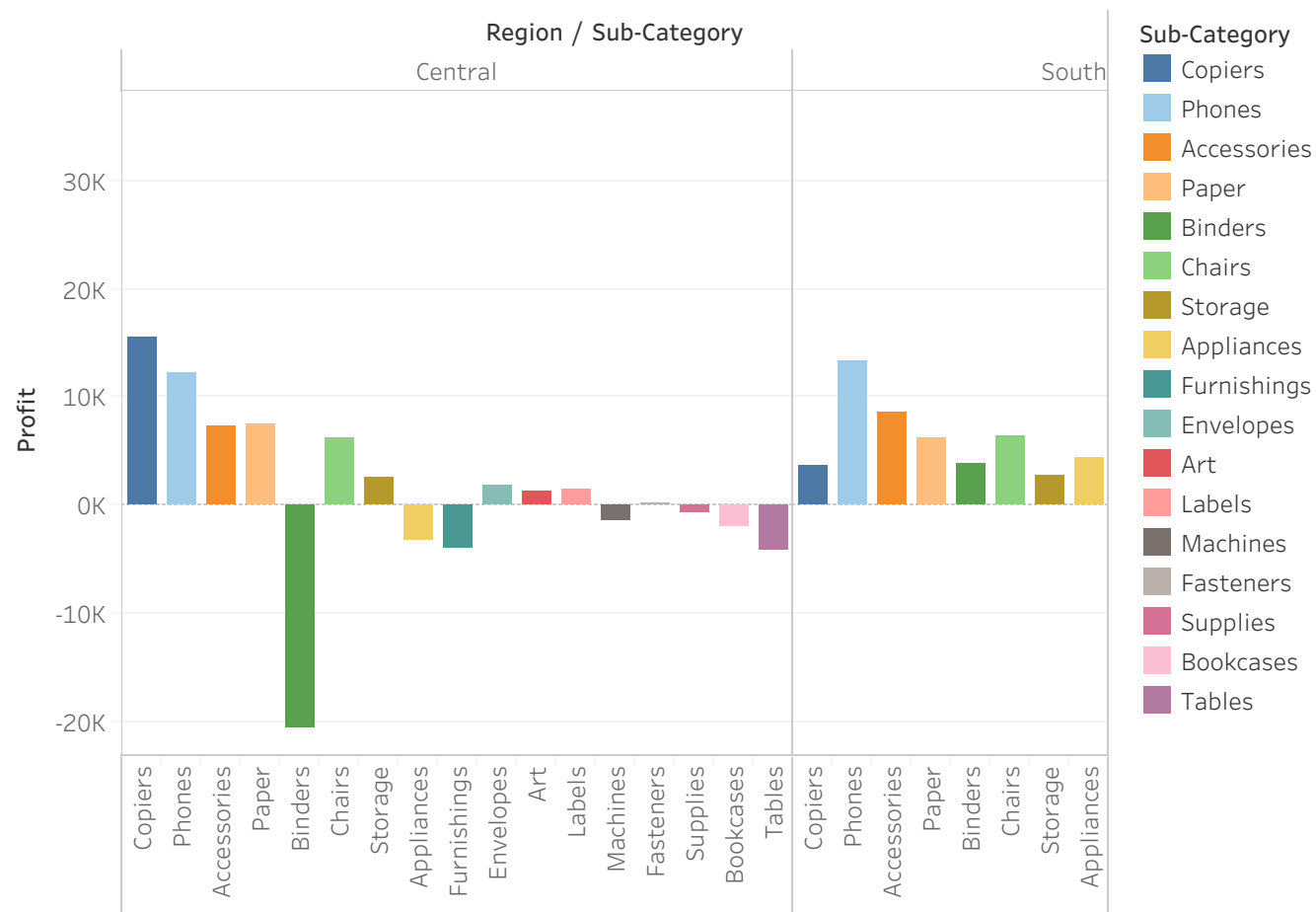
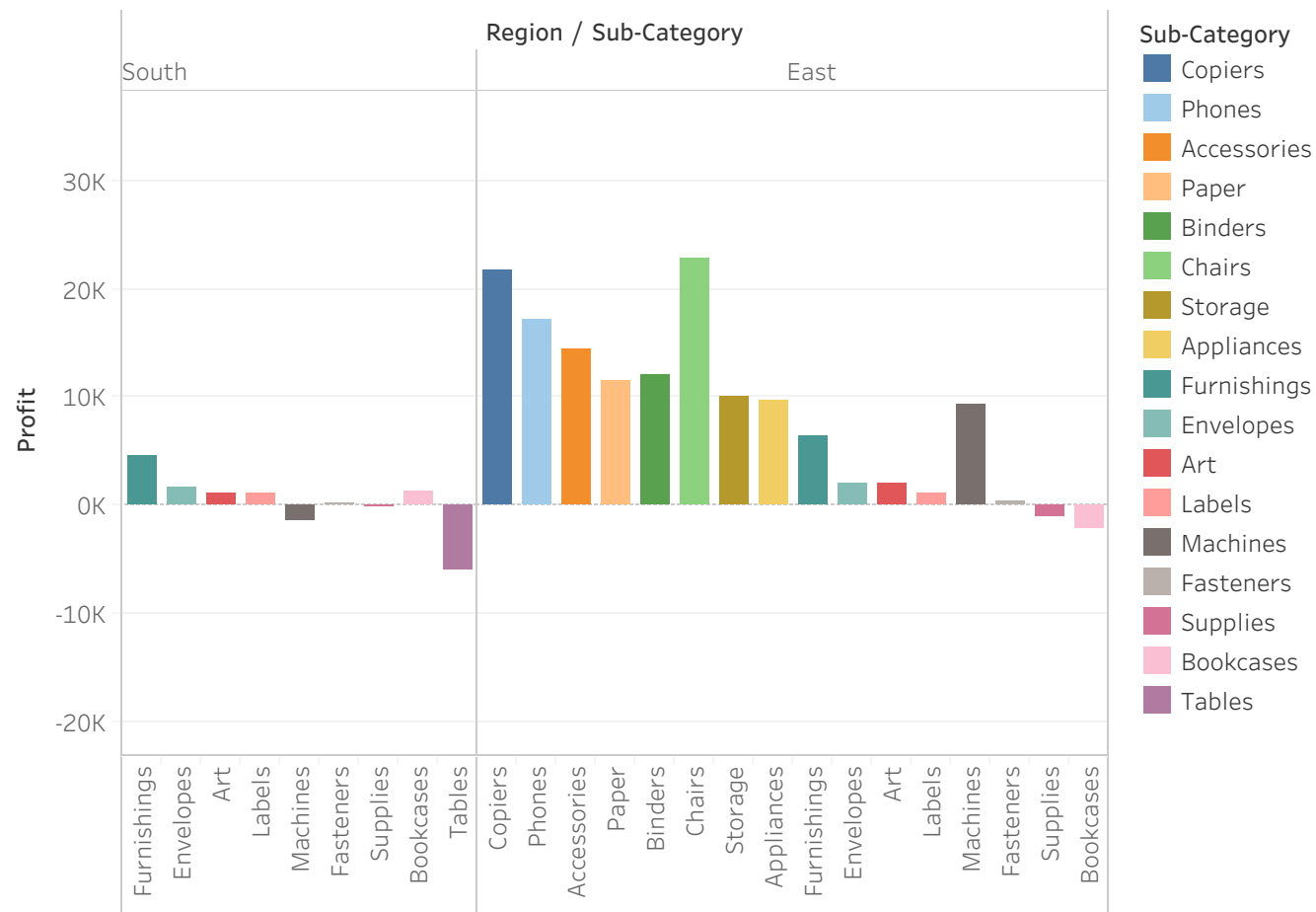


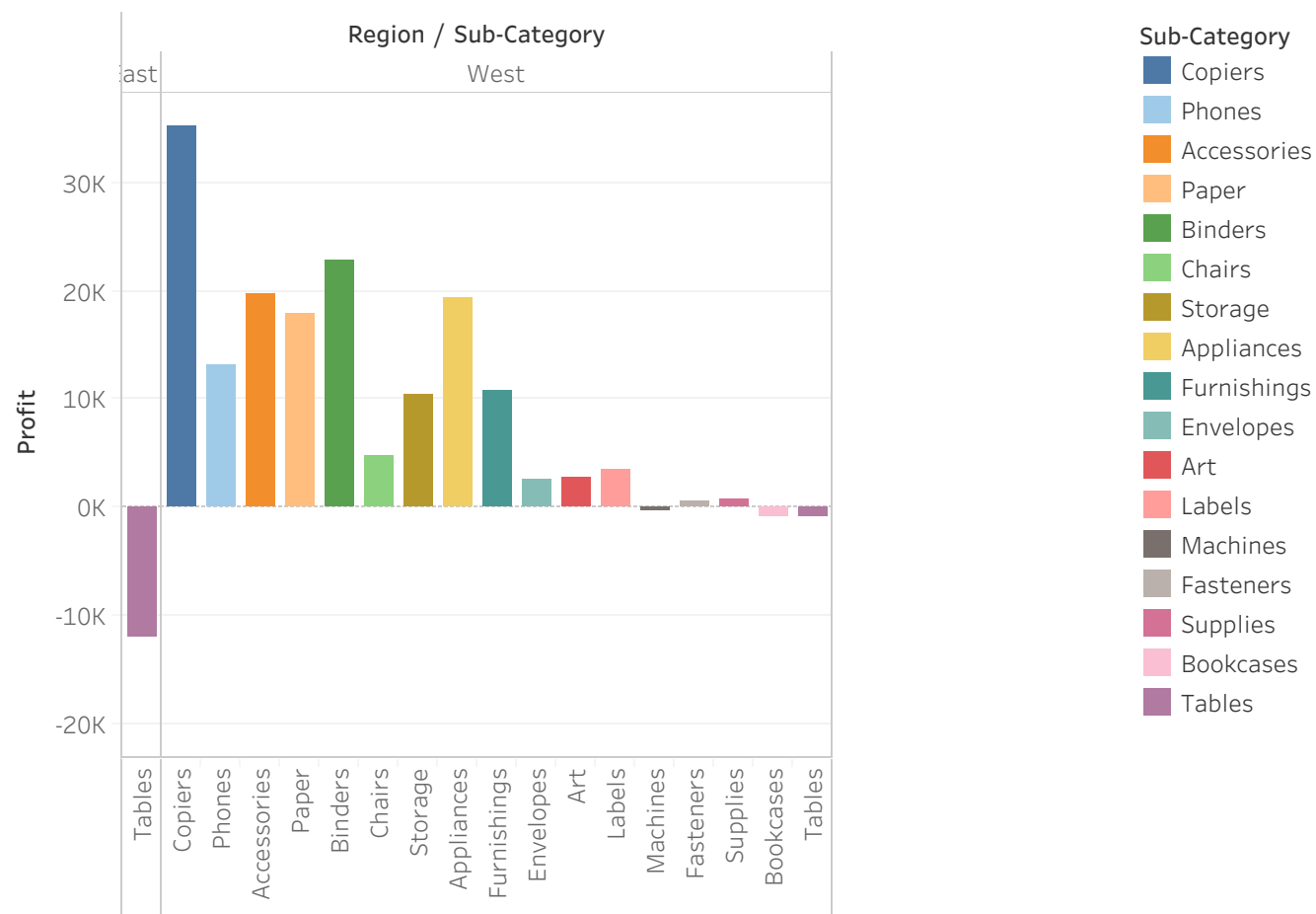
Profit center in West = Copiers ,and East = Chairs
Loss Profit center in East = Tables and Central = Binders



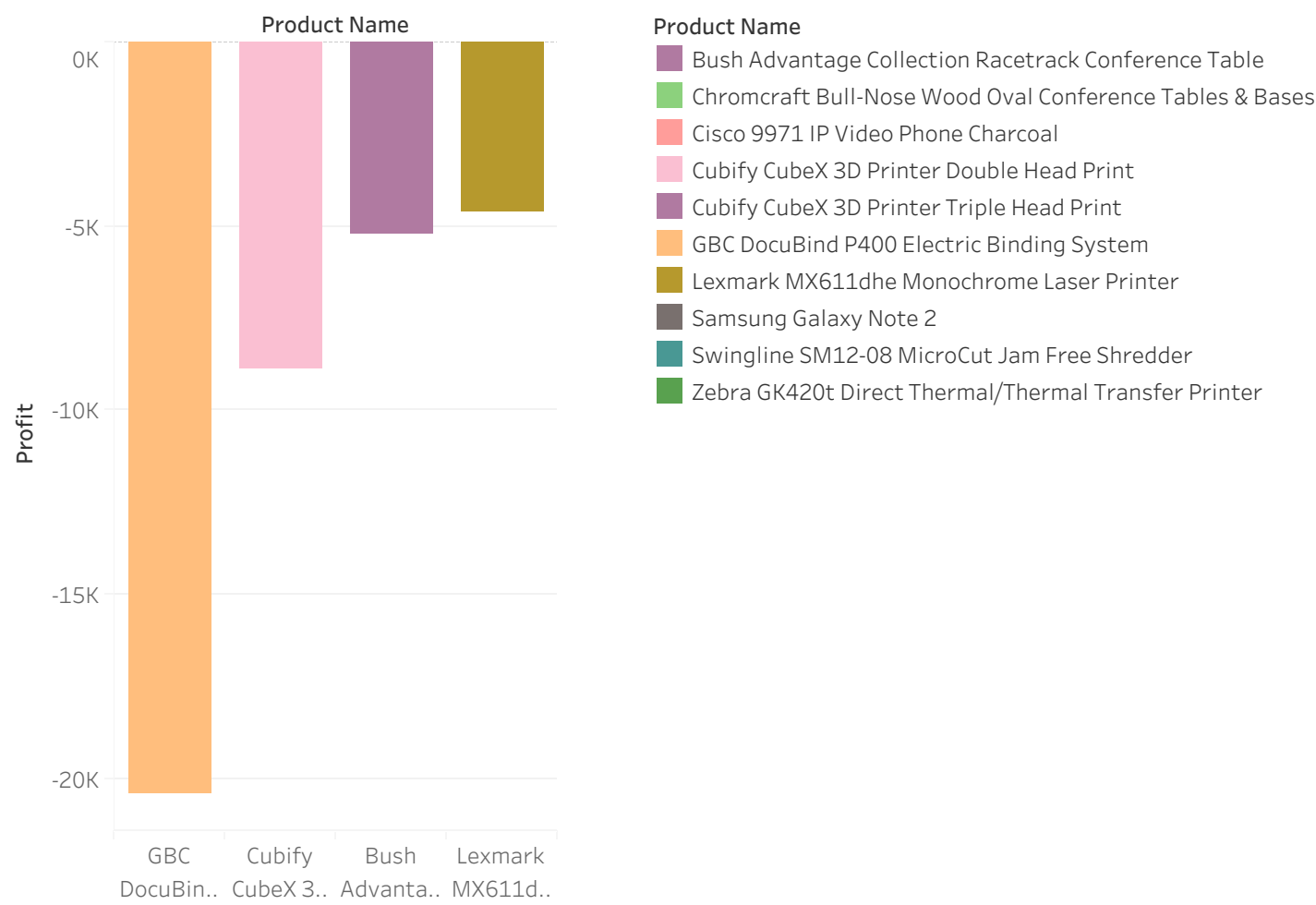
Profit center in West = Copiers ,and East = Chairs
Loss Profit center in East = Tables and Central = Binders



