

# Sales Overview

AVG Sales Amount

**279.13**

Sales Amount

**127.45M**

Shipped Quantity

**12M**

Sales Transaction

**8.24K**

Sales Amount YTD

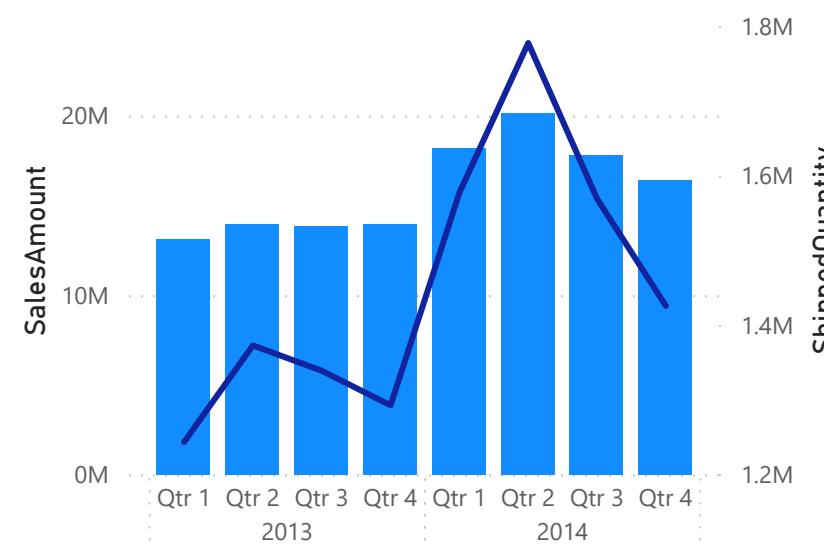
**72.54M**

Sales Amount QTD

**16.41M**

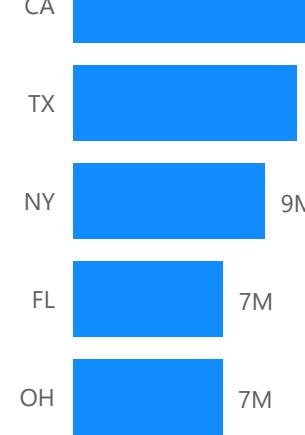
SalesAmount and ShippedQuantity by Quarter

● SalesAmount ● ShippedQuantity



SalesAmount by Top 5 State

● SalesAmount

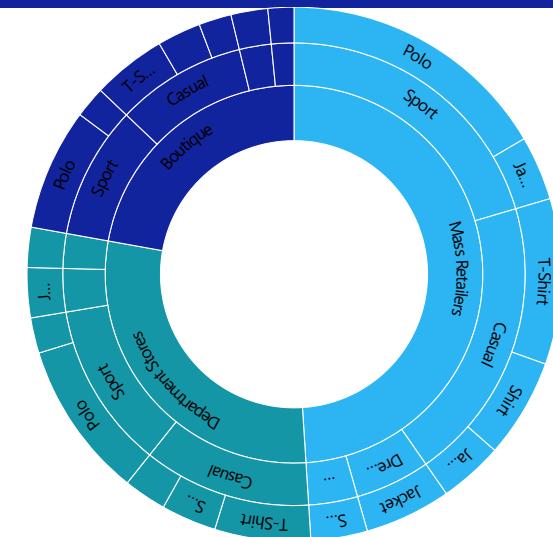


ShippedQuantity by Year & ProductGroup

● ShippedQuantity

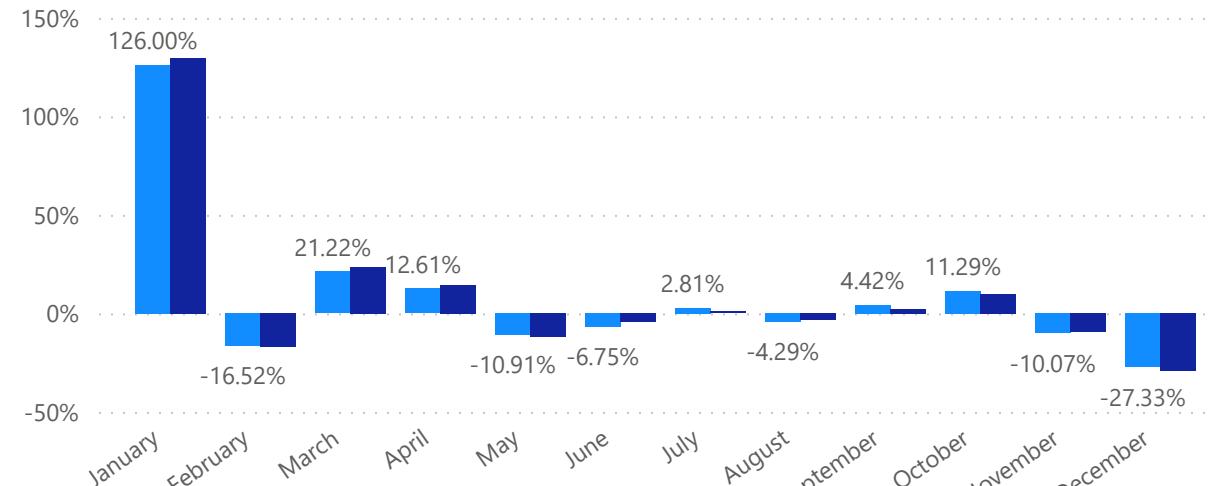


SalesAmount by Channel/ProductGroup/Style



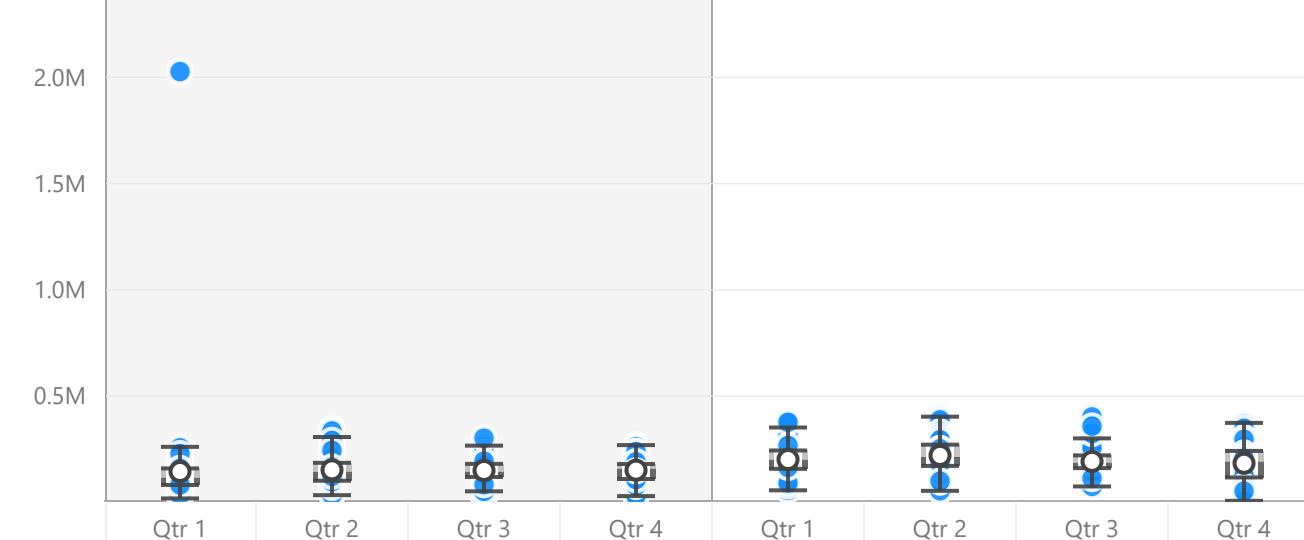
SalesAmount MoM% and SalesQuantity MoM% by Month

● SalesAmount MoM% ● ShippedQuantity MoM%



SalesAmount by Quarter and Year

● SalesAmount



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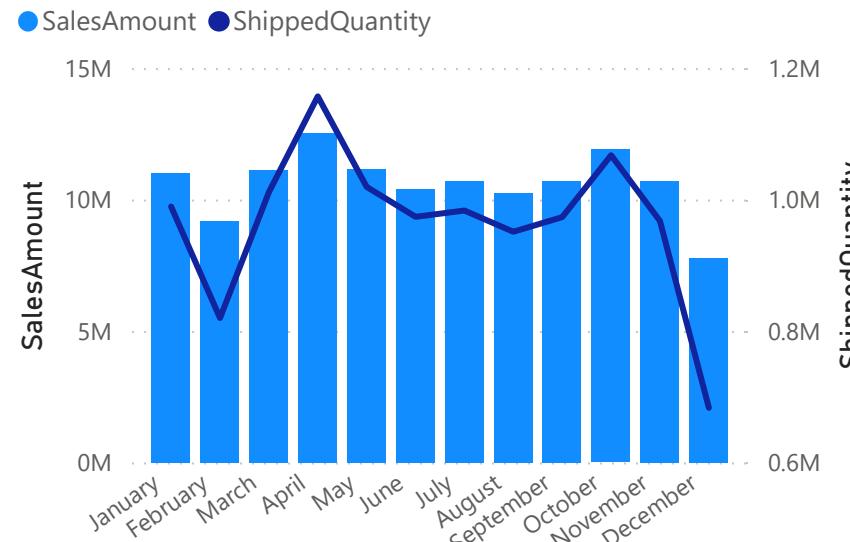
Sales Amount YTD

**72.54M**

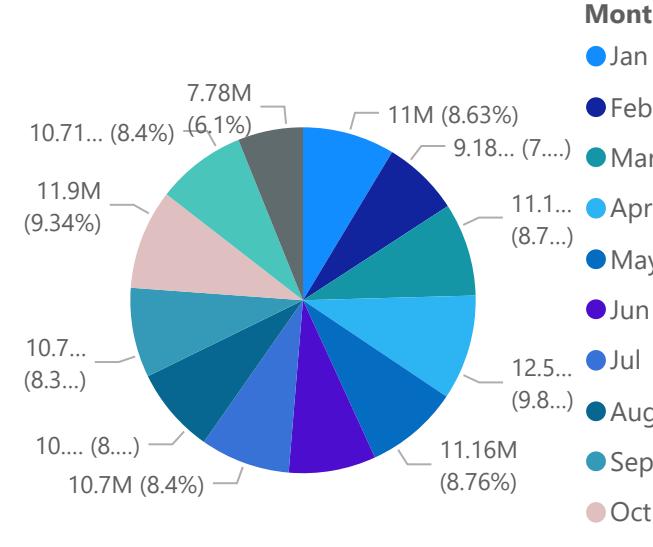
Sales Amount QTD

**16.41M**

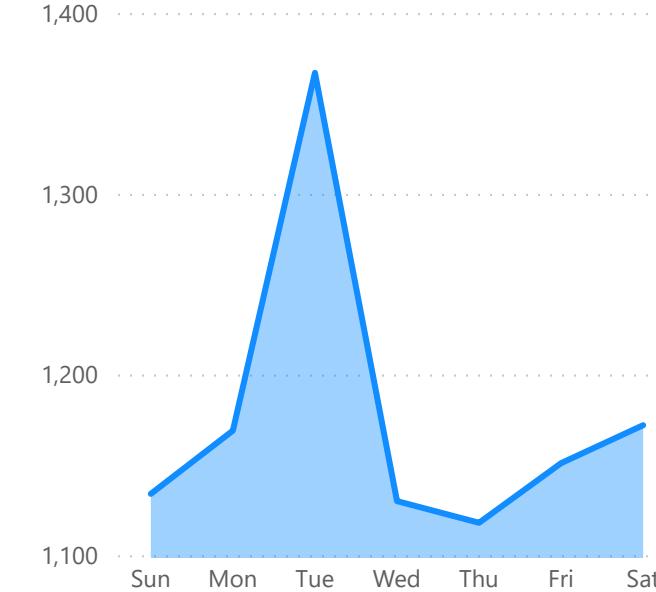
## SalesAmount and ShippedQuantity by Month



## SalesAmount by Month



## Transaction by Day



Year

All

Channel

All

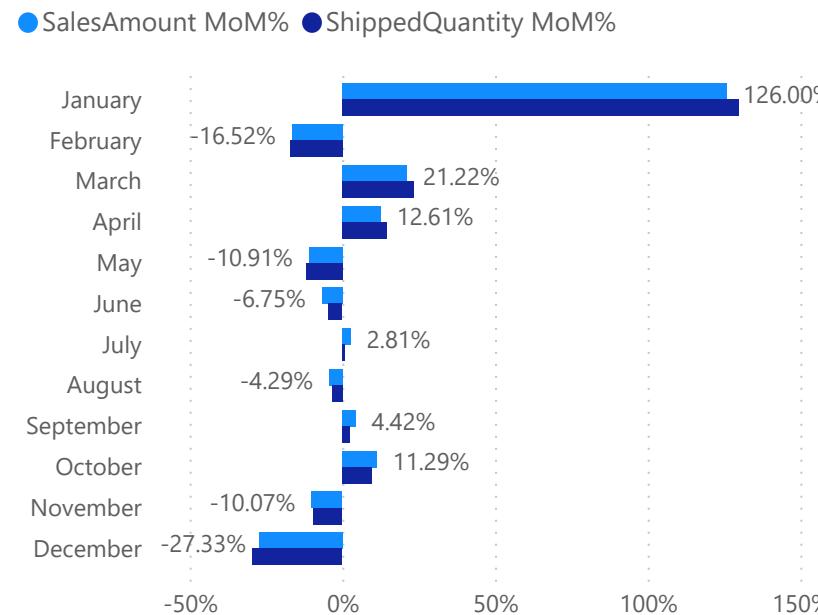
State

All

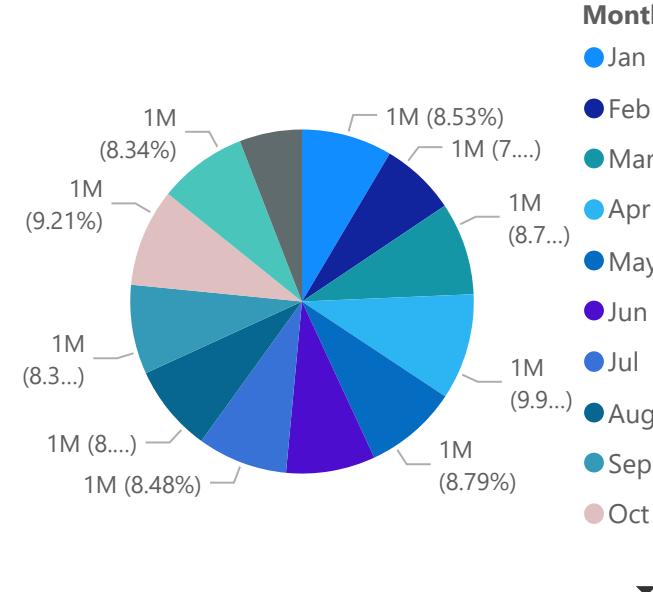
ProductG...

