



Motorcycle Parts Sales by Customer



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Motorcycle Parts Sales by Customer

Motorcycle Parts Sales by Customer Appendix

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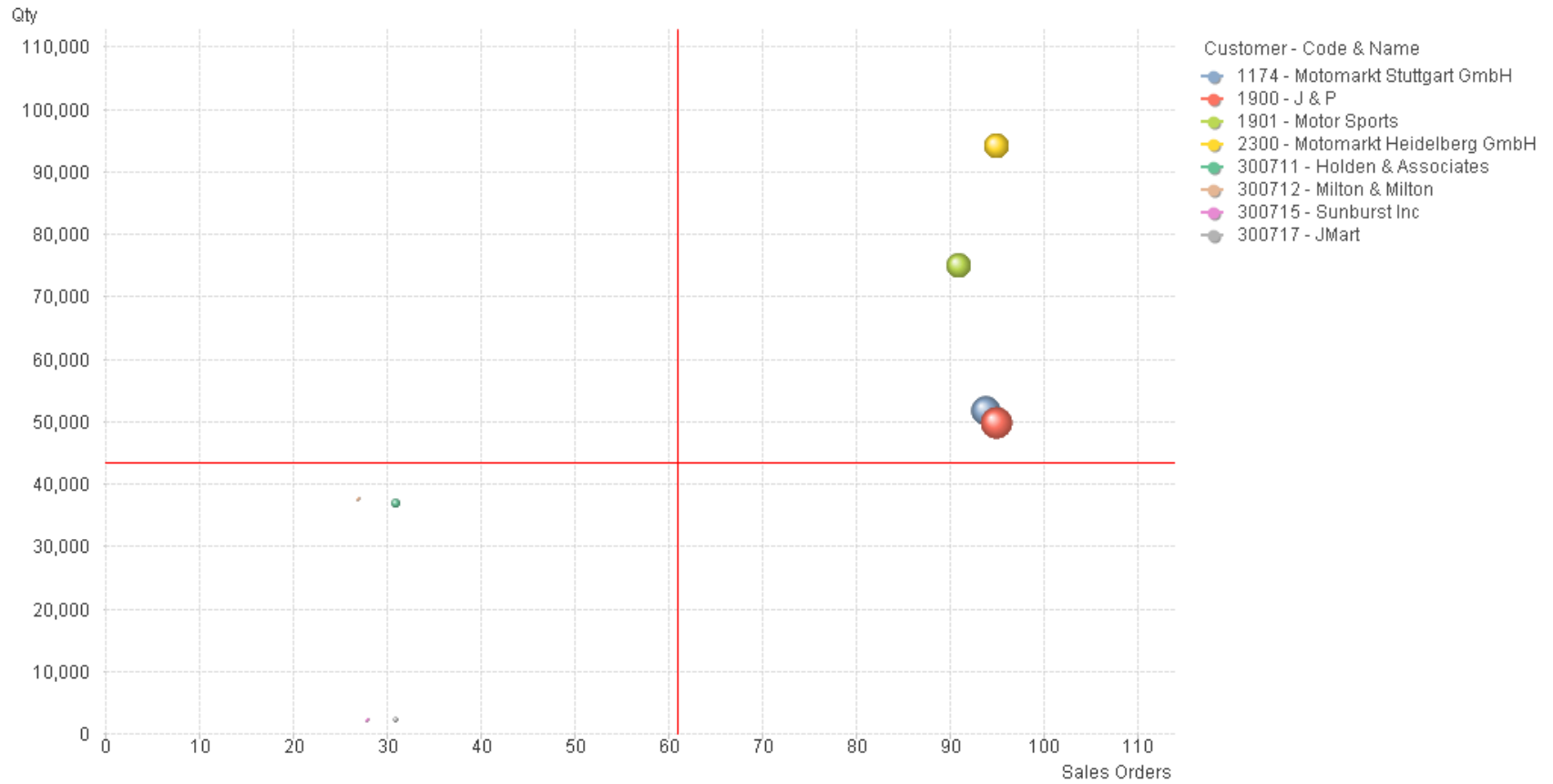
Glossary

User this area to define business terms:

1. Sales - Sales in GBP
2. Orders - # of Units
3. Margin - Sales Margin in GBP
4. Shipments - # of Units Shipped

Section 1

Motorcycle Parts, Orders & Sales Distribution by Customer



Sales and Orders by Customer w/ Alternate Ranking - Summary

Sales

£131,562,907

Number of Orders

492

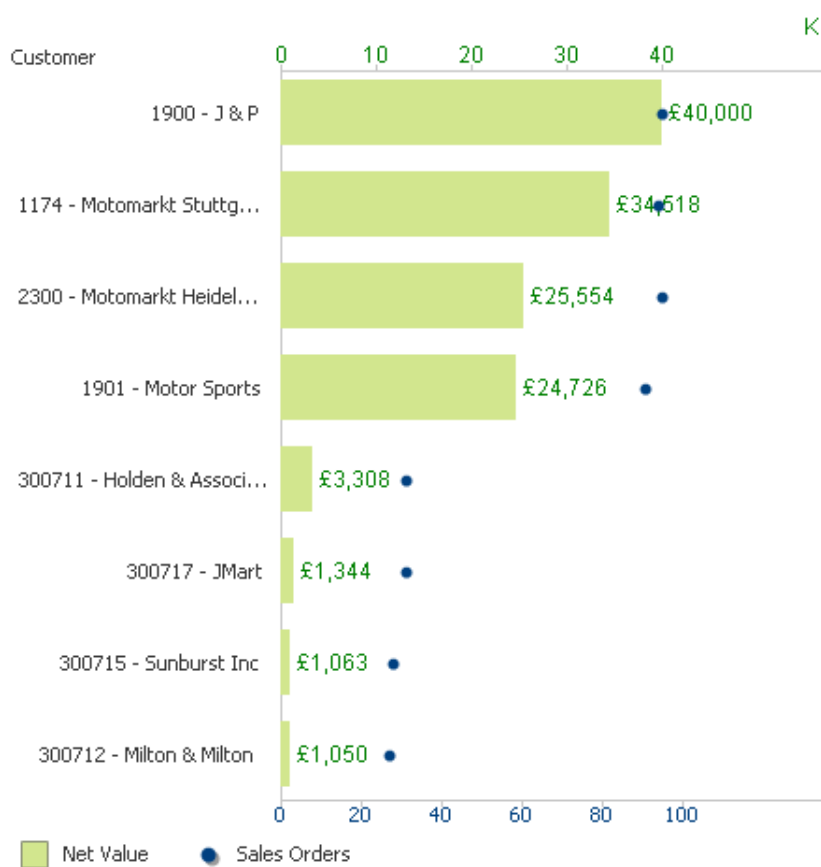
Margin

£66,234,553

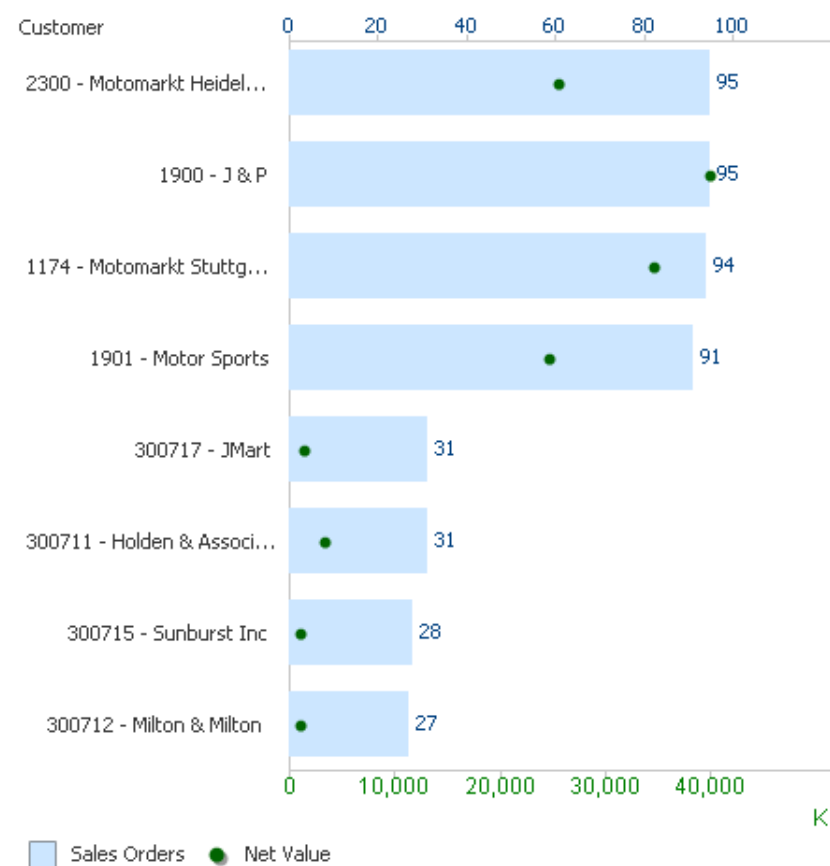
Shipments

500

Sales (\$) and Orders (#) by Customer



Orders (#) and Sales (\$) by Customer



Motorcycle Parts Sales by Customer Summary

Rank	Material - Code & Name	Material Group	Net Value	Sales Order Qty
1	1400-300 - SunFun / 1200 cm3	00201 - Casing	75,690,508	8,294
2	1400-310 - CrossFun / 350 cm3	00201 - Casing	30,458,825	7,539
3	1400-400 - Motorcycle Helmet - Standard	009 - Accessories	11,057,309	51,342
4	1400-100 - Deluxe Headlight	009 - Accessories	5,278,403	107,949
5	1400-315 - CrossFun / 350 cm3	00201 - Casing	4,131,243	591
6	1400-750 - Deluxe Gas Tank Striping Decals	009 - Accessories	2,027,063	105,646
7	1400-200 - Deluxe Taillight	009 - Accessories	1,989,757	66,844
8	HD-1300 - IDES Glad Boy configurable	00201 - Casing	929,800	40

