

## Comparative Sales

For National: USA, 10/4/2006

West Region	Wednesday 10/04/06	7 Same Day Ave.	% Change	Current WTD	Previous WTD	% Change	Last Year WTD	% Change	Current PTD	Last Year PTD	% Change
✓ 01 - New York City	4,489	4,116	9.1%	12,065	12,747	-5.4%	11,549	4.5%	48,962	49,990	-2.0%
✓ 02 - Chicago	5,463	5,383	1.5%	16,978	15,827	7.3%	15,730	7.9%	63,190	60,880	3.8%
03 - Denver	5,905	5,589	5.7%	15,660	15,525	0.9%	16,539	-5.3%	60,095	66,557	-9.7%
04 - Salt Lake City	3,440	4,112	-16.3%	10,643	10,859	-7.5%	12,889	-22.1%	38,505	43,119	-10.7%
✓ 05 - Los Angeles	7,417	7,729	-4.0%	19,764	21,854	-9.6%	21,582	-8.4%	75,808	81,236	-6.7%
✓ 06 - Seattle	2,760	3,091	-10.1%	7,472	8,294	-9.9%	7,749	-3.6%	35,828	35,537	0.8%
✓ 07 - Houston	4,837	5,846	-17.3%	15,390	17,327	-11.2%	0	0.0%	59,599	0	0.0%
✓ 08 - Dallas	3,449	3,923	-12.1%	9,991	10,088	-1.0%	9,455	5.7%	37,719	36,267	4.2%
✓ 09 - Phoenix	3,944	3,947	-0.1%	11,188	10,073	11.1%	10,582	5.7%	40,287	42,681	-5.6%
✓ 10 - Orlando	6,228	6,093	2.2%	17,775	17,312	2.7%	16,181	9.9%	68,919	58,891	17.1%
✓ 11 - Kansas City	5,831	5,543	5.2%	16,256	18,083	-10.1%	16,341	-0.5%	59,827	61,434	-2.6%
✓ 12 - Atlanta	5,598	5,802	-3.5%	15,711	15,249	3.0%	16,232	-3.2%	57,156	58,736	-2.7%
✓ 14 - Ohio	3,155	3,315	-4.8%	9,332	9,569	-2.6%	9,536	-2.3%	38,967	38,918	0.1%
✓ 15 - New Jersey	3,199	3,382	-6.4%	8,406	7,559	11.2%	7,949	5.7%	31,974	33,855	-5.6%
✓ Comparable	56,391	58,151	-3.0%	160,318	163,983	-2.2%	142,886	12.2%	618,265	558,337	10.7%
Non-Comparable	9,345	9,791	-3.7%	25,793	28,384	-2.6%	29,427	-12.7%	98,690	109,677	-10.1%
Total Net Sales	65,736	67,942	-3.1%	186,111	192,367	-2.3%	172,313	8.0%	716,954	668,014	7.3%
✓ Comp Average	4,699	4,846	-3.0%	13,366	13,685	0.9%	11,997	6.1%	51,522	46,528	10.7%
Non-Comp Average	4,673	4,850	-3.7%	12,891	13,192	-2.6%	14,714	-12.7%	49,590	54,838	-10.1%
Total Current Average	4,695	4,847	-3.1%	13,297	13,598	-2.3%	12,366	8.0%	51,295	47,715	7.3%

