



## Sales, COGS, and Margin by <segment>

Product Development - 2025-01-23 - 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.

Customer Class	Sales (\$)	↓ Margin (\$)	Margin (%)
WHOLESALE	19,747,706	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

  

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	1,764,265	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