	2939
01-12-96	31	2799

Appendix E – Query 5

product_name	current_price	previous_unit_price	percentage_increase
Mozzarella di Giovanni	27.8	34.8	-20.11

Appendix F – Query 6

category_name	price_range	total_amount	total_number_orders
Beverages	1. Below \$10	13427.85	94
Beverages	2. \$10 - \$20	98013.2	238
Beverages	3. \$20 - \$50	25077.8	28
Beverages	4. Over \$50	149983.1	24
Condiments	2. \$10 - \$20	28617.75	85
Condiments	3. \$20 - \$50	85065.63	121
Confections	1. Below \$10	10514.5	56
Confections	2. \$10 - \$20	56340.72	166
Confections	3. \$20 - \$50	86589.8	87
Confections	4. Over \$50	23635.06	16
Dairy Products	1. Below \$10	1712.1	32
Dairy Products	2. \$10 - \$20	16169.3	51
Dairy Products	3. \$20 - \$50	157136.1	204
Dairy Products	4. Over \$50	76293.45	54
Grains/Cereals	1. Below \$10	8222.05	48
Grains/Cereals	2. \$10 - \$20	17137.9	53
Grains/Cereals	3. \$20 - \$50	75357.97	91
Meat/Poultry	1. Below \$10	5118.4	36
Meat/Poultry	3. \$20 - \$50	76498.4	96
Meat/Poultry	4. Over \$50	96560.85	36
Produce	2. \$10 - \$20	2565.35	13
Produce	3. \$20 - \$50	57956.47	81
Produce	4. Over \$50	44740.6	39
Seafood	1. Below \$10	19068.35	99
Seafood	2. \$10 - \$20	50590.92	126
Seafood	3. \$20 - \$50	39958.59	70
Seafood	4. Over \$50	31985.35	27

Appendix G – Query 7

supplier_region	category_name	units_in_stock	units_on_order	reorder_level
America	Beverages	203	0	40
America	Condiments	372	100	70
America	Confections	17	0	0
America	Meat/Poultry	136	0	30
America	Produce	15	0	10
America	Seafood	208	0	40
Asia	Beverages	17	10	25
Asia	Condiments	66	0	20
Asia	Grains/Cereals	26	0	0
Asia	Meat/Poultry	29	0	0
Asia	Produce	39	20	5
Asia	Seafood	55	0	5
Europe	Beverages	324	40	100
Europe	Condiments	45	70	40
Europe	Confections	340	180	155
Europe	Dairy Products	393	140	110
Europe	Grains/Cereals	244	90	130
Europe	Meat/Poultry	0	0	0
Europe	Produce	26	0	0
Europe	Seafood	396	120	100
Oceania	Beverages	15	10	30
Oceania	Condiments	24	0	5
Oceania	Confections	29	0	10
Oceania	Grains/Cereals	38	0	25
Oceania	Meat/Poultry	0	0	0
Oceania	Produce	20	0	10
Oceania	Seafood	42	0	0

