

12.64M

Total_Sales

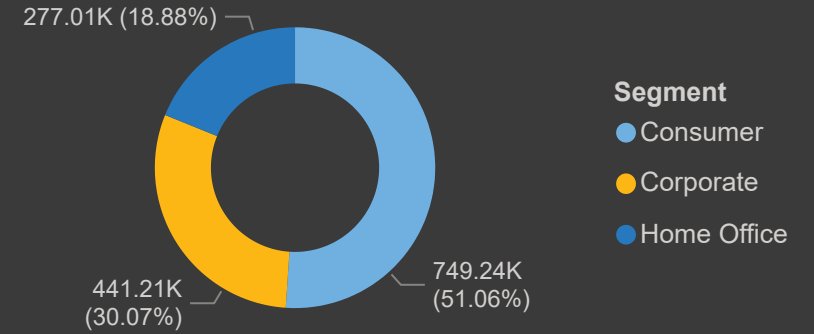
1.47M

Total_Profit

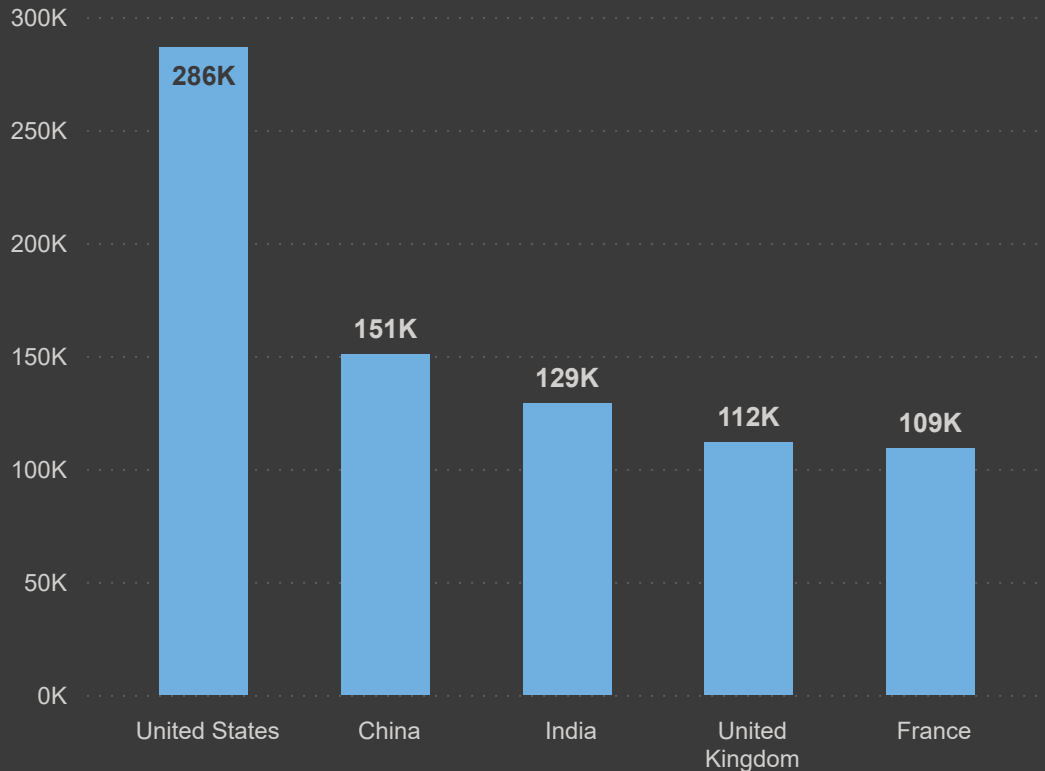
178K

Total Qty Sold

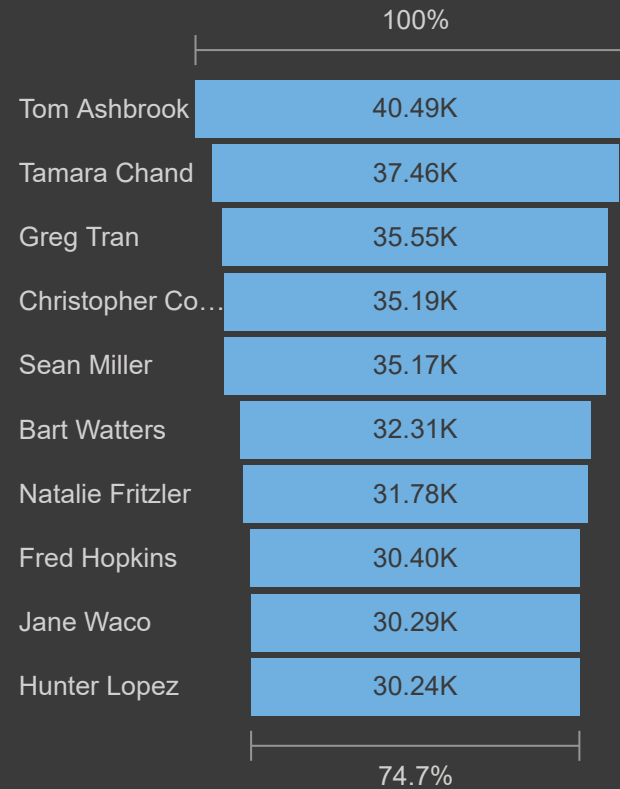
Profit by Segment



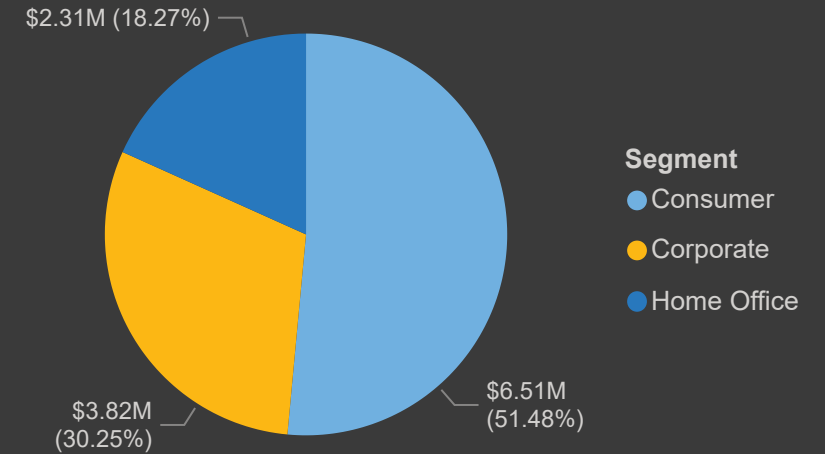
Profit by Country



Total_Sales by Customer Name



Sales by Segment





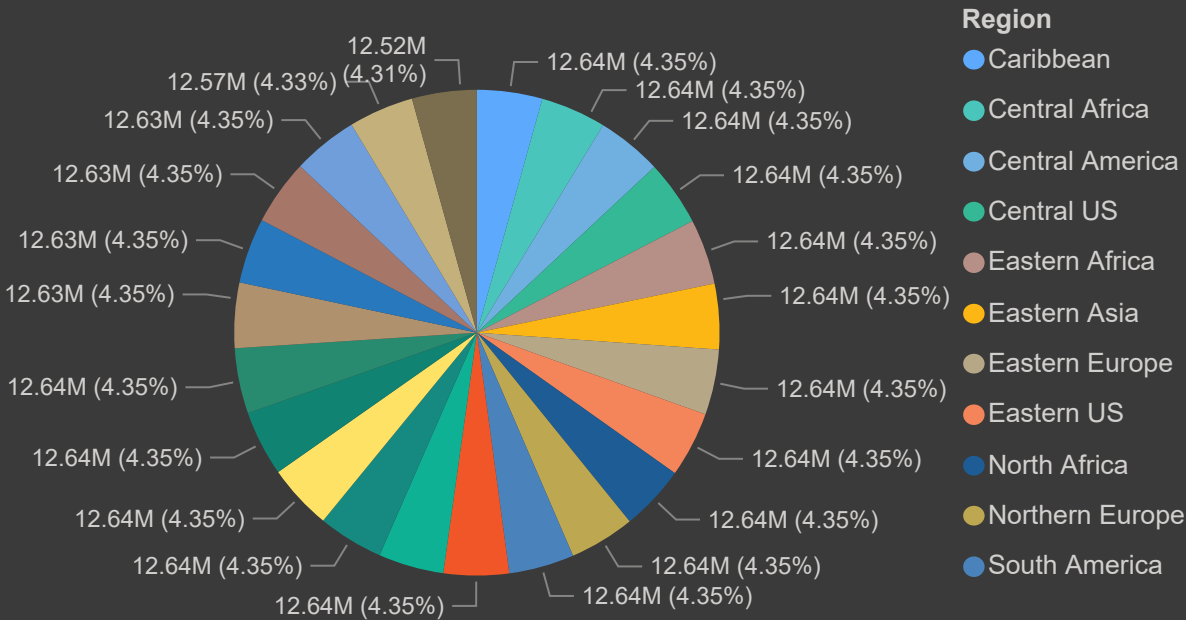
YOY growth

Year Market	2012		2013		2014		2015		Total	
	Total_Sales	YoY%	Total_Sales	YoY%	Total_Sales	YoY%	Total_Sales	YoY%	Total_Sales	YoY%
Africa	1,27,187.27		13.60%	1,44,480.70	58.55%	2,29,068.79	23.56%	2,83,036.44	56.52%	7,83,773.21
