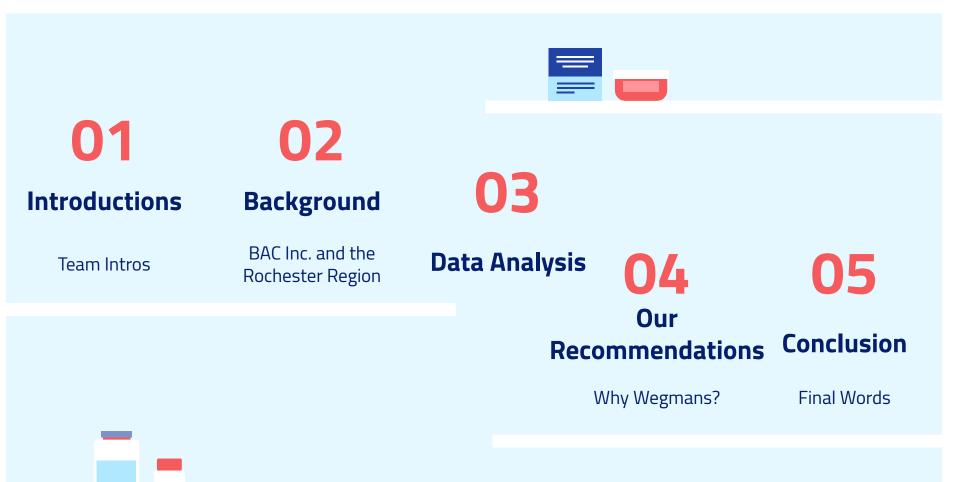


BAC Inc. Pharmacy

Rochester Expansion









O1 Introductions





Team Introduction







Ansel Amanna MIS / SCM Nathan Parker MIS Anna Loso MIS





02



Background

Bac Inc. and the Rochester Region





Background



Performance

BAC Inc. Performed well during the pandemic and is looking to expand



Rochester

Originally from NYC, Bac Inc. is looking to make a mark in Rochester



Goal

categories 10 different product areas

Current business



space Wegmans, Walgreens Walmart, CVS, etc.



Options

Buy, Build, Other??



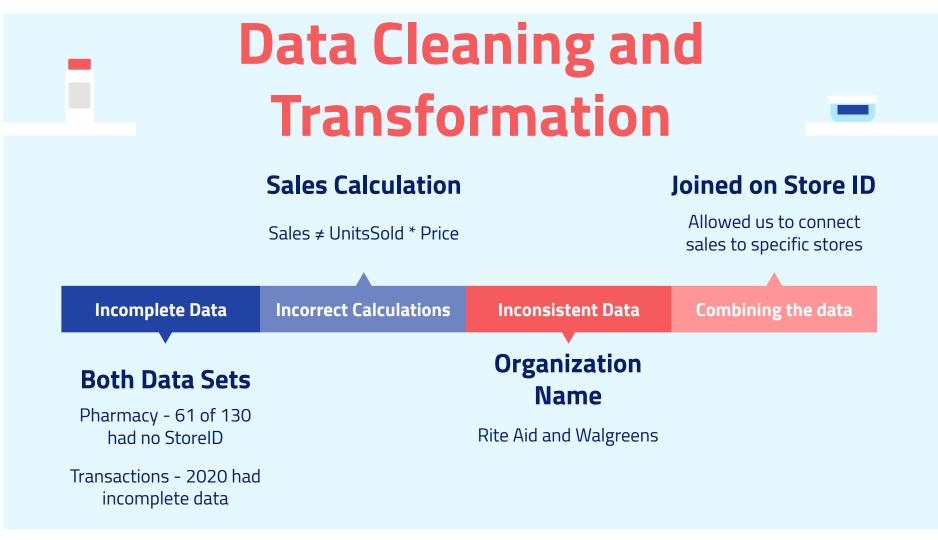
Provide BAC Inc. with the right information to expand to rochester



