Data Preparation & Enviroment Setup

```
In [2]: import pandas as pd
import numpy as np
import sqlite3
import matplotlib.pyplot as plt

transactions = pd.read_csv('TRANSACTION_TAKEHOME.csv')
product = pd.read_csv('PRODUCTS_TAKEHOME.csv')
user = pd.read_csv('USER_TAKEHOME.csv')
```

Data Exploration

TRANSACTION_TAKEHOME.csv

In [4]: # This is the first 10 rows of data, we can get to see the basic sense of the
transactions.head(5)

ι	STORE_NAME	SCAN_DATE	PURCHASE_DATE	RECEIPT_ID	
63b73a7f3d310dceea	WALMART	2024-08-21 14:19:06.539 Z	2024-08-21	0000d256- 4041-4a3e- adc4- 5623fb6e0c99	0
62c08877baa38d1a	ALDI	2024-07-20 09:50:24.206 Z	2024-07-20	0001455d- 7a92-4a7b- a1d2- c747af1c8fd3	1
60842f207ac8b7729e	WALMART	2024-08-19 15:38:56.813 Z	2024-08-18	00017e0a- 7851-42fb- bfab- 0baa96e23586	2
63fcd7cea4f8442c33	FOOD LION	2024-06-19 11:03:37.468 Z	2024-06-18	000239aa- 3478-453d- 801e- 66a82e39c8af	3
6193231ae9b3d7503	RANDALLS	2024-07-05 15:56:43.549 Z	2024-07-04	00026b4c- dfe8-49dd- b026- 4c2f0fd5c6a1	4

In [5]: # Display the data structure of the data frame
 transactions.info()

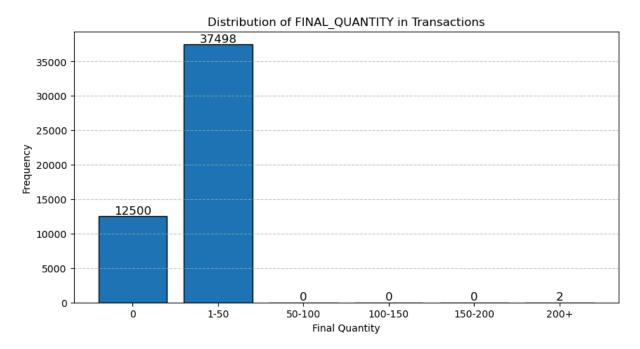
plt.ylabel('Frequency')

plt.show()

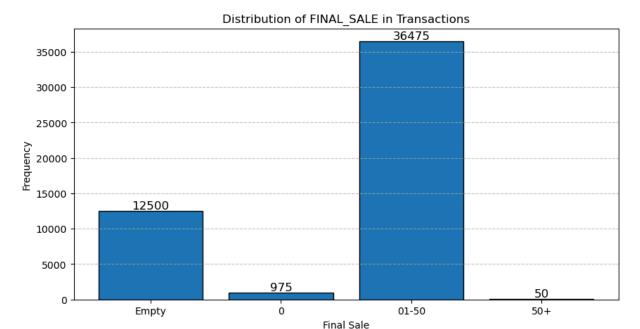
```
<class 'pandas.core.frame.DataFrame'>
      RangeIndex: 50000 entries, 0 to 49999
      Data columns (total 8 columns):
           Column
                           Non-Null Count Dtype
       ____
           RECEIPT ID
                           50000 non-null object
       0
                           50000 non-null object
           PURCHASE DATE
       2
           SCAN DATE
                           50000 non-null object
       3
           STORE NAME
                           50000 non-null object
       4
           USER ID
                           50000 non-null object
       5
           BARCODE 
                           44238 non-null float64
           FINAL QUANTITY 50000 non-null object
       7
           FINAL SALE
                           50000 non-null object
       dtypes: float64(1), object(7)
      memory usage: 3.1+ MB
In [6]: transactions['FINAL QUANTITY'] = transactions['FINAL QUANTITY'].replace("zer
        transactions['FINAL QUANTITY'] = pd.to numeric(transactions['FINAL QUANTITY']
        transactions = transactions.dropna(subset=['FINAL QUANTITY'])
        # Plot histogram of FINAL QUANTITY
        bins = [-1, 0, 50, 100, 150, 200, float('inf')]
        labels = ['0', '1-50', '50-100', '100-150', '150-200', '200+']
        transactions['FINAL BINNED'] = pd.cut(transactions['FINAL QUANTITY'], bins=t
        value counts = transactions['FINAL BINNED'].value counts().sort index()
        plt.figure(figsize=(10, 5))
        bars = plt.bar(value counts.index, value counts.values, edgecolor='black')
        for bar in bars:
            yval = bar.get_height()
            plt.text(bar.get_x() + bar.get_width()/2, yval, int(yval), ha='center',
        plt.xlabel('Final Quantity')
```