Asia Pacific	7,13,658.23		21.06%	8,63,983.98	26.42%	10,92,231.66	25.69%	13,72,784.41	51.42%	40,42,658.27
Europe	5,40,750.63		32.71%	7,17,611.41	18.26%	8,48,670.25	39.08%	11,80,303.95	56.02%	32,87,336.23
LATAM	3,85,098.16		20.68%	4,64,733.30	30.86%	6,08,140.77	16.20%	7,06,632.94	48.47%	21,64,605.17
USCA	4,92,756.61		-1.24%	4,86,629.31	28.98%	6,27,634.98	20.63%	7,57,108.13	47.11%	23,64,129.03
Total	22,59,450.90		18.50%	26,77,438.69	27.20%	34,05,746.45	26.25%	42,99,865.87	51.54%	1,26,42,501.91

YTD Growth

Month	2012	2013	2014	2015
January	98,898.49	1,37,435.98	1,99,185.91	2,41,268.56
February	2,02,616.41	2,36,290.94	3,66,425.56	4,26,105.91
March	3,38,362.81	3,99,367.71	5,65,019.59	6,89,206.68
April	4,52,695.78	5,60,419.98	7,42,840.90	9,31,978.55
May	6,10,924.11	7,68,784.87	10,03,339.47	12,20,379.59
June	8,18,495.65	10,24,960.57	13,99,859.08	16,22,193.65
July	9,36,930.53	11,70,197.35	16,29,788.03	18,80,899.33
August	11,44,993.82	14,73,340.30	19,56,276.82	23,37,519.28
September	14,29,581.57	17,62,729.46	23,32,896.07	28,18,676.52
October	16,45,696.13	20,15,669.31	26,26,302.71	32,41,443.15
November	19,39,643.49	23,39,181.73	30,00,292.07	37,96,722.18
December	22,59,450.90	26,77,438.69	34,05,746.45	42,99,865.87
Total	22,59,450.90	26,77,438.69	34,05,746.45	42,99,865.87