Appendix H – Query 8

category_name	product_name	unit_price	average_unit_price	Median_unit_price	average_unit_price_position	median_unit_price_position
Beverages	Chartreuse verte	18	16.68	18	Over Average	Median
Beverages	C��te de Blaye	263.5	245.93	263.5	Over Average	Median
Beverages	Ipoh Coffee	46	43.04	46	Over Average	Median
Beverages	Lakkalik������ri	18	16.98	18	Over Average	Median
Beverages	Laughing Lumberjack Lager	14	13.72	14	Over Average	Median
Beverages	Outback Lager	15	14.15	15	Over Average	Median
Beverages	Rh����nbru��u Klosterbier	7.75	7.38	7.75	Over Average	Median
Beverages	Sasquatch Ale	14	12.97	14	Over Average	Median
Beverages	Steeleye Stout	18	17	18	Over Average	Median
Condiments	Aniseed Syrup	10	9.5	10	Over Average	Median
Condiments	Chef Anton's Cajun Seasoning	22	20.68	22	Over Average	Median
Condiments	Genen Shouyu	13	14.47	15.5	Below Average	Below Median
Condiments	Grandma's Boysenberry Spread	25	24.17	25	Over Average	Median
Condiments	Gula Malacca	19.45	18.13	19.45	Over Average	Over Median
Condiments	Louisiana Fiery Hot Pepper Sauce	21.05	19.46	21.05	Over Average	Below Median
Condiments	Louisiana Hot Spiced Okra	17	15.3	15.3	Over Average	Over Median
Condiments	Northwoods Cranberry Sauce	40	38.77	40	Over Average	Median
Condiments	Original Frankfurter gr����ne So����e	13	12.11	13	Over Average	Median
Condiments	Sirop d'����rable	28.5	27.79	28.5	Over Average	Median
Condiments	Vegie-spread	43.9	40.79	43.9	Over Average	Over Median
Confections	Chocolade	12.75	11.9	12.75	Over Average	Median
Confections	Gumb����r Gummib����rchen	31.23	28.86	31.23	Over Average	Below Median
Confections	Maxilaku	20	18.48	20	Over Average	Median
Confections	NuNuCa Nu����-Nougat-Creme	14	13.07	14	Over Average	Median
Confections	Pavlova	17.45	16.38	17.45	Over Average	Over Median

Confections	Schoggi Schokolade	43.9	40.97	43.9	Over Average	Over Median
Confections	Scottish Longbreads	12.5	11.54	12.5	Over Average	Median
Confections	Sir Rodney's Marmalade	81	75.94	81	Over Average	Median
Confections	Sir Rodney's Scones	10	9.38	10	Over Average	Median
Confections	Tarte au sucre	49.3	46.41	49.3	Over Average	Below Median
Confections	Teatime Chocolate Biscuits	9.2	8.53	9.2	Over Average	Below Median
Confections	Valkoinen suklaa	16.25	14.95	16.25	Over Average	Median
Confections	Zaanse koeken	9.5	9.14	9.5	Over Average	Median
Dairy Products	Camembert Pierrot	34	32.13	34	Over Average	Median
Dairy Products	Flotemysost	21.5	19.76	21.5	Over Average	Median
Dairy Products	Geitost	2.5	2.33	2.5	Over Average	Median
Dairy Products	Gorgonzola Telino	12.5	11.67	12.5	Over Average	Median
Dairy Products	Gudbrandsdalsost	36	33.45	36	Over Average	Median
Dairy Products	Mascarpone Fabioli	32	30.72	32	Over Average	Median
Dairy Products	Mozzarella di Giovanni	34.8	32.04	34.8	Over Average	Below Median
Dairy Products	Queso Cabrales	21	19.6	21	Over Average	Median
Dairy Products	Queso Manchego La Pastora	38	36.91	38	Over Average	Median
Dairy Products	Raclette Courdavault	55	51.13	55	Over Average	Median
Grains/Cereals	Filo Mix	7	6.76	7	Over Average	Median
Grains/Cereals	Gnocchi di nonna Alice	38	35.42	38	Over Average	Median
Grains/Cereals	Gustaf's Knäckebröd	21	20.4	21	Over Average	Median
Grains/Cereals	Ravioli Angelo	19.5	18.14	19.5	Over Average	Median
Grains/Cereals	Tunnbröd	9	8.37	9	Over Average	Median
Grains/Cereals	Wimmers gute Semmelknädel	33.25	31.03	33.25	Over Average	Median
Meat/Poultry	Pâté chinois	24	22.4	24	Over Average	Median
Meat/Poultry	Tourtière	7.45	6.8	7.45	Over Average	Below Median
Produce	Longlife Tofu	10	8.77	8	Over Average	Over Median

