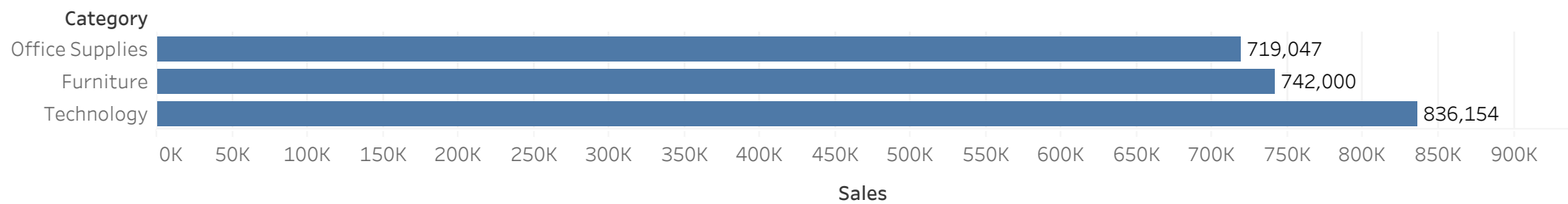


Category Sales



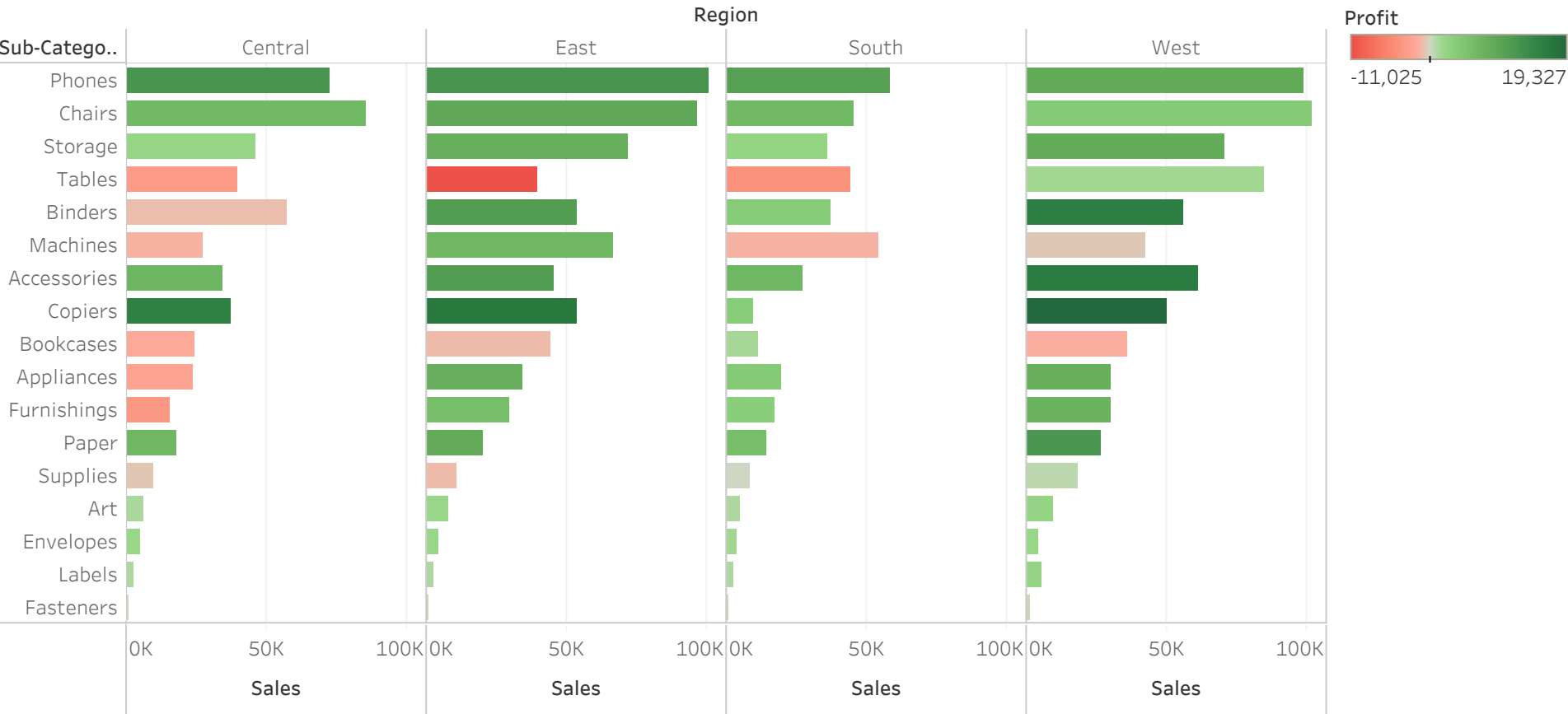
Sum of Sales for each Category.

Regional : Sales & Profit

Sub-Catego..	Region							
	Central		East		South		West	
	Profit	Sales	Profit	Sales	Profit	Sales	Profit	Sales
Accessories	7,252	33,956	11,196	45,033	7,005	27,277	16,485	61,114
Appliances	-2,639	23,582	8,391	34,188	4,124	19,525	8,261	30,236
Art	1,195	5,765	1,900	7,486	1,059	4,656	2,374	9,212
Binders	-1,044	56,923	11,268	53,498	3,901	37,030	16,097	55,961
Bookcases	-1,998	24,157	-1,168	43,819	1,339	10,899	-1,647	36,004
Chairs	6,593	85,231	9,358	96,261	6,612	45,176	4,028	101,781
Copiers	15,609	37,260	17,023	53,219	3,659	9,300	19,327	49,749
Envelopes	1,778	4,637	1,812	4,376	1,465	3,346	1,909	4,118
Fasteners	237	778	264	820	174	503	275	923
Furnishings	-3,906	15,254	5,881	29,071	3,443	17,307	7,641	30,073
Labels	1,073	2,451	1,129	2,603	1,041	2,353	2,303	5,079
Machines	-1,486	26,797	6,929	66,106	-1,439	53,891	-619	42,444
Paper	6,972	17,492	9,015	20,173	5,947	14,151	12,119	26,664
Phones	12,323	72,403	12,315	100,615	10,767	58,304	9,111	98,684
Storage	1,970	45,930	8,389	71,613	2,274	35,768	8,645	70,533
Supplies	-662	9,467	-1,155	10,760	2	8,319	626	18,127
Tables	-3,560	39,155	-11,025	39,140	-4,623	43,916	1,483	84,755

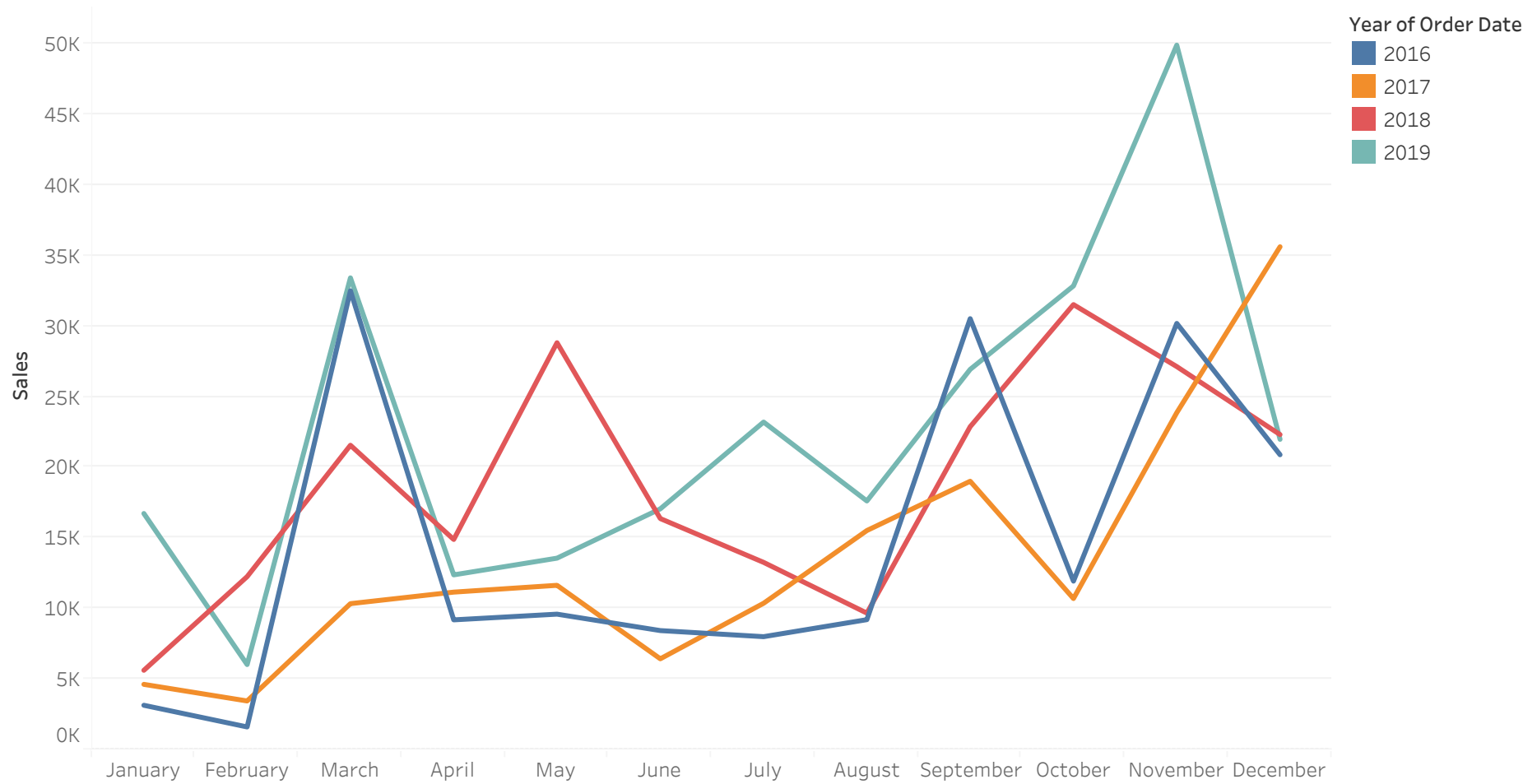
Profit and Sales broken down by Region vs. Sub-Category.