Total sales_YTD by Region



Top 5

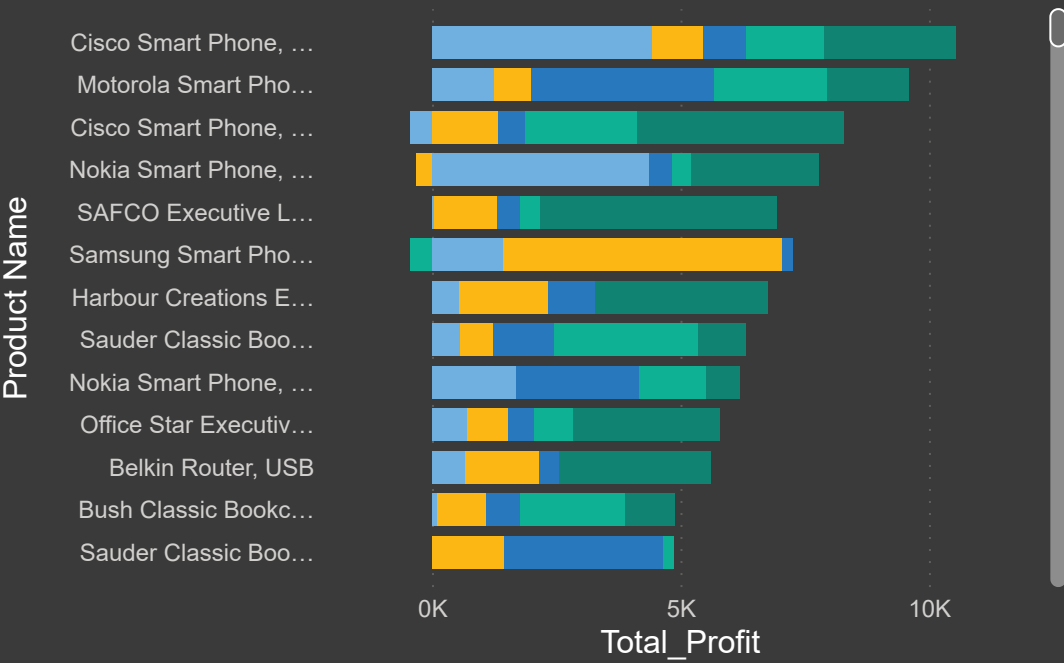
Region	Product Name
Eastern US	3D Systems Cube Printer, 2nd Generation, Magenta
Central Asia	Apple Signal Booster, Full Size
Caribbean	Apple Smart Phone, Full Size
Central Africa	Apple Smart Phone, Full Size
Central America	Apple Smart Phone, Full Size
Eastern Asia	Apple Smart Phone, Full Size
Eastern Europe	Apple Smart Phone, Full Size
North Africa	Apple Smart Phone, Full Size
South America	Apple Smart Phone, Full Size
Southern Africa	Apple Smart Phone, Full Size
Southern Asia	Apple Smart Phone, Full Size
Western Africa	Apple Smart Phone, Full Size
Total	

Bottom 5

Region	Product Name	Profit
Western US	Acco Banker's Clasps, 5 3/4"-Long	1.35
Western US	Bagged Rubber Bands	-0.60
Western US	Colored Push Pins	0.65
Western US	Wilson Jones DublLock D-Ring Binders	-1.35
Western Europe	Hon Round Labels, Alphabetical	0.06
Western Europe	Novimex File Folder Labels, Laser Printer Compatible	1.56
Western Europe	Smead File Folder Labels, Alphabetical	3.99
Western Europe	Smead Shipping Labels, Adjustable	-8.19
Western Asia	Avery Round Labels, Adjustable	-2.18
Western Asia	Cameo Clasp Envelope, Recycled	-4.33
Western Asia	Harbour Creations Round Labels, Adjustable	-1.50
Western Asia	Smead Round Labels, Alphabetical	-2.35
Western Africa	Harbour Creations File Folder Labels, Adjustable	-4.21
Total		-54.44