# Examples Of A Sales Report

**Lisa Fine**



## **Examples Of A Sales Report:**

PROC REPORT by Example Lisa Fine, 2013-12-20 PROC REPORT by Example Techniques for Building Professional Reports Using SAS provides real world examples using PROC REPORT to create a wide variety of professional reports Written from the point of view of the programmer who produces the reports this book explains and illustrates creative techniques used to achieve the desired results Each chapter focuses on a different concrete example shows an image of the final report and then takes you through the process of creating that report You will be able to break each report down to find out how it was produced including any data manipulation you have to do The book clarifies solutions to common everyday programming challenges and typical daily tasks that programmers encounter For example obtaining desired report formats using style templates supplied by SAS and PROC TEMPLATE PROC REPORT STYLE options and COMPUTE block features employing different usage options DISPLAY ORDER GROUP ANALYSIS COMPUTED to create a variety of detail and summary reports using BREAK statements and COMPUTE blocks to summarize and report key findings producing reports in various Output Delivery System ODS destinations including RTF PDF XML TAGSETS RTF embedding images in a report and combining graphical and tabular data with SAS 9.2 and beyond Applicable to SAS users from all disciplines the real life scenarios will help elevate your reporting skills learned from other books to the next level With PROC REPORT by Example Techniques for Building Professional Reports Using SAS what seemed complex will become a matter of practice This book is part of the SAS Press program

**Learning SAS by Example** Ron Cody, 2018-07-03 Learn to program SAS by example Learning SAS by Example A Programmer's Guide Second Edition teaches SAS programming from very basic concepts to more advanced topics Because most programmers prefer examples rather than reference type syntax this book uses short examples to explain each topic The second edition has brought this classic book on SAS programming up to the latest SAS version with new chapters that cover topics such as PROC SGPLOT and Perl regular expressions This book belongs on the shelf or e book reader of anyone who programs in SAS from those with little programming experience who want to learn SAS to intermediate and even advanced SAS programmers who want to learn new techniques or identify new ways to accomplish existing tasks In an instructive and conversational tone author Ron Cody clearly explains each programming technique and then illustrates it with one or more real life examples followed by a detailed description of how the program works The text is divided into four major sections Getting Started DATA Step Processing Presenting and Summarizing Your Data and Advanced Topics Subjects addressed include Reading data from external sources Learning details of DATA step programming Subsetting and combining SAS data sets Understanding SAS functions and working with arrays Creating reports with PROC REPORT and PROC TABULATE Getting started with the SAS macro language Leveraging PROC SQL Generating high quality graphics Using advanced features of user defined formats and informats Restructuring SAS data sets Working with multiple observations per subject Getting started with Perl regular expressions You can test your knowledge and hone your skills by

solving the problems at the end of each chapter      **Structured Programming with COBOL Examples** Earl H. Parsons, 2002-11 As the conversion of legacy systems continues the ability to understand embedded business rules becomes more and more critical This ability is directly related to the structure of the programs within those systems We also see the need to teach structured programming to a new generation of programmers who must maintain the billions of lines of existing COBOL code The ultimate purpose of this text is to discuss how to judge the level of structure of a program We do this by defining structured programming and then discussing how a structured program can be built through the application of the concepts of coupling and cohesion We also show how embedded business rules of the program can be separated from the data and presentation functions The reader will be able to use to these skills to judge and to improve the structure of a new program or an existing program      *Census of Agriculture, 1945: Special Report on the 1945 Sample Census of Agriculture* United States. Bureau of the Census, 1947      Cases Decided in the United States Court of Claims ... with Report of Decisions of the Supreme Court in Court of Claims Cases United States. Court of Claims, Audrey Bernhardt, 1974