plt.title('Distribution of FINAL QUANTITY in Transactions')

plt.grid(axis='y', linestyle='--', alpha=0.7)



```
In [7]: # Fill the empty space to -1
        transactions['FINAL SALE'] = transactions['FINAL SALE'].replace(" ",'-1')
        #Convert datatype to numeric
        transactions['FINAL_SALE'] = pd.to_numeric(transactions['FINAL_SALE'])
        # Plot histogram of FINAL SALE
        bins = [-2, -0.5, 0.5, 50, float('inf')]
        # Create label for histogram interval
        labels = ['Empty','0','0' '1-50', '50+']
        # Data Visulization
        transactions['FINAL SALE BINNED'] = pd.cut(transactions['FINAL SALE'], bins=
        value counts = transactions['FINAL SALE BINNED'].value counts().sort index()
        plt.figure(figsize=(10, 5))
        bars = plt.bar(value_counts.index, value_counts.values, edgecolor='black')
        for bar in bars:
            yval = bar.get height()
            plt.text(bar.get_x() + bar.get_width()/2, yval, int(yval), ha='center',
        plt.xlabel('Final Sale')
        plt.ylabel('Frequency')
        plt.title('Distribution of FINAL SALE in Transactions')
        plt.grid(axis='y', linestyle='--', alpha=0.7)
        plt.show()
```



Finding:

- 1. The column of the barcode contains null values.
- 2. The data type of the "final_quantity" and "final_sale" are objects, which means it contain values other than numeric types.
- 3. Based on the distribution plot, we find that the "final_sale" contains 0 and is empty when the receipts are scanned. We need to verify the data quality.

Data Cleaning for Transactions Dataset

Assumption: When multiple rows share the same RECEIPT_ID, BARCODE, and USER_ID but have inconsistent values in FINAL_QUANTITY or FINAL_SALE, we assume these discrepancies stem from data entry errors or incomplete records. To ensure data consistency, we convert "zero" in FINAL_QUANTITY to 0 and treat empty FINAL_SALE values as missing data. This approach enables proper aggregation, improves duplicate removal, and ensures we retain the most accurate records. Without external verification, these assumptions allow us to derive the best possible analysis outcomes from the available data.

```
In [10]: # Removal of data that FINAL_SALE have null value
    transactions = transactions[transactions['FINAL_SALE'] != -1]
    # Removal of data that FINAL_QUANTITY have value of zero
    transactions = transactions[transactions['FINAL_QUANTITY'] != 0]
    # Check for duplicated datas
    duplicate = transactions[transactions.duplicated(keep=False)]
    duplicate.shape[0]
Out[10]: 276

In [11]: # Removal of duplicated rows of data and keep the first data
```

transactions = transactions.drop duplicates(keep='first')

transactions[transactions.duplicated(keep=False)]

Double check duplicated rows of data

Out[11]: RECEIPT_ID PURCHASE_DATE SCAN_DATE STORE_NAME USER_ID BARCODE FIL

In [12]: transactions.drop(columns=['FINAL_BINNED', 'FINAL_SALE_BINNED'], errors='igr
#Updated version of transaction dataset. This dataset is well-formated datat
transactions.info()

<class 'pandas.core.frame.DataFrame'>
Index: 24852 entries, 25000 to 49999
Data columns (total 8 columns):

#	Column	Non-Null Count	Dtype
0	RECEIPT_ID	24852 non-null	object
1	PURCHASE_DATE	24852 non-null	object
2	SCAN_DATE	24852 non-null	object
3	STORE_NAME	24852 non-null	object
4	USER_ID	24852 non-null	object
5	BARCODE	21996 non-null	float64
6	FINAL_QUANTITY	24852 non-null	float64
7	FINAL_SALE	24852 non-null	float64
	(-)		

dtypes: float64(3), object(5)

memory usage: 1.7+ MB

PRODUCT_TAKEHOME.csv

In [14]: # This is the first 5 rows of product data, we can get to see the basic sens
product.head(5)