Regional : Sales & Profit (Graph)



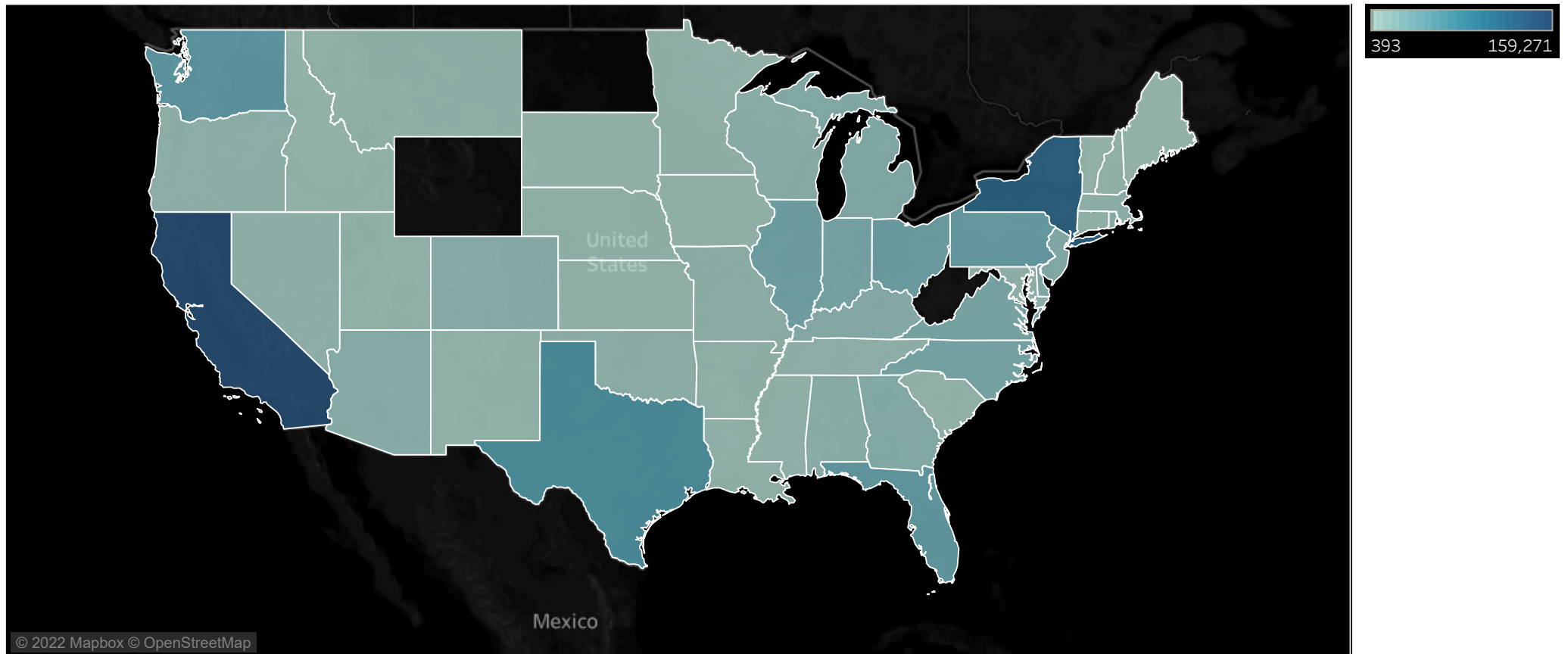
Sum of Sales for each Sub-Category broken down by Region. Color shows sum of Profit.

Sales Trend



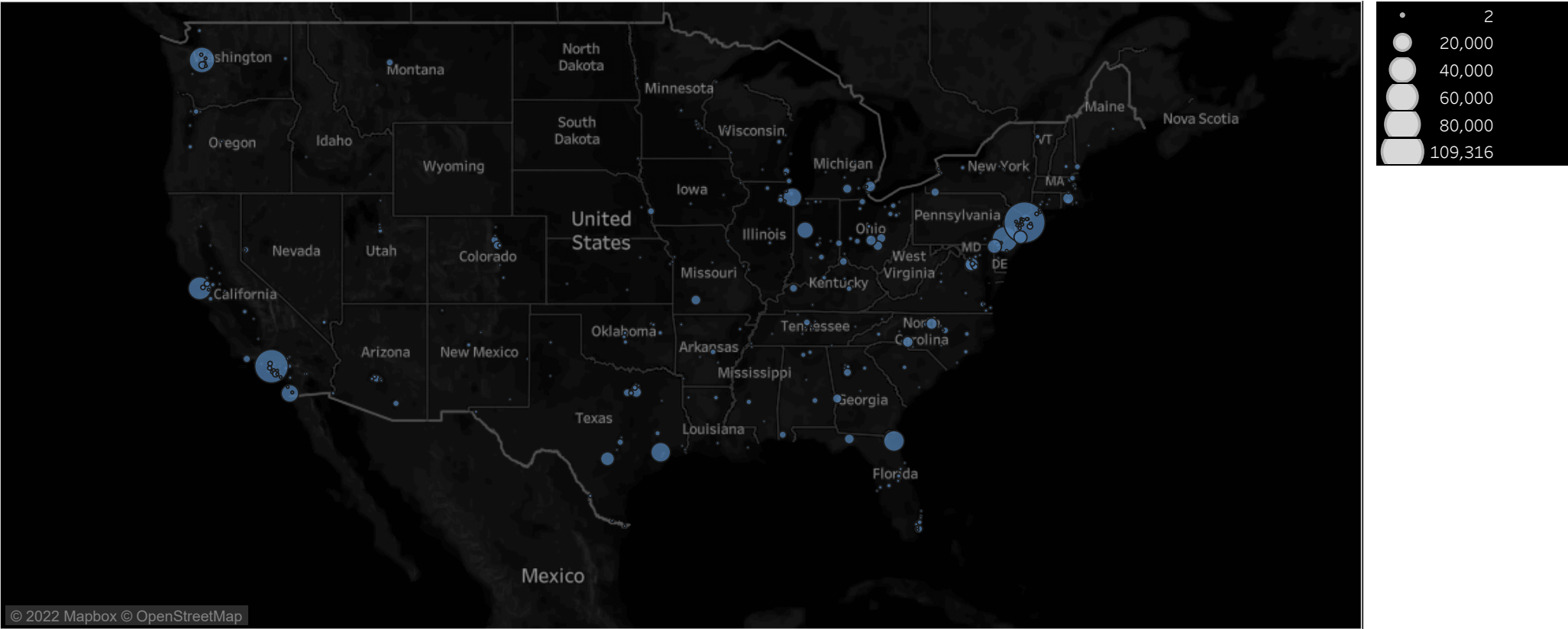
The trend of sum of Sales for Order Date Month. Color shows details about Order Date Year. The data is filtered on Action (Category), which keeps 1 member.

State Sales



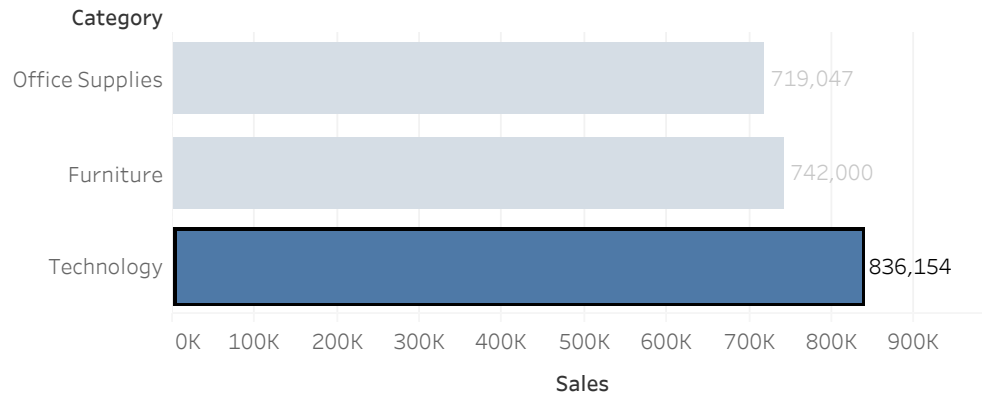
Map based on Longitude (generated) and Latitude (generated). Color shows sum of Sales. Details are shown for Country and State. The data is filtered on Action (Category), which keeps 1 member.

