

2021 BUSINESS SUMMARY

States

- State
- ☐ Alabama
 - ☐ Arizona
 - ☐ Arkansas
 - ☐ California
 - ☐ Colorado
 - ☐ Connecticut
 - ☐ Delaware
 - ☐ District of Col...
 - ☐ Florida
 - ☐ Georgia
 - ☐ Idaho
 - ☐ Illinois
 - ☐ Indiana
 - ☐ Iowa
 - ☐ Kansas
 - ☐ Kentucky
 - ☐ Louisiana
 - ☐ Maine
 - ☐ Maryland
 - ☐ Massachusetts
 - ☐ Michigan

Sales

2.30M

Sales

Profit

286K

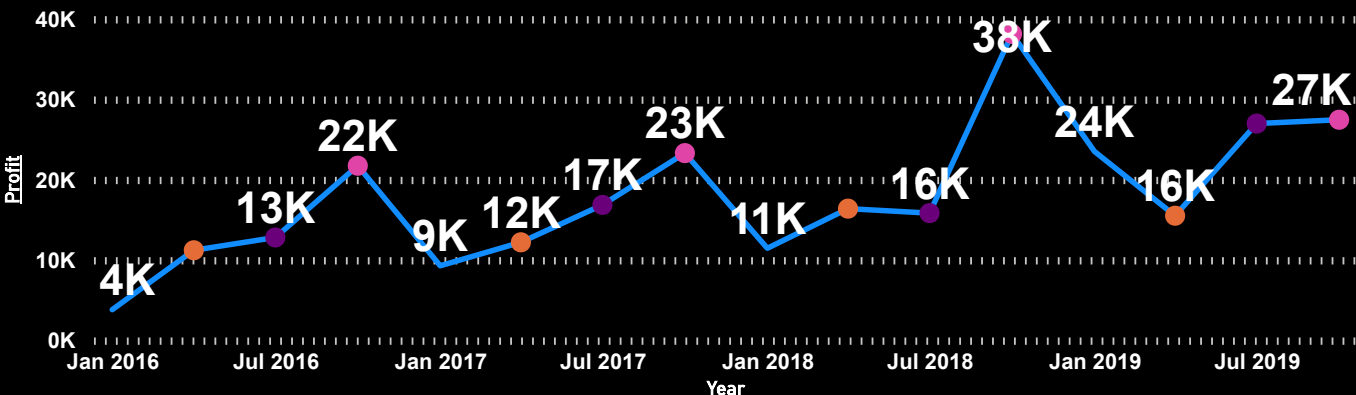
Profit

Quantity

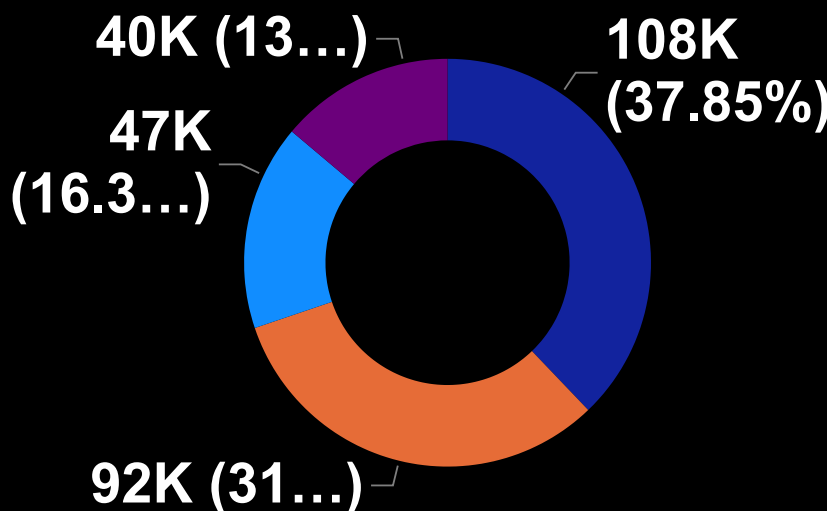
38K

Quantity

Profit by Year and Quarter

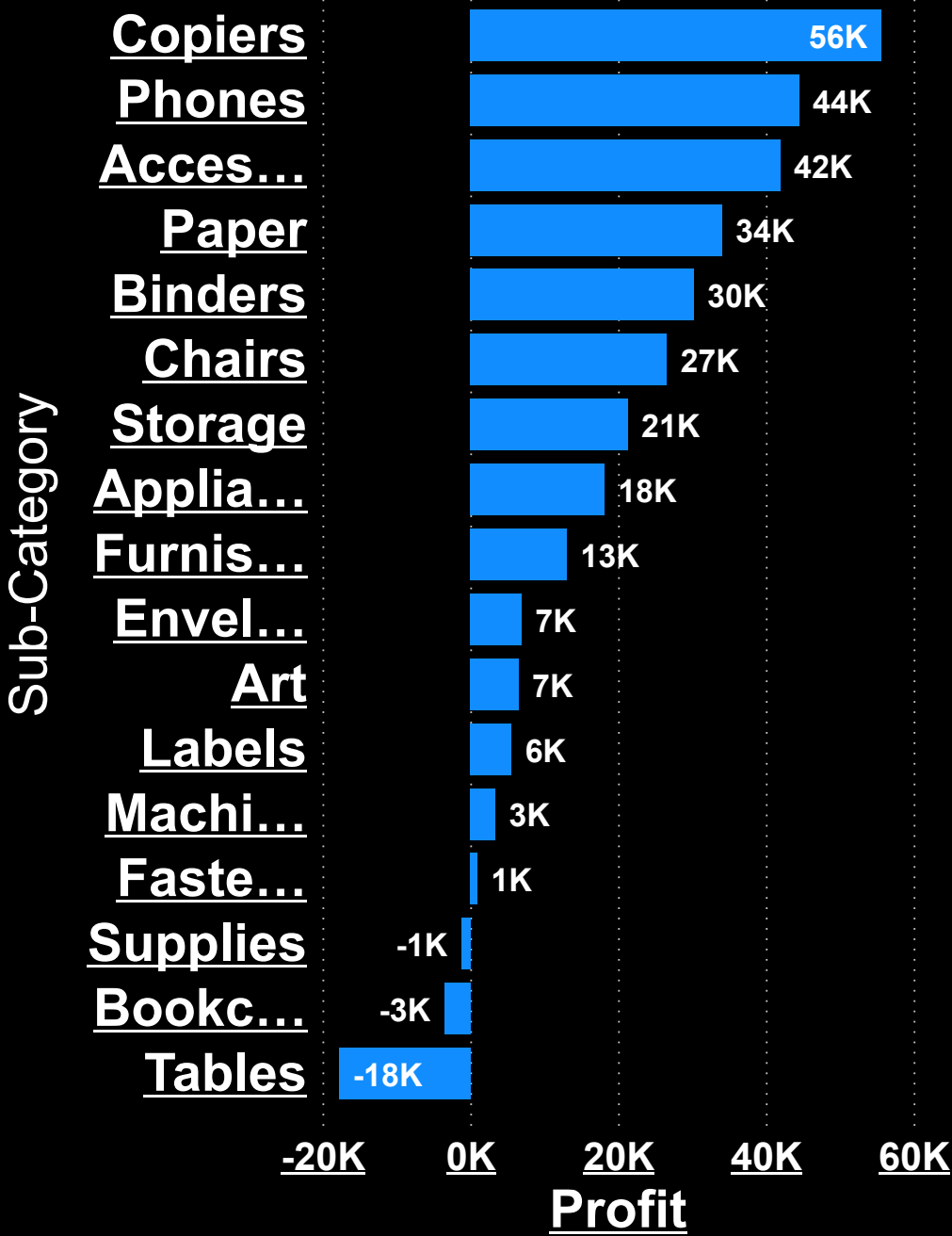


Profit by Region

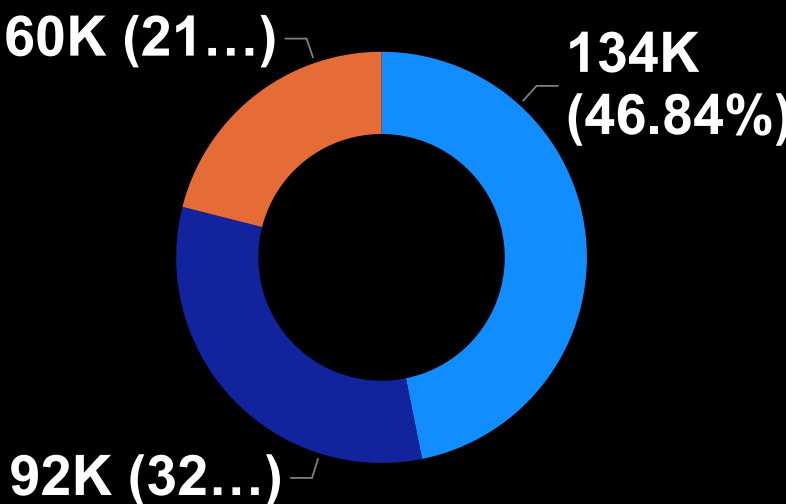


Sub-Category	Central	East	South	West	Total
Accessories	33,956.08	45,033.37	27,276.75	61,114.12	167,380.32
Appliances	23,582.03	34,188.47	19,525.33	30,236.34	107,532.16