Out[14]:		CATEGORY_1	CATEGORY_2	CATEGORY_3	CATEGORY_4	MANUFACTURER	BRA
	0	Health & Wellness	Sexual Health	Conductivity Gels & Lotions	NaN	NaN	N
	1	Snacks	Puffed Snacks	Cheese Curls & Puffs	NaN	NaN	N
	2	Health & Wellness	Hair Care	Hair Care Accessories	NaN	PLACEHOLDER MANUFACTURER	ELECS
	3	Health & Wellness	Oral Care	Toothpaste	NaN	COLGATE- PALMOLIVE	COLG/
	4	Health & Wellness	Medicines & Treatments	Essential Oils	NaN	MAPLE HOLISTICS AND HONEYDEW PRODUCTS INTERCHA	MAF HOLISTI

In [15]: # Display the data structure of the dataframe
product.info()

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 845552 entries, 0 to 845551
Data columns (total 7 columns):
    Column
                  Non-Null Count
                                   Dtype
    CATEGORY 1
                  845441 non-null object
0
1
    CATEGORY 2
                  844128 non-null object
2
    CATEGORY_3
                  784986 non-null object
                                   object
3
    CATEGORY 4
                  67459 non-null
    MANUFACTURER 619078 non-null object
5
    BRAND
                  619080 non-null object
    BARCODE
                  841527 non-null float64
dtypes: float64(1), object(6)
memory usage: 45.2+ MB
```

Finding:

Missing value and null value on fields, category / manufacturer / brand / barcode.
 These missing values can create challenges in accurately linking products to transactions, potentially leading to unmatchable records in the transaction data.

```
In [17]: print(f'''CATEGORY_1 contains {product['CATEGORY_1'].dropna().nunique()} dist
    CATEGORY_2 contains {product['CATEGORY_2'].dropna().nunique()} distinct cate
    CATEGORY_3 contains {product['CATEGORY_3'].dropna().nunique()} distinct cate
    CATEGORY_4 contains {product['CATEGORY_4'].dropna().nunique()} distinct cate
    MANUFACTURER contains {product['MANUFACTURER'].dropna().nunique()} distinct
    BRAND contains {product['BRAND'].dropna().nunique()} distinct brands ''')

CATEGORY_1 contains 27 distinct categories,

    CATEGORY_2 contains 121 distinct categories,

CATEGORY_3 contains 344 distinct categories,

MANUFACTURER contains 4354 distinct manufactures,

BRAND contains 8122 distinct brands
```

Data Cleaning for Product Dataset

```
In [19]: # Convert the category with null value to the unknow
    product['CATEGORY_1'] = product['CATEGORY_1'].fillna("unknow")
    product['CATEGORY_2'] = product['CATEGORY_2'].fillna("unknow")
    product['CATEGORY_3'] = product['CATEGORY_3'].fillna("unknow")
    product['CATEGORY_4'] = product['CATEGORY_4'].fillna("unknow")
    product['MANUFACTURER'] = product['MANUFACTURER'].fillna("unknow")
    product['BRAND'] = product['BRAND'].fillna("unknow")
In [20]: # Double check if the category still contain null values
    product.info()
```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 845552 entries, 0 to 845551
Data columns (total 7 columns):

Column Non-Null Count Dtype 0 CATEGORY_1 845552 non-null object 1 CATEGORY_2 845552 non-null object 2 CATEGORY_3 845552 non-null object 3 CATEGORY 4 845552 non-null object 4 MANUFACTURER 845552 non-null object 5 BRAND 845552 non-null object BARCODE 841527 non-null float64

dtypes: float64(1), object(6)

memory usage: 45.2+ MB

USER_TAKEHOME.csv

In [22]: # This is the first 10 rows of user data, we can get to see the basic sense user.head(10)

Out[22]: CREATED_DATE BIRTH_DATE STATE LANGUAGE (2000-08-11 2020-06-24 0 5ef3b4f17053ab141787697d 00:00:00.000 CA es-419 20:17:54.000 Z 2001-09-24 2021-01-03 1 5ff220d383fcfc12622b96bc 04:00:00.000 PA en 19:53:55.000 Z 1994-10-28 2023-05-31 2 00:00:00.000 6477950aa55bb77a0e27ee10 FL es-419 18:42:18.000 Z 2023-12-26 3 658a306e99b40f103b63ccf8 NaN NC en 01:46:22.000 Z 1972-03-19 2023-10-28 653cf5d6a225ea102b7ecdc2 00:00:00.000 4 PA en 11:51:50.000 Z 1999-10-27 2020-12-23 5 5fe2b6f3ad416a1265c4ab68 04:00:00.000 NY en 03:18:11.000 Z 1983-09-25 2023-09-25 651210546816bb4d035b1ead 22:57:25.000 FL es-419 22:57:24.000 Z Ζ 1970-02-16 2023-04-01 642831ea3d4434e63c1936fd 05:00:00.000 IN en 13:30:18.000 Z Ζ 1982-12-22 2022-12-22 63a4c9a1b5f32149b9d82f9e NC 05:00:00.000 en 21:18:25.000 Z Ζ 1992-05-03 2022-11-04 63654b21d02459d8a57a2e2c 04:00:00.000 NY en nor 17:25:53.000 Z In [23]: user['GENDER'].unique() Out[23]: array(['female', nan, 'male', 'non_binary', 'transgender', 'prefer_not_to_say', 'not_listed', 'Non-Binary', 'unknown', 'not_specified', "My gender isn't listed", 'Prefer not to say'], dtype=object)

In [24]: # Display the data structure of the data frame
 user.info()

<class 'pandas.core.frame.DataFrame'>

RangeIndex: 100000 entries, 0 to 99999 Data columns (total 6 columns): Column Non-Null Count Dtype 100000 non-null object 0 ID 100000 non-null object 1 CREATED DATE 2 BIRTH DATE 96325 non-null object 3 STATE 95188 non-null object 4 LANGUAGE 69492 non-null object 5 GENDER 94108 non-null object dtypes: object(6) memory usage: 4.6+ MB

Finding:

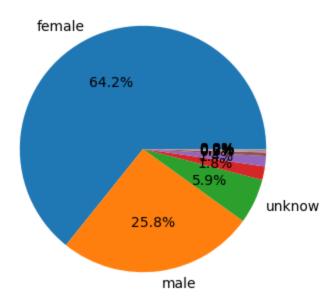
 Missing values in the fields, birth date/state/language/gender. For the entry of gender, it contains redundant categories, like "unknown", "not_specified", and "My gender isn't listed" may overlap.