City Sales

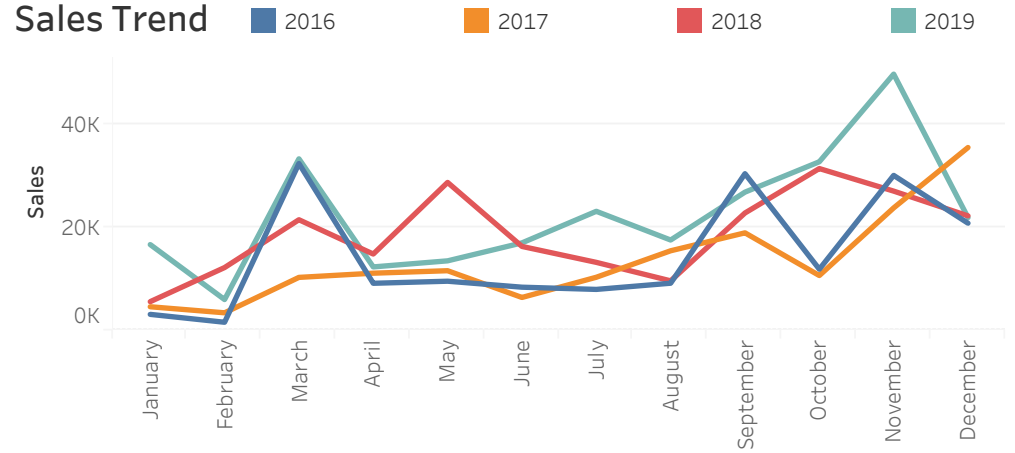


Map based on Longitude (generated) and Latitude (generated). Size shows sum of Sales. Details are shown for Country, State and City. The data is filtered on Action (Category), which keeps 1 member.

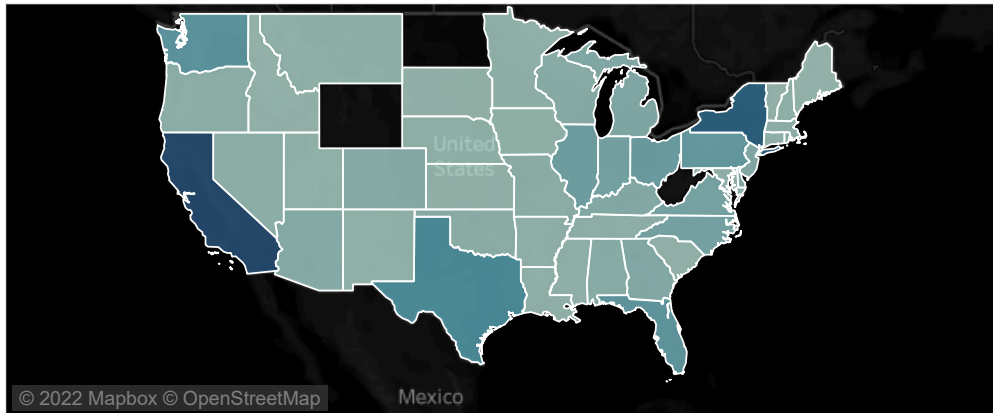
Category Sales



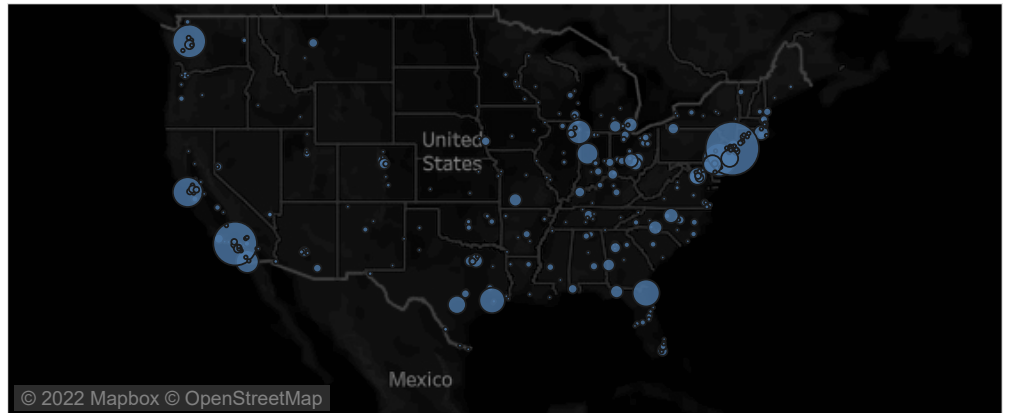
Sales Trend



State Sales



City Sales

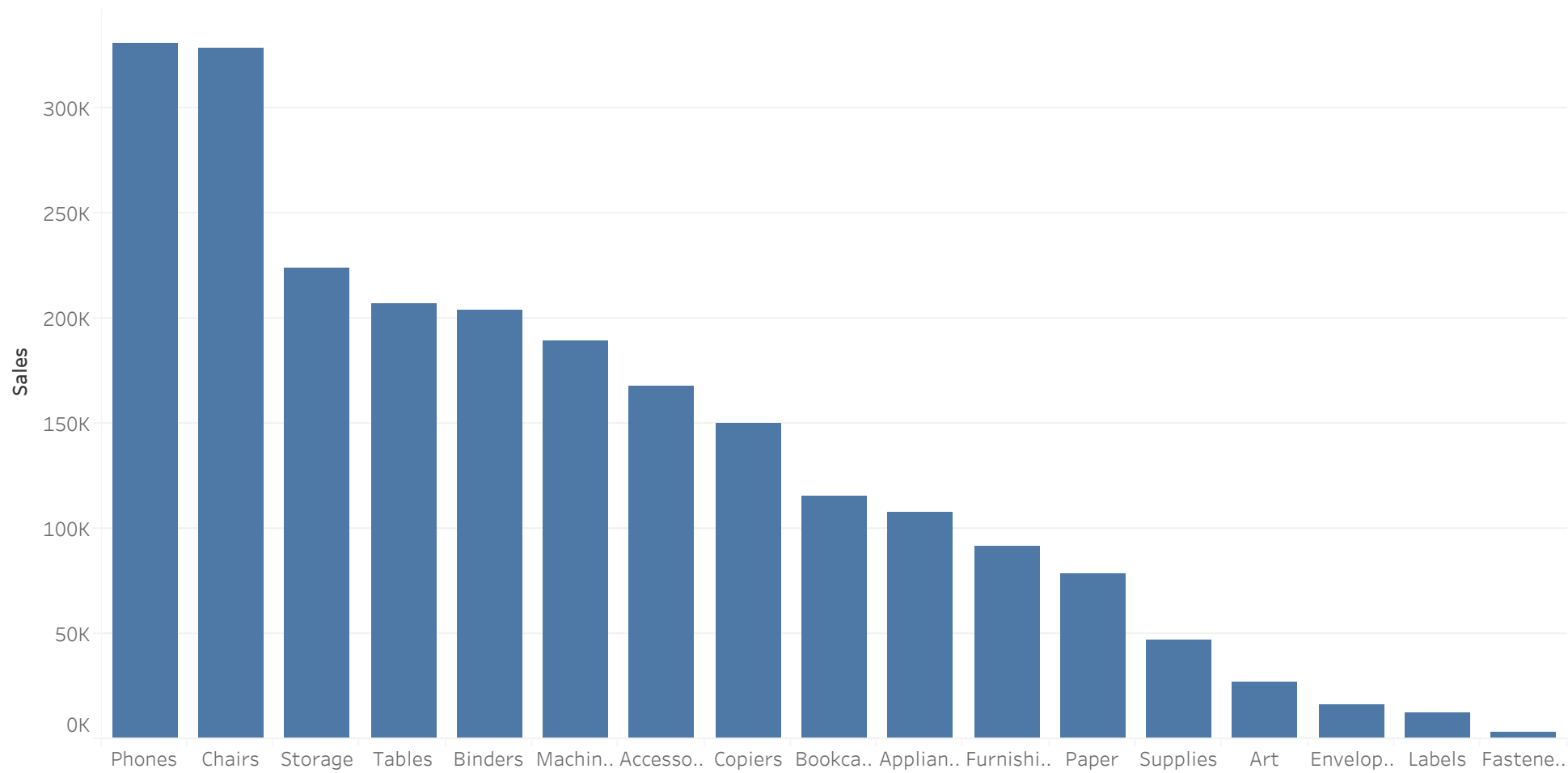


Sales Trend (Quarterly)



