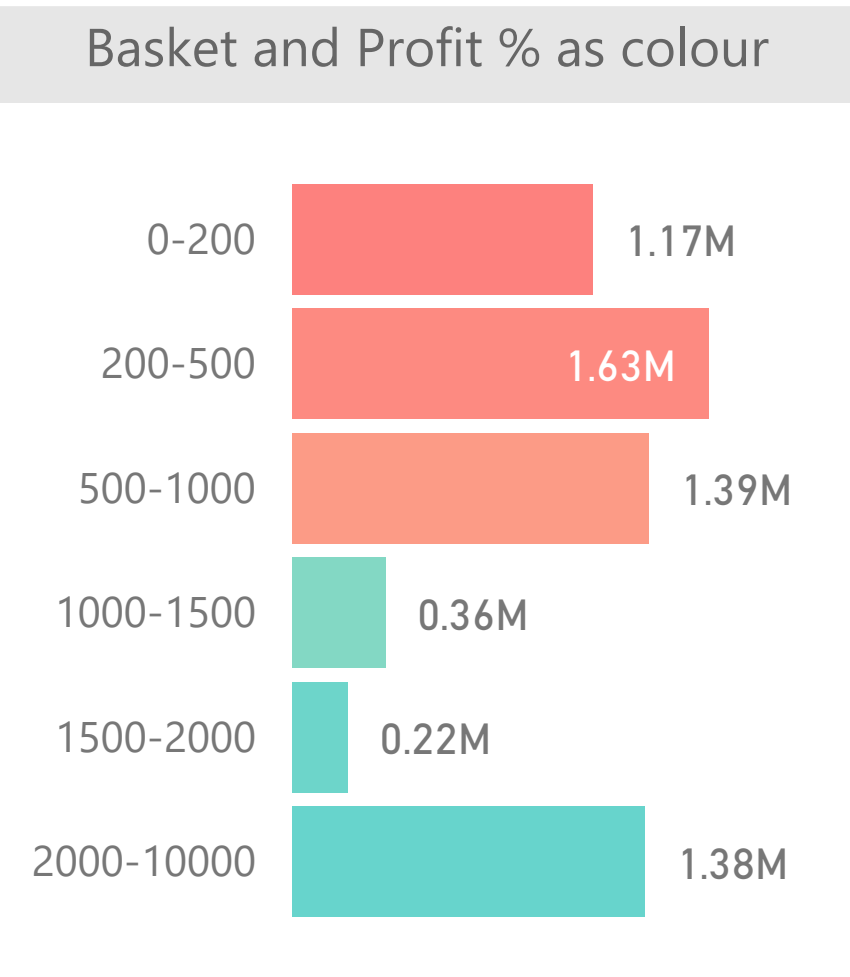
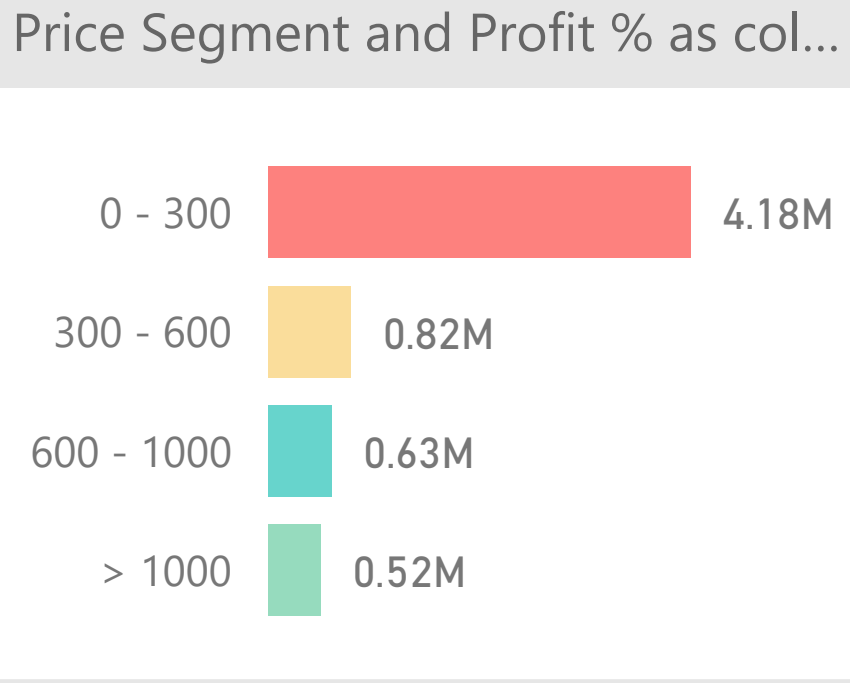
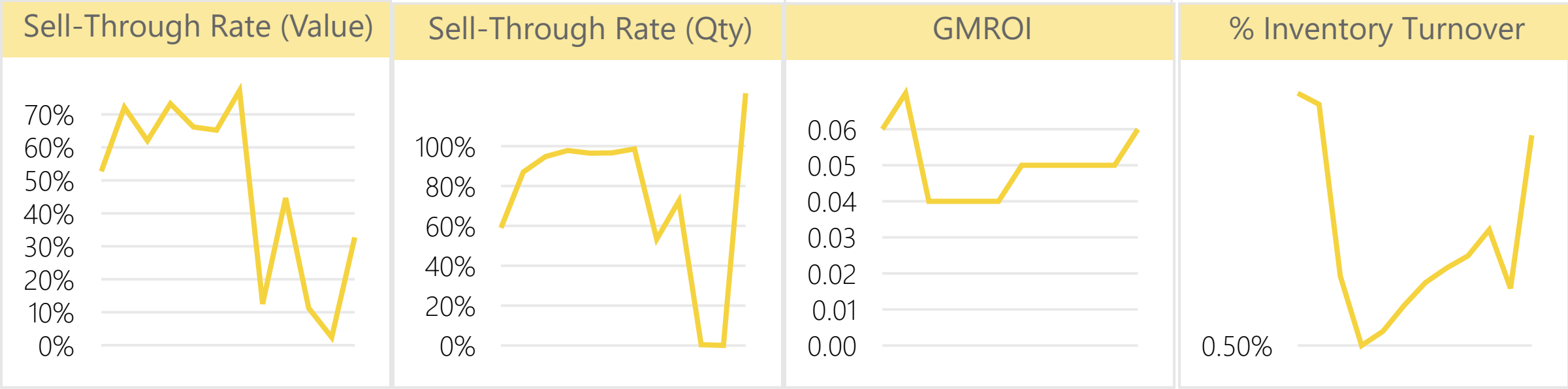
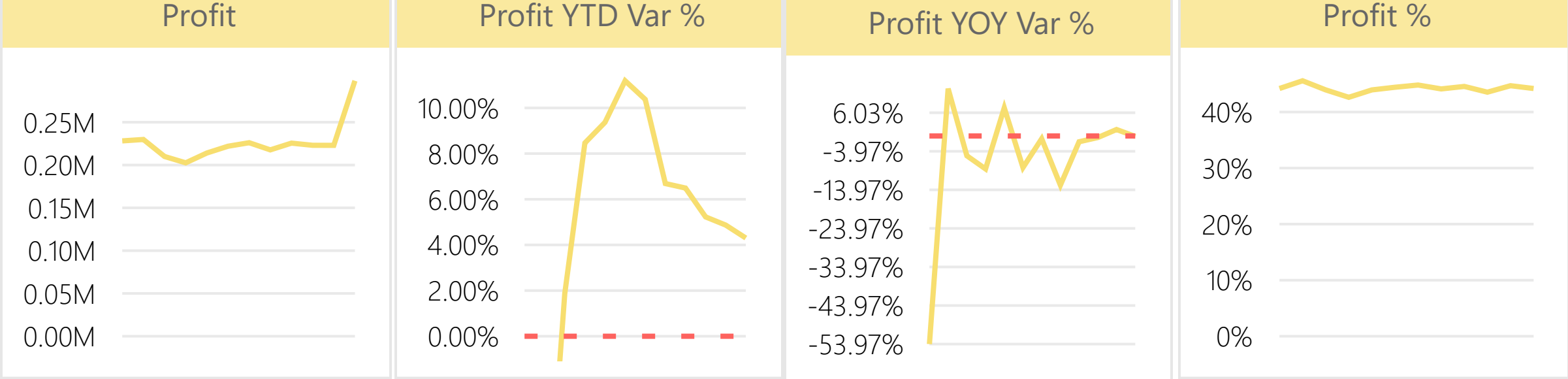
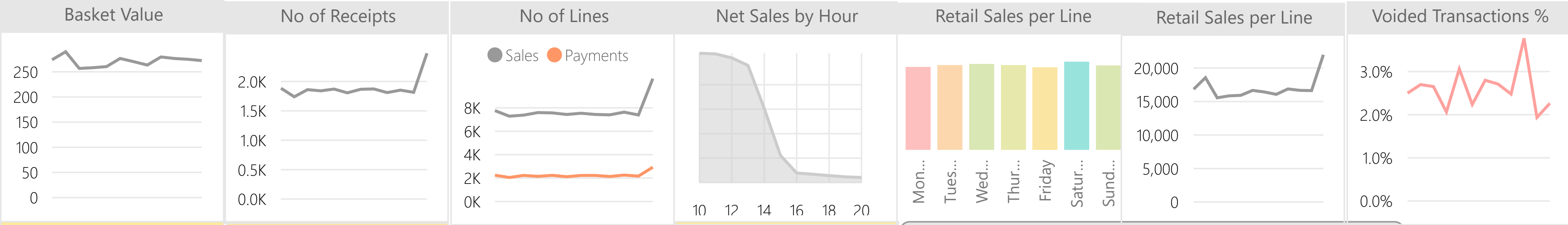


Retail Sales

2015

2016

Retail Sales	Retail Sales PY	Retail Sales Var %	Retail Sales Variance	Voided Sales Lines	No of Receipts	No of Stores	No of Terminals
6.15M	6.72M	-8.4%	-566.2K	2.6%	22,704	31	93
Profit	Profit PY	Profit Var %	Profit Variance	Profit %	Basket Value	Sales per Store	Sales per Terminal
2.72M	3.03M	-10%	-.31M	44.2%	271	198.4K	66K



Store Id	Net Sales	YTD Var %	Profit %	Basket	Voided %
GEORGET	849,659	-14%	56%	1,205	2.6%
BOSTON	828,975	-10%	57%	1,363	3.6%
BURLING	661,378	-21%	56%	1,253	1.8%
NEWYORK	192,352	4%	37%	225	3.3%
PHILADE	170,342	11%	37%	227	2.0%
LOSANGE	165,843	0%	38%	223	1.6%
COLUMBI	165,669	-6%	35%	216	1.4%
SANDIEG	164,947	4%	37%	222	2.7%
CAMBRID	164,726	-7%	37%	219	2.2%
SEATTLE	164,324	-2%	37%	220	2.5%
BELLEVU	164,244	-8%	37%	224	2.2%
HOUSTON	163,666	-7%	37%	218	1.9%
ATLANTA	163,331	-10%	37%	219	2.6%
AUSTIN	162,996	-10%	38%	221	4.5%
SCOTTSD	162,553	4%	36%	216	2.7%
CHICAGO	161,584	-5%	38%	217	2.5%
TVSONSC	159,993	-4%	36%	213	2.9%
Total	6,151,2...	-8%	44%	271	2.6%

Item Group	Net Sales	YTD Var %	Profit %	Basket	Voided %
Team Sp...	1,106,301	-6%	36%	144	2.6%
Action S...	1,019,864	-5%	37%	104	2.5%
Comput...	874,059	-20%	57%	1,575	2.7%
Apparel ...	857,356	-4%	38%	157	2.6%
Exercise	827,689	0%	37%	134	2.6%
Cameras	413,186	-3%	61%	1,177	2.3%
Home a...	286,358	-27%	53%	1,178	5.2%
Audio	284,729	23%	50%	927	1.6%
TV and ...	191,092	-30%	55%	869	2.2%
N/A	174,839	-15%	55%	525	2.5%
Phones	115,748	-11%	56%	556	2.7%
Total	6,151,222	-8%	44%	271	2.6%

Retail Sales by Date

2015

2016

Retail Sales	Profit	Profit %	No of Stores	Sales per Store
6.15M	2.72M	44.2%	31	198.4K

Company Code	Net Sales POS
usrt	6,151,222
Total	6,151,222

Year	Net Sales POS	YTD Var %	Profit % POS	Receipts	Sales Lines	Basket Value	Sales Price	Qty per Line	Net Sales per Staff	Net Sales per Store	Net Sales per Terminal	Net Sales per Line
2016	6,151,222	-8.43%	44.23%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66
2016 - January	516,405	-50.70%	44.19%	1,885	7,763	274	73.74	0.90	19,862	16,658	5,553	67
2016 - February	504,364	-31.94%	45.57%	1,740	7,286	290	75.26	0.92	19,399	16,270	5,423	69
2016 - March	477,786	-24.81%	43.95%	1,861	7,378	257	69.30	0.93	18,376	15,412	5,137	65
2016 - April	475,261	-20.46%	42.62%	1,841	7,595	258	68.87	0.91	18,279	15,331	5,110	63
2016 - May	487,092	-16.48%	43.94%	1,871	7,568	260	71.25	0.90	18,734	15,713	5,238	64
2016 - June	499,705	-14.70%	44.42%	1,807	7,433	277	72.12	0.93	19,219	16,120	5,373	67
2016 - July	504,470	-13.04%	44.81%	1,867	7,538	270	72.40	0.92	19,403	16,273	5,424	67
2016 - August	493,443	-12.69%	44.12%	1,873	7,434	263	71.60	0.93	18,979	15,918	5,306	66
2016 - September	506,205	-11.56%	44.56%	1,811	7,401	280	73.29	0.93	19,469	16,329	5,443	68
2016 - October	512,292	-10.29%	43.54%	1,853	7,631	276	73.70	0.91	19,704	16,526	5,509	67
2016 - November	498,938	-9.34%	44.69%	1,815	7,392	275	71.89	0.94	19,190	16,095	5,365	67
2016 - December	675,261	-8.43%	44.19%	2,480	10,491	272	70.67	0.91	25,972	21,783	7,261	64
Total	6,151,222	-8.43%	44.23%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66

Staff Name	Net Sales POS
N/A	1,714,789
Patrick Elliot	686,392
Josh Edwards	532,407
Dan Park	438,516
YanivF	324,143
AhmedB	313,627
DanF	272,995
AarenE	268,530
HanyingF	256,957
RyanD	231,877
Jeremy Los	227,325
ApurvaD	221,344
AndrewD	183,160
Emma Harris	103,783
Scott MacDonald	67,917
Sten Faerch	66,392
Venky Krishnan	58,043
Alex Darrow	57,295
Manuel Oliveira	54,315
Miguel Garcia	52,715
AntoineF	18,704
Total	6,151,222

Store Id	Net Sales POS	YTD Var %	Profit % POS	Receipts	Sales Lines	Basket Value	Sales Price	Qty per Line	Net Sales per Staff	Net Sales per Store	Net Sales per Terminal	Net Sales per Line
GEORGET	849,659	-14.15%	55.56%	705	2,659	1,205	354.47	0.90	141,610	849,659	283,220	320
BOSTON	828,975	-9.85%	56.79%	608	2,443	1,363	359.02	0.95	276,325	828,975	276,325	339
BURLING	661,378	-21.22%	55.52%	528	2,007	1,253	358.08	0.92	132,276	661,378	220,459	330
NEWYORK	192,352	4.50%	37.40%	854	3,656	225	57.08	0.92	64,117	192,352	64,117	53
PHILADE	170,342	11.11%	36.81%	750	3,287	227	56.80	0.91	34,068	170,342	56,781	52
LOSANGE	165,843	0.15%	38.35%	743	3,180	223	55.28	0.94	41,461	165,843	55,281	52
COLUMBI	165,669	-5.80%	34.94%	767	3,345	216	56.06	0.88	41,417	165,669	55,223	50
SANDIEG	164,947	3.71%	37.27%	744	3,206	222	55.35	0.93	27,491	164,947	54,982	51
CAMBRID	164,726	-7.11%	37.12%	752	3,300	219	54.33	0.92	27,454	164,726	54,909	50
SEATTLE	164,324	-1.62%	37.10%	747	3,090	220	57.70	0.92	54,775	164,324	54,775	53
BELLEVU	164,244	-8.43%	37.38%	734	3,094	224	56.56	0.94	27,374	164,244	54,748	53
HOUSTON	163,666	-7.44%	36.89%	751	3,171	218	56.11	0.92	40,917	163,666	54,555	52
ATLANTA	163,331	-9.68%	36.90%	746	3,237	219	54.39	0.93	27,222	163,331	54,444	50
AUSTIN	162,996	-9.64%	37.81%	738	3,087	221	56.11	0.94	32,599	162,996	54,332	53
Total	6,151,222	-8.43%	44.23%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66