```
In [26]: f'The earliest user creation time is {user['CREATED_DATE'].min()}. The most
Out[26]: 'The earliest user creation time is 2014-04-18 23:14:55.000 Z. The most rec ent user creation date is 2024-09-11 17:59:15.000 Z'
In [27]: f'The oldest user is {user['BIRTH_DATE'].dropna().min()}. The youngest user
Out[27]: 'The oldest user is 1900-01-01 00:00:00.000 Z. The youngest user creation d ate is 2022-04-03 07:00:00.000 Z'
In [28]: gender_counts_all = user['GENDER'].value_counts(dropna=False)

# Replace NaN with "Unknown" for better visualization
gender_counts_all.index = gender_counts_all.index.fillna("unknow")

# Only create label male/female / unknown, as we trying to keep the best eff
labels = [g if g in ["male", "female", "unknow"] else "" for g in gender_cou
plt.figure(figsize=(6, 4))
plt.pie(gender_counts_all, labels=labels, autopct=lambda p: f'{p:.1f}%' if p
plt.title("Distribution of Gender")
plt.show()
```

Distribution of Gender



SQL Queries

1. What are the top 5 brands by receipts scanned among users 21 and over?

Based on the provided transaction records, we could find that COCA-COLA / GREAT VALUE / PEPSI / EQUATE / LAY'S top 5 brands by receipts scanned among users 21 and over. Please find the result under the SQL query.

```
In [30]: conn = sqlite3.connect(":memory:")
         user.to_sql("table1", conn, index=False, if_exists="replace")
         product.to_sql("table2", conn, index=False, if_exists="replace")
         transactions.to_sql("table3", conn, index=False, if_exists="replace")
         query = """WITH t1 AS (
             SELECT BARCODE,
                     BRAND
             FROM table2),
             t2 AS (
                 SELECT ID
                 FROM table1
                 WHERE (julianday('now') - julianday(BIRTH_DATE)) / 365.25 >= 21),
             t3 AS (
                 SELECT t1.BRAND,
                     COUNT(table3.RECEIPT ID)AS number receipt
                 FROM table3
                  JOIN t1 ON table3.BARCODE = t1.BARCODE
                 LEFT JOIN t2 ON t2.ID = table3.USER ID
                 GROUP BY t1.BRAND)
             SELECT *
```

```
FROM t3
ORDER BY number_receipt DESC LIMIT 6"""

#t1 is the CTE to select the data
#t2 is the CTE to find the users 21 and over
#t3 is the CTE aggregate the number of receipts scanned by the selective use

df_result = pd.read_sql(query, conn)
print(df_result)
```

```
BRAND number_receipt
0
     COCA-COLA
                             535
1
  GREAT VALUE
                             384
2
        unknow
                             366
3
                             364
         PEPSI
        EQUATE
4
                             341
5
         LAY'S
                             324
```

2. What are the top 5 brands by sales among users that have had their account for at least six months?

Based on the provided transaction records, we could find that PEPSI / COCA-COLA / EQUATE / GREAT VALUE / HERSHEY'S are the top 5 brands by sales among users that have had their account for at least six months. Please find the result under the SQL query.