Background - Data Sets1 - Pharmacy2- TransactionalDataData

130 pharmacies - unique by store location

9 Years of transactional data







03

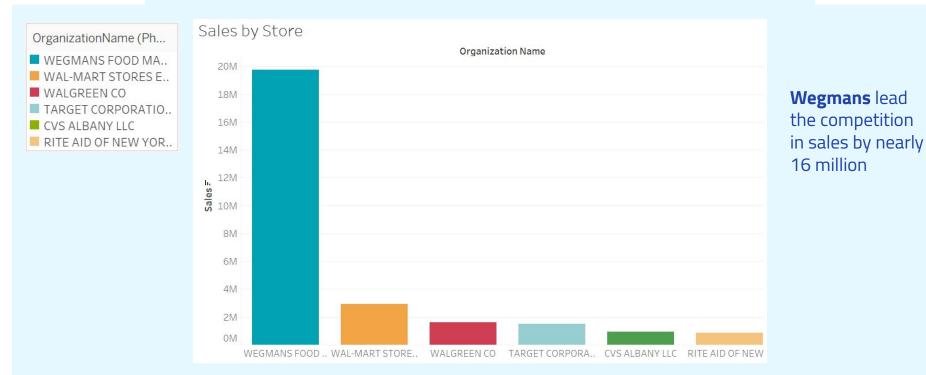


Data Analysis



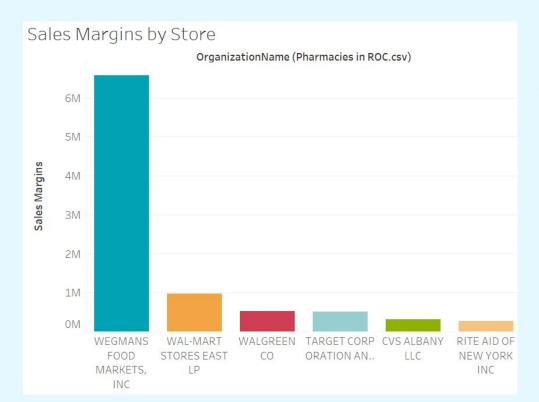


SUM of Sales by Store



SUM of Sales Margins by Store

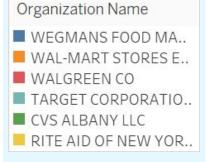


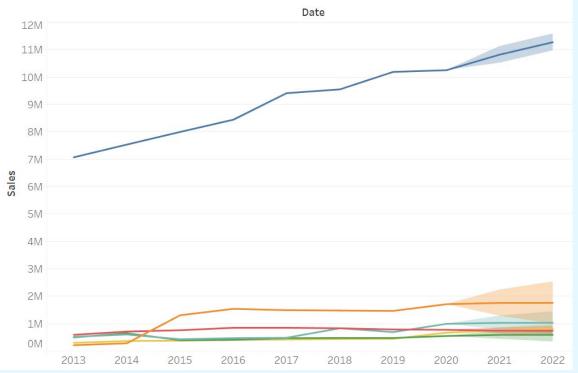


Wegmans was the leading store for Sales Margins through 2018 & 2019

Sales Data Forecast

Sales Data Forecast



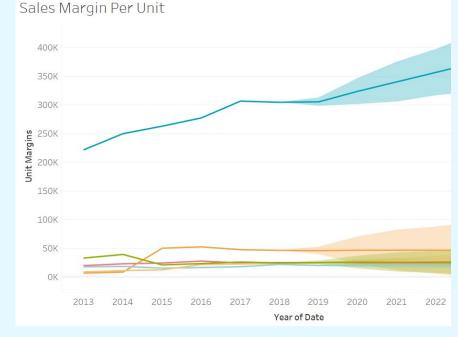


Wegmans

Leads the competition in sales per year & will continue to into 2022.

SUM of Sales Margin Per Unit Forecast

Organization Name CVS ALBANY LLC RITE AID OF NEW YOR.. TARGET CORPORATIO.. WAL-MART STORES E.. WALGREEN CO WEGMANS FOOD MA..



Wegmans has

consistently had higher margins, continuing through the end of 2021.





