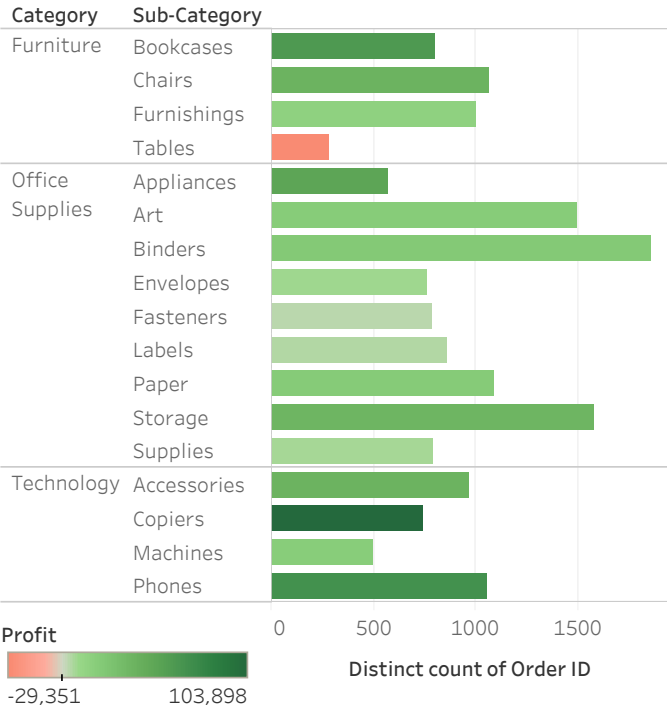
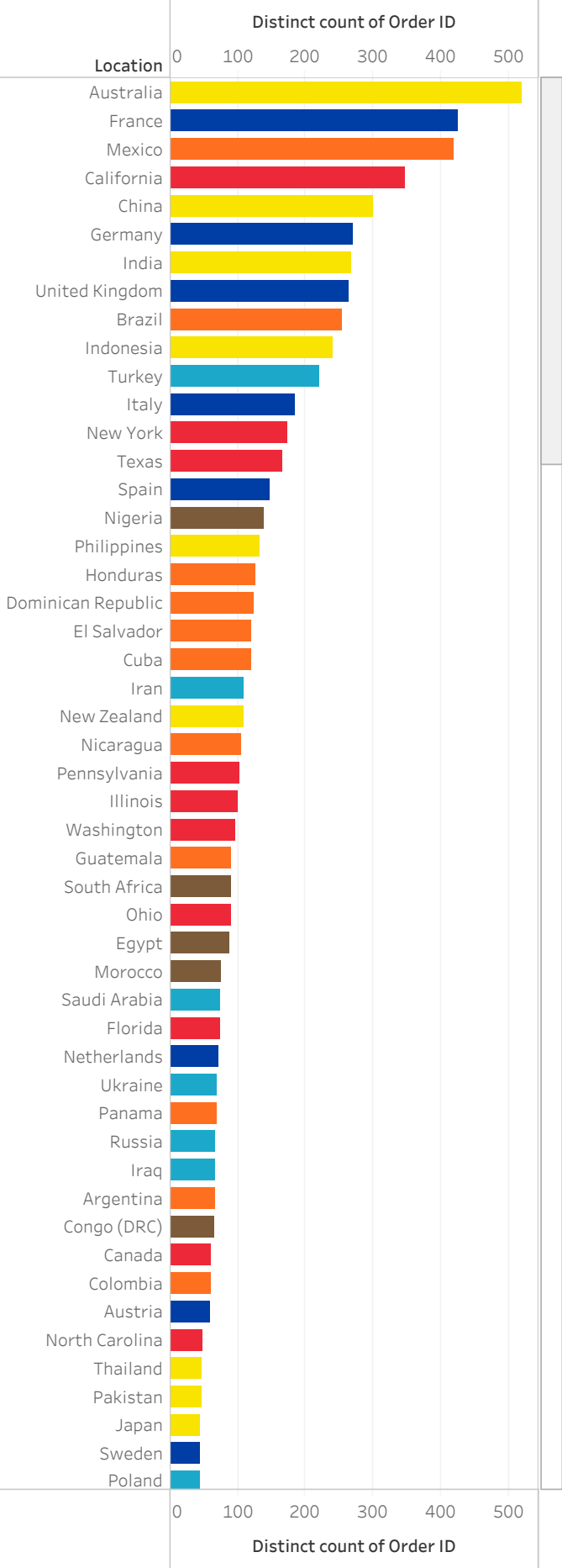


