

Foundations of Data Management

Final Project



Prepared by:

Group 07

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Project 1.a:

Use the DAMA Wheel to identify four Data Governance sub-domains applicable to your project

While analyzing the data, the following Data Governance sub-domains are applicable for our project:

- **Data Architecture:** We analyzed the data during the lab exercise 1 and created a rough draft for our architecture.
- **Data Modelling and Design:** During lab exercise 2, after deciding on the data architecture, we started designing the entity relations diagrams for the “gbc_Superstore” schema.
- **Data Storage and Operations:** After modelling and designing of the ERD during lab exercise 2, we forward engineered and created the schema based on the ERD. After this, we extracted the data from the flat files, transformed them to the desired form and loaded them to the “gbc_superstore” schema using an automated ETL python script.
- **Data Quality:** During the entire process the quality of the data was maintained throughout starting from pre-processing of the flat files to testing the quality of the reports including verifying the data loaded in the database post the ETL load by the automated python script.

Project 1.b

Define two Data Governance policies for each identified sub-domain to enforce oversight of a reporting process. The objective is to achieve a well-controlled, transparent, efficient, and quality-driven activity

The Data Governance policies identified for each sub-domain are as follows:

- **Data Architecture**
 - The data architecture should be defined in such a way to minimize the data redundancy.
 - The data should be normalized to atleast second normalization form (2-NF).
- **Data Modelling and Design**
 - All the entities should be interlinked within the entity relationship diagram. No node should be left orphaned.
 - The data should not have any composite keys i.e., two or more attributes should not make a primary key for the tables.
- **Data Storage and Operations**
 - Data should not get corrupted during the ETL process. The chances of corruption should be minimized by writing optimal ETL process.
 - DQL queries should be written and executed in such a way to minimize the time complexity of the loading process.
- **Data Quality**
 - The flat files should be inspected properly to avoid any issues that can occur later during the ETL process.
 - The data should be audited regularly especially after the ETL pipeline execution to maintain data quality of the database.

Project 1.c

Elaborate on how you have applied theory into practice. Explain the policies along with the corresponding procedures that you would implement, under which you will generate reports on an ongoing basis.

The data was initially analyzed to check any issues with the flat files. The data architecture was designed in a way that minimizes data redundancy.

The Entity-Relationship Diagrams are designed in such a way so that the second normalization form (2-NF) can be achieved. In 2-NF, the data doesn't have any data redundancy and the tables are defined using the primary key and the foreign key relations. The Foreign Key for the tables is designed in such a way so that data cannot be corrupted to maintain its data quality.

Prior to the ETL process, data was cleaned so that the ETL script can load the data into the database will all the policies defined to maintain its quality. ETL was designed in a way that neither causes data leak or data corruption. It maintains the integrity of primary and secondary key relations by inserting the data into the entities that doesn't have any foreign keys and then later into the other entities which have foreign keys related to the primary keys. For example, the data is first inserted into the "Country" table followed by "Region" table, "State" table and "City" table.

After the data was loaded with the ETL python script, it was validated manually to validate its quality. We iterated through this process again and again and took it up as a war room scenario and data was reloaded after making amends to the ETL scripts and re-validated to maintain the integrity of the data.

We created 2 stored procedures which can be utilized to generate the Operational and Executive Reports automatically for a given period of time, be it a decade, year or a quarter by just passing the start and the end date time of the same. This gave us the power to seamlessly produce reports in no time with a high degree of correctness and data integrity.

Operational Report

Operational Report for Q1 2020

Region	State	City	Segment	Category	Sub-Category	Product Name	Quantity Sold	Sales (\$)	Average Discount	Profit (\$)
Central	Illinois	Chicago	Consumer	Furniture	Chairs	Global Airflow Leather Mesh Back Chair, Black	5	528.43	0.3	0
		Chicago	Consumer	Furniture	Furnishings	Eldon Cleatmat Plus Chair Mats for High Pile Carpets	5	159.04	0.6	-194.824
		Chicago	Consumer	Furniture	Tables	Bevis Rectangular Conference Tables	2	145.98	0.5	-99.2664
		Chicago	Consumer	Office Supplies	Appliances	Commercial WindTunnel Clean Air Upright Vacuum, Replacement Belts, Filtration Bags	3	2.334	0.8	-6.3018
		Chicago	Consumer	Office Supplies	Art	Newell 33	3	13.392	0.2	1.5066
		Chicago	Consumer	Office Supplies	Binders	Avery Durable Slant Ring Binders	2	3.168	0.8	-4.752
		Chicago	Consumer	Office Supplies	Binders	Peel & Stick Add-On Corner Pockets	4	1.728	0.8	-2.7648
		Chicago	Corporate	Furniture	Chairs	Global Stack Chair with Arms, Black	3	62.958	0.3	-2.6982
		Chicago	Corporate	Office Supplies	Appliances	Honeywell Enviracaire Portable Air Cleaner for up to 8 x 10 Room	6	92.064	0.8	-225.5568
		Chicago	Corporate	Office Supplies	Fasteners	Advantus Push Pins	4	6.976	0.2	1.8312
		Chicago	Corporate	Office Supplies	Paper	Xerox 1943	4	156.512	0.2	52.8228
		Chicago	Corporate	Office Supplies	Paper	Xerox 206	1	5.184	0.2	1.8144
		Chicago	Home Office	Furniture	Chairs	Global Leather Highback Executive Chair with Pneumatic Height Adjustment, Black	6	844.116	0.3	-36.1764
		Chicago	Home Office	Office Supplies	Paper	Computer Printout Paper with Letter-Trim Perforations	3	45.528	0.2	15.9348
		Chicago	Home Office	Technology	Phones	Jabra BIZ 2300 Duo QD Duo Corded Headset	8	812.736	0.2	60.9552
		Evanston	Consumer	Technology	Phones	Belkin iPhone and iPad Lightning Cable	1	11.992	0.2	0.8994
		Rockford	Consumer	Furniture	Tables	Bretford "Just In Time" Height-Adjustable Multi-Task Work Tables	3	626.1	0.5	-538.446
		Rockford	Consumer	Office Supplies	Binders	Avery Durable Binders	3	1.728	0.8	-2.6784
		Rockford	Consumer	Technology	Phones	Nokia Lumia 1020	4	1439.968	0.2	143.9968
	Illinois Sub Total							4959.934		-833.7036
	Indiana	Mishawaka	Consumer	Office Supplies	Binders	Green Canvas Binder for 8-1/2" x 14" Sheets	3	128.4	0	64.2
		Richmond	Corporate	Office Supplies	Paper	Ink Jet Note and Greeting Cards, 8-1/2" x 5-1/2" Card Size	1	22.48	0	10.3408
	Indiana Sub Total							150.88		74.5408
	Minnesota	Eagan	Corporate	Office Supplies	Binders	Wilson Jones Leather-Like Binders with DublLock Round Rings	2	17.46	0	8.2062
		Eagan	Corporate	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 25/Pack	2	45.98	0	19.7714

	Minnesota Sub Total						63.44		27.9776	
	Missouri	Saint Peters	Home Office	Furniture	Tables	Chromcraft Round Conference Tables	4	697.16	0	146.4036
	Missouri Sub Total						697.16		146.4036	
	Oklahoma	Broken Arrow	Corporate	Furniture	Tables	Hon Practical Foundations 30 x 60 Training Table, Light Gray/Charcoal	7	1592.85	0	350.427
		Broken Arrow	Corporate	Office Supplies	Binders	Storex Dura Pro Binders	2	11.88	0	5.346
		Norman	Consumer	Technology	Accessories	Imation 16GB Mini TravelDrive USB 2.0 Flash Drive	5	1287.45	0	244.6155
		Tulsa	Corporate	Technology	Phones	Mediabridge Sport Armband iPhone 5s	7	69.93	0	0.6993
	Oklahoma Sub Total						2962.11		601.0878	
	Texas	Amarillo	Consumer	Furniture	Furnishings	Eldon Image Series Desk Accessories, Burgundy	3	23.076	0.6	-10.9611
		Amarillo	Consumer	Office Supplies	Paper	Xerox 212	5	25.92	0.2	9.072
		Bryan	Corporate	Furniture	Chairs	Novimex Swivel Fabric Task Chair	5	528.43	0.3	-143.431
		Bryan	Corporate	Office Supplies	Binders	GBC Pre-Punched Binding Paper, Plastic, White, 8-1/2" x 11"	7	22.386	0.8	-35.8176
		Dallas	Consumer	Office Supplies	Paper	Xerox 1994	3	15.552	0.2	5.4432
		Dallas	Corporate	Office Supplies	Envelopes	Cameo Buff Policy Envelopes	3	149.352	0.2	50.4063
		Dallas	Corporate	Office Supplies	Storage	Acco Perma 4000 Stacking Storage Drawers	1	12.992	0.2	-0.812
		Dallas	Home Office	Office Supplies	Binders	Pressboard Hanging Data Binders for Unburst Sheets	9	8.856	0.8	-14.1696
		Dallas	Home Office	Office Supplies	Envelopes	Tyvek Interoffice Envelopes, 9 1/2" x 12 1/2", 100/Box	3	146.352	0.2	49.3938
		Dallas	Home Office	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 3/Pack	5	27.96	0.2	8.388
		Fort Worth	Corporate	Technology	Phones	Belkin Grip Candy Sheer Case / Cover for iPhone 5 and 5S	3	21.072	0.2	1.5804
		Harlingen	Consumer	Furniture	Bookcases	Safco Value Mate Series Steel Bookcases, Baked Enamel Finish on Steel, Gray	5	241.332	0.32	-14.196
		Harlingen	Consumer	Office Supplies	Art	BOSTON Ranger #55 Pencil Sharpener, Black	7	145.544	0.2	16.3737
		Harlingen	Consumer	Office Supplies	Paper	Xerox 1993	1	5.184	0.2	1.8792
		Houston	Consumer	Furniture	Furnishings	DAX Two-Tone Silver Metal Document Frame	2	16.192	0.6	-6.8816
		Houston	Corporate	Furniture	Chairs	Harbour Creations Steel Folding Chair	4	241.5	0.3	0
		Houston	Corporate	Furniture	Furnishings	Deflect-o RollaMat Studded, Beveled Mat for Medium Pile Carpeting	2	73.784	0.6	-77.4732
		Houston	Corporate	Furniture	Tables	Safco Drafting Table	2	99.372	0.3	-1.4196
		Houston	Corporate	Office Supplies	Art	Prang Dustless Chalk Sticks	1	1.344	0.2	0.504
		Odessa	Corporate	Furniture	Chairs	Office Star - Mid Back Dual function Ergonomic High Back Chair with 2-Way Adjustable Arms	5	563.43	0.3	-56.343
		Odessa	Corporate	Office Supplies	Paper	Rediform Wirebound "Phone Memo" Message Book, 11 x 5-3/4	7	42.784	0.2	15.5092
		Round Rock	Consumer	Office Supplies	Fasteners	Acco Banker's Clasps, 5 3/4"-Long	1	2.304	0.2	0.7776

		Round Rock	Consumer	Office Supplies	Supplies	High Speed Automatic Electric Letter Opener	3	3930.072	0.2	-786.0144
		Round Rock	Consumer	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 1/Pack	7	41.72	0.2	5.7365
		Round Rock	Consumer	Technology	Phones	Polycom VVX 310 VoIP phone	3	431.976	0.2	32.3982
		San Antonio	Consumer	Furniture	Tables	Hon Non-Folding Utility Tables	5	557.585	0.3	0
		San Antonio	Consumer	Furniture	Tables	Office Impressions End Table, 20-1/2"H x 24"W x 20"D	3	637.896	0.3	-127.5792
		San Antonio	Consumer	Office Supplies	Binders	Insertable Tab Indexes For Data Binders	2	1.272	0.8	-2.1624
		San Antonio	Consumer	Office Supplies	Envelopes	White Envelopes, White Envelopes with Clear Poly Window	3	36.6	0.2	11.895
		San Antonio	Consumer	Office Supplies	Paper	Adams Phone Message Book, Professional, 400 Message Capacity, 5 3/6" x 11"	5	70.08	0.2	24.528
		San Antonio	Consumer	Technology	Machines	Canon PC170 Desktop Personal Copier	3	287.91	0.4	33.5895
		San Antonio	Corporate	Technology	Accessories	Imation Clip USB flash drive - 8 GB	2	30.08	0.2	-5.264
		San Antonio	Corporate	Technology	Accessories	WD My Passport Ultra 1TB Portable External Hard Drive	3	165.6	0.2	-6.21
		San Antonio	Corporate	Technology	Phones	AT&T 17929 Lendline Telephone	5	180.96	0.2	13.572
		Texas Sub Total						8786.469		1007.6881
	Wisconsin	Franklin	Corporate	Furniture	Bookcases	Atlantic Metals Mobile 3-Shelf Bookcases, Custom Colors	6	1565.88	0	407.1288
		Franklin	Corporate	Office Supplies	Binders	Plastic Binding Combs	7	106.05	0	49.8435
		Green Bay	Corporate	Furniture	Furnishings	Westinghouse Clip-On Gooseneck Lamps	2	16.74	0	4.3524
		La Crosse	Consumer	Office Supplies	Binders	Flexible Leather- Look Classic Collection Ring Binder	3	56.82	0	28.41
		Milwaukee	Home Office	Office Supplies	Appliances	Belkin 5 Outlet SurgeMaster Power Centers	9	490.32	0	137.2896
	Wisconsin Sub Total							2235.81		627.0243
	Central Total							19855.803		-364.3576
East	Connecticut	Fairfield	Consumer	Furniture	Tables	Bevis Round Bullnose 29" High Table Top	1	181.797	0.3	-15.5826
		Milford	Home Office	Technology	Accessories	Microsoft Sculpt Comfort Mouse	5	199.75	0	87.89
		Norwich	Corporate	Office Supplies	Paper	Xerox 188	1	11.34	0	5.5566
	Connecticut Sub Total							392.887		77.864
	Delaware	Newark	Consumer	Office Supplies	Binders	Acco Flexible ACCOHIDE Square Ring Data Binder, Dark Blue, 11 1/2" X 14" 7/8"	2	32.54	0	15.9446
		Newark	Consumer	Technology	Phones	Plantronics Voyager Pro HD - Bluetooth Headset	2	129.98	0	62.3904
	Delaware Sub Total							162.52		78.335
	Maryland	Clinton	Consumer	Furniture	Furnishings	Regeneration Desk Collection	6	10.56	0	4.6464
		Clinton	Consumer	Furniture	Tables	Bevis Boat-Shaped Conference Table	3	550.431	0.3	-47.1798
		Clinton	Consumer	Office Supplies	Art	Economy #2 Pencils	3	7.98	0	2.0748
		Clinton	Consumer	Office Supplies	Paper	Wirebound Message Books, Four 2 3/4 x 5 Forms per Page, 200 Sets per Book	1	4.77	0	2.1465
		Columbia	Consumer	Furniture	Furnishings	Electrix Halogen Magnifier Lamp	5	971.5	0	252.59
		Columbia	Consumer	Office Supplies	Appliances	Honeywell Enviracaire Portable HEPA Air Cleaner for 17' x 22' Room	3	901.95	0	297.6435