Item Group Desc	Net Sales POS
Team Sports	1,106,301
Action Sports	1,019,864
Computers	874,059
Apparel and Footwear	857,356
Exercise	827,689
Cameras	413,186
Home appliances	286,358
Audio	284,729
TV and video	191,092
N/A	174,839
Phones	115,748
Total	6,151,222

Selected Month

2016

Retail Sales	Retail Sales Var %	Profit	Profit %	Sales per Store	No of Receipts	Basket Value
477.79K	-24.8%	209.98K	43.9%	15.4K	1.9K	256.7

2016 - January	2016 - February	2016 - March	2016 - April	2016 - May	2016 - June	2016 - July	2016 - August	2016 - September	2016 - October	2016 - November	2016 - December
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Day	Net Sales POS	MTD Var %	YTD Var %	Profit % POS	Receipts	Sales Lines	Basket Value	Sales Price	Qty per Line	Net Sales per Staff	Net Sales per Store	Net Sales per Terminal	Net Sales per Line
01.03.2016	11,206	1.98%	-31.69%	37.28%	59	257	190	46.11	0.95	1,019	2,801	934	44
02.03.2016	14,368	11.54%	-31.28%	36.99%	61	280	236	57.47	0.89	1,596	3,592	1,197	51
03.03.2016	31,888	-13.40%	-31.15%	47.08%	57	221	559	158.65	0.91	3,986	7,972	2,657	144
04.03.2016	25,120	-12.76%	-30.80%	54.21%	59	241	426	104.23	1.00	2,791	6,280	2,093	104
05.03.2016	9,000	-11.74%	-30.63%	38.00%	58	244	155	37.50	0.98	1,000	2,250	750	37
06.03.2016	7,503	-10.84%	-30.48%	34.37%	58	214	129	38.67	0.91	750	1,876	625	35
07.03.2016	18,523	-7.81%	-30.05%	44.96%	57	216	325	89.05	0.96	2,058	4,631	1,544	86
08.03.2016	9,731	-7.87%	-29.91%	36.31%	61	239	160	45.69	0.89	1,622	2,433	811	41
09.03.2016	10,229	-6.29%	-29.65%	38.92%	60	255	170	42.10	0.95	1,023	2,557	852	40
10.03.2016	9,651	-4.15%	-29.36%	37.64%	60	251	161	44.07	0.87	877	2,413	804	38
11.03.2016	17,245	0.39%	-28.75%	39.48%	59	251	292	68.70	1.00	1,916	4,311	1,568	69
12.03.2016	11,036	0.92%	-28.52%	32.46%	64	268	172	48.40	0.85	1,104	2,759	920	41
13.03.2016	11,447	-0.33%	-28.42%	33.89%	61	230	188	58.40	0.85	954	2,862	954	50
14.03.2016	12,941	0.13%	-28.17%	39.71%	60	245	216	53.70	0.98	1,618	3,235	1,078	53
15.03.2016	20,836	-6.16%	-28.44%	51.29%	58	172	359	131.87	0.92	1,894	5,209	1,736	121
16.03.2016	25,752	-3.29%	-27.78%	55.73%	56	200	460	128.76	1.00	3,219	6,438	2,146	129
17.03.2016	13,669	-3.16%	-27.57%	37.36%	63	273	217	53.61	0.93	1,367	3,417	1,139	50
18.03.2016	11,062	-3.92%	-27.50%	37.25%	60	234	184	48.95	0.97	1,383	2,765	922	47
19.03.2016	35,572	-4.25%	-27.06%	52.33%	63	238	565	179.66	0.83	3,557	8,893	2,964	149
20.03.2016	22,073	-4.13%	-26.76%	51.93%	58	233	381	98.98	0.96	2,207	5,518	1,839	95
21.03.2016	11,091	-3.89%	-26.59%	39.12%	59	216	188	52.32	0.98	1,109	2,773	924	51
22.03.2016	9,598	-3.71%	-26.44%	38.28%	64	240	150	42.85	0.93	960	2,399	800	40
23.03.2016	23,230	-4.07%	-26.20%	45.66%	60	258	387	97.60	0.92	2,904	5,807	1,936	90
24.03.2016	8,718	-4.30%	-26.14%	35.92%	60	223	145	42.11	0.93	1,090	2,179	726	39
25.03.2016	10,060	-4.17%	-25.99%	38.48%	59	212	171	49.31	0.96	1,118	2,515	838	47
26.03.2016	10,365	-3.96%	-25.83%	35.65%	62	246	167	45.86	0.92	1,036	2,591	864	42
27.03.2016	12,514	-3.81%	-25.66%	38.48%	63	242	199	56.37	0.92	1,390	3,128	1,138	52
28.03.2016	10,666	-4.28%	-25.62%	36.91%	61	251	175	43.18	0.98	970	2,666	889	42
29.03.2016	12,715	-4.16%	-25.45%	36.85%	59	258	216	53.42	0.92	1,271	3,179	1,060	49
30.03.2016	10,310	-3.78%	-25.27%	39.49%	60	235	172	44.63	0.98	1,031	2,577	859	44
31.03.2016	29,669	-3.16%	-24.81%	53.27%	62	235	479	136.72	0.92	2,697	7,417	2,472	126
Total	477,786	-3.16%	-24.81%	43.95%	1,861	7,378	257	69.30	0.93	18,376	15,412	5,137	65

Store Name	Net Sales	Profit %	Basket Value	Receipts
Boston inventory loc...	60,590	52.91%	1,102	55
Burlington inventory...	56,593	58.22%	1,347	42
Georgetown invento...	53,021	55.44%	869	61
Los Angeles invento...	16,593	39.45%	268	62
New York inventory ...	15,197	36.12%	197	77
San Diego inventory...	14,947	38.98%	262	57
Oak Brook inventory...	14,584	39.42%	247	59
Chicago inventory l...	14,453	39.48%	241	60
Total	477,786	43.95%	257	1,861

Staff Name	Net Sales	Profit %	Basket Value	Receipts
N/A	129,541	41.73%	214	606
Patrick Elliot	64,583	54.57%	673	96
Josh Edwards	36,351	50.84%	404	90
Dan Park	35,504	38.26%	303	117
YanivF	27,247	50.16%	462	59
Total	477,786	43.95%	257	1,861

Item Group Desc	Net Sales	Profit %	Basket Value
Team Sports	86,370	37.20%	140
Action Sports	86,105	38.07%	106
Apparel and Footwear	67,685	38.32%	159
Exercise	67,421	36.67%	133
Computers	55,374	58.87%	1,538
Cameras	36,722	59.51%	918
Home appliances	28,151	46.33%	1,083
TV and video	19,876	55.77%	1,046
Audio	15,535	50.68%	621
N/A	11,223	57.41%	510
Phones	3,322	45.46%	208
Total	477,786	43.95%	257

Retail Sales by Store

2015

2016

Retail Sales

6.15M

Profit

2.72M

Profit %

44.2%

No of Stores

31

Sales per Store

198.4K

Company Code

Net Sales POS

usrt

6,151,222

Total

6,151,222

Store Id	Net Sales POS	YTD Var %	Profit % POS	Receipts	Sales Lines	Basket Value	Sales Price	Qty per Line	Net Sales per Staff	Net Sales per Store	Net Sales per Terminal	Net Sales per Line
GEORGET	849,659	-14.15%	55.56%	705	2,659	1,205	354.47	0.90	141,610	849,659	283,220	320
BOSTON	828,975	-9.85%	56.79%	608	2,443	1,363	359.02	0.95	276,325	828,975	276,325	339
BURLING	661,378	-21.22%	55.52%	528	2,007	1,253	358.08	0.92	132,276	661,378	220,459	330
NEWYORK	192,352	4.50%	37.40%	854	3,656	225	57.08	0.92	64,117	192,352	64,117	53
PHILADE	170,342	11.11%	36.81%	750	3,287	227	56.80	0.91	34,068	170,342	56,781	52
LOSANGE	165,843	0.15%	38.35%	743	3,180	223	55.28	0.94	41,461	165,843	55,281	52
COLUMBI	165,669	-5.80%	34.94%	767	3,345	216	56.06	0.88	41,417	165,669	55,223	50
SANDIEG	164,947	3.71%	37.27%	744	3,206	222	55.35	0.93	27,491	164,947	54,982	51
CAMBRID	164,726	-7.11%	37.12%	752	3,300	219	54.33	0.92	27,454	164,726	54,909	50
SEATTLE	164,324	-1.62%	37.10%	747	3,090	220	57.70	0.92	54,775	164,324	54,775	53
BELLEVU	164,244	-8.43%	37.38%	734	3,094	224	56.56	0.94	27,374	164,244	54,748	53
HOUSTON	163,666	-7.44%	36.89%	751	3,171	218	56.11	0.92	40,917	163,666	54,555	52
ATLANTA	163,331	-9.68%	36.90%	746	3,237	219	54.39	0.93	27,222	163,331	54,444	50
AUSTIN	162,996	-9.64%	37.81%	738	3,087	221	56.11	0.94	32,599	162,996	54,332	53
SCOTTSD	162,553	4.11%	36.40%	753	3,199	216	55.84	0.91	54,184	162,553	54,184	51
CHICAGO	161,584	-5.06%	37.56%	746	3,085	217	56.12	0.93	32,317	161,584	53,861	52
TYSONSC	159,993	-3.54%	36.49%	750	3,155	213	56.08	0.90	31,999	159,993	53,331	51
MIAMI	159,520	0.29%	37.19%	735	3,117	217	55.41	0.92	31,904	159,520	53,173	51
OAKBROO	158,981	0.94%	37.68%	743	3,144	214	53.89	0.94	39,745	158,981	52,994	51
ATLANTI	158,938	-14.27%	36.39%	735	3,198	216	54.73	0.91	31,788	158,938	52,979	50
CINCINN	156,548	-14.02%	35.60%	758	3,157	207	56.54	0.88	31,310	156,548	52,183	50
SANTACL	155,904	5.29%	37.06%	745	3,116	209	53.95	0.93	31,181	155,904	51,968	50
COSTAME	151,628	-11.46%	36.74%	681	2,955	223	56.60	0.91	25,271	151,628	50,543	51
LONETRE	151,281	-9.13%	36.73%	761	3,041	199	54.79	0.91	30,256	151,281	50,427	50
TROY	67,689	1.06%	38.24%	851	3,223	80	22.30	0.94	13,538	67,689	22,563	21
BLOOMIN	56,874	-9.52%	38.19%	744	2,711	76	22.28	0.94	9,479	56,874	18,958	21
Total	6,151,222	-8.43%	44.23%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66

Staff Name	Net Sales POS
N/A	1,714,789
Patrick Elliot	686,392
Josh Edwards	532,407
Dan Park	438,516
YanivF	324,143
AhmedB	313,627
DanF	272,995
AarenE	268,530
HanyingF	256,957
RyanD	231,877
Jeremy Los	227,325
ApurvaD	221,344
AndrewD	183,160
Emma Harris	103,783
Scott MacDonald	67,917
Sten Faerch	66,392
Venky Krishnan	58,043
Alex Darrow	57,295
Manuel Oliveira	54,315
Miguel Garcia	52,715
AntoineF	18,704
Total	6,151,222

Item Group Desc	Net Sales POS	YTD Var %	Profit % POS	Receipts	Sales Lines	Basket Value	Sales Price	Qty per Line	Net Sales per Staff	Net Sales per Store	Net Sales per Terminal	Net Sales per Line
Team Sports	1,106,301	-6.34%	36.02%	7,693	22,006	144	54.71	0.92	44,252	52,681	17,560	50
Action Sports	1,019,864	-4.83%	37.39%	9,830	30,261	104	36.63	0.92	39,226	36,424	12,141	34
Computers	874,059	-19.66%	57.29%	555	2,081	1,575	448.93	0.94	79,460	291,353	97,118	420
Apparel and Footwear	857,356	-3.68%	37.70%	5,456	16,183	157	57.02	0.93	34,294	40,826	13,609	53
Exercise	827,689	0.22%	37.13%	6,165	17,351	134	52.30	0.91	33,108	39,414	13,138	48
Total	6,151,222	-8.43%	44.23%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66

Item Product Name	Net Sales POS
Deluxe GPS Fitness Watch	122,147
Premium Cricket Bat	118,647
Premium Full Finger Gloves	113,130
Premium BMX Youth Hel...	99,855
Decline/Flat Bench	74,546
Signature BMX Youth Hel...	74,285
Signature Cricket Bat	70,177
Basic GPS Fitness Watch	69,397
Roller Hockey Skates	61,997
Adult Baseball Outfield Gl...	54,527
Proseware Icon Floorstand...	54,000
Childrens Sneaker	51,897
Womens Sneaker	51,147
Total	6,151,222

Retail Sales by Store and Date

2015

2016

Retail Sales
6.15M

Profit
2.72M

Profit %
44.2%

No of Stores
31

Sales per Store
198.4K

Company Code	Net Sales POS
usrtr	6,151,222
Total	6,151,222

Year	Net Sales	YTD Var %	Profit %	Receipts	Sales Lines	Basket Value	Sales Price	Qty per Line	Net Sales per Staff	Net Sales per Store	Net Sales per Terminal	Net Sales per Line
2016	6,151,222	-8.43%	44.23%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66
2016 - January	516,405	-50.70%	44.19%	1,885	7,763	274	73.74	0.90	19,862	16,658	5,553	67
2016 - Febru...	504,364	-31.94%	45.57%	1,740	7,286	290	75.26	0.92	19,399	16,270	5,423	69
2016 - March	477,786	-24.81%	43.95%	1,861	7,378	257	69.30	0.93	18,376	15,412	5,137	65
2016 - April	475,261	-20.46%	42.62%	1,841	7,595	258	68.87	0.91	18,279	15,331	5,110	63
2016 - May	487,092	-16.48%	43.94%	1,871	7,568	260	71.25	0.90	18,734	15,713	5,238	64
2016 - June	499,705	-14.70%	44.42%	1,807	7,433	277	72.12	0.93	19,219	16,120	5,373	67
2016 - July	504,470	-13.04%	44.81%	1,867	7,538	270	72.40	0.92	19,403	16,273	5,424	67
2016 - August	493,443	-12.69%	44.12%	1,873	7,434	263	71.60	0.93	18,979	15,918	5,306	66
2016 - Septe...	506,205	-11.56%	44.56%	1,811	7,401	280	73.29	0.93	19,469	16,329	5,443	68
2016 - Octob...	512,292	-10.29%	43.54%	1,853	7,631	276	73.70	0.91	19,704	16,526	5,509	67
2016 - Nove...	498,938	-9.34%	44.69%	1,815	7,392	275	71.89	0.94	19,190	16,095	5,365	67
2016 - Dece...	675,261	-8.43%	44.19%	2,480	10,491	272	70.67	0.91	25,972	21,783	7,261	64
Total	6,151,222	-8.43%	44.23%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66

Staff Name	Net Sales POS
N/A	1,714,789
Patrick Elliot	686,392
Josh Edwards	532,407
Dan Park	438,516
YanivF	324,143
AhmedB	313,627
DanF	272,995
AarenE	268,530
HanyingF	256,957
RyanD	231,877
Jeremy Los	227,325
ApurvaD	221,344
AndrewD	183,160
Emma Harris	103,783
Scott MacDonald	67,917
Sten Faerch	66,392
Venky Krishnan	58,043
Alex Darrow	57,295
Manuel Oliveira	54,315
Miguel Garcia	52,715
AntoineF	18,704
Total	6,151,222

Store ranking (relative)