Business Report Guides Dorinda Clippinger, 2019-01-16 This book includes reports that managers originate often reports they may create occasionally organizational policies procedures and work instructions Inside the reader will discover guides for creating over 20 diverse reports designing report forms planning writing and formatting narrative reports producing digital and print employee manuals and locating the service providers and software that can improve your reports cost effectiveness A crisp writing style bullet points and many authentic examples and visuals convey essential information quickly Each chapter summary includes checklists Business Report Guides gives ample information to apply instantly It also works as a handy reference for use throughout your career      **The Financial Controller and CFO's Toolkit** David Parmenter, 2016-08-29 Simplify and streamline your way to a winning legacy The Financial Controller and CFO s Toolkit is a hybrid handbook and toolkit with over 100 lean practice solutions and a wealth of practical tools for senior financial managers of small midsized and large companies This book outlines the mindset of paradigm shifters relevant to future ready finance teams and contains guidelines on how to become an effective change leader Guidance from world leading expert David Parmenter provides the insight and tools you need to reach your true leadership potential and achieve more for your organization Packed with templates and checklists this book helps you adhere to the best practices in reporting forecasting KPIs planning strategy and technology The companion website a complete toolbox for positive entrenched change gives you access to additional resources that reinforce The Financial Controller and CFO s Toolkit strategy This new second edition has been updated to reflect the latest practices and technology to streamline your workflow and get more done in less time without sacrificing quality or accuracy As an all in one resource for the CFO role this book provides a clear practical strategy for demonstrating your value to your organization Selling and leading change effectively Get more accurate information from your KPIs Attracting recruiting and retaining talented staff Invest in and implement new essential tools Investing wisely in

21st century technologies Report the month end within three days implement quarterly rolling forecasting complete the annual plan in two weeks or less and bring your firm into the 21st century with key tools that get the job done Be the CFO that your organization needs and the leader that your teams deserve The Financial Controller and CFO s Toolkit gives you everything you need to achieve more by doing less      **Introduction to Marketing** Johan Botha, Cornelius Bothma, Annemie Brink, 2005-09 With a full explanation on the basic principles of marketing this guidebook helps readers answer such questions as What is marketing What is a marketing forecast and What is the best way to conduct market research Written by professionals for students and entrepreneurs this text also features international case studies numerous up to date examples of the latest developments and trends in marketing and tried and tested information that helps students learn

**SAS For Dummies** Chris Hemedinger, 2025-03-25 Become data savvy with the widely used data and AI software Data and analytics are essential for any business giving insight into what s working what can be improved and what else needs to be done SAS software helps you make sure you re doing data right with a host of data management reporting and analysis tools SAS For Dummies teaches you the essentials helping you navigate this statistical software and turn information into value In this book learn how to gather data create reports and analyze results You ll also discover how SAS machine learning and AI can help deliver decisions based on data Even if you re brand new to data and analytics this easy to follow guide will turn you into an SAS power user Become familiar with the most popular SAS applications including SAS 9 and SAS Viya Connect to data organize your information and adopt sound data security practices Get a primer on working with data sets variables and statistical analysis Explore and analyze data through SAS programming and rich application interfaces Create and share graphs interactive visualizations to deliver insights This is the perfect Dummies guide for new SAS users looking to improve their skills in any industry and for any organization size      **Active Mining** Hiroshi Motoda, 2002 Focusing on data mining this work is a joint effort from researchers in Japan and includes a report on the forefront of data collection user centred mining and user interaction reaction It offers an overview of modern solutions with real world applications sharing hard learned experiences      **Professional Microsoft SQL Server 2016 Reporting Services and Mobile Reports** Paul Turley, 2017-01-17 Optimize reporting and BI with Microsoft SQL Server 2016 Professional Microsoft SQL Server 2016 Reporting Services and Mobile Reports provides a comprehensive lesson in business intelligence BI operational reporting and Reporting Services architecture using a clear concise tutorial approach You ll learn effective report solution design based upon many years of experience with successful report solutions Improve your own reports with advanced best practice design usability query design and filtering techniques Expert guidance provides insight into common report types and explains where each could be made more efficient while providing step by step instruction on Microsoft SQL Server 2016 All changes to the 2016 release are covered in detail including improvements to the Visual Studio Report Designer SQL Server Data Tools and Report Builder Mobile Dashboard Designer the new Report Portal Interface HTML 5 Rendering Power BI