Art	5,765.34	7,485.76	4,655.62	9,212.07	27,118.79
Binders	56,923.28	53,498.00	37,030.34	55,961.11	203,412.73
Bookcases	24,157.18	43,819.33	10,899.36	36,004.12	114,880.00
Chairs	85,230.65	96,260.68	45,176.45	101,781.33	328,449.10
Copiers	37,259.57	53,219.46	9,299.76	49,749.24	149,528.03
Envelopes	4,636.87	4,375.87	3,345.56	4,118.10	16,476.40
Fasteners	778.03	819.72	503.32	923.22	3,024.28
Furnishings	15,254.37	29,071.38	17,306.68	30,072.73	91,705.16
Labels	2,451.47	2,602.93	2,353.18	5,078.73	12,486.31
Machines	26,797.38	66,106.17	53,890.96	42,444.12	189,238.63
Total	501,239.89	678,781.24	391,721.91	725,457.82	2,297,200.86

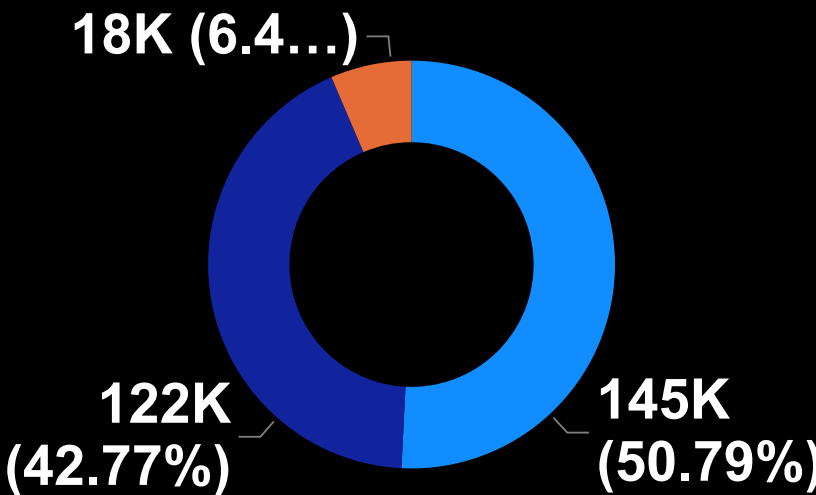
Profit by Sub-Category



Profit by Segment



Profit by Category





