

Sales Latest Year

733,215

Sales Last Year

609,206

Furniture

Office Supplies

Te

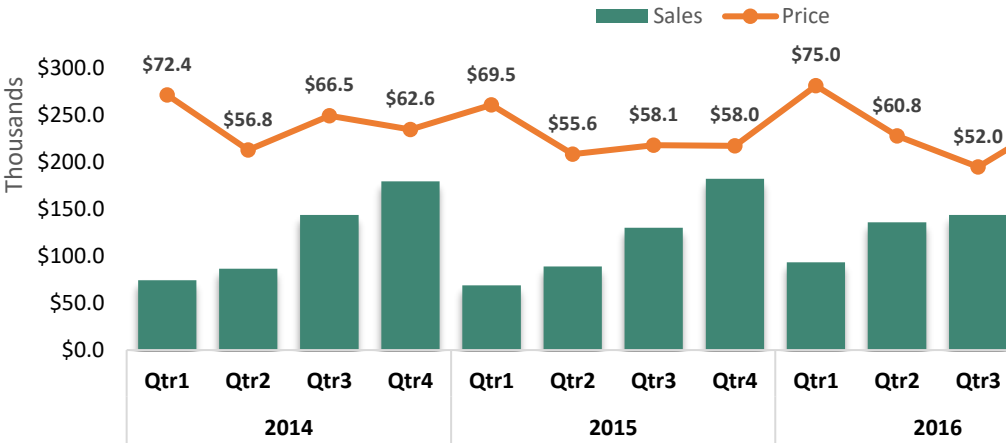
| Sub Category | 2017 | 2016 | vs PY |
|--------------|---------|---------|----------|
| Phones | 105,341 | 78,962 | 33.4%▲ |
| Chairs | 95,554 | 83,919 | 13.9%▲ |
| Storage | 69,678 | 58,789 | 18.5%▲ |
| Binders | 72,788 | 49,683 | 46.5%▲ |
| Tables | 60,894 | 60,833 | 0.1%▲ |
| Copiers | 62,899 | 49,599 | 26.8%▲ |
| Accessories | 59,946 | 41,896 | 43.1%▲ |
| Machines | 43,545 | 55,907 | (22.1)%▼ |
| Appliances | 42,927 | 26,050 | 64.8%▲ |
| Furnishings | 28,915 | 27,874 | 3.7%▲ |
| Total | 642,486 | 533,512 | 20.4%▲ |

| Sub Category |
|---------------|
| New York City |
| Los Angeles |
| Seattle |
| Philadelphia |
| San Francisco |
| Detroit |
| Houston |
| Chicago |
| Columbus |
| Lafayette |
| Total |

Consumer

Corporate

Home Office



Office Supplies

Technology

Consumer

Sales growth vs PY

20.4%

Profit Latest Year

93,439

Profit Latest Year

81,700

Technology

Consumer

Corporate

| 2017 | 2016 | vs PY |
|----------------|----------------|---------------|
| 86,940 | 54,824 | 58.6%▲ |
| 48,876 | 56,399 | (13.3)%▼ |
| 56,991 | 16,159 | 252.7%▲ |
| 41,596 | 30,305 | 37.3%▲ |
| 37,198 | 29,846 | 24.6%▲ |
| 12,149 | 21,197 | (42.7)%▼ |
| 16,213 | 16,449 | (1.4)%▼ |
| 16,246 | 13,068 | 24.3%▲ |
| 17,571 | 9,506 | 84.8%▲ |
| 5,631 | 18,431 | (69.5)%▼ |
| 339,408 | 266,184 | 27.5%▲ |

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First Class

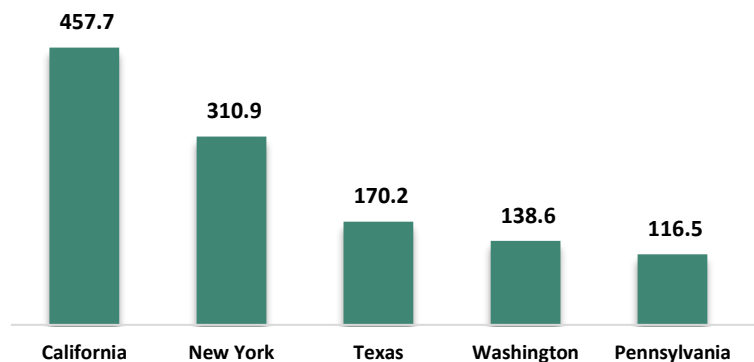
Same Day

Second Class

Standard Class

Furniture

States with Highest Sales



Best Year

795

Profit growth vs PY

14.2%

| Sub Category | 2017 | 2016 | vs PY |
|---------------|---------|---------|----------|
| New York City | 86,940 | 54,824 | 58.6%▲ |
| Los Angeles | 48,876 | 56,399 | (13.3)%▼ |
| Seattle | 56,991 | 16,159 | 252.7%▲ |
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| Chicago | 16,246 | 13,068 | 24.3%▲ |
| Columbus | 17,571 | 9,506 | 84.8%▲ |
| Lafayette | 5,631 | 18,431 | (69.5)%▼ |
| Total | 339,408 | 266,184 | 27.5%▲ |

Best all time sales

- ☒ Top 10
- ☐ Bottom 10