```
In [32]: query = """WITH t1 AS
                  (SELECT DISTINCT ID
                  FROM table1
                 WHERE (julianday('now') - julianday(CREATED DATE)) >= 180),
                 t2 AS (
                 SELECT df2.BRAND,
                     df3.BARCODE,
                     df3.RECEIPT ID,
                     df3.USER ID.
                     df3.FINAL QUANTITY,
                     df3.FINAL SALE
                  FROM table2 df2
                  JOIN table3 df3 ON df2.BARCODE = df3.BARCODE
                 LEFT JOIN t1 ON df3.USER ID = t1.ID
                 ),
                 t3 AS (
                 SELECT t2.BRAND,
                     COUNT(t2.RECEIPT_ID) AS num_receipts,
                     SUM(t2.FINAL QUANTITY*t2.FINAL SALE) AS total sales
                  FROM t2
                 GROUP BY t2.BRAND
                  ORDER BY total_sales DESC
                 LIMIT 6
                 SELECT *
                  FROM t3"""
         #t1 is the CTE to define the account created for at least 6 months
```

```
#t2 is the CTE to filter the data in the 6 month period and join the transac
#t3 is the CTE to aggregate the sum of sales for each brand
df_result = pd.read_sql(query, conn)
print(df_result)
```

```
BRAND num_receipts total_sales
0
         PEPSI
                          364
                                  3821.3728
1
     COCA-COLA
                          535
                                  3203.6575
2
        unknow
                          366
                                  2449.8067
3
        EQUATE
                          341
                                  2084.1700
4
  GREAT VALUE
                          384
                                  1778,0600
5
     HERSHEY'S
                          190
                                  1430.6771
```

3. What is the percentage of sales in the Health & Wellness category by generation?

I divided the generation into 6 groups. The oldest fetch user was born in 1900 based on my exploratory data analysis.

Group1(1944 Forward) / Group2(1944-1965) / Group3(1965-1980)/ Group4(1980-1995) / Group5(1995-2010) / Group6(2010-Now)

Based on the transaction record, 49.71% of sales come from Group2(1944-1965), 30.09% of sales come from group3(1965-1980), 20.2% of sales come from group4(1980-1995)

```
In [34]: query = """WITH t1 AS
                  (SELECT ID,
                 birth year,
                 CASE
                     WHEN birth_year<1944 THEN 'group1(1944 Forward)'
                     WHEN birth year>=1944 AND birth year<1965 THEN 'group2(1944-1965
                     WHEN birth year>=1965 AND birth year<1980 THEN 'group3(1965-1980)
                     WHEN birth_year>=1980 AND birth_year<1995 THEN 'group4(1980-1995
                     WHEN birth_year>=1995 AND birth_year<2010 THEN 'group5(1995-2010
                     WHEN birth year>=2010 THEN 'group6(2010-Now)'
                     ELSE 'none'
                  END AS 'generation'
                  FROM(SELECT ID,
                      strftime('%Y', BIRTH DATE)+0 AS birth year
                       FROM table1)
                  WHERE birth year != 'none'),
                 t2 AS (
                  SELECT t1.generation,
                     df3.FINAL QUANTITY,
                     df3.FINAL SALE
                  FROM table2 df2
                  JOIN table3 df3 ON df2.BARCODE = df3.BARCODE
                  JOIN t1 ON df3.USER ID = t1.ID
                 WHERE df2.CATEGORY 1 = 'Health & Wellness'
                  ),
                 t3 AS (
                 SELECT t2.generation,
                    SUM(t2.FINAL_SALE * t2.FINAL_QUANTITY) AS total_sales
```

