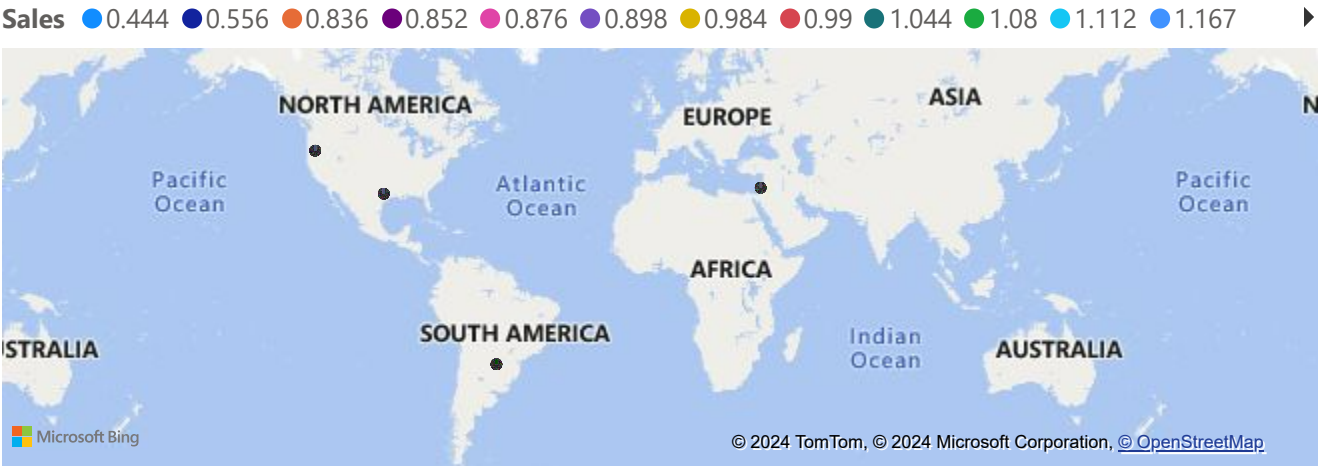


# Product Sales and Profitability

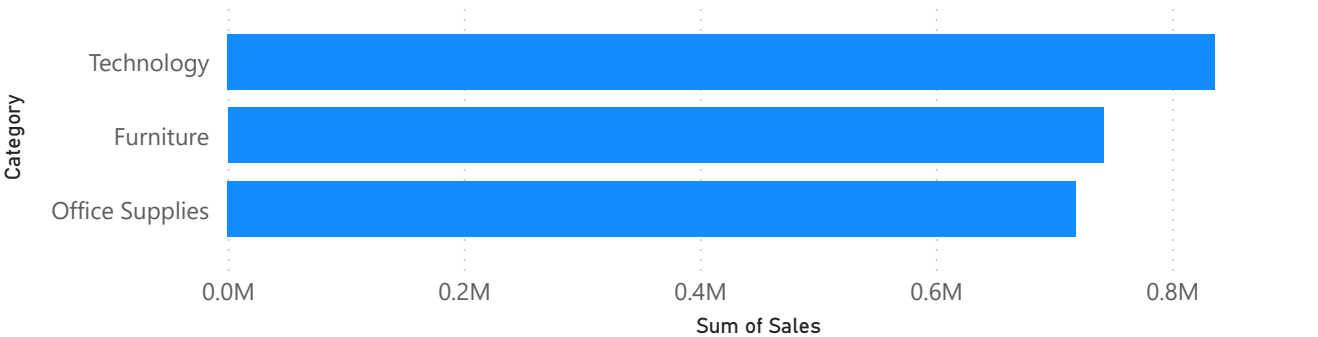
## INSIGHTS

- West region shows the highest Profit margin
- Technology drives the majority of sales
- Sales peak during the last quarter of the year