		Columbia	Consumer	Office Supplies	Envelopes	Blue String-Tie & Button Interoffice Envelopes, 10 x 13	5	199.9	0	89.955
		Gaithersburg	Corporate	Furniture	Bookcases	Bush Westfield Collection Bookcases, Medium Cherry Finish	3	173.94	0	38.2668
		Gaithersburg	Corporate	Technology	Phones	GE 30522EE2	2	231.98	0	67.2742
	Maryland Sub Total							3053.011		707.4174
	Massachusetts	Andover	Consumer	Furniture	Chairs	Situations Contoured Folding Chairs, 4/Set	5	354.9	0	88.725
		Andover	Consumer	Office Supplies	Binders	Ibico Hi-Tech Manual Binding System	4	51.8	0	23.31
		Andover	Consumer	Office Supplies	Paper	Xerox 193	3	17.94	0	8.7906
		Andover	Consumer	Office Supplies	Storage	Personal Folder Holder, Ebony	1	11.21	0	3.363
		Malden	Consumer	Office Supplies	Art	Newell 345	2	39.68	0	10.3168
	Massachusetts Sub Total							475.53		134.5054
	New Hampshire	Dover	Corporate	Technology	Accessories	Logitech G602 Wireless Gaming Mouse	2	159.98	0	57.5928
	New Hampshire Sub Total							159.98		57.5928
	New Jersey	Atlantic City	Corporate	Office Supplies	Envelopes	Staple envelope	2	23.36	0	11.68
		Belleville	Consumer	Furniture	Chairs	Hon Comfortask Task/Swivel Chairs	2	227.96	0	36.4736
		Morristown	Consumer	Office Supplies	Fasteners	Bagged Rubber Bands	6	7.56	0	0.3024
		Plainfield	Corporate	Office Supplies	Art	Dixon Ticonderoga Maple Cedar Pencil, #2	3	9.21	0	2.3025
		Plainfield	Corporate	Office Supplies	Paper	Telephone Message Books with Fax/Mobile Section, 4 1/4" x 6"	5	18	0	8.28
		Vineland	Consumer	Furniture	Tables	Chromcraft Round Conference Tables	2	244.006	0.3	-31.3722
		Westfield	Home Office	Office Supplies	Art	American Pencil	2	4.66	0	1.3514
		Westfield	Home Office	Office Supplies	Envelopes	Quality Park Security Envelopes	2	52.34	0	24.5998
		Westfield	Home Office	Technology	Accessories	Logitech Gaming G510s - Keyboard	3	254.97	0	91.7892
	New Jersey Sub Total							842.066		145.4067
	New York	Long Beach	Consumer	Furniture	Bookcases	O'Sullivan Living Dimensions 5-Shelf Bookcases	1	176.784	0.2	-22.098
		Long Beach	Corporate	Office Supplies	Labels	Staple-on labels	3	8.67	0	4.0749
		Long Beach	Corporate	Office Supplies	Supplies	Acme Office Executive Series Stainless Steel Trimmers	3	25.71	0	6.6846
		New York City	Consumer	Furniture	Chairs	Global Value Steno Chair, Gray	6	327.996	0.1	54.666
		New York City	Consumer	Furniture	Chairs	Hon Every-Day Chair Series Swivel Task Chairs	3	326.646	0.1	39.9234
		New York City	Consumer	Furniture	Furnishings	Coloredge Poster Frame	8	113.6	0	44.304
		New York City	Consumer	Furniture	Furnishings	Executive Impressions 14" Contract Wall Clock	2	44.46	0	14.6718
		New York City	Consumer	Furniture	Furnishings	Howard Miller 13-3/4" Diameter Brushed Chrome Round Wall Clock	8	414	0	124.2
		New York City	Consumer	Office Supplies	Appliances	Conquest 14 Commercial Heavy-Duty Upright Vacuum, Collection System, Accessory Kit	3	170.88	0	49.5552

		New York City	Consumer	Office Supplies	Binders	Acco Four Pocket Poly Ring Binder with Label Holder, Smoke, 1"	5	29.8	0.2	9.3125
		New York City	Consumer	Office Supplies	Binders	GBC DocuBind P100 Manual Binding Machine	3	398.352	0.2	124.485
		New York City	Consumer	Office Supplies	Binders	GBC Plastic Binding Combs	7	41.328	0.2	14.9814
		New York City	Consumer	Office Supplies	Binders	Satellite Sectional Post Binders	2	69.456	0.2	22.5732
		New York City	Consumer	Office Supplies	Binders	Square Ring Data Binders, Rigid 75 Pt. Covers, 11" x 14-7/8"	3	49.536	0.2	17.3376
		New York City	Consumer	Office Supplies	Binders	Wilson Jones data.warehouse D-Ring Binders with DublLock	4	26.336	0.2	9.2176
		New York City	Consumer	Office Supplies	Envelopes	#10 Gummed Flap White Envelopes, 100/Box	4	16.52	0	7.5992
		New York City	Consumer	Office Supplies	Envelopes	Staple envelope	3	29.34	0	13.4964
		New York City	Consumer	Office Supplies	Fasteners	Advantus Push Pins	4	8.72	0	3.5752
		New York City	Consumer	Office Supplies	Paper	Memo Book, 100 Message Capacity, 5 3/8" x 11"	2	13.48	0	6.74
		New York City	Consumer	Office Supplies	Paper	Xerox 1959	9	60.12	0	28.8576
		New York City	Consumer	Office Supplies	Paper	Xerox 1993	2	12.96	0	6.3504
		New York City	Consumer	Office Supplies	Storage	Belkin 19" Center-Weighted Shelf, Gray	2	117.96	0	5.898
		New York City	Consumer	Office Supplies	Storage	Carina Double Wide Media Storage Towers in Natural & Black	3	242.94	0	9.7176
		New York City	Consumer	Technology	Accessories	Logitech 910-002974 M325 Wireless Mouse for Web Scrolling	3	89.97	0	39.5868
		New York City	Corporate	Furniture	Furnishings	Floodlight Indoor Halogen Bulbs, 1 Bulb per Pack, 60 Watts	7	135.8	0	66.542
		New York City	Corporate	Furniture	Furnishings	Tenex B1-RE Series Chair Mats for Low Pile Carpets	1	45.98	0	7.8166
		New York City	Corporate	Furniture	Tables	Chromcraft Round Conference Tables	3	313.722	0.4	-99.3453
		New York City	Corporate	Office Supplies	Art	Newell 319	3	59.52	0	17.856
		New York City	Corporate	Office Supplies	Binders	GBC Standard Recycled Report Covers, Clear Plastic Sheets	5	43.12	0.2	15.092
		New York City	Corporate	Office Supplies	Fasteners	Staples	6	36.48	0	18.24
		New York City	Corporate	Office Supplies	Storage	Gould Plastics 18-Pocket Panel Bin, 34w x 5-1/4d x 20-1/2h	5	459.95	0	18.398
		New York City	Corporate	Office Supplies	Storage	SAFCO Commercial Wire Shelving, 72h	7	428.68	0	0
		New York City	Home Office	Office Supplies	Paper	Xerox 1893	2	81.98	0	40.1702
		Oceanside	Consumer	Furniture	Furnishings	GE 4 Foot Flourescent Tube, 40 Watt	1	14.98	0	6.8908
		Oceanside	Consumer	Furniture	Furnishings	Master Caster Door Stop, Brown	4	20.32	0	6.9088
		Oceanside	Corporate	Furniture	Furnishings	9-3/4 Diameter Round Wall Clock	5	68.95	0	28.959
		Oceanside	Corporate	Office Supplies	Storage	Recycled Data-Pak for Archival Bound Computer Printouts, 12-1/2 x 12-1/2 x 16	3	296.37	0	80.0199
		Oceanside	Corporate	Technology	Phones	iOttie HLCRIO102 Car Mount	2	39.98	0	1.999

		Yonkers	Consumer	Furniture	Tables	Chromcraft Round Conference Tables	8	836.592	0.4	-264.9208
		Yonkers	Consumer	Office Supplies	Paper	Easy-staple paper	1	26.38	0	12.1348
		Yonkers	Consumer	Office Supplies	Storage	Adjustable Depth Letter/Legal Cart	2	362.92	0	105.2468
		Yonkers	Consumer	Technology	Machines	Ativa V4110MDD Micro-Cut Shredder	7	4899.93	0	2400.9657
	New York Sub Total							10987.218		3098.6839
	Ohio	Cleveland	Consumer	Furniture	Bookcases	O'Sullivan Living Dimensions 3-Shelf Bookcases	3	301.47	0.5	-241.176
		Cleveland	Consumer	Office Supplies	Art	Hunt BOSTON Vista Battery-Operated Pencil Sharpener, Black	2	18.656	0.2	1.6324
		Cleveland	Home Office	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 25/Pack	3	55.176	0.2	15.8631
		Cleveland	Home Office	Technology	Phones	Panasonic Kx-TS550	4	110.376	0.4	-20.2356
		Columbus	Consumer	Furniture	Furnishings	Advantus Panel Wall Acrylic Frame	5	21.88	0.2	6.2905
		Columbus	Home Office	Furniture	Furnishings	Ultra Door Push Plate	14	54.992	0.2	8.9362
		Lancaster	Consumer	Office Supplies	Paper	Xerox 1912	2	30.352	0.2	10.6232
		Newark	Consumer	Office Supplies	Art	Newell 34	7	111.104	0.2	8.3328
		Newark	Consumer	Office Supplies	Envelopes	Staple envelope	5	46.72	0.2	17.52
		Springfield	Consumer	Furniture	Bookcases	Bush Andora Bookcase, Maple/Graphite Gray Finish	5	299.975	0.5	-167.986
		Springfield	Consumer	Technology	Phones	Clearsounds A400	4	158.376	0.4	-36.9544
		Toledo	Corporate	Furniture	Furnishings	DAX Two-Tone Rosewood/Black Document Frame, Desktop, 5 x 7	2	15.168	0.2	3.792
	Ohio Sub Total							1224.245		-393.3618
	Pennsylvania	Philadelphia	Consumer	Office Supplies	Fasteners	Rubber Band Ball	2	5.984	0.2	-1.3464
		Philadelphia	Consumer	Technology	Accessories	Plantronics Audio 478 Stereo USB Headset	1	39.992	0.2	7.4985
		Philadelphia	Consumer	Technology	Phones	AT&T 17929 Lendline Telephone	4	108.576	0.4	-25.3344
		Philadelphia	Corporate	Furniture	Chairs	SAFCO Arco Folding Chair	2	386.68	0.3	-5.524
		Philadelphia	Corporate	Office Supplies	Art	Newell 312	1	4.672	0.2	0.584
		Philadelphia	Corporate	Office Supplies	Binders	Avery Arch Ring Binders	6	104.58	0.7	-80.178
		Philadelphia	Corporate	Office Supplies	Binders	GBC VeloBind Cover Sets	5	23.16	0.7	-15.44
		Philadelphia	Corporate	Office Supplies	Binders	Ibico EB-19 Dual Function Manual Binding System	1	51.897	0.7	-41.5176
		Philadelphia	Corporate	Office Supplies	Envelopes	Recycled Interoffice Envelopes with String and Button Closure, 10 x 13	3	57.576	0.2	21.591
		Philadelphia	Corporate	Office Supplies	Paper	Speediset Carbonless Redi-Letter 7" x 8 1/2"	5	41.24	0.2	13.9185
		Philadelphia	Corporate	Office Supplies	Storage	SAFCO Commercial Wire Shelving, Black	5	552.56	0.2	-138.14
		Philadelphia	Corporate	Office Supplies	Storage	Space Solutions Industrial Galvanized Steel Shelving.	2	126.08	0.2	-28.368
		Philadelphia	Corporate	Technology	Accessories	Kensington Expert Mouse Optical USB Trackball for PC or Mac	5	379.96	0.2	47.495