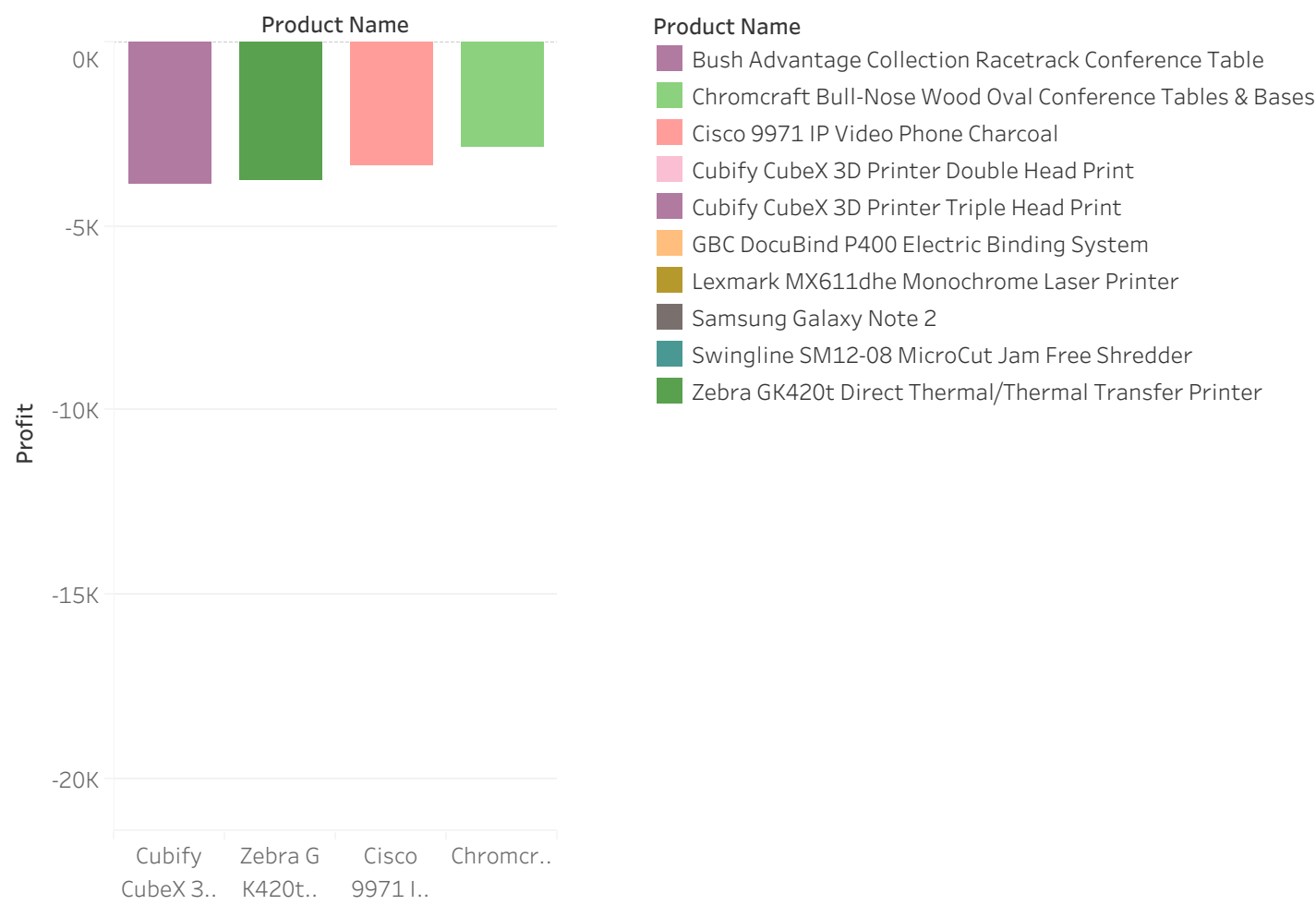
Profit center in West = Copiers ,and East = Chairs
Loss Profit center in East = Tables and Central = Binders



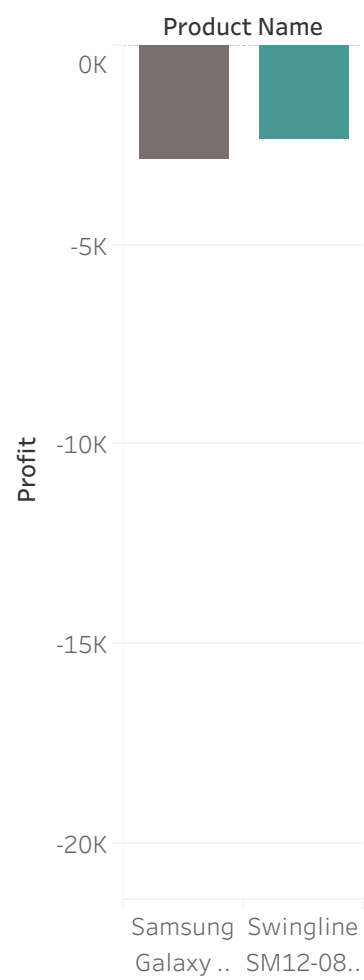
Stop selling products



Stop selling products

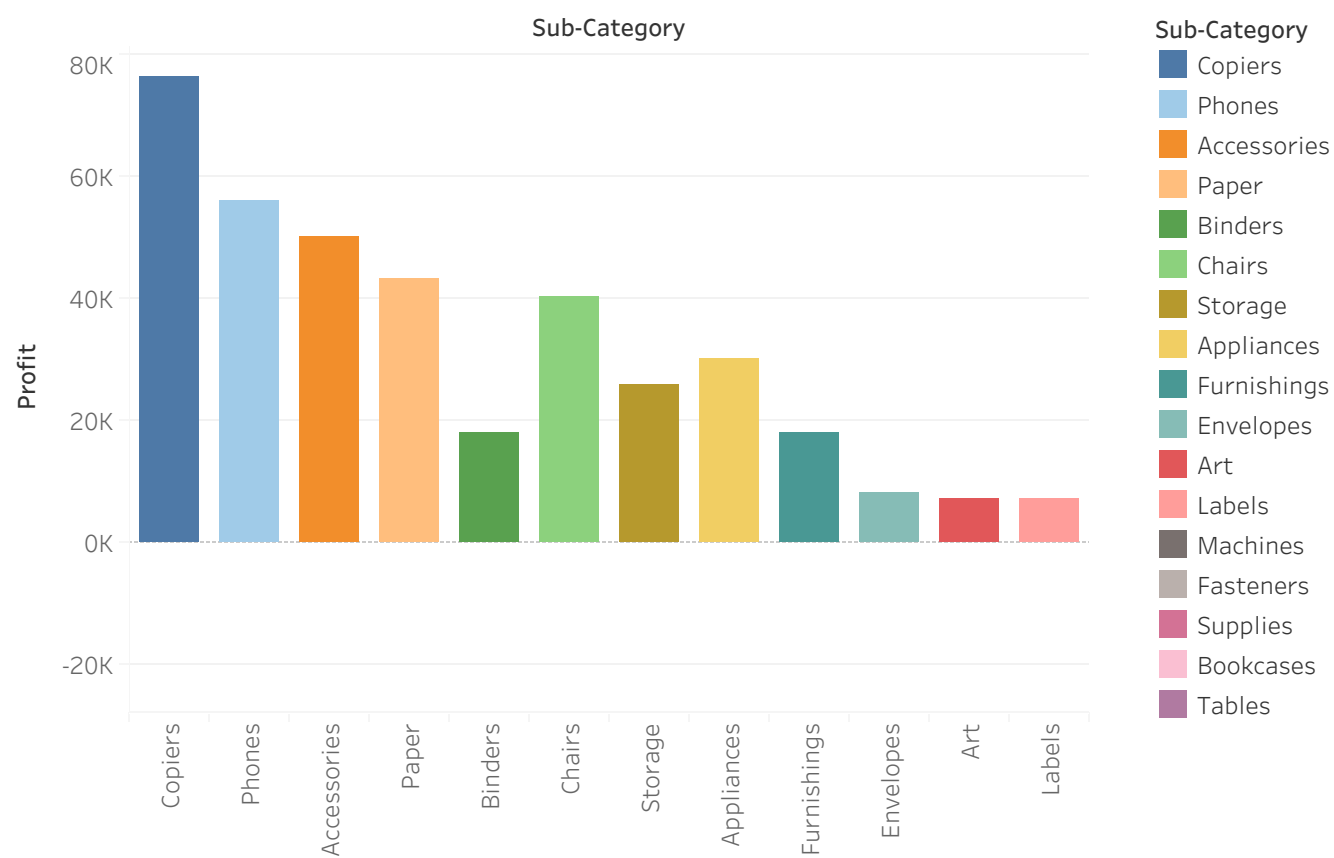


Stop selling products



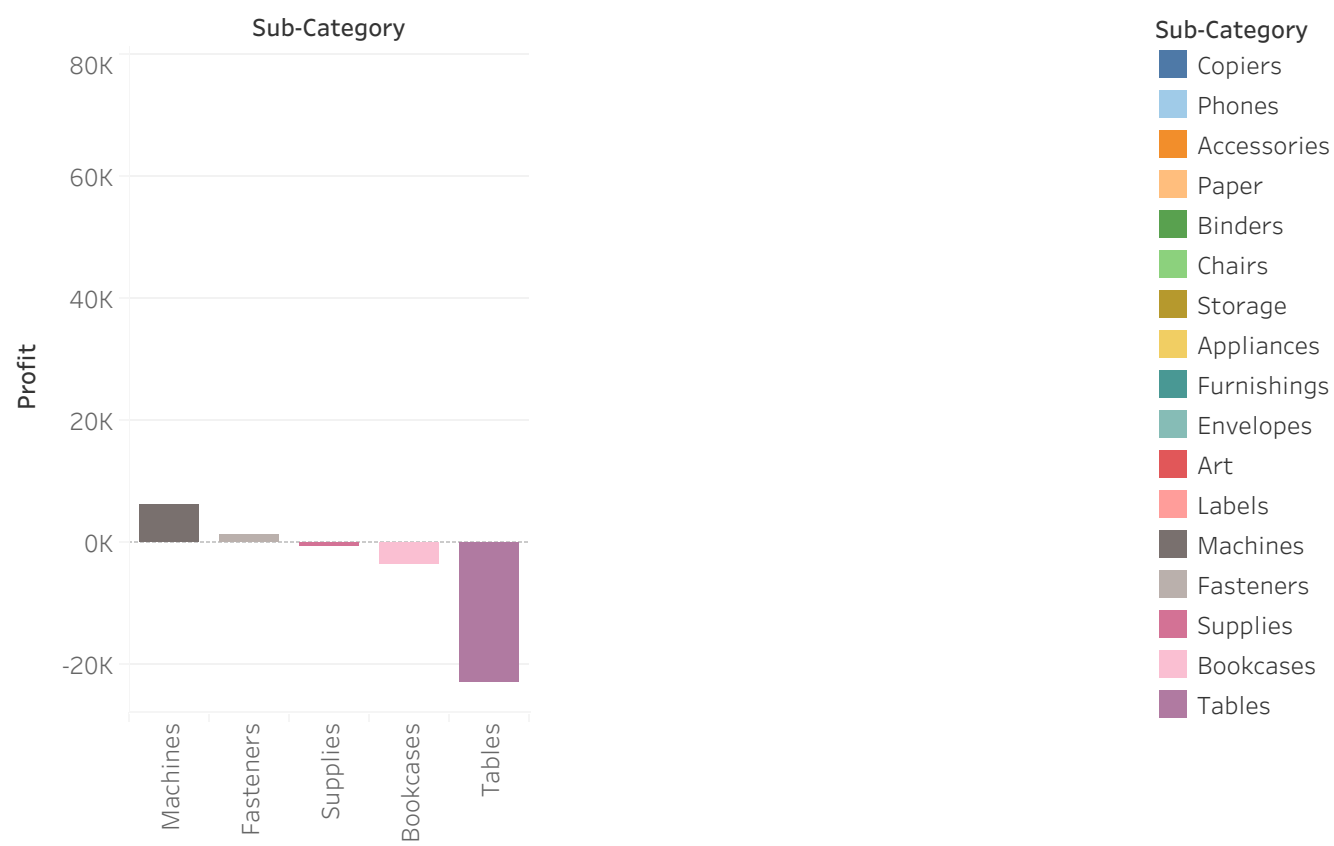
- Product Name
- Bush Advantage Collection Racetrack Conference Table
 - Chromcraft Bull-Nose Wood Oval Conference Tables & Bases
 - Cisco 9971 IP Video Phone Charcoal
 - Cubify CubeX 3D Printer Double Head Print
 - Cubify CubeX 3D Printer Triple Head Print
 - GBC DocuBind P400 Electric Binding System
 - Lexmark MX611dhe Monochrome Laser Printer
 - Samsung Galaxy Note 2
 - Swingline SM12-08 MicroCut Jam Free Shredder
 - Zebra GK420t Direct Thermal/Thermal Transfer Printer

Focus on Sub-category = Copiers, Phone and Accessories
Stop selling Tables, Bookcases, Supplies



Sum of Profit for each Sub-Category. Color shows details about Sub-Category.

Focus on Sub-category = Copiers, Phone and Accessories
Stop selling Tables, Bookcases, Supplies



Sum of Profit for each Sub-Category. Color shows details about Sub-Category.

Best combination state and month for advertising
Indiana in October = 128.62
Washington in March = 104.26
Vermont in November = 119.2

State	Order Date									
	January	February	March	April	May	June	July	August	Septemb..	October
Georgia	176.8	84.5	318.4	140.7	61.9	59.3	25.8	41.4	40.0	43.2
Michigan	193.0	20.6	72.1	144.3	151.8	64.8	51.9	53.0	61.0	29.5
Indiana	12.4	14.7	29.5	36.5	79.1	174.1	36.0	94.5	61.4	643.1
Virginia	19.7	199.5	84.5	39.9	137.0	56.7	31.1	110.1	109.2	36.0
Minnesota	14.9	39.0	22.9		227.3	106.5	185.1	14.0	339.2	284.3
Wisconsin	152.9	109.9	101.8	117.7	49.0		84.3	15.8	31.5	191.4
Delaware	31.7	116.8	84.8	5.2	96.1	24.8	45.6	13.8	34.4	35.6
Maryland	52.8	141.9	125.4	54.9	22.2		26.9	90.2	49.1	4.3
New York	-6.6	31.6	44.7	25.6	97.2	46.0	40.3	64.3	105.0	127.6
Washington	19.3	47.8	521.3	38.2	30.3	72.6	54.6	75.4	36.0	22.8
New Jersey	20.0	41.3	-14.5	306.1	41.6	65.1	66.2	61.8	46.0	32.1
Missouri	51.7	17.8	146.4	12.4	59.1	4.8	17.9	50.1	80.2	486.1
Rhode Island		-13.6		12.1	34.4	24.7	49.7	26.9	94.0	162.4
Kentucky	134.1	87.6	65.3	61.6	26.9	52.5	45.4	188.3	100.4	28.2
Oklahoma	177.9	2.0	306.1		138.4	45.4	70.9	23.2	57.1	61.4
California	37.8	36.4	39.7	27.3	39.8	33.4	50.7	56.7	34.2	34.4
Arkansas	72.9	3.0	18.6	19.7	21.4	52.5		72.0	227.0	40.9
Alabama	7.7		83.2	67.4	49.3	52.2	32.0	59.1	83.2	112.0
Nevada	19.2	5.5	19.3	70.7	99.0	20.2	27.1		16.5	343.0
Massachusetts	3.9	5.9	25.4	13.6	47.2	127.8	30.7	26.4	97.8	56.3
Vermont	92.7			336.6						
Mississippi	15.7	68.7	23.7	16.2	81.9	25.4	82.3	112.7		5.3
Connecticut	-7.3	24.2	44.0	41.9	10.8	46.6	45.4	70.4	24.7	55.1
New Hampshire	48.2	16.1	127.0		45.7		26.6	83.9	18.9	14.8
Utah		4.1	8.1		48.6	14.6	75.7	94.5	64.3	20.0
Louisiana	65.3	8.5	6.2	18.7	12.9	13.8	21.2	81.3	72.9	93.5
South Carolina	87.4		10.8	81.9	60.5	19.2	12.5	22.6	61.6	3.8
Montana	187.1			41.6			2.2	2.7	10.4	
Nebraska		31.0		8.5	1.2	36.0	16.2		51.8	29.0
New Mexico		23.1	57.6	0.4		35.3	114.6	18.5	6.5	79.2
Iowa	16.6		54.8	50.0			11.8	3.1	99.8	
Kansas	137.2	2.6			34.1	8.7	50.0		45.1	74.8
Idaho			7.1	3.4	22.0	50.6		1.1	101.3	29.1
District of Columbia	17.5			324.8	9.2					
Maine						10.8		85.6	82.6	
Wyoming							38.2			
South Dakota	22.4									
North Dakota					43.3					
West Virginia						87.6				-77.0
Oregon	6.5	9.4	-3.4	2.6	10.7	10.6	18.8	-26.3	18.1	-32.0
Florida	-2.5	6.0	-30.9	-4.4	-20.8	1.1	8.0	-3.6	5.0	-11.4
Arizona	-46.6	-19.7	3.4	-103.8	-12.7	2.0	-30.9	45.9	-5.0	-10.8
Tennessee	2.2	0.7	-1.3	-7.7	-6.4	37.3	0.6	-77.2	-28.8	-165.1
Colorado	2.6	3.1	-65.0	-215.8	2.6	15.0	6.5	-8.3	-11.0	-140.7
Pennsylvania	-11.8	39.6	-29.9	-22.0	17.1	-4.1	-24.3	-61.2	-53.4	-4.3
Ohio	-119.0	-16.2	-41.5	-14.6	-9.7	-10.2	-8.5	1.3	-3.5	-41.9
Texas	-59.1	-41.8	-18.3	-53.2	-6.7	-7.4	-227.1	-14.4	-31.4	-5.8
Illinois	-25.5	-14.0	-15.2	-2.1	-12.4	-32.3	-10.9	33.0	-74.7	-6.3
North Carolina	-91.1	36.9	15.1	1.5	18.9	19.7	5.2	19.7	-4.1	-41.3

Average of Profit broken down by Order Date Month vs. State. Color shows average of Profit. The marks are labeled by average of Profit.