04 Recommendations





Wegmans Pharmacy Aisle

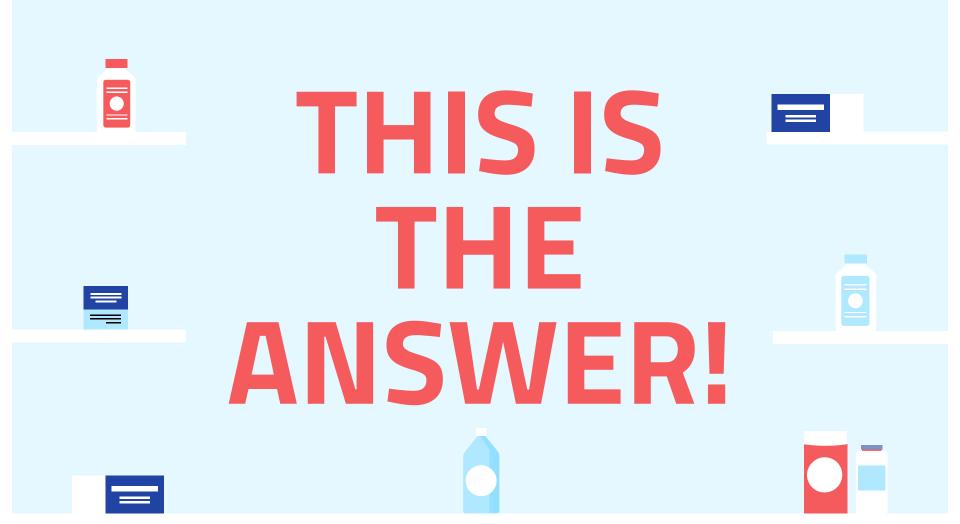












Wegmans Pharmacy Aisle

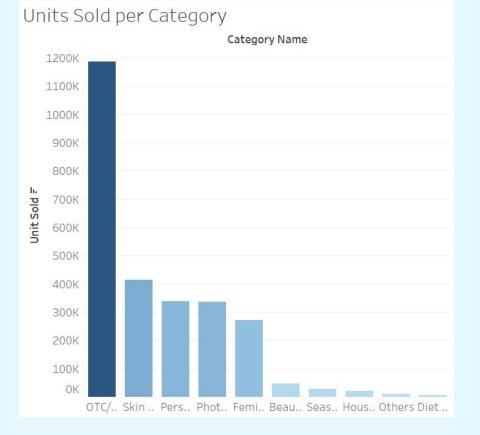








Units Sold per Category



	Top 25 - Sales \$\$								
ltem #	Sum of Sales	Sum of UnitSold	Average of UnitMargins	Commodity					
88296	\$ 906,015.00	21964	\$ 13.75	OTC/VMS					
10807	\$ 751,731.21	32139	\$ 7.80	OTC/VMS					
48106	\$ 565,641.39	18861	\$ 10.00	OTC/VMS					
38176	\$ 538,866.36	37266	\$ 4.82	OTC/VMS					
38178	\$ 498,208.50	17481	\$ 9.50	Personal Hygiene					
64868	\$ 478,791.00	20817	\$ 7.67	Personal Hygiene					
11788	\$ 451,427.20	28790	\$ 5.23	Personal Hygiene					
64866	\$ 410,643.00	30418	\$ 4.50	OTC/VMS					
34821	\$ 376,116.00	19288	\$ 6.50	Personal Hygiene					
48105	\$ 363,684.24	22826	\$ 5.31	Skin care items					
15626	\$ 291,021.07	11993	\$ 8.08	OTC/VMS					
26826	\$ 284,945.28	12198	\$ 7.79	OTC/VMS					
34006	\$ 276,538.88	16312	\$ 5.67	OTC/VMS					
36308	\$ 255,130.36	23711	\$ 3.59	Personal Hygiene					
11296	\$ 240,636.32	10288	\$ 7.80	OTC/VMS					
43336	\$ 235,297.26	17314	\$ 4.53	OTC/VMS					
64864	\$ 211,328.00	26416	\$ 2.67	Skin care items					
36969	\$ 206,820.00	18384	\$ 3.75	OTC/VMS					
87485	\$ 201,415.55	4673	\$ 14.34	OTC/VMS					
27102	\$ 192,829.70	7105	\$ 9.05	OTC/VMS					
89196	\$ 186,430.64	11224	\$ 5.54	OTC/VMS					
1799	\$ 173,124.00	6412	\$ 9.00	Personal Hygiene					
34368	\$ 158,587.52	12448	\$ 4.25	Personal Hygiene					
36305	\$ 155,420.22	31022	\$ 1.67	OTC/VMS					

Top 25 - Sales Volume (Units Sold)							
ltem #	Sum of Sales	Sum of UnitSold	Average o UnitMargi		Commodity		
36904	\$ 134,233.20	49716	T	0.90	Skin care items		
38176	\$ 538,866.36	37266	\$ 4	4.82	OTC/VMS		
10807	\$ 751,731.21	32139	+ .	7.80	OTC/VMS		
36305	\$ 155,420.22	31022	\$ 1	1.67	OTC/VMS		
64866	\$ 410,643.00	30418	\$ 4	4.50	OTC/VMS		
11774	\$ 136,225.50	29550		1.54	Skin care items		
11788	\$ 451,427.20	28790	\$ 5	5.23	Personal Hygiene		
36974	\$ 72,206.72	28096	\$ (0.86	Skin care items		
64864	\$ 211,328.00	26416	· ·	2.67	Skin care items		
36308	\$ 255,130.36	23711	\$ 3	3.59	Personal Hygiene		
48105	\$ 363,684.24	22826	\$ 5	5.31	Skin care items		
36304	\$ 63,229.77	22663	\$ (0.93	Skin care items		
88296	\$ 906,015.00	21964	\$ 13	3.75	OTC/VMS		
64868	\$ 478,791.00	20817	\$ 7	7.67	Personal Hygiene		
34821	\$ 376,116.00	19288	\$ 6	6.50	Personal Hygiene		
11776	\$ 148,851.70	18962	\$ 2	2.62	OTC/VMS		
48106	\$ 565,641.39	18861	\$ 10	0.00	OTC/VMS		
36886	\$ 92,720.32	18656	\$ 1	1.66	OTC/VMS		
36969	\$ 206,820.00	18384	\$ 3	3.75	OTC/VMS		
38178	\$ 498,208.50	17481	\$ 9	9.50	Personal Hygiene		
43336	\$ 235,297.26	17314	\$ 4	4.53	OTC/VMS		
36873	\$ 77,541.30	16625	\$ 1	1.56	OTC/VMS		
34006	\$ 276,538.88	16312	\$ 5	5.67	OTC/VMS		
36306	\$ 79,759.20	15920	\$ 1	1.67	OTC/VMS		
43334	\$ 111,390.00	14852	\$ 2	2.50	Skin care items		