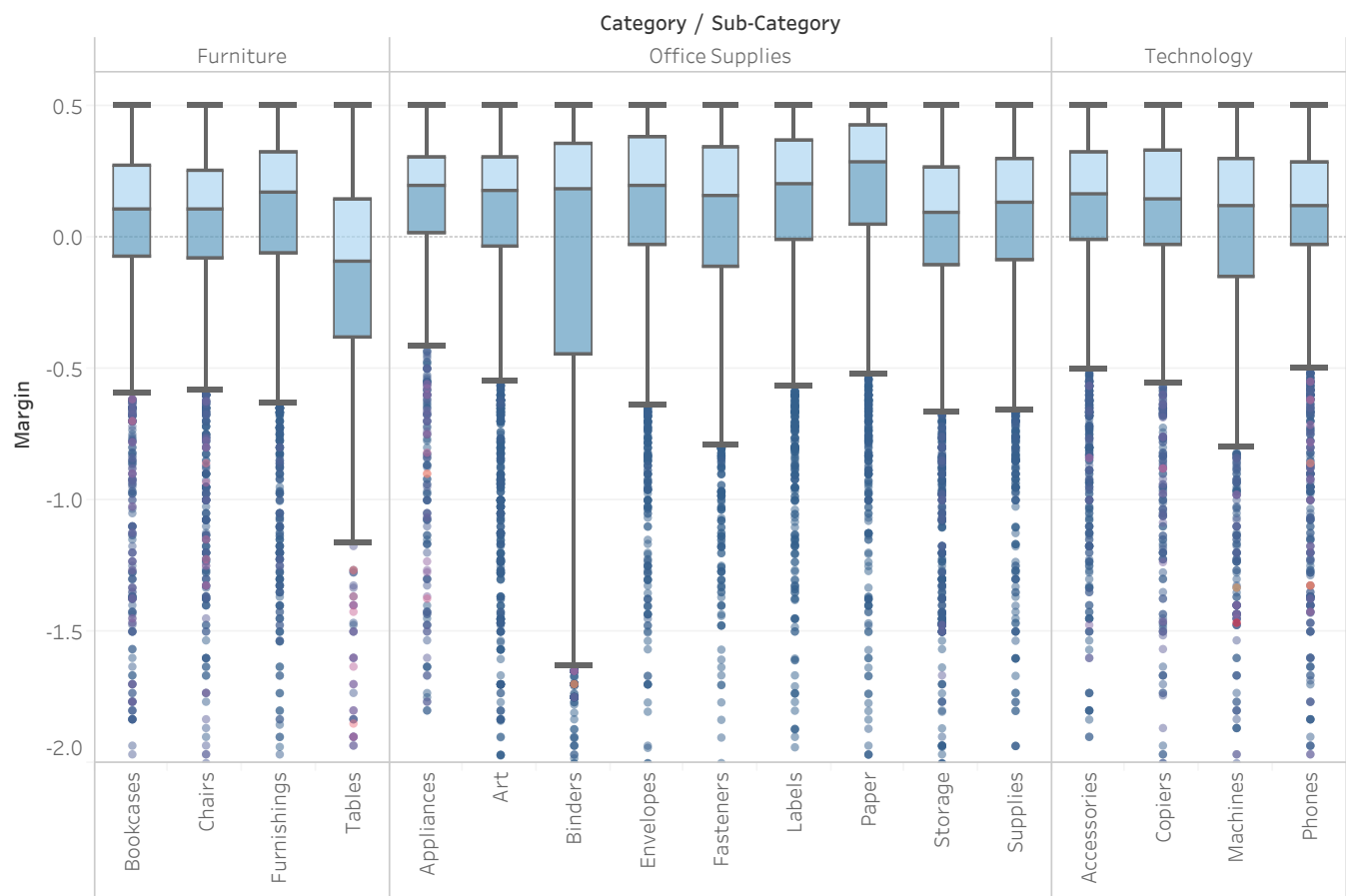
Orders by Product Type (2023)