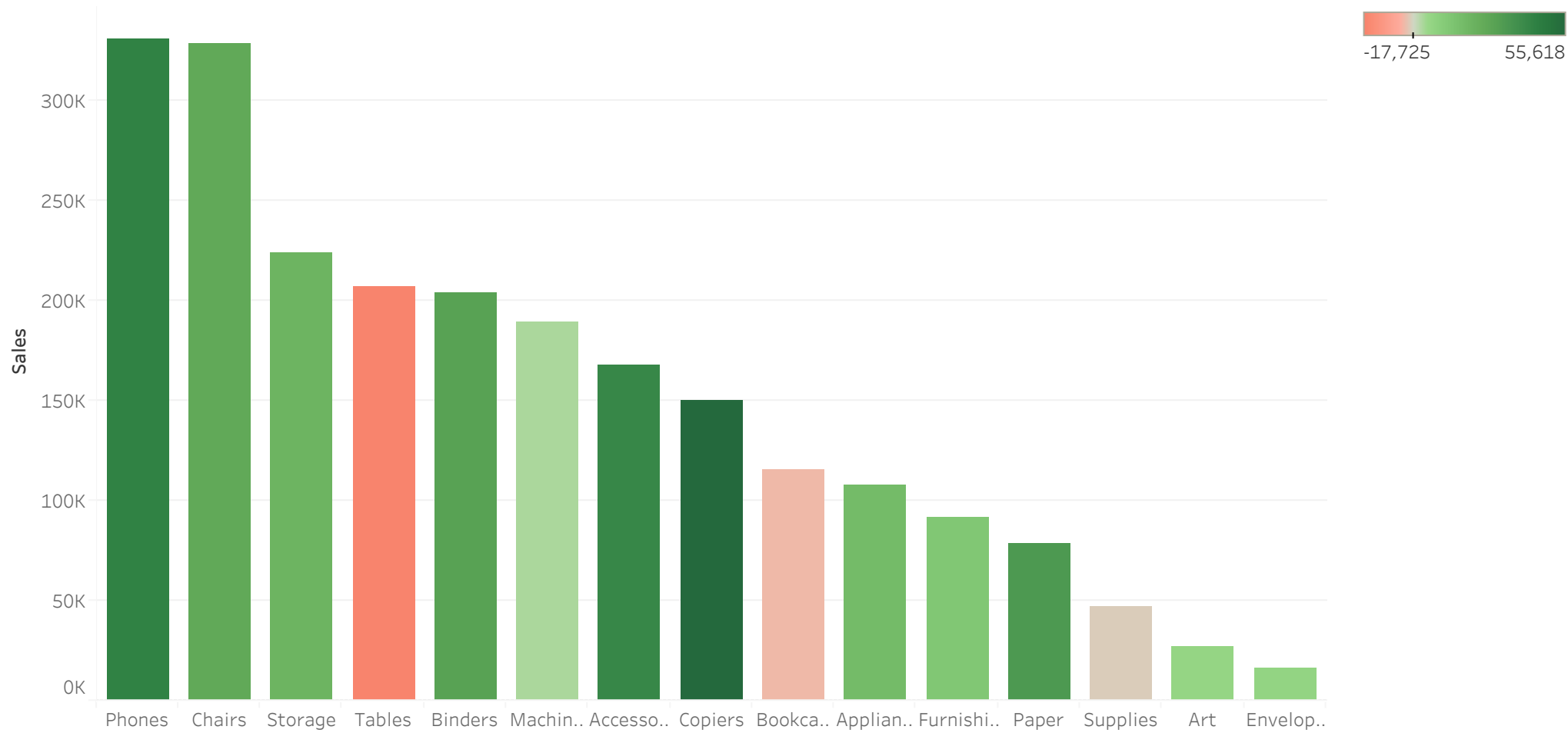
The trend of sum of Sales for Order Date Quarter.

Products & Sales



Sum of Sales for each Sub-Category.

Sales & Profit



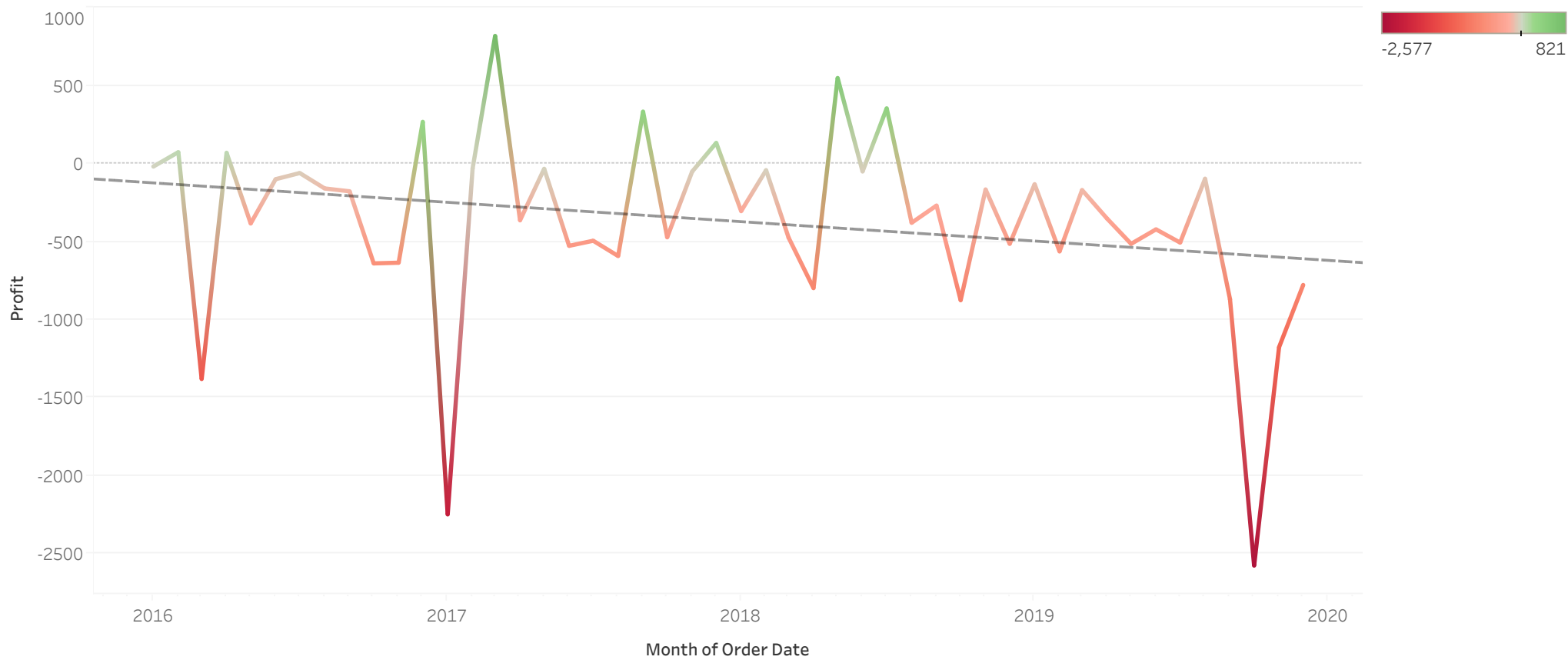
Sum of Sales for each Sub-Category. Color shows sum of Profit.

Sales & Profit



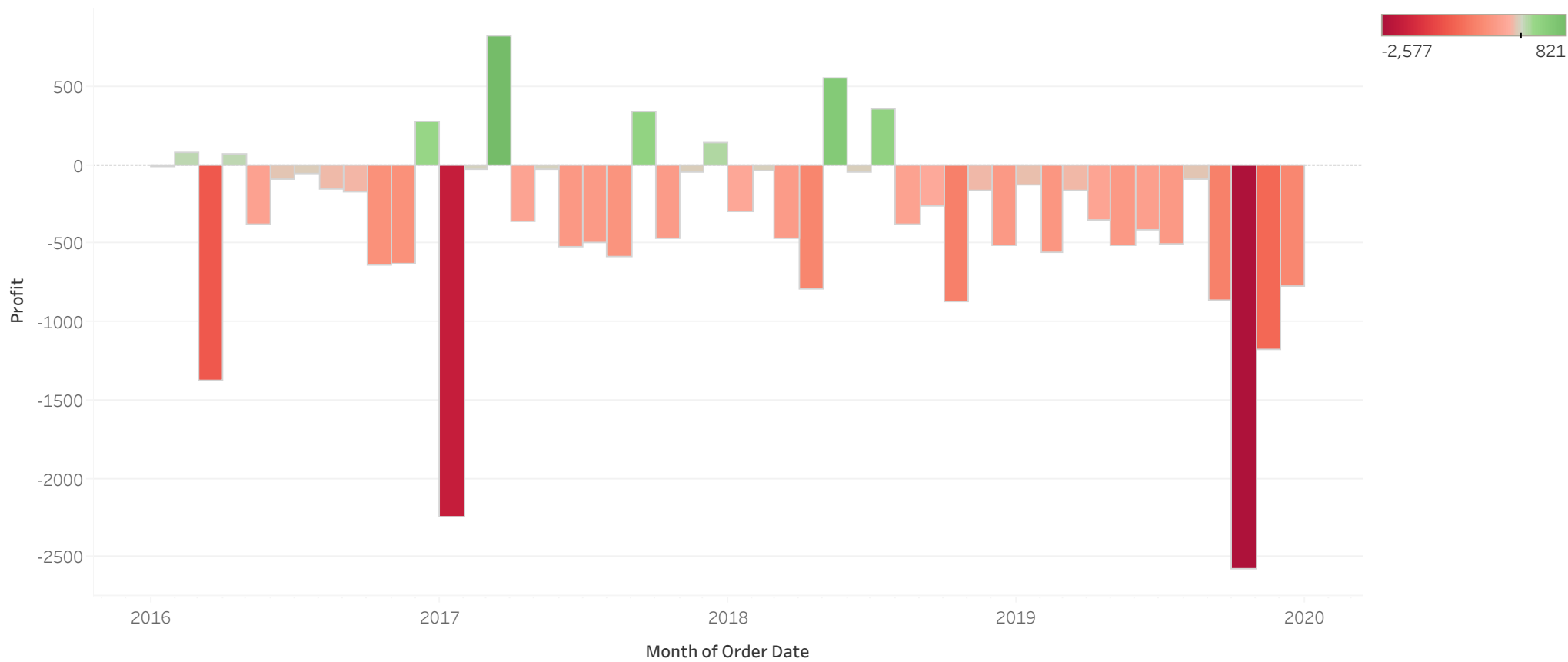
Sum of Sales for each Sub-Category. Color shows sum of Profit.