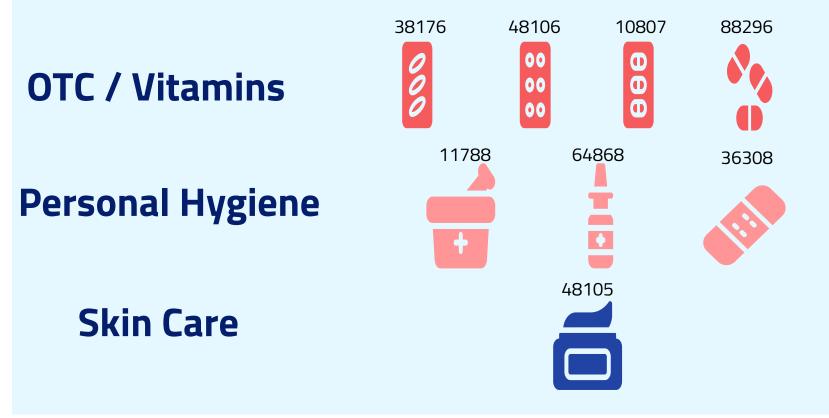
Top 25 - UnitMargins

ltem #	Su	um of Sales	Sum of UnitSold		erage of itMargins	Commodity
48725	\$	2,623.68	1	\$	874.56	OTC/VMS
948127	\$	2,594.22	1	\$	864.74	OTC/VMS
903056	\$	7,196.37	3	\$	799.60	OTC/VMS
988740	\$	10,200.00	6	\$	566.67	OTC/VMS
4113	\$	7,559.88	12	\$	210.00	OTC/VMS
990381	\$	412.49	1	\$	137.50	OTC/VMS
905824	\$	1,499.95	5	\$	100.00	OTC/VMS
89152	\$	2,812.50	10	\$	93.75	OTC/VMS
35863	\$	233.99	1	\$	78.00	OTC/VMS
5672	\$	1,350.30	6	\$	75.02	OTC/VMS
5673	\$	675.15	3	\$	75.02	OTC/VMS
5744	\$	26,376.18	119	\$	74.10	OTC/VMS
5516	Ś	5.447.00	25	Ś	72.63	OTC/VMS

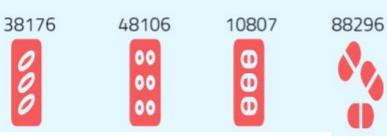
	-	Top 25 - Sales Volume	(Units Sold)	
ltem #	Sum of Sales	Sum of UnitSold	Average of UnitMargins	Commodity
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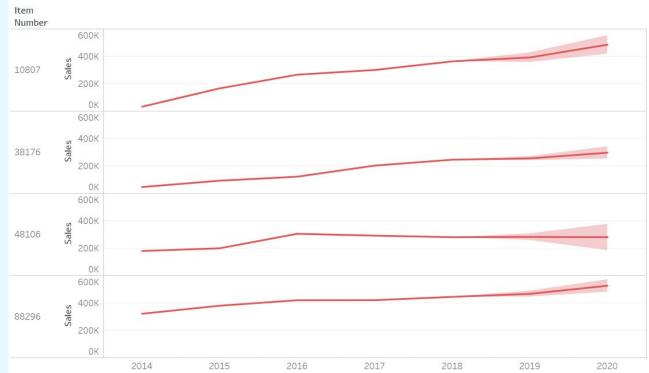
		Top 25 - Sale	s \$\$	
ltem #	Sum of Sales	Sum of UnitSold	Average of UnitMargins	Commodity
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10807	\$ 751,731.21	32139	\$ 7.80	OTC/VMS
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34368	\$ 158,587.52	12448	\$ 4.25	Personal Hygiene
36305	\$ 155,420.22	31022	\$ 1.67	OTC/VMS

Our Suggested Product Mix



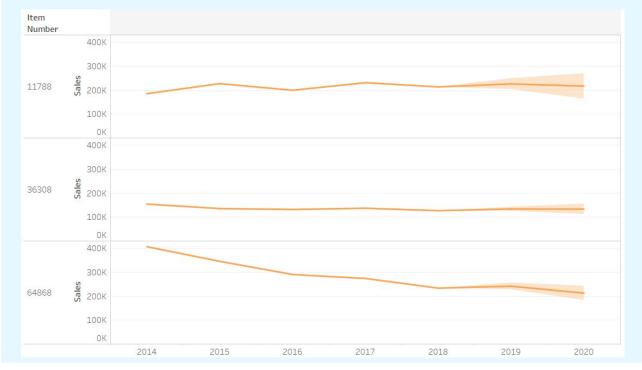
OTC / Vitamins

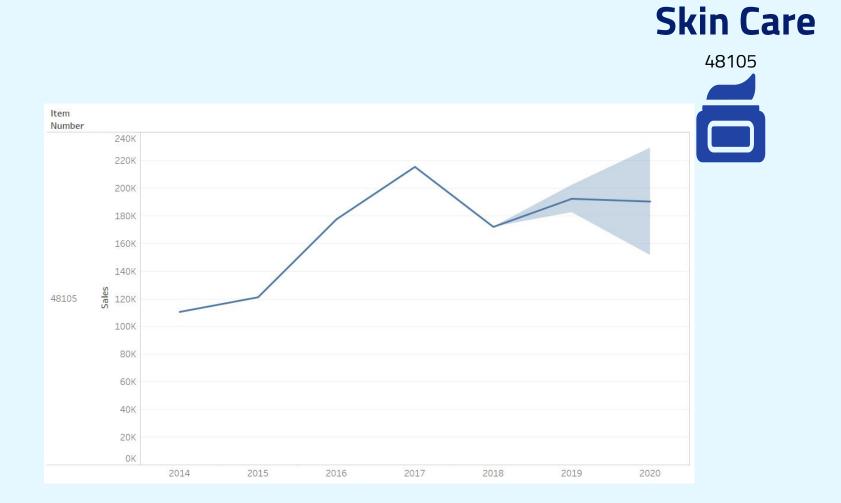




Personal Hygiene









Conclusion



Thank you!

Do you have any questions?