Best combination state and month for advertising

Indiana in October = 128.62

Washington in March = 104.26

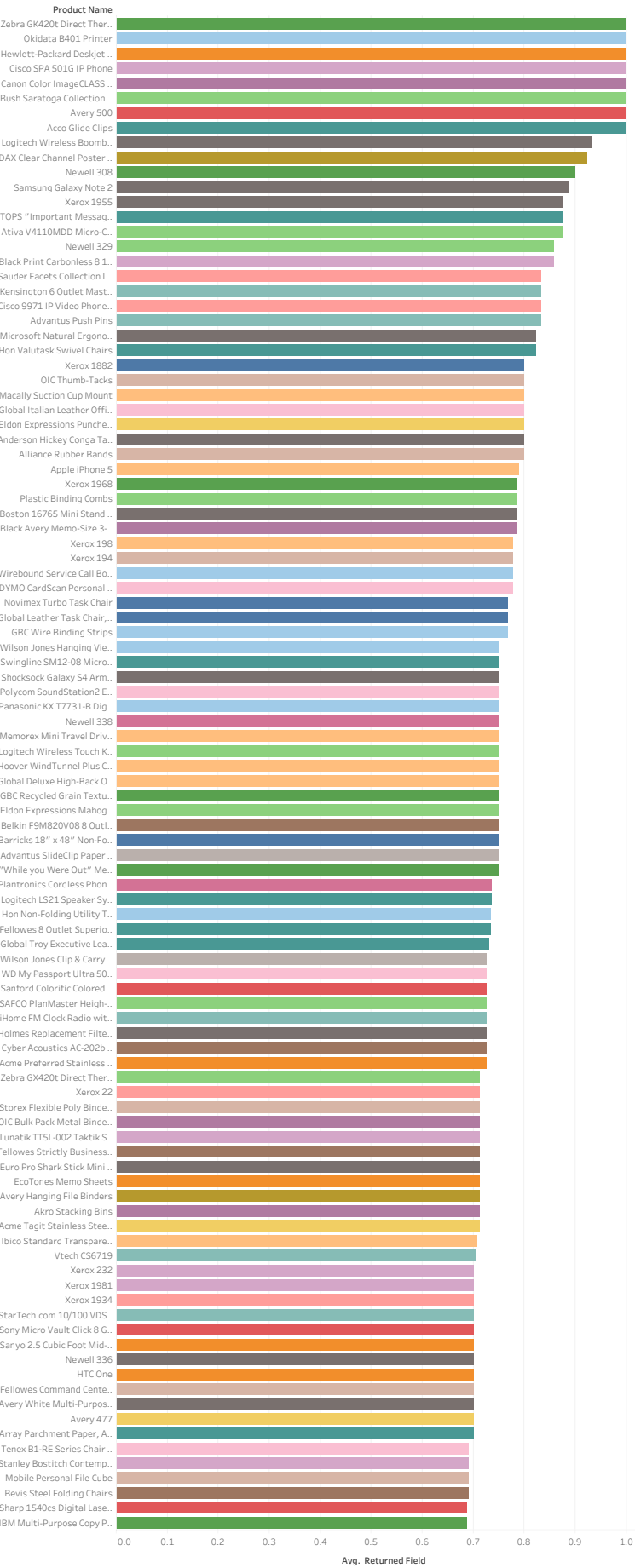
Vermont in November = 119.2

State	Order Date	
	November	December
Georgia	61.4	26.2
Michigan	56.8	143.7
Indiana	70.9	98.9
Virginia	50.5	104.8
Minnesota	58.6	35.6
Wisconsin	31.6	118.1
Delaware	243.2	17.1
Maryland	130.0	43.3
New York	84.7	60.9
Washington	42.3	50.5
New Jersey	87.2	106.6
Missouri	54.8	372.2
Rhode Island	20.1	250.0
Kentucky	87.9	81.2
Oklahoma	88.7	54.8
California	30.6	37.8
Arkansas	16.9	60.9
Alabama	266.6	84.5
Nevada	22.9	60.6
Massachusetts	26.6	80.0
Vermont	596.0	67.7
Mississippi	43.5	44.8
Connecticut	47.1	78.6
New Hampshire		103.7
Utah	24.7	
Louisiana	60.1	111.3
South Carolina	51.3	7.8
Montana	32.1	152.5
Nebraska	18.9	92.2
New Mexico	30.2	6.3
Iowa	43.9	20.3
Kansas	20.4	23.5
Idaho	91.5	16.7
District of Columbia		13.2
Maine		
Wyoming	100.2	
South Dakota	6.6	
North Dakota		6.8
West Virginia		
Oregon	-16.1	-37.1
Florida	-9.4	-16.0
Arizona	-7.3	-33.6
Tennessee	13.1	-43.0
Colorado	1.0	-23.6
Pennsylvania	-33.4	-20.8
Ohio	-105.4	-40.7
Texas	-28.5	-15.5
Illinois	-19.0	-37.3
North Carolina	-91.9	6.3

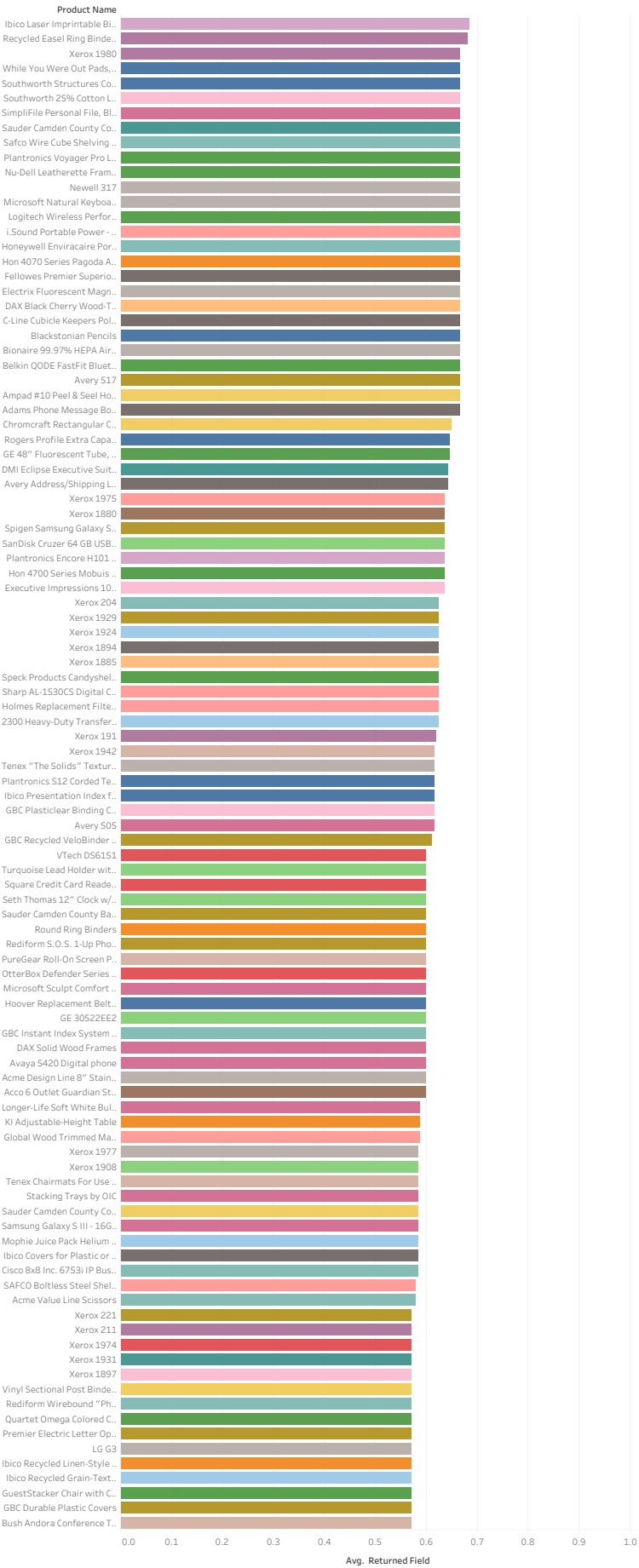


Average of Profit broken down by Order Date Month vs. State. Color shows average of Profit. The marks are labeled by average of Profit.

Product highest returned rate



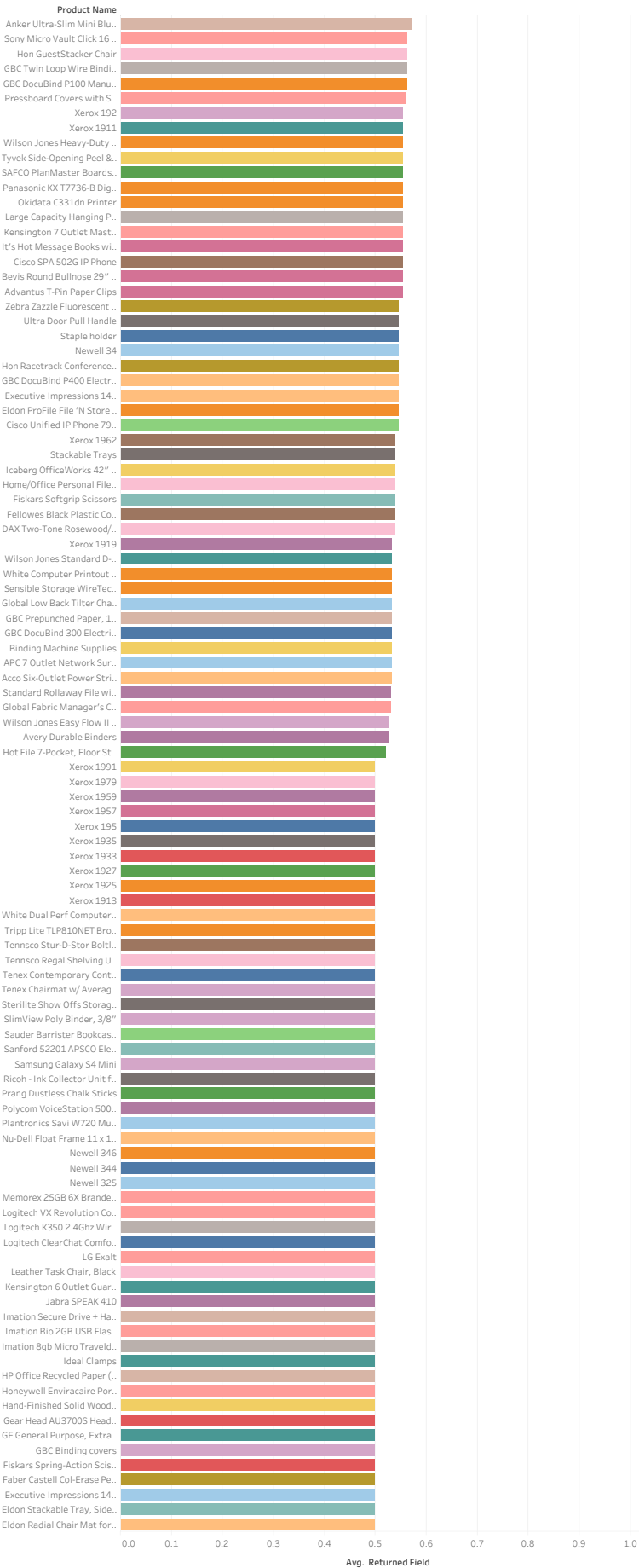
Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



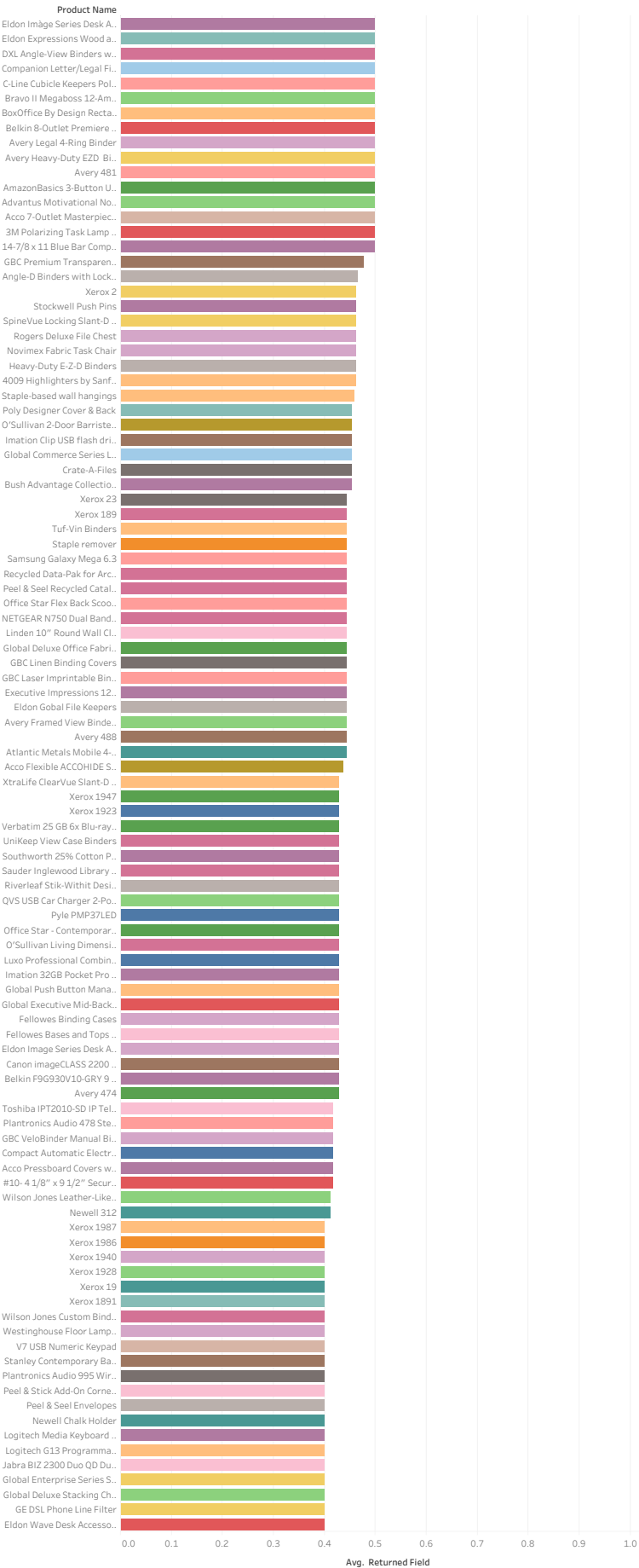
Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