Produce	Manjimup Dried Apples	53	50.55	53	Over Average	Median
Produce	Tofu	23.25	21.35	23.25	Over Average	Median
Produce	Uncle Bob's Organic Dried Pears	30	29.17	30	Over Average	Median
Seafood	Boston Crab Meat	18.4	17.23	18.4	Over Average	Below Median
Seafood	Carnarvon Tigers	62.5	59.72	62.5	Over Average	Median
Seafood	Escargots de Bourgogne	13.25	12.66	13.25	Over Average	Median
Seafood	Gravad lax	26	23.4	23.4	Over Average	Over Median
Seafood	Ikura	31	29.68	31	Over Average	Median
Seafood	Inlagd Sill	19	17.9	19	Over Average	Median
Seafood	Jack's New England Clam Chowder	9.65	9.19	9.65	Over Average	Below Median
Seafood	Konbu	6	5.76	6	Over Average	Median
Seafood	Nord-Ost Matjeshering	25.89	24.27	25.89	Over Average	Below Median
Seafood	RÅfild Kaviar	15	14.36	15	Over Average	Median
Seafood	Rogede sild	9.5	9.23	9.5	Over Average	Median
Seafood	Spegesild	12	11.11	12	Over Average	Median

Appendix I – Query 9

employee_ full_name	employee_ title	total_sale_ amount_ excluding_ discount	number_ unique_ orders	Number_ orders	average_ product_ amount	average_ order_ amount	total_ discount_ amount	total_ sale_amount_ including_ discount	total_ discount_ percentage
Margaret Peacock	Sales Representative	232890.9	156	420	26.64	1492.89	17296.6	250187.5	6.91
Janet Leverling	Sales Representative	202812.8	127	321	27.25	1596.95	10238.46	213051.3	4.81
Nancy Davolio	Sales Representative	192107.6	123	345	25.31	1561.85	10036.11	202143.7	4.96
Andrew Fuller	Vice President, Sales	166537.8	96	241	28.69	1734.77	11211.51	177749.3	6.31
Laura Callahan	Inside Sales Coordinator	126862.3	104	260	24	1219.83	6438.75	133301	4.83
Robert King	Sales Representative	124568.2	72	176	26.8	1730.11	16727.76	141296	11.84
Anne Dodsworth	Sales Representative	77308.07	43	107	31.59	1797.86	5655.93	82964	6.82
Michael Suyama	Sales Representative	73913.13	67	168	22.83	1103.18	4284.97	78198.1	5.48

Steven Buchanan	Sales Manager	68792.28	42	117	23.48	1637.91	6775.47	75567.75	8.97
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Appendix J – Query 10

category_name	employee_full_name	total_sale_amount_including_discount	percent_of_employee_sales	percent_of_category_sales
Beverages	Margaret Peacock	52846.95	0.21121	0.18442
Beverages	Nancy Davolio	48836	0.24157	0.17043
Beverages	Janet Leverling	46510.85	0.21829	0.16231
Beverages	Andrew Fuller	42031.35	0.23645	0.14668
Beverages	Robert King	33520.15	0.23721	0.11698
Beverages	Anne Dodsworth	20514.85	0.24725	0.07159
Beverages	Laura Callahan	18642.95	0.13984	0.06506
Beverages	Steven Buchanan	13519.45	0.17889	0.04718
Beverages	Michael Suyama	10129.4	0.12952	0.03535
Condiments	Margaret Peacock	25245	0.10089	0.22202
Condiments	Andrew Fuller	16354.25	0.092	0.14383
Condiments	Laura Callahan	15449.7	0.11589	0.13587
Condiments	Janet Leverling	14110.05	0.06622	0.12409
Condiments	Nancy Davolio	14035.07	0.06943	0.12343
Condiments	Anne Dodsworth	11108	0.13388	0.09769
Condiments	Robert King	9670.2	0.06843	0.08505
Condiments	Michael Suyama	4931.05	0.06305	0.04337
Condiments	Steven Buchanan	2802.8	0.03709	0.02465
Confections	Janet Leverling	34861.66	0.16362	0.19683
Confections	Nancy Davolio	30346.61	0.15011	0.17134
Confections	Margaret Peacock	29547.66	0.11809	0.16682
Confections	Laura Callahan	22641.85	0.16984	0.12783
Confections	Andrew Fuller	21697.65	0.12206	0.1225
Confections	Robert King	16756.95	0.11858	0.09461
Confections	Anne Dodsworth	8784.09	0.10587	0.04959
Confections	Michael Suyama	6991	0.08939	0.03947
Confections	Steven Buchanan	5490.65	0.07265	0.031
Dairy Products	Nancy Davolio	38015.86	0.18805	0.15125
Dairy Products	Margaret Peacock	37051.2	0.14808	0.14741
Dairy Products	Janet Leverling	34548.95	0.16215	0.13745
Dairy Products	Robert King	30584.05	0.21643	0.12168
Dairy Products	Andrew Fuller	25596.3	0.14399	0.10184
Dairy Products	Steven Buchanan	23852.35	0.31561	0.0949