Store Id	Sales	YTD Var	Profit %
GEORGET	9	98	6
BOSTON	12	95	3
BURLING	12	100	9
NEWYORK	15	15	36
PHILADE	18	12	65
LOSANGE	21	39	12
COLUMBI	24	65	92
SANDIEG	27	24	42
CAMBRID	30	68	50
SEATTLE	33	50	53
BELLEVU	36	74	39
HOUSTON	39	71	62
ATLANTA	42	83	59
AUSTIN	45	80	24
SCOTTSD	48	21	83
CHICAGO	50	59	30
TYSONSC	53	53	80
MIAMI	56	36	45
OAKBROO	59	27	27
ATLANTI	62	92	86
CINCINN	65	89	89
SANTACL	68	18	56
COSTAME	71	86	68
LONETRE	74	77	71
TROY	83	33	15
BLOOMIN	86	56	18
ANNARBO	89	62	48
SANANTO	92	30	33
MISSION	95	45	77
PALOALT	98	48	74
ANNAPOL	100	42	21

Store Id	Net Sales	YTD Var %	Profit %	Receipts	Sales Lines	Basket Value	Sales Price	Qty per Line	Net Sales per Staff	Net Sales per Store	Net Sales per Terminal	Net Sales per Line
GEORGET	849,659	-14.1%	55.6%	705	2,659	1,205	354.47	0.90	141,610	849,659	283,220	320
BOSTON	828,975	-9.8%	56.8%	608	2,443	1,363	359.02	0.95	276,325	828,975	276,325	339
BURLING	661,378	-21.2%	55.5%	528	2,007	1,253	358.08	0.92	132,276	661,378	220,459	330
NEWYORK	192,352	4.5%	37.4%	854	3,656	225	57.08	0.92	64,117	192,352	64,117	53
PHILADE	170,342	11.1%	36.8%	750	3,287	227	56.80	0.91	34,068	170,342	56,781	52
LOSANGE	165,843	0.1%	38.3%	743	3,180	223	55.28	0.94	41,461	165,843	55,281	52
COLUMBI	165,669	-5.8%	34.9%	767	3,345	216	56.06	0.88	41,417	165,669	55,223	50
SANDIEG	164,947	3.7%	37.3%	744	3,206	222	55.35	0.93	27,491	164,947	54,982	51
CAMBRID	164,726	-7.1%	37.1%	752	3,300	219	54.33	0.92	27,454	164,726	54,909	50
SEATTLE	164,324	-1.6%	37.1%	747	3,090	220	57.70	0.92	54,775	164,324	54,775	53
BELLEVU	164,244	-8.4%	37.4%	734	3,094	224	56.56	0.94	27,374	164,244	54,748	53
HOUSTON	163,666	-7.4%	36.9%	751	3,171	218	56.11	0.92	40,917	163,666	54,555	52
ATLANTA	163,331	-9.7%	36.9%	746	3,237	219	54.39	0.93	27,222	163,331	54,444	50
AUSTIN	162,996	-9.6%	37.8%	738	3,087	221	56.11	0.94	32,599	162,996	54,332	53
Total	6,151,222	-8.4%	44.2%	22,704	92,910	271	71.96	0.92	236,585	198,427	66,142	66

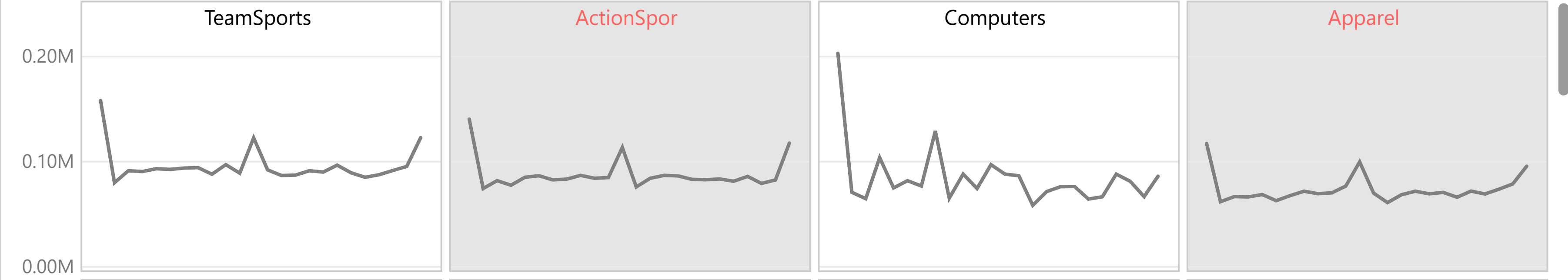
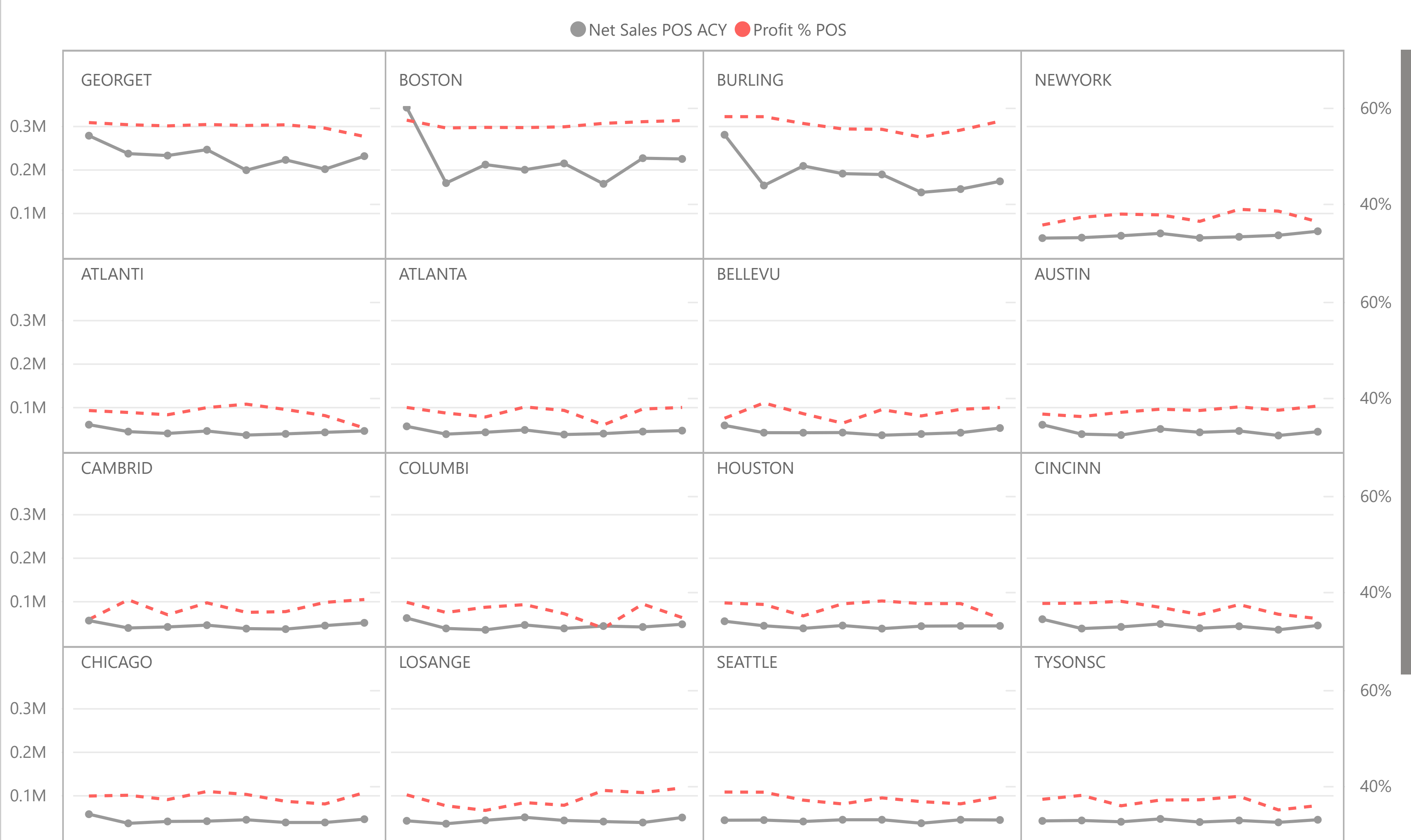
Item Group Desc	Net Sales POS
Team Sports	1,106,301
Action Sports	1,019,864
Computers	874,059
Apparel and Footwear	857,356
Exercise	827,689
Cameras	413,186
Home appliances	286,358
Audio	284,729
TV and video	191,092
N/A	174,839
Phones	115,748
Total	6,151,222

Store Charts

20152016

Store Name	Net Sales	Profit %	Basket	Receipts
Georgetown inven...	1,839,308	56.08%	1,254	1,467
Boston inventory l...	1,748,479	56.59%	1,326	1,319
Burlington invento...	1,500,857	56.45%	1,324	1,134
New York inventor...	376,422	37.26%	220	1,712
Atlantic City inven...	344,336	36.83%	222	1,550
Atlanta inventory l...	344,158	37.12%	219	1,574
Bellevue inventory...	343,608	36.89%	220	1,563
Austin inventory l...	343,385	37.30%	218	1,576
Cambridge invent...	342,066	36.65%	216	1,587
Columbia inventor...	341,547	36.03%	215	1,591
Houston inventory...	340,497	36.95%	217	1,569
Cincinnati invento...	338,612	36.62%	213	1,590
Chicago inventory ...	331,780	37.78%	211	1,575
Los Angeles invent...	331,444	37.37%	222	1,495
Seattle inventory l...	331,358	37.40%	222	1,491
Tysons Corner inv...	325,854	36.79%	217	1,503
San Diego invento...	323,996	37.50%	217	1,496
Philadelphia inven...	323,649	36.75%	218	1,486
Costa Mesa invent...	322,877	36.91%	222	1,453
Scottsdale invento...	318,692	36.39%	212	1,504
Miami inventory lo...	318,581	37.15%	218	1,462
Lone Tree inventor...	317,754	36.97%	212	1,500
Oak Brook invento...	316,474	37.60%	215	1,472
Santa Clara invent...	303,979	37.15%	206	1,476
Troy inventory loc...	134,667	38.11%	79	1,703
Ann Arbor invento...	131,450	37.46%	77	1,582
Total	12,868,672	44.71%	276	46,629

Item Group Desc	Net Sales	Profit %	Basket
Team Sports	2,287,507	36.19%	145
Action Sports	2,091,534	37.55%	104
Computers	1,961,995	57.51%	1,600
Apparel and Foot...	1,747,466	37.46%	158
Exercise	1,653,522	37.32%	130
Cameras	839,961	60.16%	1,168
Home appliances	680,783	54.03%	1,299
Audio	516,127	50.10%	840
Total	12,868,672	44.71%	276



Retail Sales by Item

2015

2016

Retail Sales

6.15M

Profit

2.72M

Profit %

44.2%

No of Stores

31

Sales per Store

198.4K

Company Code

Net Sales POS

usrt

6,151,222

Total

6,151,222

Item Description

Net Sales POS

YTD Var %

Profit % POS

Days

Last Sale

Sales

Lines

Basket

Value

Sales

Price

Qty per

Line

Turnover

Stock

Quantity

Stock Value

Out of

Stock 1d

Deluxe GPS Fitness Watch

122,147

6.73%

38.11%

1

371

329

349.99

0.94

198

337

1

Premium Cricket Bat

118,647

-0.29%

38.41%

357

332

349.99

0.95

255

219

47,015

1

Premium Full Finger Gloves

113,130

-5.31%

37.30%

2,740

42

45.00

0.92

61

228

6,683

1

Fabrikam Independent

110,900

-14.43%

65.48%

8

77

1,880

1,561.97

0.92

44,469

1,592

854,169

Southridge Video LCD

110,439

-12.94%

63.83%

8

203

1,163

578.21

0.94

18,882

2,136

457,476

Premium BMX Youth Helmet

99,855

-3.70%

37.44%

2,711

37

39.99

0.92

58

211

5,474

1

Southridge Video Des

81,562

-15.45%

55.27%

8

161

960

526.21

0.96

29,036

4,092

983,756

Litware Washer & Dry

77,571

-35.00%

56.98%

12

39

2,041

2,216.31

0.90

179,826

3,029

2,789,825

Decline/Flat Bench

74,546

8.90%

36.11%

401

186

209.99

0.89

286

255

32,667

1

Signature BMX Youth Helmet

74,285

-4.07%

37.20%

2,709

28

29.99

0.91

61

229

4,410

1

Signature Cricket Bat

70,177

-8.60%

37.37%

347

202

219.99

0.92

266

217

29,277

1

Basic GPS Fitness Watch

69,397

2.97%

37.06%

1

381

182

199.99

0.91

220

127

1

The Phone Company Mo

66,757

-17.20%

52.33%

328

487

249.09

0.82

40,075

8,125

917,437

Southridge Video Lap

66,383

-44.99%

52.68%

12

120

1,207

663.83

0.83

78,480

4,909

1,435,538

Proseware Air condit

64,190

-18.60%

53.37%

11

184

721

411.48

0.85

20,467

3,494

625,073

Roller Hockey Skates

61,997

-7.74%

38.07%

330

188

199.99

0.94

290

228

27,847

1

The Phone Company PD

56,710

-10.18%

58.05%

8

183

700

324.06

0.96

40,757

4,871

666,587

Adult Baseball Outfield Glove

54,527

-21.58%

37.08%

315

173

189.99

0.91

272

200

23,126

Litware Air conditio

54,127

-14.24%

54.93%

129

722

470.67

0.89

32,121

3,121

625,688

Proseware Icon Floor

54,000

87.50%

49.00%

11

30

1,800

1,799.99

1.00

18,761

627

582,890

ChildrensSneaker

51,897

-1.14%

37.75%

372

140

149.99

0.93

1,161

1,100

99,918

WomensSneaker

51,147

-0.58%

37.01%

375

136

149.99

0.91

2,267

2,149

194,644

Full Finger BMX Gloves

51,054

-2.37%

37.88%

2,736

19

19.99

0.93

55

198

2,556

1

Official Soccer Ball

50,847

8.31%

37.88%

363

140

149.99

0.93

230

190

17,922

Retail Sales by Item and Date

2015

2016

Retail Sales
6.15M

Profit
2.72M

Profit %
44.2%

No of Stores
31

Sales per Store
198.4K

Company Code	Net Sales POS
usrt	6,151,222
Total	6,151,222

Year	Net Sales POS	YTD Var %	Profit % POS	Days Last Sale	Sales Lines	Basket Value	Sales Price	Qty per Line	Turnover	Stock Quantity	Stock Value	Out of Stock 1d
2016	6,151,222	-8.43%	44.23%		92,910	271	71.96	0.92	7,096	9,776,443	32,995,975	
2016 - January	516,405	-50.70%	44.19%		7,763	274	73.74	0.90	5,774	281,641	28,343,921	
2016 - February	504,364	-31.94%	45.57%	1	7,286	290	75.26	0.92	5,156	281,962	28,349,382	
2016 - March	477,786	-24.81%	43.95%		7,378	257	69.30	0.93	9,059	310,392	32,062,617	
2016 - April	475,261	-20.46%	42.62%		7,595	258	68.87	0.91	8,227	307,480	31,693,615	1
2016 - May	487,092	-16.48%	43.94%		7,568	260	71.25	0.90	8,675	304,508	31,283,434	1
2016 - June	499,705	-14.70%	44.42%		7,433	277	72.12	0.93	7,740	301,484	30,868,159	1
2016 - July	504,470	-13.04%	44.81%		7,538	270	72.40	0.92	7,262	298,331	30,462,248	1
2016 - August	493,443	-12.69%	44.12%		7,434	263	71.60	0.93	7,575	311,775	30,906,214	
2016 - September	506,205	-11.56%	44.56%		7,401	280	73.29	0.93	6,563	311,006	30,800,132	1
2016 - October	512,292	-10.29%	43.54%		7,631	276	73.70	0.91	7,166	396,894	32,215,613	
2016 - November	498,938	-9.34%	44.69%		7,392	275	71.89	0.94	6,913	5,306,318	34,890,175	
2016 - December	675,261	-8.43%	44.19%		10,491	272	70.67	0.91	5,506	9,776,443	32,995,975	
Total	6,151,222	-8.43%	44.23%		92,910	271	71.96	0.92	7,096	9,776,443	32,995,975	