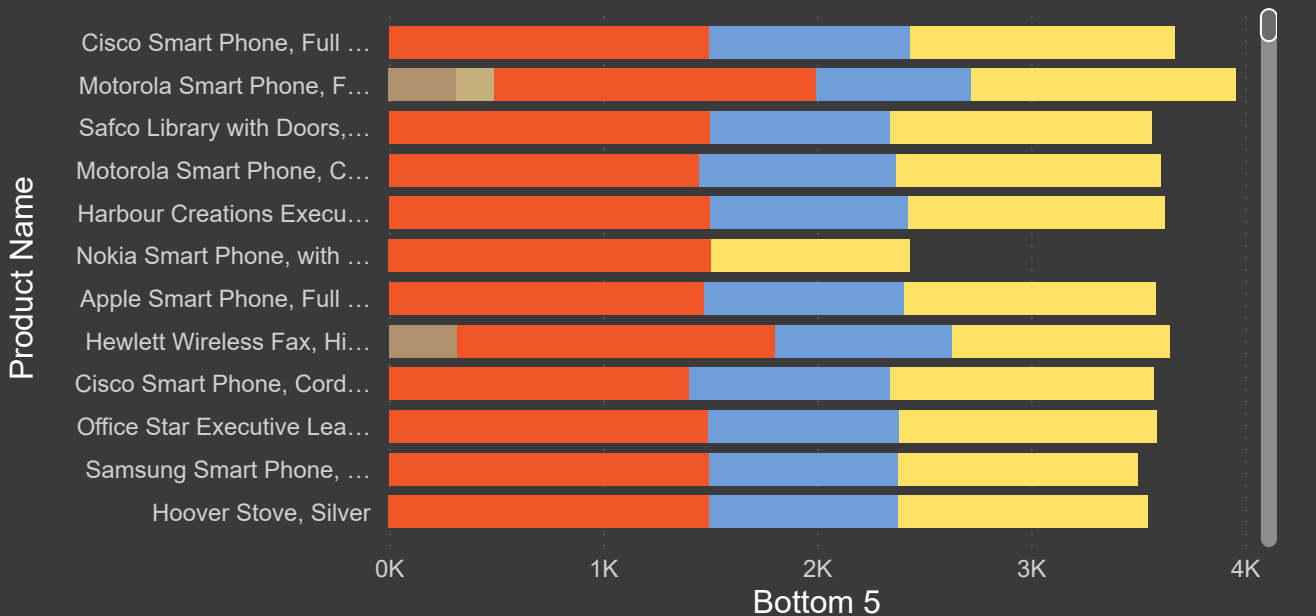
Total_Profit and Top 5 by Product Name and Region

Region ● Central America ● Eastern Asia ● Oceania ● Southern Asia ● Western Eur...