All

## SalesAmount MoM% & ShippedQuantity MoM% by Month



## ShippedQuantity by Month



## SalesAmount by Month



Style

All

Toan Pham Minh

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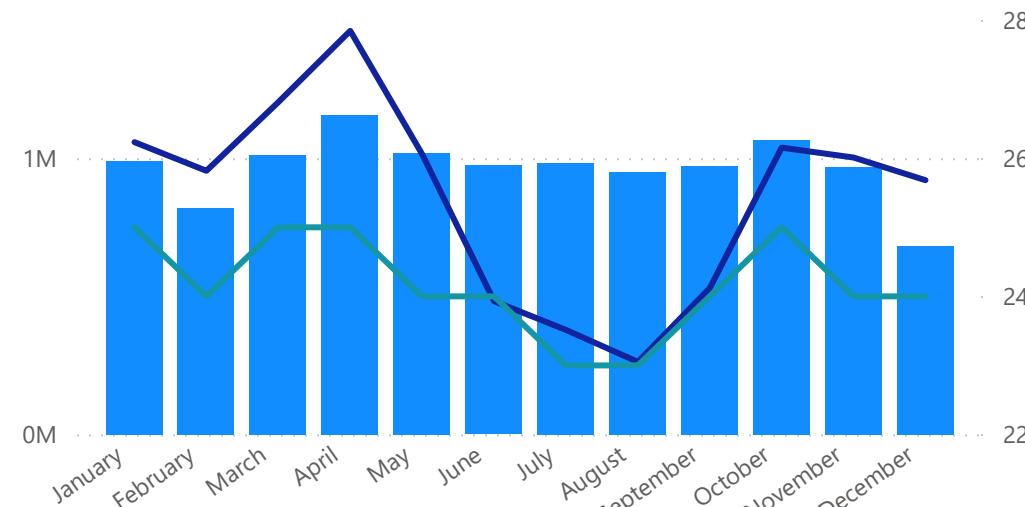
**72.54M**

Sales Amount QTD

**16.41M**

## ShippedQuantity, Mean and Median by Month

● ShippedQuantity ● Mean ● Median



## SalesAmount by Month



Year

All

Channel

All

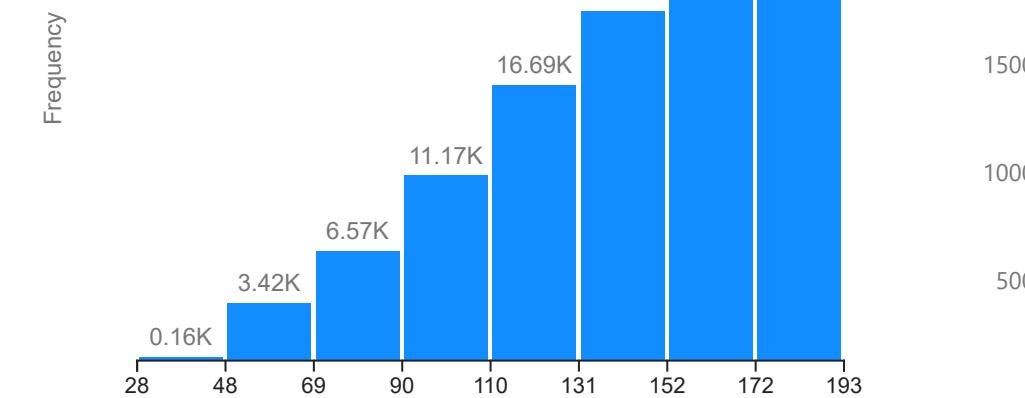
State

All

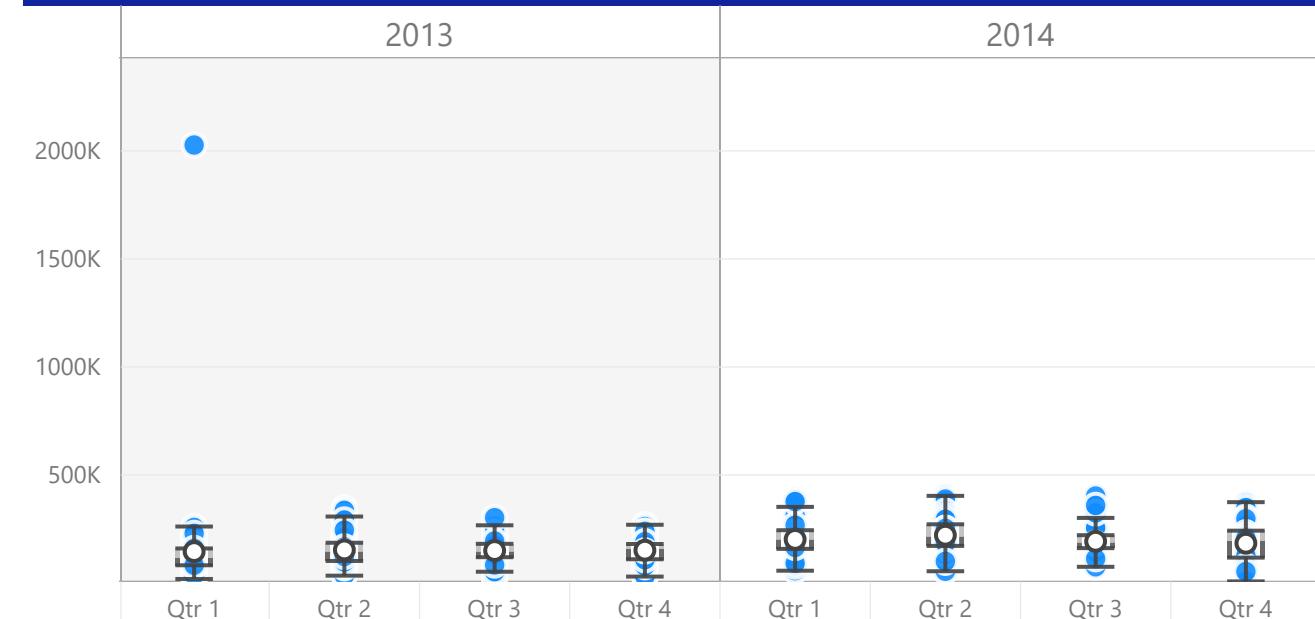
ProductG...

All

## Distribution by SalesAmount



## SalesAmount by Date, Quarter and Year



Style

All

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# Key Analysis

AVG Sales Amount

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Sales Amount YTD

**72.54M**

Sales Amount QTD

**16.41M**

## Key influencers Top segments

What influences SalesAmount to  ?



When...

...the average of SalesAmount increases by

TotalCost goes up 123.21



UnitCost goes down 3.82



DiscountAmount is more than 49.25



Channel is Mass Retailers



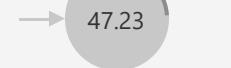
UnitPrice goes up 3.33



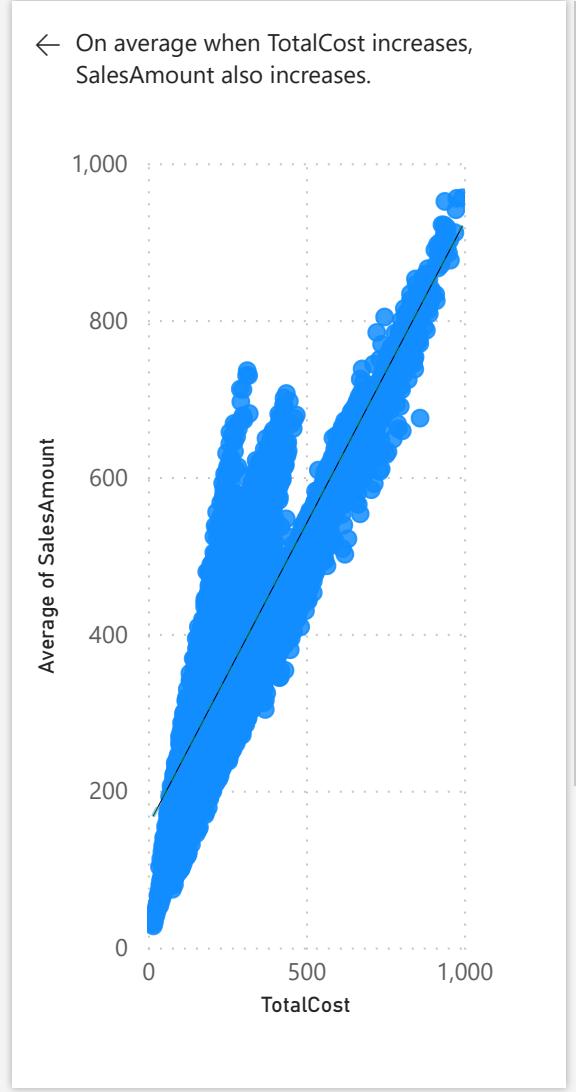
ProductGroup is Dressy



Season is Winter



Style is jacket  
Sort by:  Count



## SalesAmount by Channel, Top 5 State and Style

All

Channel

Mass Retailers

Department Stor...

Boutique

State

CA

TX

NY

FL

OH

ProductGroup

Sport

Casual

Dressy For...

Year

Channel

State

ProductG...

Style

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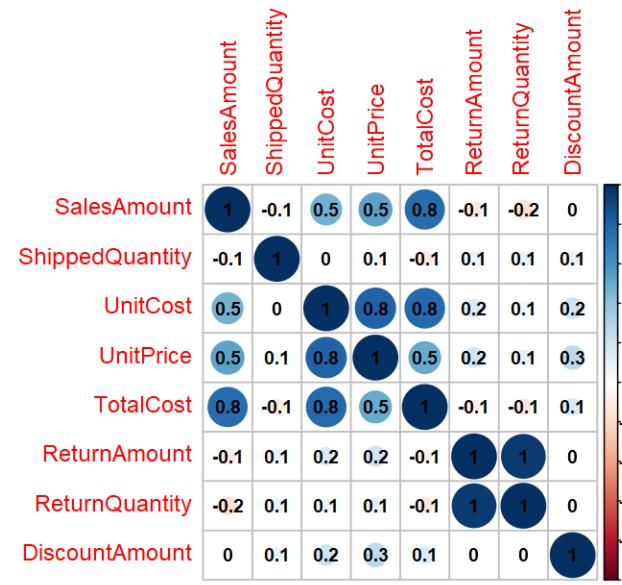
Sales Amount YTD