## Region and Sales



## Sum of Sales by Category



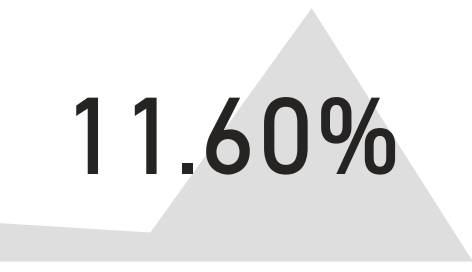
Order Date

03-01-2014

30-12-2017



## Average of Profit Margin by Year



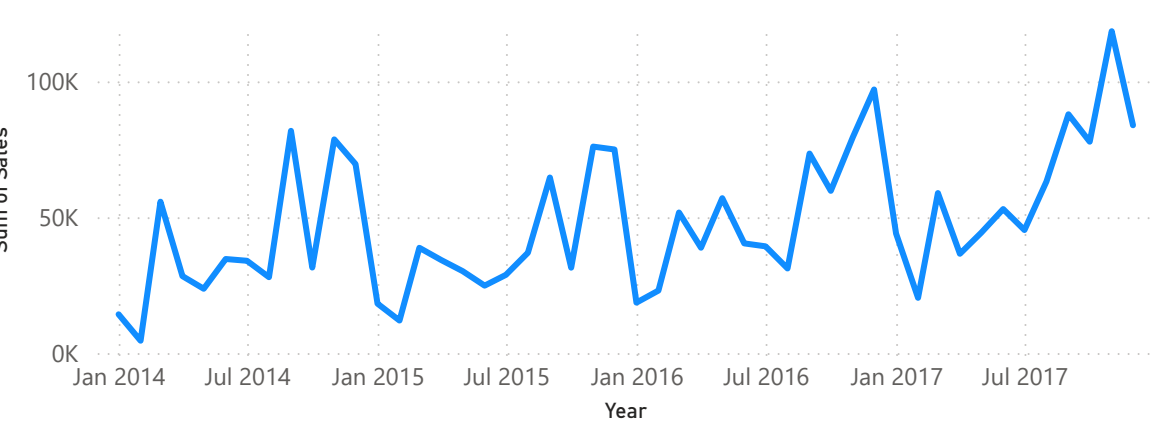
Region

- ☐ Central
- ☐ East
- ☐ South
- ☐ West

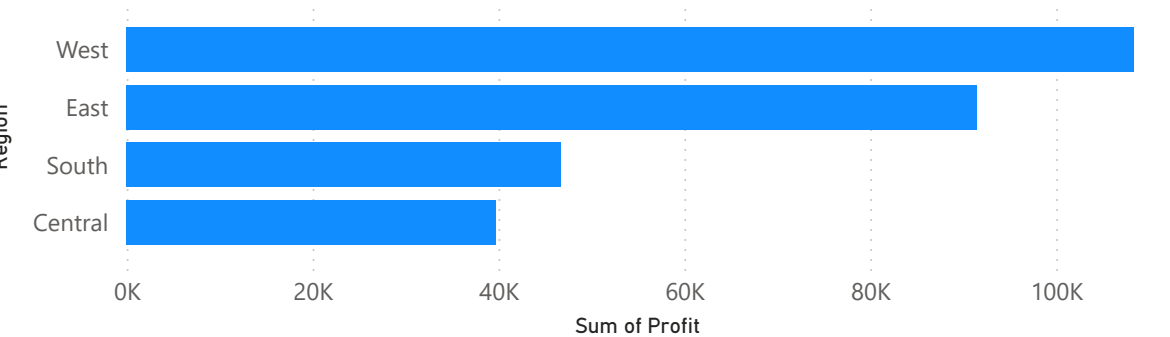
Category

- ☐ Furniture
- ☐ Office Supplies
- ☐ Technology

## Sales trend over time



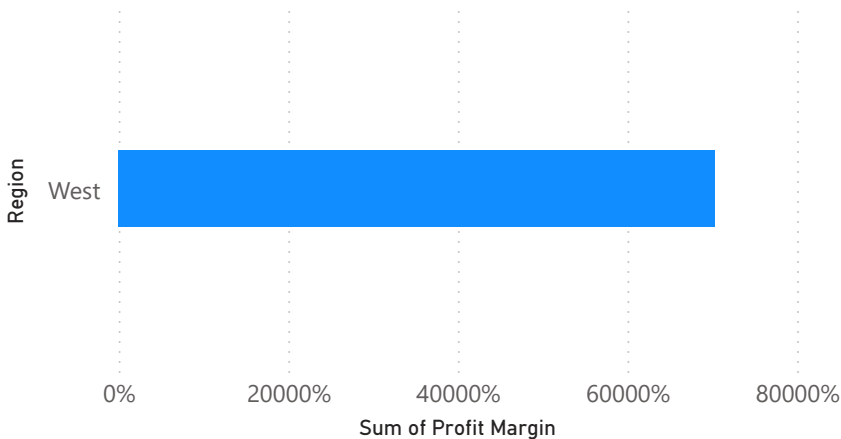
## Sum of Profit by Region





# Drill Through Page

Sum of Profit Margin by Region



Product Name

- ☐ "While you Were Out" Message Book, One Form per Page
- ☐ #10- 4 1/8" x 9 1/2" Recycled Envelopes
- ☐ #10- 4 1/8" x 9 1/2" Security-Tint Envelopes
- ☐ #10 Self-Seal White Envelopes
- ☐ #10 White Business Envelopes,4 1/8 x 9 1/2
- ☐ #6 3/4 Gummed Flap White Envelopes
- ☐ 12 Colored Short Pencils
- ☐ 12-1/2 Diameter Round Wall Clock
- ☐ 14-7/8 x 11 Blue Bar Computer Printout Paper
- ☐ 2300 Heavy-Duty Transfer File Systems by Perma

Product Name	Category	Region	Sum of Sales	Sum of Profit	Sum of Profit Margin	Sum of Quantity
"While you Were Out" Message Book, One Form per Page	Office Supplies	West	7.42	3.71	50.00%	2
#10- 4 1/8" x 9 1/2" Recycled Envelopes	Office Supplies	West	61.18	28.75	94.00%	7
#10- 4 1/8" x 9 1/2" Security-Tint Envelopes	Office Supplies	West	91.68	44.92	245.00%	12