Profit Trend



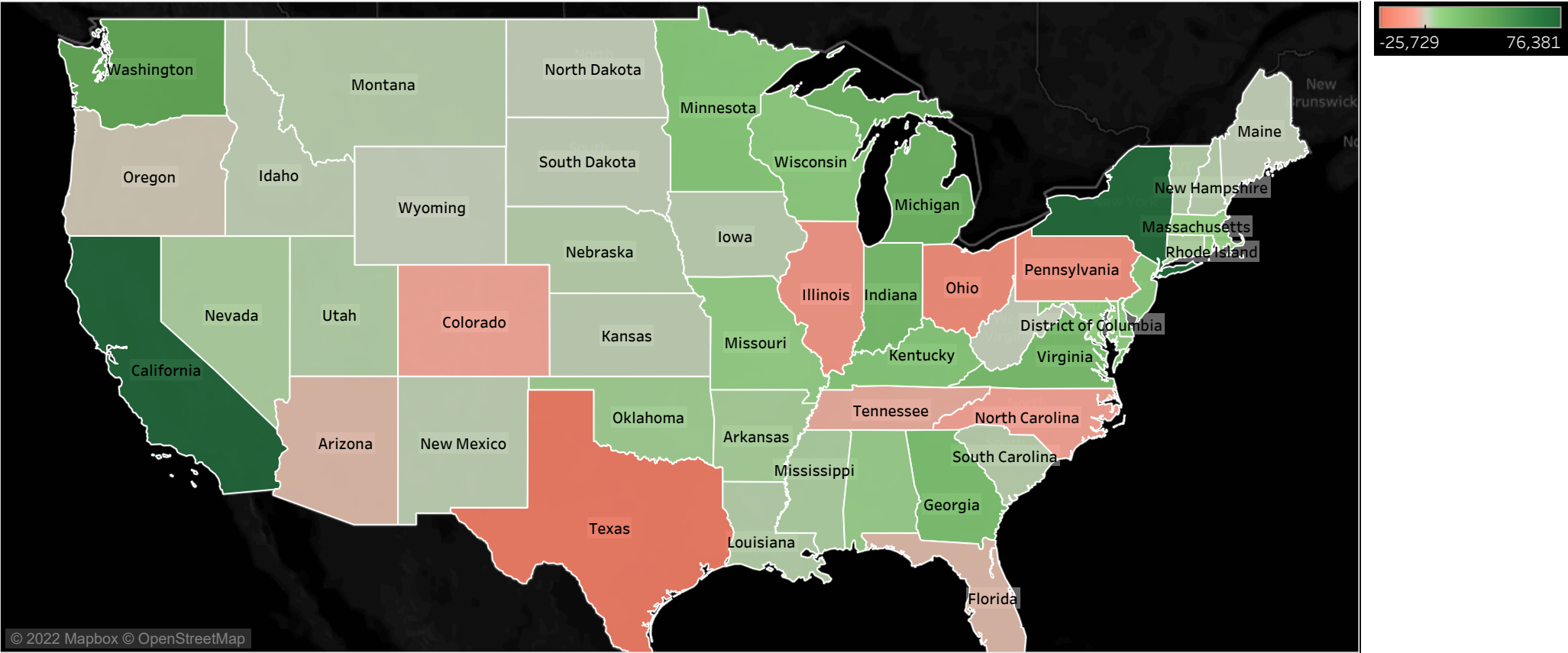
The trend of sum of Profit for Order Date Month. Color shows sum of Profit. The data is filtered on Action (Sub-Category), which keeps 1 member.

Profit Values



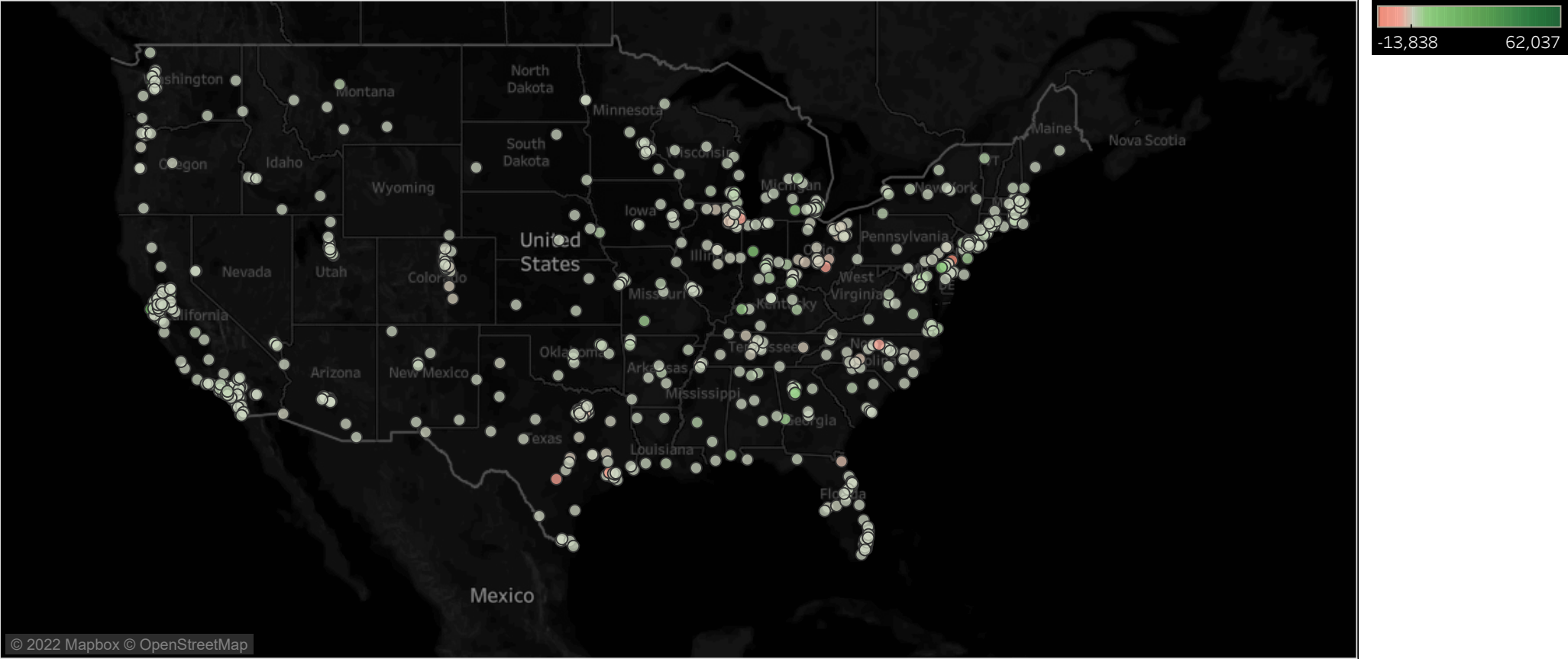
The plot of sum of Profit for Order Date Month. Color shows sum of Profit. The data is filtered on Action (Sub-Category), which keeps 1 member.

Profit across States



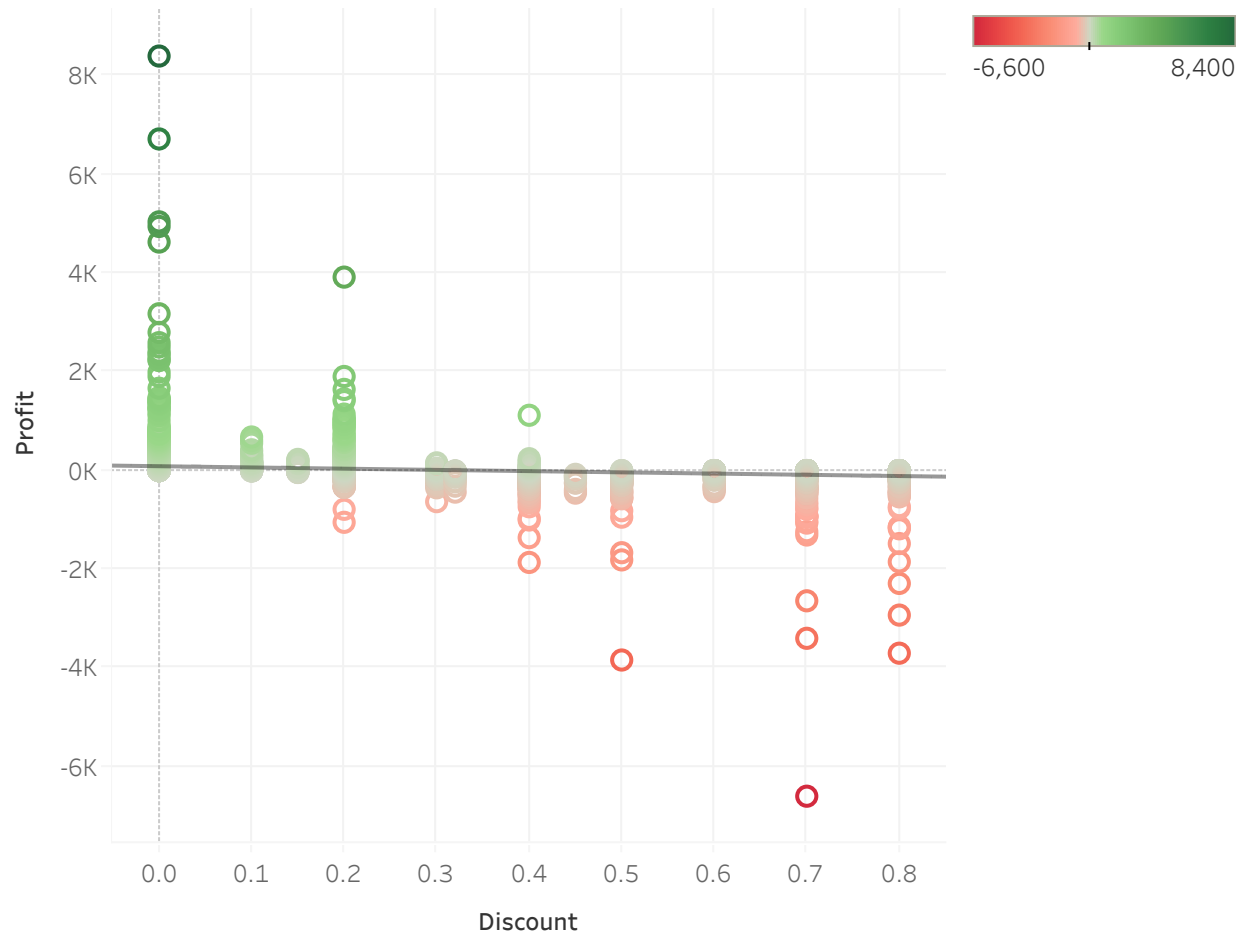
Map based on Longitude (generated) and Latitude (generated). Color shows sum of Profit. The marks are labeled by State. Details are shown for Country and State.

