

Top 5 products by \$ per unit

Row Labels	Sales per unit
Raspberry Choco	\$44.99
Peanut Butter Cu	\$37.30
85% Dark Bars	\$33.89
Baker's Choco Ch	\$32.81
After Nines	\$32.30
Grand Total	\$35.95

Profits by product (using products table)

Row Labels	Total Profit
50% Dark Bites	\$19,526
70% Dark Bites	\$25,899
85% Dark Bars	\$30,189
99% Dark & Pure	\$29,800
After Nines	\$46,235
Almond Choco	\$14,947
Baker's Choco Chips	\$58,278
Caramel Stuffed Bars	\$39,084
Eclairs	\$56,472
Fruit & Nut Bars	\$44,884
Manuka Honey Choco	\$36,701
Mint Chip Choco	\$43,177
Organic Choco Syrup	\$19,572
Peanut Butter Cubes	\$46,226
Smooth Sliky Salty	\$29,518
Spicy Special Slims	\$26,000
White Choc	\$29,678
Choco Coated Almonds	\$52,063
Milk Bars	\$29,721
Orange Choco	\$31,390
Raspberry Choco	\$50,989
Drinking Coco	\$40,815
Grand Total	\$8,01,165

Geography

Australia

Canada

India

New Zealand

UK

USA

Which products to discontinue?

Row Labels	Sum of Amount	Sum of Units	Total Profit	Profit %
Almond Choco	33551	1566	\$14,947	44.5%
85% Dark Bars	35378	1044	\$30,189	85.3%
Spicy Special Slims	37772	1308	\$26,000	68.8%
Smooth Sliky Salty	39263	1683	\$29,518	75.2%
50% Dark Bites	43183	2022	\$19,526	45.2%
99% Dark & Pure	44744	1956	\$29,800	66.6%
Milk Bars	47271	1881	\$29,721	62.9%
Drinking Coco	52150	1752	\$40,815	78.3%
Orange Choco	54712	2196	\$31,390	57.4%
Fruit & Nut Bars	56644	1812	\$44,884	79.2%
White Choc	57372	2106	\$29,678	51.7%
Manuka Honey Choco	58009	2976	\$36,701	63.3%
Mint Chip Choco	62111	2154	\$43,177	69.5%
Eclairs	63721	2331	\$56,472	88.6%
After Nines	66283	2052	\$46,235	69.8%
70% Dark Bites	66500	2802	\$25,899	38.9%
Raspberry Choco	68971	1533	\$50,989	73.9%
Peanut Butter Cubes	69160	1854	\$46,226	66.8%
Organic Choco Syrup	69461	2982	\$19,572	28.2%
Baker's Choco Chips	70273	2142	\$58,278	82.9%
Choco Coated Almonds	71967	2301	\$52,063	72.3%
Caramel Stuffed Bars	72373	3207	\$39,084	54.0%
Grand Total	1240869	45660	\$8,01,165	64.6%

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