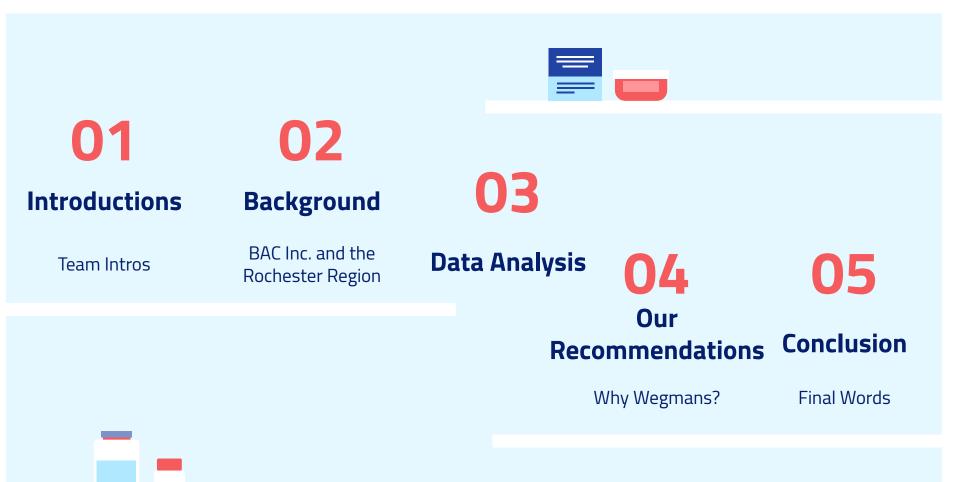


### **BAC Inc. Pharmacy**

**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

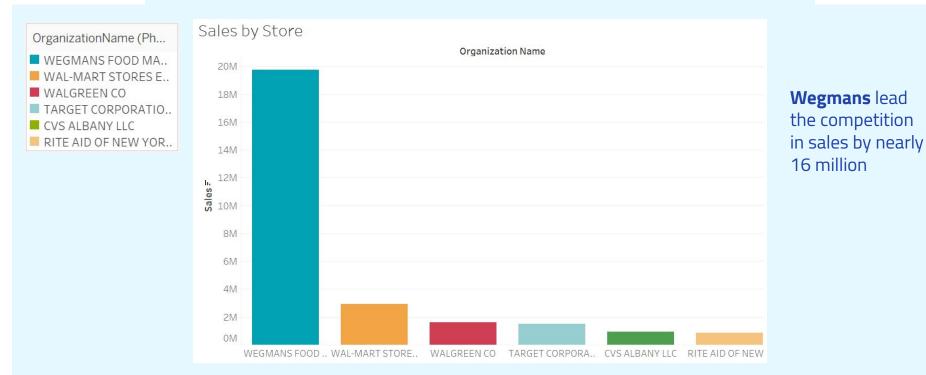


### **Data Analysis**



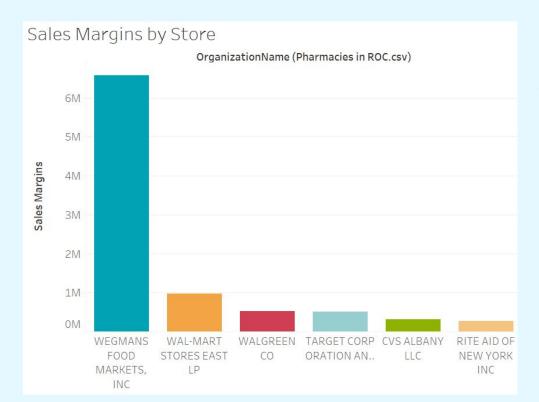


### **SUM of Sales by Store**



### SUM of Sales Margins by Store

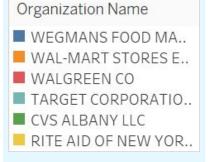


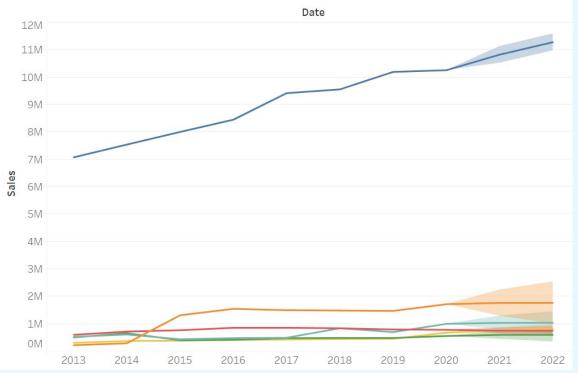


**Wegmans** was the leading store for Sales Margins through 2018 & 2019