Staff Name	Net Sales POS
N/A	1,714,789
Patrick Elliot	686,392
Josh Edwards	532,407
Dan Park	438,516
YanivF	324,143
AhmedB	313,627
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RyanD	231,877
Jeremy Los	227,325
ApurvaD	221,344
AndrewD	183,160
Emma Harris	103,783
Scott MacDonald	67,917
Sten Faerch	66,392
Venky Krishnan	58,043
Alex Darrow	57,295
Manuel Oliveira	54,315
Miguel Garcia	52,715
AntoineF	18,704
Total	6,151,222

Item Group Desc	Net Sales POS	YTD Var %	Profit % POS	Sales Lines	Basket Value	Sales Price	Qty per Line	Turnover	Stock Quantity	Stock Value	Out of Stock 1d	No of Items
Team Sports	1,106,301	-6.34%	36.02%	22,006	144	54.71	0.92	250	12,222	417,871	1	62
Action Sports	1,019,864	-4.83%	37.39%	30,261	104	36.63	0.92	168	6,334	237,631	1	32
Computers	874,059	-19.66%	57.29%	2,081	1,575	448.93	0.94	28,713	35,357	6,915,127	1	76
Apparel and Footwear	857,356	-3.68%	37.70%	16,183	157	57.02	0.93	1,659	88,103	1,714,682	1	46
Exercise	827,689	0.22%	37.13%	17,351	134	52.30	0.91	249	9,600	206,832	1	49
Cameras	413,186	-3.18%	60.51%	1,194	1,177	374.94	0.92	30,808	23,624	3,695,294		
Total	6,151,222	-8.43%	44.23%	92,910	271	71.96	0.92	7,096	9,776,443	32,995,975		

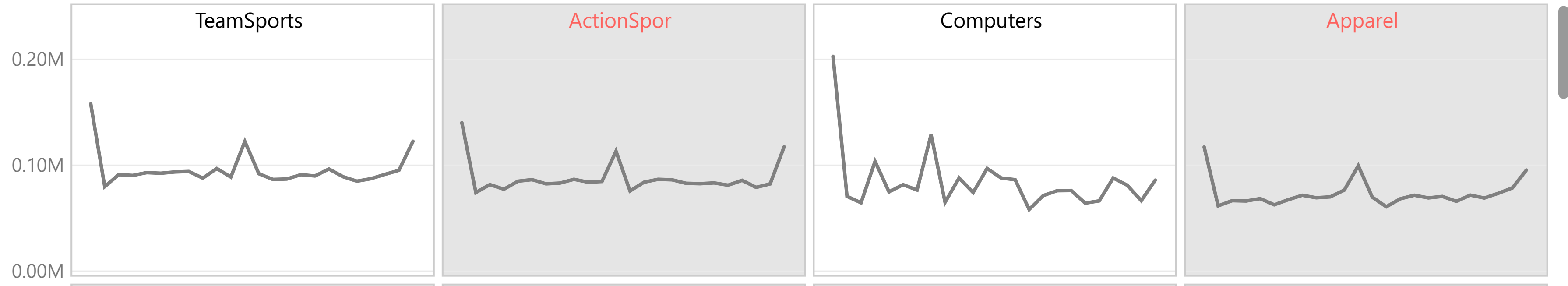
Item Description	Net Sales POS
Deluxe GPS Fitness Watch	122,147
Premium Cricket Bat	118,647
Premium Full Finger Gloves	113,130
Fabrikam Independent	110,900
Southridge Video LCD	110,439
Premium BMX Youth Hel...	99,855
Southridge Video Des	81,562
Litware Washer & Dry	77,571
Decline/Flat Bench	74,546
Signature BMX Youth Hel...	74,285
Signature Cricket Bat	70,177
Basic GPS Fitness Watch	69,397
The Phone Company Mo	66,757
Total	6,151,222

Item Charts

20152016

Item Description	Net Sales	Profit %	Basket
Fabrikam Independent	240,500	65.81%	1,924
Premium Cricket Bat	237,643	38.06%	329
Southridge Video LCD	237,286	63.74%	1,114
Deluxe GPS Fitness Watch	236,593	37.78%	326
Premium Full Finger Gloves	232,605	37.57%	42
Premium BMX Youth Helmet	203,549	37.57%	38
Litware Washer & Dry	196,911	58.35%	2,263
Southridge Video Lap	187,050	54.94%	1,473
Southridge Video Des	178,030	54.46%	1,006
Signature BMX Youth Helmet	151,719	37.51%	28
The Phone Company Mo	147,385	53.60%	526
Signature Cricket Bat	146,953	37.67%	204
Proseware Air condit	143,047	53.23%	730
Decline/Flat Bench	143,003	37.27%	192
Basic GPS Fitness Watch	136,793	37.46%	184
Roller Hockey Skates	129,194	37.22%	183
Adult Baseball Outfield Glove	124,063	37.98%	178
The Phone Company PD	119,845	58.04%	670
Litware Air conditio	117,240	55.40%	776
Litware Home Theater	110,940	55.39%	860
Fabrikam Home Moviem	109,345	53.00%	968
MensFleeceJacket	105,273	36.99%	145
ChildrensSneaker	104,393	37.50%	138
Full Finger BMX Gloves	103,348	37.84%	19
Adult First Base Mitt	102,743	37.99%	141
WomensSneaker	102,502	36.76%	125
Total	12,868,672	44.71%	276

Item Group Desc	Net Sales	Profit %	Basket
Team Sports	2,287,507	36.19%	145
Action Sports	2,091,534	37.55%	104
Computers	1,961,995	57.51%	1,600
Apparel and Footwear	1,747,466	37.46%	158
Exercise	1,653,522	37.32%	130
Cameras	839,961	60.16%	1,168
Home appliances	680,783	54.03%	1,299
Audio	516,127	50.10%	840
Total	12,868,672	44.71%	276



Current month top tables

2015	2016
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Retail Sales	Profit
6.15M	2.72M

Company Code	Net Sales POS
usrt	6,151,222
Total	6,151,222

2016 - January	2016 - February	2016 - March	2016 - April	2016 - May	2016 - June	2016 - July	2016 - August	2016 - September	2016 - October	2016 - November	2016 - December
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Store Name	Net Sales	%GT	YTD Var %
Georgetown inventory location	849,659	13.81%	-14.15%
Boston inventory location	828,975	13.48%	-9.85%
Burlington inventory location	661,378	10.75%	-21.22%
New York inventory location	192,352	3.13%	4.50%
Philadelphia inventory location	170,342	2.77%	11.11%
Los Angeles inventory location	165,843	2.70%	0.15%
Columbia inventory location	165,669	2.69%	-5.80%
San Diego inventory location	164,947	2.68%	3.71%
Cambridge inventory location	164,726	2.68%	-7.11%
Seattle inventory location	164,324	2.67%	-1.62%
Bellevue inventory location	164,244	2.67%	-8.43%
Houston inventory location	163,666	2.66%	-7.44%
Atlanta inventory location	163,331	2.66%	-9.68%
Austin inventory location	162,996	2.65%	-9.64%
Scottsdale inventory location	162,553	2.64%	4.11%
Chicago inventory location	161,584	2.63%	-5.06%
Total	6,151,222	100.00%	-8.43%

Item Group Desc	Net Sales	%GT	YTD Var %
Team Sports	1,106,301	17.99%	-6.34%
Action Sports	1,019,864	16.58%	-4.83%
Computers	874,059	14.21%	-19.66%
Apparel and Footwear	857,356	13.94%	-3.68%
Exercise	827,689	13.46%	0.22%
Cameras	413,186	6.72%	-3.18%
Home appliances	286,358	4.66%	-27.40%
Audio	284,729	4.63%	23.05%
TV and video	191,092	3.11%	-29.92%
N/A	174,839	2.84%	-14.65%
Phones	115,748	1.88%	-11.35%
Total	6,151,222	100.00%	-8.43%

Item Description	Net Sales	%GT	YTD Var %
Deluxe GPS Fitness Watch	122,147	1.99%	6.73%
Premium Cricket Bat	118,647	1.93%	-0.29%
Premium Full Finger Gloves	113,130	1.84%	-5.31%
Fabrikam Independent	110,900	1.80%	-14.43%
Southridge Video LCD	110,439	1.80%	-12.94%
Premium BMX Youth Helmet	99,855	1.62%	-3.70%
Southridge Video Des	81,562	1.33%	-15.45%
Litware Washer & Dry	77,571	1.26%	-35.00%
Decline/Flat Bench	74,546	1.21%	8.90%
Signature BMX Youth Helmet	74,285	1.21%	-4.07%
Signature Cricket Bat	70,177	1.14%	-8.60%
Basic GPS Fitness Watch	69,397	1.13%	2.97%
The Phone Company Monitor	66,757	1.09%	-17.20%
Southridge Video Lap	66,383	1.08%	-44.99%
Proseware Air conditioner	64,190	1.04%	-18.60%
Roller Hockey Skates	61,997	1.01%	-7.74%
The Phone Company PD	56,710	0.92%	-10.18%
Adult Baseball Outfield Glove	54,527	0.89%	-21.58%
Litware Air conditioner	54,127	0.88%	-14.24%
Proseware Icon Floor	54,000	0.88%	87.50%
Childrens Sneaker	51,897	0.84%	-1.14%
Womens Sneaker	51,147	0.83%	-0.58%
Full Finger BMX Gloves	51,054	0.83%	-2.37%
Official Soccer Ball	50,847	0.83%	8.31%
Mens Sneaker	50,697	0.82%	-2.03%
Fabrikam Home Movie	50,623	0.82%	-13.79%
Litware Home Theater	49,929	0.81%	-18.16%
Mens Fleece Jacket	49,277	0.80%	-12.00%
Deluxe Folding Mat	47,597	0.77%	-1.73%
Proseware Tangent Floor	46,800	0.76%	34.48%
Mens Snow Pants	46,797	0.76%	-6.87%
Womens Snow Pants	46,797	0.76%	-6.31%
Adult First Base Mitt	45,897	0.75%	-19.26%
Deluxe Incline Bench	45,777	0.74%	10.47%
Hyperextension Ab Bench	45,527	0.74%	7.10%
Total	6,151,222	100.00%	-8.43%

Terminal	Net Sales
GEORGET-1	337,203
BOSTON-3	315,879
GEORGET-2	286,848
BOSTON-1	270,958
BURLING-1	261,451
BOSTON-2	242,138
GEORGET-3	225,608
BURLING-3	220,817
BURLING-2	179,109
NEWYORK-3	67,917
NEWYORK-1	66,392
TYSONSC-3	61,055
SANDIEG-2	61,037
HOUSTON-1	60,732
PHILADE-3	60,569
RELEVILLE-3	60,537
Total	6,151,222

Staff Name	Net Sales	%GT	YTD Var %
N/A	1,714,789	27.88%	-2.61%
Patrick Elliot	686,392	11.16%	2.87%
Josh Edwards	532,407	8.66%	-18.47%
Dan Park	438,516	7.13%	-15.43%
YanivF	324,143	5.27%	-13.53%
AhmedB	313,627	5.10%	-13.27%
DanF	272,995	4.44%	-3.83%
AarenE	268,530	4.37%	-16.70%
HanyingF	256,957	4.18%	-8.79%
RyanD	231,877	3.77%	-8.16%
Jeremy Los	227,325	3.70%	-17.61%
ApurvaD	221,344	3.60%	-21.62%
AndrewD	183,160	2.98%	18.72%
Emma Harris	103,783	1.69%	-33.43%
Scott MacDonald	67,917	1.10%	8.01%
Steph Faerch	66,392	1.08%	2.17%
Total	6,151,222	100.00%	-8.43%

Procurement Category 1	Net Sales	%GT	YTD Var %
N/A	6,151,222	100.00%	-8.43%
Total	6,151,222	100.00%	-8.43%

Receipt Id	Net Sales
GEORGET-1-2...	5,000
BOSTON-3-2...	4,991
BOSTON-3-2...	4,991
BOSTON-2-2...	4,982
GEORGET-1-4...	4,936
GEORGET-1-4...	4,894
BURLING-1-2...	4,891
GEORGET-2-2...	4,886
GEORGET-2-2...	4,848
BURLING-2-2...	4,821
BOSTON-3-2...	4,812
BOSTON-3-2...	4,807
BOSTON-2-2...	4,762
GEORGET-1-2...	4,721
BURLING-3-2...	4,720
GEORGET-1-4...	4,719
Total	6,151,222

Sales Ranking by Store over Date

This is relative ranking meaning 1-top and 100-bottom

Quarter Store Id	2015 - Q1			2015 - Q2			2015 - Q3			2015 - Q4		
	Sales	YTD Var	Profit %	Sales	YTD Var	Profit %	Sales	YTD Var	Profit %	Sales	YTD Var	Profit %
GEORGET	10	10	10	4	4	7	4	4	7	4	4	4
BOSTON	4	4	7	7	7	10	7	7	10	7	7	7
ATLANTI	17	17	55	13	13	78	59	13	65	39	13	39
BURLING	7	7	4	10	10	4	10	10	4	10	10	10
NEWYORK	49	49	97	20	49	68	13	33	30	13	17	55
CINCINN	23	23	49	68	30	55	36	20	26	26	20	84
ATLANTA	33	33	33	55	36	84	23	23	84	30	23	23
AUSTIN	20	20	65	52	26	91	75	36	52	17	26	59
BELLEVU	26	26	91	39	17	20	30	17	62	65	30	100
CAMBRID	36	36	100	46	33	36	39	30	94	42	33	52
HOUSTON	42	42	42	17	23	65	68	26	97	52	36	65
COLUMBI	13	13	39	65	20	97	78	39	55	36	39	75
COSTAME	39	39	30	78	42	100	33	46	59	59	42	42
CHICAGO	30	30	36	71	39	42	52	42	46	75	46	13
SEATTLE	46	46	20	23	46	30	55	49	49	55	49	97
LONETRE	62	62	78	36	55	59	17	52	39	49	52	71
TYSONSC	55	55	59	30	52	46	62	55	88	33	55	81
LOSANGE	52	52	26	75	68	94	20	65	100	20	59	88
MIAMI	68	68	88	26	65	52	42	59	23	71	62	94
SANDIEG	65	65	23	33	59	17	71	68	91	46	65	46
OAKBROO	75	75	52	49	75	23	46	75	81	23	68	49
SCOTTSD	59	59	94	42	62	71	65	62	75	78	71	91
PHILADE	71	71	81	62	71	88	26	71	71	68	75	36
SANTACL	78	78	68	59	78	75	49	78	36	62	78	62
ANNARBO	81	81	46	81	81	33	94	81	78	84	84	20
TROY	88	88	75	84	88	62	81	88	13	81	81	17
BLOOMIN	84	84	71	88	84	13	97	84	42	88	88	78
PALOALT	94	94	84	91	91	26	91	91	33	91	91	33
MISSION	91	91	17	94	94	81	88	94	17	94	94	30
ANNAPOL	97	97	62	100	100	49	100	100	20	100	100	68
SANANTO	100	100	13	97	97	39	84	97	68	97	97	26

