

Sum of Sales by Product Category			
Row Labels	Sum of Total Purchasing Price	Sum of Total Planned Sales Price	Sum of Profit Value
Furniture	232,886.68	354,588.38	121,701.71
Office Supplies	205,243.14	321,289.63	116,046.49
Technology	290,281.50	453,641.39	163,359.89
Grand Total	728,411.32	1,129,519.41	401,108.09

Sum of Sales by Sub Category			
Row Labels	Sum of Total Purchasing Price	Sum of Total Planned Sales Price	Sum of Profit Value
Accessories	87,610.91	144,598.90	56,987.99
Appliances	19,437.27	30,084.09	10,646.82
Art	17,459.68	25,863.09	8,403.41
Binders	66,209.97	107,265.38	41,055.41
Bookcases	46,571.50	64,485.67	17,914.17
Chairs	66,085.31	104,685.06	38,599.75
Copiers	20,553.92	31,539.04	10,985.12
Envelopes	7,442.33	11,899.87	4,457.54
Fasteners	1,950.39	3,190.92	1,240.53
Furnishings	30,888.27	45,097.93	14,209.66
Labels	4,934.86	7,483.97	2,549.11
Machines	94,168.74	143,393.62	49,224.88
Paper	21,209.22	33,231.99	12,022.77
Phones	87,947.93	134,109.83	46,161.90
Storage	60,491.33	93,751.03	33,259.69
Supplies	6,108.09	8,519.29	2,411.19
Tables	89,341.60	140,319.72	50,978.12
Grand Total	728,411.32	1,129,519.41	401,108.09

Sum of Sales by Client Segment			
Row Labels	Sum of Total Purchasing Price	Sum of Total Planned Sales Price	Sum of Profit Value
(blank)	41,847.60	56,092.89	14,245.29
Consumer	355,938.54	552,407.29	196,468.75
Corporate	190,308.48	305,035.67	114,727.19
Home Office	140,316.70	215,983.55	75,666.86
Grand Total	728,411.32	1,129,519.41	401,108.09

Sum of Sales by Ship Mode			
Row Labels	Sum of Total Purchasing Price	Sum of Total Planned Sales Price	Sum of Profit Value
First Class	95,113.12	147,203.71	52,090.59
Same Day	46,701.60	80,181.88	33,480.28
Second Class	133,625.67	218,594.83	84,969.16
Standard Class	452,970.92	683,538.98	230,568.06
Grand Total	728,411.32	1,129,519.41	401,108.09

Sum of Sales by State			
Row Labels	Sum of Total Purchasing Price	Sum of Total Planned Sales Price	Sum of Profit Value
Alabama	2,672.19	4,869.66	2,197.48
Arizona	20,587.95	32,948.23	12,360.28
Arkansas	143.91	214.26	70.35
California	107,496.66	172,498.29	65,001.63
Colorado	13,152.24	21,888.94	8,736.70
Connecticut	3,382.88	4,899.99	1,517.12
Delaware	6,206.27	10,597.00	4,390.74
Florida	23,199.92	35,729.91	12,529.99
Georgia	24,934.79	36,538.41	11,603.63
Illinois	39,125.25	56,447.30	17,322.05
Indiana	2,565.71	3,791.39	1,225.68
Iowa	864.60	1,408.32	543.73
Kentucky	4,517.98	6,726.77	2,208.79
Louisiana	6,651.38	9,460.28	2,808.90
Maryland	184.53	250.44	65.91
Massachusetts	4,096.27	6,788.77	2,692.50
Michigan	28,407.42	44,846.79	16,439.37
Minnesota	27,739.51	44,941.42	17,201.91
Mississippi	3,304.46	5,453.62	2,149.16
Missouri	1,528.33	2,950.52	1,422.19
Nevada	113.69	213.73	100.05
New Jersey	2,651.91	3,891.64	1,239.73
New Mexico	85.20	120.70	35.50
New York	68,607.43	110,356.45	41,749.02
North Carolina	48,421.92	77,600.96	29,179.04
Ohio	33,135.75	52,376.78	19,241.03
Oklahoma	4,319.90	6,178.98	1,859.08
Oregon	4,645.15	7,312.26	2,667.11
Pennsylvania	49,052.33	70,265.63	21,213.30
Rhode Island	80.50	118.29	37.79
Tennessee	9,458.56	14,997.25	5,538.69
Texas	101,617.46	147,226.73	45,609.28
Utah	4,135.94	6,997.88	2,861.94
Virginia	11,314.93	20,336.12	9,021.20
Washington	24,822.05	42,402.94	17,580.89
Wisconsin	20,240.07	29,060.69	8,820.61
(blank)	24,946.30	36,812.03	11,865.73
Grand Total	728,411.32	1,129,519.41	401,108.09

Avg of Shipping Time by Product Category	
Row Labels	Average of Shipping Time
Furniture	4.03
Office Supplies	4.05
Technology	3.86
Grand Total	4.01

Avg of Shipping Time by Sub Category	
Row Labels	Average of Shipping Time
Accessories	3.83
Appliances	4.40
Art	4.09
Binders	3.99
Bookcases	3.33
Chairs	4.00
Copiers	3.57
Envelopes	4.09
Fasteners	4.21
Furnishings	4.16
Labels	3.82
Machines	3.25
Paper	3.86
Phones	3.99
Storage	4.21
Supplies	4.29
Tables	4.11
Grand Total	4.01

Avg of Shipping Time by Client Segment	
Row Labels	Average of Shipping Time
(blank)	3.98
Consumer	4.02
Corporate	3.99
Home Office	4.02
Grand Total	4.01

Avg of Shipping Time by Ship Mode	
Row Labels	Average of Shipping Time
First Class	2.21
Same Day	-
Second Class	3.19
Standard Class	5.01
Grand Total	4.01

Avg of Shipping Time by State	
Row Labels	Average of Shipping Time
Alabama	3.00
Arizona	4.48
Arkansas	4.00
California	3.98
Colorado	3.54
Connecticut	1.83
Delaware	3.20
Florida	4.08
Georgia	4.88
Illinois	4.37
Indiana	4.00
Iowa	6.00
Kentucky	4.83
Louisiana	3.33
Maryland	5.00
Massachusetts	4.00
Michigan	4.57
Minnesota	4.00
Mississippi	3.33
Missouri	2.33
Nevada	5.00
New Jersey	5.90
New Mexico	4.00
New York	3.63
North Carolina	4.00
Ohio	3.88
Oklahoma	4.00
Oregon	3.33
Pennsylvania	3.89
Rhode Island	2.00
Tennessee	4.68
Texas	4.33
Utah	5.00
Virginia	3.27
Washington	4.06
Wisconsin	3.50
(blank)	3.89
Grand Total	4.01