### **Sales Data Forecast**

#### Sales Data Forecast



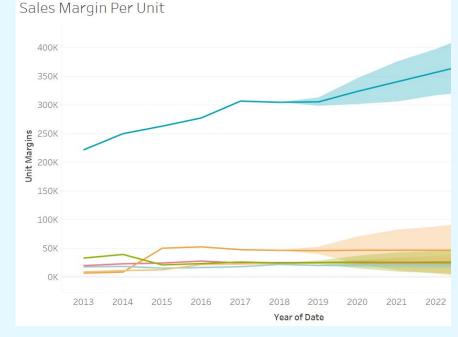


#### Wegmans

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**

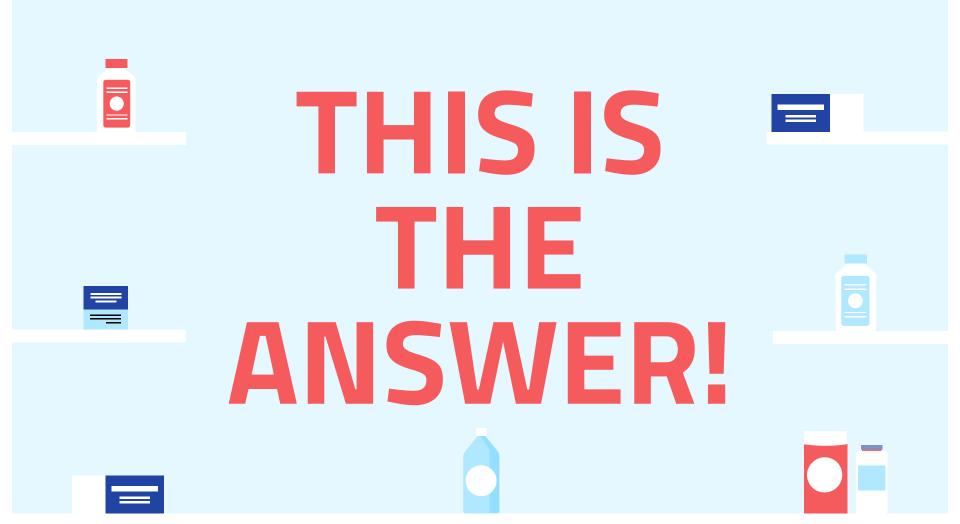












### **Wegmans Pharmacy Aisle**

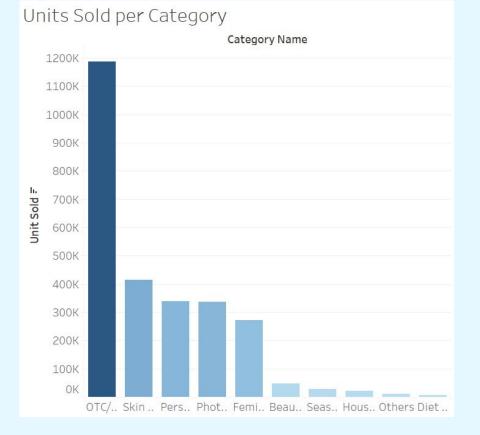








### **Units Sold per Category**



	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	<b>T</b>	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		