```
FROM t2
        GROUP BY t2.generation
        ),
        t4 AS (
            SELECT SUM(total sales) AS grand total
        SELECT t3.generation,
           t3.total_sales,
           ROUND((t3.total sales * 100.0 / t4.grand total), 2) AS percentage
        FROM t3
        JOIN t4 ON 1=1
        ORDER BY t3.total sales DESC;"""
#t1 is the CTE to define the generation
#t2 is the CTE to filter the data in 'Health & Wellness' and join the user 1
#t3 is the CTE to aggregate the total sales for each generation that have tr
#t4 is the CTE to aggregate the total sales for all generations that have tr
#SQL query to calculate the percentage of sales for each generation
df_result = pd.read_sql(query, conn)
print(df_result)
```

```
generation total_sales percentage_of_sales 0 group2(1944-1965) 86.56 49.71 1 group3(1965-1980) 52.39 30.09 2 group4(1980-1995) 35.17 20.20
```

4. Which is the leading brand in the Dips & Salsa category?

Based on the provided transaction records, we could find that TOSTITOS is the leading brand in the Dips & Salsa category which has the most scanned receipts and sales. Please find the result under the SQL query.

```
In [36]: query = """
         WITH t1 AS(
              SELECT BARCODE,
                  BRAND,
                  category 2
              FROM table2
              WHERE category_2 LIKE 'Dips & Salsa'
              ),
          t2 AS(
              SELECT txt1.receipt id,
                  t1.BRAND,
                  (txt1.final_quantity*txt1.final_sale)AS sale
              FROM table3 txt1
              JOIN t1 ON txt1.barcode = t1.barcode
              ORDER BY 1,2
              ),
          t3 AS(
              SELECT brand,
```

	brand	receipt_count	total_sales
0	TOSTITOS	36	197.24
1	PACE	24	85.75
2	unknow	21	107.21
3	FRITOS	19	73.76
4	DEAN'S DAIRY DIP	17	39.95
5	MARKETSIDE	16	65.22
6	HELUVA GOOD!	15	53.98
7	FRESHNESS GUARANTEED	12	46.66
8	MARZETTI	11	51.14
9	HIDDEN VALLEY	10	76.38

Communication with stakeholders

Dear Mr./Mrs,

I hope this message finds you well. I am reaching out to share insights from my exploratory data analysis and to highlight key data quality issues that require further discussion and resolution.

After my exploratory data analysis, there are 3 major data quality issues have been identified.

1. Missing Data

For "PRODUCTS_TAKEHOME.csv" has missing values in the category, manufacture, and barcode information.

For "UERS_TAKEHOME.csv" has missing values in the information of birth date, state, language, and gender.

For "TRANSACTIONS_TAKEHOME.csv" has missing values in the information of barcode.

2. Inconsistent Data Types

For "TRANSACTIONS_TAKEHOME.csv", the column of 'FINAL_QUANTITY' contains non-numeric values like "zero". The column of 'FINAL_SALE' contains many rows of blank space data, making it difficult to determine transaction amounts.

3. Potential of Duplicate Data in "TRANSACTIONS_TAKEHOME.csv"

We found that 50,000 rows in the dataset contain duplicate records when checking the rows: RECEIPT_ID, PURCHASE_DATE, SCAN_DATE, STORE_NAME, USER_ID, and BARCODE.

Based on the SQL query investigation, we found that Coca-Cola and Pepsi are the 2 brands that ranked high in the loyal Fetch user and 21+ years old Fetch users. In other words, these 2 brands have a long-term rewards points campaign event in Fetch Rewards.

In addition to that I would like to address my questions and potential solutions for the outstanding issues,

1. Unknown brand and category classification

Resolution: Can we verify the data and provide the reference data for the unknown products? Before verification, I propose standardizing all unknown brands and categories by overwriting them as "unknown" for consistency.

2. Change of FINAL_SALE & FINAL_QUANTITY for transactions data

Resolution: Can we confirm if "zero" values and blank spaces represent actual data? However, before we verify the data, I would like to overwrite the 'zero' to integer 0 for numeric consistency. Also, I would like to overwrite the " " to integer 0.

3. Duplicated Data

Resolution: Can we verify if duplicate transactions should be merged or if they result from ingestion errors?(check for FINAL_SALE & FINAL_QUANTITY) and merge the duplicate row? Before verification, I would like to drop the data that have 'zero' in 'FINAL_QUANTITY' and " "(empty space) in 'FINAL_SALE'. Since we could not make any assumption based on the unknown situation. Lastly, we need to review duplicate rows that occur more than twice and retain only the first occurrence in the dataset.

I am looking forward to hearing your thoughts and clarifications. Please let me know how you'd like to proceed, and I'd be happy to make any necessary adjustments.

Best Regards,

Xinghong Ma