Sales Ranking by Item over Date

This is relative ranking meaning 1-top and 100-bottom

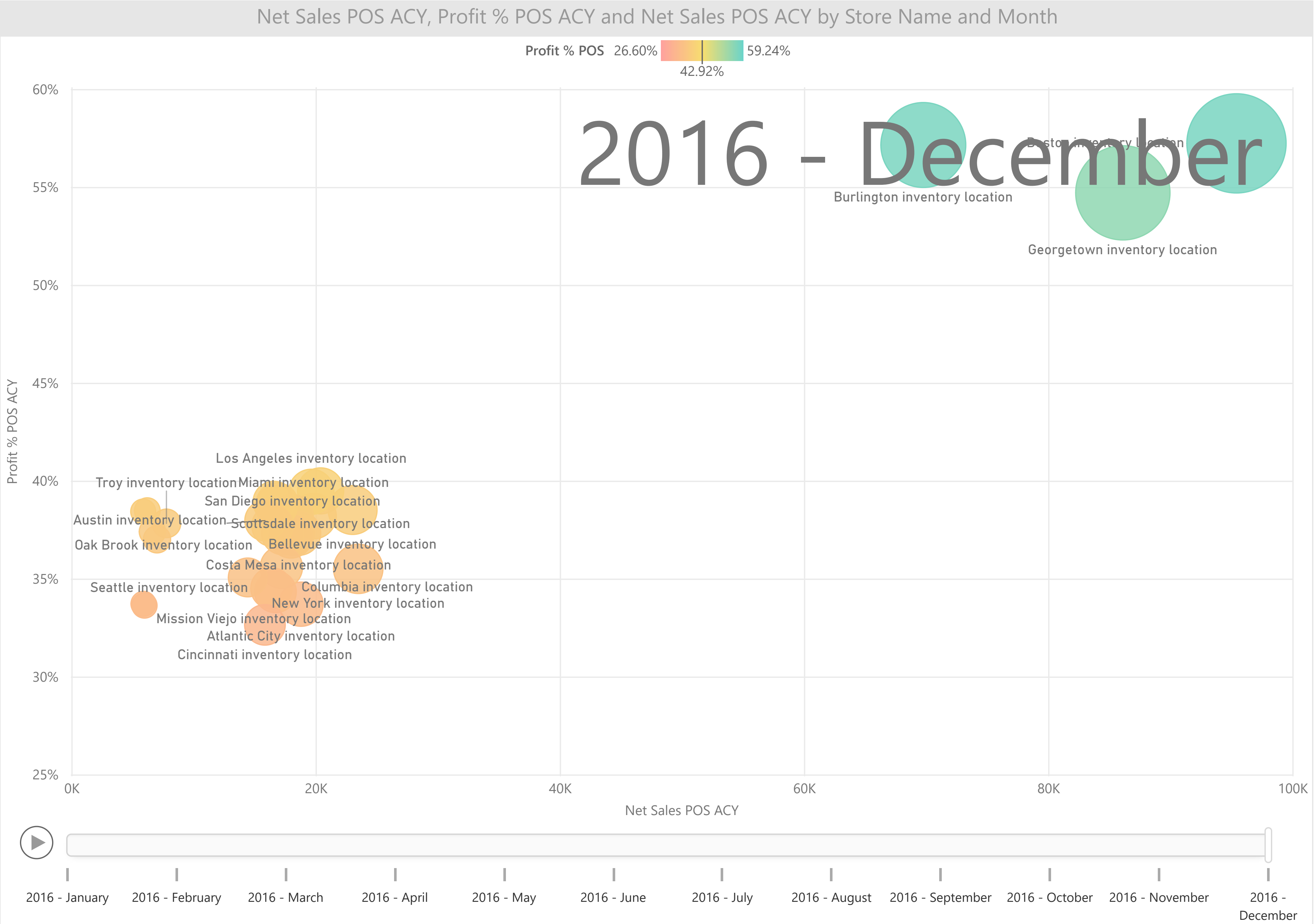
Quarter Item	2015 - Q1		2015 - Q2		2015 - Q3		2015 - Q4	
	Item Rank	Net Sales - Net Sales	Item Rank	Net Sales - Top 10	Item Rank	Net Sales - Top 10	Item Rank	Net Sales - Top 10
0183 - Deluxe GPS Fitness Wat...	1	27,999	1	23,799	3	26,599	4	26,599
0009 - Premium Full Finger Gl...	3	23,625	2	18,765	1	29,835	2	31,410
0059 - Premium Cricket Bat	2	25,899	3	17,499	2	27,999	1	32,199
0021 - Premium BMX Youth H...	4	20,035	4	17,476	4	24,114	3	27,273
0058 - Signature Cricket Bat	5	15,839	11		5	19,139	5	21,559
0020 - Signature BMX Youth H...	8	15,175	6	12,866	6	17,874	6	20,483
0182 - Basic GPS Fitness Watch	9	14,999	5	13,599	9	15,399	7	18,199
0137 - Decline/Flat Bench	7	15,329	8	11,969	8	16,799	10	17,429
0091 - Roller Hockey Skates	6	15,799	9	11,799	10	15,199	8	17,599
0014 - Adult Baseball Outfield ...	11		7	12,539	7	17,669	9	17,479
0018 - Adult First Base Mitt	12		10	11,399	13		14	
0156 - Mens Fleece Jacket	10	12,159	15		11		12	
0160 - Womens Sneaker	16		18		15		13	
0161 - Childrens Sneaker	13		23		17		11	
0159 - Mens Sneaker	17		13		20		11	
0167 - Mens Snow Pants	14		21		13		18	
0172 - Womens Snow Pants	18		14		17		15	
0007 - Full Finger BMX Gloves	20		17		16		16	
0013 - Adult Baseball Infield G...	19		13		24		17	
0098 - Deluxe Folding Mat	15		20		12		24	
0133 - Hyperextension Ab Ben...	22		12		18		22	
0120 - Official Soccer Ball	21		23		15		21	
0022 - Full Face BMX Helmet	23		16		22		19	
0139 - Deluxe Incline Bench	27		19		28		20	
0016 - Adult Catchers Mitt	24		22		25		25	
0136 - Barbell Mid Width Bench	26		24		14		34	
0134 - Abdominal Bench	25		31		19		29	
0010 - Signature BMX Gloves	32		30		26		26	
0114 - 36" Complete Longboard	36		28		21		33	
0008 - Mesh BMX Gloves	30		33		30		28	
0088 - Mens Fitness In-Line Sk...	35		27		35		27	
0037 - Wheeled Backpack	29		45		33		23	

Item Sales

20152016

Store Name	Net Sales
Georgetown inventory location	849,659
Boston inventory location	828,975
Burlington inventory location	661,378
New York inventory location	192,352
Philadelphia inventory location	170,342
Los Angeles inventory location	165,843
Columbia inventory location	165,669
San Diego inventory location	164,947
Cambridge inventory location	164,726
Seattle inventory location	164,324
Bellevue inventory location	164,244
Houston inventory location	163,666
Atlanta inventory location	163,331
Austin inventory location	162,996
Scottsdale inventory location	162,553
Chicago inventory location	161,584
Total	6,151,222

Item Group Desc	Net Sales
Team Sports	1,106,301
Action Sports	1,019,864
Computers	874,059
Apparel and Footwear	857,356
Exercise	827,689
Cameras	413,186
Home appliances	286,358
Audio	284,729
TV and video	191,092
N/A	174,839
Phones	115,748
Total	6,151,222



Time

Retail Sales

12.9M

No of Receipts

46.6K

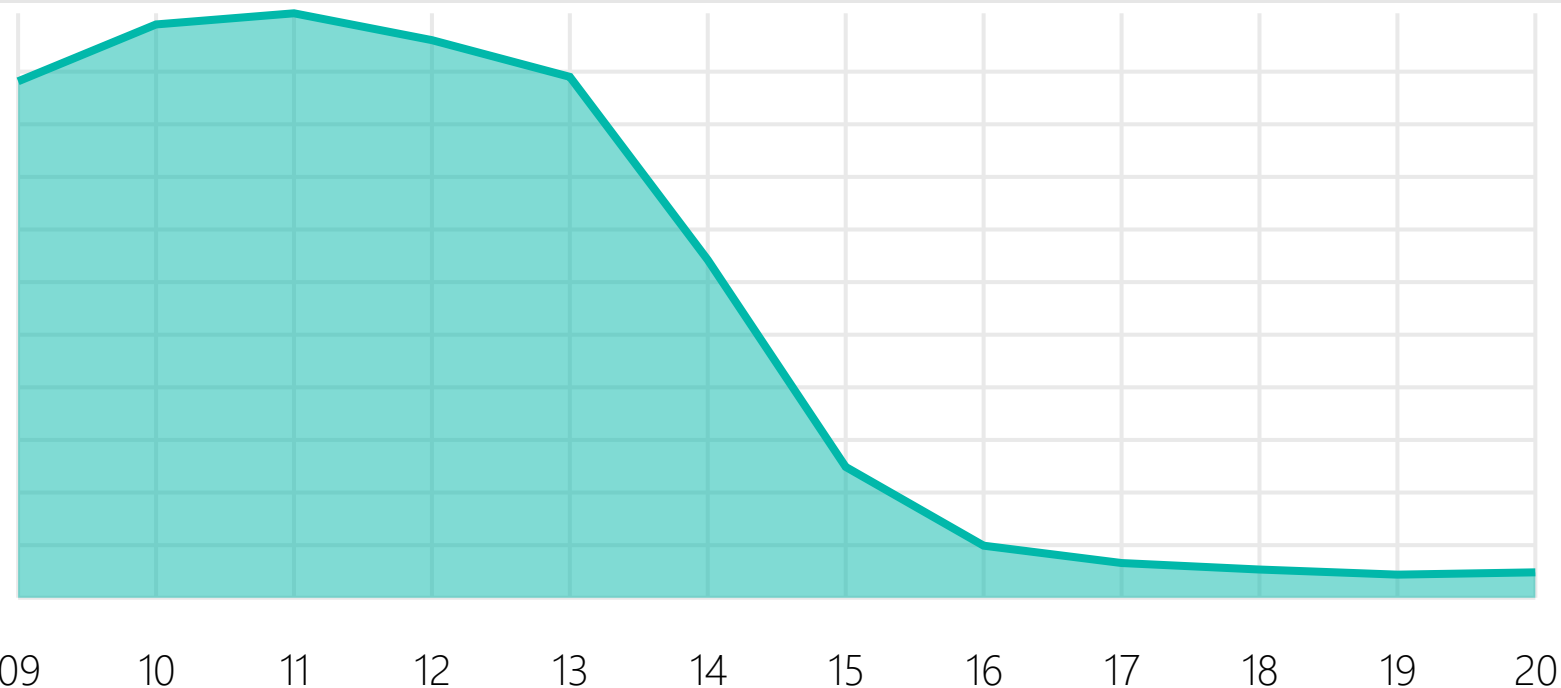
2015

2016

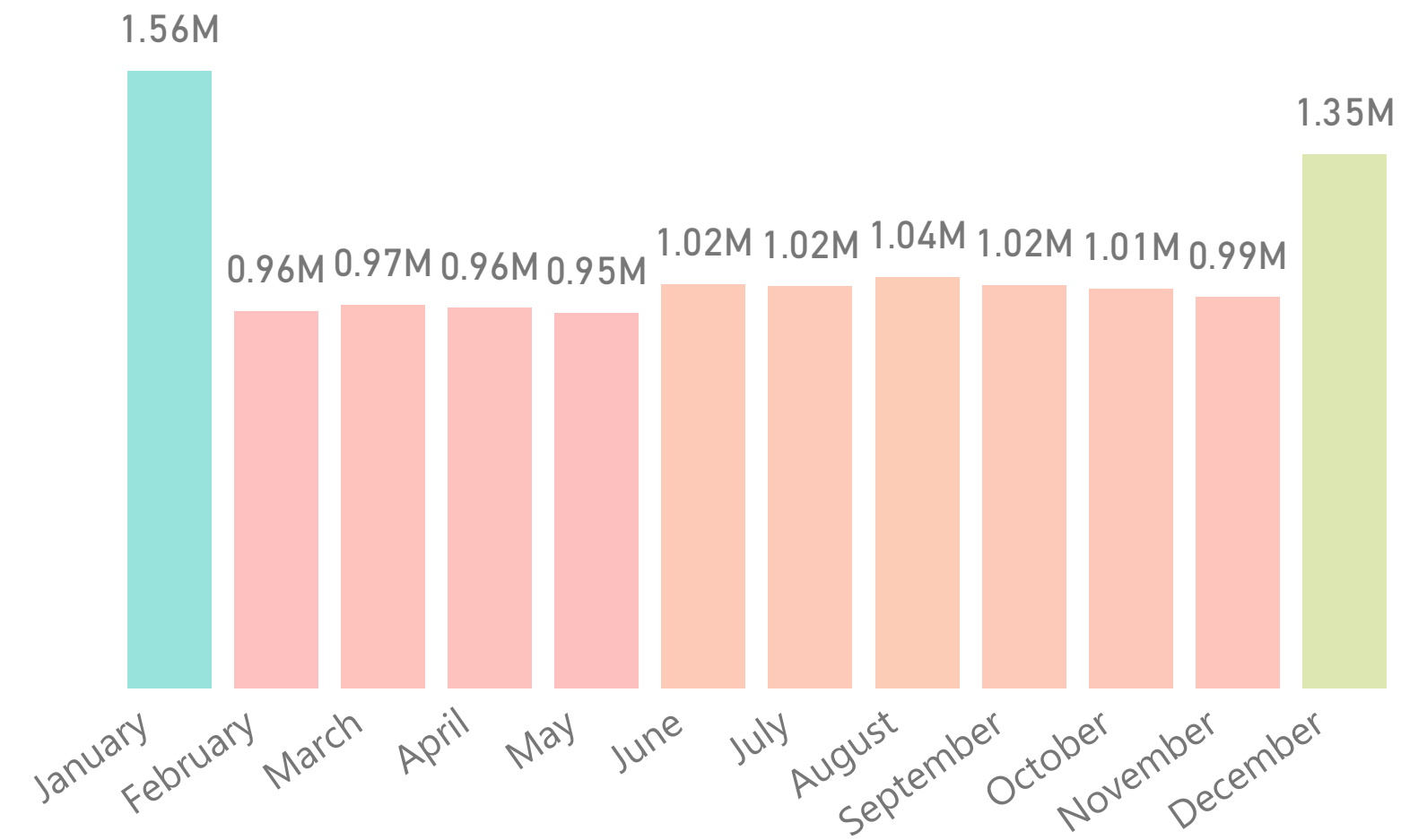
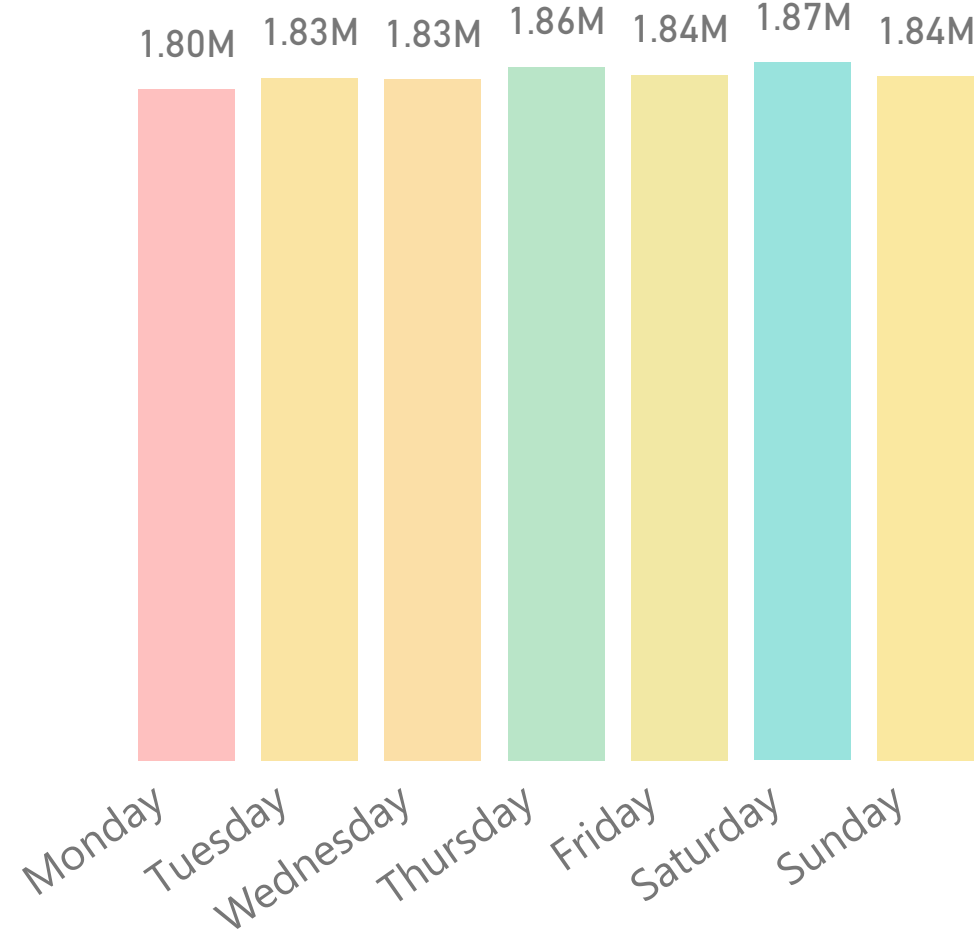
Retail Sales by Week Day