Dairy Products	Anne Dodsworth	22019.2	0.26538	0.0876
Dairy Products	Laura Callahan	21597.25	0.162	0.08592
Dairy Products	Michael Suyama	18084.9	0.23124	0.07195
Grains/Cereals	Margaret Peacock	23706.35	0.09474	0.23533
Grains/Cereals	Janet Leverling	21899.35	0.10278	0.21739
Grains/Cereals	Andrew Fuller	12064.3	0.06787	0.11976
Grains/Cereals	Laura Callahan	11725.5	0.08795	0.1164
Grains/Cereals	Michael Suyama	9951.6	0.12725	0.09879
Grains/Cereals	Nancy Davolio	9175.03	0.04538	0.09108
Grains/Cereals	Robert King	6674.1	0.04723	0.06625
Grains/Cereals	Steven Buchanan	4233.6	0.05602	0.04203
Grains/Cereals	Anne Dodsworth	1305.85	0.01574	0.01296
Meat/Poultry	Margaret Peacock	34182.02	0.13661	0.19182
Meat/Poultry	Andrew Fuller	32974.96	0.1855	0.18504
Meat/Poultry	Robert King	24940.04	0.17649	0.13996
Meat/Poultry	Janet Leverling	20922.5	0.0982	0.11741
Meat/Poultry	Laura Callahan	17659.55	0.13246	0.0991
Meat/Poultry	Nancy Davolio	16347.67	0.08086	0.09174
Meat/Poultry	Steven Buchanan	11870	0.15706	0.06661
Meat/Poultry	Anne Dodsworth	9920.66	0.11957	0.05567
Meat/Poultry	Michael Suyama	9382.55	0.11997	0.05265
Produce	Nancy Davolio	20455.33	0.10118	0.1943
Produce	Margaret Peacock	18588.25	0.07429	0.17657
Produce	Janet Leverling	12718.75	0.05969	0.12081
Produce	Michael Suyama	12325.45	0.1576	0.11708
Produce	Laura Callahan	12147.2	0.09112	0.11539
Produce	Robert King	11552.8	0.08176	0.10974
Produce	Andrew Fuller	9476.95	0.05331	0.09002
Produce	Steven Buchanan	7605.4	0.10063	0.07224
Produce	Anne Dodsworth	404.65	0.00488	0.00384
Seafood	Margaret Peacock	29045.77	0.11608	0.20506
Seafood	Janet Leverling	27495.14	0.12904	0.19412
Seafood	Nancy Davolio	24949.13	0.12341	0.17614
Seafood	Andrew Fuller	17564.05	0.09881	0.124
Seafood	Laura Callahan	13451.63	0.1009	0.09497
Seafood	Anne Dodsworth	8914	0.10743	0.06293
Seafood	Robert King	7610.65	0.05386	0.05373
Seafood	Michael Suyama	6411.3	0.08198	0.04526
Seafood	Steven Buchanan	6201.3	0.08205	0.04378