integration Custom Parameters Pane and more The Microsoft SQL Server 2016 release will include significant changes New functionality new capabilities re tooled processes and changing support require a considerable update to existing knowledge Whether you re starting from scratch or simply upgrading this book is an essential guide to report design and business intelligence solutions Understand BI fundamentals and Reporting Services architecture Learn the ingredients to a successful report design Get up to speed on Microsoft SQL Server 2016 Grasp the purpose behind common designs to optimize your reporting Microsoft SQL Server Reporting Services makes reporting faster easier and more powerful than ever in web desktop and portal solutions Compatibility with an extensive variety of data sources makes it a go to solution for organizations across the globe The 2016 release brings some of the biggest changes in years and the full depth and breadth of these changes can create a serious snag in your workflow For a clear tutorial geared toward the working professional Professional Microsoft SQL Server 2016 Reporting Services and Mobile Reports is the ideal guide for getting up to speed and producing successful reports

**BIRT** Diana Peh,Nola Hague,Jane Tatchell,2011-02-09 More than ten million people have downloaded BIRT Business Intelligence and Reporting Tools from the Eclipse web site and more than one million developers are estimated to be using BIRT Built on the open source Eclipse platform BIRT is a powerful report development system that provides an end to end solution from creating and deploying reports to integrating report capabilities in enterprise applications The first in a two book series about this exciting technology BIRT A Field Guide to Reporting Third Edition is the authoritative guide to using BIRT Report Designer the graphical tool that enables users of all levels to build reports from simple to complex without programming This book is an essential resource for users who want to create presentation quality reports quickly The extensive examples step by step instructions and abundant illustrations help new users develop report design skills Power users can find the information they need to make the most of the product s rich set of features to build sophisticated and compelling reports Readers of this book learn how to Design effective corporate reports that convey complex business information using images charts tables and cross tabs Build reports using data from multiple sources including databases spreadsheets web services and XML documents Enliven reports with interactive features such as hyperlinks tooltips and highlighting Create reports using a consistent style and drawing on templates and libraries of reusable elements collaborate with other report designers Localize reports for an international audience The third edition newly revised adds updated examples contains close to 1 000 new and replacement screenshots and covers all the new and improved product features including Result set sharing to create dashboard style reports Data collation conforming to local conventions Using cube data in charts new chart types and functionality Displaying bidirectional text used in right to left languages Numerous enhancements to cross tabs page management and report layout

**Arduino Programming** Ryan Turner,2020-04-12 Are you looking for a simple programming language that will allow you to develop your computer skills Have you heard about Arduino and think it could be right for you Do you need a straight talking book that will help you get

started quickly For anyone who wants to enter the world of computer programming a decent programming language that is easy to understand is usually a good place to start Arduino Programming delivers a step by step lesson on a simple platform that is perfect for anyone who wants to become skilled in this language and put it to good use Inside the pages of Arduino Programming The Ultimate Expert Guide to Learn Arduino Programming Step by Step you will find clear explanations on the subject through chapters that will help you with Understanding the basic principles behind Arduino How you can develop your skills quickly and efficiently Step by step programming advice Using Arduino to enhance your projects Where Arduino fits in to the Internet of Things And a whole lot more Filled with clear and concise explanations that are easy to follow for beginners visualizations to help you gain a quicker understanding of the processes and examples of where Arduino will fit in with your needs Arduino Programming is the ultimate expert guide that will deliver exactly what you want Scroll up and click Add to Cart for your copy now

**Creating Value with Data Analytics in Marketing** Peter C. Verhoef, Edwin Kooge, Natasha Walk, Jaap E. Wieringa, 2021-11-07 This book is a refreshingly practical yet theoretically sound roadmap to leveraging data analytics and data science The vast amount of data generated about us and our world is useless without plans and strategies that are designed to cope with its size and complexity and which enable organizations to leverage the information to create value in marketing Creating Value with Data Analytics in Marketing provides a nuanced view of big data developments and data science arguing that big data is not a revolution but an evolution of the increasing availability of data that has been observed in recent times Building on the authors extensive academic and practical knowledge this book aims to provide managers and analysts with strategic directions and practical analytical solutions on how to create value from existing and new big data The second edition of this bestselling text has been fully updated in line with developments in the field and includes a selection of new international cases and examples exercises techniques and methodologies Tying data and analytics to specific goals and processes for implementation makes this essential reading for advanced undergraduate and postgraduate students and specialists of data analytics marketing research marketing management and customer relationship management Online resources include chapter by chapter lecture slides and data sets and corresponding R code for selected chapters