CREDITS: This presentation template was created by **Slidesgo**, including icons by **Flaticon**, and infographics & images by **Freepik** Appendix

Association

<pre>> inspect(rules.sorted[1:20])</pre>	> .	ins	pect	(ru	les.so	rted	[1:20])
---	-----	-----	------	-----	--------	------	---------

	lhs		rhs	support	confidence	coverage	lift	count
[1]	{}	=>	{OTC/VMS} {OTC/VMS}	0.9814815	0.9814815	1.0000000	1.0000000	53
[2]	{Personal hygiene}	=>	{OTC/VMS}	0.9629630	1.0000000	0.9629630	1.0188679	52
[3]	{OTC/VMS}	=>	{Personal hygiene}	0.9629630	0.9811321	0.9814815	1.0188679	52
[4]	{}	=>	{Personal hygiene}	0.9629630	0.9629630	1.0000000	1.0000000	52
[5]	()	=>	{Skin care items}	0.8888889	0.8888889	1.0000000	1.0000000	48
[6]	<pre>{} {Personal hygiene} {otc/VMS} {} {} {} {} {Skin care items} </pre>	=>	{OTC/VMS}	0.8703704	0.9791667	0.8888889	0.9976415	47
[7]	{OTC/VMS}	=>	{Skin care items}	0.8703704	0.8867925	0.9814815	0.9976415	47
[8]	{Personal hygiene, Skin care items}	=>	{OTC/VM5}	0.8518519	1.0000000	0.8518519	1.0188679	46
	{OTC/VM5,Skin care items}	=>	{Personal hygiene}	0.8518519	0.9787234	0.8703704	1.0163666	46
[10]	{Skin care items}	=>	{Personal hygiene}	0.8518519	0.9583333	0.8888889	0.9951923	46
[11]	{Personal hygiene}		{Skin care items}					
[12]	{OTC/VM5,Personal hygiene}	=>	{Skin care items}	0.8518519	0.8846154	0.9629630	0.9951923	46
[13]	{}	=>	{Others}	0.7777778	0.7777778	1.0000000	1.0000000	42
[14]	{Household cleaning items}	=>	{OTC/VMS}	0.7592593	1.0000000	0.7592593	1.0188679	41
[15]	{Others, Personal hygiene}	=>	{OTC/VMS}	0.7592593	1.0000000	0.7592593	1.0188679	41
[16]	{OTC/VMS,Others}	=>	{Personal hygiene}	0.7592593	1.0000000	0.7592593	1.0384615	41
[17]	{OTC/VMS,Others} {Others} {Others}	=>	{Skin care items}	0.7592593	0.9761905	0.777778	1.0982143	41
[18]	{Others}	=>	{Personal hygiene}	0.7592593	0.9761905	0.777778	1.0137363	41
[19]	{Others}	=>	{OTC/VMS}	0.7592593	0.9761905	0.777778	0.9946092	41
[20]	{Skin care items}		{Others}					
S 1	120239-0261 NUB DAT CONTRACT		17.000 A.M. A.M. A.M. A.M. A.M. A.M. A.M.					

>

Data Transformations - R

count(Pharmacy, is.na(Pharmacy\$StoreNumber))

`is.na(Pharmacy\$StoreNumber)`	n
* <1g1>	<int></int>
1 FALSE	69
2 TRUE	61

#Filter Date
Sales.Pharmacy\$Date = as.Date(Sales.Pharmacy\$Date, format='%m/%d/%Y')
#2018-2019
Sales.Pharmacy2018_2019 = filter(Sales.Pharmacy, Sales.Pharmacy\$Date <= as.Date("2019
-12-31") & Sales.Pharmacy\$Date >= as.Date("2018-01-01"))

Data Transformations - R Cont.

ProductCost	ProductRetailPrice ⁺	UnitSold [‡]	Sales ‡	Incorrect Calculation. Fixed
6.63	9.95	12	120.59	with R code below
9.95	12		120.59	9.95 12 120.59
	=(L5*M5)=05		FALSE

Sales.Pharmacy\$Sales = (Sales.Pharmacy\$ProductRetailPrice * Sales.Pharmacy\$UnitSold)

roductCost	ProductRetailPrice	UnitSold 🌐	Sales 🗧	9.95	9.95 1	2	1
6.6	3 9.95	12	119.40			TRUE	

full_list = inner_join(Sales.Pharmacy, Pharmacy, by = "StoreNumber")

Data Transformations - R Cont.

full_list\$UnitMargins <- (full_list\$ProductRetailPrice - full_list\$ProductCost)
full_list\$SalesMargins <- ((full_list\$UnitSold*full_list\$ProductRetailPrice) (full_list\$UnitSold*full_list\$ProductCost))</pre>

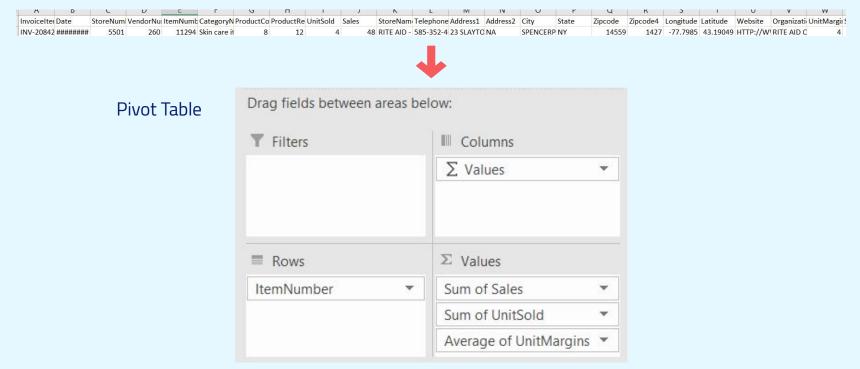
DesiredCommodities = filter(full_list, full_list\$CategoryName %in% c("OTC/VMS"
,"Personal hygiene","Skin care items"))