Section 2

Motorcycle Parts Sales by Customer by Customer

1174 - Motomarkt Stuttgart GmbH

Sales

£34,518,034

Number of Orders

94

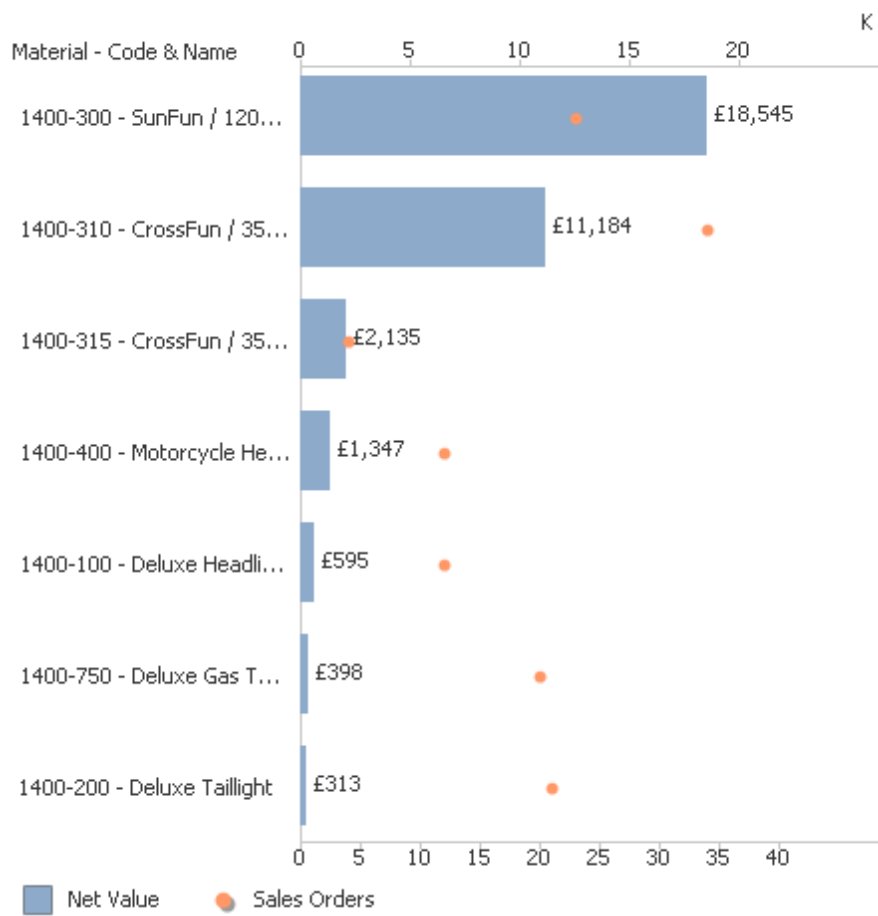
Margin

£14,464,674

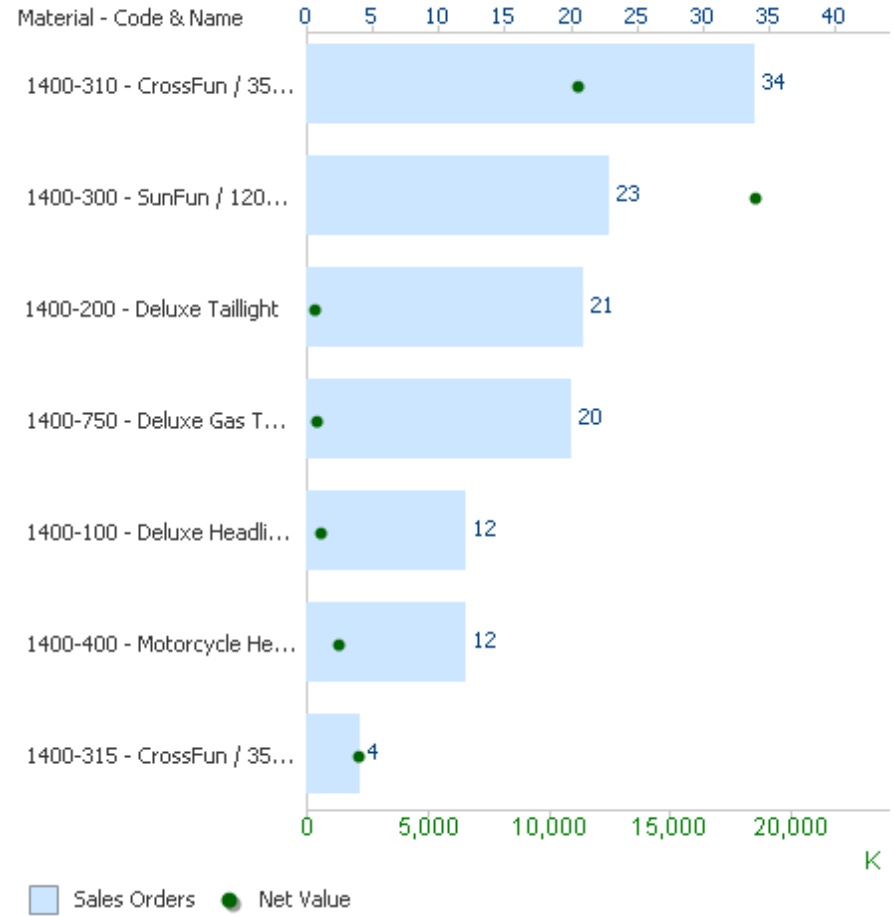
Shipments

95

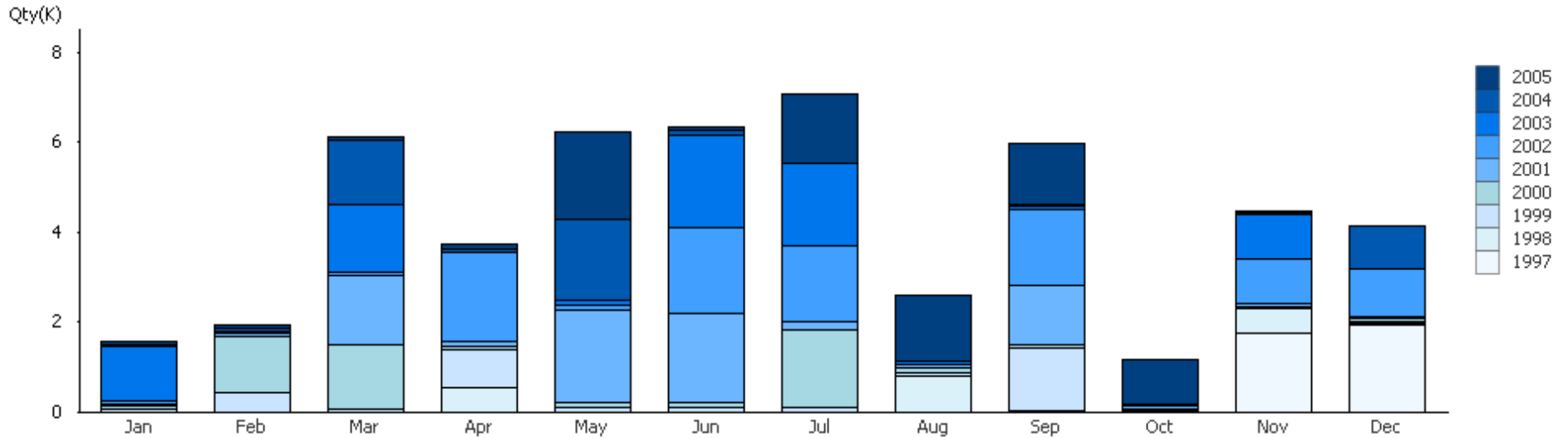
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



1174 - Motomarkt Stuttgart GmbH



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	2	1400-300 - SunFun / 1200 cm3	18,545,080	1,489
2	1	1400-310 - CrossFun / 350 cm3	11,183,892	2,061
3	1	1400-315 - CrossFun / 350 cm3	2,135,000	305
4	5	1400-400 - Motorcycle Helmet - Standard	1,347,217	5,837
5	5	1400-100 - Deluxe Headlight	595,070	12,862
6	2	1400-750 - Deluxe Gas Tank Striping Decals	398,399	17,479
7	3	1400-200 - Deluxe Taillight	313,377	11,396