Retail Sales by Month

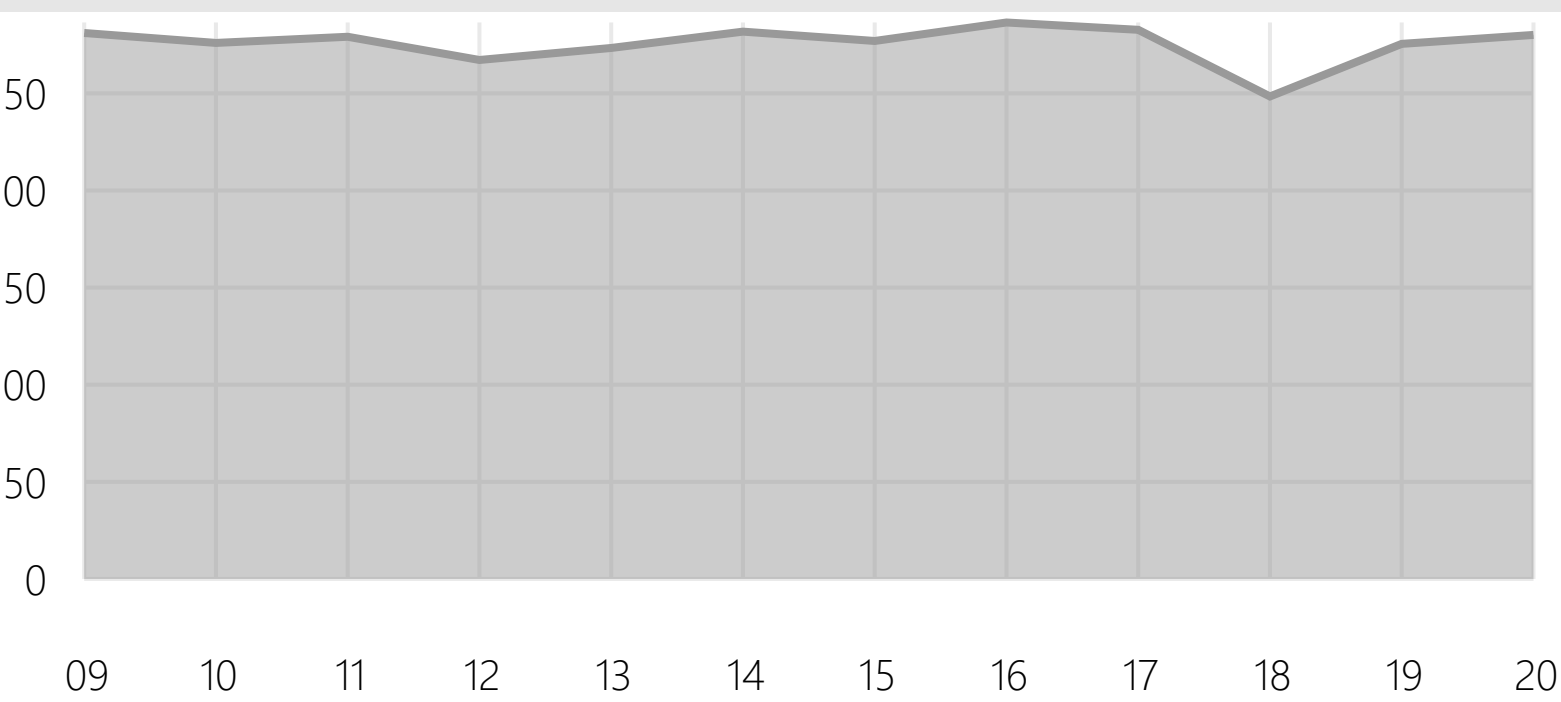
Net Sales by Hour



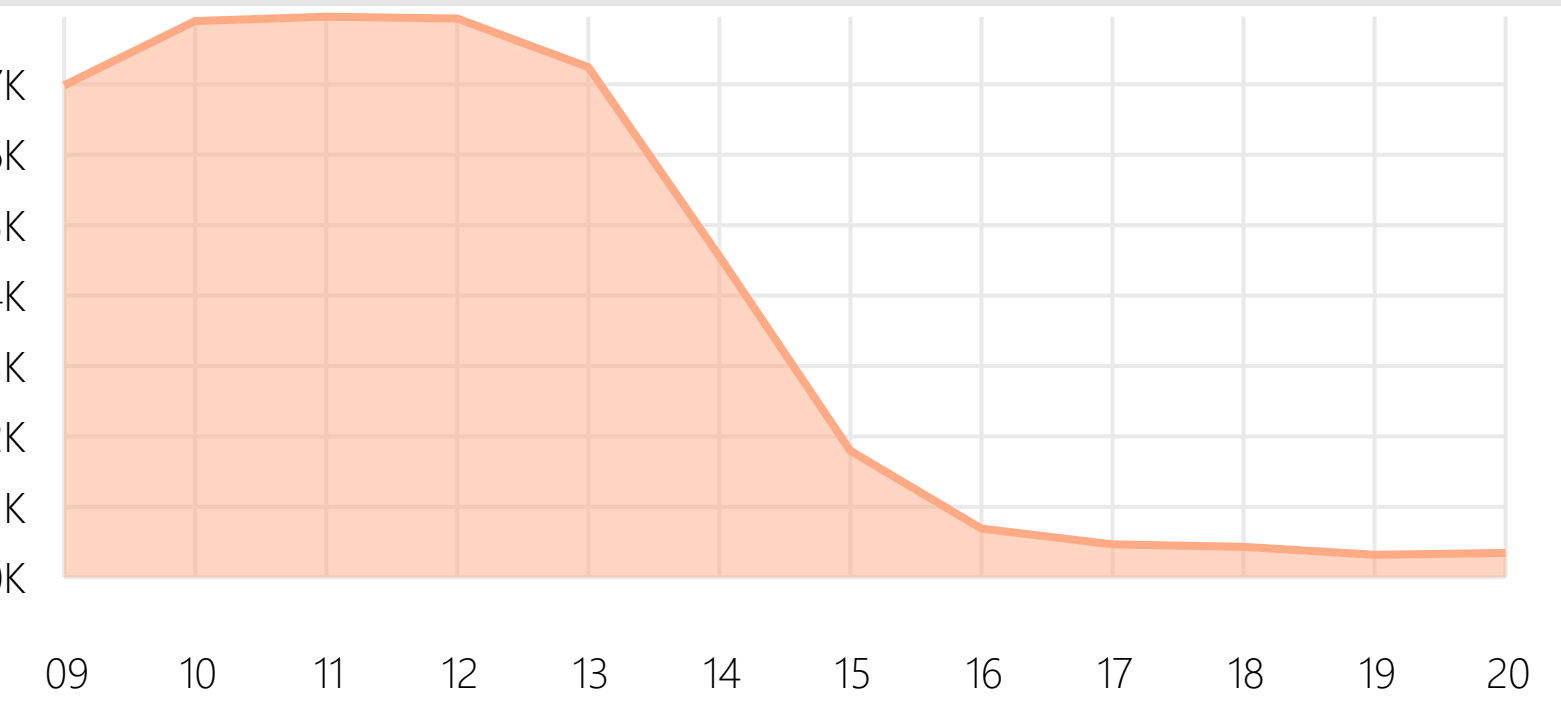
00	01	02	03
04	05	06	07
08	09	10	11
12	13	14	15
16	17	18	19
20	21	22	23



Basket by Hour



No of Receipts by Hour

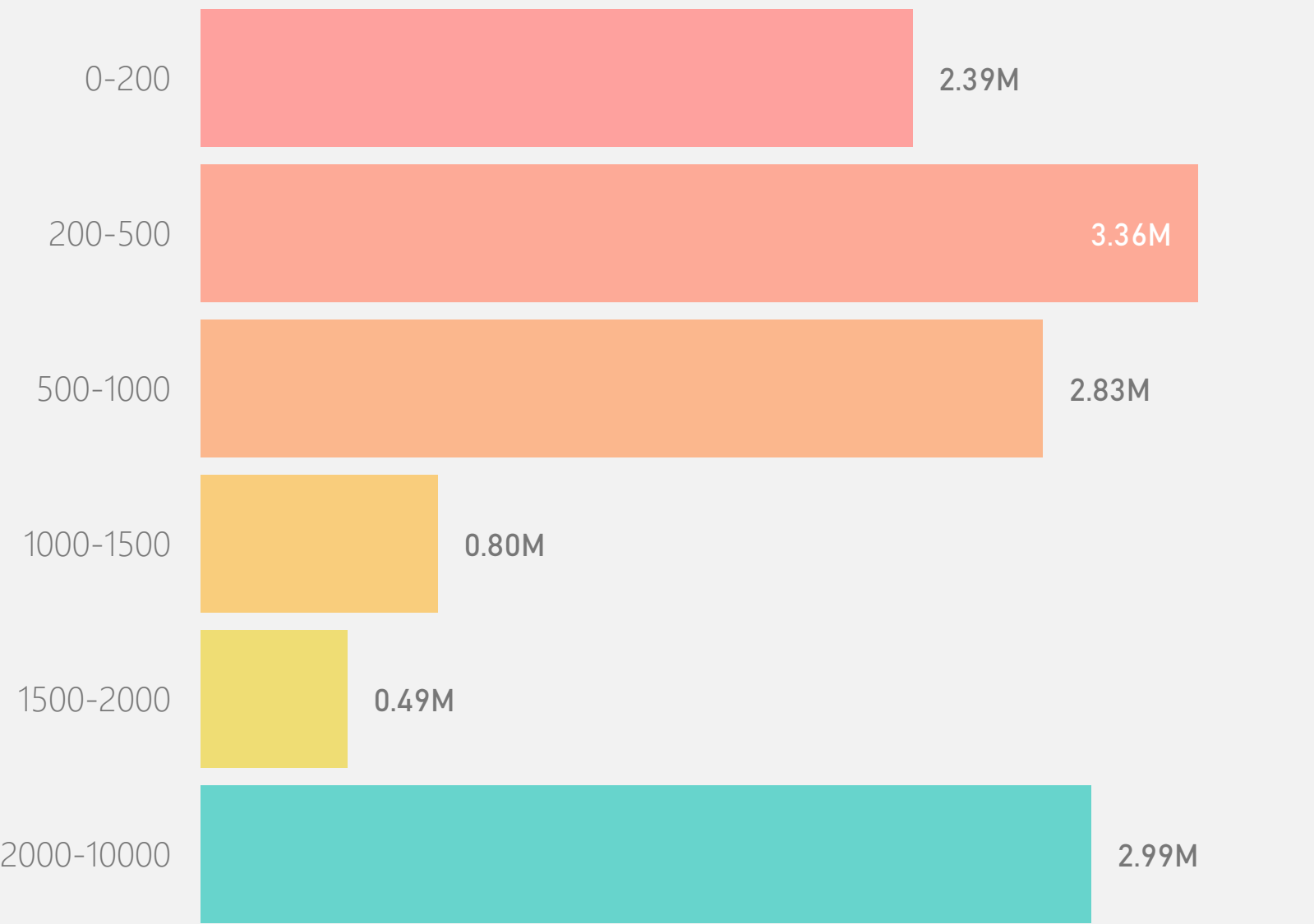


Net Sales by Store and Hour

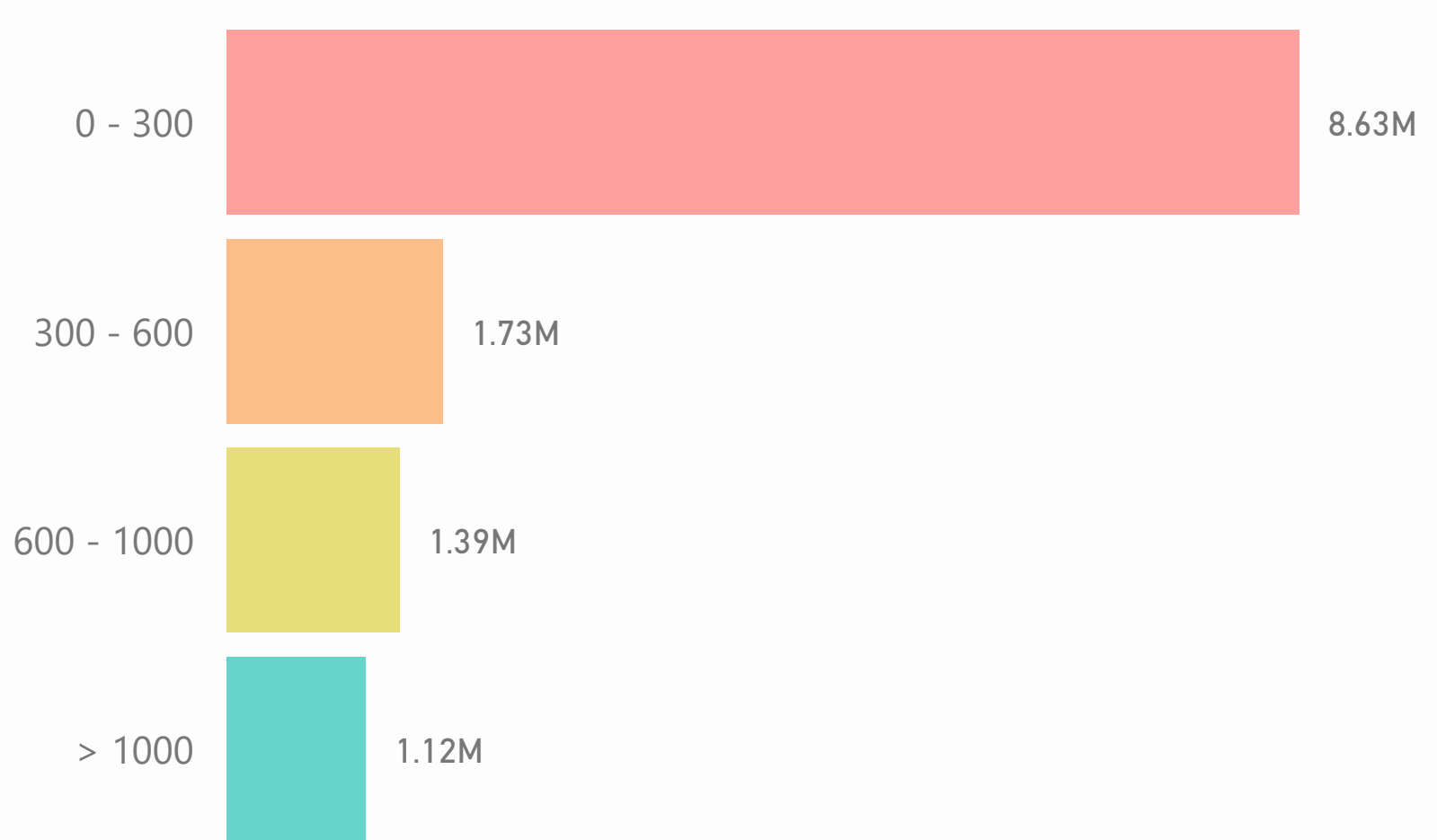
Store Name	10	11	12	13	14	15	16	17	18	19	20
Georgetown invent...	0.8M	1.2M	1.2M	1.2M	0.5M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M
Boston inventory I...	1.2M	1.2M	0.8M	0.8M	0.5M	0.4M	0.3M	0.2M	0.2M	0.2M	0.2M
Burlington invento...	0.8M	1.2M	0.8M	0.8M	0.4M	0.4M	0.3M	0.2M	0.2M	0.2M	0.2M
New York inventor...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Bellevue inventory ...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Atlanta inventory I...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Austin inventory lo...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Houston inventory ...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Atlantic City invent...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Cambridge invento...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Columbia inventor...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Chicago inventory ...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Cincinnati inventor...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Seattle inventory I...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Los Angeles invent...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M
Tysons Corner inve...	0.4M	0.4M	0.4M	0.4M	0.3M	0.3M	0.2M	0.2M	0.2M	0.2M	0.2M