↓

DesiredCommodities\$OrganizationName = case_when(DesiredCommodities\$OrganizationName == "RITE AID CORP." ~ "RITE AID OF NEW YORK INC", DesiredCommodities\$OrganizationName == "WALGREEN CO." ~ "WALGREEN CO", TRUE ~ DesiredCommodities\$OrganizationName)

Data Analysis - Excel

Raw Data from filtered file



Create top 25 by Sales \$\$, Unti Sales and Avg Margins

			Top 25 - Sale	es \$\$	
Ite	m #	Sum of Sales	Sum of UnitSold		erage of Margins
88	296	\$ 906,015.00	21964	\$	13.75
10	807	\$ 751,731.21	32139	\$	7.80
48	106	\$ 565 641 39	18861	Ś	10.00
gory and		CategoryNar	me OTC/VMS 🕶		
llowed us filtered by		Row Labels	✓ OTC/VMS		
		266	OTC/VMS		

Filtered by Category and did a Vlookup. Allowed us to create tables filtered by commodity

		Top 25 - Sale	es \$\$	
Item# Sum of Sales		Sum of UnitSold	Average of UnitMargins	Commodity
88296	\$ 906,015.0	0 21964	\$ 13.75	OTC/VMS
10807	\$ 751,731.2	1 32139	\$ 7.80	OTC/VMS
48106	\$ 565,641.3	9 18861	\$ 10.00	OTC/VMS
38176	\$ 538,866.3	6 37266	\$ 4.82	OTC/VMS
38178	\$ 498,208.5	0 17481	\$ 9.50	Personal Hygiene
64868	\$ 478,791.0	0 20817	\$ 7.67	Personal Hygiene
11788	\$ 451,427.2	0 28790	\$ 5.23	Personal Hygiene
64866	\$ 410,643.0	0 30418	\$ 4.50	OTC/VMS
34821	\$ 376,116.0	0 19288	\$ 6.50	Personal Hygiene
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26826	\$ 284,945.2	8 12198	\$ 7.79	OTC/VMS
34006	\$ 276,538.8	8 16312	\$ 5.67	OTC/VMS
36308	\$ 255,130.3	6 23711	\$ 3.59	Personal Hygiene
11296	\$ 240,636.3	2 10288	\$ 7.80	OTC/VMS
43336	\$ 235,297.2	6 17314	\$ 4.53	OTC/VMS
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11788	\$ 451,427	20 28790	\$	5.23	Personal Hygiene
36974	\$ 72,206	.72 28096	\$	0.86	Skin care items
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36308	\$ 255,130	.36 23711	\$	3.59	Personal Hygiene
48105	\$ 363,684	24 22826	S	5.31	Skin care items
36304	\$ 63,229	.77 22663	\$	0.93	Skin care items
88296	\$ 906,015	.00 21964	\$	13.75	OTC/VMS
64868	\$ 478,791	.00 20817	\$	7.67	Personal Hygiene
34821	\$ 376,116	.00 19288	5	6.50	Personal Hygiene
11776	\$ 148,851	.70 18962	\$	2.62	OTC/VMS
48106	\$ 565,641	.39 18861	\$	10.00	OTC/VMS
36886	\$ 92,720	.32 18656	\$	1.66	OTC/VMS
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			Top 25 - UnitN	largins		
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5516	\$	5,447.00	25	\$	72.63	OTC/VMS
5329	5	26,910.00	138	\$	65.00	OTC/VMS
866	5	1,365.00	7	5	65.00	OTC/VMS
905757	\$	390.00	2	\$	65.00	OTC/VMS
15320	\$	2,250.00	12	\$	62.50	OTC/VMS
915559	5	1,125.00	6	5	62.50	OTC/VMS
4381	\$	4,545.75	25	\$	60.61	OTC/VMS
5002	\$	495.09	3	\$	55.01	OTC/VMS
5067	\$	2,024.87	13	\$	51.36	OTC/VMS
48122	\$	26,098.26	174	\$	50.00	OTC/VMS
922170	\$	450.00	3	\$	50.00	OTC/VMS
100610	\$	449.97	3	\$	50.00	OTC/VMS
902791	\$	300.00	2	\$	50.00	OTC/VMS

Top 15 - OTC.VMS Sales \$\$							
ltem #	Sales \$\$	Units Sold	Average of UnitMargins		Commodity		
88296	\$906,015.00	21964	Ş	13.75	OTC/VMS		
10807	\$751,731.21	32139	Ş	7.80	OTC/VMS		
48106	\$565,641.39	18861	Ş	10.00	OTC/VMS		
38176	\$538,866.36	37266	Ş	4.82	OTC/VMS		
64866	\$410,643.00	30418	Ş	4.50	OTC/VMS		
15626	\$291,021.07	11993	Ş	8.08	OTC/VMS		
26826	\$284,945.28	12198	Ş	7.79	OTC/VMS		
34006	\$276,538.88	16312	Ş	5.67	OTC/VMS		
11296	\$240,636.32	10288	Ş	7.80	OTC/VMS		
43336	\$235,297.26	17314	Ş	4.53	OTC/VMS		
36969	\$206,820.00	18384	Ş	3.75	OTC/VMS		
87485	\$201,415.55	4673	Ş	14.34	OTC/VMS		
27102	\$192,829.70	7105	Ş	9.05	OTC/VMS		
89196	\$186,430.64	11224	Ş	5.54	OTC/VMS		
36305	\$155,420.22	31022	S	1.67	OTC/VMS		