1900 - J & P

Sales

£40,000,070

Number of Orders

95

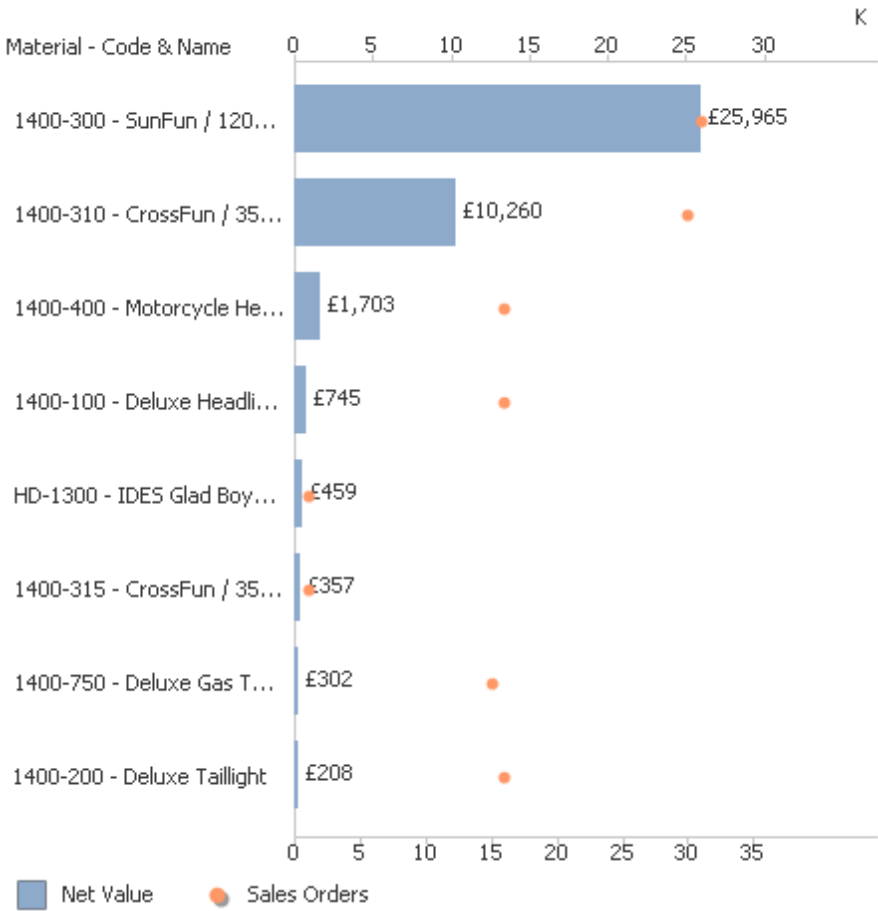
Margin

£19,863,206

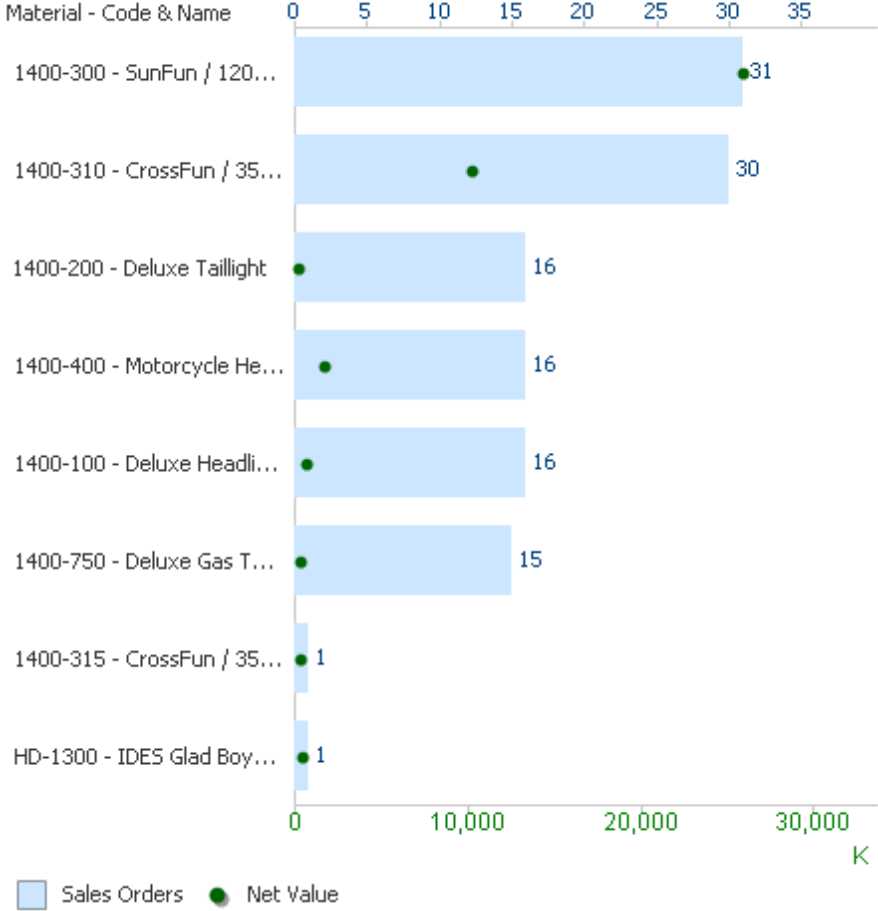
Shipments

96

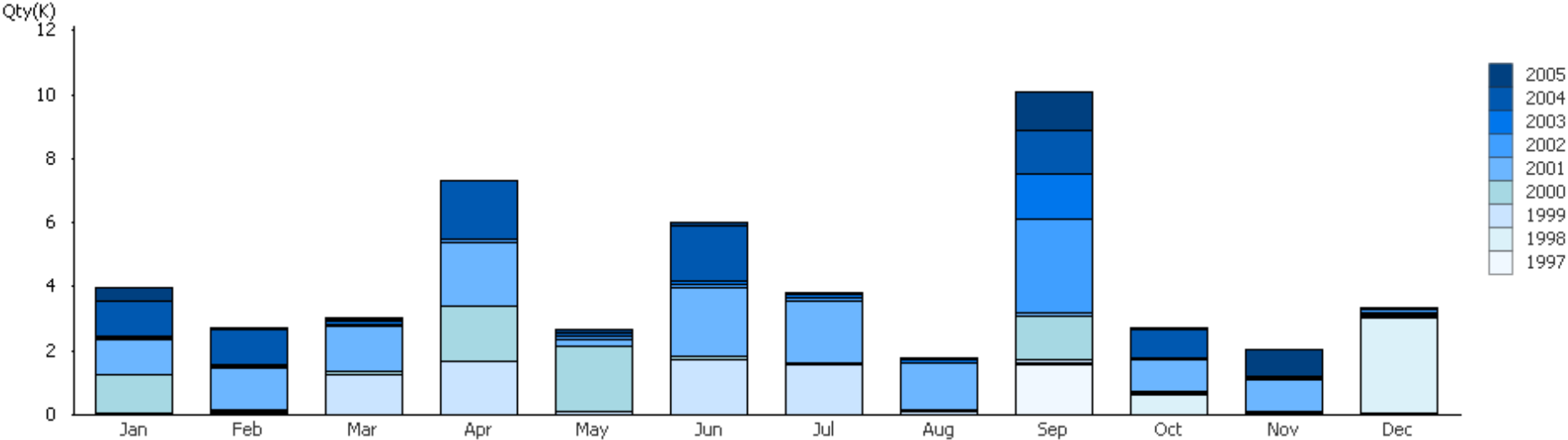
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



1900 - J & P



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	1	1400-300 - SunFun / 1200 cm3	25,965,353	2,064
2	2	1400-310 - CrossFun / 350 cm3	10,260,298	1,800
3	4	1400-400 - Motorcycle Helmet - Standard	1,702,949	6,668
4	4	1400-100 - Deluxe Headlight	745,367	14,590
5	2	HD-1300 - IDES Glad Boy configurable	458,600	20
6	3	1400-315 - CrossFun / 350 cm3	357,000	51
7	5	1400-750 - Deluxe Gas Tank Striping Decals	302,253	15,409
8	5	1400-200 - Deluxe Taillight	208,251	8,985