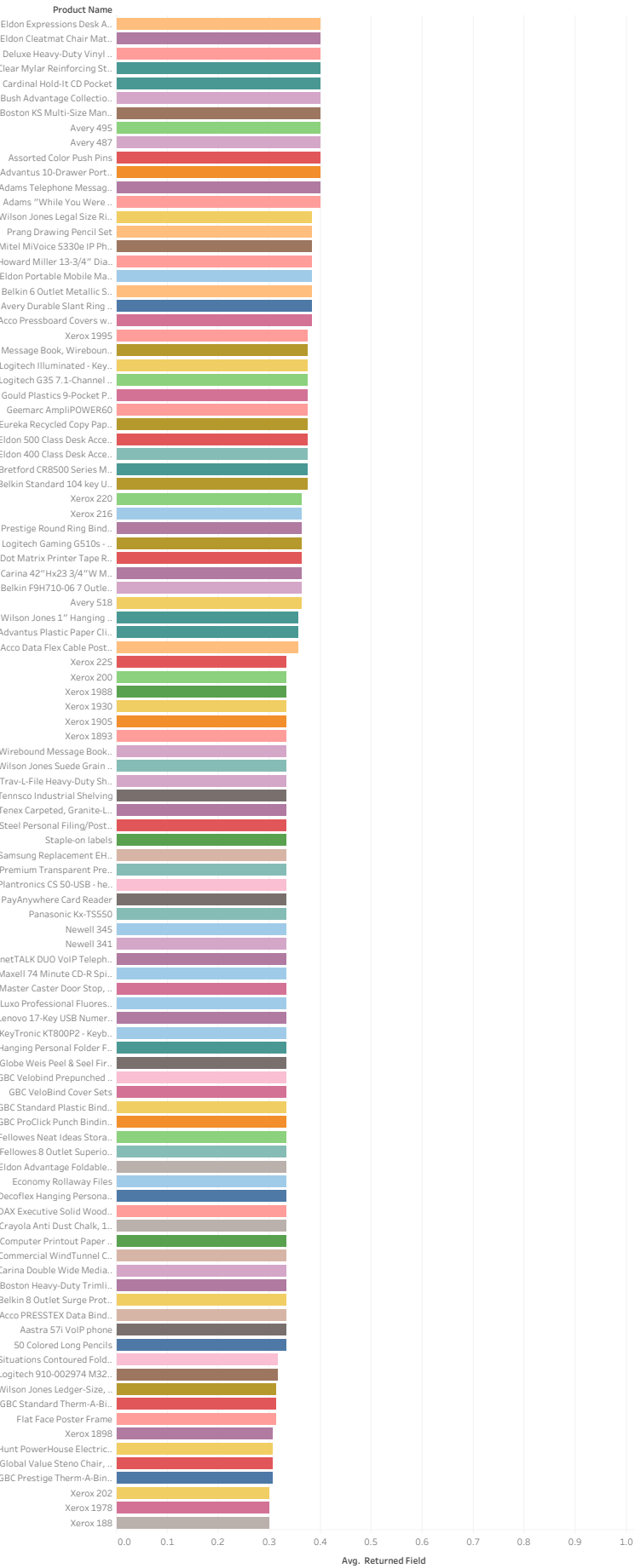
Product highest returned rate



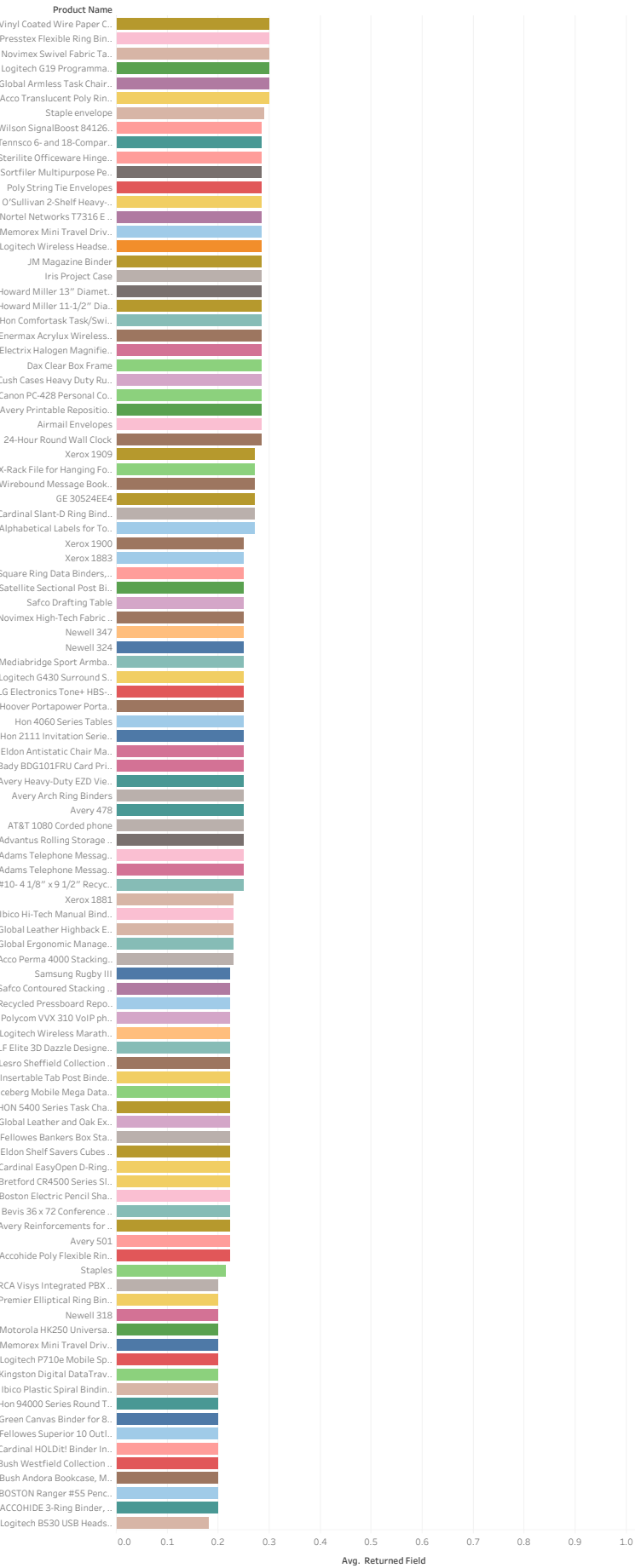
Average of Returned Field for each Product Name. Color shows details about Product Name.



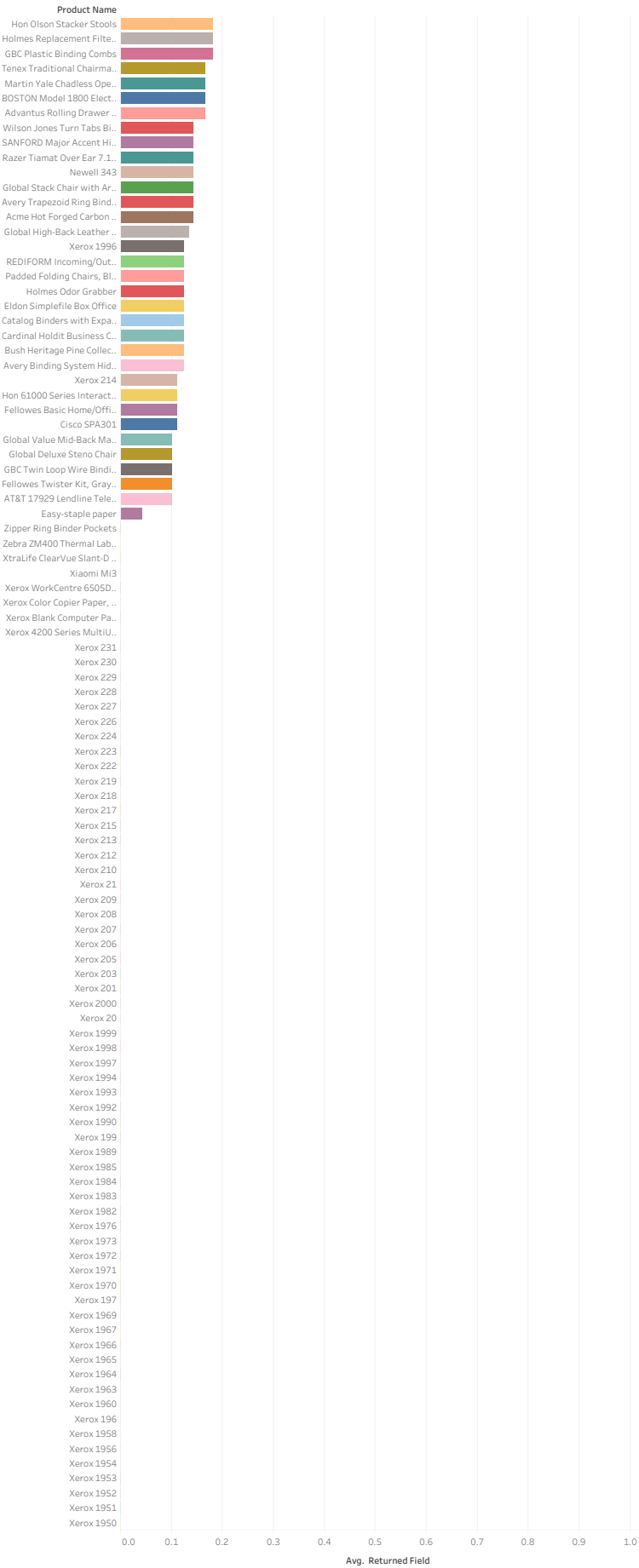
Product highest returned rate



Product highest returned rate



Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



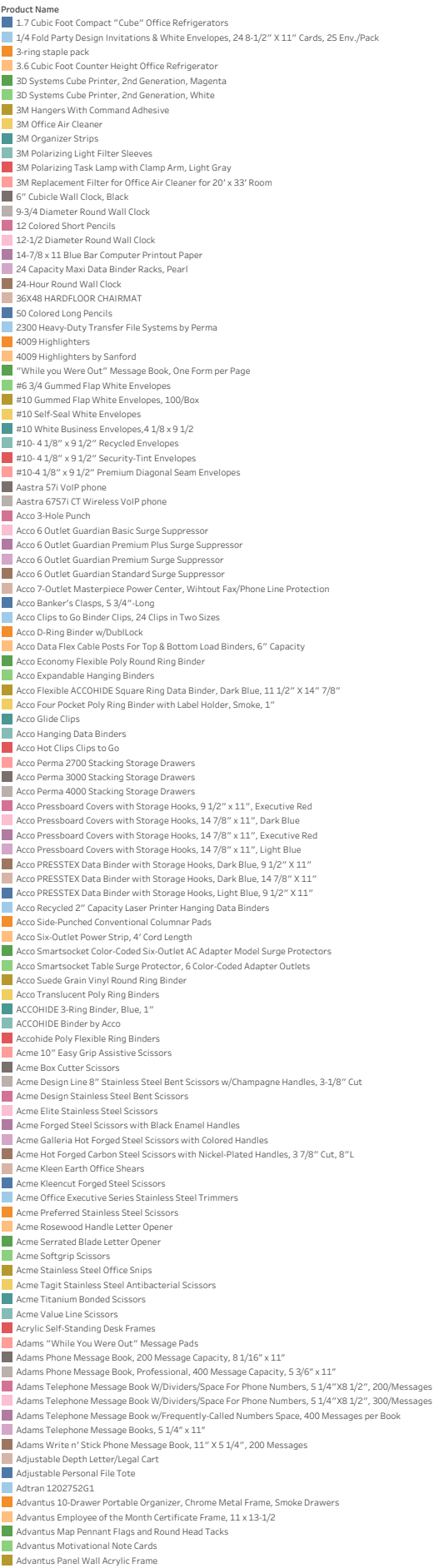
Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.

Product highest returned rate



Product Name
1.7 Cubic Foot Compact "Cube" Office Refrigerators
1/4 Fold Party Design Invitations & White Envelopes, 24 8-1/2" X 11" Cards, 25 Env./Pack
3-ring staple pack
3.6 Cubic Foot Counter Height Office Refrigerator
3D Systems Cube Printer, 2nd Generation, Magenta
3D Systems Cube Printer, 2nd Generation, White
3M Hangers With Command Adhesive
3M Office Air Cleaner
3M Organizer Strips
3M Polarizing Light Filter Sleeves
3M Polarizing Task Lamp with Clamp Arm, Light Gray
3M Replacement Filter for Office Air Cleaner for 20' x 33' Room
6" Cubicle Wall Clock, Black
9-3/4 Diameter Round Wall Clock
12 Colored Short Pencils
12-1/2 Diameter Round Wall Clock
14-7/8 x 11 Blue Bar Computer Printout Paper
24 Capacity Maxi Data Binder Racks, Pearl
24-Hour Round Wall Clock
36X48 HARDFLOOR CHAIRMAT
50 Colored Long Pencils
2300 Heavy-Duty Transfer File Systems by Perma
4009 Highlighters
4009 Highlighters by Sanford
"While you Were Out" Message Book, One Form per Page
#6 3/4 Gummed Flap White Envelopes
#10 Gummed Flap White Envelopes, 100/Box
#10 Self-Seal White Envelopes
#10 White Business Envelopes, 4 1/8 x 9 1/2
#10- 4 1/8" x 9 1/2" Recycled Envelopes
#10- 4 1/8" x 9 1/2" Security-Tint Envelopes
#10-4 1/8" x 9 1/2" Premium Diagonal Seam Envelopes
Aastra 57i VoIP phone
Aastra 6757i CT Wireless VoIP phone
Acco 3-Hole Punch
Acco 6 Outlet Guardian Basic Surge Suppressor
Acco 6 Outlet Guardian Premium Plus Surge Suppressor
Acco 6 Outlet Guardian Premium Surge Suppressor
Acco 6 Outlet Guardian Standard Surge Suppressor
Acco 7-Outlet Masterpiece Power Center, W/itout Fax/Phone Line Protection
Acco Banker's Clasps, 5 3/4"-Long
Acco Clips to Go Binder Clips, 24 Clips in Two Sizes
Acco D-Ring Binder w/DubILock
Acco Data Flex Cable Posts For Top & Bottom Load Binders, 6" Capacity
Acco Economy Flexible Poly Round Ring Binder
Acco Expandable Hanging Binders
Acco Flexible ACCOHIDE Square Ring Data Binder, Dark Blue, 11 1/2" X 14" 7/8"
Acco Four Pocket Poly Ring Binder with Label Holder, Smoke, 1"
Acco Glide Clips
Acco Hanging Data Binders
Acco Hot Clips Clips to Go
Acco Perma 2700 Stacking Storage Drawers
Acco Perma 3000 Stacking Storage Drawers
Acco Perma 4000 Stacking Storage Drawers
Acco Pressboard Covers with Storage Hooks, 9 1/2" x 11", Executive Red
Acco Pressboard Covers with Storage Hooks, 14 7/8" x 11", Dark Blue
Acco Pressboard Covers with Storage Hooks, 14 7/8" x 11", Executive Red
Acco Pressboard Covers with Storage Hooks, 14 7/8" x 11", Light Blue
Acco PRESSTEX Data Binder with Storage Hooks, Dark Blue, 9 1/2" X 11"
Acco PRESSTEX Data Binder with Storage Hooks, Dark Blue, 14 7/8" X 11"
Acco PRESSTEX Data Binder with Storage Hooks, Light Blue, 9 1/2" X 11"
Acco Recycled 2" Capacity Laser Printer Hanging Data Binders
Acco Side-Punched Conventional Columnar Pads
Acco Six-Outlet Power Strip, 4' Cord Length
Acco Smartsocket Color-Coded Six-Outlet AC Adapter Model Surge Protectors
Acco Smartsocket Table Surge Protector, 6 Color-Coded Adapter Outlets
Acco Suede Grain Vinyl Round Ring Binder
Acco Translucent Poly Ring Binders
ACCOHIDE 3-Ring Binder, Blue, 1"
ACCOHIDE Binder by Acco
Accohide Poly Flexible Ring Binders
Acme 10" Easy Grip Assistive Scissors
Acme Box Cutter Scissors
Acme Design Line 8" Stainless Steel Bent Scissors w/Champagne Handles, 3-1/8" Cut
Acme Design Stainless Steel Bent Scissors
Acme Elite Stainless Steel Scissors
Acme Forged Steel Scissors with Black Enamel Handles
Acme Galleria Hot Forged Steel Scissors with Colored Handles
Acme Hot Forged Carbon Steel Scissors with Nickel-Plated Handles, 3 7/8" Cut, 8"L
Acme Kleen Earth Office Shears
Acme Kleencut Forged Steel Scissors
Acme Office Executive Series Stainless Steel Trimmers
Acme Preferred Stainless Steel Scissors
Acme Rosewood Handle Letter Opener
Acme Serrated Blade Letter Opener
Acme Softgrip Scissors
Acme Stainless Steel Office Snips
Acme Tagit Stainless Steel Antibacterial Scissors
Acme Titanium Bonded Scissors
Acme Value Line Scissors
Acrylic Self-Standing Desk Frames
Adams "While You Were Out" Message Pads
Adams Phone Message Book, 200 Message Capacity, 8 1/16" x 11"
Adams Phone Message Book, Professional, 400 Message Capacity, 5 3/6" x 11"
Adams Telephone Message Book W/Dividers/Space For Phone Numbers, 5 1/4"X8 1/2", 200/Messages
Adams Telephone Message Book W/Dividers/Space For Phone Numbers, 5 1/4"X8 1/2", 300/Messages
Adams Telephone Message Book w/Frequently-Called Numbers Space, 400 Messages per Book
Adams Telephone Message Books, 5 1/4" x 11"
Adams Write n' Stick Phone Message Book, 11" X 5 1/4", 200 Messages
Adjustable Depth Letter/Legal Cart
Adjustable Personal File Tote
Adtran 1202752G1
Advantus 10-Drawer Portable Organizer, Chrome Metal Frame, Smoke Drawers
Advantus Employee of the Month Certificate Frame, 11 x 13-1/2
Advantus Map Pennant Flags and Round Head Tacks
Advantus Motivational Note Cards
Advantus Panel Wall Acrylic Frame

Average of Returned Field for each Product Name. Color shows details about Product Name.