**72.54M**

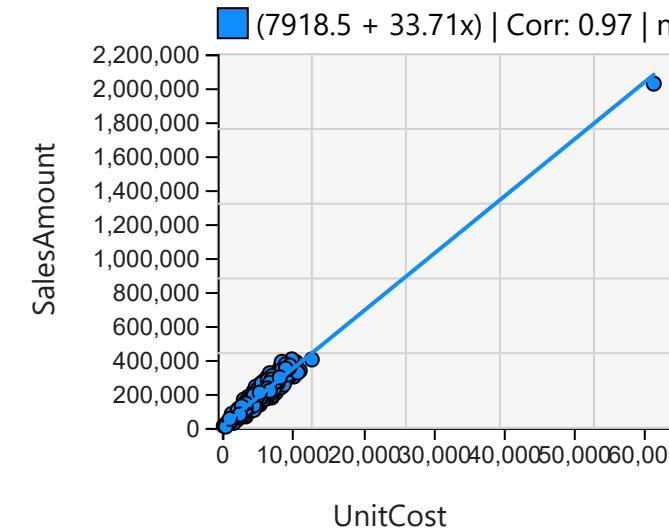
Sales Amount QTD

**16.41M**

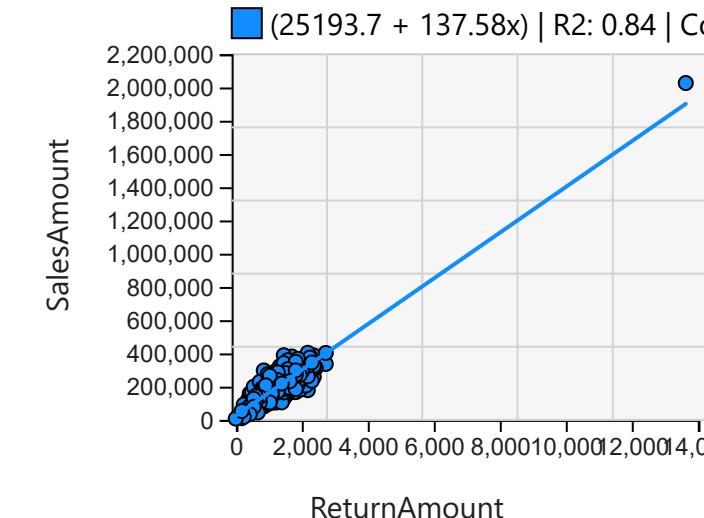
Correlation plot



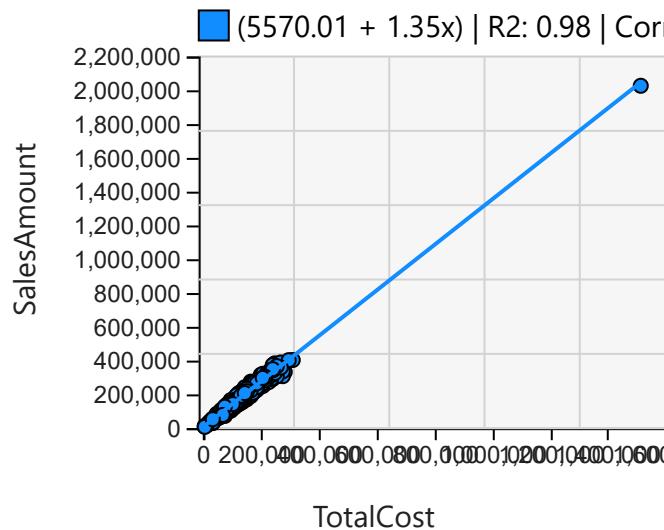
SalesAmount and UnitCost by Date



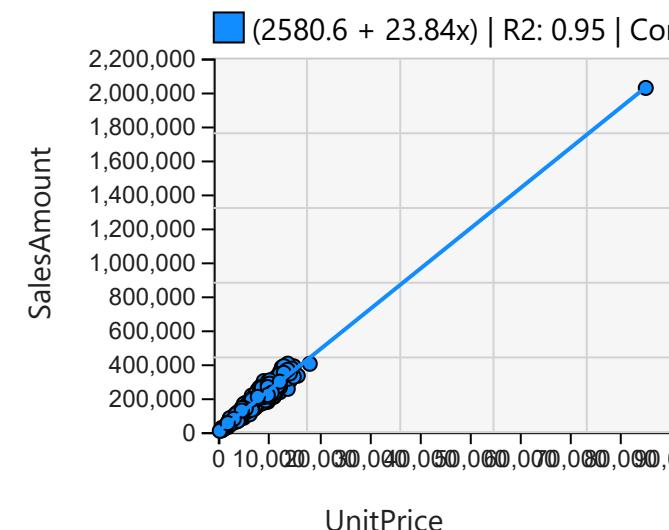
SalesAmount and ReturnAmount by Date



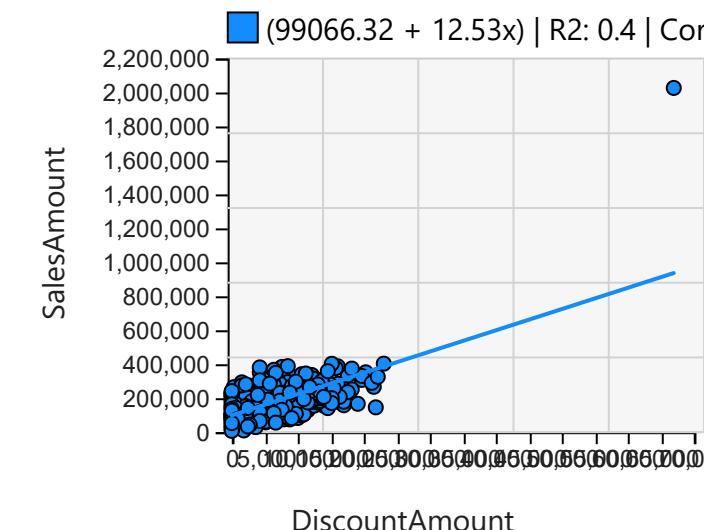
SalesAmount and TotalCost by Date



SalesAmount and UnitPrice by Date



SalesAmount and DiscountAmount by Date



Year

Channel

State

ProductG...

Style

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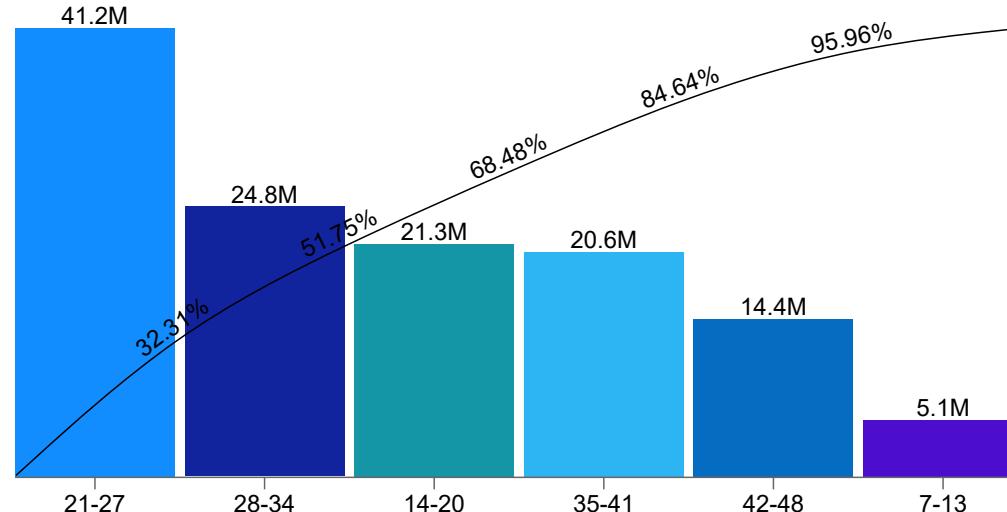
Sales Amount YTD

**72.54M**

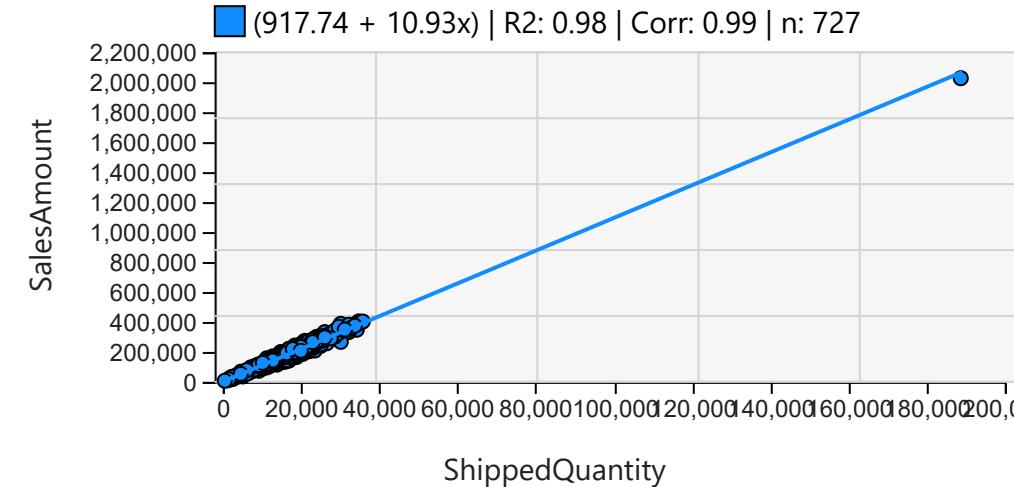
Sales Amount QTD

**16.41M**

Pareto of SalesAmount by ShippedQuantity



SalesAmount and ShippedQuantity by Date



Year

All

Channel

All

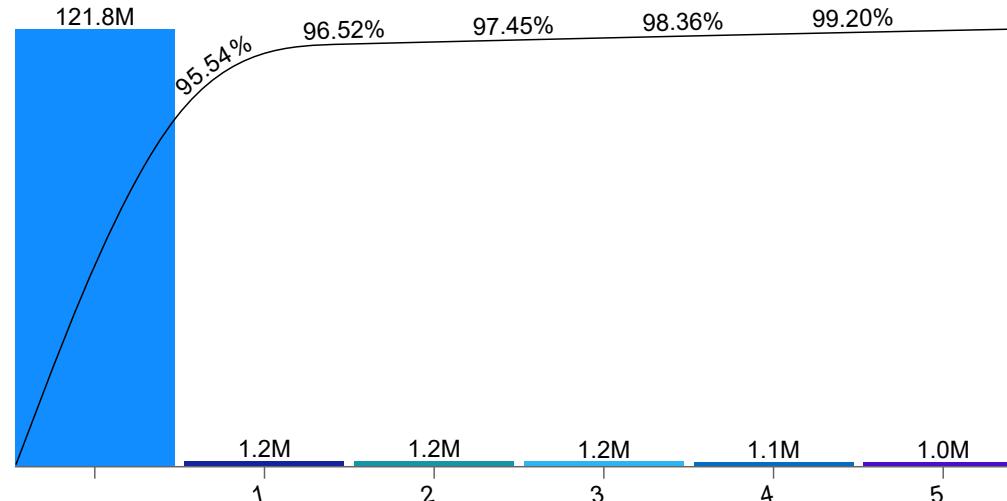
State

All

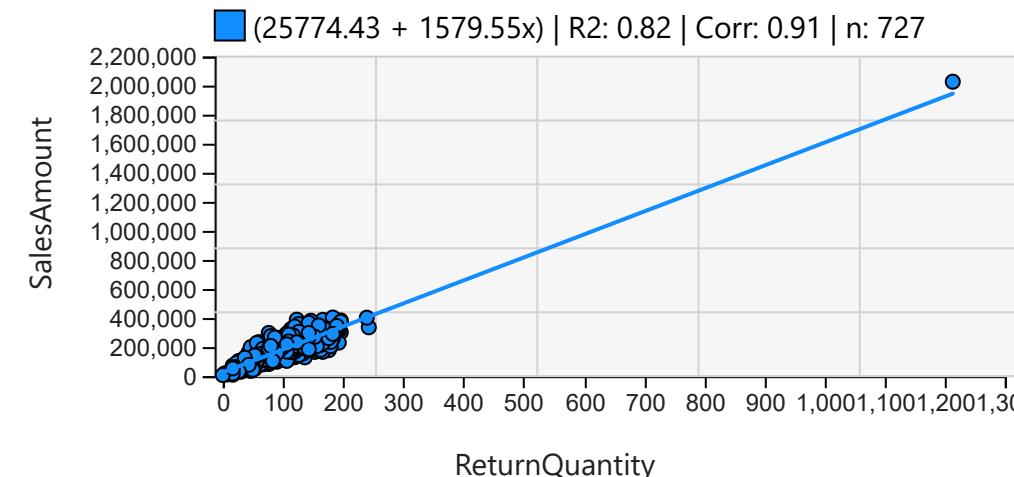
ProductG...

All

Pareto of SalesAmount by ReturnQuantity



SalesAmount and ReturnQuantity by Date



Style

All

# Channel Analysis

Transaction by Boutique

**2.55K**

Transaction by Department Stores

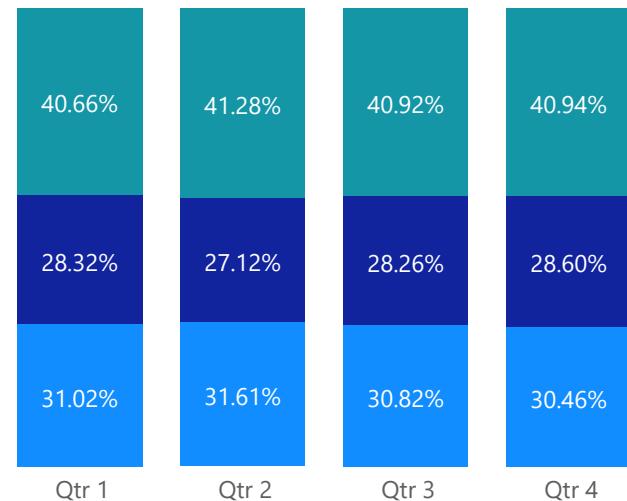
**2.31K**

Transaction by Mass Retailers

**3.38K**

Frequency by Quarter and Channel

● Boutique ● Department Stores ● Mass Retailers



Frequency by Channel and Year

● 2013 ● 2014

Boutique

1280

1274

Department Stores

1002

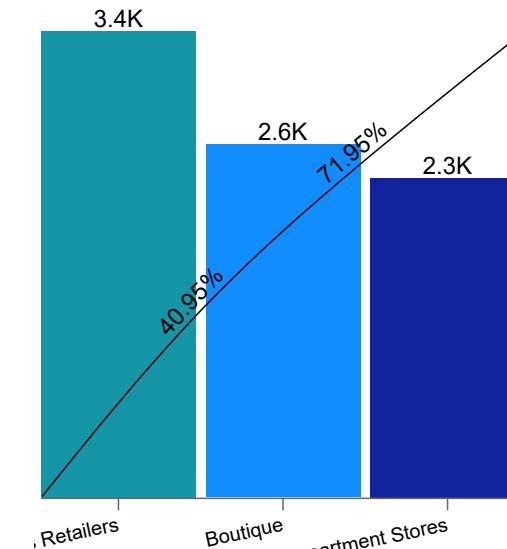
1310

Mass Retailers

1666

1709

Pareto of Frequency by Channel



Year

All

Channel

All

State

All

Frequency by ProductGroup, Channel

● Casual ● Dressy ● Formal ● Sport



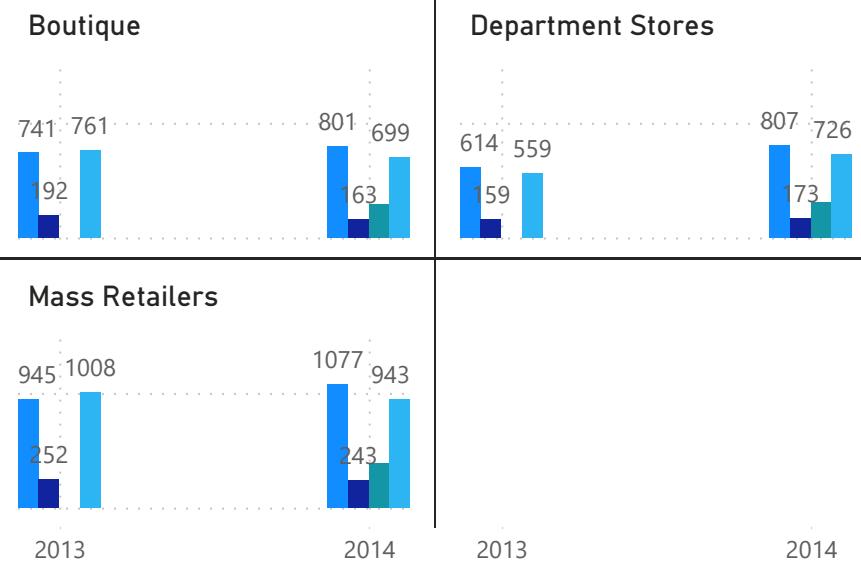
Frequency by Channel and Top 5 State

● CA ● FL ● NY ● OH ● TX



Frequency by Year, Channel and ProductGroup

● Casual ● Dressy ● Formal ● Sport



ProductG...