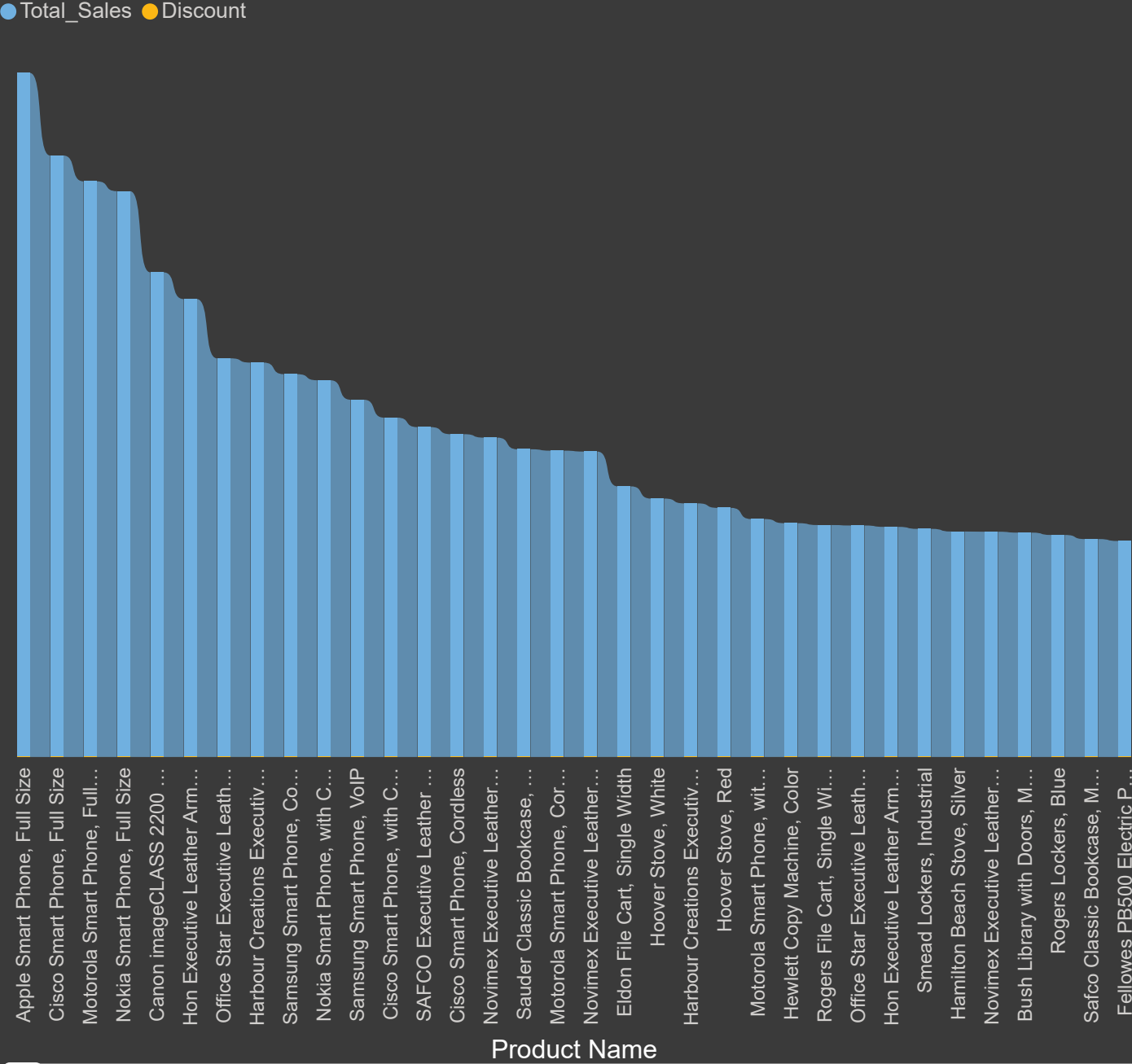
Bottom 5 by Product Name and Region

Region ● Canada ● Central Asia ● Southeastern Asia ● Western Africa ● Western Asia