1901 - Motor Sports

Sales

£24,726,151

Number of Orders

91

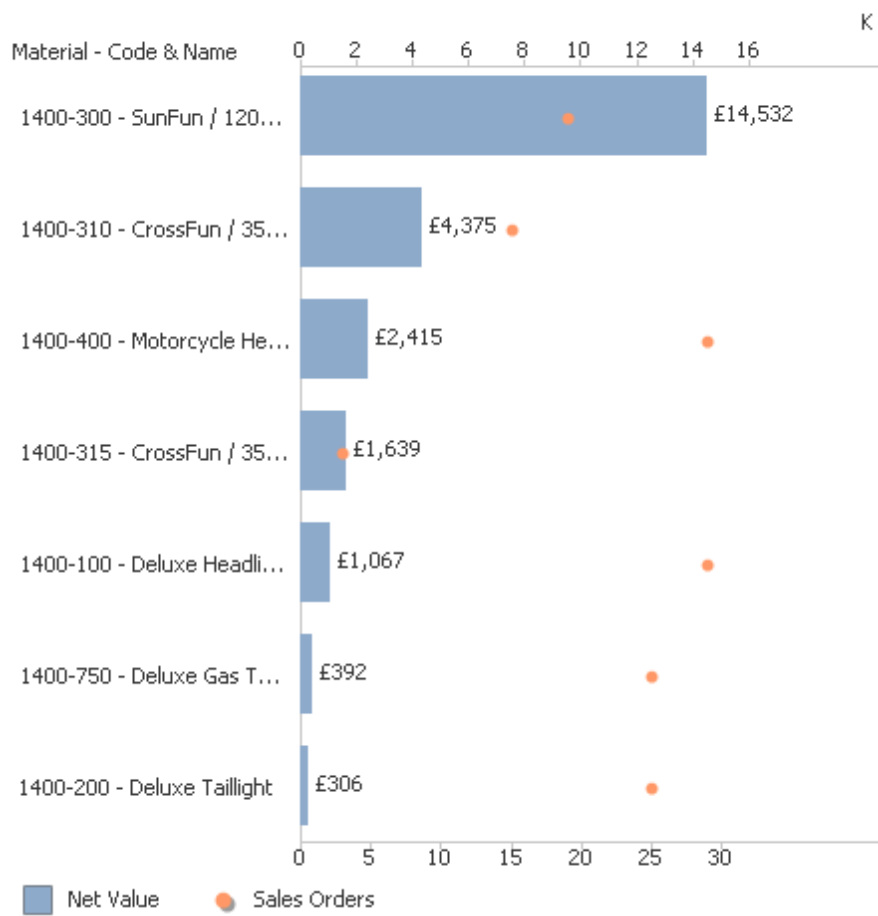
Margin

£13,446,681

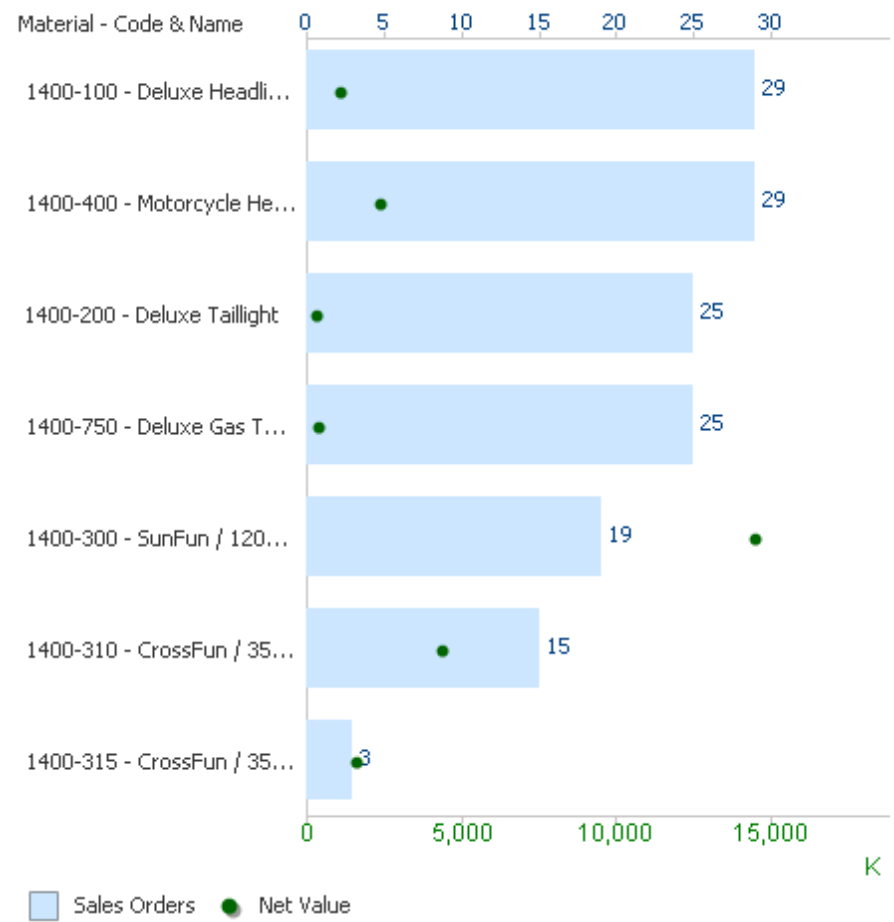
Shipments

92

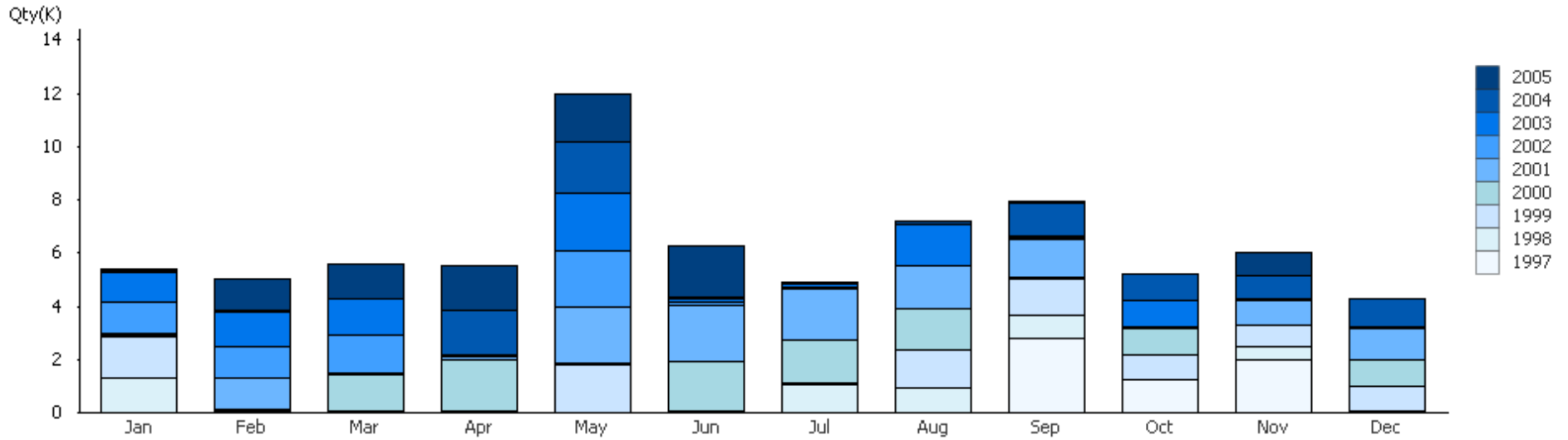
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



1901 - Motor Sports



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	4	1400-300 - SunFun / 1200 cm3	14,531,616	1,477
2	3	1400-310 - CrossFun / 350 cm3	4,374,799	960
3	2	1400-400 - Motorcycle Helmet - Standard	2,414,912	11,278
4	2	1400-315 - CrossFun / 350 cm3	1,639,243	235
5	3	1400-100 - Deluxe Headlight	1,067,348	25,005
6	3	1400-750 - Deluxe Gas Tank Striping Decals	392,416	21,572
7	4	1400-200 - Deluxe Taillight	305,817	14,288