		Philadelphia	Corporate	Technology	Machines	Swingline SM12-08 MicroCut Jam Free Shredder	3	449.1	0.7	-643.71
		Philadelphia	Corporate	Technology	Phones	Polycom CX600 IP Phone VoIP phone	3	539.91	0.4	-116.9805
		Philadelphia	Home Office	Furniture	Furnishings	DAX Charcoal/Nickel-Tone Document Frame, 5 x 7	4	30.336	0.2	9.48
		Philadelphia	Home Office	Office Supplies	Binders	Avery Self-Adhesive Photo Pockets for Polaroid Photos	1	2.043	0.7	-1.4982
		Philadelphia	Home Office	Technology	Accessories	V7 USB Numeric Keypad	3	83.976	0.2	-13.6461
		Philadelphia	Home Office	Technology	Phones	Grandstream GXP1160 VoIP phone	3	68.238	0.4	-12.5103
		Philadelphia	Home Office	Technology	Phones	Wilson SignalBoost 841262 DB PRO Amplifier Kit	2	431.94	0.4	-71.99
	Pennsylvania Sub Total							3488.5		-1095.6165
	Vermont	Burlington	Corporate	Office Supplies	Art	4009 Highlighters	6	8.04	0	2.7336
		Burlington	Corporate	Office Supplies	Storage	Iceberg Mobile Mega Data/Printer Cart	13	1564.29	0	406.7154
		Burlington	Corporate	Technology	Accessories	Logitech Wireless Marathon Mouse M705	2	99.98	0	42.9914
	Vermont Sub Total							1672.31		452.4404
	East Total							22458.267		3263.2673
South	Florida	Jacksonville	Corporate	Office Supplies	Art	Newell 337	2	5.248	0.2	0.5904
		Jacksonville	Corporate	Technology	Accessories	Logitech MX Performance Wireless Mouse	6	191.472	0.2	40.6878
		Jacksonville	Corporate	Technology	Phones	Logitech B530 USB Headset - headset - Full size, Binaural	2	59.184	0.2	5.1786
		Miami	Consumer	Furniture	Furnishings	Deflect-o DuraMat Lighweight, Studded, Beveled Mat for Low Pile Carpeting	3	102.36	0.2	-3.8385
		Miami	Consumer	Technology	Phones	Cisco Unified IP Phone 7945G VoIP phone	5	1363.96	0.2	85.2475
		Miami	Corporate	Office Supplies	Labels	Avery 518	4	10.08	0.2	3.528
		Tampa	Home Office	Office Supplies	Binders	Avery Arch Ring Binders	2	34.86	0.7	-26.726
		Tampa	Home Office	Office Supplies	Binders	Avery Durable Slant Ring Binders With Label Holder	3	3.762	0.7	-2.7588
		Tampa	Home Office	Office Supplies	Storage	Standard Rollaway File with Lock	3	432.456	0.2	32.4342
	Florida Sub Total							2203.382		134.3432
	Georgia	Atlanta	Consumer	Office Supplies	Binders	Avery Durable Slant Ring Binders, No Labels	4	15.92	0	7.4824
		Atlanta	Consumer	Office Supplies	Storage	Tennsco Double-Tier Lockers	6	1350.12	0	175.5156
		Atlanta	Home Office	Office Supplies	Binders	Fellowes PB500 Electric Punch Plastic Comb Binding Machine with Manual Bind	1	1270.99	0	635.495
		Atlanta	Home Office	Office Supplies	Envelopes	#10 White Business Envelopes,4 1/8 x 9 1/2	8	125.36	0	58.9192
		Columbus	Corporate	Furniture	Furnishings	DAX Two-Tone Silver Metal Document Frame	1	20.24	0	8.7032
		Columbus	Corporate	Furniture	Furnishings	Eldon Expressions Wood and Plastic Desk Accessories, Oak	4	39.92	0	11.1776
		Columbus	Corporate	Office Supplies	Binders	Acco Flexible ACCOHIDE Square Ring Data Binder, Dark Blue, 11 1/2" X 14" 7/8"	2	32.54	0	15.9446

		Columbus	Corporate	Technology	Accessories	First Data FD10 PIN Pad	4	316	0	31.6
		Columbus	Home Office	Furniture	Furnishings	Eldon Image Series Desk Accessories, Burgundy	4	76.92	0	31.5372
		Columbus	Home Office	Office Supplies	Storage	Iceberg Mobile Mega Data/Printer Cart	4	481.32	0	125.1432
		Smyrna	Home Office	Furniture	Bookcases	Bush Andora Bookcase, Maple/Graphite Gray Finish	2	239.98	0	52.7956
		Smyrna	Home Office	Furniture	Furnishings	Howard Miller 13" Diameter Goldtone Round Wall Clock	3	18.84	0	7.1592
		Smyrna	Home Office	Office Supplies	Envelopes	Ames Color-File Green Diamond Border X-ray Mailers	2	167.96	0	78.9412
		Smyrna	Home Office	Office Supplies	Fasteners	Revere Boxed Rubber Bands by Revere	5	9.45	0	0.189
		Smyrna	Home Office	Office Supplies	Paper	White Computer Printout Paper by Universal	9	348.84	0	170.9316
		Smyrna	Home Office	Office Supplies	Paper	White Dual Perf Computer Printout Paper, 2700 Sheets, 1 Part, Heavyweight, 20 lbs., 14 7/8 x 11	3	122.97	0	60.2553
		Smyrna	Home Office	Office Supplies	Paper	Xerox 1943	7	342.37	0	160.9139
		Smyrna	Home Office	Office Supplies	Storage	Belkin 19" Vented Equipment Shelf, Black	3	154.44	0	1.5444
		Smyrna	Home Office	Office Supplies	Storage	Carina 42"Hx23 3/4"W Media Storage Unit	1	80.98	0	1.6196
		Smyrna	Home Office	Technology	Phones	Aastra 57i VoIP phone	3	484.83	0	126.0558
		Smyrna	Home Office	Technology	Phones	Plantronics Cordless Phone Headset with In-line Volume - M214C	3	104.85	0	28.3095
	Georgia Sub Total							5804.84		1790.2331
	Kentucky	Henderson	Consumer	Furniture	Furnishings	Eldon Cleatmat Plus Chair Mats for High Pile Carpets	4	318.08	0	34.9888
		Henderson	Consumer	Office Supplies	Binders	Wilson Jones "Snap" Scratch Pad Binder Tool for Ring Binders	1	5.8	0	2.61
		Richmond	Consumer	Furniture	Chairs	Hon Multipurpose Stacking Arm Chairs	4	866.4	0	225.264
	Kentucky Sub Total							1190.28		262.8628
	Louisiana	Monroe	Corporate	Office Supplies	Paper	Xerox 218	2	12.96	0	6.2208
	Louisiana Sub Total							12.96		6.2208
	Mississippi	Gulfport	Corporate	Furniture	Furnishings	Eldon Image Series Desk Accessories, Ebony	7	86.45	0	38.038
		Gulfport	Corporate	Office Supplies	Binders	XtraLife ClearVue Slant-D Ring Binders by Cardinal	4	31.36	0	15.68
		Jackson	Consumer	Office Supplies	Art	Panasonic KP-150 Electric Pencil Sharpener	7	264.18	0	68.6868
		Jackson	Home Office	Office Supplies	Paper	Xerox 1964	16	365.44	0	168.1024
	Mississippi Sub Total							747.43		290.5072
	North Carolina	Charlotte	Corporate	Technology	Copiers	Hewlett Packard 310 Color Digital Copier	4	959.968	0.2	119.996
		Fayetteville	Consumer	Furniture	Bookcases	Sauder Forest Hills Library, Woodland Oak Finish	4	451.136	0.2	-67.6704
		Fayetteville	Consumer	Furniture	Furnishings	Eldon Pizzaz Desk Accessories	8	14.272	0.2	4.2816
		Fayetteville	Consumer	Office Supplies	Appliances	Fellowes Mighty 8 Compact Surge Protector	4	64.864	0.2	6.4864

		Jacksonville	Consumer	Office Supplies	Storage	Tenex Personal Self-Stacking Standard File Box, Black/Gray	5	67.64	0.2	5.9185
		Jacksonville	Consumer	Technology	Accessories	Case Logic 2.4GHz Wireless Keyboard	3	119.976	0.2	-17.9964
		Raleigh	Consumer	Office Supplies	Art	Newell 319	3	47.616	0.2	5.952
		Raleigh	Consumer	Office Supplies	Binders	XtraLife ClearVue Slant-D Ring Binder, White, 3"	7	30.828	0.7	-24.6624
		Raleigh	Consumer	Technology	Phones	Avaya 5410 Digital phone	2	108.784	0.2	10.8784
		Raleigh	Home Office	Technology	Phones	Samsung Galaxy S4 Mini	3	1127.976	0.2	126.8973
		North Carolina Sub Total							2993.06	
	Tennessee	Chattanooga	Corporate	Furniture	Furnishings	Deflect-o EconoMat Studded, No Bevel Mat for Low Pile Carpeting	4	132.224	0.2	-18.1808
		Columbia	Consumer	Office Supplies	Appliances	Hoover WindTunnel Plus Canister Vacuum	3	871.8	0.2	87.18
		Memphis	Consumer	Furniture	Tables	Balt Solid Wood Rectangular Table	3	189.882	0.4	-94.941
		Nashville	Consumer	Office Supplies	Paper	Speediset Carbonless Redi-Letter 7" x 8 1/2"	2	16.496	0.2	5.5674
		Nashville	Corporate	Office Supplies	Binders	Ibico Recycled Grain-Textured Covers	3	31.086	0.7	-20.724
		Tennessee Sub Total							1241.488	
	Virginia	Arlington	Consumer	Furniture	Furnishings	Acrylic Self-Standing Desk Frames	7	18.69	0	7.1022
		Arlington	Consumer	Office Supplies	Binders	Presstex Flexible Ring Binders	8	36.4	0	18.2
		Arlington	Consumer	Technology	Machines	HP Designjet T520 Inkjet Large Format Printer - 24" Color	5	8749.95	0	2799.984
		Arlington	Corporate	Office Supplies	Storage	Hanging Personal Folder File	2	31.4	0	7.85
		Arlington	Corporate	Office Supplies	Storage	X-Rack File for Hanging Folders	5	56.45	0	14.677
		Springfield	Consumer	Office Supplies	Labels	Permanent Self-Adhesive File Folder Labels for Typewriters by Universal	3	7.83	0	3.6018
		Springfield	Consumer	Technology	Accessories	Micro Innovations USB RF Wireless Keyboard with Mouse	4	100	0	21
		Waynesboro	Home Office	Furniture	Furnishings	Howard Miller 14-1/2" Diameter Chrome Round Wall Clock	2	127.88	0	40.9216
		Waynesboro	Home Office	Office Supplies	Appliances	Eureka The Boss Lite 10-Amp Upright Vacuum, Blue	2	160.32	0	44.8896
		Waynesboro	Home Office	Office Supplies	Binders	Ibico Covers for Plastic or Wire Binding Elements	4	46	0	20.7
		Virginia Sub Total							9334.92	
	South Total							23528.36		5592.0759
West	Arizona	Glendale	Consumer	Office Supplies	Binders	GBC Standard Recycled Report Covers, Clear Plastic Sheets	3	9.702	0.7	-7.1148
		Glendale	Corporate	Office Supplies	Storage	Mini 13-1/2 Capacity Data Binder Rack, Pearl	1	104.696	0.2	6.5435
		Scottsdale	Home Office	Office Supplies	Appliances	Belkin 7 Outlet SurgeMaster Surge Protector with Phone Protection	5	157.92	0.2	17.766
		Scottsdale	Home Office	Technology	Phones	Jabra BIZ 2300 Duo QD Duo Corded Headset	2	203.184	0.2	15.2388
		Sierra Vista	Consumer	Furniture	Furnishings	Nu-Dell Float Frame 11 x 14 1/2	2	14.368	0.2	3.9512
	Arizona Sub Total							489.87		36.3847

	California	Fresno	Corporate	Technology	Accessories	Logitech G500s Laser Gaming Mouse with Adjustable Weight Tuning	5	349.95	0	118.983
		Fresno	Corporate	Technology	Phones	netTALK DUO VoIP Telephone Service	9	377.928	0.2	141.723
		Los Angeles	Consumer	Furniture	Furnishings	DAX Cubicle Frames, 8-1/2 x 11	7	59.99	0	21.5964
		Los Angeles	Consumer	Office Supplies	Binders	Wilson Jones Active Use Binders	2	11.648	0.2	4.2224
		Los Angeles	Consumer	Office Supplies	Fasteners	Acco Clips to Go Binder Clips, 24 Clips in Two Sizes	3	10.65	0	5.0055
		Los Angeles	Consumer	Office Supplies	Paper	Hammermill Color Copier Paper (28Lb. and 96 Bright)	2	19.98	0	8.991
		Los Angeles	Consumer	Office Supplies	Paper	Xerox 1983	1	5.98	0	2.9302
		Los Angeles	Consumer	Office Supplies	Storage	Recycled Steel Personal File for Hanging File Folders	2	114.46	0	28.615
		Los Angeles	Consumer	Office Supplies	Storage	Rogers Deluxe File Chest	4	87.92	0	0.8792
		Los Angeles	Consumer	Technology	Accessories	Imation 8GB Mini TravelDrive USB 2.0 Flash Drive	3	90.57	0	11.7741
		Los Angeles	Consumer	Technology	Accessories	Memorex Mini Travel Drive 64 GB USB 2.0 Flash Drive	1	36.24	0	15.2208
		Los Angeles	Consumer	Technology	Phones	AT&T 1070 Corded Phone	5	445.96	0.2	55.745
		Los Angeles	Corporate	Office Supplies	Art	Newell 345	2	39.68	0	10.3168
		Los Angeles	Corporate	Office Supplies	Binders	Avery Heavy-Duty EZD Binder With Locking Rings	7	31.248	0.2	10.9368
		Los Angeles	Corporate	Office Supplies	Binders	Wilson Jones Clip & Carry Folder Binder Tool for Ring Binders, Clear	4	18.56	0.2	6.496
		Los Angeles	Corporate	Office Supplies	Paper	Xerox 1883	4	105.52	0	48.5392
		Los Angeles	Corporate	Office Supplies	Storage	Fellowes Officeware Wire Shelving	5	449.15	0	8.983
		Los Angeles	Corporate	Office Supplies	Storage	Safco Commercial Shelving	2	93.02	0	3.7208
		Los Angeles	Corporate	Technology	Accessories	SanDisk Ultra 16 GB MicroSDHC Class 10 Memory Card	1	12.99	0	0.7794
		Los Angeles	Corporate	Technology	Phones	Motorola L703CM	5	623.96	0.2	38.9975
		Los Angeles	Home Office	Office Supplies	Paper	Easy-staple paper	5	56.7	0	27.783
		Los Angeles	Home Office	Office Supplies	Paper	Rediform Voice Mail Log Books	5	14.9	0	7.152
		Los Angeles	Home Office	Office Supplies	Paper	Tops Green Bar Computer Printout Paper	3	146.82	0	73.41
		Los Angeles	Home Office	Technology	Accessories	Kingston Digital DataTraveler 16GB USB 2.0	3	26.85	0	5.1015
		Los Angeles	Home Office	Technology	Machines	Okidata MB760 Printer	3	3357.6	0.2	377.73
		Los Angeles	Home Office	Technology	Phones	Apple iPhone 5	8	4158.912	0.2	363.9048
		Los Angeles	Home Office	Technology	Phones	AT&T 1080 Phone	1	109.592	0.2	8.2194
		Oakland	Home Office	Office Supplies	Art	Panasonic KP-350BK Electric Pencil Sharpener with Auto Stop	1	34.58	0	10.0282

