Producing management information

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| --- | --- | --- | --- |
|  | USA | UK | Caribbean |
| 2010 | 72418 | 21325 | 60739 |
| 2011 | 60897 | 22864 | 66042 |
| 2012 | 58892 | 28632 | 66268 |
| 2013 | 70471 | 19962 | 65692 |
| 2014 | 49145 | 20030 | 67702 |

**What does it show?**The bar graph above shows the sales of books, CDs, and video games that have been sold within the company HS Smith over the past five years, showing all the results including the amounts that have been sold and the three countries that they have been sold in are the USA, UK and the Caribbean.

**What’s happening in each county – are the sales are going up or down?**The bar graph shows exactly that out of the three countries (UK, USA and the Caribbean) and all of the sales that have been collected over the five years, there is a trend that occurs. The sales in the UK seem to stay the lowest out of the three countries in all years, whereas the Caribbean continues to get good sales each year even though it increases little by little, and with the sales in the USA, they increase and decrease over the years.

**Which country’s sales should be improved?**The country with the most sales over the years is the Caribbean, which adds up to a total amount of 326443. From 2010 to 2014, although it improves by only a little amount, the sales increase every year, whereas the country with the lowest sales is the UK adding up to a total of 112813, which is bad and means that out of the three, it is producing poor sale amounts. HS Smith should improve the sales of their books games and CDs sold in the UK and should make sure that they can get it up to the standards of sales that are being produced in the Caribbean.