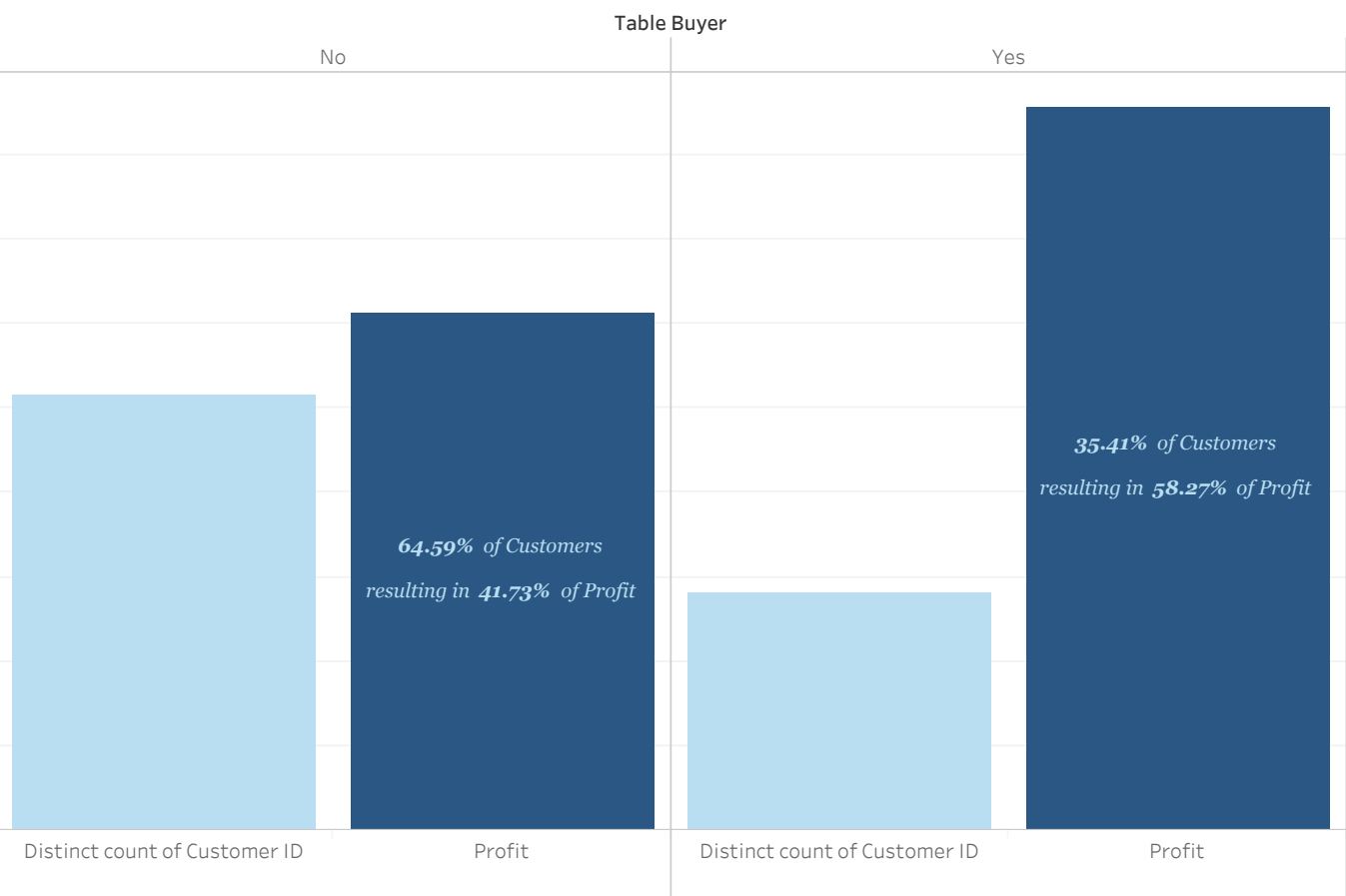
Orders by State/Country (2023)