		Riverside	Home Office	Office Supplies	Binders	Cardinal EasyOpen D-Ring Binders	7	51.184	0.2	19.194
		San Diego	Consumer	Furniture	Chairs	Global Ergonomic Managers Chair	7	1013.488	0.2	76.0116
		San Diego	Consumer	Furniture	Chairs	Global Super Steno Chair	2	153.568	0.2	-5.7588
		San Diego	Consumer	Furniture	Tables	Chromcraft Round Conference Tables	4	557.728	0.2	6.9716
		San Diego	Consumer	Office Supplies	Labels	Avery 475	3	44.4	0	22.2
		San Diego	Consumer	Office Supplies	Labels	Avery 476	5	20.65	0	9.499
		San Diego	Consumer	Office Supplies	Labels	Avery 508	3	14.73	0	7.2177
		San Diego	Consumer	Office Supplies	Storage	Fellowes Mobile File Cart, Black	3	186.54	0	50.3658
		San Diego	Consumer	Technology	Phones	Anker Astro 15000mAh USB Portable Charger	4	159.968	0.2	-31.9936
		San Diego	Home Office	Office Supplies	Art	Berol Giant Pencil Sharpener	1	16.99	0	4.9271
		San Francisco	Consumer	Office Supplies	Binders	GBC Wire Binding Strips	2	50.784	0.2	17.7744
		San Francisco	Consumer	Office Supplies	Binders	Heavy-Duty E-Z-D Binders	2	17.456	0.2	5.8914
		San Francisco	Consumer	Office Supplies	Labels	Avery 512	9	26.01	0	12.2247
		San Francisco	Consumer	Office Supplies	Paper	Xerox 1880	2	70.88	0	33.3136
		San Francisco	Consumer	Office Supplies	Storage	File Shuttle II and Handi-File, Black	9	305.01	0	76.2525
		San Francisco	Consumer	Technology	Phones	i.Sound Portable Power - 8000 mAh	2	84.784	0.2	-20.1362
		San Francisco	Corporate	Furniture	Chairs	Global Comet Stacking Arm Chair	4	1352.032	0.2	84.502
		San Francisco	Corporate	Furniture	Chairs	Hon 4070 Series Pagoda Round Back Stacking Chairs	3	770.352	0.2	77.0352
		San Francisco	Corporate	Furniture	Furnishings	Executive Impressions 10" Spectator Wall Clock	3	35.28	0	11.9952
		San Francisco	Corporate	Furniture	Furnishings	Westinghouse Mesh Shade Clip-On Gooseneck Lamp, Black	2	28.28	0	7.3528
		San Francisco	Corporate	Office Supplies	Appliances	Euro-Pro Shark Turbo Vacuum	5	154.9	0	40.274
		San Francisco	Corporate	Office Supplies	Binders	Avery Round Ring Poly Binders	2	4.544	0.2	1.6472
		San Francisco	Corporate	Office Supplies	Envelopes	Security-Tint Envelopes	4	30.56	0	14.9744
		San Francisco	Corporate	Office Supplies	Storage	Tennsco Stur-D-Stor Boltless Shelving, 5 Shelves, 24" Deep, Sand	5	676.55	0	6.7655
		San Francisco	Corporate	Office Supplies	Supplies	Elite 5" Scissors	3	25.35	0	7.605
		San Francisco	Corporate	Office Supplies	Supplies	High Speed Automatic Electric Letter Opener	3	4912.59	0	196.5036
		San Francisco	Corporate	Technology	Accessories	Logitech 910-002974 M325 Wireless Mouse for Web Scrolling	3	89.97	0	39.5868
		San Francisco	Corporate	Technology	Accessories	Maxell 4.7GB DVD+RW 3/Pack	2	31.86	0	11.151
		California Sub Total						21777.796		2201.1315
	Colorado	Denver	Corporate	Technology	Phones	RCA ViSYS 25423RE1 Corded phone	2	159.984	0.2	13.9986
		Littleton	Consumer	Furniture	Bookcases	Atlantic Metals Mobile 2-Shelf Bookcases, Custom Colors	1	72.294	0.7	-98.8018
		Colorado Sub Total						232.278		-84.8032

	Idaho	Pocatello	Consumer	Office Supplies	Binders	Wilson Jones Hanging View Binder, White, 1"	3	17.04	0.2	5.538
		Pocatello	Consumer	Office Supplies	Paper	Adams Telephone Message Book W/Dividers/Space For Phone Numbers, 5 1/4"X8 1/2", 300/Messages	3	17.64	0	8.6436
	Idaho Sub Total							34.68		14.1816
	Nevada	North Las Vegas	Corporate	Technology	Accessories	Logitech ClearChat Comfort/USB Headset H390	2	58.58	0	19.3314
	Nevada Sub Total							58.58		19.3314
	Oregon	Gresham	Corporate	Technology	Phones	BlackBerry Q10	4	403.168	0.2	25.198
	Oregon Sub Total							403.168		25.198
	Washington	Longview	Consumer	Furniture	Furnishings	DAX Value U-Channel Document Frames, Easel Back	5	24.85	0	7.7035
		Seattle	Consumer	Furniture	Bookcases	O'Sullivan 2-Shelf Heavy-Duty Bookcases	1	48.58	0	7.7728
		Seattle	Consumer	Furniture	Chairs	Global Deluxe High-Back Office Chair in Storm	4	435.168	0.2	-59.8356
		Seattle	Consumer	Office Supplies	Paper	Xerox 218	2	12.96	0	6.2208
		Seattle	Corporate	Furniture	Chairs	Global High-Back Leather Tilter, Burgundy	2	196.784	0.2	-22.1382
		Seattle	Corporate	Furniture	Furnishings	Contract Clock, 14", Brown	5	109.9	0	37.366
	Washington Sub Total							828.242		-22.9107
	West Total							23824.614		2188.5133

Executive Report

Executive Report for Q1 2020

Geographic Area	Type	Q1 2020	Q4 2019	Q1 2020 VS Q4 2019	Q1 2019	Q1 2020 VS Q1 2019	Participation In 2019	Participation In Q1 2019	Participation In Q1 2020	Trend
Illinois	Sales	4959.93400	4591.99200	8.012688175	1937.97000	155.934508790	18.741963802	16.812537204	24.979770398	↑
	Profit	-833.70360	46.86360	-1879.000332881	-841.18980	-0.889953730	-8.588040037	422.078929516	228.814659005	↓
Indiana	Sales	150.88000	2890.21000	-94.779618090	196.65000	-23.274853801	6.739444833	1.706004449	0.759878611	↓
	Profit	74.54080	1077.22730	-93.080309049	76.66550	-2.771389999	16.960246389	-38.468003500	-20.458143319	↓
Minnesota	Sales	63.44000	2165.12000	-97.069908365	171.50000	-63.008746356	5.765997210	1.487819796	0.319503573	↓
	Profit	27.97760	644.34320	-95.657966127	74.37980	-62.385486382	14.497997385	-37.321121062	-7.678610244	↑
Missouri	Sales	697.16000	6680.72000	-89.564597828	NA	NA	7.089483254	NA	3.511114610	↓
	Profit	146.40360	2825.00060	-94.817572782	NA	NA	24.651814880	NA	-40.181294421	↓
Oklahoma	Sales	2962.11000	1971.46000	50.249561239	NA	NA	2.850262111	NA	14.918107316	↓
	Profit	601.08780	439.31380	36.824247269	NA	NA	5.624982332	NA	-164.971939655	↓
Texas	Sales	8786.46900	9920.39220	-11.430225511	5462.71360	60.844401581	31.570878533	47.390865512	44.251390891	↓
	Profit	-1007.68810	-42.04670	2296.592598230	-488.01420	106.487454668	-19.236427994	244.868056085	276.565687116	↑
Wisconsin	Sales	2235.81000	2685.68000	-16.750692562	3558.62000	-37.171993638	8.486632752	30.872217395	11.260234602	↓
	Profit	627.02430	706.98180	-11.309697081	908.97400	-31.018455973	17.406606856	-456.090614601	-172.090358483	↓
Central Total	Sales	19855.80300	39063.59720	-49.170572033	11526.93360	72.255724627	100.000000000	100.000000000	100.000000000	↓
	Profit	-364.35760	7606.58290	-104.790029962	-199.29680	82.821600748	100.000000000	100.000000000	100.000000000	↓
Connecticut	Sales	392.88700	26.90000	1360.546468401	NA	NA	0.884566441	NA	1.749409249	↓
	Profit	77.86400	13.18100	490.729079736	NA	NA	2.092278080	NA	2.386074840	↓
Delaware	Sales	162.52000	2077.00000	-92.175252768	2139.00000	-92.402057036	3.706439704	15.364467582	0.723653343	↓
	Profit	78.33500	566.25890	-86.166221847	506.00780	-84.519013343	6.551237098	19.469245012	2.400508227	↑
Maryland	Sales	3053.01100	1196.34000	155.195930923	2631.80000	16.004673607	5.400541709	18.904257028	13.594152211	↓
	Profit	707.41740	352.72730	100.556463875	1296.13960	-45.421203086	13.293119825	49.870494964	21.678193509	↓
Massachusetts	Sales	475.53000	1880.13800	-74.707707626	32.55000	1360.921658986	4.562466235	0.233807115	2.117394009	↑
	Profit	134.50540	496.59970	-72.914723871	13.74000	878.933042213	9.579420047	0.528662654	4.121801484	↑
New Hampshire	Sales	159.98000	3552.07400	-95.496152389	724.34000	-77.913686943	2.991866408	5.202944576	0.712343477	↓
	Profit	57.59280	528.97750	-89.112429168	339.55700	-83.038841785	4.412305311	13.064854788	1.764881473	↓
New Jersey	Sales	842.06600	2643.06000	-68.140488676	286.79000	193.617629624	2.664165610	2.060016670	3.749470073	↑
	Profit	145.40670	739.51860	-80.337654793	74.56540	95.005592406	5.949885038	2.868991431	4.455862381	↑
New York	Sales	10987.21800	32524.28800	-66.218421138	5622.15500	95.427162716	50.475640721	40.384019747	48.922822050	↑
	Profit	3098.68390	9520.33850	-67.451956671	815.81030	279.828974947	85.156759372	31.389260430	94.956484257	↑
Ohio	Sales	1224.24500	8499.93800	-85.597012590	1694.29600	-27.743145236	9.409883999	12.170152392	5.451199774	↑
	Profit	-393.36180	-2843.20230	-86.164832520	-369.61750	6.424019425	-19.293575238	-14.221467867	-12.054231659	↓
Pennsylvania	Sales	3488.50000	5731.38000	-39.133332635	790.80100	341.135001094	14.123162532	5.680334889	15.533255527	↓
	Profit	-1095.61650	-1163.89400	-5.866298821	-77.19170	1319.344955481	-19.104998645	-2.970041411	-33.574218698	↑
Vermont	Sales	1672.31000	5120.10000	-67.338333236	NA	NA	3.525554736	NA	7.446300287	↓
	Profit	452.44040	1191.92700	-62.041265950	NA	NA	5.838397151	NA	13.864644187	↓
East Total	Sales	22458.26700	63251.21800	-64.493542243	13921.73200	61.318052955	100.000000000	100.000000000	100.000000000	↓
	Profit	3263.26730	9402.43220	-65.293370581	2599.01090	25.558045947	100.000000000	100.000000000	100.000000000	↓
Florida	Sales	2203.38200	5883.54100	-62.550069762	2000.16800	10.159846573	21.075189254	12.229342295	9.364792106	↑
	Profit	134.34320	-2090.64880	-106.425909507	254.02930	-47.115076883	-22.373637015	9.960590802	2.402385132	↓

