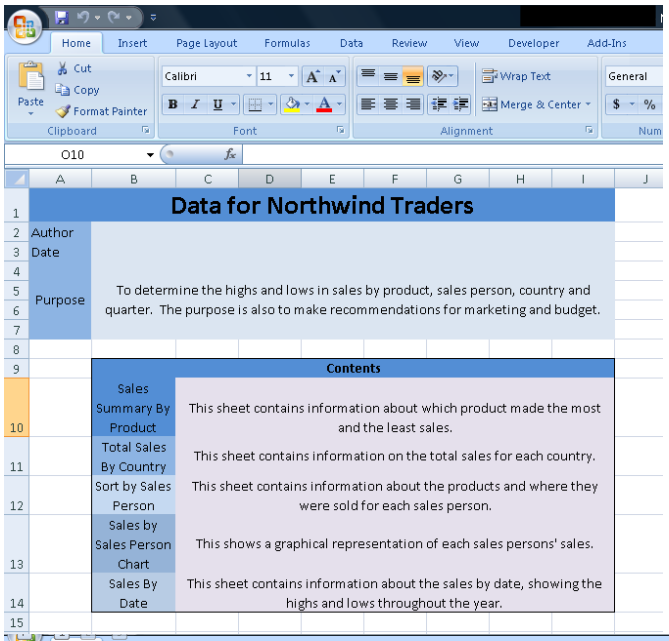
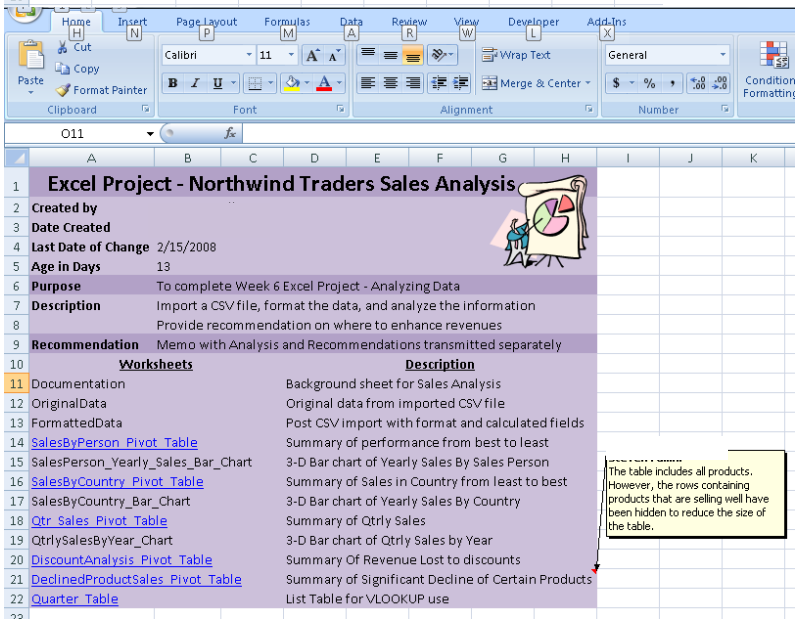


Data for Northwind Traders

Author	
Date	
Purpose	To determine the highs and lows in sales by product, sales person, country and quarter. The purpose is also to make recommendations for marketing and budget.

Contents

Sales Summary By Product	This sheet contains information about which product made the most and the least sales.
Total Sales By Country	This sheet contains information on the total sales for each country.
Sort by Sales Person	This sheet contains information about the products and where they were sold for each sales person.
Sales by Sales Person Chart	This shows a graphical representation of each sales persons' sales.
Sales By Date	This sheet contains information about the sales by date, showing the highs and lows throughout the year.



Excel Project - Northwind Traders Sales Analysis

Created by	
Date Created	
Last Date of Change	2/15/2008
Age in Days	13
Purpose	To complete Week 6 Excel Project - Analyzing Data
Description	Import a CSV file, format the data, and analyze the information
	Provide recommendation on where to enhance revenues
Recommendation	Memo with Analysis and Recommendations transmitted separately

Worksheets	**Description**
Documentation	Background sheet for Sales Analysis
OriginalData	Original data from imported CSV file
FormattedData	Post CSV import with format and calculated fields
SalesByPerson_Pivot_Table	Summary of performance from best to least
SalesPerson_Yearly_Sales_Bar_Chart	3-D Bar chart of Yearly Sales By Sales Person
SalesByCountry_Pivot_Table	Summary of Sales in Country from least to best
SalesByCountry_Bar_Chart	3-D Bar chart of Yearly Sales By Country
Qtr_Sales_Pivot_Table	Summary of Qtrly Sales
QtrlySalesByYear_Chart	3-D Bar chart of Qtrly Sales by Year
DiscountAnalysis_Pivot_Table	Summary Of Revenue Lost to discounts
DeclinedProductSales_Pivot_Table	Summary of Significant Decline of Certain Products
Quarter_Table	List Table for VLOOKUP use

The table includes all products. However, the rows containing products that are selling well have been hidden to reduce the size of the table.