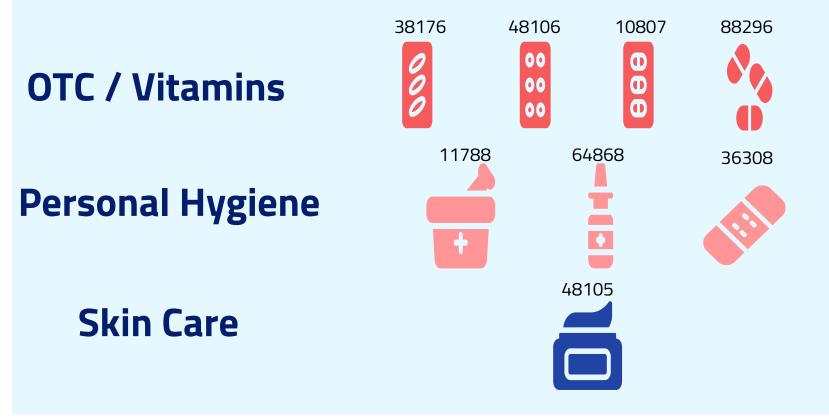
#### Top 25 - UnitMargins

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

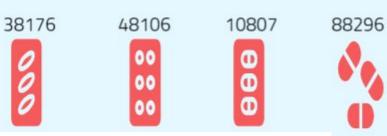
	-	Top 25 - Sales Volume	(Units Sold)	
ltem #	Sum of Sales	Sum of UnitSold	Average of UnitMargins	Commodity
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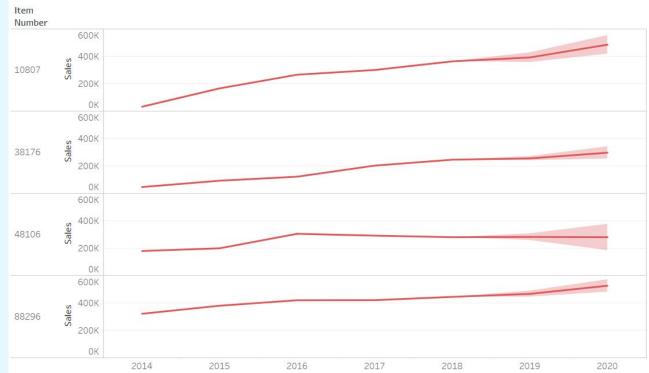
		Top 25 - Sale	s \$\$	
ltem #	Sum of Sales	Sum of UnitSold	Average of UnitMargins	Commodity
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10807	\$ 751,731.21	32139	\$ 7.80	OTC/VMS
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48105	\$ 363,684.24	22826	\$ 5.31	Skin care items
15626	\$ 291,021.07	11993	Ş 8.08	OTC/VMS
26826	\$ 284,945.28	12198	\$ 7.79	OTC/VMS
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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

### **Our Suggested Product Mix**



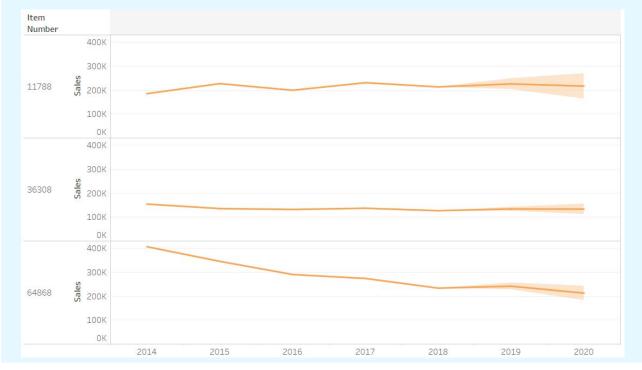
### **OTC / Vitamins**

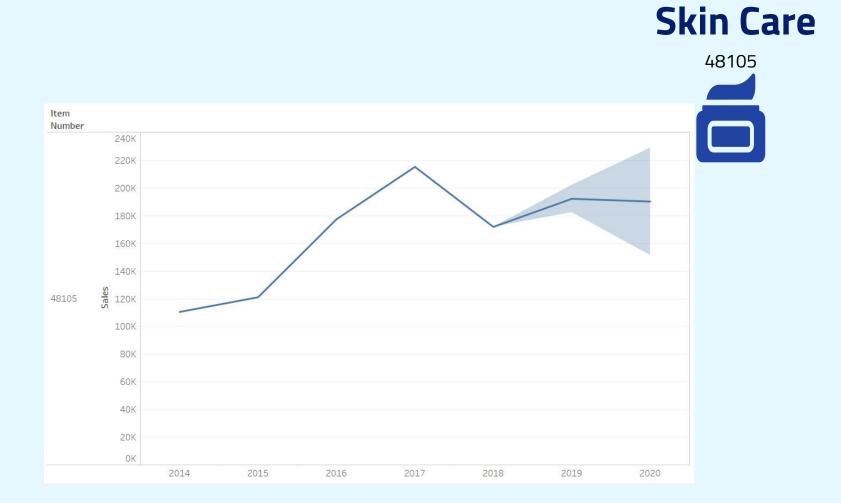




#### **Personal Hygiene**









# 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>&gt; 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 <sup>+</sup>	UnitSold <sup>‡</sup>	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>

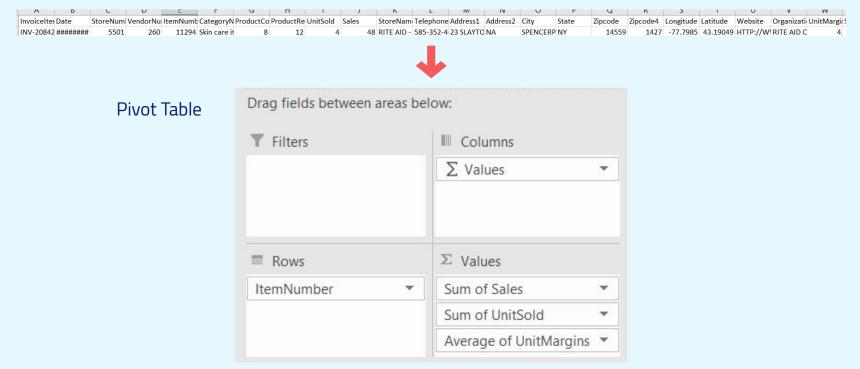
DesiredCommodities = filter(full\_list, full\_list\$CategoryName %in% c("OTC/VMS"
,"Personal hygiene","Skin care items"))

↓

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
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64866	\$ 410,643.0	0 30418	\$ 4.50	OTC/VMS
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34006	\$ 276,538.8	8 16312	\$ 5.67	OTC/VMS
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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