Georgia	Sales	5804.84000	526.34000	1002.868868032	6555.83000	-11.455300092	14.662532045	40.083377544	24.671672824	↓
	Profit	1790.23310	79.37560	2155.394730874	3258.91560	-45.066601295	55.855521162	127.783388568	32.013748240	↑
Kentucky	Sales	1190.28000	1598.87000	-25.554923164	364.07000	226.937127475	9.933978418	2.225981342	5.058916134	↑
	Profit	262.86280	569.27020	-53.824598583	131.07970	100.536620087	35.300456039	5.139687643	4.700630047	↓
Louisiana	Sales	12.96000	NA	NA	NA	NA	1.344656844	NA	0.055082462	↓
	Profit	6.22080	NA	NA	NA	NA	3.776810789	NA	0.111243125	↓
Mississippi	Sales	747.43000	62.46000	1096.653858469	NA	NA	0.442690686	NA	3.176719499	↓
	Profit	290.50720	17.73520	1538.026072444	NA	NA	1.614962173	NA	5.194979560	↓
North Carolina	Sales	2993.06000	1659.81300	80.325133012	5577.67100	-46.338534489	12.538651101	34.102759301	12.721073632	↓
	Profit	170.08100	80.33580	111.712586419	-1616.36310	-110.522450061	-16.360515630	-63.378245842	3.041464441	↓
Tennessee	Sales	1241.48800	2966.63600	-58.151657298	551.26400	125.207523074	12.126648127	3.370514952	5.276559862	↑
	Profit	-41.09840	-779.23840	-94.725824600	15.56640	-364.019940384	-25.352947239	0.610364791	-0.734939953	↑
Virginia	Sales	9334.92000	2864.26000	225.910357300	698.52000	1236.385500773	15.447027527	4.270861337	39.675183481	↓
	Profit	2978.92620	959.35300	210.514086056	239.62530	1143.160133759	39.138125202	9.395804181	53.270489408	↓
South Total	Sales	23528.36000	15975.54000	47.277400326	16355.48300	43.856100123	100.000000000	100.000000000	100.000000000	↓
	Profit	5592.07590	-1063.81000	-625.664911967	2550.34370	119.267540293	100.000000000	100.000000000	100.000000000	↓
Arizona	Sales	489.87000	2441.04900	-79.931988256	NA	NA	5.588334224	NA	2.056150836	↓
	Profit	36.38470	250.92220	-85.499609042	NA	NA	-0.759608253	NA	1.662530449	↓
California	Sales	21777.79600	25378.14200	-14.186799018	12313.99200	76.854069744	62.034105156	54.177924044	91.408809394	↑
	Profit	2201.13150	4692.66980	-53.094259903	2082.81970	5.680366860	71.262380320	41.112932830	100.576564922	↓
Colorado	Sales	232.27800	3292.21200	-92.944622035	3.40800	6715.669014085	3.876640628	0.014994192	0.974949689	↑
	Profit	-84.80320	-1279.69600	-93.373176129	0.89460	-9579.454504807	-6.596269141	0.017658576	-3.874922761	↑
Idaho	Sales	34.68000	NA	NA	NA	NA	0.419859215	NA	0.145563743	↓
	Profit	14.18160	NA	NA	NA	NA	0.587210460	NA	0.648001545	↓
Nevada	Sales	58.58000	1902.87800	-96.921505215	NA	NA	1.639306919	NA	0.245880164	↓
	Profit	19.33140	451.52380	-95.718631000	NA	NA	2.687101779	NA	0.883311973	↓
Oregon	Sales	403.16800	2537.45100	-84.111299095	29.30400	1275.812175812	3.387271257	0.128928936	1.692233083	↑
	Profit	25.19800	-88.48820	-128.476113199	2.56410	882.722982723	-0.855050864	0.050612960	1.151375228	↑
Washington	Sales	828.24200	6515.73000	-87.288577028	10304.05600	-91.961980797	18.156434147	45.334799901	3.476413091	↓
	Profit	-22.91070	1223.28280	-101.872886629	2950.95270	-100.776383166	28.265389307	58.249074627	-1.046861356	↓
West Total	Sales	23824.61400	44081.85800	-45.953698231	22728.80000	4.821257611	100.000000000	100.000000000	100.000000000	↓
	Profit	2188.51330	5590.02300	-60.849654823	5066.09370	-56.800773345	100.000000000	100.000000000	100.000000000	↓

Annex

Lab Exercise 1 – Submission A

Analysis

The following incompleteness, inconsistencies, redundancies, and duplicates were observed:

- Column “Country/Region” is redundant as its value does not change
- There are 11 rows with missing zip code. Most of the missing values are from the same customer.
- Need a reference dictionary for categorical columns, listing the possible values in each column.
- Need a formula for “Revenue” based on Sales.
- Need cost per unit
- Need shipping cost
- Numerical columns are missing units.

The following graphs show sales in (\$) per region and state for analysis.

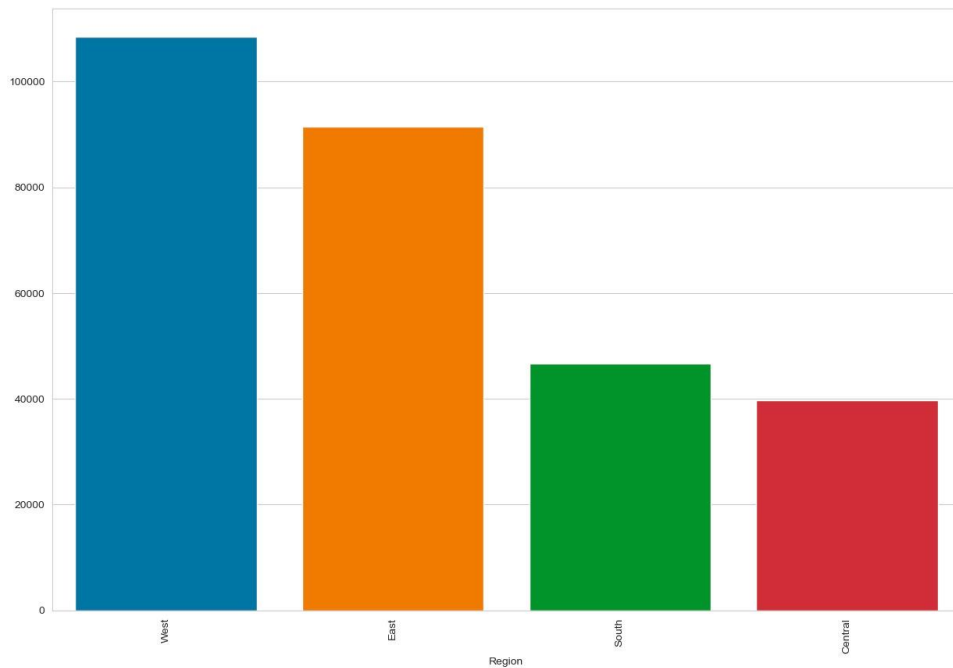


Figure 1: Sales in (\$) per region

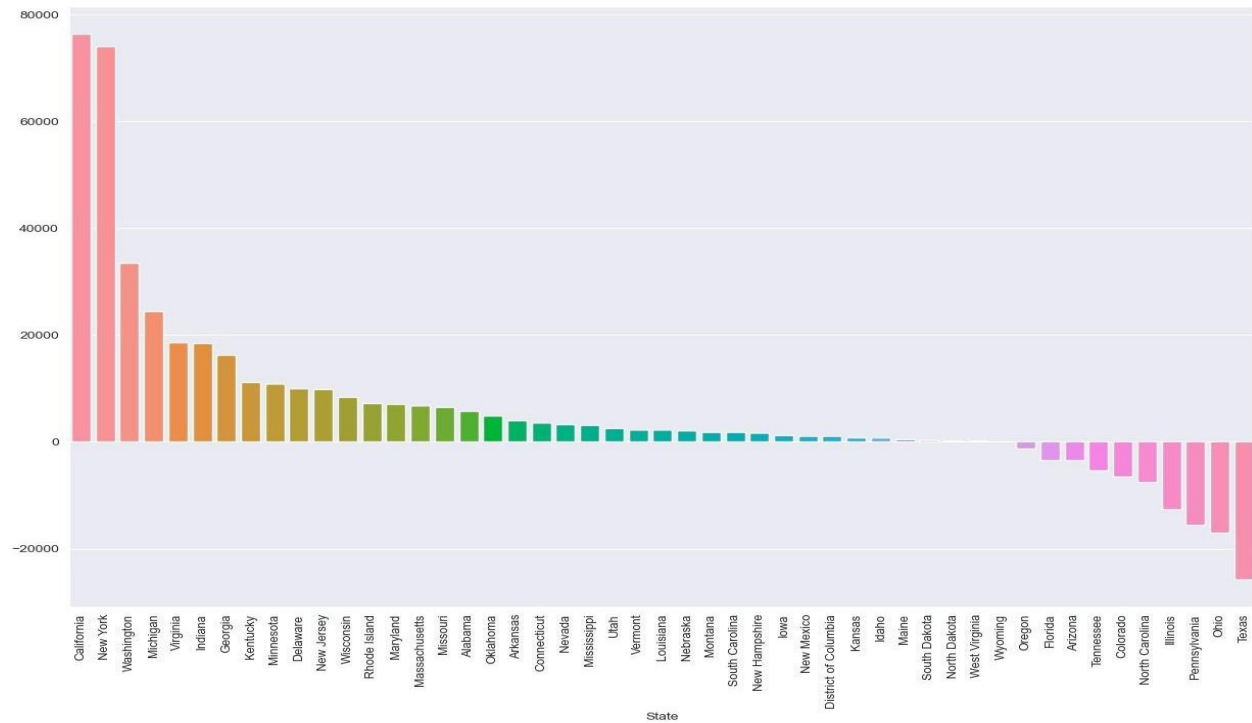


Figure 2: Sales in (\$) per state

Target Audience

The target audience for the Operational Report is the “Customer.” They are the target to whom the company is selling the products to. The report is done quarterly with breakdown according to sale per region and state. It is used internally to monitor sales, control inventory and cost. It’s also used to identify deficiencies and performance improvement.

The target audience for the Executive Report is the Executive team to monitor trends in quarterly Sales and Profit.

Context And Additional Assumptions

Both Operational Report and Executive Reports are to be generated and maintained by Data Management (DM) department based on quarterly sales number. Both reports are to be completed no later than 14 working days after the end of the quarter. It's assumed that DM will receive sales figures from Sale Department at the end each quarter in a previously agreed upon format, headings and units. Each department head will receive an electronic copy of the Operational Report and each member of the Executive Team will receive a hard copy of the Executive Report along with an electronic one.

Returns will be accounted for using Order ID as reference and the sales figure adjusted accordingly. Return information could be incorporated into the Operational Report for performance improvement purposes.

Operational And Executive Reports

The following columns/features are included in the Operational Report:

- Region, specifying one of the four regions (South, Central, East, West)
- State, the states of United-States
- City, the city in which the sales was completed
- Segment, one of three possible customer segment (Corporate, Home Office and Consumer)
- Category of the product of sale
- Sub-Category of the product of sale
- Product Name
- Shipping cost in (\$)
- Quantity Sold
- Unit Sold Price in (\$)
- Total sale price in (\$) per sale order
- Discount for each order in (%)
- Profit per sale order.

The following columns/features are included in the Executive Report:

- State/Region specifying which state and region the Sales and Profit figures refer to.
- Sales and Profit for current quarter
- Sales and Profit for previous quarter
- Quarterly change in Sales and Profit
- Sales and Profit for same quarter of previous year
- Year over year quarterly changes
- KPI: Participation ratio for previous year
- KPI: Running participation ratio for current year
- KPI: Participation ratio for current quarter

Sample Reports

See below samples for sample Operational and Executive Reports:

Quarterly Operational Report

01/01/22 - 03/31/22

Region	State	City	Segment	Category	Sub-Category	Product Name	Shipping Cost (\$)	Quantity Sold	Unit Price (\$)	Sales (\$)	Discount (%)	Profit (\$)
Central	Nebraska	Fremont	Corporate	Office Supplies	Appliances	Acco Six-Outlet Power Strip, 4' Cord Length	TBD	7	8.62	60.34	0	15.69
					Art	Newell 318	TBD	7	2.78	19.46	0	5.06
					Subtotal		nn.nn		79.80		20.75	
	Texas	Richardson	Corporate	Technology	Appliances	Holmes Replacement Filter for HEPA Air Cleaners	TBD	5	13.76	68.81	0.8	-123.86
					Binders	Storex DuraTech Recycled Plastic Frosted Binder	TBD	3	0.85	2.544	0.8	-3.82
					Paper	Easy-staple paper	TBD	3	9.82	29.472	0.2	9.95
					Phones	GE 30524EE4	TBD	7	156.79	1097.544	0.2	123.47
					Subtotal		nn.nn		1198.37		5.75	
	Wisconsin	Madison	Consumer	Office Supplies	Storage	Stur-D-Stor Shelving, Vertical 5-Shelf: 72"H x 36"	TBD	6	110.98	665.88	0	13.32
	Subtotal		nn.nn		665.88		13.32					
Total	nn.nn		1944.05		39.81							