Basket and Price Segment

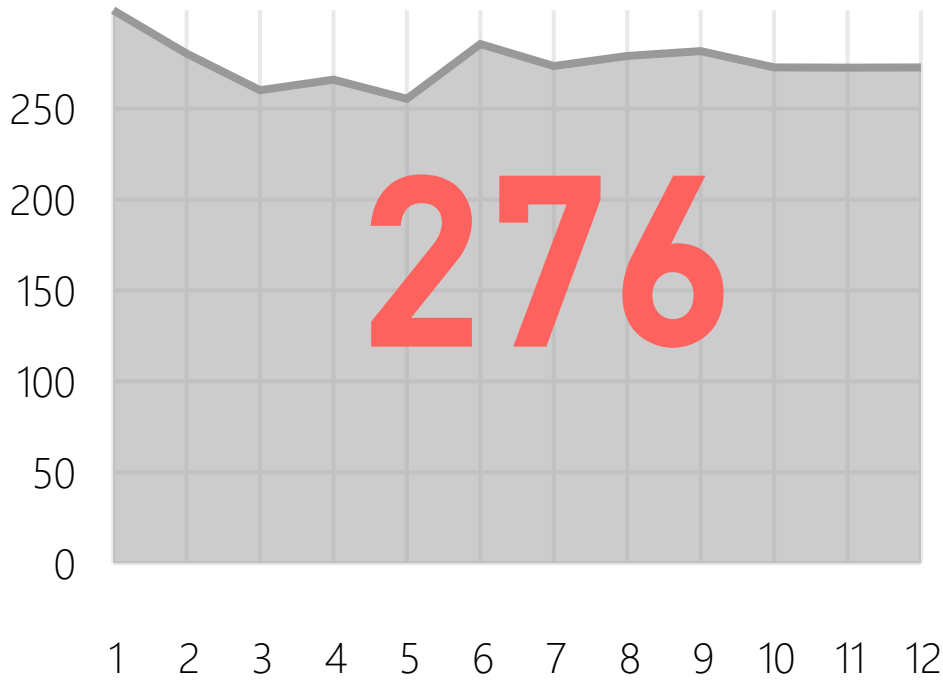
Basket and Profit % as colour



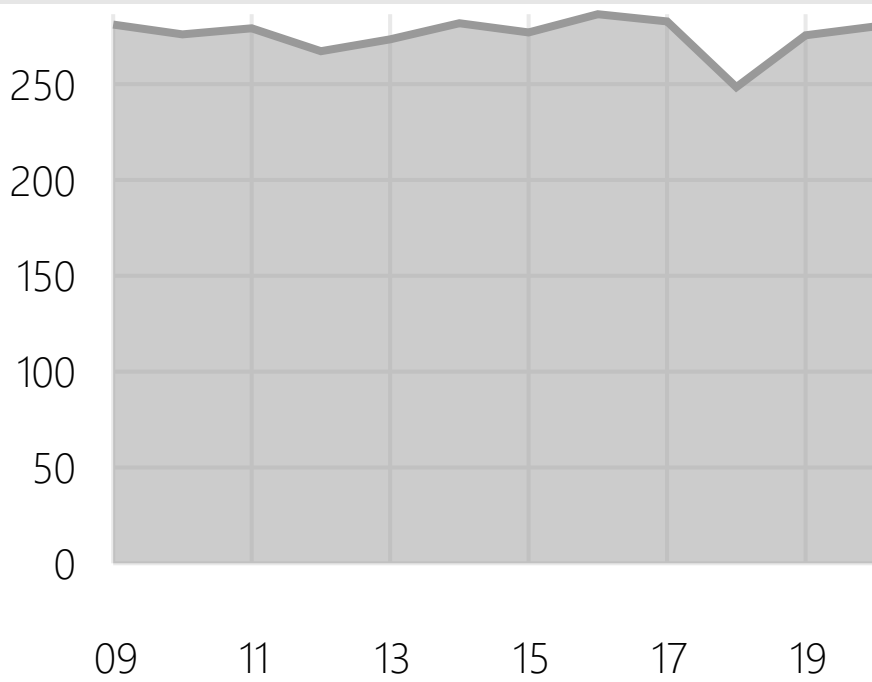
Price Segment and Profit % as colour



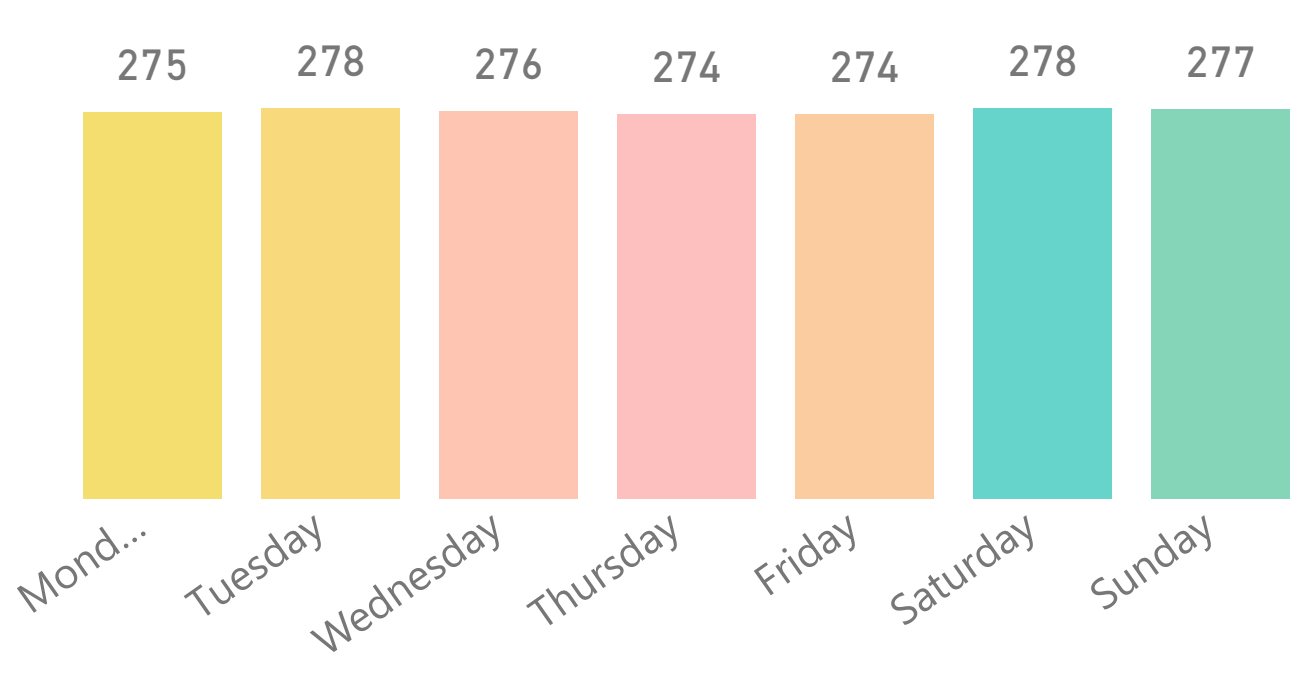
Basket by Month



Basket by Hour



Basket Value and Profit %



Month	Net Sales	Basket
2015 - January	1,047,453	322
2015 - Febru...	452,314	270
2015 - March	493,367	263
2015 - April	488,355	274
2015 - May	464,890	250
2015 - June	524,296	295
2015 - July	513,831	277
2015 - August	549,130	294
2015 - Septe...	514,542	284
2015 - Octob...	499,707	269
2015 - Nove...	492,132	270
2015 - Dece...	677,431	273
2016 - January	516,405	274
2016 - Febru...	504,364	290
2016 - March	477,786	257
2016 - April	475,261	258
2016 - May	487,092	260
2016 - June	499,705	277
2016 - July	504,470	270
2016 - August	493,443	263
2016 - Septe...	506,205	280
2016 - Octob...	512,292	276
2016 - Nove...	498,938	275
2016 - Dece...	675,261	272
Total	12,868,672	276

Store Id	Net Sales	Basket
GEORGET	1,839,308	1,254
BOSTON	1,748,479	1,326
BURLING	1,500,857	1,324
NEWYORK	376,422	220
ATLANTI	344,336	222
ATLANTA	344,158	219
BELLEVU	343,608	220
AUSTIN	343,385	218
CAMBRID	342,066	216
COLUMBI	341,547	215
HOUSTON	340,497	217
CINCINN	338,612	213
CHICAGO	331,780	211
LOSANGE	331,444	222
SEATTLE	331,358	222
TYSONSC	325,854	217
SANDIEG	323,996	217
PHILADE	323,649	218
COSTAME	322,877	222
SCOTTSD	318,692	212
MIAMI	318,581	218
LONETRE	317,754	212
OAKBROO	316,474	215
SANTACL	303,979	206
TROY	134,667	79
ANNARBO	121,450	77
BLOOMIN	119,732	76
MISSION	110,942	74
SALGANT	110,120	71
Total	12,868,672	276

Item Description	Net Sales	Qty	Profit %	Sales Price
Fabrikam Indep...	240,500	154	65.8%	1,562
Premium Cricke...	237,643	679	38.1%	350
Southridge Vid...	237,286	414	63.7%	573
Deluxe GPS Fitn...	236,593	676	37.8%	350
Premium Full Fi...	232,605	5,169	37.6%	45
Premium BMX Y...	203,549	5,090	37.6%	40
Litware Washer ...	196,911	88	58.4%	2,238
Southridge Vid...	187,050	280	54.9%	668
Southridge Vid...	178,030	332	54.5%	536
Signature BMX ...	151,719	5,059	37.5%	30
The Phone Com...	147,385	591	53.6%	249
Signature Crick...	146,953	668	37.7%	220
Proseware Air c...	143,047	350	53.2%	409
Decline/Flat Be...	143,003	681	37.3%	210
Total	12,868,6...	175,808	44.7%	73

Receipt Id	Net Sales	Qty	Profit %
GEORGET-1-239971	5,000	13	59%
GEORGET-3-435383	4,999	5	51%
BOSTON-2-238377	4,991	4	52%
BOSTON-3-241944	4,991	4	52%
BOSTON-3-243335	4,991	4	52%
GEORGET-1-439386	4,991	4	52%
BOSTON-2-244482	4,982	7	51%
BURLING-2-436506	4,951	8	61%
BURLING-2-237935	4,948	11	62%
BURLING-3-237695	4,948	11	62%
Total	12,868,...	175,808	45%

Payments

Last

▼

12

Years

▼

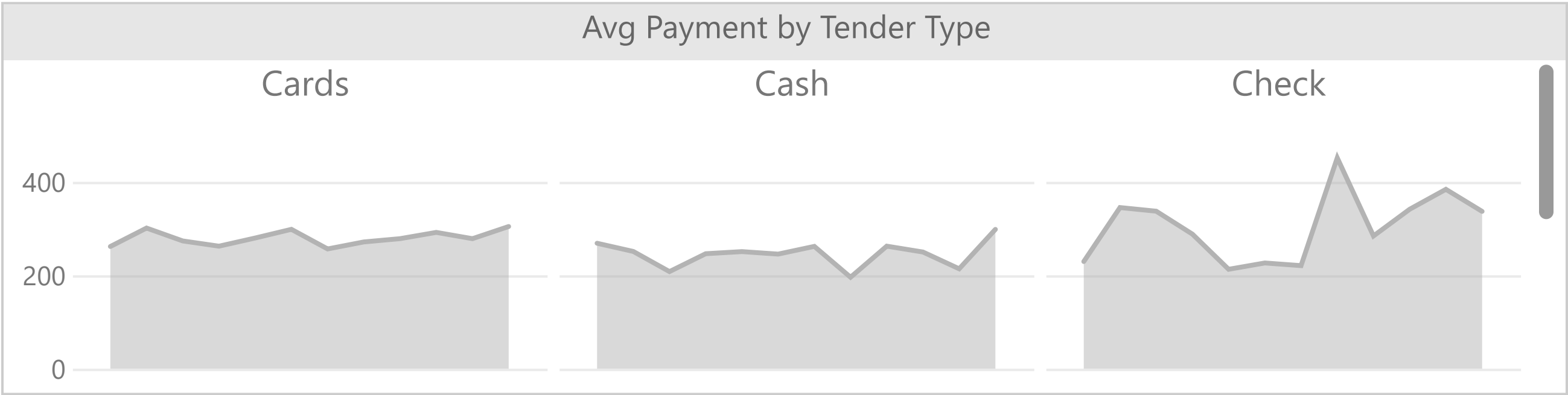
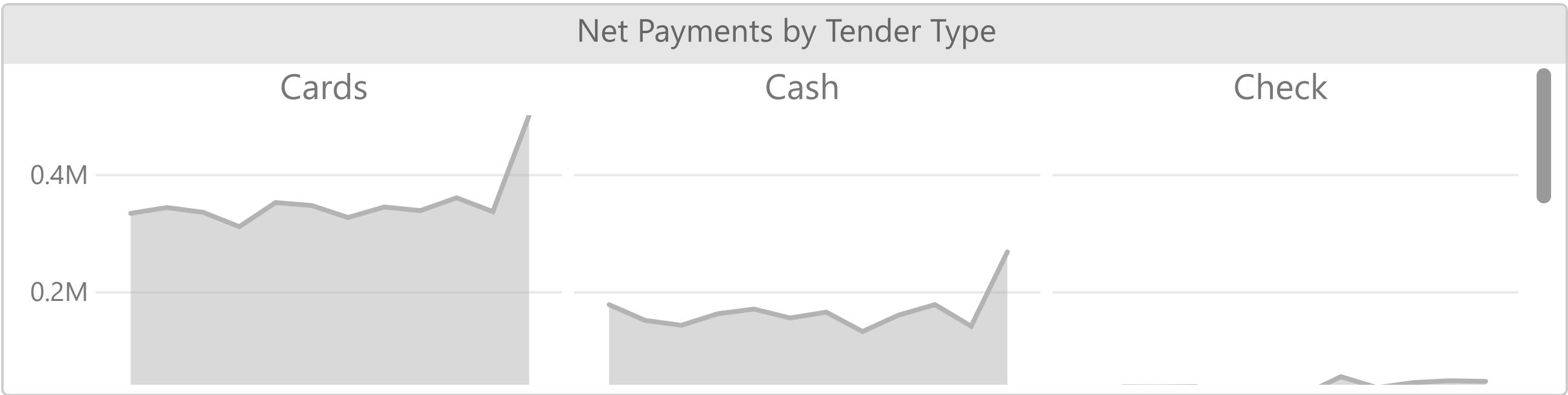
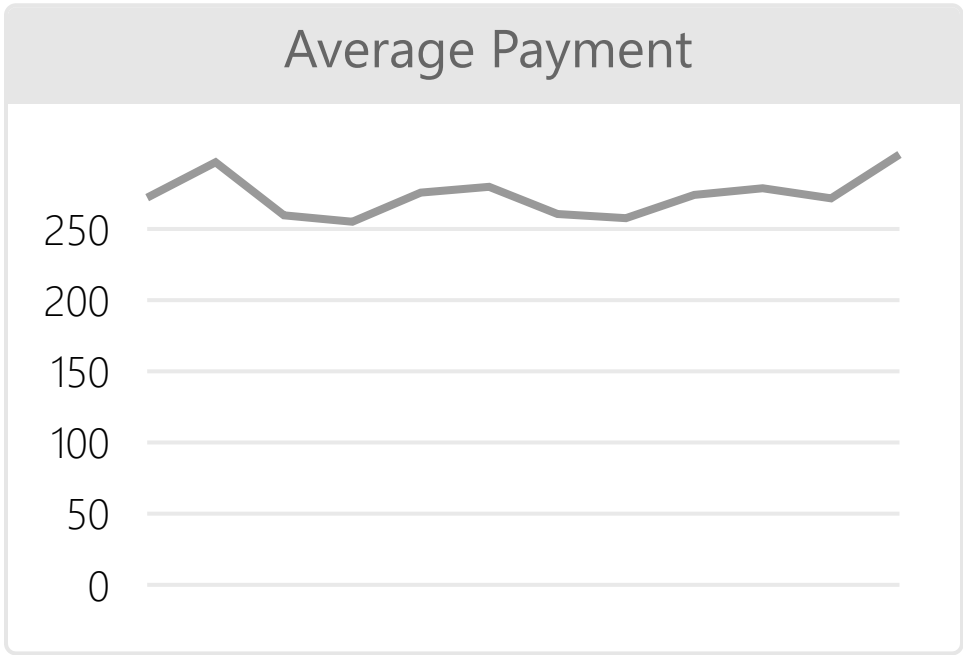
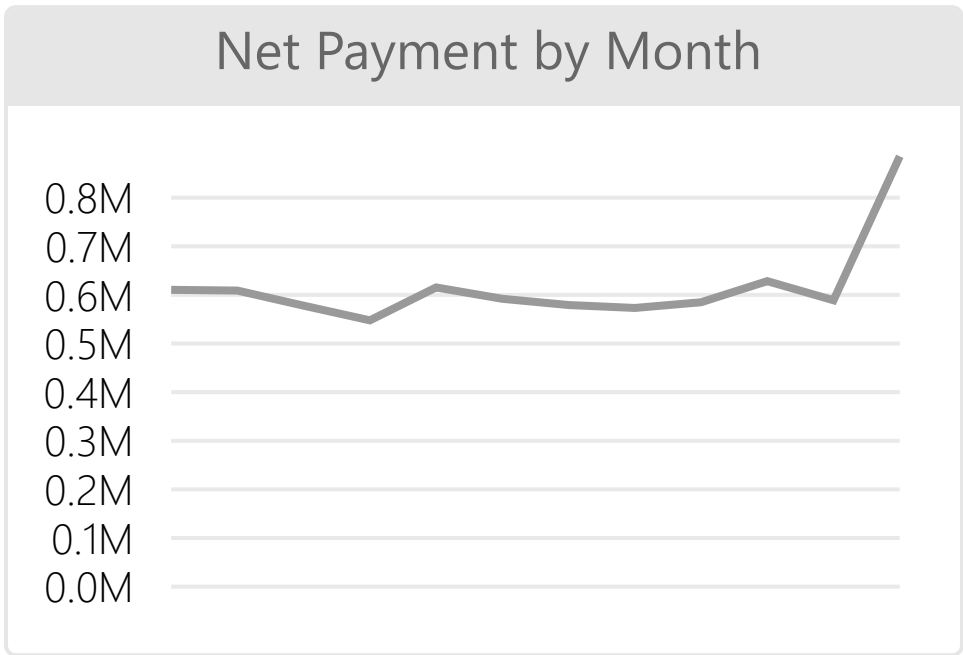
Average Payment
274