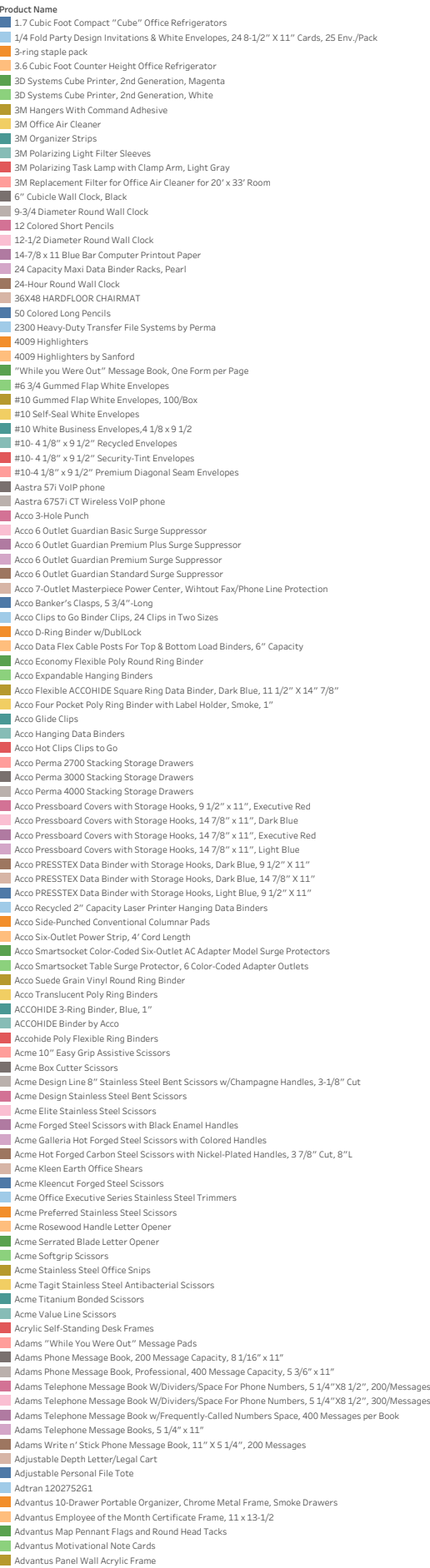
Product highest returned rate



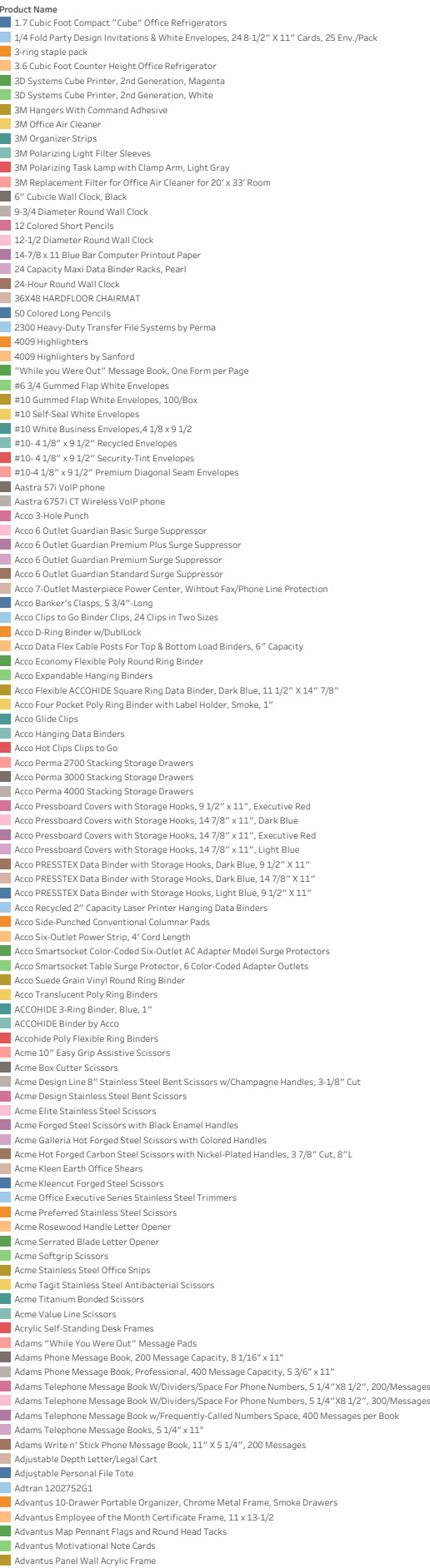
Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



Product highest returned rate



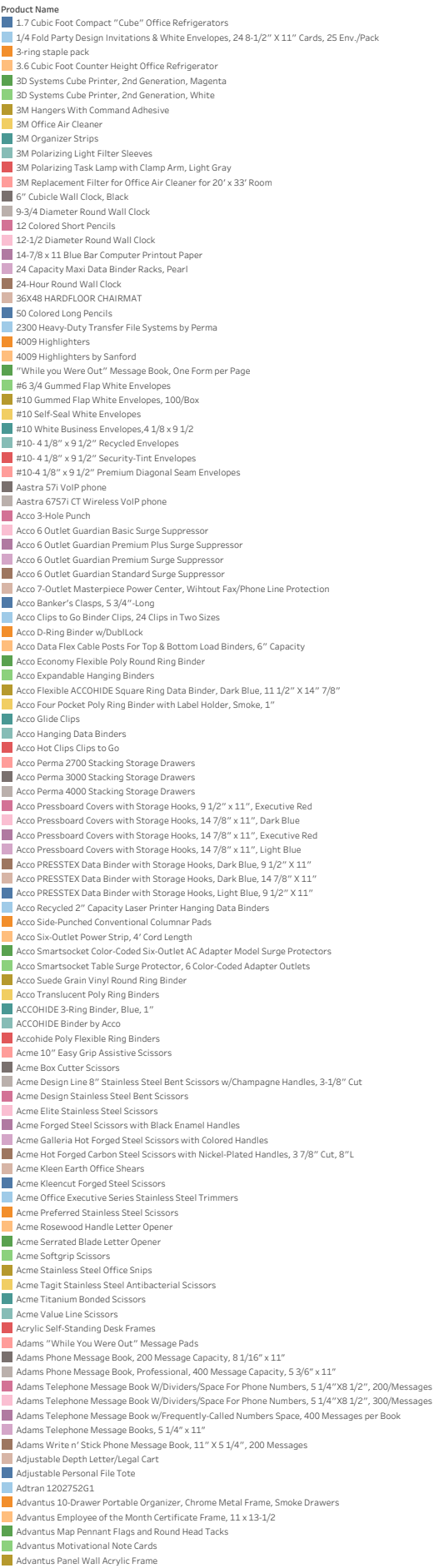
Product highest returned rate



Average of Returned Field for each Product Name. Color shows details about Product Name.



Product highest returned rate



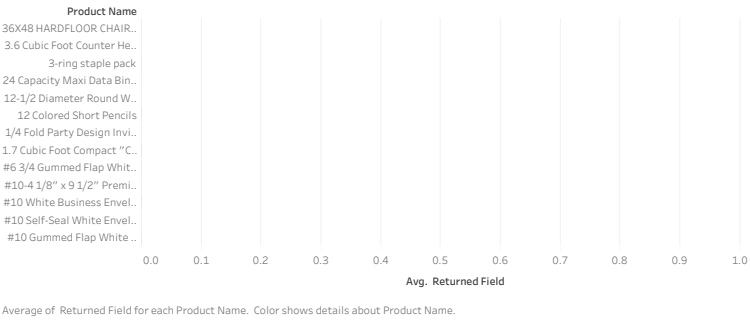
Average of Returned Field for each Product Name. Color shows details about Product Name.

Product highest returned rate

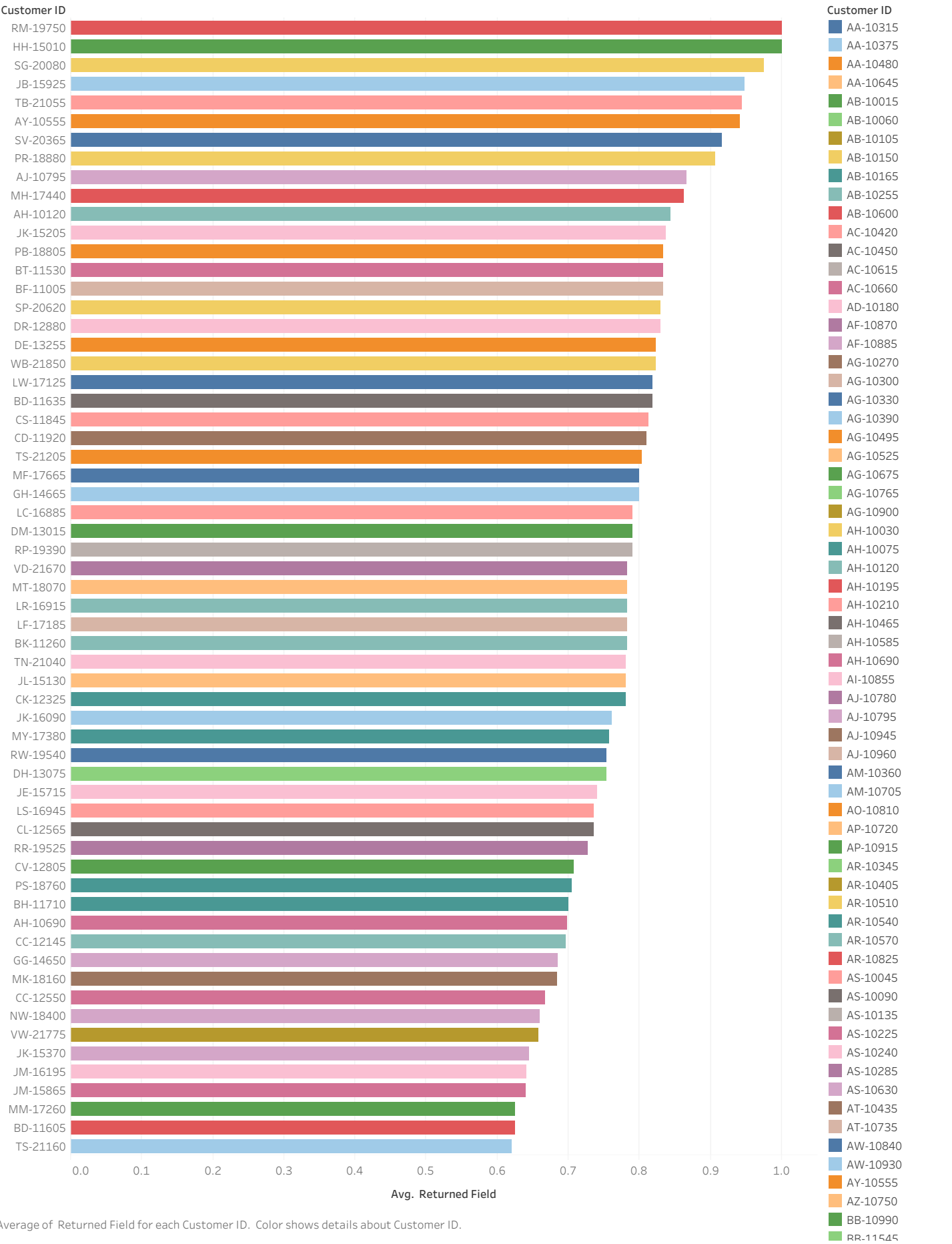


Average of Returned Field for each Product Name. Color shows details about Product Name.