**Building a Data Warehouse** Vincent Rainardi, 2008-03-11 Building a Data Warehouse With Examples in SQL Server describes how to build a data warehouse completely from scratch and shows practical examples on how to do it Author Vincent Rainardi also describes some practical issues he has experienced that developers are likely to encounter in their first data warehousing project along with solutions and advice The relational database management system RDBMS used in the examples is SQL Server the version will not be an issue as long as the user has SQL Server 2005 or later The book is organized as follows In the beginning of this book chapters 1 through 6 you learn how to build a data warehouse for example defining the architecture understanding the methodology gathering the requirements designing the data models and creating the databases Then in chapters 7 through 10 you learn how to populate

the data warehouse for example extracting from source systems loading the data stores maintaining data quality and utilizing the metadata After you populate the data warehouse in chapters 11 through 15 you explore how to present data to users using reports and multidimensional databases and how to use the data in the data warehouse for business intelligence customer relationship management and other purposes Chapters 16 and 17 wrap up the book After you have built your data warehouse before it can be released to production you need to test it thoroughly After your application is in production you need to understand how to administer data warehouse operation

### **Executing Data Quality Projects** Danette

McGilvray, 2021-05-27 Executing Data Quality Projects Second Edition presents a structured yet flexible approach for creating improving sustaining and managing the quality of data and information within any organization Studies show that data quality problems are costing businesses billions of dollars each year with poor data linked to waste and inefficiency damaged credibility among customers and suppliers and an organizational inability to make sound decisions Help is here This book describes a proven Ten Step approach that combines a conceptual framework for understanding information quality with techniques tools and instructions for practically putting the approach to work with the end result of high quality trusted data and information so critical to today's data dependent organizations The Ten Steps approach applies to all types of data and all types of organizations for profit in any industry non profit government education healthcare science research and medicine This book includes numerous templates detailed examples and practical advice for executing every step At the same time readers are advised on how to select relevant steps and apply them in different ways to best address the many situations they will face The layout allows for quick reference with an easy to use format highlighting key concepts and definitions important checkpoints communication activities best practices and warnings The experience of actual clients and users of the Ten Steps provide real examples of outputs for the steps plus highlighted sidebar case studies called Ten Steps in Action This book uses projects as the vehicle for data quality work and the word broadly to include 1 focused data quality improvement projects such as improving data used in supply chain management 2 data quality activities in other projects such as building new applications and migrating data from legacy systems integrating data because of mergers and acquisitions or untangling data due to organizational breakups and 3 ad hoc use of data quality steps techniques or activities in the course of daily work The Ten Steps approach can also be used to enrich an organization's standard SDLC whether sequential or Agile and it complements general improvement methodologies such as six sigma or lean No two data quality projects are the same but the flexible nature of the Ten Steps means the methodology can be applied to all The new Second Edition highlights topics such as artificial intelligence and machine learning Internet of Things security and privacy analytics legal and regulatory requirements data science big data data lakes and cloud computing among others to show their dependence on data and information and why data quality is more relevant and critical now than ever before Includes concrete instructions numerous templates and practical advice for executing every step of The Ten Steps approach Contains



real examples from around the world gleaned from the author s consulting practice and from those who implemented based on her training courses and the earlier edition of the book Allows for quick reference with an easy to use format highlighting key concepts and definitions important checkpoints communication activities and best practices A companion Web site includes links to numerous data quality resources including many of the templates featured in the text quick summaries of key ideas from the Ten Steps methodology and other tools and information that are available online      **Information**  
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