Voided Paymetns %
(Blank)

No of Voided Payments

Payments by Company			
Company Code	Net Payment	Avg Payment	Payments
usr1	7,391,558	274	26,952
Total	7,391,558	274	26,952

Payments by Date			
Year	Net Payment	Avg Payment	Payments
2016	7,391,558	274	26,952
2016 - January	610,409	272	2,244
2016 - February	608,902	297	2,051
2016 - March	577,863	260	2,226
2016 - April	547,682	255	2,147
2016 - May	615,326	276	2,233
2016 - June	591,970	280	2,117
2016 - July	579,155	261	2,223
2016 - August	573,166	258	2,225
2016 - September	584,884	274	2,135
2016 - October	628,284	279	2,255
2016 - November	588,959	272	2,169
2016 - December	884,959	302	2,927
Total	7,391,558	274	26,952



Payments by Tender Type			
Tender Type	Net Payment	Avg Payment	Payments
Cards	4,217,894	280	15,056
Cash	1,992,989	247	8,064
Check	439,290	306	1,434
Loyalty Cards	393,812	326	1,207
Gift Card	347,573	292	1,191
Total	7,391,558	274	26,952

Payments by Store			
Store Name	Net Payment	Avg Payment	Payments
Georgetown inventory lo...	1,222,067	1,362	897
Boston inventory location	1,216,098	1,551	784
Burlington inventory loca...	936,305	1,423	658
New York inventory locat...	200,092	191	1,045
Philadelphia inventory lo...	180,284	207	869
Los Angeles inventory lo...	177,438	204	868
San Diego inventory loca...	176,471	200	881
Columbia inventory locat...	175,188	194	904
Cambridge inventory loc...	174,725	196	890
Seattle inventory location	174,585	200	874
Bellevue inventory location	174,555	201	867
Houston inventory locati...	173,677	193	901
Total	7,391,558	274	26,952

Receipts by Store				
Receipt Id	Day	Store Name	Tender Type	Net Payment
BURLING-1-244500	20.11.2016	Burlington invento...	Cards	11,268
BOSTON-2-441664	15.05.2016	Boston inventory lo...	Loyalty Cards	11,165
BOSTON-1-241040	03.04.2016	Boston inventory lo...	Cards	10,462
BOSTON-2-242860	03.08.2016	Boston inventory lo...	Cards	10,262
BOSTON-1-441216	15.04.2016	Boston inventory lo...	Cash	10,187
GEORGET-1-244550	23.11.2016	Georgetown invent...	Check	10,006
BURLING-2-241494	04.05.2016	Burlington invento...	Cards	9,515
BOSTON-1-444201	31.10.2016	Boston inventory lo...	Cash	9,420
BOSTON-2-240129	03.02.2016	Boston inventory lo...	Cards	9,211
GEORGET-1-444706	03.12.2016	Georgetown invent...	Cash	9,171
BURLING-2-241958	04.06.2016	Burlington invento...	Cards	9,128
Total				7,391,558

Decomposition Tree

2015 2016

Store Name ×

Georgetown inventory location

Item Product Name ×

Procurement Category 1 ×

Procurement Category 2 ×

Net Sales POS ACY
12.87M

Georgetown inventory location
1.84M

Boston inventory location
1.75M

Burlington inventory location
1.50M

New York inventory location
0.38M

Atlantic City inventory location
0.34M

Atlanta inventory location
0.34M

Bellevue inventory location
0.34M

Austin inventory location
0.34M

Cambridge inventory location
0.34M

Columbia inventory location

Proseware Icon Floorstanding Spea...
0.04M

Proseware Laptop19 X910
0.04M

Proseware Maestro Floorstanding ...
0.03M

Proseware Tangent Floorstanding S...
0.03M

Southridge Video 52" LCD HDTV X...
0.03M

Fabrikam Laptop19 M9000
0.03M

Fabrikam Independent Filmmaker ...
0.03M

Southridge Video Desktop PC2.33 ...
0.03M

WWI Desktop PC2.33 X2330
0.02M

Proseware LCD24 X300

Voiced Transactions

20152016

Voiced Sales Lines %

0.0M%

Voiced Payments %

(Blank)

No of Sales Lines



No of Voiced Transactions %



No of Voiced Payments %

Item Group Id

- ☐ ActionSpor
- ☐ AdditiveRM
- ☐ Apparel
- ☐ AppDomesti
- ☐ Apples
- ☐ ApplesRM
- ☐ ATV
- ☐ Audio
- ☐ AudioRM
- ☐ Cameras
- ☐ CarAudio
- ☐ CarAudioRM
- ☐ Cleaner
- ☐ CleanerRM

Tender Type

- ☐ Cards
- ☐ Cash
- ☐ Check
- ☐ Currency
- ☐ Customer Account
- ☐ Gift Card
- ☐ Loyalty Cards
- ☐ N/A
- ☐ Non-local checks
- ☐ Other
- ☐ Tender Remove/Float

Store Name

- ☐ Ann Arbor inventory.
- ☐ Annapolis inventory .
- ☐ Atlanta inventory loc.
- ☐ Atlantic City invento..
- ☐ Austin inventory loc..
- ☐ Bellevue inventory lo
- ☐ Bloomington invent..
- ☐ Boston inventory loc.
- ☐ Burlington inventory.
- ☐ Cambridge inventor..
- ☐ Chicago inventory lo.
- ☐ Cincinnati inventory .
- ☐ Columbia inventory l
- ☐ Costa Mesa inventor.
- ☐ Georgetown invento.
- ☐ Houston inventory l..
- ☐ Lone Tree inventory l
- ☐ Los Angeles invento
- ☐ Miami inventory loc..
- ☐ Mission Viejo invent..
- ☐ New York inventory l.
- ☐ Oak Brook inventory.
- ☐ Palo Alto inventory l..
- ☐ Philadelphia invento.
- ☐ San Antonio invento...
- ☐ San Diego inventory ...
- ☐ Santa Clara inventor...
- ☐ Scottsdale inventory

Voiced by Store

Store Name	No of Sales Lines POS	No of Voiced Lines POS	Voiced Sales Lines %	Voiced Payments %	No of Payment Lines	No of Voiced Payments
New York inventory ...	7,217	229	3.08%		2,062	
Cambridge inventor...	6,934	196	2.75%		1,904	
Columbia inventory ...	6,803	201	2.87%		1,900	
Atlanta inventory lo...	6,775	192	2.76%		1,824	
Houston inventory l...	6,690	188	2.73%		1,879	
Atlantic City invento...	6,681	256	3.69%		1,841	
Austin inventory loc...	6,674	258	3.72%		1,892	
Bellevue inventory l...	6,643	174	2.55%		1,852	
Cincinnati inventory...	6,634	181	2.66%		1,885	
Los Angeles invento...	6,488	184	2.76%		1,771	
Troy inventory locati...	6,452	188	2.83%		1,993	
Chicago inventory l...	6,432	210	3.16%		1,879	
San Diego inventory...	6,368	174	2.66%		1,748	
Tysons Corner inven...	6,363	148	2.27%		1,760	
Miami inventory loc...	6,357	154	2.37%		1,734	
Scottsdale inventory...	6,357	187	2.86%		1,791	
Costa Mesa invento...	6,310	93	1.45%		1,718	
Philadelphia invento...	6,304	226	3.46%		1,756	
Seattle inventory loc...	6,283	155	2.41%		1,725	
Lone Tree inventory ...	6,208	185	2.89%		1,792	
Oak Brook inventor...	6,105	168	2.68%		1,742	
Santa Clara inventor...	6,101	210	3.33%		1,727	
Ann Arbor inventory...	5,946	196	3.19%		1,850	
Bloomington invent...	5,718	163	2.77%		1,874	
Georgetown invent...	5,599	248	4.24%		1,889	
Mission Viejo invent...	5,406	184	3.29%		1,754	
Palo Alto inventory l...	5,395	186	3.33%		1,767	
San Antonio invento...	5,253	160	2.96%		1,739	
Boston invento...	5,206	175	3.25%		1,680	
Total	190,584	5,690	2.90%		55,540	

Voiced by Staff

Staff ID	Voiced Sales Lines %	Voiced Payments %	No of Voiced Payments	No of Voiced Lines
000152	4.65%			109
000137	4.15%			156
000101	3.56%			394
000138	3.47%			209
000150	3.45%			73
000108	3.31%			68
000110	3.24%			369
000116	3.19%			258
000100	3.13%			311
000111	3.06%			292
000095	3.02%			406
000073	2.93%			159
000134	2.89%			230
000102	2.84%			244
000023	2.78%			241
000105	2.75%			300
000159	2.74%			70
000126	2.72%			276
000103	2.61%			197
000154	2.56%			56
000106	2.53%			460
000136	2.52%			299
000139	2.47%			283
000104	2.43%			154
000156	1.96%			50
000165	1.22%			26
Total	2.90%			5,690

Price Change

2015

2016

Price Changed POS % by Month

POS Statistic by Store

Store Name	No of Price Changes %	No of Keyboard Item Entries %	No of Discounted Lines %
Ann Arbor inventory location		100.00%	
Annapolis inventory location		100.00%	
Atlanta inventory location		100.00%	
Atlantic City inventory location		100.00%	
Austin inventory location		100.00%	
Bellevue inventory location		100.00%	
Bloomington inventory location		100.00%	
Boston inventory location		100.00%	
Burlington inventory location		100.00%	
Cambridge inventory location		100.00%	
Chicago inventory location		100.00%	
Cincinnati inventory location		100.00%	
Columbia inventory location		100.00%	
Costa Mesa inventory location		100.00%	
Georgetown inventory location		100.00%	
Houston inventory location		100.00%	
Lone Tree inventory location		100.00%	
Los Angeles inventory location		100.00%	
Miami inventory location		100.00%	
Mission Viejo inventory location		100.00%	
New York inventory location		100.00%	
Oak Brook inventory location		100.00%	
Palo Alto inventory location		100.00%	
Total		100.00%	

No of Price Changes % by Store Name and Month

No of Price Changes % by Item Group Desc and Month

Scanned Items

2015

2016

No of Scanned Items % by Month

Store Name	No of Scanned Items %	No of Discounted Lines %	No of Corrected Lines %
Total			

No of Scanned Items % by Store Name and Month

No of Scanned Items % by Item Group Desc and Month

Retail Dimensions

Store NameNet Sales POS ACY		Channel TypeNet Sales POS ACY		Item Group DescNet Sales POS ACY		Procurement Category 1Net Sales POS ACY		TerminalNet Sales POS ACY	
Georgetown inventor...	1,839,308.26	Retail store	12,868,671.93	Team Sports	2,287,506.63	N/A	12,868,671.93	GEORGET-1	698,020.36
Boston inventory loca...	1,748,478.63	Total	12,868,671.93	Action Sports	2,091,533.89	Total	12,868,671.93	GEORGET-2	612,723.63
Burlington inventory l...	1,500,857.29			Computers	1,961,994.75			BOSTON-1	607,234.84
New York inventory lo...	376,422.50			Apparel and Footwear	1,747,465.68			BOSTON-3	594,709.82
Atlantic City inventory...	344,336.49			Exercise	1,653,521.55			BOSTON-2	546,533.97
Atlanta inventory loca...	344,157.62			Cameras	839,960.60			BURLING-1	541,544.07
Bellevue inventory loc...	343,607.76			Home appliances	680,782.57			GEORGET-3	528,564.27
Austin inventory locat...	343,384.96			Audio	516,126.52			BURLING-3	480,031.47
Cambridge inventory ...	342,066.20			TV and video	463,774.71			BURLING-2	479,281.75
Columbia inventory lo...	341,547.24			N/A	379,692.24			NEWYORK-1	131,181.70
Houston inventory loc...	340,497.10			Phones	246,312.79			NEWYORK-3	130,797.45
Cincinnati inventory l...	338,612.48			Total	12,868,671.93			HOUSTON-3	121,842.64
Chicago inventory loc...	331,779.89							BELLEVU-3	121,792.16
Los Angeles inventory...	331,443.68							AUSTIN-1	120,824.33
Seattle inventory loca...	331,358.18							CINCINN-2	120,560.84
Tysons Corner invent...	325,853.92							ATLANTA-3	120,406.42
San Diego inventory l...	323,996.01							ATLANTI-1	120,033.51
Philadelphia inventory...	323,649.25							TYSONSC-3	119,522.48
Costa Mesa inventory ...	322,877.42							COLUMBI-1	119,484.02
Total	12,868,671.93							Total	12,868,671.93
Staff NameNet Sales POS ACY		ChannelNet Sales POS ACY		Item Procurement CategoryNet Sales POS ACY		Procurement Category 2Net Sales POS ACY		Basket ValueNet Sales POS ACY	
N/A	3,475,539.64	5637144583	1,839,308.26	N/A	12,868,671.93	N/A	12,868,671.93	300 - 400	1,122,566.18
Patrick Elliot	1,353,647.54	5637144579	1,748,478.63	Total	12,868,671.93	Total	12,868,671.93	3000 - 4000	1,101,618.63
Josh Edwards	1,185,443.72	5637144580	1,500,857.29					2000 - 3000	1,029,410.47
Dan Park	957,026.19	5637144585	376,422.50					400 - 500	969,885.57
YanivF	699,022.11	5637144578	344,336.49					500 - 600	914,733.28
AhmedB	675,236.81	5637144577	344,157.62					4000 - 5000	863,764.77
AarenE	590,898.02	5637144597	343,607.76					150 - 200	824,554.16
DanF	556,870.78	5637144588	343,384.96					600 - 700	734,436.90
HanyingF	538,678.62	5637144581	342,066.20					100 - 150	701,499.99
ApurvaD	503,736.55	5637144582	341,547.24					200 - 250	659,834.46
Jeremy Los	503,244.31	5637144592	340,497.10					50 - 100	630,160.56
RyanD	484,365.11	5637144591	338,612.48					250 - 300	603,594.56
AndrewD	337,444.14	5637144590	331,779.89					700 - 800	578,105.60
Emma Harris	259,692.39	5637144600	331,443.68					800 - 900	349,687.85
Sten Faerch	131,181.70	5637144605	331,358.18					900 - 1000	256,397.51
Scott MacDonald	130,797.45	5637144596	325,853.92					0 - 50	237,954.64
Alex Darrow	117,993.91	5637144603	323,996.01					1000 - 1100	237,655.99
Venky Krishnan	114,443.35	5637144586	323,649.25					1200 - 1300	173,184.47
Miguel Garcia	110,008.53	5637144598	322,877.42					1100 - 1200	153,123.94
Total	12,868,671.93	Total	12,868,671.93					Total	12,868,671.93