All

Style

All

# Channel Analysis

Volume by Boutique

**2.36M**

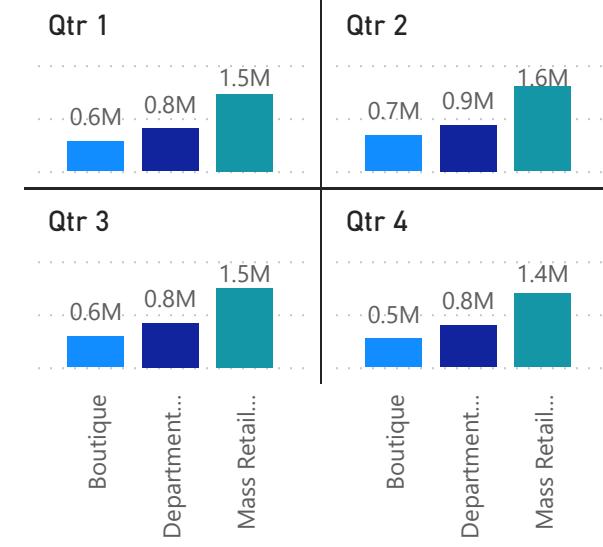
Volume of Department Stores

**3.3M**

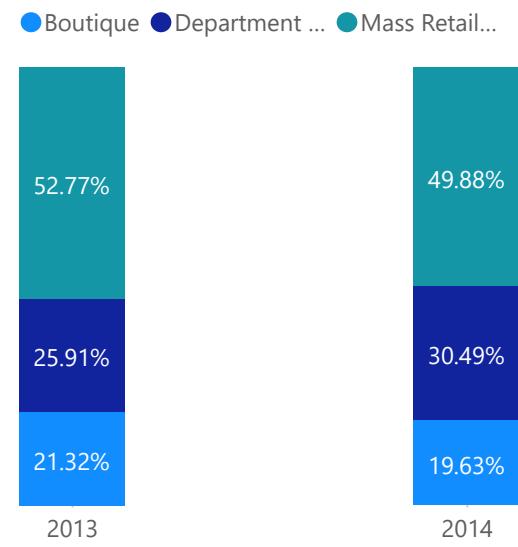
Volume by Mass Retailers

**5.94M**

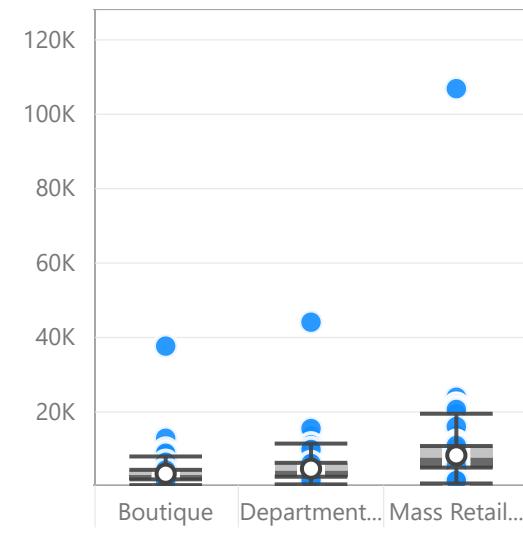
Volume by Channel and Quarter



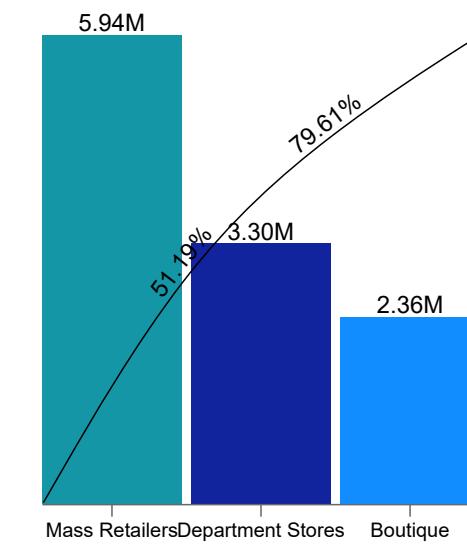
Volume by Year & Channel



Volume by Date & Channel



Volume by Channel



Year

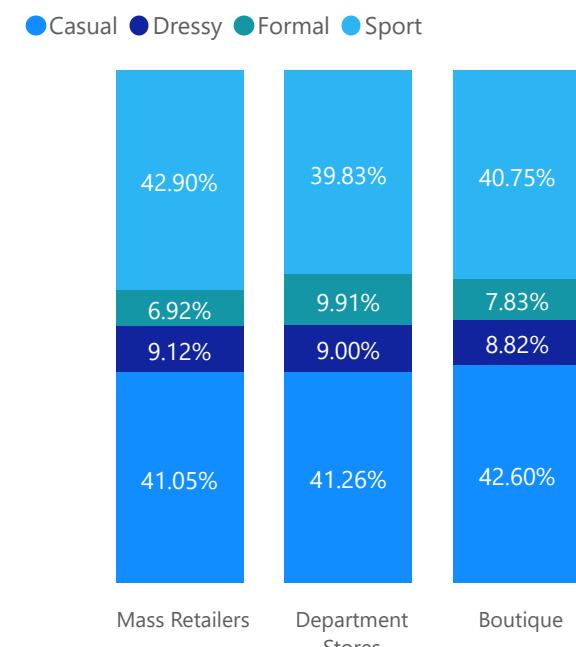
Channel

State

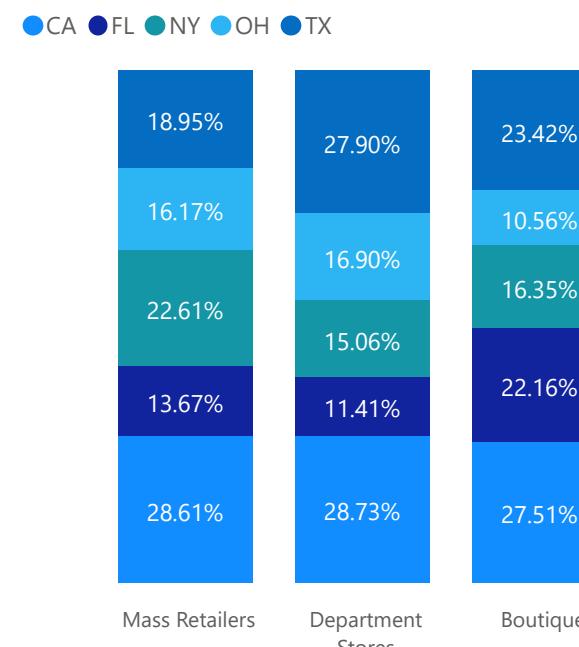
ProductG...

Style

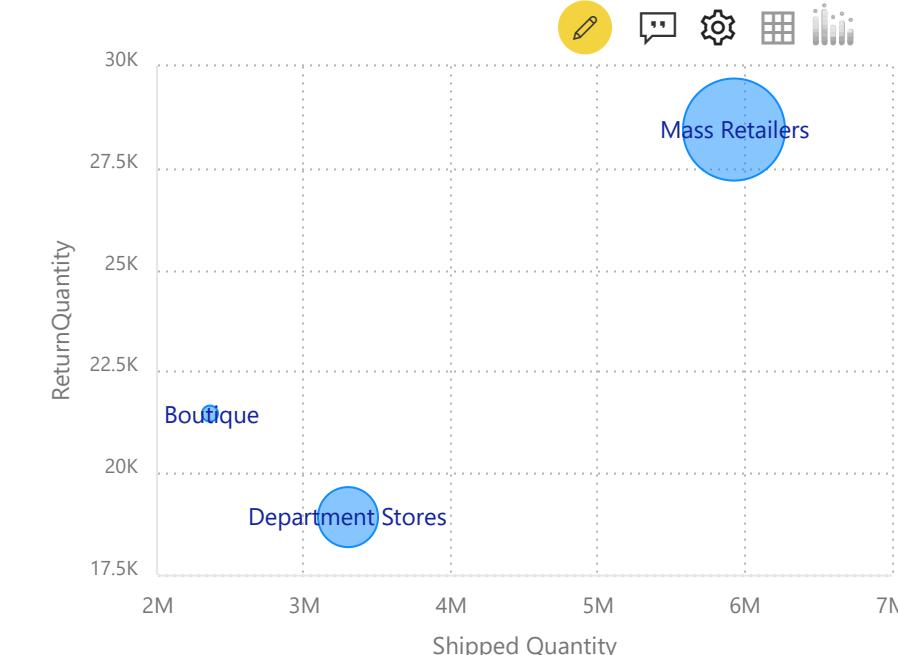
Volume by ProductGroup and Channel



Volume by Channel and Top 5 State



ShippedQuantity/ReturnQuantity/SalesAmount by Channel



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# Channel Analysis

Sales Amount by Boutique

**28.26M**

Sales Amount by Department Stores

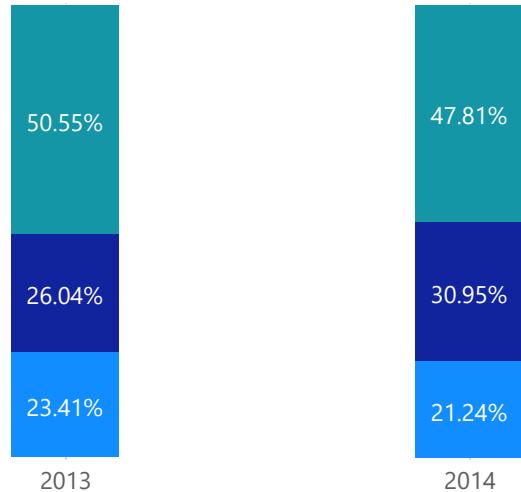
**36.75M**

Sales Amount by Mass Retailers

**62.44M**

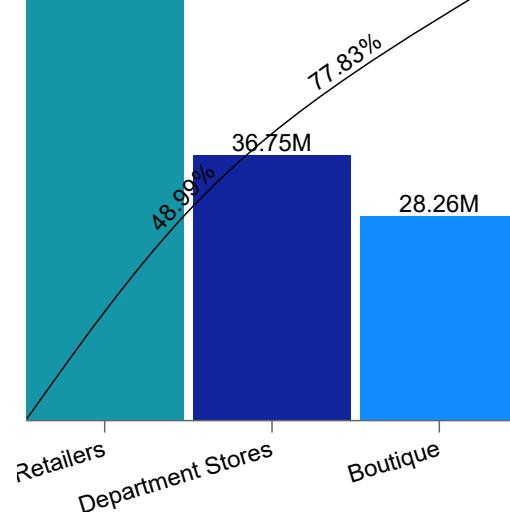
SalesAmount by Year and Channel

● Boutique ● Department... ● Mass Ret...



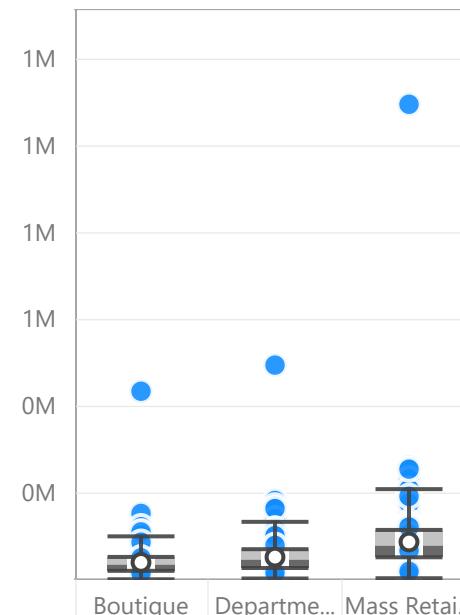
SalesAmount by Channel

62.44M



SalesAmount by Date, Channel

71.83%



SalesAmount by Channel/Top 5 State/Style

All

Channel

Mass Retailers

Departmen...

Boutique

State

CA

TX

NY

FL

OH

ProductGroup

Sport

Casual

Dr...

Style

All

Year

All

Channel

All

State

All

ProductG...