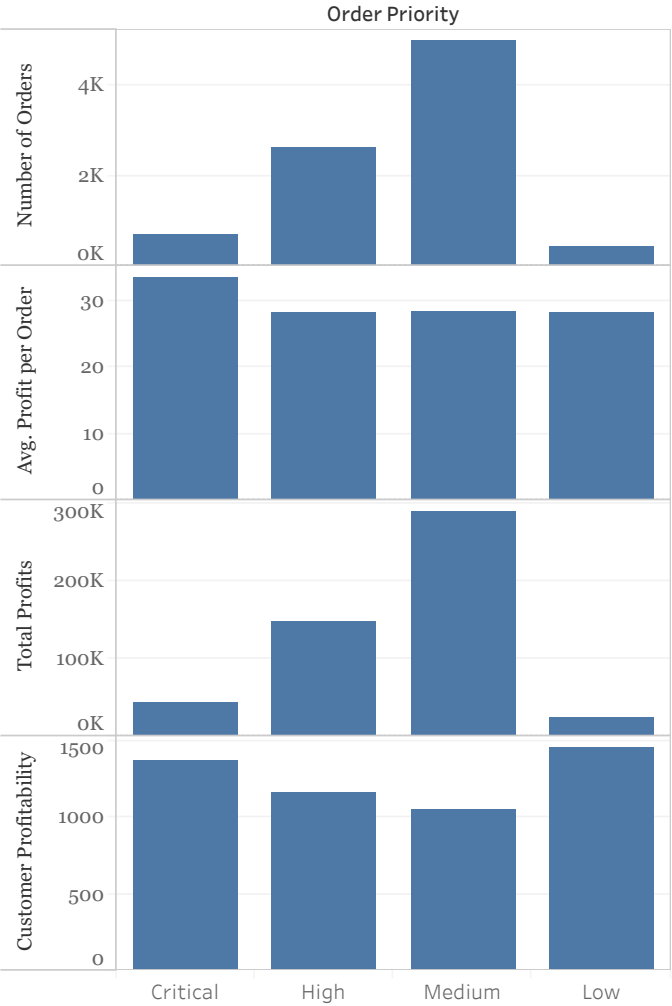
Margins by Product Type



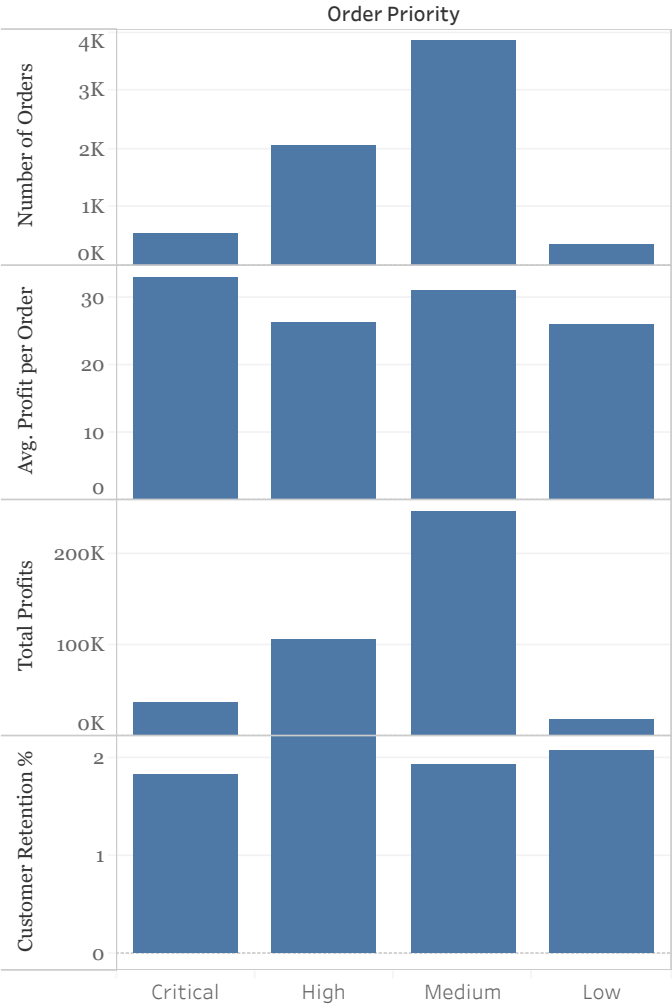
Tables - Loss Leader



