

Sales Summary

Report as of date:12/31/2015

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Total Sales

\$62.3M

Profit

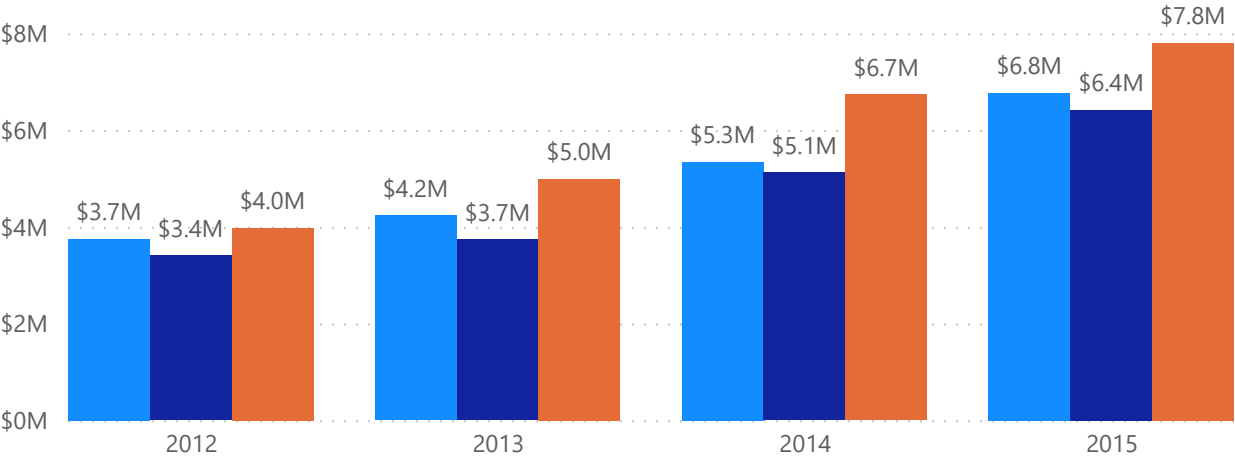
\$1.5M

Profit Ratio

2.4%

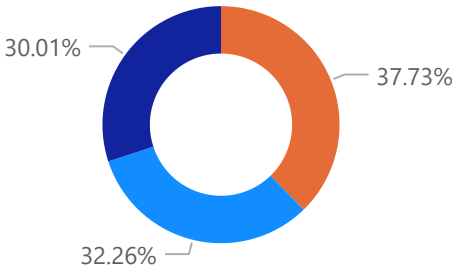
Total Sales by Year and Category

Category Furniture Office Supplies Technology



Total Sales by Category

Technology Furniture Office Supplies



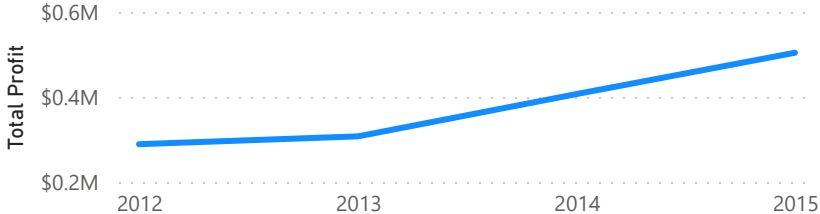
Region Contribution in Profit

| Region          | Profit Ratio |
|-----------------|--------------|
| Canada          | 7.5%         |
| Caribbean       | 2.3%         |
| Central Africa  | 5.7%         |
| Central America | 2.6%         |
| Central Asia    | 9.4%         |
| Central US      | 1.4%         |
| Total           | 2.4%         |

Click on below buttons to toggle between Sales & Profit trend over years

Total Sales

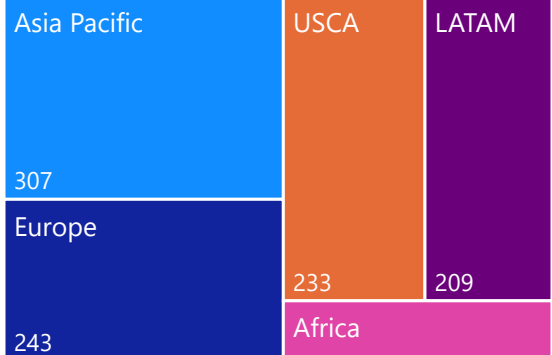
Total Profit



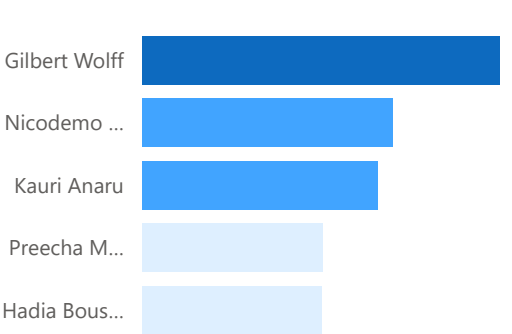
Sales, Profit & Profit Ratio by Sub Category

| Sub-Category | Total Sales    | Total Profit  | Profit Ratio |
|--------------|----------------|---------------|--------------|
| Accessories  | \$3,805,275.4  | \$129,626.3   | 3.4%         |
| Appliances   | \$5,026,141.1  | \$141,562.6   | 2.8%         |
| Art          | \$1,822,214.3  | \$97,825.2    | 5.4%         |
| Binders      | \$2,288,962.7  | \$72,433.2    | 3.2%         |
| Bookcases    | \$7,061,788.6  | \$161,924.4   | 2.3%         |
| Chairs       | \$7,446,715.3  | \$140,396.3   | 1.9%         |
| Copiers      | \$7,174,849.3  | \$258,567.5   | 3.6%         |
| Envelopes    | \$828,848.2    | \$28,849.5    | 3.5%         |
| Fasteners    | \$436,773.3    | \$13,844.3    | 3.2%         |
| Total        | \$40,221,570.2 | \$1,500,451.1 | 3.7%         |

#Returned Orders by Market



Top 5 Regional Manager by Sales





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## Total Sales by Country



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- top cities by total sales
- top states by total sales
- top cities by total profit

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