All

Style

All

SalesAmount by Channel/Geo/Product

Channel

Mass Retailers

State

CA

ProductGroup

Casual

%GT Sum of SalesA...  
100.00%

**Mass Retailers**  
48.99%

Department Stores  
28.83%

Boutique  
22.17%

**CA**  
5.06%

NY  
3.88%

TX  
3.38%

**Casual**  
2.14%

Sport  
2.08%

Dressy  
0.56%

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# Geography Analysis

Transaction by CA

**838**

Transaction by TX

**689**

Transaction by NY

**559**

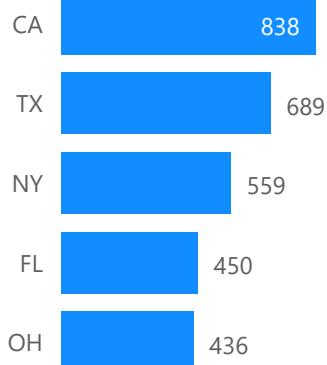
Transaction by FL

**450**

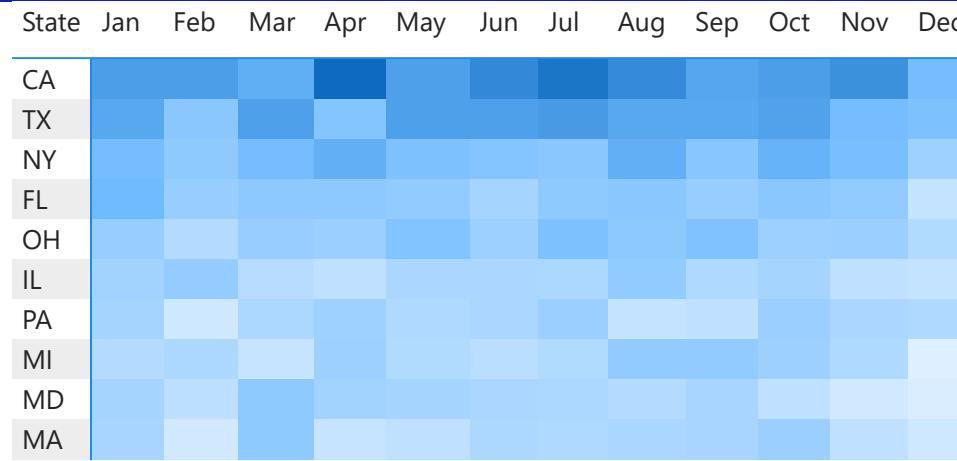
Transaction by OH

**436**

## Frequency by State



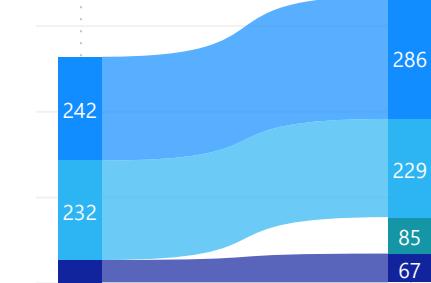
## Table Heatmap by State



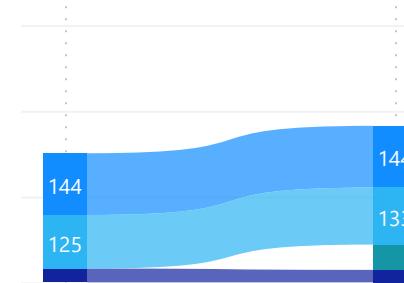
## Frequency by Year, ProductGroup and Top 5 State

● Casual ● Dressy ● Formal ● Sport

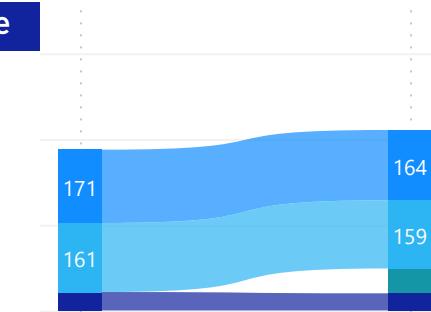
CA



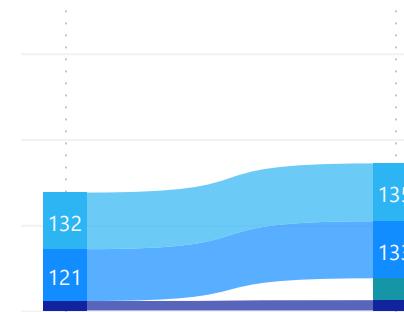
FL



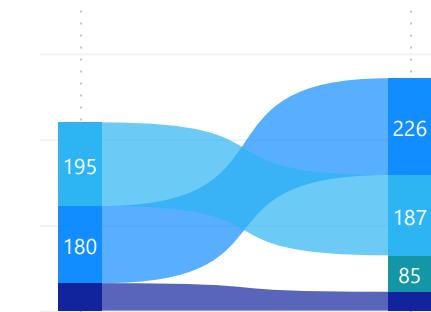
NY



OH

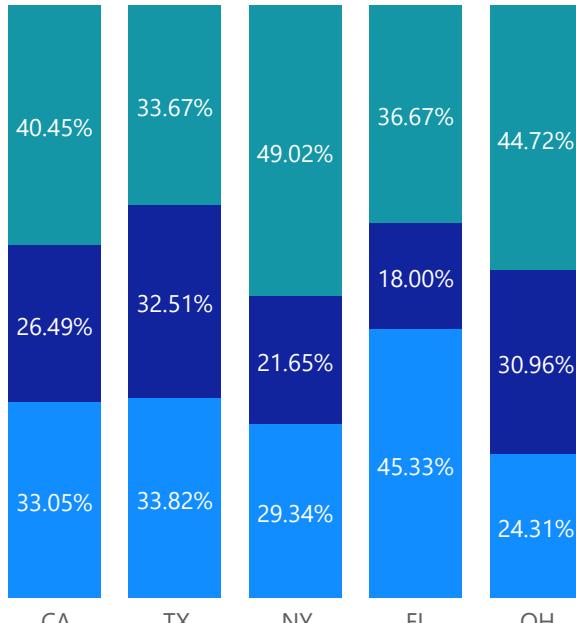


TX



## Frequency by Top 5 State and Channel

● Boutique ● Department Stores ● Mass Retailers



## Frequency by ProductGroup and Top 5 State

● Casual ● Dressy ● Formal ● Sport



Year

Channel

State

ProductG...

Style

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# Geography Analysis

Volume by CA

**1.18M**

Volume by TX

**0.92M**

Volume by NY

**0.8M**

Volume by FL

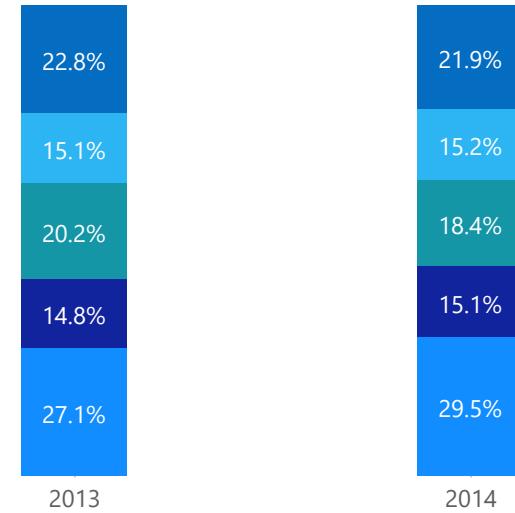
**0.62M**

Volume by OH

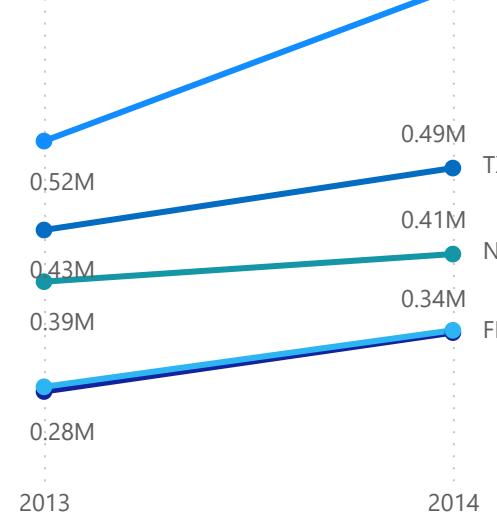
**0.63M**

Volume by Year/Top 5 State

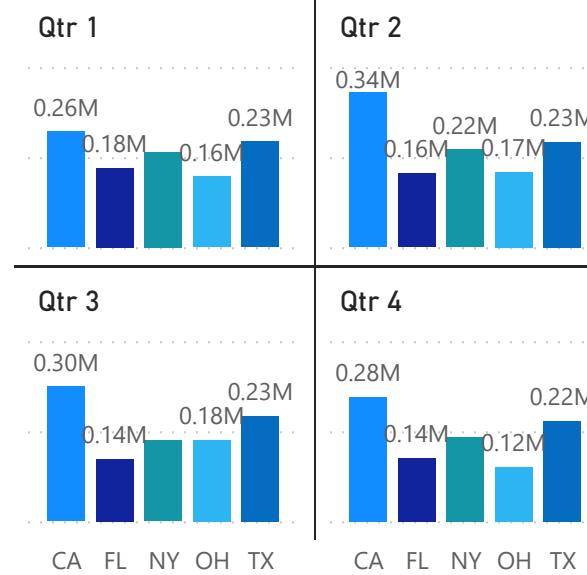
State ● CA ● FL ● NY ● OH ● TX



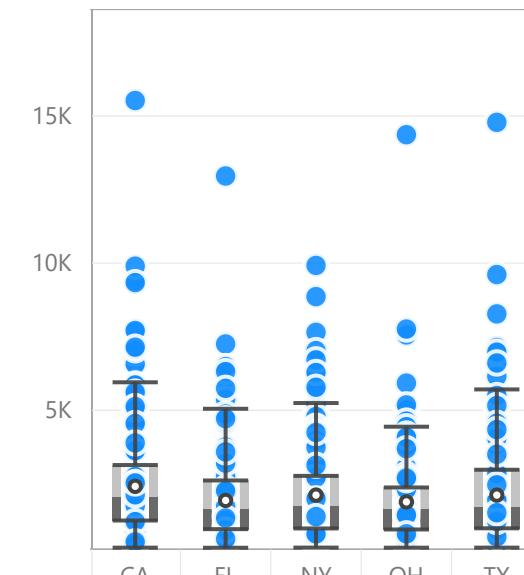
Volume by Year/Top 5 State



Volume by Top 5 State and Quarter



Volume by Date/Top 5 State



Year

Channel

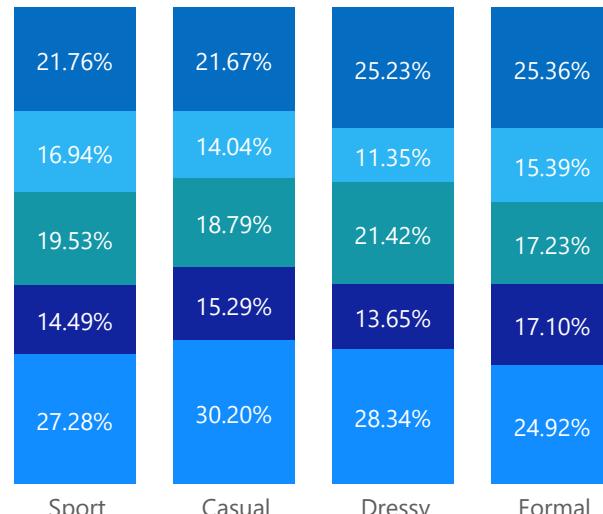
State

ProductG...