Profit across Cities

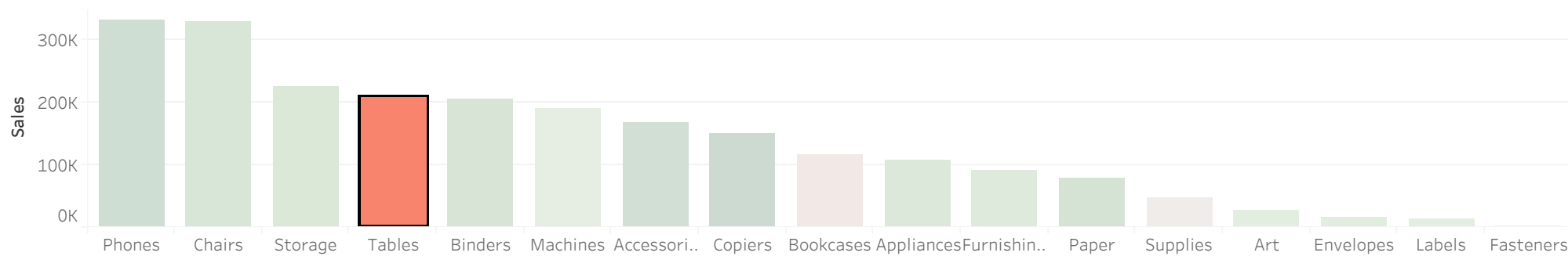


Map based on Longitude (generated) and Latitude (generated). Color shows sum of Profit. Details are shown for Country, State and City.

