

Total Sales

471K \$ ▼ -2.8%

Total Profit

62K \$ ▲ +24.4%

2014

2015

2016

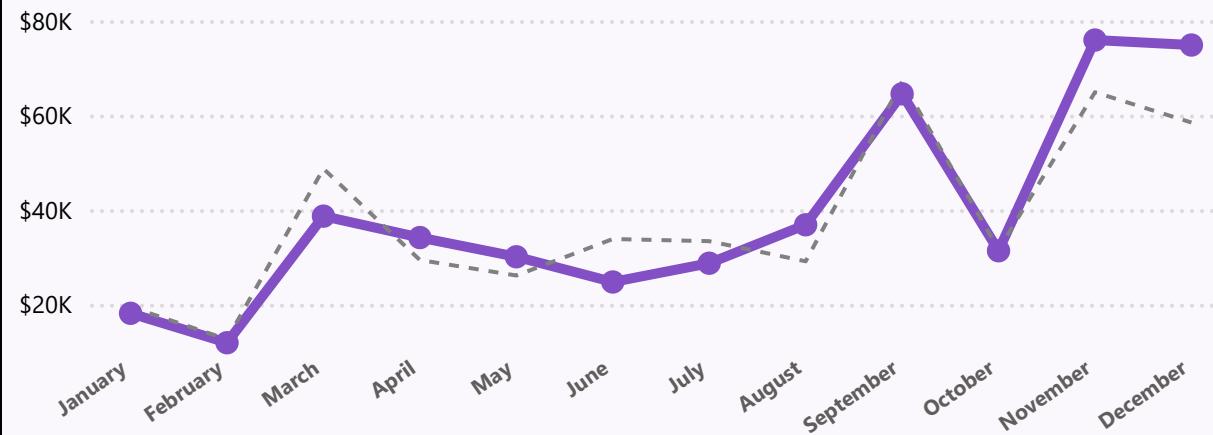
2017

Region

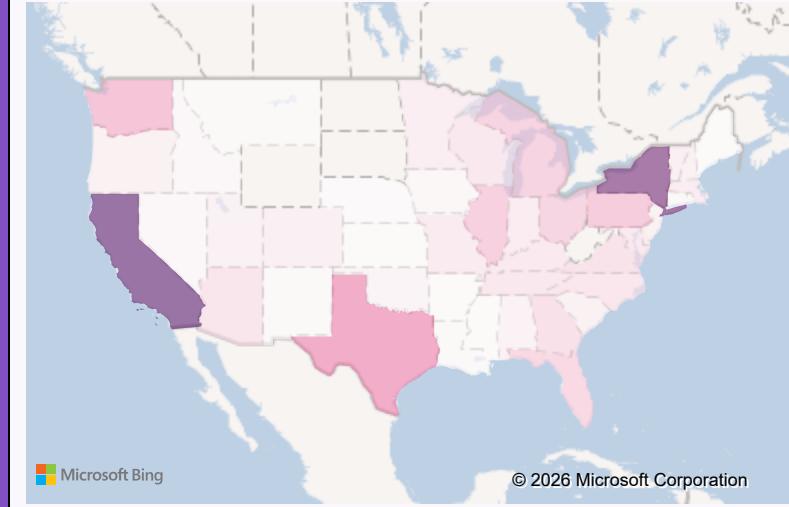
- Central
- East
- South
- West

Monthly Sales Trend

— Current Sales - - - PY Sales



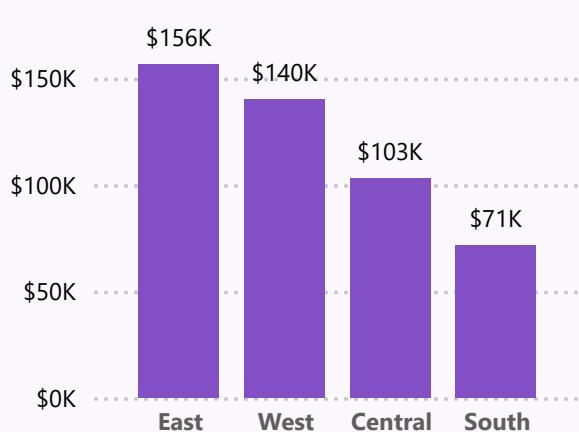
Geographic Sales Distribution



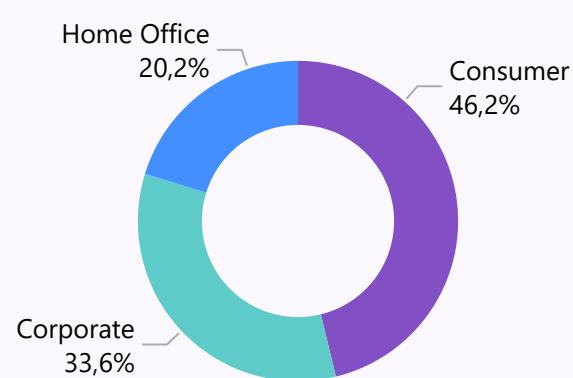
Segment

- Consumer
- Corporate
- Home Office

Regional Sales Performance



Profit Share by Segment



Main Profit Contributors