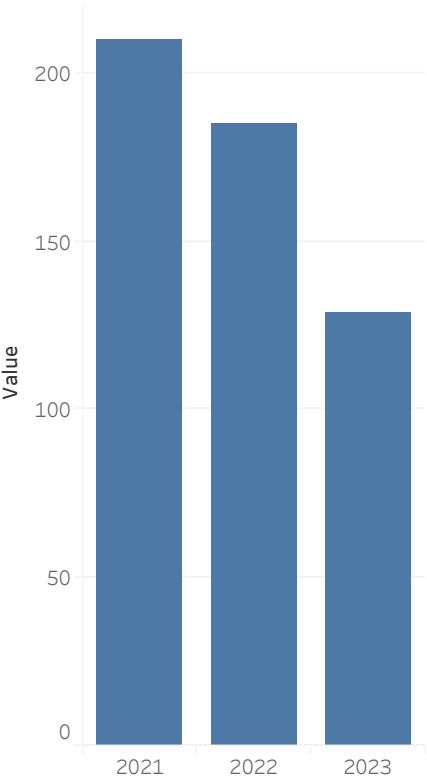
Order Priority - Metrics (2023)



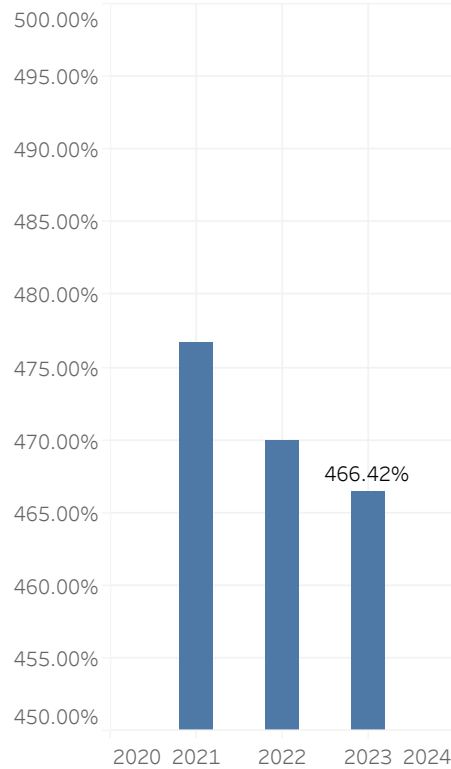
Order Priority - Metrics (2022)