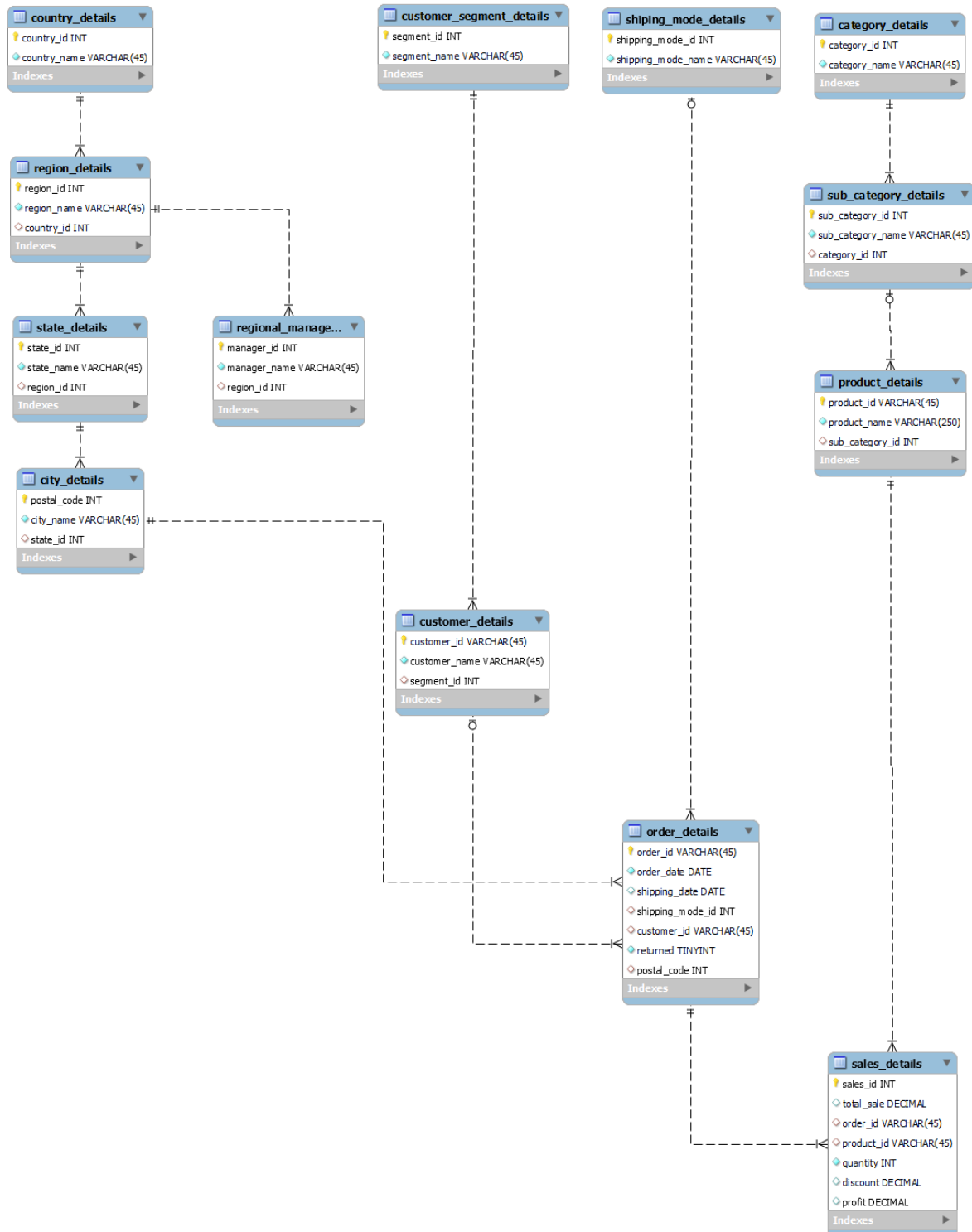
Quarterly Executive Report

Q1 2022

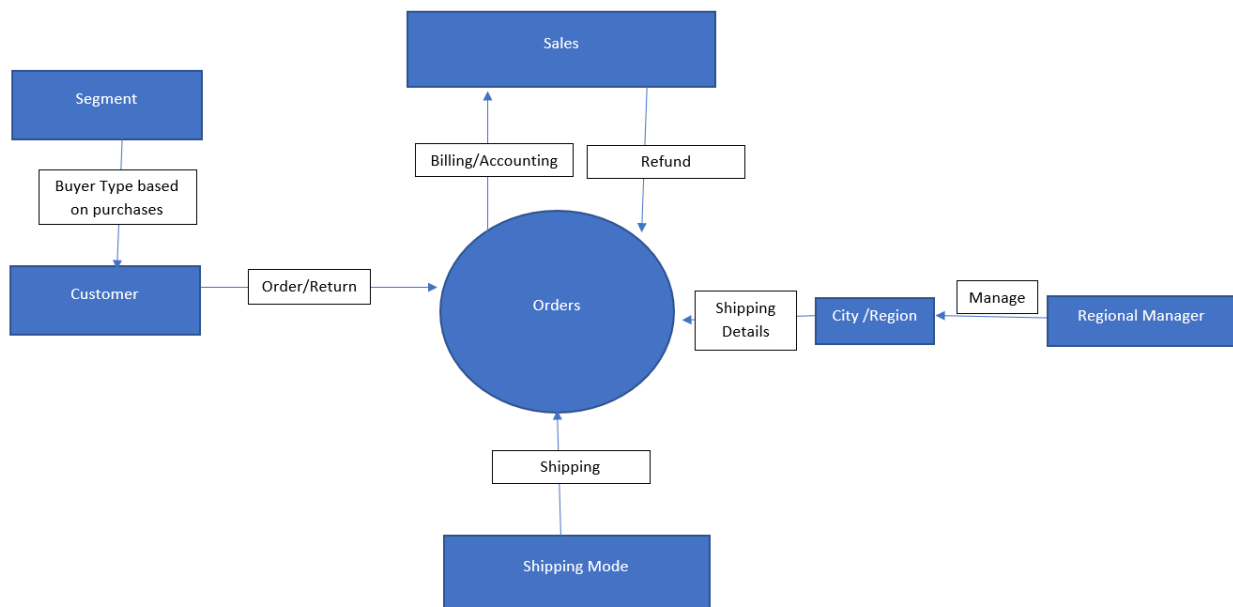
State		Q1 22	Q4 21	Q1 22 vs Q4 21 (%)	Q1 21	Q1 22 vs Q1 21 (%)	KPIs: Participation Ratio AVG 2021	KPIs: Running Participation Ratio AVG 2022	KPIs: Participation Ratio Q1 22 (%)
Nebraska	Sales: \$79.80) Profit: \$20.75)								↑
Texas	Sales: \$1,198.37) Profit: \$5.75)								↓
Wisconsin	Sales: \$665.88) Profit: \$13.32)								↑
Central Regio	Sales: \$1,944.05) Profit: \$39.82)			↑		↑	100.00%	100.00%	100.00%

Lab Exercise 2 – Submission A

Logical-level ERD

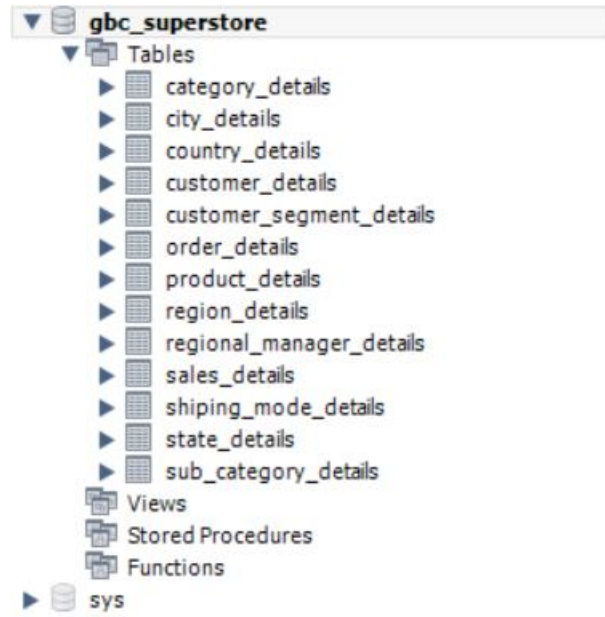


Data Flow



Database Schema

Following is the screenshot of the tables created in SQL workbench and short description of all the tables provided in the below schema.



TABLE_NAME	COLUMN_NAME	DATA_TYPE	COLUMN_TYPE	ORDINAL_POSITION
category_details	category_id	int	int	1
category_details	category_name	varchar	varchar(45)	2
city_details	postal_code	int	int	1
city_details	city_name	varchar	varchar(45)	2
city_details	state_id	int	int	3
country_details	country_id	int	int	1
country_details	country_name	varchar	varchar(45)	2
customer_details	customer_id	varchar	varchar(45)	1
customer_details	customer_name	varchar	varchar(45)	2
customer_details	segment_id	int	int	3
customer_segment_details	segment_id	int	int	1
customer_segment_details	segment_name	varchar	varchar(45)	2
order_details	order_id	varchar	varchar(45)	1
order_details	order_date	date	date	2
order_details	shipping_date	date	date	3
order_details	shipping_mode_id	int	int	4

order_details	customer_id	varchar	varchar(45)	5
order_details	returned	tinyint	tinyint	6
order_details	postal_code	int	int	7
product_details	product_id	varchar	varchar(45)	1
product_details	product_name	varchar	varchar(250)	2
product_details	sub_category_id	int	int	3
region_details	region_id	int	int	1
region_details	region_name	varchar	varchar(45)	2
region_details	country_id	int	int	3
regional_manager_details	manager_id	int	int	1
regional_manager_details	manager_name	varchar	varchar(45)	2
regional_manager_details	region_id	int	int	3
sales_details	sales_id	int	int	1
sales_details	total_sale	decimal	decimal(10,0)	2
sales_details	order_id	varchar	varchar(45)	3
sales_details	product_id	varchar	varchar(45)	4
sales_details	quantity	int	int	5
sales_details	discount	decimal	decimal(10,0)	6
sales_details	profit	decimal	decimal(10,0)	7
shipping_mode_details	shipping_mode_id	int	int	1
shipping_mode_details	shipping_mode_name	varchar	varchar(45)	2
state_details	state_id	int	int	1
state_details	state_name	varchar	varchar(45)	2
state_details	region_id	int	int	3
sub_category_details	sub_category_id	int	int	1
sub_category_details	sub_category_name	varchar	varchar(45)	2
sub_category_details	category_id	int	int	3

Note: For more descriptive schema details, refer to “Database Schema.xml”.

Data Source Changes

Below steps were performed to the excel sheet (Sample – Superstore):

- Make Product Name consistent everywhere in the excel workbook for Product Ids:
 1. FUR-CH-10001146
 2. OFF-PA-10001970
 3. OFF-ST-10001228
 4. TEC-AC-10003832
 5. OFF-PA-10002377
 6. TEC-PH-10001530
 7. OFF-AP-10000576
 8. OFF-BI-10004632
 9. FUR-FU-10004091
 10. TEC-AC-10002049
 11. OFF-PA-10000357
 12. FUR-FU-10001473
 13. OFF-PA-10000477
 14. OFF-PA-10000659
 15. FUR-FU-10004848
 16. FUR-BO-10002213
 17. TEC-PH-10002310
 18. FUR-FU-10004270
 19. TEC-PH-10004531
 20. OFF-BI-10004654
 21. TEC-PH-10002200
 22. OFF-ST-10004950
 23. TEC-MA-10001148
 24. TEC-AC-10002550
 25. OFF-PA-10002195
 26. FUR-FU-10004017
 27. OFF-PA-10001166
 28. FUR-FU-10004864
 29. OFF-PA-10003022
 30. TEC-PH-10001795
 31. OFF-BI-10002026
- Make City Name consistent for Postal Code 92024.
- Filling Postal Code for Burlington, Vermont, United States with 5401 everywhere (referring postal codes from internet).

ETL Process

Extraction:

- Reading the excel file using pandas library.
- Splitting each sheet into separate DataFrames.
- Preprocessing:
 - In the returns DataFrame, kept only those Order Ids which were returned by the customers.
- Extraction process leaves us with 3 DataFrames of each worksheet from the workbook "Sample – Superstore".

Transformation:

- Splitting the 3 DataFrames generated from Extraction into smaller DataFrames that are required to load our tables.
- Country Details DataFrame contains unique values of country/region from Orders worksheet.
- Customer Segment Details DataFrame contains unique values of segment from Orders worksheet.
- Shipping Mode Details DataFrame contains unique values of Ship Mode from Orders worksheet.
- Category Details DataFrame contains unique values of category from Orders worksheet.
- Region Details DataFrame contains distinct pairs of Region and Country/Region from Orders worksheet.
- Sub-category Details DataFrame contains distinct pairs of sub-category and category from Orders worksheet.
- State Details DataFrame contains distinct pairs of State and Region from Orders worksheet.
- Regional Manager Details DataFrame contains distinct pairs of Manager Name and Region Name from People worksheet.
- Product Details DataFrame contains distinct triples of Product Id, Product Name and Sub-category from Orders worksheet.
- Product Details DataFrame contains distinct triples of Postal Code, City and State from Orders worksheet.
- Customer Details DataFrame contains distinct triples of Customer Id, Customer Name and Segment from Orders worksheet.
- Order Details DataFrame contains distinct sets of Order Id, Order Date, Shipping Date, Shipping Mode, Customer ID and Postal Code from Orders worksheet and a returned column is set to 0/1 based on if the Order Id is present in Returns worksheet with a value "Yes".

- Sales Details DataFrame contains distinct sets of Sales, Order Id, Product Id, Quantity, Discount and Profit from Orders worksheet.
- Transformation returns us 13 DataFrames corresponding to each of the tables that have to be loaded into the schema “gbc_Superstore”.

Loading

- We will follow the below flow and queries to load our Data Frames to the “gbc_Superstore” schema.
 - Country details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `country_details`
    (`country_name`)
VALUES
    (%s);'''

```

- Customer details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `customer_segment_details`
    (`segment_name`)
VALUES
    (%s);'''

```

- Shipping mode details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `shipping_mode_details`
    (`shipping_mode_name`)
VALUES
    (%s);'''

```

- Category details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `category_details`
    (`category_name`)
VALUES
    (%s);'''

```

- Region details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `region_details`
    (`region_name`,
    `country_id`)
VALUES
    (%s,
    (SELECT `country_id` from `country_details` where `country_name` = %s));
'''

```

- Sub-category details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `sub_category_details`
    (`sub_category_name`,
    `category_id`)
VALUES
    ( %s,
    (SELECT `category_id` FROM `category_details` where `category_name` = %s ));
'''

```

- State details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `state_details`
    (`state_name`,
    `region_id`)
VALUES
    ( %s,
    (SELECT `region_id` from `region_details` where `region_name` = %s));
'''

```


- Regional manager details Data Frame is loaded into the Database using the below query:

```
""INSERT INTO `regional_manager_details`  
    (`manager_name`,  
    `region_id`)  
VALUES  
    (%s,  
    (SELECT `region_id` FROM `region_details` where `region_name` = %s));  
""
```

- Product details Data Frame is loaded into the Database using the below query:

```
""INSERT INTO `product_details`  
    (`product_id`,  
    `product_name`,  
    `sub_category_id`)  
VALUES  
    (%s,  
    %s,  
    (SELECT `sub_category_id` FROM `sub_category_details` WHERE  
    `sub_category_name` = %s));  
""
```

- City details Data Frame is loaded into the Database using the below query:

```
""INSERT INTO `city_details`  
    (`postal_code`,  
    `city_name`,  
    `state_id`)
```

```
VALUES
( %s,
%s,
(SELECT `state_id` FROM `state_details` WHERE `state_name` = %s ));
'''
```

- Customer details Data Frame is loaded into the Database using the below query:

```
'''INSERT INTO `customer_details`
(`customer_id`,
`customer_name`,
`segment_id`)
VALUES
( %s,
%s,
(SELECT `segment_id` FROM `customer_segment_details` WHERE
`segment_name` = %s));'''
```

- Order details Data Frame is loaded into the Database using the below query:

```
'''INSERT INTO `order_details`
(`order_id`,
`order_date`,
`shipping_date`,
`shipping_mode_id`,
`customer_id`,
`postal_code`,
`returned`)
VALUES
(%s,
%s,
```

```

        %s,

        (SELECT `shipping_mode_id` FROM `shiping_mode_details` WHERE
`shipping_mode_name` = %s),

        %s,

        %s,

        %s);'''

```

- Sales details Data Frame is loaded into the Database using the below query:

```

'''INSERT INTO `sales_details`

(

`total_sale`,

`order_id`,

`product_id`,

`quantity`,

`discount`,

`profit`)

VALUES

(

%s,

%s,

%s,

%s,

%s,

%s);