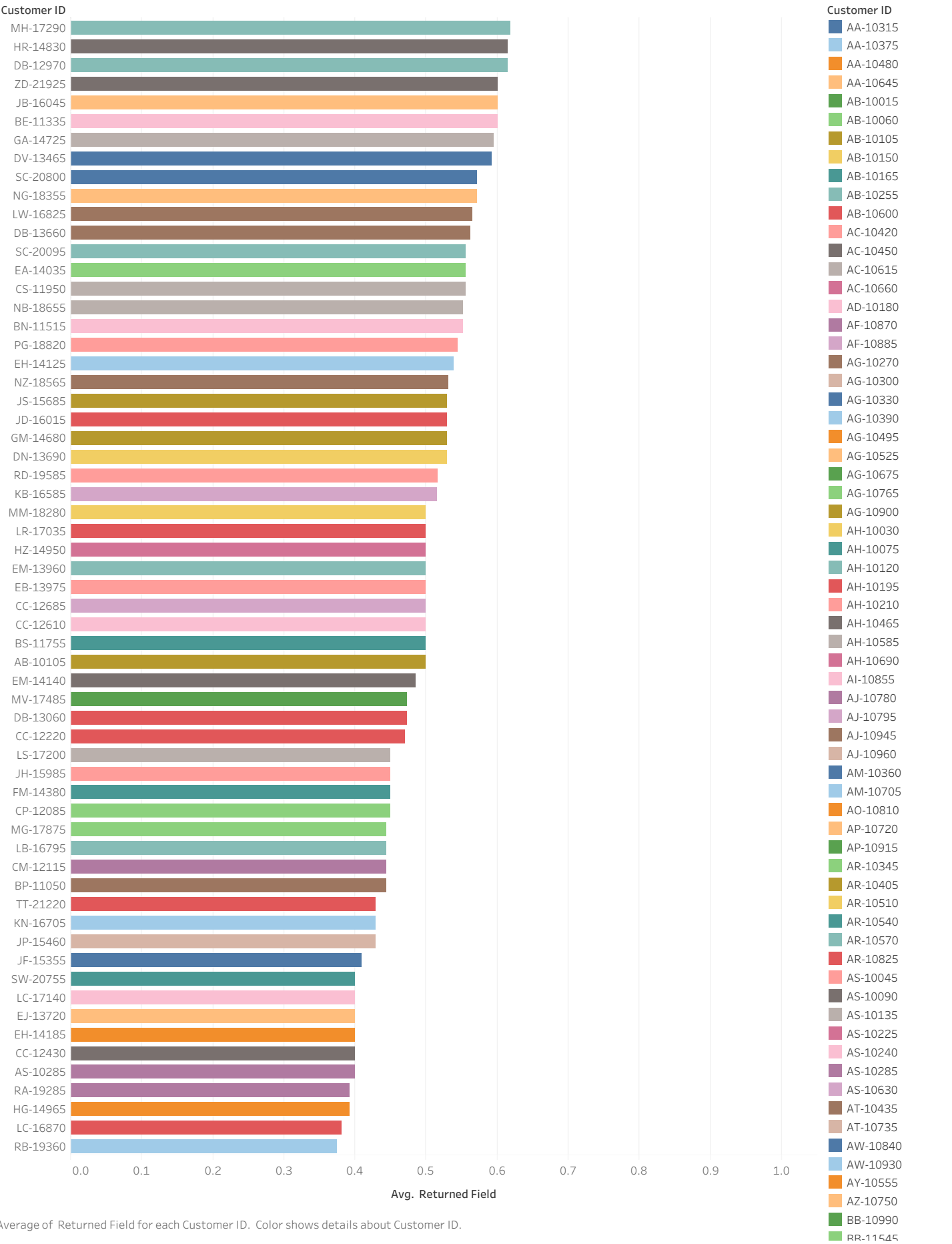
Product highest returned rate



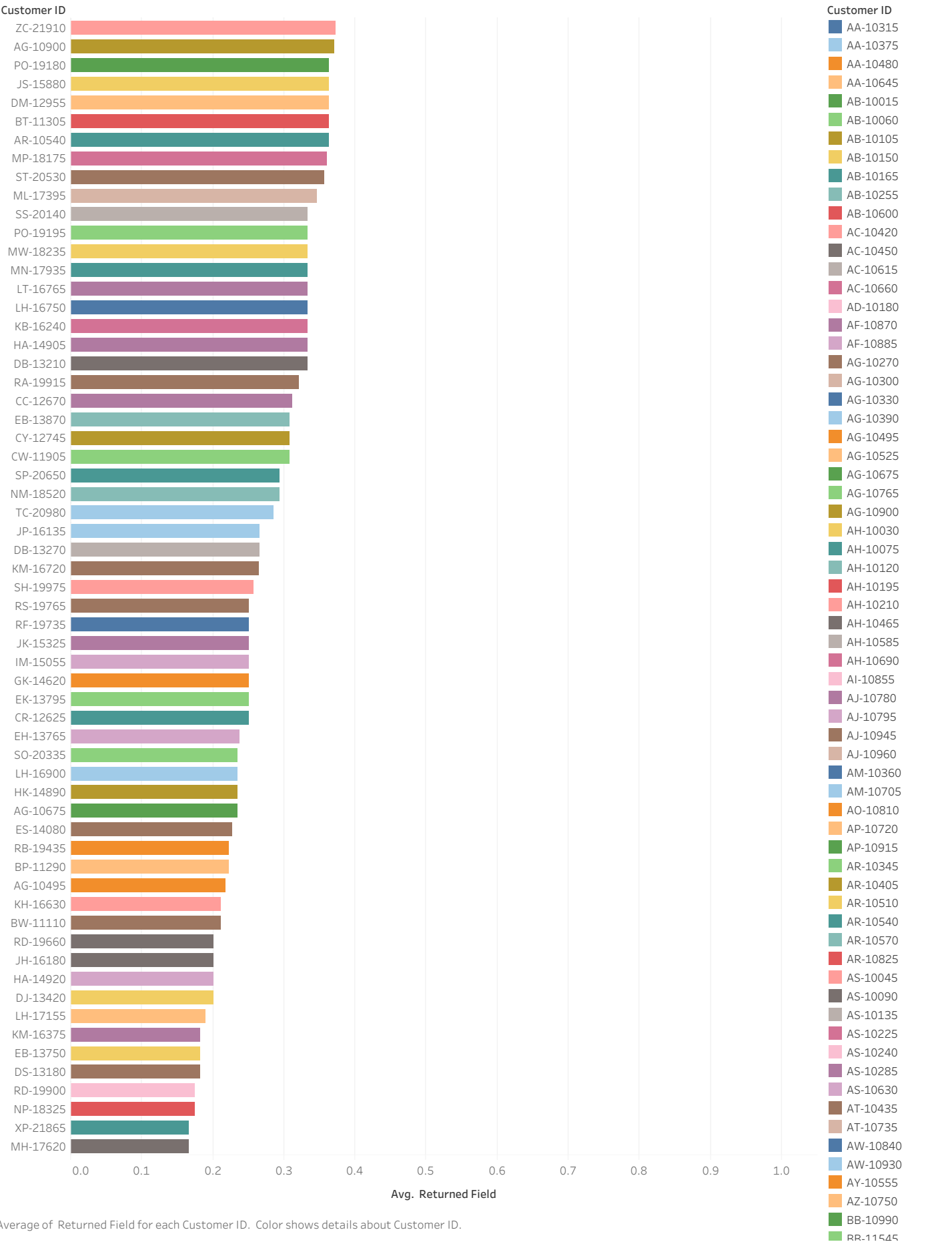
Customer highest returned rate



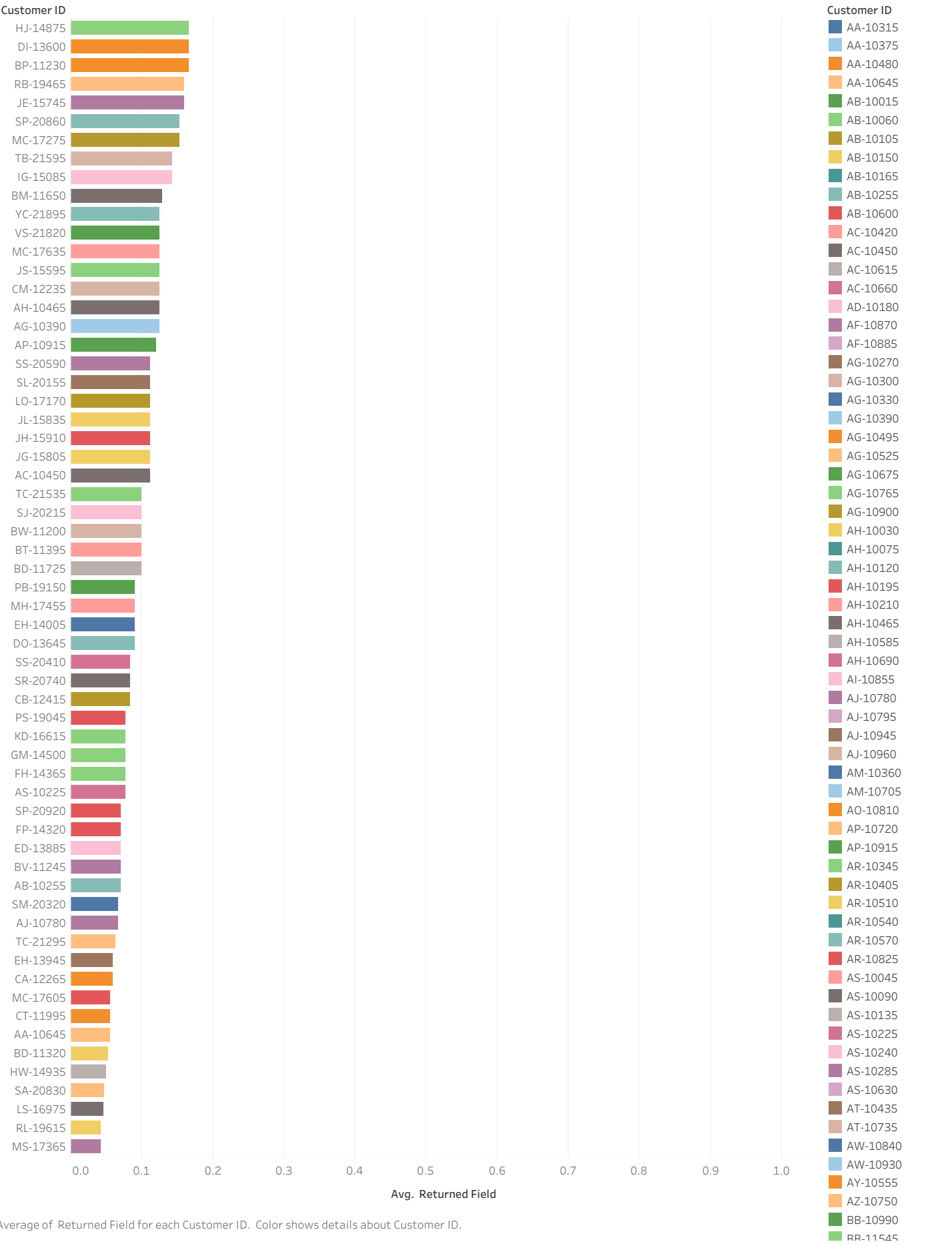
Customer highest returned rate



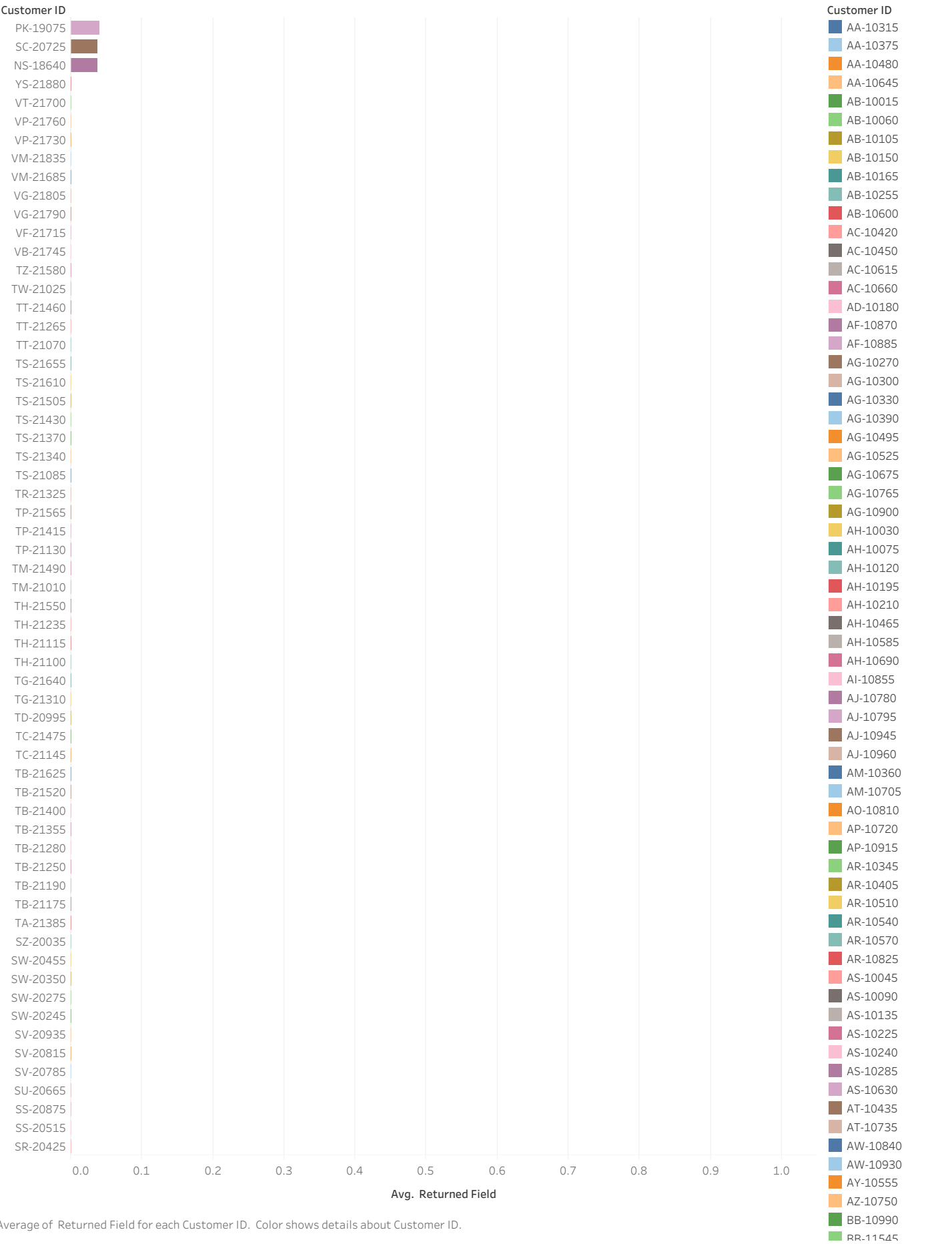
Customer highest returned rate



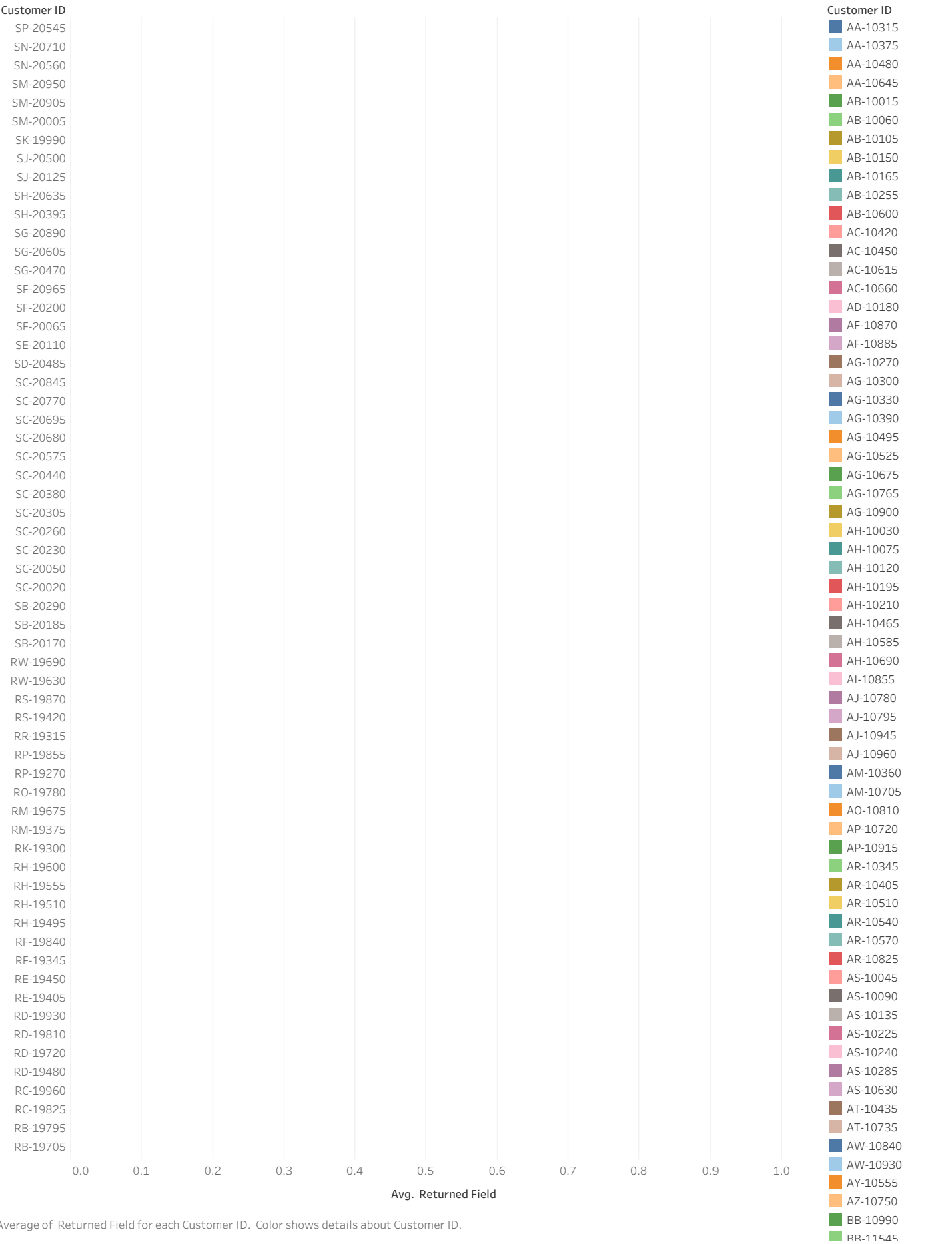
Customer highest returned rate



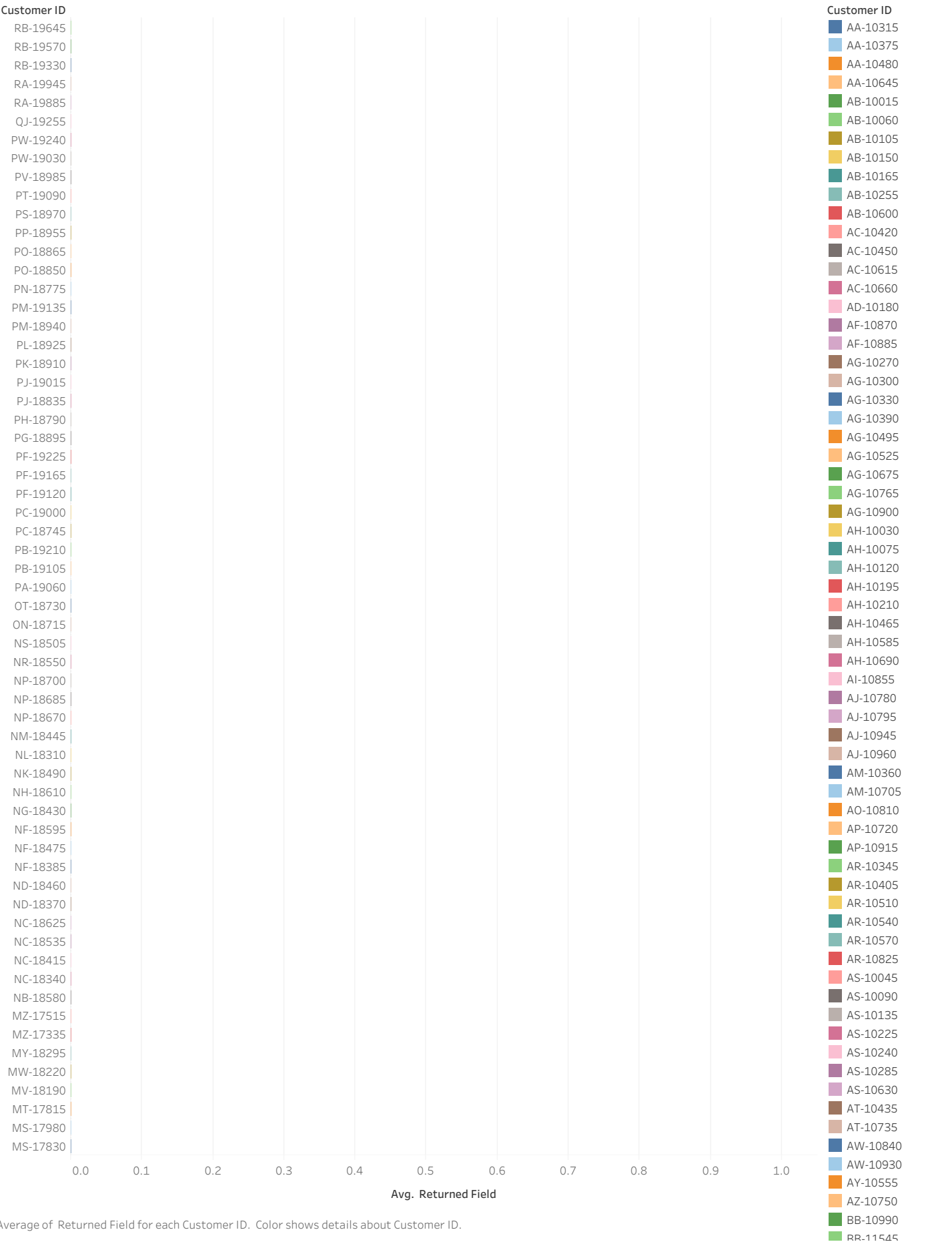
Customer highest returned rate



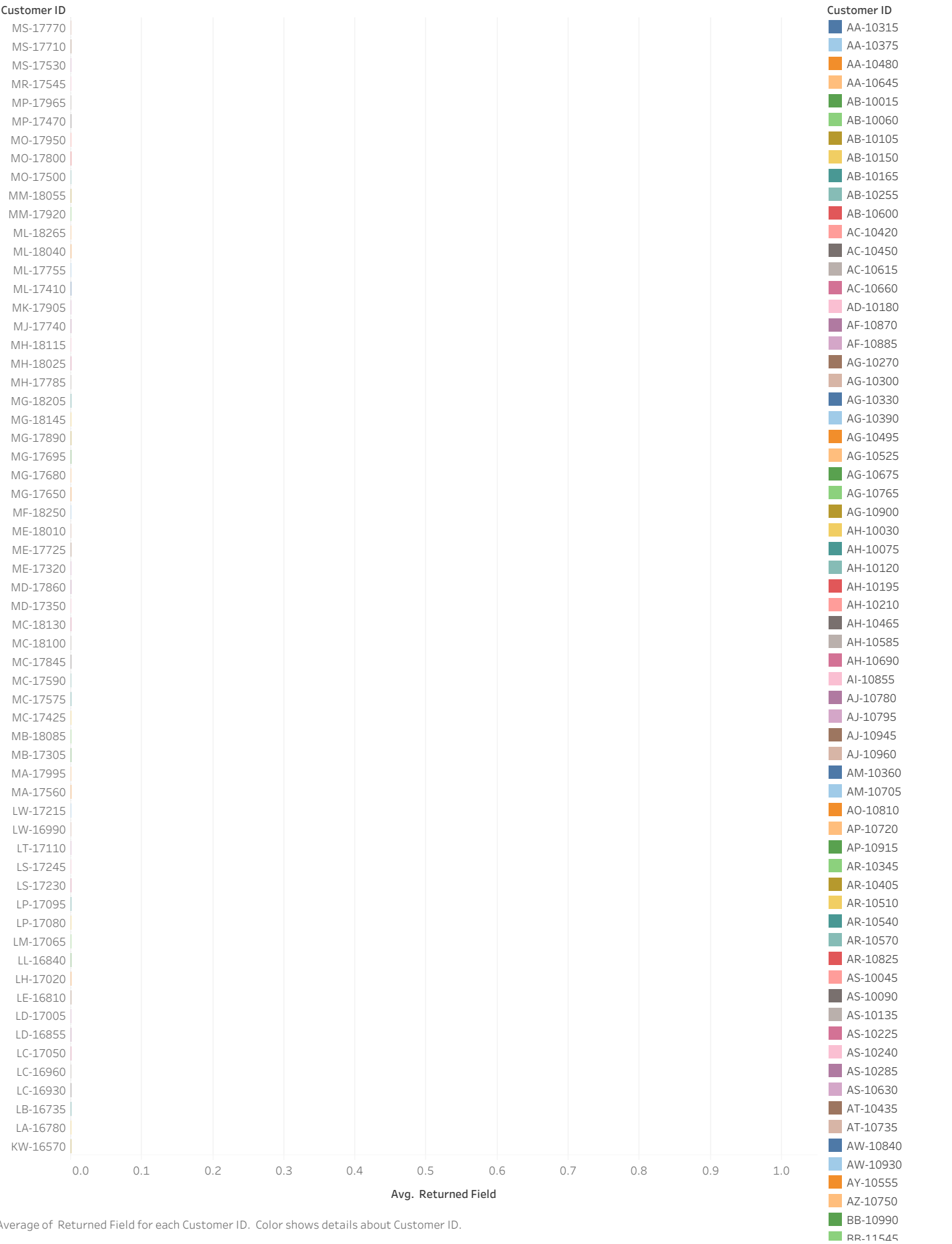
Customer highest returned rate