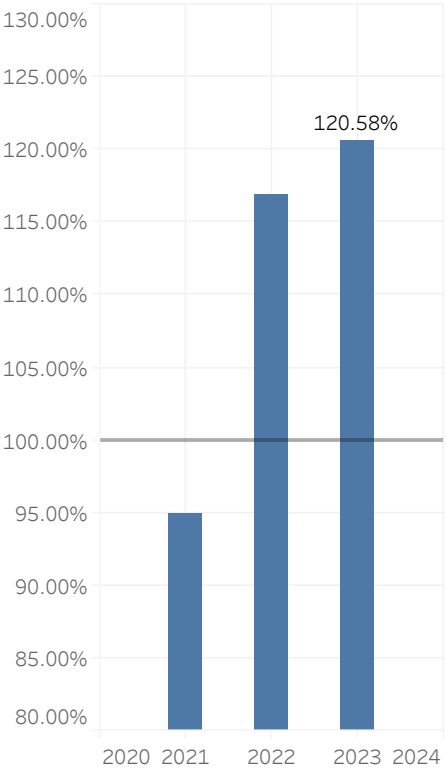
New Customers



Customer Retention



Top 50% Retention



2023 Stats

Orders	8,527
Sales	4,300,785
Profit	504,411

2022 Stats

Orders	6,721
Sales	3,402,238
Profit	407,111

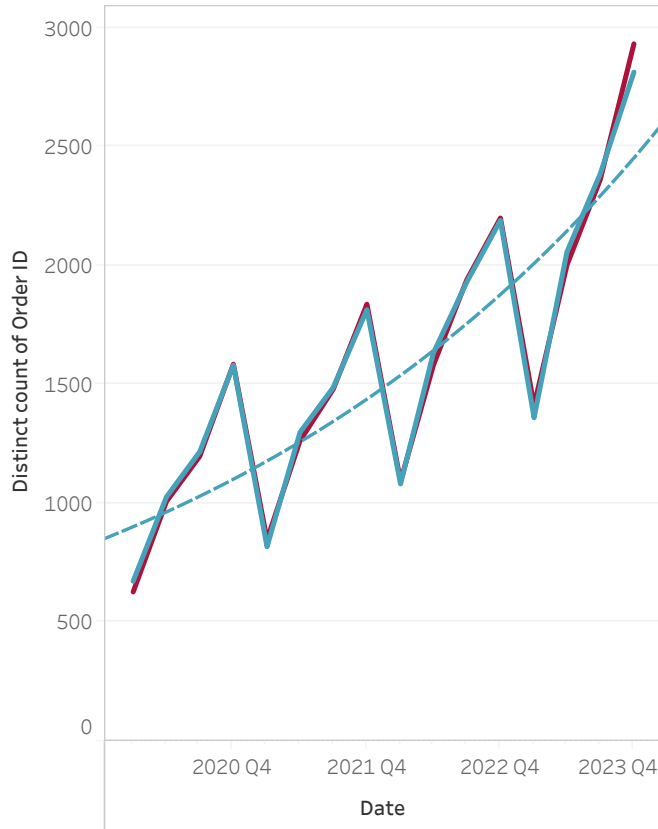
2021 Stats

Orders	5,321
Sales	2,666,770
Profit	305,974

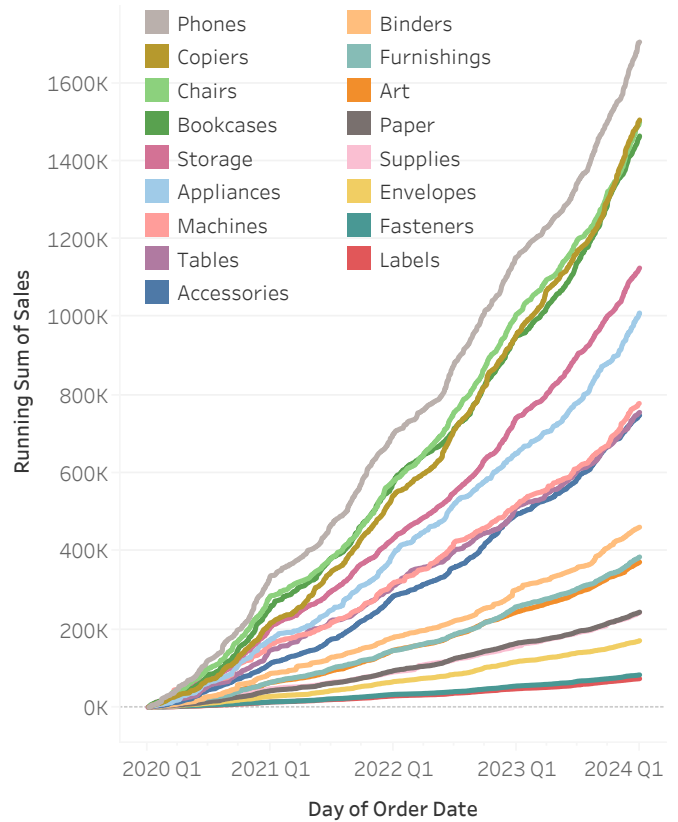
2020 Stats

Orders	4,440
Sales	2,259,451