2300 - Motomarkt Heidelberg GmbH

Sales

Number of Orders

Margin

Shipments

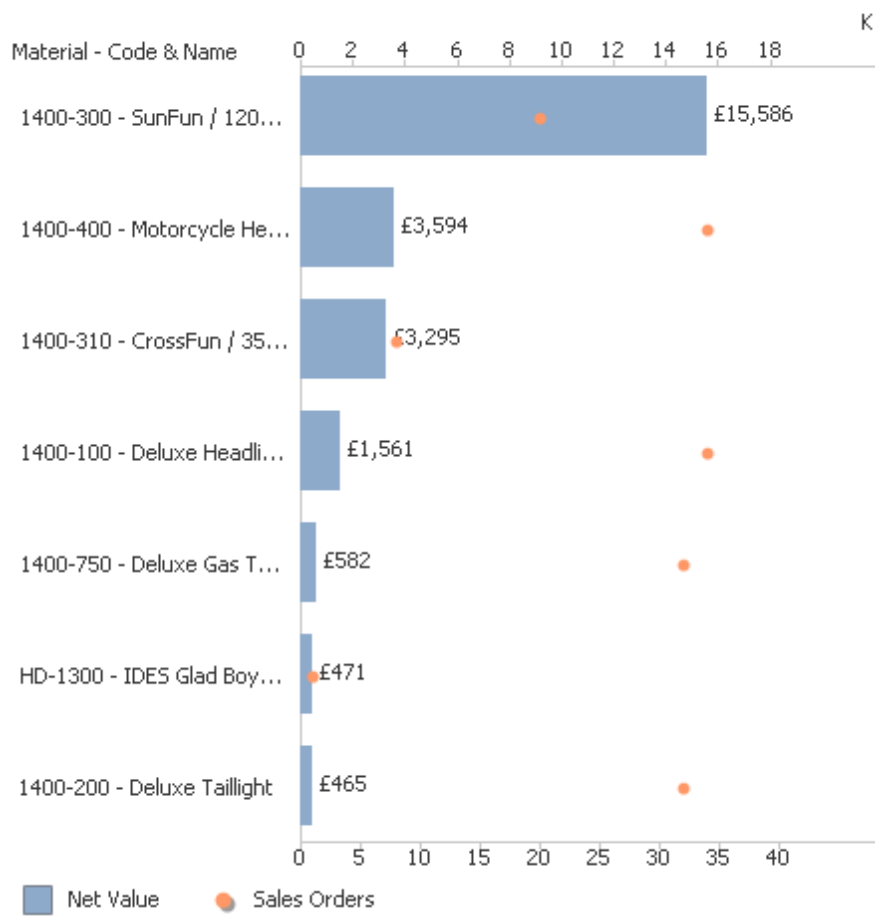
£25,553,694

95

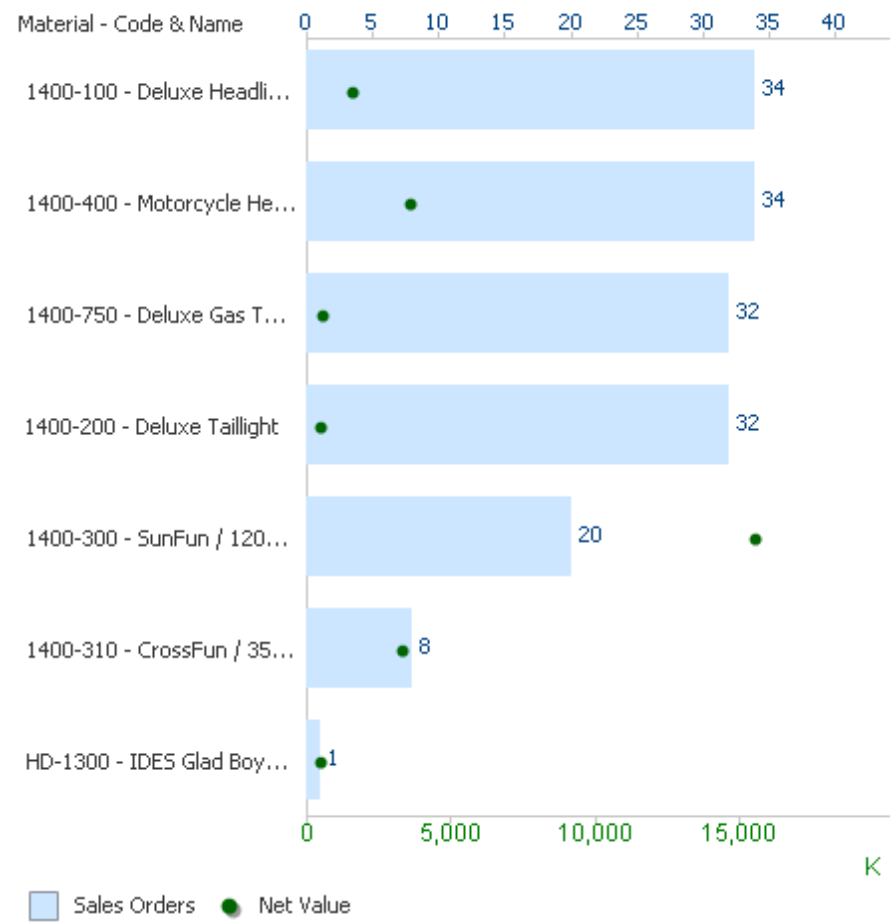
£14,693,211

100

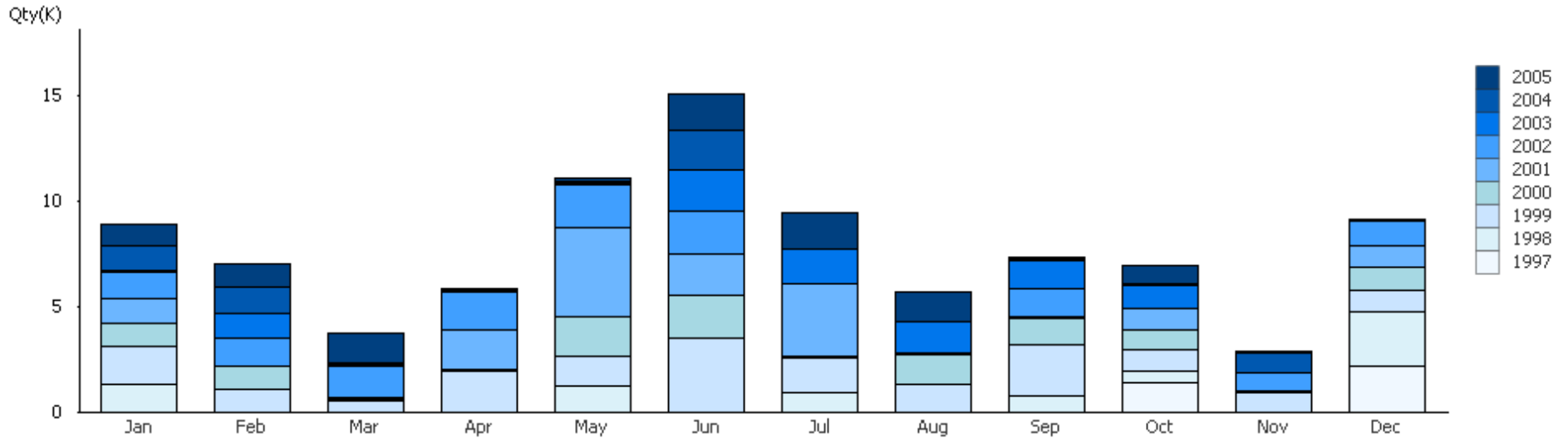
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



2300 - Motomarkt Heidelberg GmbH



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	3	1400-300 - SunFun / 1200 cm3	15,585,522	1,192
2	1	1400-400 - Motorcycle Helmet - Standard	3,594,020	14,570
3	4	1400-310 - CrossFun / 350 cm3	3,295,486	548
4	1	1400-100 - Deluxe Headlight	1,560,739	31,676
5	1	1400-750 - Deluxe Gas Tank Striping Decals	581,915	27,714
6	1	HD-1300 - IDES Glad Boy configurable	471,200	20
7	2	1400-200 - Deluxe Taillight	464,812	18,225