Style

Volume by ProductGroup and Top 5 State

● CA ● FL ● NY ● OH ● TX



Volume by Channel and Top 5 State

● CA ● FL ● NY ● OH ● TX



Volume by Channel and Top 5 State

● CA ● FL ● NY ● OH ● TX



Toan Pham Minh

# Geography Analysis

Sales Amount by CA

**13.03M**

Sales Amount by TX

**10.11M**

Sales Amount by NY

**8.69M**

Sales Amount by FL

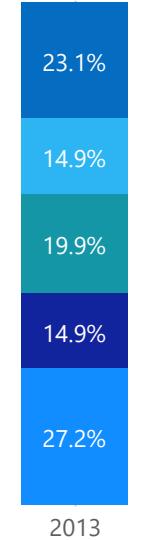
**6.78M**

Sales Amount by OH

**6.76M**

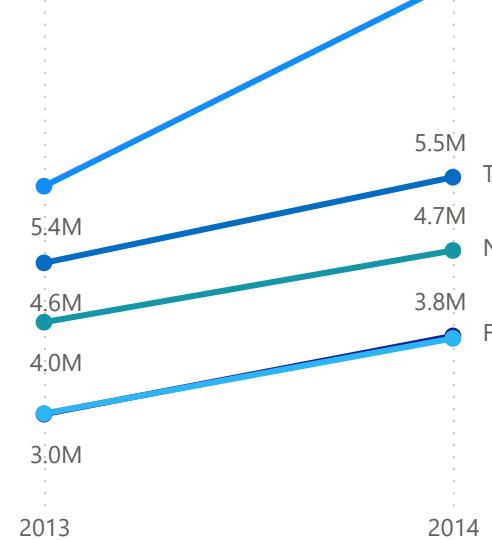
SalesAmount by Year/Top 5 State

State CA FL NY OH TX



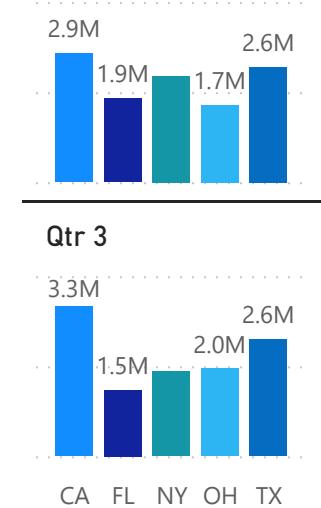
SalesAmount by Year, Top 5 State

State CA FL NY OH TX

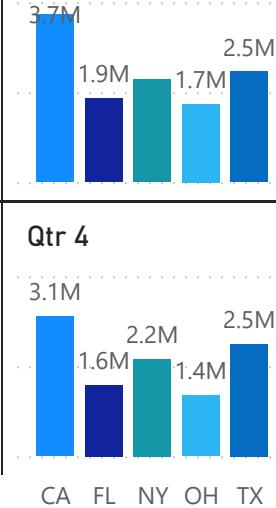


SalesAmount by State and Quarter

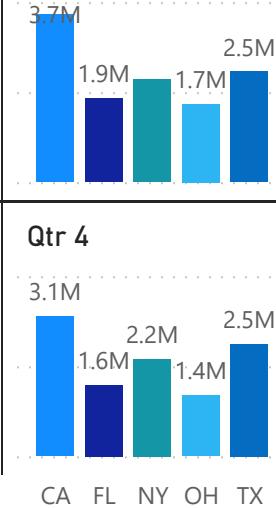
Qtr 1



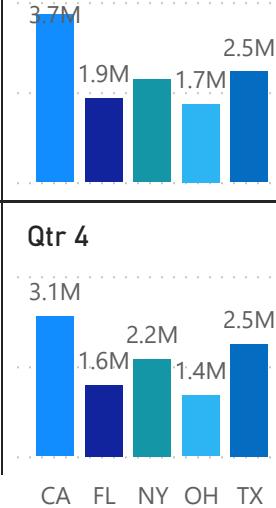
Qtr 2



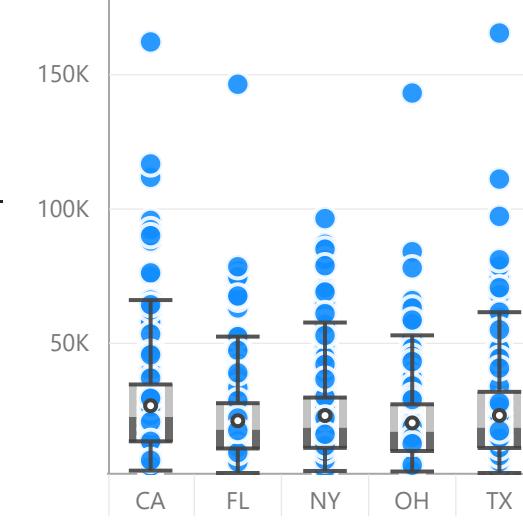
Qtr 3



Qtr 4



SalesAmount by Date/Top 5 State



Year

All

Channel

All

State

All

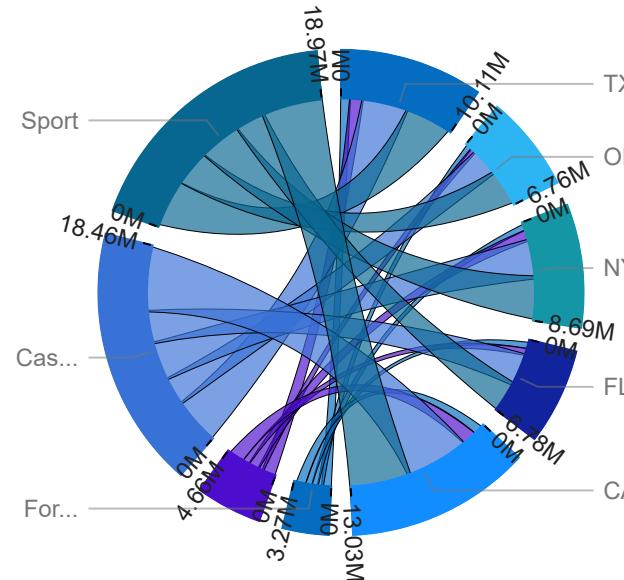
ProductG...

All

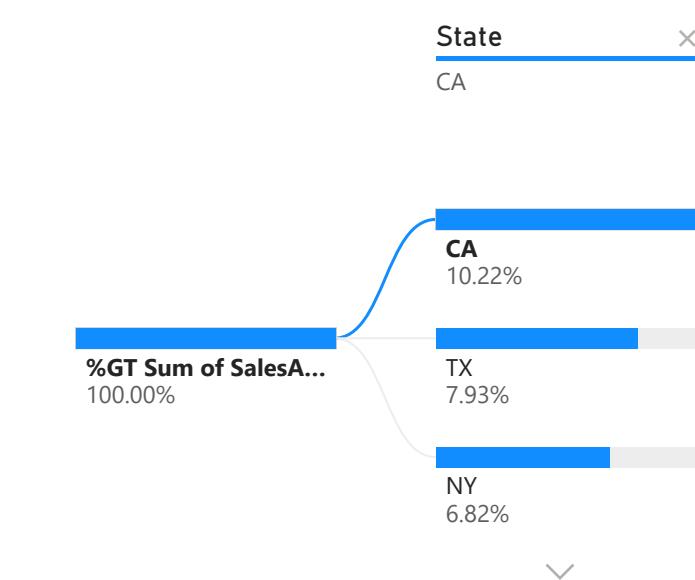
Style

All

SalesAmount by ProductGroup and State



SalesAmount by Channel/Geo/Product



State

CA

ProductGroup

Casual

Sport

Dressy

Channel

Mass Retailers

Department Stores

Boutique

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# Product Analysis

Transaction by Sport

**4.70K**

Transaction by Casual

**4.99K**

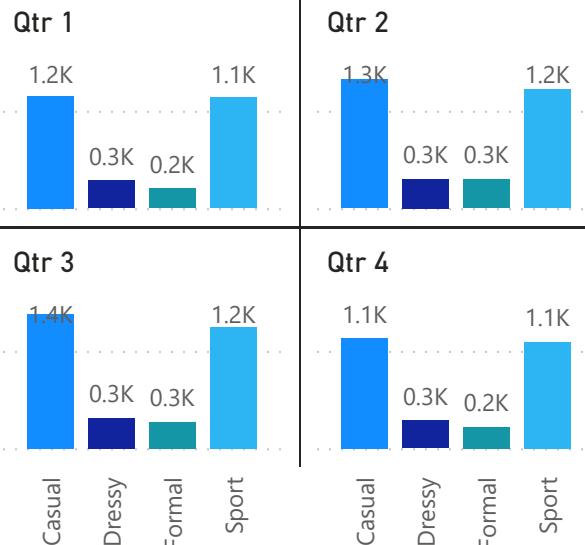
Transaction by Dressy

**1.18K**

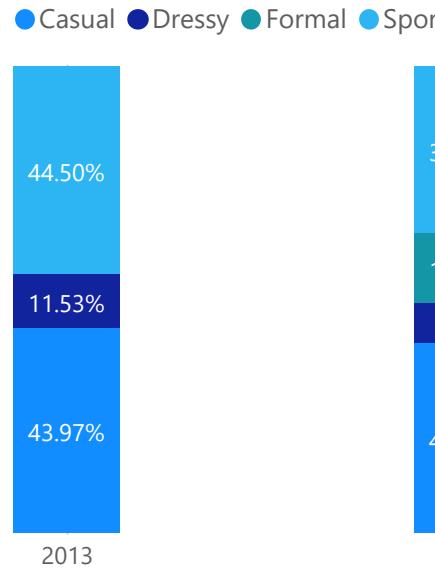
Transaction by Formal

**1K**

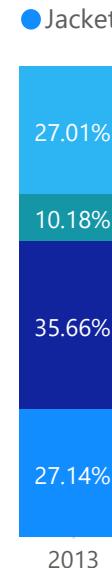
Frequency by ProductGroup/Quarter



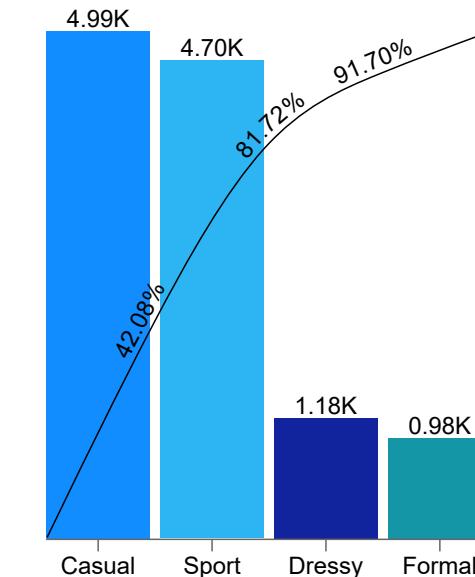
Frequency by ProductGroup/Year



Frequency by Year and Style



Frequency by ProductGroup



Year

Channel

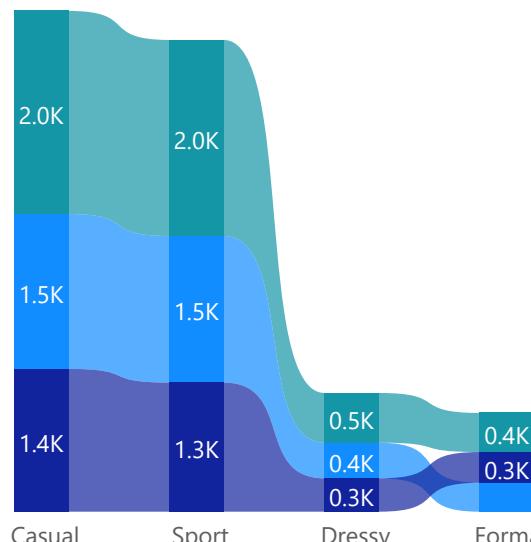
State

ProductG...

Style

Frequency by ProductGroup/Channel

Boutique (blue) Department Stores (dark blue) Mass Retailers (teal)

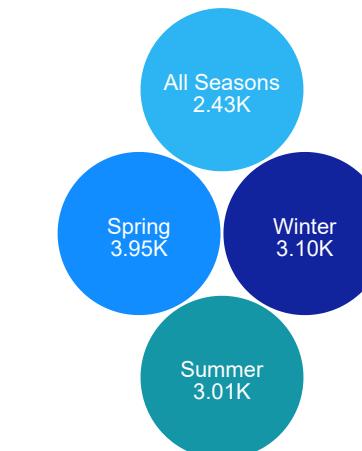


Frequency by ProductGroup/Top 5 State

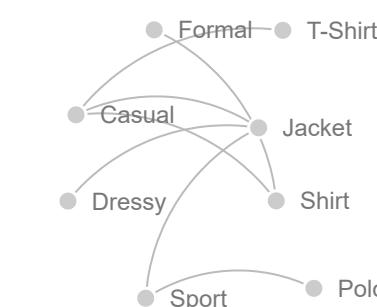
Casual (blue) Dressy (dark blue) Formal (teal) Sport (light blue)



Frequency by Season



ProductGroup and Style



Toan Pham Minh

# Product Analysis

Volume by Sport

**4.75M**

Volume by Casual

**4.83M**

Volume by Dressy

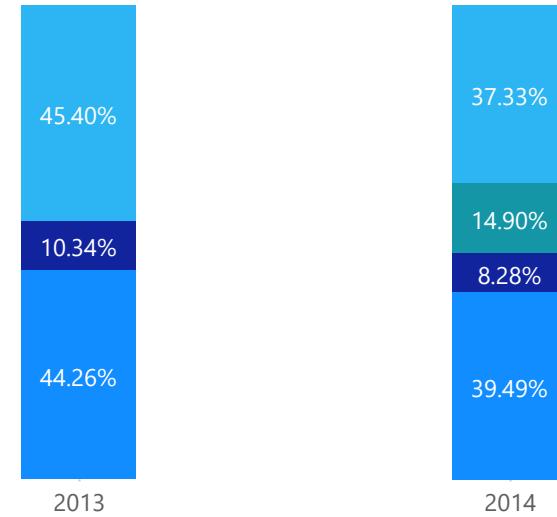
**1.07M**

Volume by Formal

**0.95M**

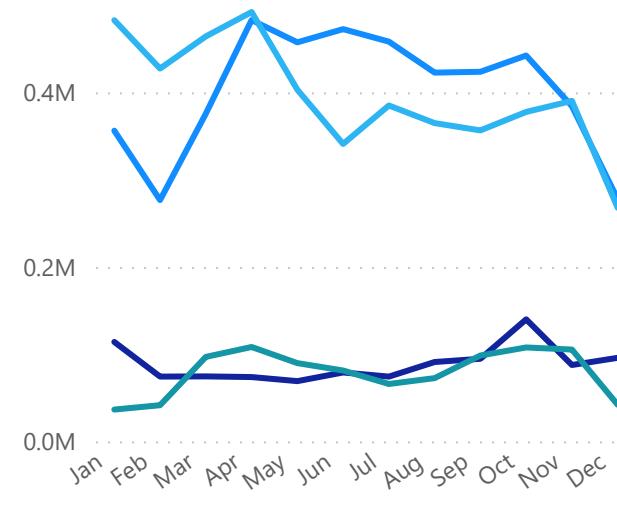
Volume by Year/ProductGroup

● Casual ● Dressy ● Formal ● Sport

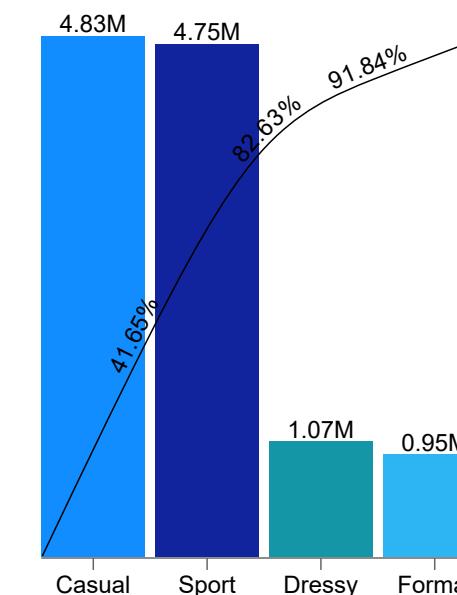


Volume by Month/ProductGroup

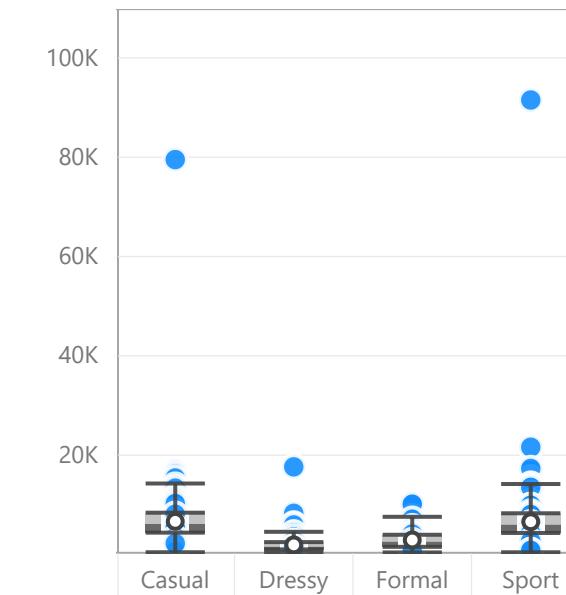
● Casual ● Dressy ● Formal ● Sport



Volume by ProductGroup



Volume by Date/ProductGroup



Year

All

Channel

All

State

All

ProductG...

