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Sales, COGS, and Margin by <segment>

Product Development - 2025-07-01 - [Major Features](#)

Description

The **by <segment>** widgets provide a way to view Sales, COGS, and Margin values segmented by key dimensions, such as Sales Rep, Customer Class, Item Class, and many more. This allows the user to view key performance data based on the critical dimensions of their business.

| Margin by Customer Class | | | |
|--------------------------|--------------|---------------|------------|
| Customer Class | Sales (\$) | ↓ Margin (\$) | Margin (%) |
| WHOLESALE | 19,747,708 ▼ | 10,704,347 ▲ | 54.2 ▲ |
| NATIONAL_ACCOUNT | 18,804,879 ▼ | 10,215,657 ▼ | 54.3 ▼ |
| RETAIL | 5,667,618 ▲ | 3,568,289 ▲ | 63.0 ▲ |
| RESELLER | 4,634,982 ▲ | 2,838,861 ▲ | 61.2 ▲ |

| Margin by Item Class | | | |
|---------------------------|-------------|---------------|------------|
| Item Class | Sales (\$) | ↓ Margin (\$) | Margin (%) |
| Golfing | 8,297,411 ▼ | 4,805,256 ▲ | 57.9 ▲ |
| Outdoor & Camping | 5,888,898 ▼ | 4,148,851 ▼ | 70.5 ▲ |
| Hiking & Climbing | 5,606,019 ▼ | 3,855,438 ▼ | 68.8 ▼ |
| Baseball & Softball | 6,045,202 ▼ | 3,824,849 ▲ | 63.3 ▲ |
| Racquet Sports | 5,056,687 ▼ | 2,549,149 ▼ | 50.4 ▲ |
| Fitness & Exercise | 3,667,118 ▼ | 1,901,404 ▲ | 51.9 ▲ |
| Fishing Tackle & Supplies | 3,433,743 ▼ | 1,784,265 ▼ | 51.4 ▼ |
| Winter Sports | 2,978,745 ▼ | 1,584,280 ▼ | 53.2 ▲ |
| Cycling Equipment | 2,743,864 ▼ | 1,296,868 ▼ | 47.3 ▼ |
| Water Sports | 4,255,067 ▼ | 1,127,369 ▼ | 26.5 ▼ |
| Lessons | 882,430 ▲ | 469,424 ▲ | 53.2 ▼ |

Available Segments

- ABCD Segment
- Customer Class
- Billing City
- billing State
- Billing ZIP
- Document Type
- Payment Terms
- Price Level
- Representative

- Sales Territory
- Ship to Code
- UPS Zone
- Item Class
- Item Type
- Shipping City
- Shipping Method
- Shipping State
- Shipping ZIP
- Warehouse