ltem #	Sum of Sales	Sum of UnitSold	Average of UnitMargins		Commodity	
38176	\$538,866.36	37266	Ş	4.82	OTC/VMS	
10807	\$751,731.21	32139	Ş	7.80	OTC/VMS	
36305	\$155,420.22	31022	Ş	1.67	OTC/VMS	
64866	\$410,643.00	30418	Ş	4.50	OTC/VMS	
88296	\$906,015.00	21964	Ş	13.75	OTC/VMS	
11776	\$148,851.70	18962	Ş	2.62	OTC/VMS	
48106	\$565,641.39	18861	Ş	10.00	OTC/VMS	
36886	\$ 92,720.32	18656	Ş	1.66	OTC/VMS	
36969	\$206,820.00	18384	Ş	3.75	OTC/VMS	
43336	\$235,297.26	17314	Ş	4.53	OTC/VMS	
36873	\$ 77,541.30	16625	Ş	1.56	OTC/VMS	
34006	\$276,538.88	16312	Ş	5.67	OTC/VMS	
36306	\$ 79,759.20	15920	Ş	1.67	OTC/VMS	
26826	\$284,945.28	12198	Ş	7.79	OTC/VMS	
15626	\$291,021.07	11993	S	8.08	OTC/VMS	

	Top 15 - OTC.VMS Unit Margins							
ltem #	Sum of Sales	Sum of UnitSold	Average of UnitMargins		Commodity			
48725	\$ 2,623.68	1	Ş	874.56	OTC/VMS			
948127	\$ 2,594.22	1	Ş	864.74	OTC/VMS			
903056	\$ 7,196.37	3	Ş	799.60	OTC/VMS			
988740	\$ 10,200.00	6	Ş	566.67	OTC/VMS			
4113	\$ 7,559.88	12	Ş	210.00	OTC/VMS			
990381	\$ 412.49	1	Ş	137.50	OTC/VMS			
905824	\$ 1,499.95	5	Ş	100.00	OTC/VMS			
89152	\$ 2,812.50	10	Ş	93.75	OTC/VMS			
35863	\$ 233.99	1	Ş	78.00	OTC/VMS			
5672	\$ 1,350.30	6	Ş	75.02	OTC/VMS			
5673	\$ 675.15	3	Ş	75.02	OTC/VMS			
5744	\$ 26,376.18	119	Ş	74.10	OTC/VMS			
5516	\$ 5,447.00	25	Ş	72.63	OTC/VMS			
5329	\$ 26,910.00	138	Ş	65.00	OTC/VMS			
866	\$ 1,365.00	7	Ş	65.00	OTC/VMS			

9. 	Top 15 - Skincare Units Sold							
Item #	Sum of Sales	Sum of UnitSold	Average of UnitMargins	Commodity				
36904	\$134,233.20	49716	\$ 0.90	Skin care items				
11774	\$136,225.50	29550	\$ 1.54	Skin care items				
36974	\$ 72,206.72	28096	\$ 0.86	Skin care items				
64864	\$211,328.00	26416	\$ 2.67	Skin care items				
48105	\$363,684.24	22826	\$ 5.31	Skin care items				
36304	\$ 63,229.77	22663	\$ 0.93	Skin care items				
43334	\$111,390.00	14852	\$ 2.50	Skin care items				
53214	\$ 69,136.62	14314	\$ 1.61	Skin care items				
36968	\$ 72,481.50	13806	\$ 1.75	Skin care items				
37994	\$ 96,447.51	13527	\$ 2.38	Skin care items				
35314	\$ 30,983.92	12056	\$ 0.86	Skin care items				
11294	\$ 92,784.00	7732	\$ 4.00	Skin care items				
10805	\$ 91,200.00	7600	\$ 4.00	Skin care items				
22784	\$ 22,429.02	7143	\$ 1.05	Skin care items				
89194	\$ 53,682.75	6507	\$ 2.75	Skin care items				

	Т	op 15 - Skincare S	ales ŞŞ		
Item #	m # Sum of Sales Sum of UnitSold Average of UnitMargins			Commodity	
48105	\$363,684.24	22826	\$	5.31	Skin care items
64864	\$211,328.00	26416	Ş	2.67	Skin care items
11774	\$136,225.50	29550	Ş	1.54	Skin care items
36904	\$134,233.20	49716	Ş	0.90	Skin care items
43334	\$111,390.00	14852	Ş	2.50	Skin care items
37994	\$ 96,447.51	13527	\$	2.38	Skin care items
11294	\$ 92,784.00	7732	Ş	4.00	Skin care items
10805	\$ 91,200.00	7600	Ş	4.00	Skin care items
88294	\$ 73,167.00	3364	Ş	7.25	Skin care items
36968	\$ 72,481.50	13806	Ş	1.75	Skin care items
36974	\$ 72,206.72	28096	Ş	0.86	Skin care items
53214	\$ 69,136.62	14314	\$	1.61	Skin care items
36304	\$ 63,229.77	22663	Ş	0.93	Skin care items
89194	\$ 53,682.75	6507	Ş	2.75	Skin care items
19064	\$ 49,640.25	6017	Ş	2.75	Skin care items