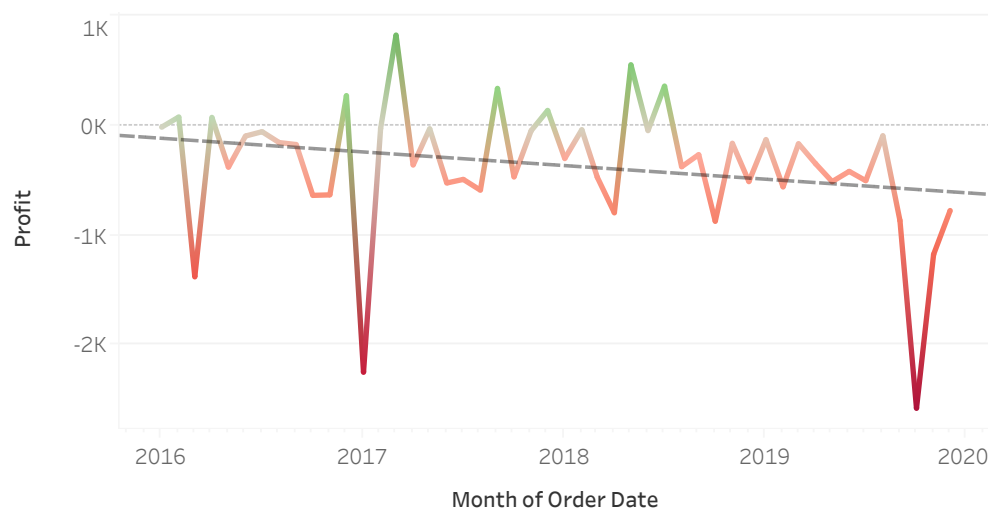
Profit vs Discount



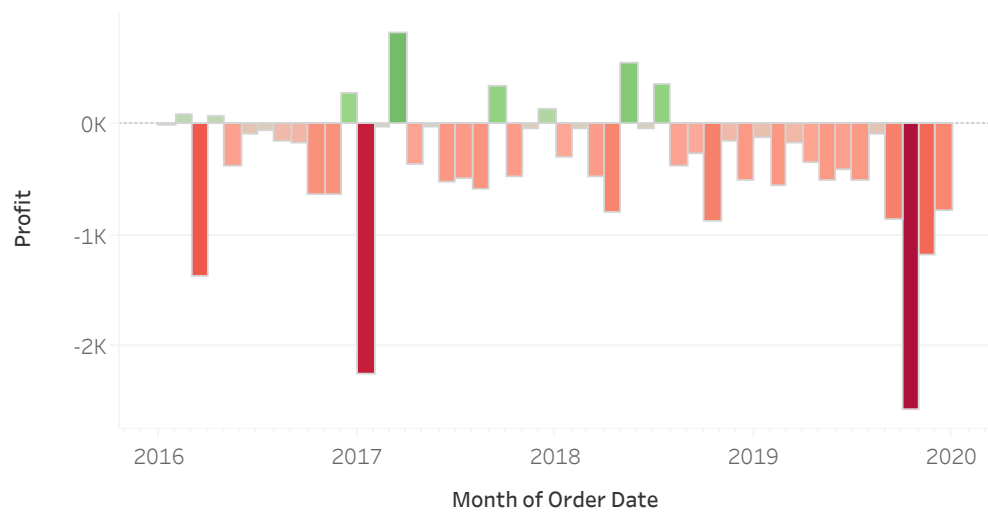
Sales & Profit



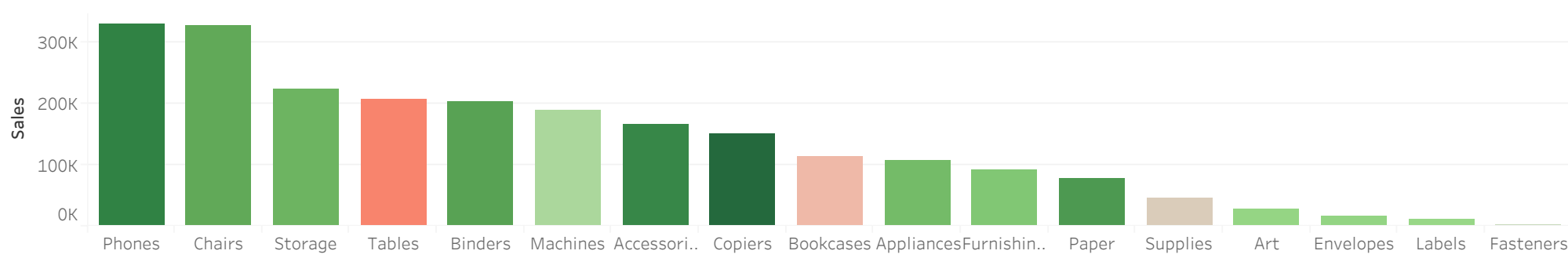
Profit Trend



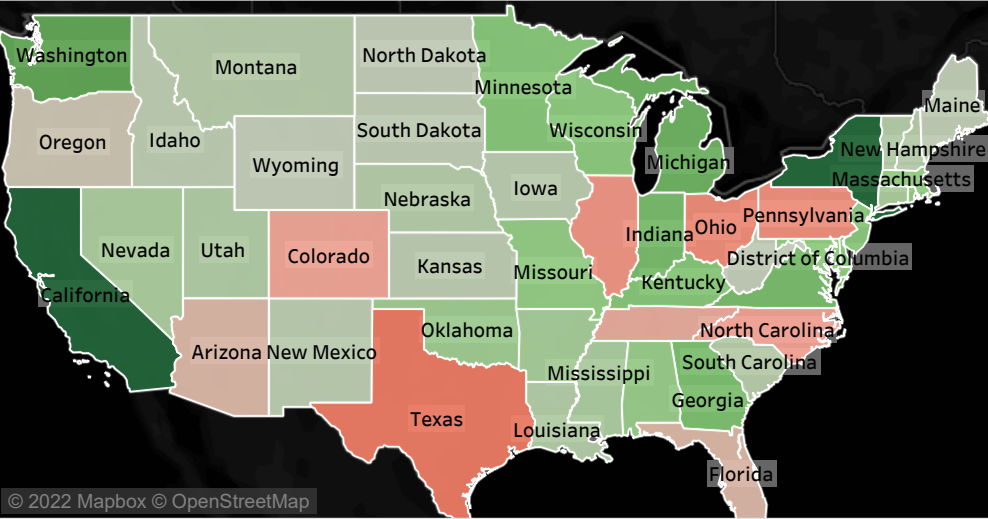
Profit Values



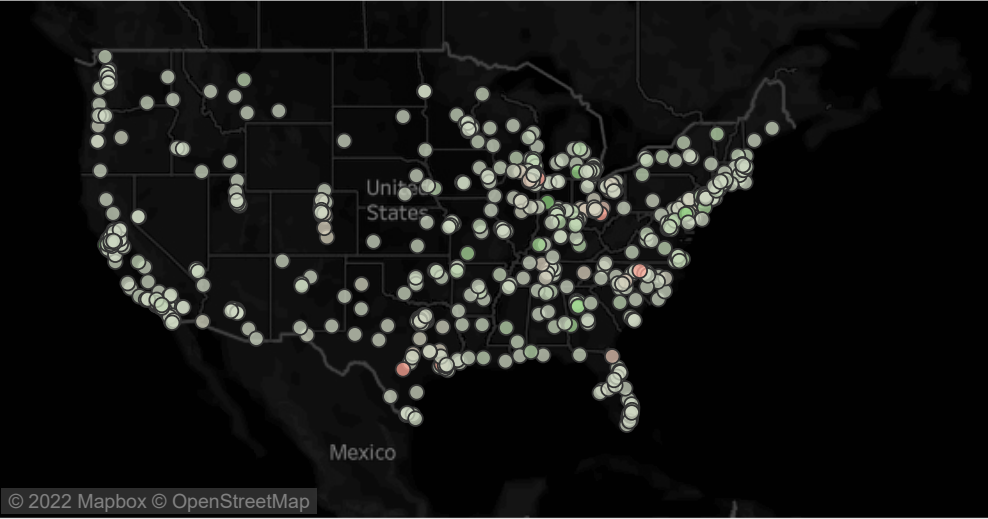
Sales & Profit



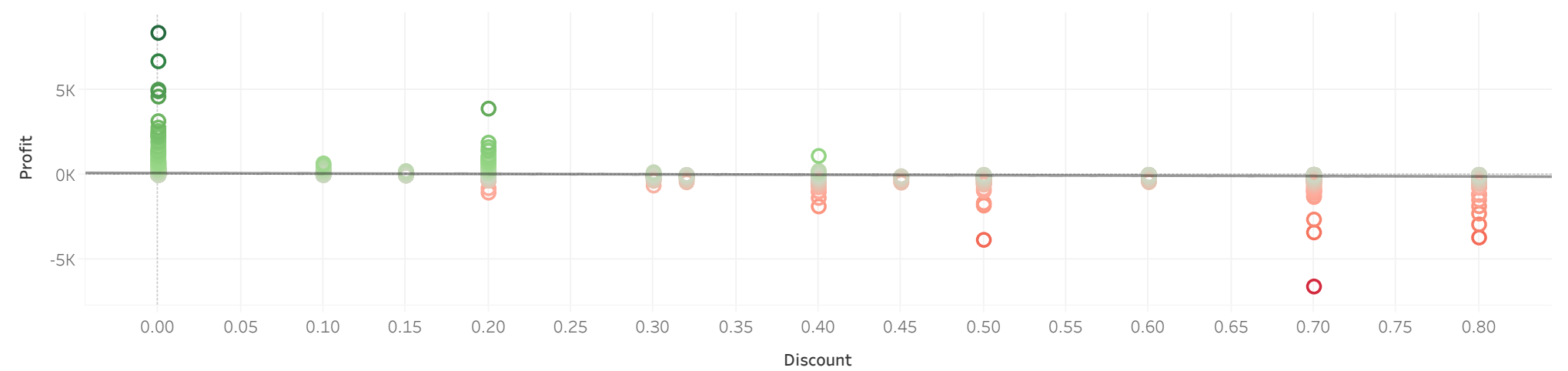
Profit across States



Profit across Cities

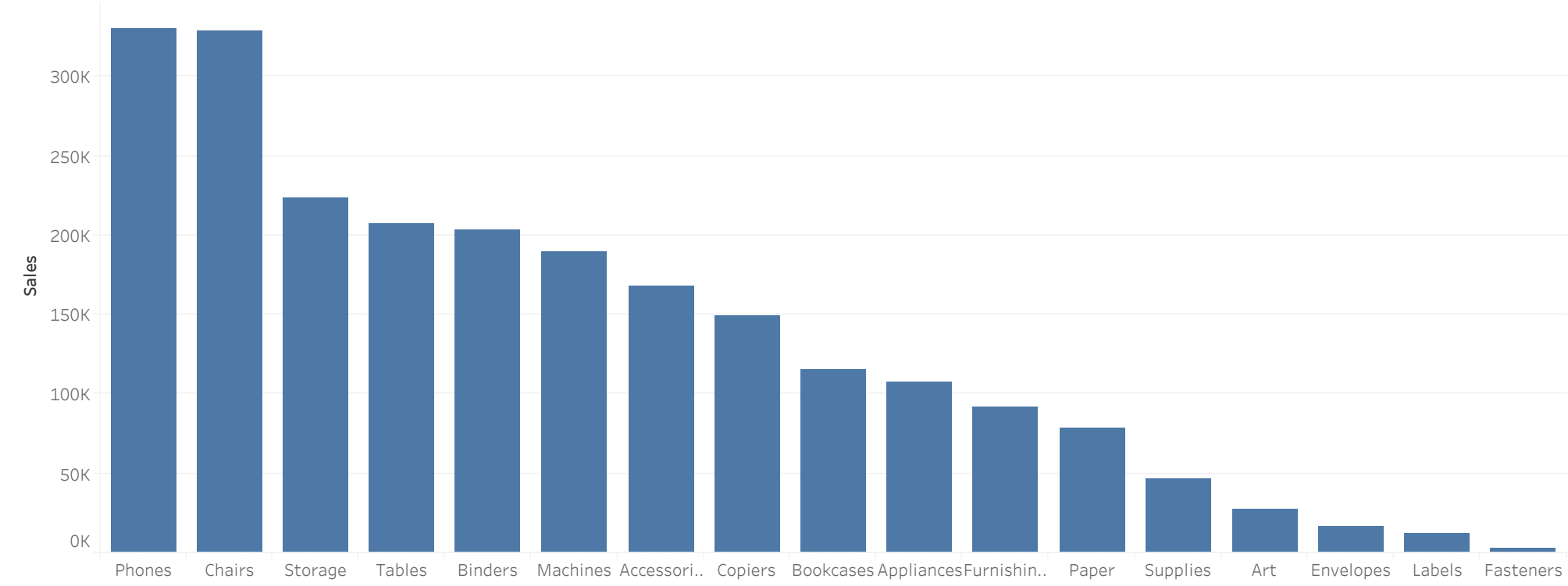


Category	Sales (K)
Phones	320
Chairs	310
Storage	220
Tables	200
Binders	200
Machines	190
Accessori...	170
Copiers	150
Bookcases	110
Appliances	100
Furnishin...	90
Paper	80
Supplies	40
Art	20
Envelopes	10
Labels	5
Fasteners	2



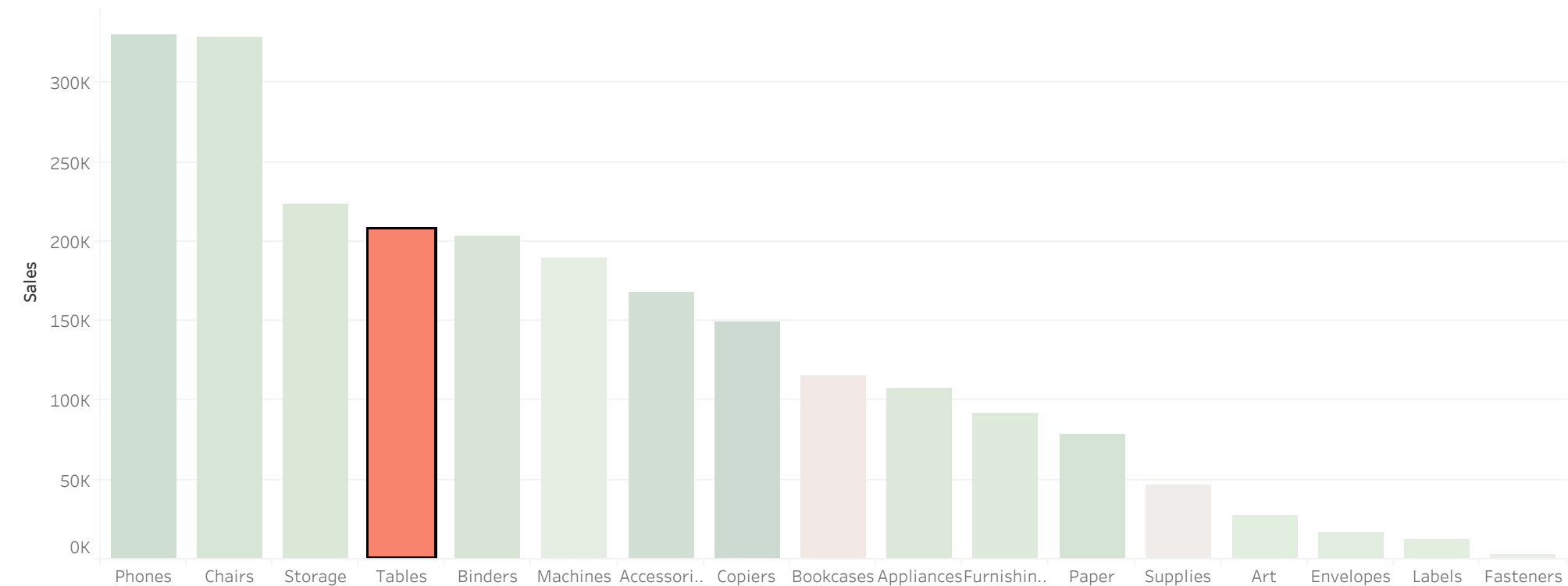
Summary

Tables - 4th heighest in terms of Sales.	However, Tables have the highest loss.	Losses has increased over time. (2019 the worst)	States like Washington & Virginia are way forward.	Stop all discounting - Tables are very sensitive to Discount.
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Summary