300711 - Holden & Associates

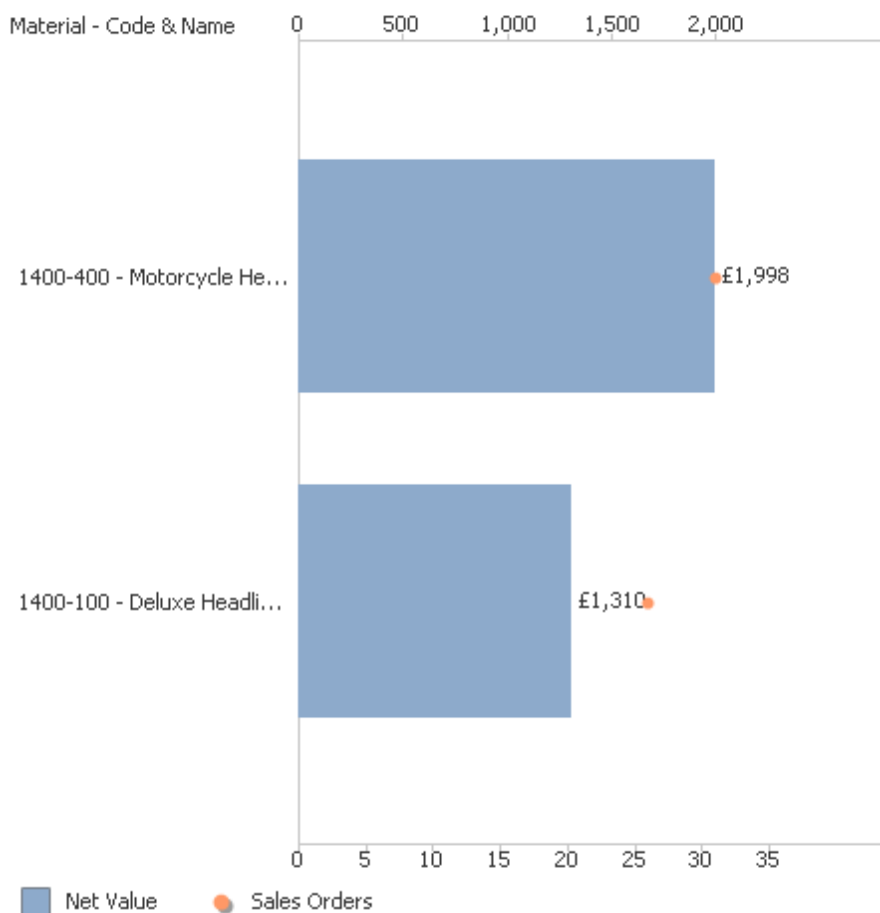
Sales
£3,308,091

Number of Orders
31

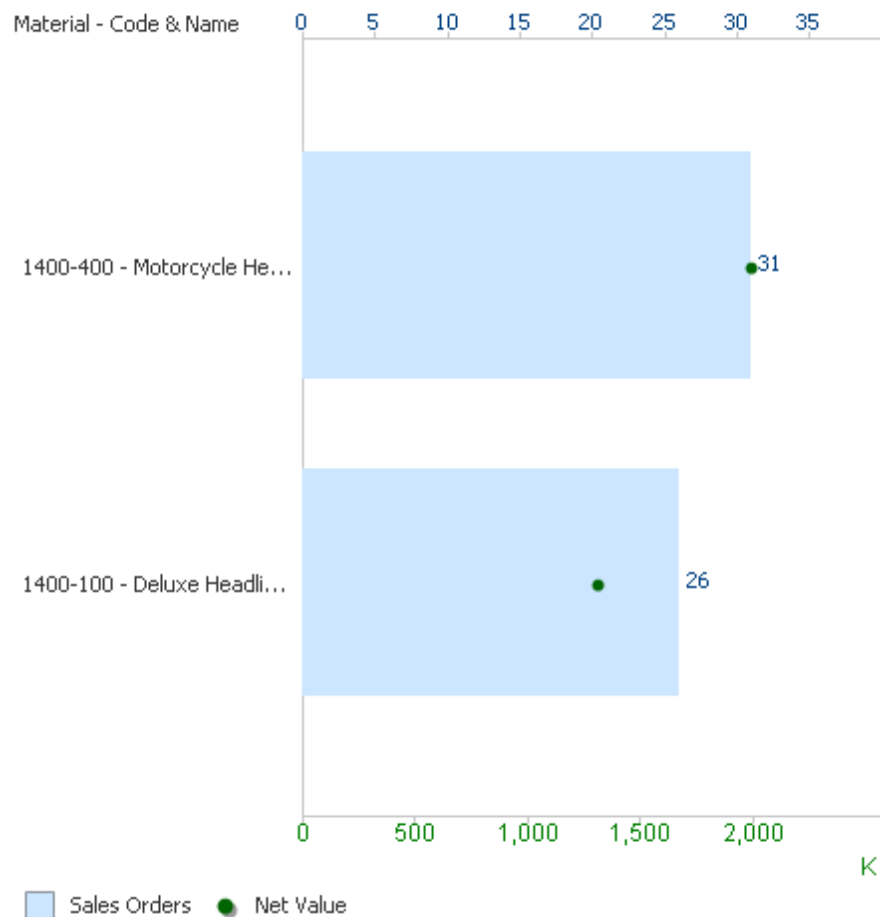
Margin
£2,050,281

Shipments
31

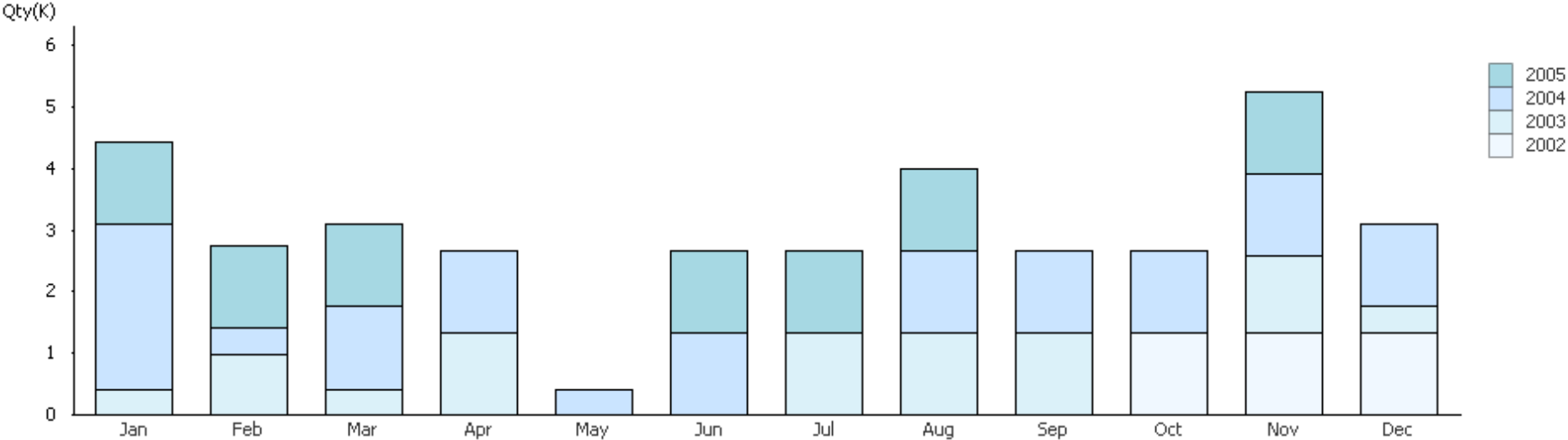
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



300711 - Holden & Associates



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	3	1400-400 - Motorcycle Helmet - Standard	1,998,211	12,989
2	2	1400-100 - Deluxe Headlight	1,309,880	23,816