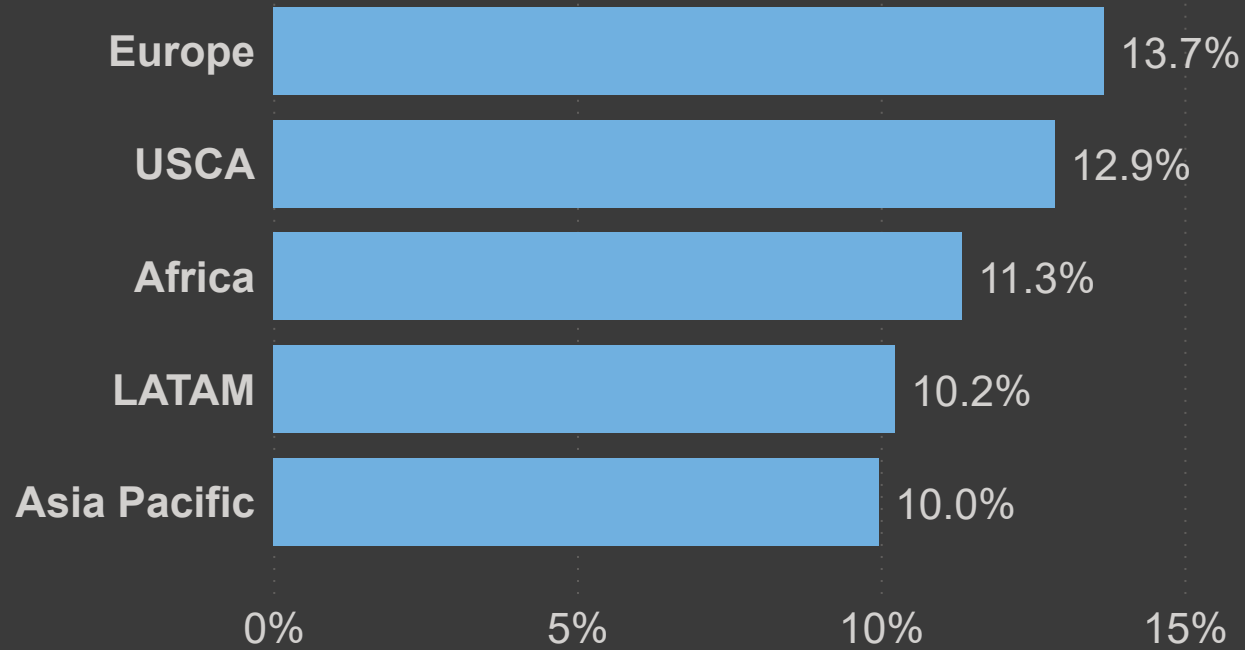


Product Name	Discount	Sales
Staples	21.20	\$7,008.20
Rogers File Cart, Single Width	16.26	\$29,466.31
Smead File Cart, Single Width	13.06	\$25,397.17
Smead Lockers, Single Width	11.21	\$16,714.12
Stockwell Thumb Tacks, Metal	10.75	\$1,140.37
Ibico Index Tab, Clear	10.71	\$1,807.18
Sanford Pencil Sharpener, Water Color	10.66	\$5,581.97
Cardinal Index Tab, Clear	10.32	\$1,922.83
Stockwell Paper Clips, Assorted Sizes	9.86	\$2,395.44
Tenex File Cart, Single Width	9.71	\$22,113.86
Hewlett Copy Machine, Color	9.39	\$29,709.19
Avery Index Tab, Clear	9.01	\$1,312.95
Boston Pencil Sharpener, Water Color	8.90	\$5,093.35
Binney & Smith Sketch Pad, Blue	8.84	\$6,739.87
Eldon File Cart, Single Width	8.82	\$34,387.73
Stockwell Thumb Tacks, 12 Pack	8.80	\$1,573.63
Stockwell Push Pins, 12 Pack	8.72	\$1,481.36
Acco Index Tab, Clear	8.54	\$1,461.81
Smead File Cart, Blue	8.48	\$12,840.05
Harbour Creations Swivel Stool, Red	8.42	\$16,864.64
Eldon Trays, Wire Frame	8.17	\$5,085.96
Fellowes File Cart, Wire Frame	8.17	\$15,555.05
Avery Hole Reinforcements, Clear	8.11	\$406.41
Hon Executive Leather Armchair,	8.11	\$58,193.48
Smead Lockers, Blue	8.09	\$24,776.04
Advantus Paper Clips, Assorted Sizes	8.08	\$1,377.59
Acco Hole Reinforcements, Durable	8.02	\$721.56
Tenex Shelving, Industrial	8.02	\$6,049.04
Smead Trays, Single Width	7.99	\$4,381.58
Eldon Shelving, Blue	7.97	\$4,705.13
Hon Removable Labels, Adjustable	7.84	\$851.95
Stockwell Staples, 12 Pack	7.84	\$855.41
Tenex Shelving, Blue	7.84	\$4,410.52
Sanford Canvas, Water Color	7.70	\$3,667.71
Bush Stackable Bookrack, Pine	7.65	\$15,633.67
Stockwell Push Pins, Metal	7.65	\$1,197.52
Total	7,329.73	\$1,26,42,501.91

Total_Sales and Discount by Product Name



Profit Ratio by Market



Profit Ratio by Year and Category

Category Furniture Office Supplies Technology