#10 Self-Seal White Envelopes	Office Supplies	West	22.18	10.87	49.00%	2
#10 White Business Envelopes,4 1/8 x 9 1/2	Office Supplies	West	90.89	41.06	80.75%	6
#6 3/4 Gummed Flap White Envelopes	Office Supplies	West	7.92	2.77	35.00%	1
12 Colored Short Pencils	Office Supplies	West	7.80	2.11	27.00%	3
12-1/2 Diameter Round Wall Clock	Furniture	West	391.61	123.08	92.00%	21
14-7/8 x 11 Blue Bar Computer Printout Paper	Office Supplies	West	96.08	46.12	48.00%	2
2300 Heavy-Duty Transfer File Systems by Perma	Office Supplies	West	194.84	12.74	17.75%	9
24 Capacity Maxi Data Binder Racks, Pearl	Office Supplies	West	421.10	105.28	25.00%	2
24-Hour Round Wall Clock	Furniture	West	119.88	51.55	86.00%	6
3.6 Cubic Foot Counter Height Office Refrigerator	Office Supplies	West	1,473.10	412.47	28.00%	5
36X48 HARDFLOOR CHAIRMAT	Furniture	West	209.80	14.69	14.00%	10
3D Systems Cube Printer, 2nd Generation, White	Technology	West	1,039.99	104.00	10.00%	1
3M Hangers With Command Adhesive	Furniture	West	34.04	12.21	108.25%	10
Total			7,25,457.82	1,08,418.45	70301.56%	12266

State, City

- ☐ Arizona
  - ☐ Avondale
  - ☐ Bullhead City
  - ☐ Chandler
  - ☐ Gilbert
  - ☐ Glendale
  - ☐ Mesa
  - ☐ Peoria
  - ☐ Phoenix
  - ☐ Scottsdale
  - ☐ Sierra Vista
  - ☐ Tempe
  - ☐ Tucson
  - ☐ Yuma
- ☒ California
- ☒ Colorado
- ☒ Idaho
- ☒ Montana
- ☒ Nevada
- ☒ New Mexico
- ☒ Oregon
- ☒ Utah
- ☒ Washington
- ☒ Wvoming