300712 - Milton & Milton

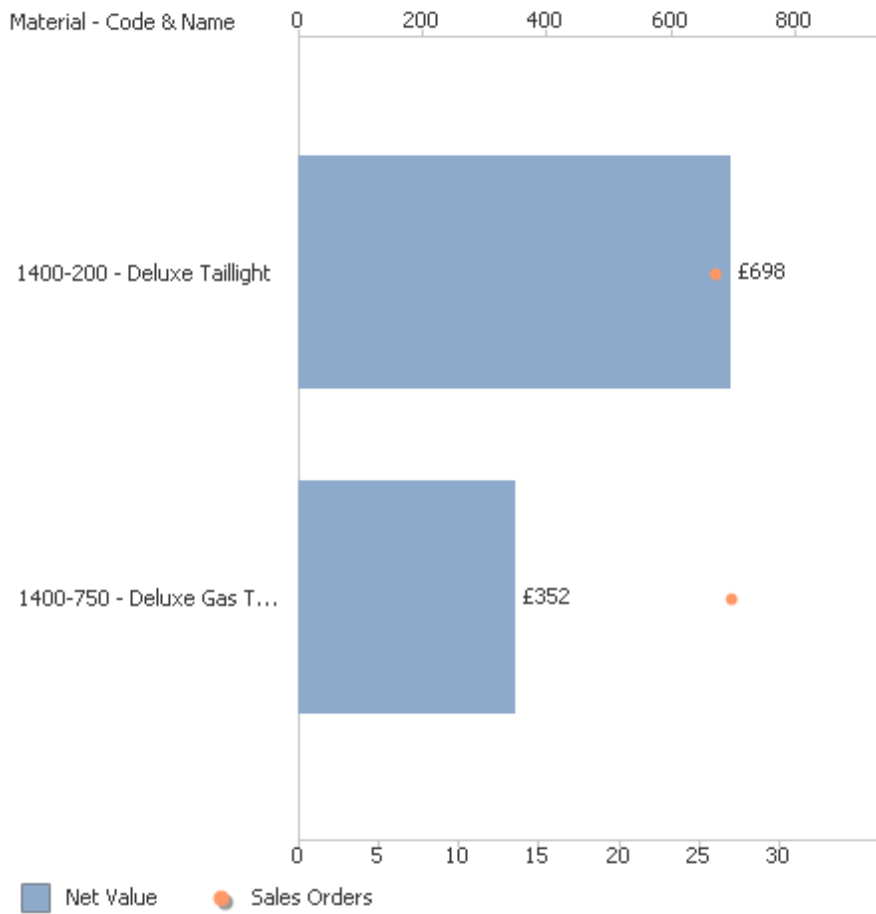
Sales
£1,049,580

Number of Orders
27

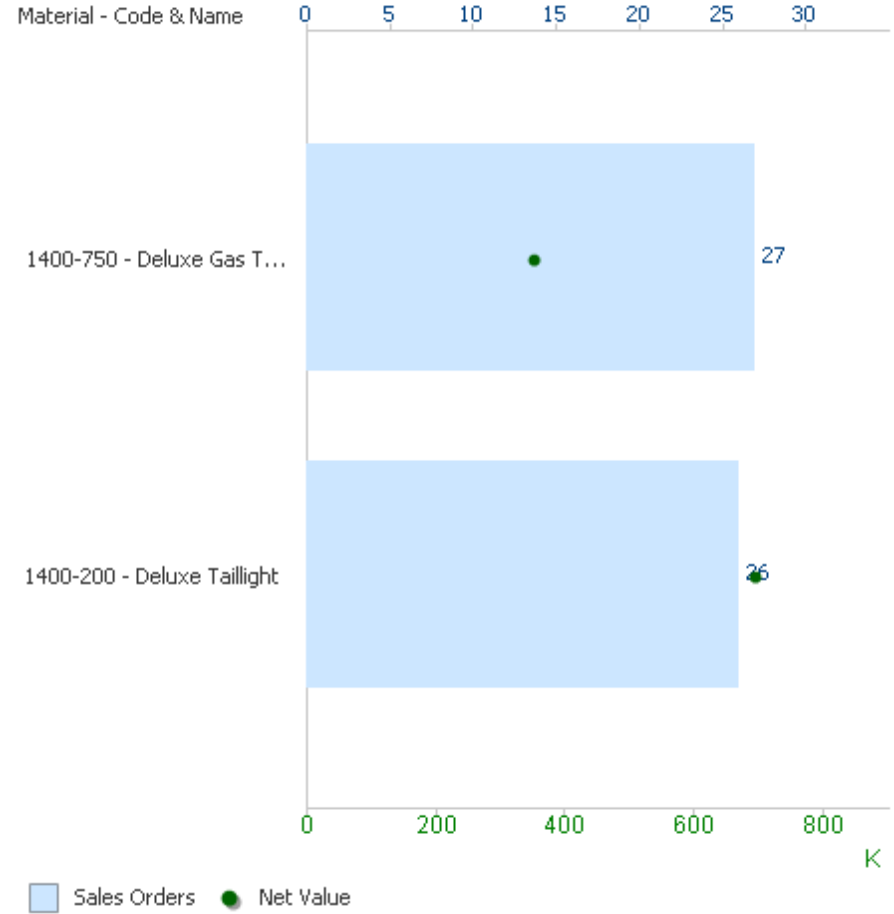
Margin
£592,556

Shipments
27

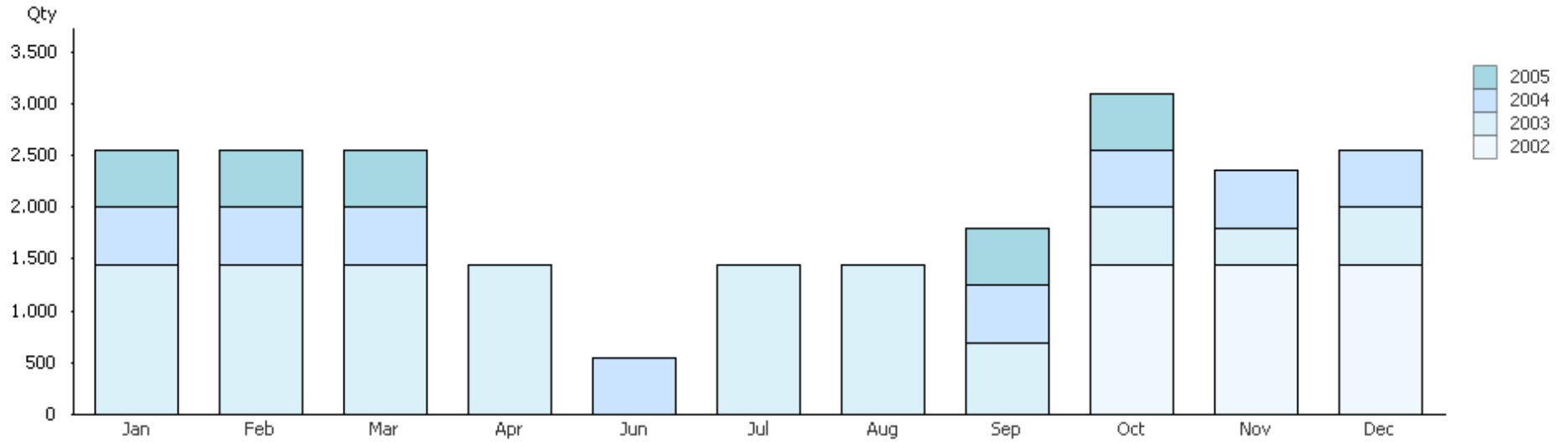
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



300712 - Milton & Milton



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	1	1400-200 - Deluxe Taillight	697,500	13,950
2	4	1400-750 - Deluxe Gas Tank Striping Decals	352,080	23,472

300715 - Sunburst Inc

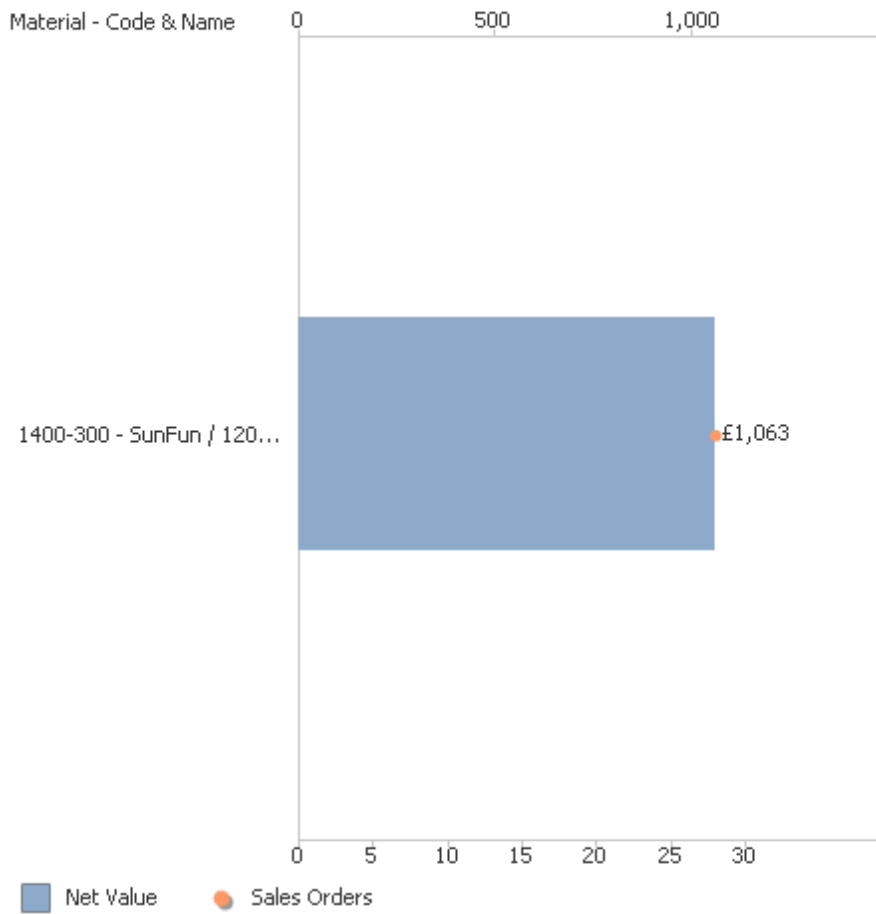
Sales
£1,062,936

Number of Orders
28

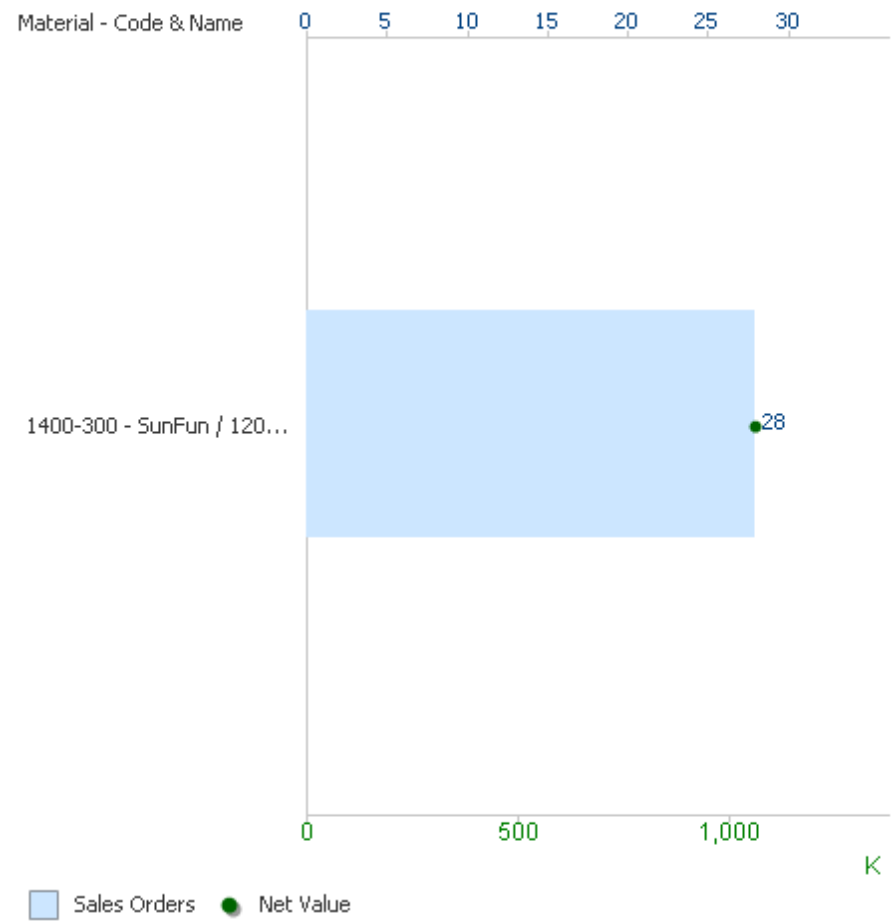
Margin
£331,520

Shipments
28

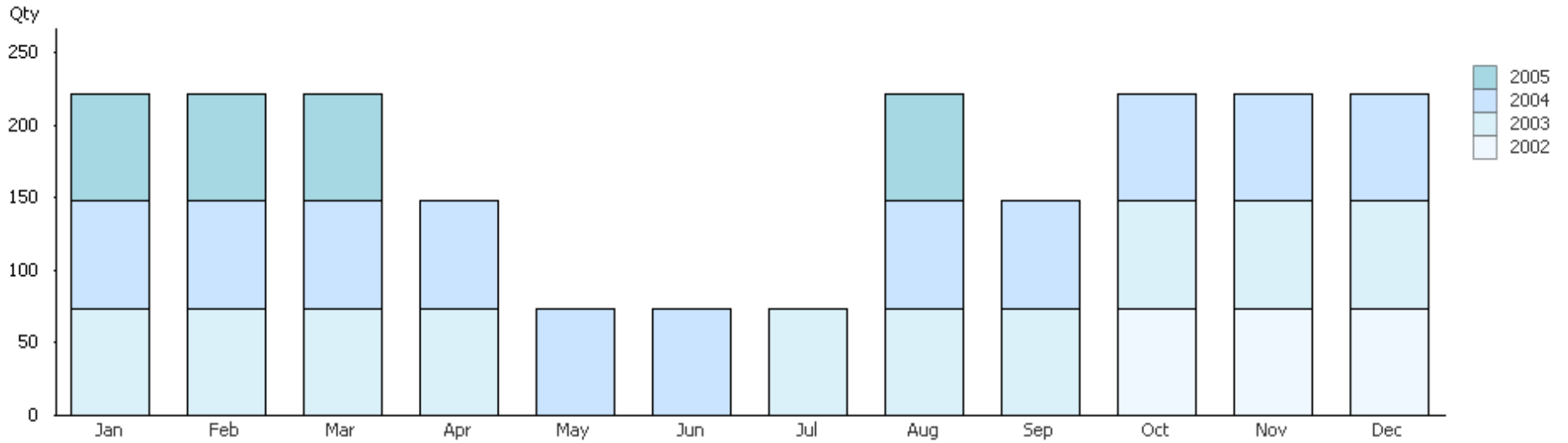
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