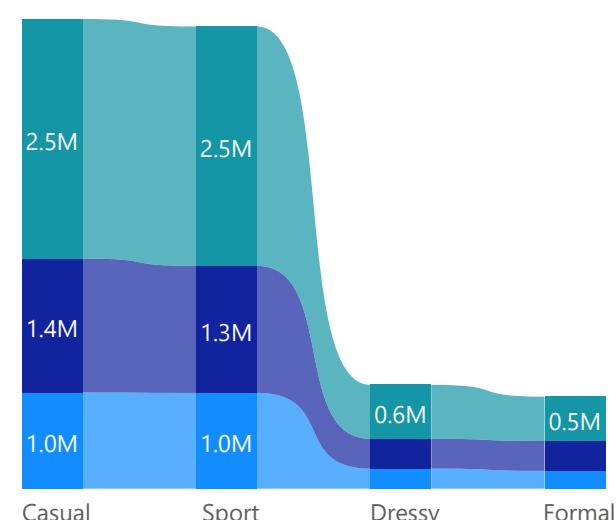
All

Style

All

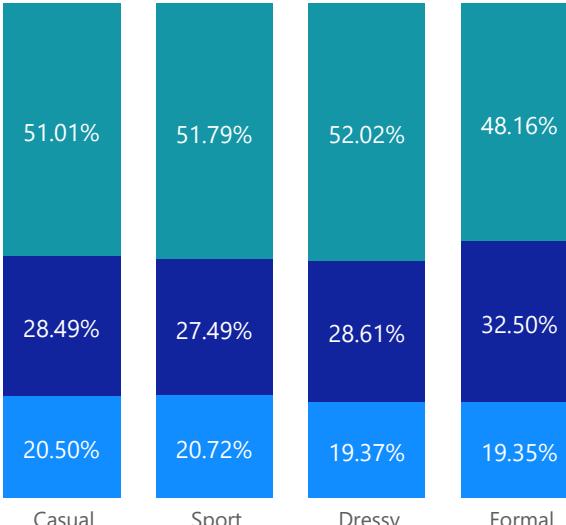
Volume by ProductGroup and Channel

● Boutique ● Department Stores ● Mass Retailers



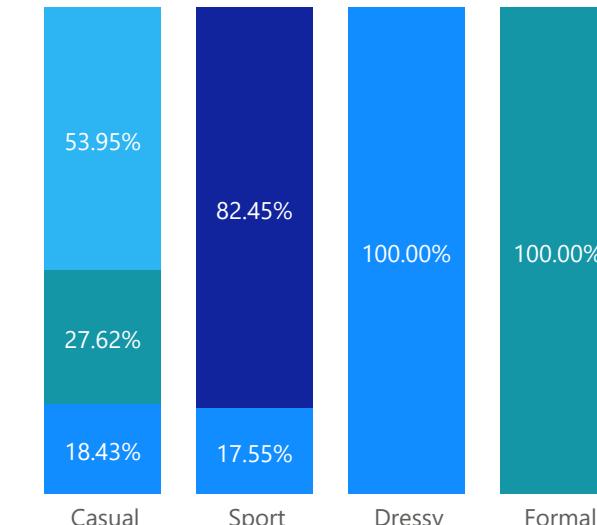
Volume by ProductGroup and Channel

● Boutique ● Department Stores ● Mass Retailers



Volume by ProductGroup and Style

● Jacket ● Polo ● Shirt ● T-Shirt



Toan Pham Minh

# Product Analysis

Sales Amount by Sport

**52.69M**

Sales Amount by Casual

**51.95M**

Sales Amount by Dressy

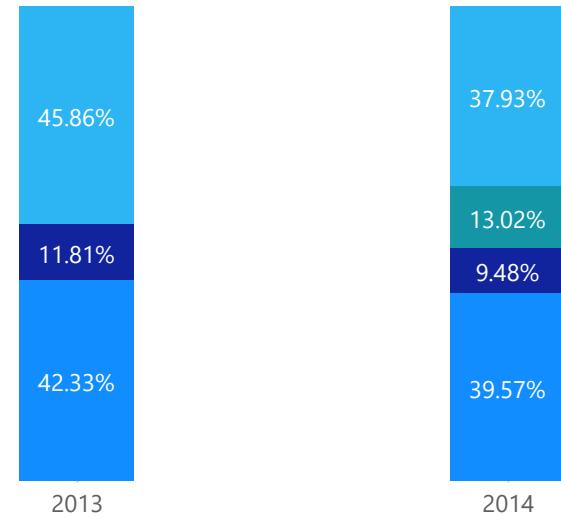
**13.36M**

Sales Amount by Formal

**9.44M**

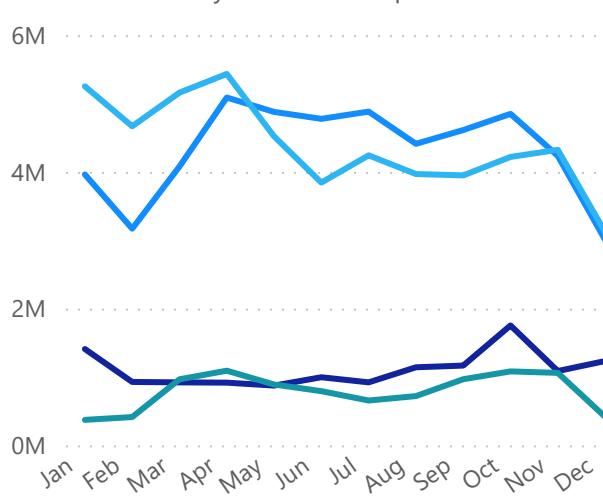
SalesAmount by Year/ProductGroup

Casual Dressy Formal Sport



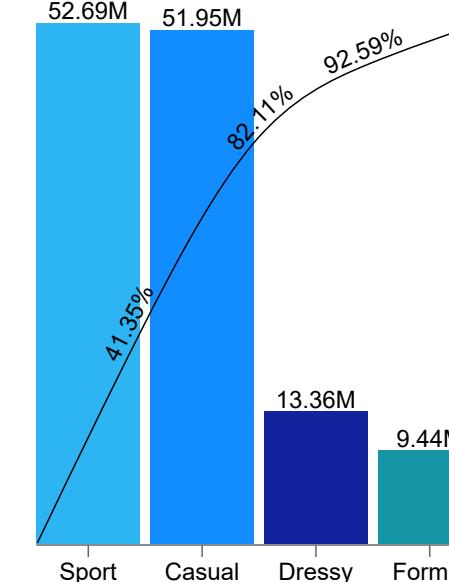
SalesAmount by Month/ProductGroup

Casual Dressy Formal Sport



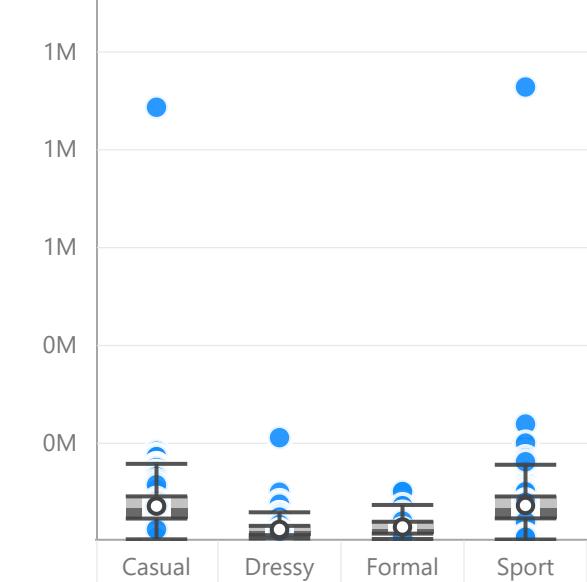
SalesAmount by ProductGroup

Sport Casual Dressy Formal



SalesAmount by Date/ProductGroup

Casual Dressy Formal Sport



Year  
All

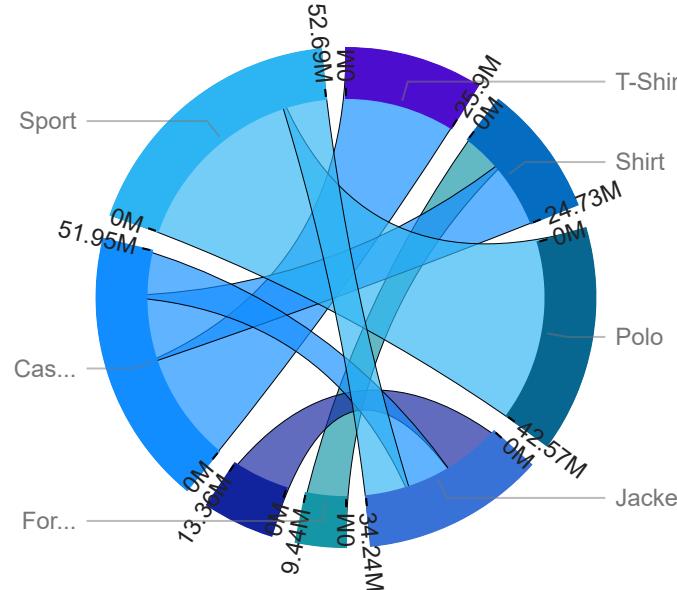
Channel  
All

State  
All

ProductG...  
All

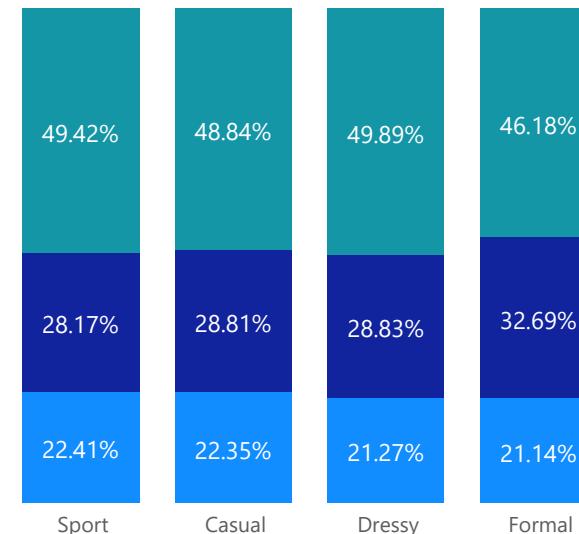
Style  
All

SalesAmount by ProductGroup and Style



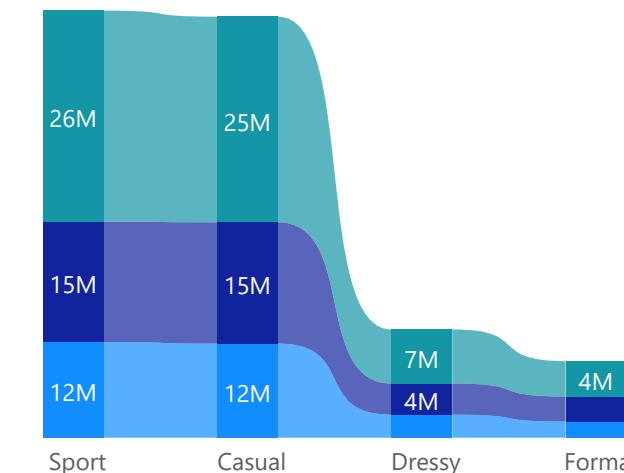
SalesAmount by ProductGroup and Channel

Boutique Department Stores Mass Retailers



SalesAmount by ProductGroup and Channel

Boutique Department Stores Mass Retailers



Toan Pham Minh

# Sales Reporting

Year

Channel

State

Product Group

Style

## Transaction by Channel

Month	Boutique	Department Stores	Mass Retailers	Total
January	220	196	313	729
February	196	156	217	569
March	195	206	271	672
April	254	187	298	739
May	209	191	290	690
June	220	208	304	732
July	235	219	306	760
August	223	212	321	756
September	229	199	285	713
October	224	214	289	727
November	188	197	278	663
December	161	127	203	491
<b>Total</b>	<b>2554</b>	<b>2312</b>	<b>3375</b>	<b>8241</b>