'''

```

- The loading process results in all the 13 tables loaded with the data as per the schema.

This concludes the ETL process as the data has been extracted, got transformed and loaded to the Database.

Lab Exercise 3 – Submission A

Operational Report for Q1 2020

Region	State	City	Segment	Category	Sub-Category	Product Name	Quantity Sold	Sales (\$)	Average Discount	Profit (\$)
Central	Illinois	Chicago	Consumer	Furniture	Chairs	Global Airflow Leather Mesh Back Chair, Black	5	528.43	0.3	0
		Chicago	Consumer	Furniture	Furnishings	Eldon Cleatmat Plus Chair Mats for High Pile Carpets	5	159.04	0.6	-194.824
		Chicago	Consumer	Furniture	Tables	Bevis Rectangular Conference Tables	2	145.98	0.5	-99.2664
		Chicago	Consumer	Office Supplies	Appliances	Commercial WindTunnel Clean Air Upright Vacuum, Replacement Belts, Filtration Bags	3	2.334	0.8	-6.3018
		Chicago	Consumer	Office Supplies	Art	Newell 33	3	13.392	0.2	1.5066
		Chicago	Consumer	Office Supplies	Binders	Avery Durable Slant Ring Binders	2	3.168	0.8	-4.752
		Chicago	Consumer	Office Supplies	Binders	Peel & Stick Add-On Corner Pockets	4	1.728	0.8	-2.7648
		Chicago	Corporate	Furniture	Chairs	Global Stack Chair with Arms, Black	3	62.958	0.3	-2.6982
		Chicago	Corporate	Office Supplies	Appliances	Honeywell Enviracaire Portable Air Cleaner for up to 8 x 10 Room	6	92.064	0.8	-225.5568
		Chicago	Corporate	Office Supplies	Fasteners	Advantus Push Pins	4	6.976	0.2	1.8312
		Chicago	Corporate	Office Supplies	Paper	Xerox 1943	4	156.512	0.2	52.8228
		Chicago	Corporate	Office Supplies	Paper	Xerox 206	1	5.184	0.2	1.8144
		Chicago	Home Office	Furniture	Chairs	Global Leather Highback Executive Chair with Pneumatic Height Adjustment, Black	6	844.116	0.3	-36.1764
		Chicago	Home Office	Office Supplies	Paper	Computer Printout Paper with Letter-Trim Perforations	3	45.528	0.2	15.9348
		Chicago	Home Office	Technology	Phones	Jabra BIZ 2300 Duo QD Duo Corded Headset	8	812.736	0.2	60.9552
		Evanston	Consumer	Technology	Phones	Belkin iPhone and iPad Lightning Cable	1	11.992	0.2	0.8994
		Rockford	Consumer	Furniture	Tables	Bretford "Just In Time" Height-Adjustable Multi-Task Work Tables	3	626.1	0.5	-538.446
		Rockford	Consumer	Office Supplies	Binders	Avery Durable Binders	3	1.728	0.8	-2.6784
		Rockford	Consumer	Technology	Phones	Nokia Lumia 1020	4	1439.968	0.2	143.9968
	Illinois Sub Total							4959.934		-833.7036
	Indiana	Mishawaka	Consumer	Office Supplies	Binders	Green Canvas Binder for 8-1/2" x 14" Sheets	3	128.4	0	64.2
		Richmond	Corporate	Office Supplies	Paper	Ink Jet Note and Greeting Cards, 8-1/2" x 5-1/2" Card Size	1	22.48	0	10.3408
	Indiana Sub Total							150.88		74.5408
	Minnesota	Eagan	Corporate	Office Supplies	Binders	Wilson Jones Leather-Like Binders with DublLock Round Rings	2	17.46	0	8.2062
		Eagan	Corporate	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 25/Pack	2	45.98	0	19.7714

	Minnesota Sub Total						63.44		27.9776	
	Missouri	Saint Peters	Home Office	Furniture	Tables	Chromcraft Round Conference Tables	4	697.16	0	146.4036
	Missouri Sub Total						697.16		146.4036	
	Oklahoma	Broken Arrow	Corporate	Furniture	Tables	Hon Practical Foundations 30 x 60 Training Table, Light Gray/Charcoal	7	1592.85	0	350.427
		Broken Arrow	Corporate	Office Supplies	Binders	Storex Dura Pro Binders	2	11.88	0	5.346
		Norman	Consumer	Technology	Accessories	Imation 16GB Mini TravelDrive USB 2.0 Flash Drive	5	1287.45	0	244.6155
		Tulsa	Corporate	Technology	Phones	Mediabridge Sport Armband iPhone 5s	7	69.93	0	0.6993
	Oklahoma Sub Total						2962.11		601.0878	
	Texas	Amarillo	Consumer	Furniture	Furnishings	Eldon Image Series Desk Accessories, Burgundy	3	23.076	0.6	-10.9611
		Amarillo	Consumer	Office Supplies	Paper	Xerox 212	5	25.92	0.2	9.072
		Bryan	Corporate	Furniture	Chairs	Novimex Swivel Fabric Task Chair	5	528.43	0.3	-143.431
		Bryan	Corporate	Office Supplies	Binders	GBC Pre-Punched Binding Paper, Plastic, White, 8-1/2" x 11"	7	22.386	0.8	-35.8176
		Dallas	Consumer	Office Supplies	Paper	Xerox 1994	3	15.552	0.2	5.4432
		Dallas	Corporate	Office Supplies	Envelopes	Cameo Buff Policy Envelopes	3	149.352	0.2	50.4063
		Dallas	Corporate	Office Supplies	Storage	Acco Perma 4000 Stacking Storage Drawers	1	12.992	0.2	-0.812
		Dallas	Home Office	Office Supplies	Binders	Pressboard Hanging Data Binders for Unburst Sheets	9	8.856	0.8	-14.1696
		Dallas	Home Office	Office Supplies	Envelopes	Tyvek Interoffice Envelopes, 9 1/2" x 12 1/2", 100/Box	3	146.352	0.2	49.3938
		Dallas	Home Office	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 3/Pack	5	27.96	0.2	8.388
		Fort Worth	Corporate	Technology	Phones	Belkin Grip Candy Sheer Case / Cover for iPhone 5 and 5S	3	21.072	0.2	1.5804
		Harlingen	Consumer	Furniture	Bookcases	Safco Value Mate Series Steel Bookcases, Baked Enamel Finish on Steel, Gray	5	241.332	0.32	-14.196
		Harlingen	Consumer	Office Supplies	Art	BOSTON Ranger #55 Pencil Sharpener, Black	7	145.544	0.2	16.3737
		Harlingen	Consumer	Office Supplies	Paper	Xerox 1993	1	5.184	0.2	1.8792
		Houston	Consumer	Furniture	Furnishings	DAX Two-Tone Silver Metal Document Frame	2	16.192	0.6	-6.8816
		Houston	Corporate	Furniture	Chairs	Harbour Creations Steel Folding Chair	4	241.5	0.3	0
		Houston	Corporate	Furniture	Furnishings	Deflect-o RollaMat Studded, Beveled Mat for Medium Pile Carpeting	2	73.784	0.6	-77.4732
		Houston	Corporate	Furniture	Tables	Safco Drafting Table	2	99.372	0.3	-1.4196
		Houston	Corporate	Office Supplies	Art	Prang Dustless Chalk Sticks	1	1.344	0.2	0.504
		Odessa	Corporate	Furniture	Chairs	Office Star - Mid Back Dual function Ergonomic High Back Chair with 2-Way Adjustable Arms	5	563.43	0.3	-56.343
		Odessa	Corporate	Office Supplies	Paper	Rediform Wirebound "Phone Memo" Message Book, 11 x 5-3/4	7	42.784	0.2	15.5092
Round Rock		Consumer	Office Supplies	Fasteners	Acco Banker's Clasps, 5 3/4"-Long	1	2.304	0.2	0.7776	

		Round Rock	Consumer	Office Supplies	Supplies	High Speed Automatic Electric Letter Opener	3	3930.072	0.2	-786.0144
		Round Rock	Consumer	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 1/Pack	7	41.72	0.2	5.7365
		Round Rock	Consumer	Technology	Phones	Polycom VVX 310 VoIP phone	3	431.976	0.2	32.3982
		San Antonio	Consumer	Furniture	Tables	Hon Non-Folding Utility Tables	5	557.585	0.3	0
		San Antonio	Consumer	Furniture	Tables	Office Impressions End Table, 20-1/2"H x 24"W x 20"D	3	637.896	0.3	-127.5792
		San Antonio	Consumer	Office Supplies	Binders	Insertable Tab Indexes For Data Binders	2	1.272	0.8	-2.1624
		San Antonio	Consumer	Office Supplies	Envelopes	White Envelopes, White Envelopes with Clear Poly Window	3	36.6	0.2	11.895
		San Antonio	Consumer	Office Supplies	Paper	Adams Phone Message Book, Professional, 400 Message Capacity, 5 3/6" x 11"	5	70.08	0.2	24.528
		San Antonio	Consumer	Technology	Machines	Canon PC170 Desktop Personal Copier	3	287.91	0.4	33.5895
		San Antonio	Corporate	Technology	Accessories	Imation Clip USB flash drive - 8 GB	2	30.08	0.2	-5.264
		San Antonio	Corporate	Technology	Accessories	WD My Passport Ultra 1TB Portable External Hard Drive	3	165.6	0.2	-6.21
		San Antonio	Corporate	Technology	Phones	AT&T 17929 Lendline Telephone	5	180.96	0.2	13.572
	Texas Sub Total							8786.469		1007.6881
	Wisconsin	Franklin	Corporate	Furniture	Bookcases	Atlantic Metals Mobile 3-Shelf Bookcases, Custom Colors	6	1565.88	0	407.1288
		Franklin	Corporate	Office Supplies	Binders	Plastic Binding Combs	7	106.05	0	49.8435
		Green Bay	Corporate	Furniture	Furnishings	Westinghouse Clip-On Gooseneck Lamps	2	16.74	0	4.3524
		La Crosse	Consumer	Office Supplies	Binders	Flexible Leather- Look Classic Collection Ring Binder	3	56.82	0	28.41
		Milwaukee	Home Office	Office Supplies	Appliances	Belkin 5 Outlet SurgeMaster Power Centers	9	490.32	0	137.2896
	Wisconsin Sub Total							2235.81		627.0243
	Central Total							19855.803		-364.3576
East	Connecticut	Fairfield	Consumer	Furniture	Tables	Bevis Round Bullnose 29" High Table Top	1	181.797	0.3	-15.5826
		Milford	Home Office	Technology	Accessories	Microsoft Sculpt Comfort Mouse	5	199.75	0	87.89
		Norwich	Corporate	Office Supplies	Paper	Xerox 188	1	11.34	0	5.5566
	Connecticut Sub Total							392.887		77.864
	Delaware	Newark	Consumer	Office Supplies	Binders	Acco Flexible ACCOHIDE Square Ring Data Binder, Dark Blue, 11 1/2" X 14" 7/8"	2	32.54	0	15.9446
		Newark	Consumer	Technology	Phones	Plantronics Voyager Pro HD - Bluetooth Headset	2	129.98	0	62.3904
	Delaware Sub Total							162.52		78.335
	Maryland	Clinton	Consumer	Furniture	Furnishings	Regeneration Desk Collection	6	10.56	0	4.6464
		Clinton	Consumer	Furniture	Tables	Bevis Boat-Shaped Conference Table	3	550.431	0.3	-47.1798
		Clinton	Consumer	Office Supplies	Art	Economy #2 Pencils	3	7.98	0	2.0748
		Clinton	Consumer	Office Supplies	Paper	Wirebound Message Books, Four 2 3/4 x 5 Forms per Page, 200 Sets per Book	1	4.77	0	2.1465
		Columbia	Consumer	Furniture	Furnishings	Electrix Halogen Magnifier Lamp	5	971.5	0	252.59
		Columbia	Consumer	Office Supplies	Appliances	Honeywell Enviracaire Portable HEPA Air Cleaner for 17' x 22' Room	3	901.95	0	297.6435

		Columbia	Consumer	Office Supplies	Envelopes	Blue String-Tie & Button Interoffice Envelopes, 10 x 13	5	199.9	0	89.955
		Gaithersburg	Corporate	Furniture	Bookcases	Bush Westfield Collection Bookcases, Medium Cherry Finish	3	173.94	0	38.2668
		Gaithersburg	Corporate	Technology	Phones	GE 30522EE2	2	231.98	0	67.2742
	Maryland Sub Total							3053.011		707.4174
	Massachusetts	Andover	Consumer	Furniture	Chairs	Situations Contoured Folding Chairs, 4/Set	5	354.9	0	88.725
		Andover	Consumer	Office Supplies	Binders	Ibico Hi-Tech Manual Binding System	4	51.8	0	23.31
		Andover	Consumer	Office Supplies	Paper	Xerox 193	3	17.94	0	8.7906
		Andover	Consumer	Office Supplies	Storage	Personal Folder Holder, Ebony	1	11.21	0	3.363
		Malden	Consumer	Office Supplies	Art	Newell 345	2	39.68	0	10.3168
	Massachusetts Sub Total							475.53		134.5054
	New Hampshire	Dover	Corporate	Technology	Accessories	Logitech G602 Wireless Gaming Mouse	2	159.98	0	57.5928
	New Hampshire Sub Total							159.98		57.5928
	New Jersey	Atlantic City	Corporate	Office Supplies	Envelopes	Staple envelope	2	23.36	0	11.68
		Belleville	Consumer	Furniture	Chairs	Hon Comfortask Task/Swivel Chairs	2	227.96	0	36.4736
		Morristown	Consumer	Office Supplies	Fasteners	Bagged Rubber Bands	6	7.56	0	0.3024
		Plainfield	Corporate	Office Supplies	Art	Dixon Ticonderoga Maple Cedar Pencil, #2	3	9.21	0	2.3025
		Plainfield	Corporate	Office Supplies	Paper	Telephone Message Books with Fax/Mobile Section, 4 1/4" x 6"	5	18	0	8.28
		Vineland	Consumer	Furniture	Tables	Chromcraft Round Conference Tables	2	244.006	0.3	-31.3722
		Westfield	Home Office	Office Supplies	Art	American Pencil	2	4.66	0	1.3514