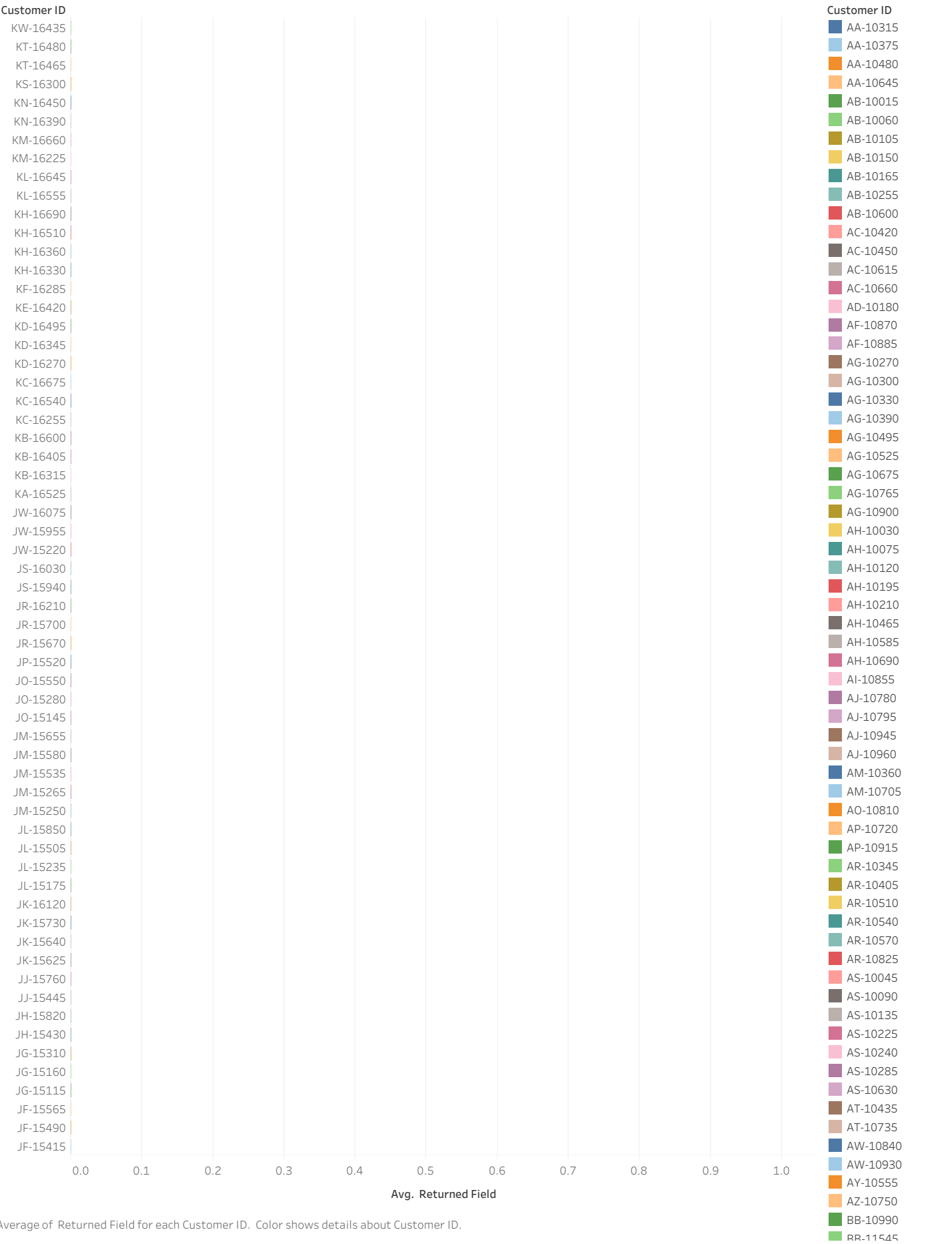
Customer highest returned rate



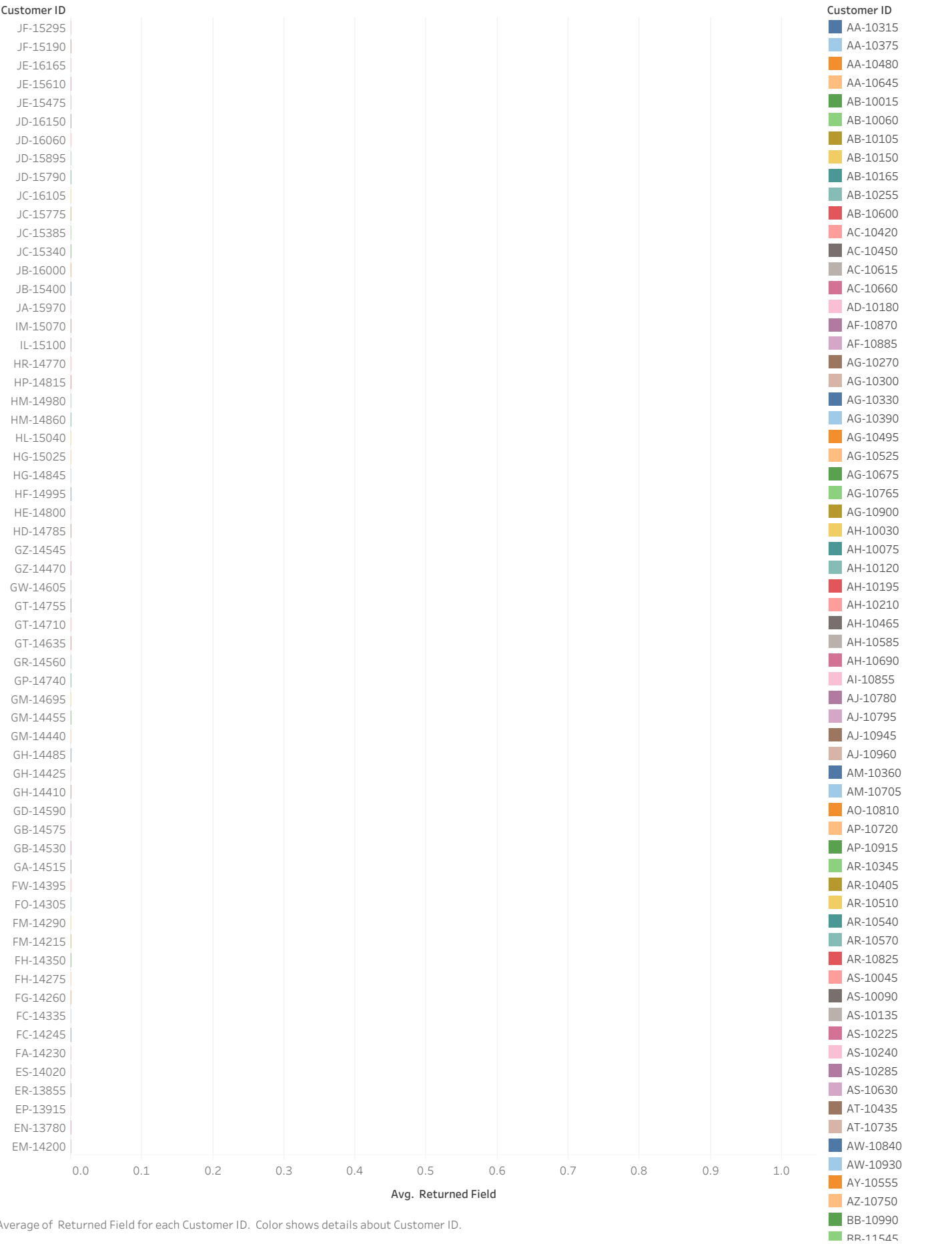
Customer highest returned rate



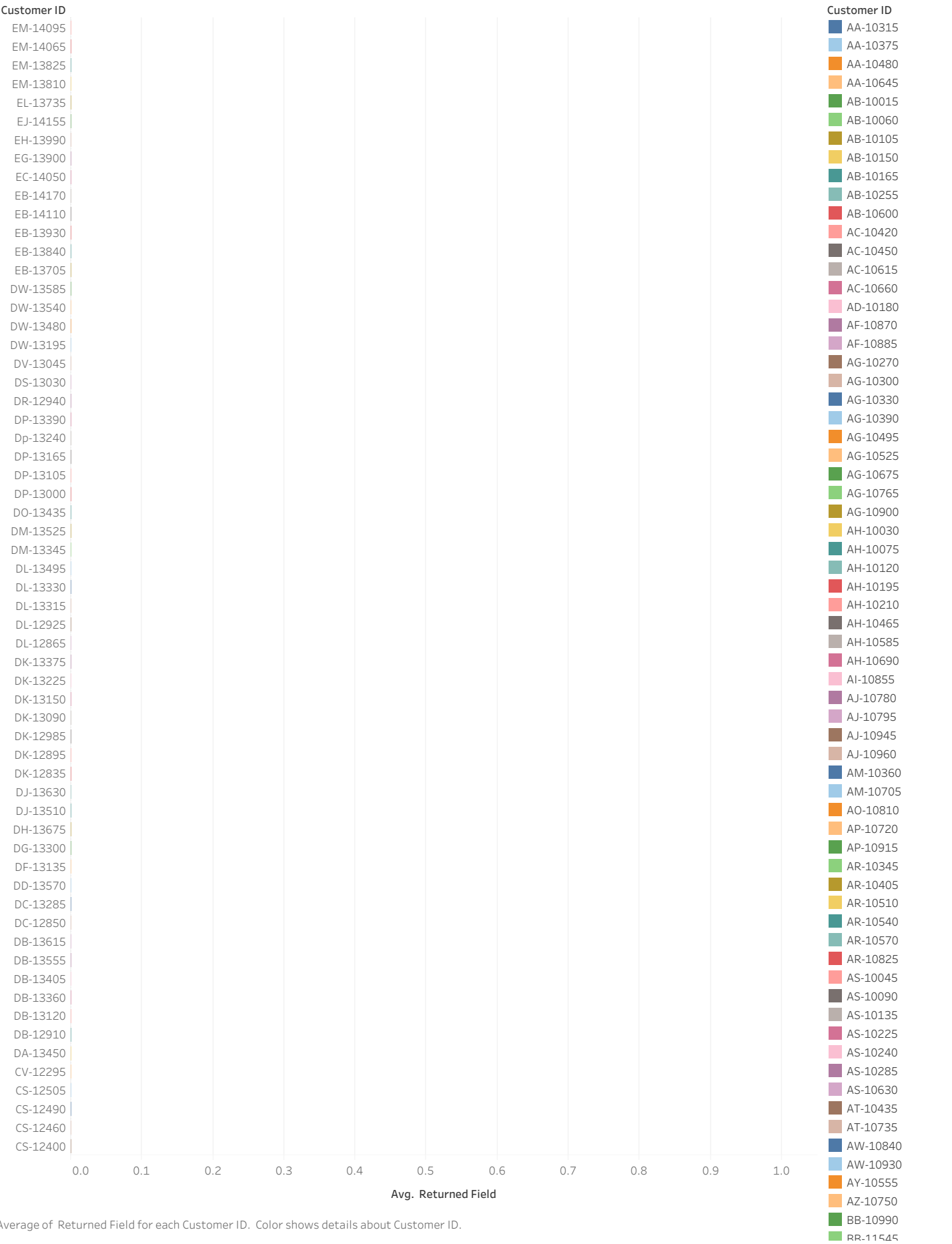
Customer highest returned rate



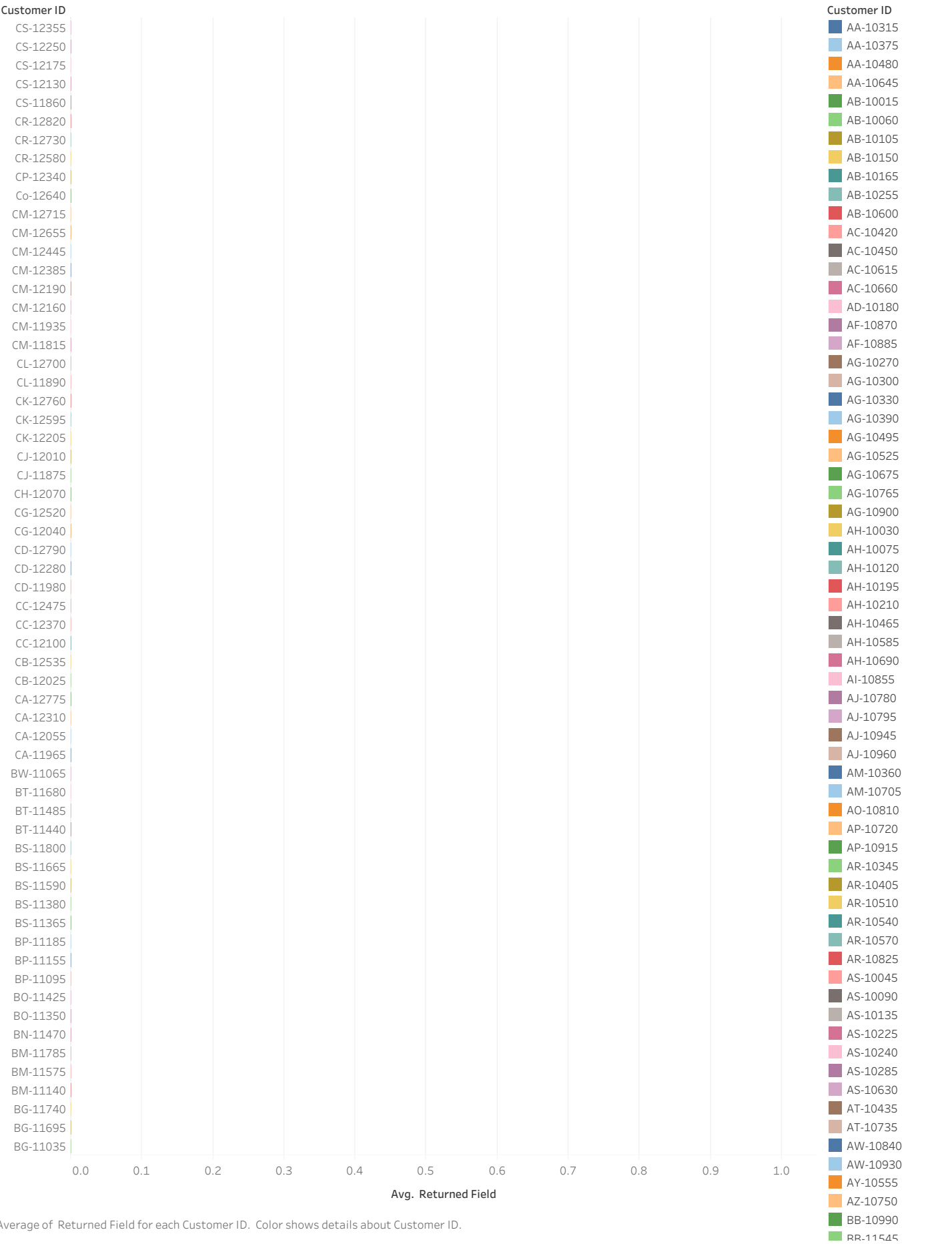
Customer highest returned rate



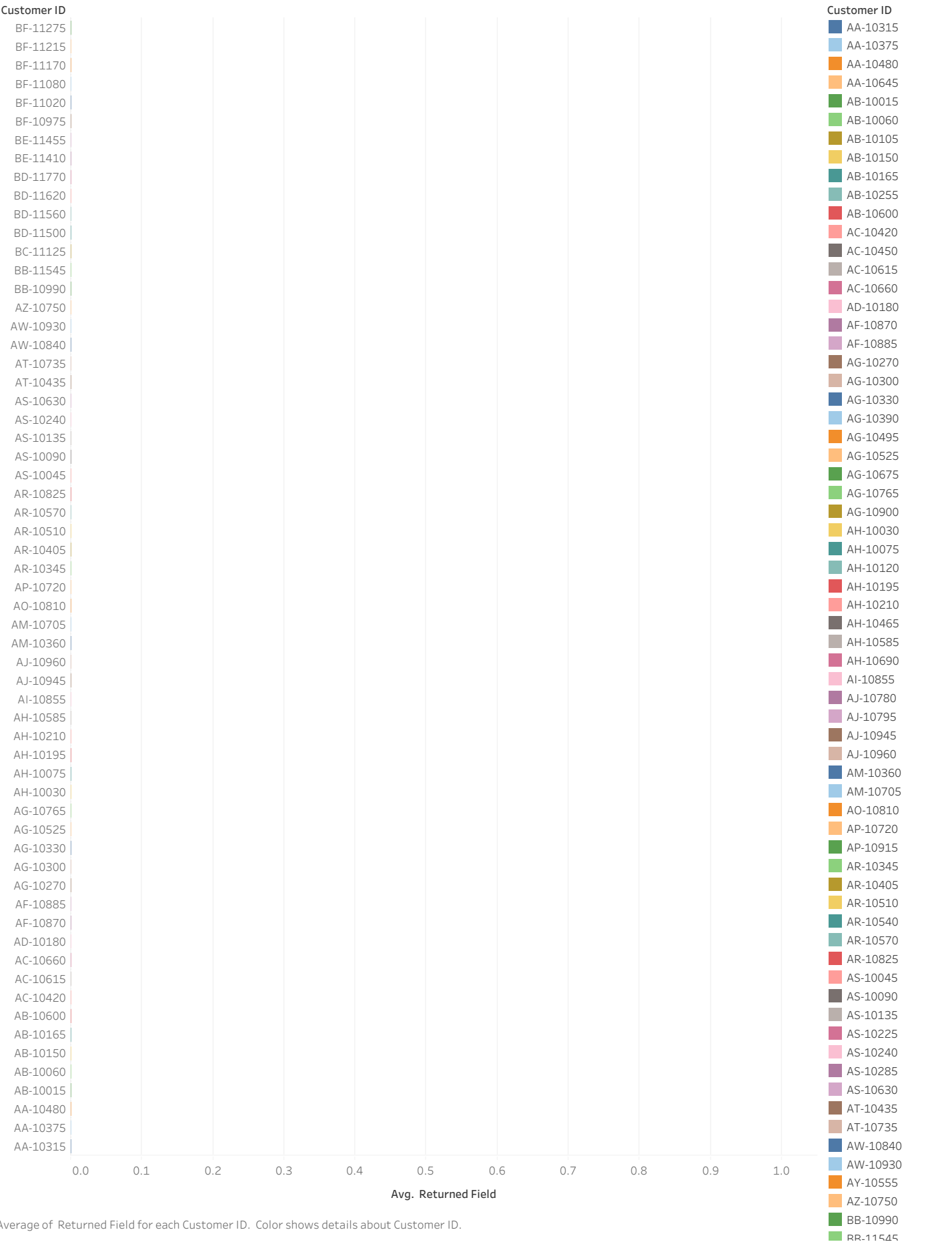
Customer highest returned rate



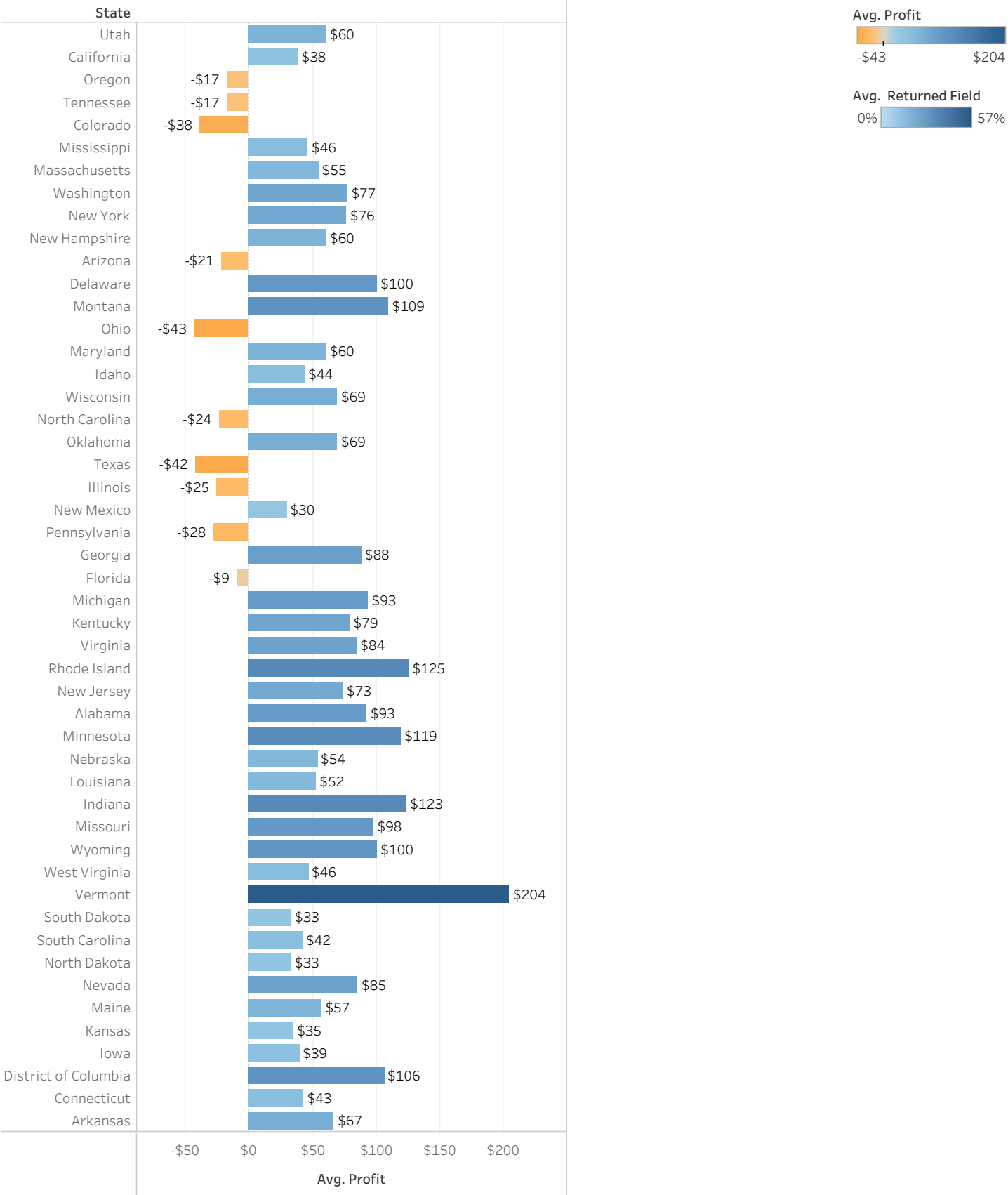
Customer highest returned rate



Customer highest returned rate

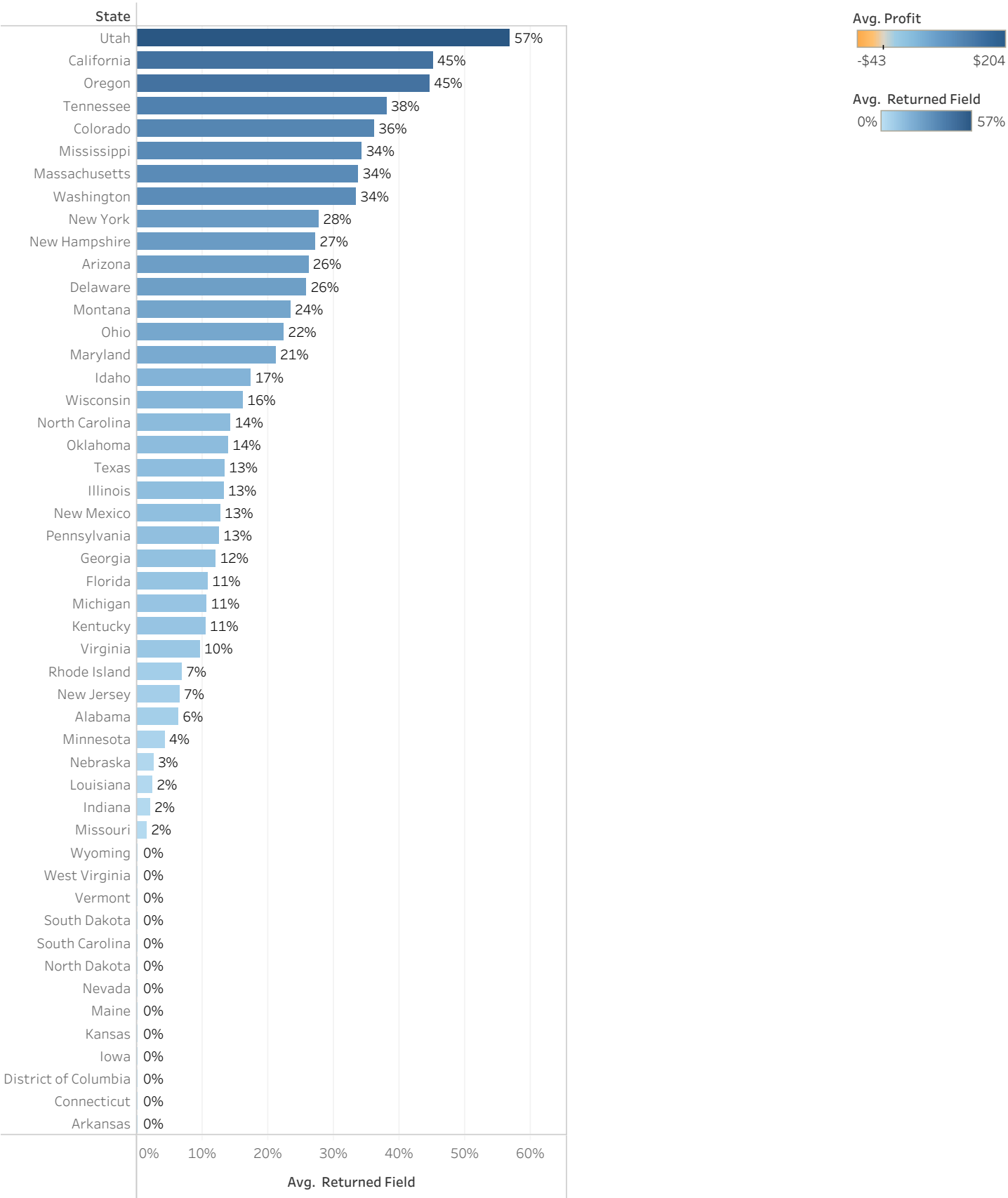


California and Utah has highest returned rate superstore should do away with business with these dimension



Average of Profit and average of Returned Field for each State. For pane Average of Profit: Color shows average of Profit. The marks are labeled by average of Profit. For pane Average of Returned Field: Color shows average of Returned Field. The marks are labeled by average of Returned Field.

California and Utah has highest returned rate superstore should do away with business with these dimension



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