		Top	o 15 - Skincare Uni	it Mar	gins	
ltem #	Su	im of Sales	Sum of UnitSold		rage of Margins	Commodity
928699	Ş	719.28	24	Ş	9.99	Skin care item
919480	Ş	680.40	24	Ş	9.45	Skin care item
48115	\$	7,545.70	305	Ş	8.25	Skin care item
89644	\$	1,410.75	57	Ş	8.25	Skin care item
47863	Ş	4,632.39	189	Ş	8.17	Skin care item
88294	Ş	73,167.00	3364	Ş	7.25	Skin care item
87484	Ş	2,804.46	129	Ş	7.25	Skin care item
89624	Ş	522.00	24	Ş	7.25	Skin care item
86624	Ş	504.00	24	\$	7.00	Skin care item
49084	Ş	14,549.38	732	Ş	6.63	Skin care item
48154	Ş	3,917.49	201	Ş	6.50	Skin care item
4624	Ş	1,424.24	76	Ş	6.25	Skin care item
49185	Ş	40,678.57	2321	Ş	5.85	Skin care item
47775	Ş	225.03	13	Ş	5.77	Skin care item
5325	Ş	1,966.50	114	Ş	5.75	Skin care item

Top 15 - Personal Hygiene Sales \$\$								
Item #	Sum of Sales	Sum of UnitSold	Average of UnitMargins		•		Commodity	
38178	\$498,208.50	17481	Ş	9.50	Personal Hygiene			
64868	\$478,791.00	20817	Ş	7.67	Personal Hygiene			
11788	\$451,427.20	28790	Ş	5.23	Personal Hygiene			
34821	\$376,116.00	19288	Ş	6.50	Personal Hygiene			
36308	\$255,130.36	23711	Ş	3.59	Personal Hygiene			
1799	\$173,124.00	6412	Ş	9.00	Personal Hygiene			
34368	\$158,587.52	12448	Ş	4.25	Personal Hygiene			
43338	\$122,634.00	4542	Ş	9.00	Personal Hygiene			
38008	\$120,387.20	5440	Ş	7.38	Personal Hygiene			
36875	\$113,012.25	11591	Ş	3.25	Personal Hygiene			
26828	\$105,385.80	2290	Ş	15.34	Personal Hygiene			
43128	\$ 99,427.50	4419	Ş	7.50	Personal Hygiene			
36908	\$ 93,121.47	8307	Ş	3.74	Personal Hygiene			
36978	\$ 87,098.58	8391	Ş	3.46	Personal Hygiene			
35318	\$ 84,368.64	8128	Ş	3.46	Personal Hygiene			

	Top 15 - Personal Hygiene Units Sold								
Item #	Sum of Sales	Sum of UnitSold	Average of UnitMargins		Commodity				
11788	\$451,427.20	28790	Ş	5.23	Personal Hygiene				
36308	\$255,130.36	23711	Ş	3.59	Personal Hygiene				
64868	\$478,791.00	20817	Ş	7.67	Personal Hygiene				
34821	\$376,116.00	19288	Ş	6.50	Personal Hygiene				
38178	\$498,208.50	17481	Ş	9.50	Personal Hygiene				
34368	\$158,587.52	12448	Ş	4.25	Personal Hygiene				
36875	\$113,012.25	11591	Ş	3.25	Personal Hygiene				
36978	\$ 87,098.58	8391	Ş	3.46	Personal Hygiene				
36908	\$ 93,121.47	8307	Ş	3.74	Personal Hygiene				
35318	\$ 84,368.64	8128	Ş	3.46	Personal Hygiene				
37348	\$ 79,560.60	6979	Ş	3.80	Personal Hygiene				
1799	\$173,124.00	6412	Ş	9.00	Personal Hygiene				
58838	\$ 81,819.51	6241	Ş	4.37	Personal Hygiene				
45278	\$ 65,738.40	5590	Ş	3.92	Personal Hygiene				
38008	\$120,387.20	5440	Ş	7.38	Personal Hygiene				

	Top 15 - Personal Hygiene Unit Margins								
Item #	Su	im of Sales	of Sales Sum of UnitSold Average of UnitMargins			Commodity			
88298	Ş	23,403.00	269	Ş	29.00	Personal Hygiene			
100776	Ş	1,044.00	12	Ş	29.00	Personal Hygiene			
948167	Ş	503.94	6	Ş	28.00	Personal Hygiene			
48108	Ş	35,688.11	514	Ş	23.14	Personal Hygiene			
5008	Ş	1,980.00	31	Ş	21.28	Personal Hygiene			
22207	Ş	27,911.52	468	Ş	19.88	Personal Hygiene			
100545	Ş	956.34	18	Ş	17.71	Personal Hygiene			
34425	Ş	6,747.51	127	Ş	17.71	Personal Hygiene			
26589	Ş	370.02	7	Ş	17.62	Personal Hygiene			
34158	Ş	1,655.04	32	Ş	17.24	Personal Hygiene			
19228	Ş	2,500.98	50	Ş	16.68	Personal Hygiene			
19478	Ş	9,116.25	187	Ş	16.25	Personal Hygiene			
100909	Ş	146.25	3	Ş	16.25	Personal Hygiene			
11298	Ş	49,237.74	1026	Ş	16.00	Personal Hygiene			
10809	Ş	40,551.55	845	Ş	16.00	Personal Hygiene			

Tableau - Map of Stores *,

* Bubble size = Sales