Profit	248,941

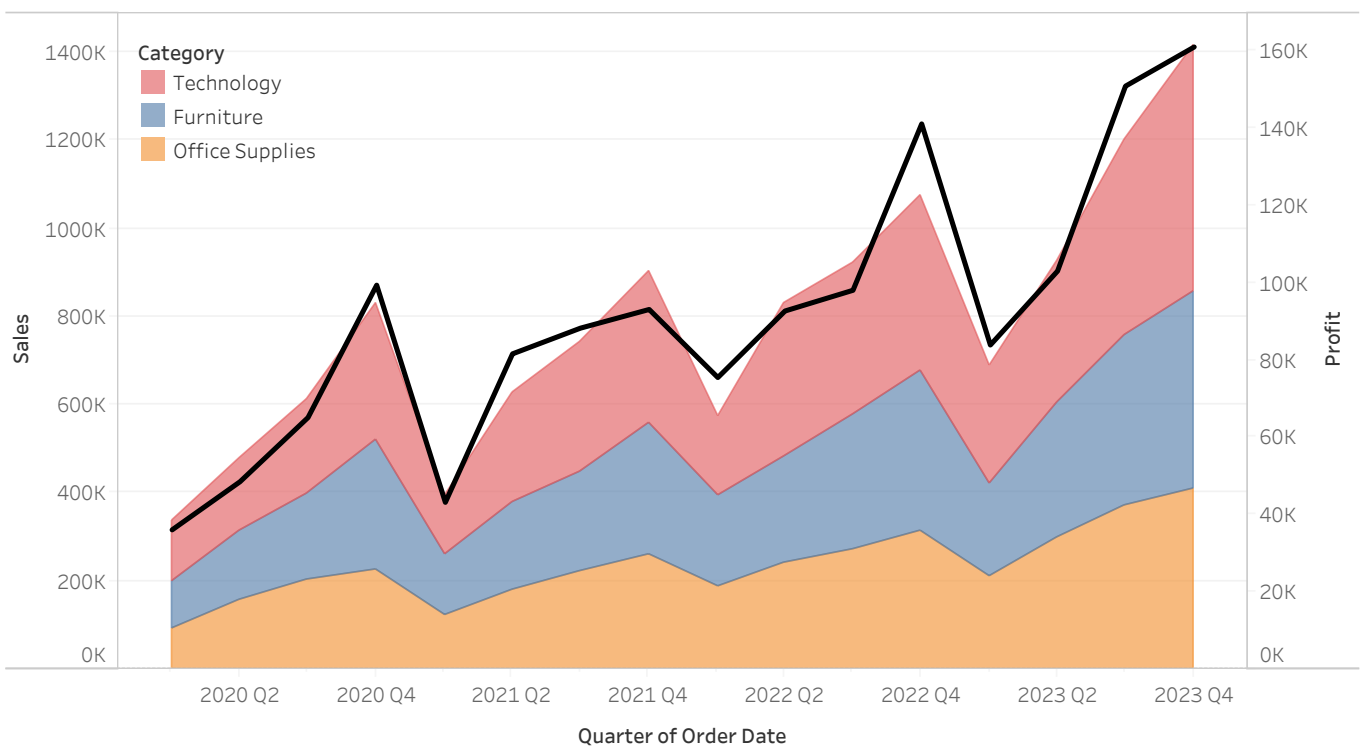
Time Series - Number of Orders, Shipments



Running Total of Product Sales



Time Series - Revenue (area, left), Profit (right)



Forecast indicator	2020	2021	2022	2023	2024	2025
Actual	248,941	305,974	407,111	504,411		
Estimate					585,692	684,740

- 2020, Actual
- 2021, Actual
- 2022, Actual
- 2023, Actual
- 2024, Estimate
- 2025, Estimate