## Transaction by State

State	Q1	Q2	Q3	Q4	Total
CA	190	235	225	188	838
TX	167	173	190	159	689
NY	137	146	140	136	559
FL	127	109	116	98	450
OH	97	113	131	95	436
IL	93	79	93	71	336
PA	74	89	75	91	329
MI	71	83	102	70	326
MD	92	92	83	46	313
NC	67	86	96	60	309
MA	83	67	86	71	307
GA	57	61	59	59	236
<b>Total</b>	<b>1970</b>	<b>2161</b>	<b>2229</b>	<b>1881</b>	<b>8241</b>

## Transaction by Product Group

Month	Casual	Dressy	Formal	Sport	Total
January	411	106	50	425	729
February	333	82	51	345	569
March	409	95	100	367	672
April	442	99	99	425	739
May	427	94	94	399	690
June	451	108	102	397	732
July	457	99	86	435	760
August	464	118	87	419	756
September	460	97	96	389	713
October	436	124	96	416	727
November	398	74	85	402	663
December	297	86	37	277	491
<b>Total</b>	<b>4985</b>	<b>1182</b>	<b>983</b>	<b>4696</b>	<b>8241</b>

## Transaction by Style

Month	Jacket	Polo	Shirt	T-Shirt	Total
January	237	395	161	227	729
February	225	292	166	184	569
March	257	316	229	228	672
April	275	352	224	274	739
May	226	342	215	272	690
June	296	317	228	282	732
July	293	348	225	275	760
August	294	349	204	288	756
September	269	321	219	286	713
October	291	351	211	282	727
November	242	331	212	231	663
December	200	239	132	184	491
<b>Total</b>	<b>3105</b>	<b>3953</b>	<b>2426</b>	<b>3013</b>	<b>8241</b>

# Sales Reporting

Year ▾  
All ▾

Channel ▾  
All ▾

State ▾  
All ▾

ProductGroup ▾  
All ▾

Style ▾  
All ▾

## Shipped Quantity by Channel

Month	Boutique	Department Stores	Mass Retailers	Total
January	195225	263972	530198	989395
February	179089	234109	406583	819781
March	191236	303973	516045	1011254
April	276058	300051	580904	1157013
May	213942	291282	514112	1019336
June	183905	282019	507843	973767
July	203001	283254	497066	983321
August	173229	267624	510188	951041
September	207953	279784	485579	973316
October	212946	312007	542563	1067516
November	179342	286854	501153	967349
December	148850	190326	343975	683151
<b>Total</b>	<b>2364776</b>	<b>3295255</b>	<b>5936209</b>	<b>11596240</b>

## Shipped Quantity by State

State	Q1	Q2	Q3	Q4	Total
CA	256882	344255	299262	275899	1176298
TX	234332	233441	233558	223370	924701
NY	211347	216778	179825	187891	795841
OH	156789	166924	181379	120992	626084
FL	176165	164236	138620	140482	619503
PA	119556	149390	99653	146861	515460
MI	106473	126564	135596	111543	480176
IL	134172	102434	116620	102427	455653
MD	123572	144749	109086	69193	446600
MA	127376	101685	102054	108321	439436
NC	80546	111402	125241	88461	405650
GA	94857	95997	82897	85851	359602
<b>Total</b>	<b>2820430</b>	<b>3150116</b>	<b>2907678</b>	<b>2718016</b>	<b>11596240</b>

## Shipped Quantity by Product Group

Month	Casual	Dressy	Formal	Sport	Total
January	356126	114018	36532	482719	989395
February	276633	74317	41529	427302	819781
March	375633	74547	96897	464177	1011254
April	482882	73779	108241	492111	1157013
May	457374	69118	89758	403086	1019336
June	472496	79049	81287	340935	973767
July	458174	74295	65848	385004	983321
August	422656	91030	72563	364792	951041
September	423619	94733	98513	356451	973316
October	442259	139937	107710	377610	1067516
November	384196	87601	105287	390265	967349
December	277534	95831	42045	267741	683151
<b>Total</b>	<b>4829582</b>	<b>1068255</b>	<b>946210</b>	<b>4752193</b>	<b>11596240</b>

## Shipped Quantity by Style

Month	Jacket	Polo	Shirt	T-Shirt	Total
January	265807	436315	114535	172738	989395
February	191215	364363	133190	131013	819781
March	187895	411248	232961	179150	1011254
April	206117	422725	257110	271061	1157013
May	167329	351659	203520	296828	1019336
June	214115	273280	172901	313471	973767
July	215228	310098	165318	292677	983321
August	232241	297943	163350	257507	951041
September	268830	271363	222108	211015	973316
October	346117	285118	240236	196045	1067516
November	270493	294333	245277	157246	967349
December	226736	199949	129431	127035	683151
<b>Total</b>	<b>2792123</b>	<b>3918394</b>	<b>2279937</b>	<b>2605786</b>	<b>11596240</b>

# Sales Reporting

Year ▾  
All ▾

Channel ▾  
All ▾

State ▾  
All ▾

Product Group ▾  
All ▾

Style ▾  
All ▾

## Sales Amount by Channel

Month	Boutique	Department Stores	Mass Retailers	Total
January	2,322,126.21	3,052,084.49	5,622,760.04	<b>10,996,970.74</b>
February	2,151,069.49	2,668,342.57	4,360,937.57	<b>9,180,349.63</b>
March	2,301,465.30	3,311,335.63	5,515,192.05	<b>11,127,992.98</b>
April	3,273,681.21	3,264,007.06	5,993,582.68	<b>12,531,270.95</b>
May	2,514,516.13	3,251,371.94	5,397,914.61	<b>11,163,802.68</b>
June	2,141,667.86	3,093,614.60	5,175,258.96	<b>10,410,541.42</b>
July	2,348,013.64	3,203,488.83	5,151,543.33	<b>10,703,045.80</b>
August	2,006,872.45	2,949,750.62	5,287,097.80	<b>10,243,720.87</b>
September	2,506,165.31	3,115,700.90	5,074,904.73	<b>10,696,770.94</b>
October	2,621,543.39	3,537,586.26	5,745,664.38	<b>11,904,794.03</b>
November	2,192,862.03	3,102,910.33	5,410,441.85	<b>10,706,214.21</b>
December	1,880,040.10	2,198,453.09	3,701,989.22	<b>7,780,482.41</b>
<b>Total</b>	<b>28,260,023.12</b>	<b>36,748,646.32</b>	<b>62,437,287.22</b>	<b>127,445,956.66</b>

## Sales Amount by State

State	Q1	Q2	Q3	Q4	Total
CA	2,860,028.63	3,730,703.92	3,331,780.45	3,108,638.68	<b>13,031,151.68</b>
TX	2,563,148.84	2,456,043.85	2,596,449.99	2,495,966.10	<b>10,111,608.78</b>
NY	2,358,929.85	2,278,820.10	1,884,918.82	2,163,553.38	<b>8,686,222.15</b>
FL	1,861,822.61	1,862,730.05	1,467,225.12	1,587,987.51	<b>6,779,765.29</b>
OH	1,713,719.92	1,740,432.15	1,950,439.56	1,354,848.14	<b>6,759,439.77</b>
PA	1,255,345.72	1,605,913.36	1,120,079.91	1,684,498.69	<b>5,665,837.68</b>
MI	1,238,212.76	1,374,272.24	1,528,313.36	1,299,454.49	<b>5,440,252.85</b>
IL	1,418,235.68	1,128,561.25	1,290,128.34	1,143,147.62	<b>4,980,072.89</b>
MD	1,391,496.44	1,563,081.85	1,205,660.28	767,695.72	<b>4,927,934.29</b>
MA	1,434,499.79	1,118,187.25	1,105,853.41	1,236,271.33	<b>4,894,811.78</b>
NC	928,552.52	1,264,874.39	1,311,203.26	1,001,642.15	<b>4,506,272.32</b>
GA	1,060,024.32	1,068,819.52	886,280.29	933,769.68	<b>3,948,893.81</b>
<b>Total</b>	<b>31,305,313.35</b>	<b>34,105,615.05</b>	<b>31,643,537.61</b>	<b>30,391,490.65</b>	<b>127,445,956.66</b>

## Sales Amount by Product Group

Month	Casual	Dressy	Formal	Sport	Total
January	3,962,225.94	1,409,834.23	373,906.15	5,251,004.42	<b>10,996,970.74</b>
February	3,169,483.86	928,421.11	415,167.75	4,667,276.91	<b>9,180,349.63</b>
March	4,079,349.74	922,057.55	967,407.77	5,159,177.92	<b>11,127,992.98</b>
April	5,087,652.70	918,132.43	1,093,054.06	5,432,431.76	<b>12,531,270.95</b>
May	4,877,318.00	875,316.93	891,371.45	4,519,796.30	<b>11,163,802.68</b>
June	4,775,904.05	997,240.17	793,634.50	3,843,762.70	<b>10,410,541.42</b>
July	4,881,629.80	922,377.27	656,960.59	4,242,078.14	<b>10,703,045.80</b>
August	4,410,571.09	1,142,824.17	721,477.71	3,968,847.90	<b>10,243,720.87</b>
September	4,611,866.90	1,167,718.45	968,311.39	3,948,874.20	<b>10,696,770.94</b>
October	4,848,696.90	1,754,670.35	1,082,542.57	4,218,884.21	<b>11,904,794.03</b>
November	4,234,180.66	1,088,128.84	1,061,128.61	4,322,776.10	<b>10,706,214.21</b>
December	3,007,955.01	1,234,063.88	418,863.94	3,119,599.58	<b>7,780,482.41</b>
<b>Total</b>	<b>51,946,834.65</b>	<b>13,360,785.38</b>	<b>9,443,826.49</b>	<b>52,694,510.14</b>	<b>127,445,956.66</b>

## Sales Amount by Style

Month	Jacket	Polo	Shirt	T-Shirt	Total
January	3,251,731.32	4,668,342.91	1,156,785.35	1,920,111.16	<b>10,996,970.74</b>
February	2,333,683.24	3,910,803.79	1,467,830.67	1,468,031.93	<b>9,180,349.63</b>
March	2,299,127.67	4,513,925.90	2,517,726.66	1,797,212.75	<b>11,127,992.98</b>
April	2,523,316.08	4,598,458.40	2,780,044.93	2,629,451.54	<b>12,531,270.95</b>
May	2,067,885.61	3,899,271.57	2,184,928.13	3,011,717.37	<b>11,163,802.68</b>
June	2,631,182.06	3,028,962.75	1,855,890.90	2,894,505.71	<b>10,410,541.42</b>
July	2,626,072.06	3,328,257.82	1,809,275.64	2,939,440.28	<b>10,703,045.80</b>
August	2,844,332.03	3,163,821.64	1,775,142.87	2,460,424.33	<b>10,243,720.87</b>
September	3,274,440.77	2,911,266.71	2,421,877.00	2,089,186.46	<b>10,696,770.94</b>
October	4,244,424.29	3,100,687.71	2,631,315.36	1,928,366.67	<b>11,904,794.03</b>
November	3,291,200.07	3,172,550.42	2,709,633.04	1,532,830.68	<b>10,706,214.21</b>
December	2,856,091.05	2,275,404.63	1,416,074.20	1,232,912.53	<b>7,780,482.41</b>
<b>Total</b>	<b>34,243,486.25</b>	<b>42,571,754.25</b>	<b>24,726,524.75</b>	<b>25,904,191.41</b>	<b>127,445,956.66</b>



# Sales Reporting

Year

Channel

State

ProductGroup

Style

## Sales Amount MoM% and Shipped Quantity MoM%

Month	SalesAmount MoM%	ShippedQuantity MoM%
January	126.00%	129.68%
February	-16.52%	-17.14%
March	21.22%	23.36%
April	12.61%	14.41%
May	-10.91%	-11.90%
June	-6.75%	-4.47%
July	2.81%	0.98%
August	-4.29%	-3.28%
September	4.42%	2.34%
October	11.29%	9.68%
November	-10.07%	-9.38%
December	-27.33%	-29.38%
<b>Total</b>	<b>2.34%</b>	<b>2.22%</b>

## Sales Amount by Year and Quarter

Year	SalesAmount	Mean	Median	Min	Max	SD
2013	<b>54,905,479.97</b>	<b>263.41</b>	<b>245.16</b>	<b>30.45</b>	<b>888.96</b>	<b>117.01</b>
	13,114,494.92	274.91	256.36	42.40	888.96	114.89
	13,961,440.52	263.65	241.74	38.56	863.04	118.03
	13,847,997.38	244.14	228.24	30.45	740.16	108.24
2014	13,981,547.15	273.84	257.20	31.05	770.64	124.30
	<b>72,540,476.69</b>	<b>292.33</b>	<b>270.76</b>	<b>27.67</b>	<b>981.12</b>	<b>127.79</b>
	18,190,818.43	305.84	284.58	36.56	981.12	138.03
	20,144,174.53	294.49	270.40	42.40	951.36	125.89
Total	17,795,540.23	266.76	247.80	32.67	772.68	111.23
	16,409,943.50	306.44	290.73	27.67	795.36	132.81
	<b>127,445,956.66</b>	<b>279.13</b>	<b>258.72</b>	<b>27.67</b>	<b>981.12</b>	<b>123.83</b>

## Transaction by Day

Day Name	Transaction	%GT Transaction
Sunday	1134	13.76%
Monday	1169	14.19%
Tuesday	1367	16.59%
Wednesday	1130	13.71%
Thursday	1118	13.57%
Friday	1151	13.97%
Saturday	1172	14.22%
<b>Total</b>	<b>8241</b>	<b>100.00%</b>

## Shipped Quantity by Year

Year	ShippedQuantity	Mean	Median	Min	Max	SD
2013	5247333	25	24	7	48	9
2014	6348907	26	24	7	48	9
<b>Total</b>	<b>11596240</b>	<b>25</b>	<b>24</b>	<b>7</b>	<b>48</b>	<b>9</b>