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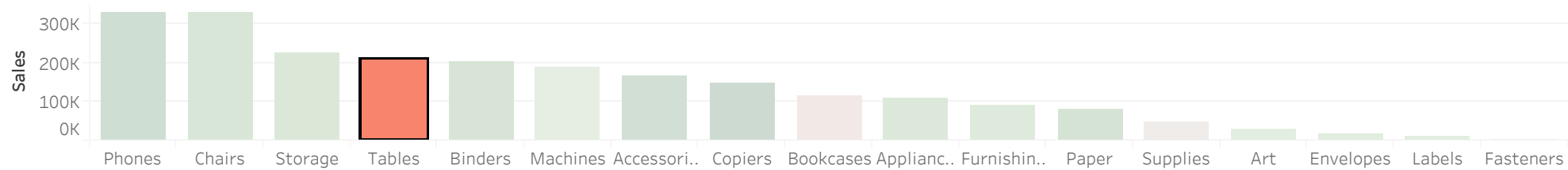
However, Tables have the highest loss.

Losses has increased over time. (2019 the worst)

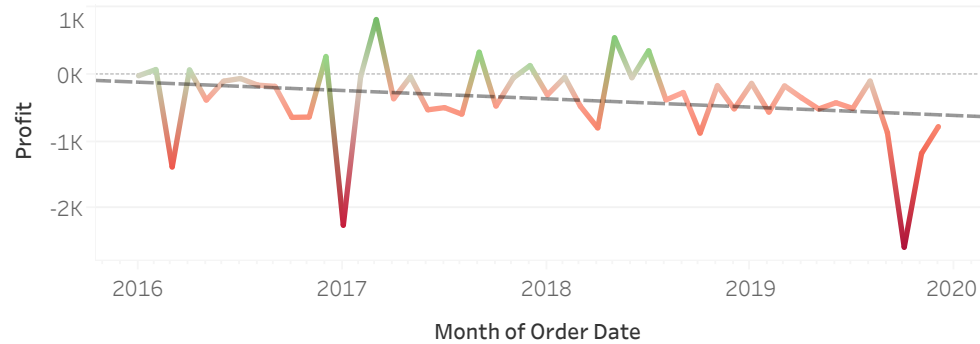
States like Washington & Virginia are way forward.

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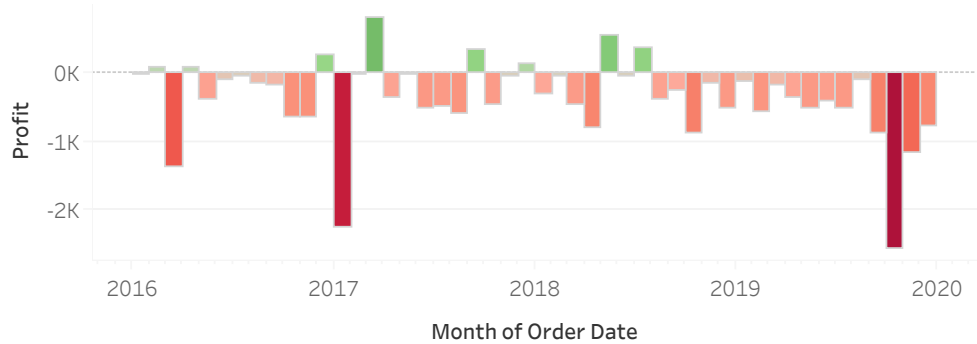
Sales & Profit



Profit Trend



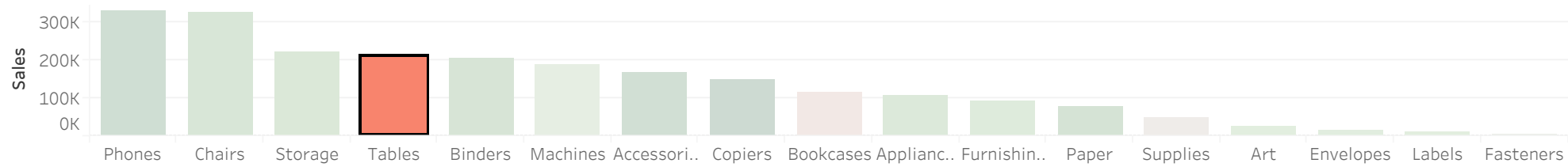
Profit Values



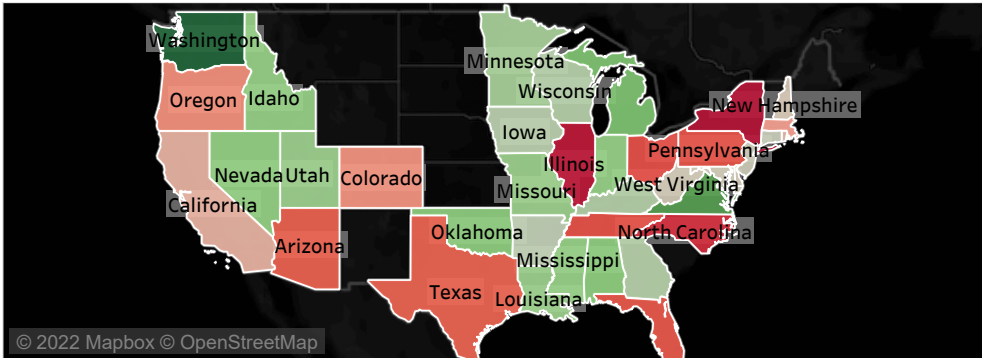
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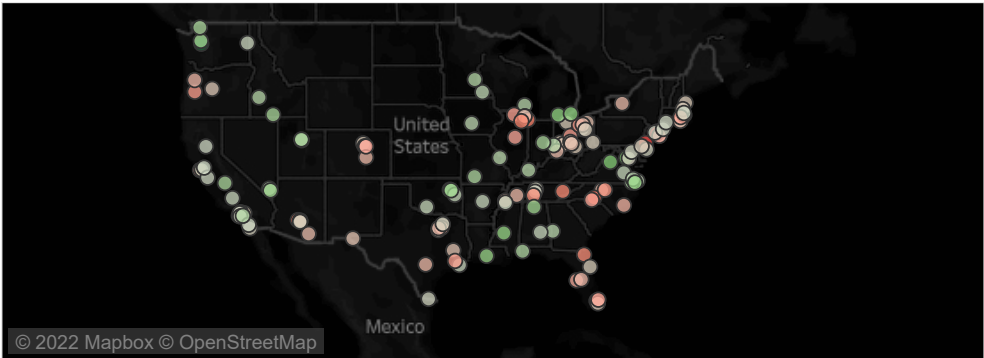
Sales & Profit



Profit across States



Profit across Cities



Summary

Tables - 4th highest in terms of Sales.

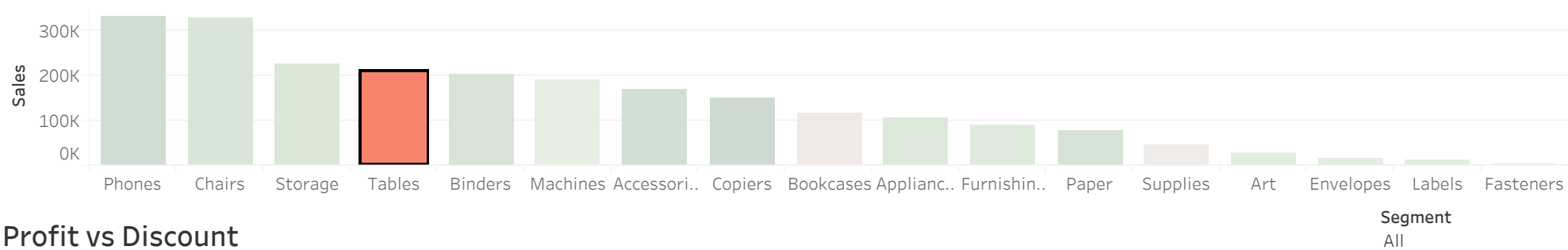
However, Tables have the highest loss.

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Sales & Profit



Profit vs Discount