300715 - Sunburst Inc



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	5	1400-300 - SunFun / 1200 cm3	1,062,936	2,072

300717 - JMart

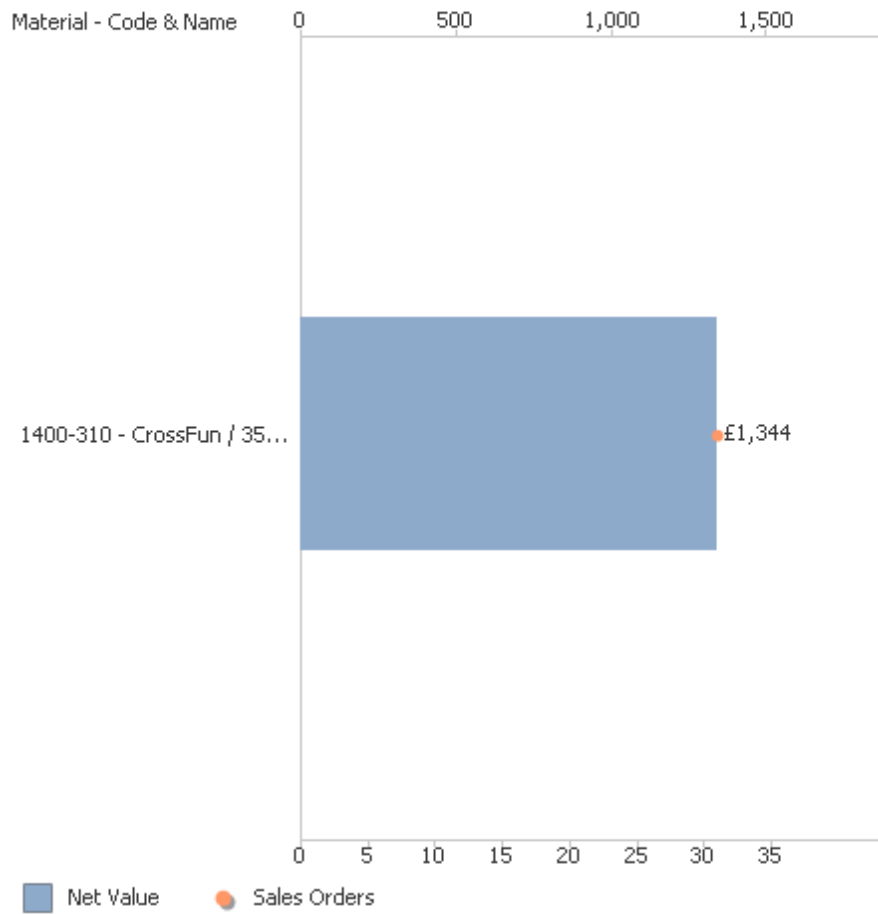
Sales
£1,344,350

Number of Orders
31

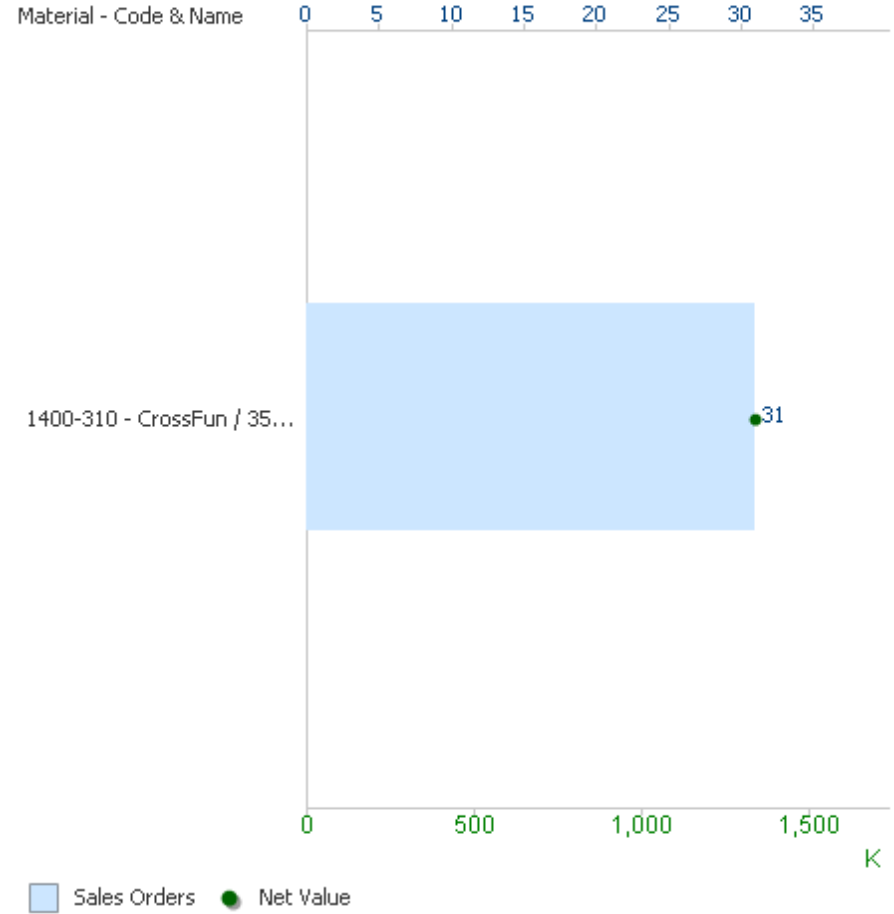
Margin
£723,730

Shipments
31

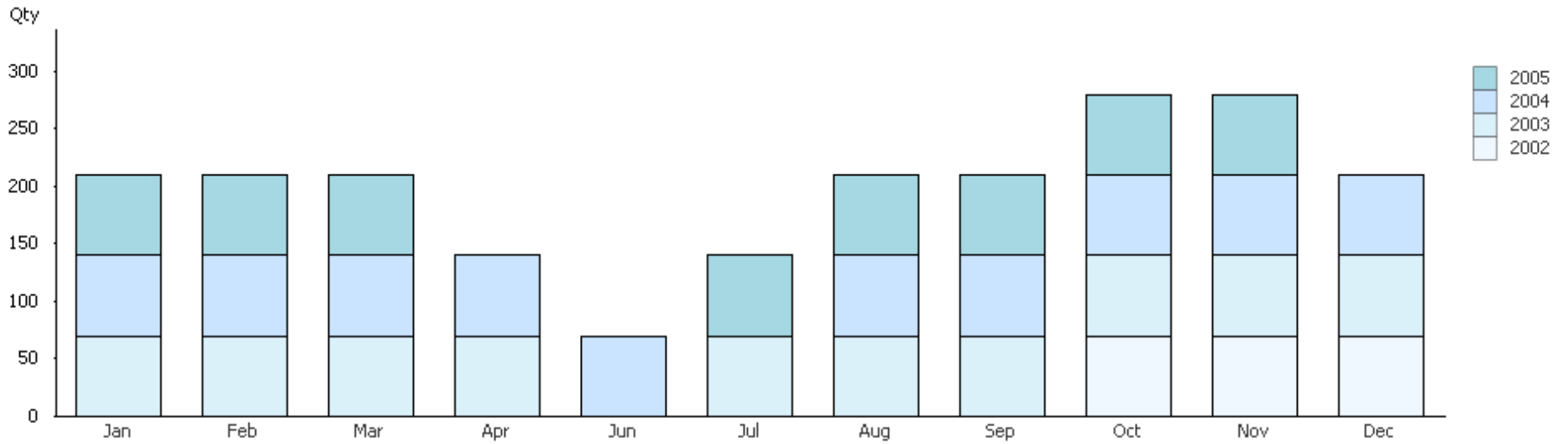
Sales (\$) and Orders (#) by Material



Orders (#) and Sales (\$) by Material



300717 - JMart



Rank	Peer Rank	Material - Code & Name	Net Value	Sales Order Qty
1	5	1400-310 - CrossFun / 350 cm3	1,344,350	2,170