BUSINESS PROGRESS REPORT

X

PROFIT BY SEGMENT

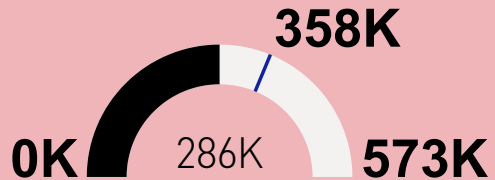
- ☐ Consumer
- ☐ Corporate
- ☐ Home Office

286K
Profit

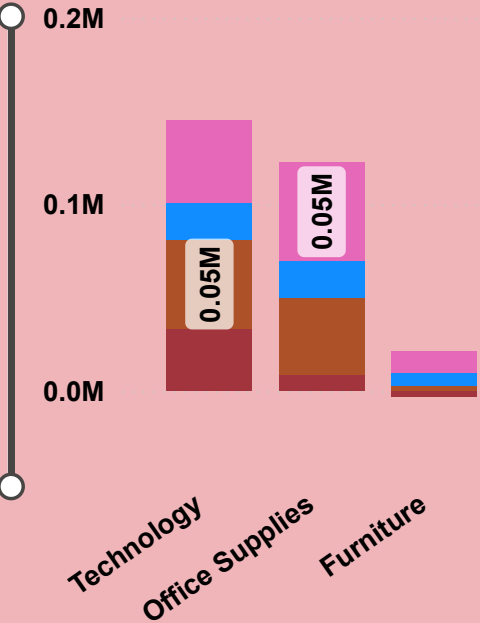
38K
Quantity

1.56K
Discount

Target Profit Gauge



Profit by Category and Region



Sub-Category Central East South West Total

<u>Accessories</u>	7249	11195	7001	16481	41926
<u>Appliances</u>	-2642	8390	4123	8261	18132
<u>Art</u>	1208	1894	1053	2374	6529
<u>Binders</u>	-1053	11259	3896	16098	30200
<u>Bookcases</u>	-1998	-1169	1339	-1651	-3479
<u>Chairs</u>	6594	9360	6608	4024	26586
<u>Copiers</u>	15609	17023	3659	19327	55618
<u>Envelopes</u>	1770	1814	1466	1906	6956
<u>Fasteners</u>	237	265	173	277	952
<u>Total</u>	39717	91518	46721	108382	286338

Profit by Year