		Westfield	Home Office	Office Supplies	Envelopes	Quality Park Security Envelopes	2	52.34	0	24.5998
		Westfield	Home Office	Technology	Accessories	Logitech Gaming G510s - Keyboard	3	254.97	0	91.7892
	New Jersey Sub Total							842.066		145.4067
	New York	Long Beach	Consumer	Furniture	Bookcases	O'Sullivan Living Dimensions 5-Shelf Bookcases	1	176.784	0.2	-22.098
		Long Beach	Corporate	Office Supplies	Labels	Staple-on labels	3	8.67	0	4.0749
		Long Beach	Corporate	Office Supplies	Supplies	Acme Office Executive Series Stainless Steel Trimmers	3	25.71	0	6.6846
		New York City	Consumer	Furniture	Chairs	Global Value Steno Chair, Gray	6	327.996	0.1	54.666
		New York City	Consumer	Furniture	Chairs	Hon Every-Day Chair Series Swivel Task Chairs	3	326.646	0.1	39.9234
		New York City	Consumer	Furniture	Furnishings	Coloredge Poster Frame	8	113.6	0	44.304
		New York City	Consumer	Furniture	Furnishings	Executive Impressions 14" Contract Wall Clock	2	44.46	0	14.6718
		New York City	Consumer	Furniture	Furnishings	Howard Miller 13-3/4" Diameter Brushed Chrome Round Wall Clock	8	414	0	124.2
		New York City	Consumer	Office Supplies	Appliances	Conquest 14 Commercial Heavy-Duty Upright Vacuum, Collection System, Accessory Kit	3	170.88	0	49.5552

		New York City	Consumer	Office Supplies	Binders	Acco Four Pocket Poly Ring Binder with Label Holder, Smoke, 1"	5	29.8	0.2	9.3125
		New York City	Consumer	Office Supplies	Binders	GBC DocuBind P100 Manual Binding Machine	3	398.352	0.2	124.485
		New York City	Consumer	Office Supplies	Binders	GBC Plastic Binding Combs	7	41.328	0.2	14.9814
		New York City	Consumer	Office Supplies	Binders	Satellite Sectional Post Binders	2	69.456	0.2	22.5732
		New York City	Consumer	Office Supplies	Binders	Square Ring Data Binders, Rigid 75 Pt. Covers, 11" x 14-7/8"	3	49.536	0.2	17.3376
		New York City	Consumer	Office Supplies	Binders	Wilson Jones data.warehouse D-Ring Binders with DublLock	4	26.336	0.2	9.2176
		New York City	Consumer	Office Supplies	Envelopes	#10 Gummed Flap White Envelopes, 100/Box	4	16.52	0	7.5992
		New York City	Consumer	Office Supplies	Envelopes	Staple envelope	3	29.34	0	13.4964
		New York City	Consumer	Office Supplies	Fasteners	Advantus Push Pins	4	8.72	0	3.5752
		New York City	Consumer	Office Supplies	Paper	Memo Book, 100 Message Capacity, 5 3/8" x 11"	2	13.48	0	6.74
		New York City	Consumer	Office Supplies	Paper	Xerox 1959	9	60.12	0	28.8576
		New York City	Consumer	Office Supplies	Paper	Xerox 1993	2	12.96	0	6.3504
		New York City	Consumer	Office Supplies	Storage	Belkin 19" Center-Weighted Shelf, Gray	2	117.96	0	5.898
		New York City	Consumer	Office Supplies	Storage	Carina Double Wide Media Storage Towers in Natural & Black	3	242.94	0	9.7176
		New York City	Consumer	Technology	Accessories	Logitech 910-002974 M325 Wireless Mouse for Web Scrolling	3	89.97	0	39.5868
		New York City	Corporate	Furniture	Furnishings	Floodlight Indoor Halogen Bulbs, 1 Bulb per Pack, 60 Watts	7	135.8	0	66.542
		New York City	Corporate	Furniture	Furnishings	Tenex B1-RE Series Chair Mats for Low Pile Carpets	1	45.98	0	7.8166
		New York City	Corporate	Furniture	Tables	Chromcraft Round Conference Tables	3	313.722	0.4	-99.3453
		New York City	Corporate	Office Supplies	Art	Newell 319	3	59.52	0	17.856
		New York City	Corporate	Office Supplies	Binders	GBC Standard Recycled Report Covers, Clear Plastic Sheets	5	43.12	0.2	15.092
		New York City	Corporate	Office Supplies	Fasteners	Staples	6	36.48	0	18.24
		New York City	Corporate	Office Supplies	Storage	Gould Plastics 18-Pocket Panel Bin, 34w x 5-1/4d x 20-1/2h	5	459.95	0	18.398
		New York City	Corporate	Office Supplies	Storage	SAFCO Commercial Wire Shelving, 72h	7	428.68	0	0
		New York City	Home Office	Office Supplies	Paper	Xerox 1893	2	81.98	0	40.1702
		Oceanside	Consumer	Furniture	Furnishings	GE 4 Foot Fluorescent Tube, 40 Watt	1	14.98	0	6.8908
		Oceanside	Consumer	Furniture	Furnishings	Master Caster Door Stop, Brown	4	20.32	0	6.9088
		Oceanside	Corporate	Furniture	Furnishings	9-3/4 Diameter Round Wall Clock	5	68.95	0	28.959
		Oceanside	Corporate	Office Supplies	Storage	Recycled Data-Pak for Archival Bound Computer Printouts, 12-1/2 x 12-1/2 x 16	3	296.37	0	80.0199
		Oceanside	Corporate	Technology	Phones	iOttie HLCRIO102 Car Mount	2	39.98	0	1.999

		Yonkers	Consumer	Furniture	Tables	Chromcraft Round Conference Tables	8	836.592	0.4	-264.9208
		Yonkers	Consumer	Office Supplies	Paper	Easy-staple paper	1	26.38	0	12.1348
		Yonkers	Consumer	Office Supplies	Storage	Adjustable Depth Letter/Legal Cart	2	362.92	0	105.2468
		Yonkers	Consumer	Technology	Machines	Ativa V4110MDD Micro-Cut Shredder	7	4899.93	0	2400.9657
	New York Sub Total							10987.218		3098.6839
	Ohio	Cleveland	Consumer	Furniture	Bookcases	O'Sullivan Living Dimensions 3-Shelf Bookcases	3	301.47	0.5	-241.176
		Cleveland	Consumer	Office Supplies	Art	Hunt BOSTON Vista Battery-Operated Pencil Sharpener, Black	2	18.656	0.2	1.6324
		Cleveland	Home Office	Technology	Accessories	Verbatim 25 GB 6x Blu-ray Single Layer Recordable Disc, 25/Pack	3	55.176	0.2	15.8631
		Cleveland	Home Office	Technology	Phones	Panasonic Kx-TS550	4	110.376	0.4	-20.2356
		Columbus	Consumer	Furniture	Furnishings	Advantus Panel Wall Acrylic Frame	5	21.88	0.2	6.2905
		Columbus	Home Office	Furniture	Furnishings	Ultra Door Push Plate	14	54.992	0.2	8.9362
		Lancaster	Consumer	Office Supplies	Paper	Xerox 1912	2	30.352	0.2	10.6232
		Newark	Consumer	Office Supplies	Art	Newell 34	7	111.104	0.2	8.3328
		Newark	Consumer	Office Supplies	Envelopes	Staple envelope	5	46.72	0.2	17.52
		Springfield	Consumer	Furniture	Bookcases	Bush Andora Bookcase, Maple/Graphite Gray Finish	5	299.975	0.5	-167.986
		Springfield	Consumer	Technology	Phones	Clearsounds A400	4	158.376	0.4	-36.9544
		Toledo	Corporate	Furniture	Furnishings	DAX Two-Tone Rosewood/Black Document Frame, Desktop, 5 x 7	2	15.168	0.2	3.792
	Ohio Sub Total							1224.245		-393.3618
	Pennsylvania	Philadelphia	Consumer	Office Supplies	Fasteners	Rubber Band Ball	2	5.984	0.2	-1.3464
		Philadelphia	Consumer	Technology	Accessories	Plantronics Audio 478 Stereo USB Headset	1	39.992	0.2	7.4985
		Philadelphia	Consumer	Technology	Phones	AT&T 17929 Lendline Telephone	4	108.576	0.4	-25.3344
		Philadelphia	Corporate	Furniture	Chairs	SAFCO Arco Folding Chair	2	386.68	0.3	-5.524
		Philadelphia	Corporate	Office Supplies	Art	Newell 312	1	4.672	0.2	0.584
		Philadelphia	Corporate	Office Supplies	Binders	Avery Arch Ring Binders	6	104.58	0.7	-80.178
		Philadelphia	Corporate	Office Supplies	Binders	GBC VeloBind Cover Sets	5	23.16	0.7	-15.44
		Philadelphia	Corporate	Office Supplies	Binders	Ibico EB-19 Dual Function Manual Binding System	1	51.897	0.7	-41.5176
		Philadelphia	Corporate	Office Supplies	Envelopes	Recycled Interoffice Envelopes with String and Button Closure, 10 x 13	3	57.576	0.2	21.591
		Philadelphia	Corporate	Office Supplies	Paper	Speediset Carbonless Redi-Letter 7" x 8 1/2"	5	41.24	0.2	13.9185
		Philadelphia	Corporate	Office Supplies	Storage	SAFCO Commercial Wire Shelving, Black	5	552.56	0.2	-138.14
		Philadelphia	Corporate	Office Supplies	Storage	Space Solutions Industrial Galvanized Steel Shelving.	2	126.08	0.2	-28.368
		Philadelphia	Corporate	Technology	Accessories	Kensington Expert Mouse Optical USB Trackball for PC or Mac	5	379.96	0.2	47.495

		Philadelphia	Corporate	Technology	Machines	Swingline SM12-08 MicroCut Jam Free Shredder	3	449.1	0.7	-643.71
		Philadelphia	Corporate	Technology	Phones	Polycom CX600 IP Phone VoIP phone	3	539.91	0.4	-116.9805
		Philadelphia	Home Office	Furniture	Furnishings	DAX Charcoal/Nickel-Tone Document Frame, 5 x 7	4	30.336	0.2	9.48
		Philadelphia	Home Office	Office Supplies	Binders	Avery Self-Adhesive Photo Pockets for Polaroid Photos	1	2.043	0.7	-1.4982
		Philadelphia	Home Office	Technology	Accessories	V7 USB Numeric Keypad	3	83.976	0.2	-13.6461
		Philadelphia	Home Office	Technology	Phones	Grandstream GXP1160 VoIP phone	3	68.238	0.4	-12.5103
		Philadelphia	Home Office	Technology	Phones	Wilson SignalBoost 841262 DB PRO Amplifier Kit	2	431.94	0.4	-71.99
	Pennsylvania Sub Total							3488.5		1095.6165
	Vermont	Burlington	Corporate	Office Supplies	Art	4009 Highlighters	6	8.04	0	2.7336
		Burlington	Corporate	Office Supplies	Storage	Iceberg Mobile Mega Data/Printer Cart	13	1564.29	0	406.7154
		Burlington	Corporate	Technology	Accessories	Logitech Wireless Marathon Mouse M705	2	99.98	0	42.9914
	Vermont Sub Total							1672.31		452.4404
	East Total							22458.267		3263.2673
South	Florida	Jacksonville	Corporate	Office Supplies	Art	Newell 337	2	5.248	0.2	0.5904
		Jacksonville	Corporate	Technology	Accessories	Logitech MX Performance Wireless Mouse	6	191.472	0.2	40.6878
		Jacksonville	Corporate	Technology	Phones	Logitech B530 USB Headset - headset - Full size, Binaural	2	59.184	0.2	5.1786
		Miami	Consumer	Furniture	Furnishings	Deflect-o DuraMat Lighweight, Studded, Beveled Mat for Low Pile Carpeting	3	102.36	0.2	-3.8385
		Miami	Consumer	Technology	Phones	Cisco Unified IP Phone 7945G VoIP phone	5	1363.96	0.2	85.2475
		Miami	Corporate	Office Supplies	Labels	Avery 518	4	10.08	0.2	3.528
		Tampa	Home Office	Office Supplies	Binders	Avery Arch Ring Binders	2	34.86	0.7	-26.726
		Tampa	Home Office	Office Supplies	Binders	Avery Durable Slant Ring Binders With Label Holder	3	3.762	0.7	-2.7588
		Tampa	Home Office	Office Supplies	Storage	Standard Rollaway File with Lock	3	432.456	0.2	32.4342
	Florida Sub Total							2203.382		134.3432
	Georgia	Atlanta	Consumer	Office Supplies	Binders	Avery Durable Slant Ring Binders, No Labels	4	15.92	0	7.4824
		Atlanta	Consumer	Office Supplies	Storage	Tennsco Double-Tier Lockers	6	1350.12	0	175.5156
		Atlanta	Home Office	Office Supplies	Binders	Fellowes PB500 Electric Punch Plastic Comb Binding Machine with Manual Bind	1	1270.99	0	635.495
		Atlanta	Home Office	Office Supplies	Envelopes	#10 White Business Envelopes,4 1/8 x 9 1/2	8	125.36	0	58.9192
		Columbus	Corporate	Furniture	Furnishings	DAX Two-Tone Silver Metal Document Frame	1	20.24	0	8.7032
		Columbus	Corporate	Furniture	Furnishings	Eldon Expressions Wood and Plastic Desk Accessories, Oak	4	39.92	0	11.1776
		Columbus	Corporate	Office Supplies	Binders	Acco Flexible ACCOHIDE Square Ring Data Binder, Dark Blue, 11 1/2" X 14" 7/8"	2	32.54	0	15.9446

		Columbus	Corporate	Technology	Accessories	First Data FD10 PIN Pad	4	316	0	31.6
		Columbus	Home Office	Furniture	Furnishings	Eldon Image Series Desk Accessories, Burgundy	4	76.92	0	31.5372
		Columbus	Home Office	Office Supplies	Storage	Iceberg Mobile Mega Data/Printer Cart	4	481.32	0	125.1432
		Smyrna	Home Office	Furniture	Bookcases	Bush Andora Bookcase, Maple/Graphite Gray Finish	2	239.98	0	52.7956
		Smyrna	Home Office	Furniture	Furnishings	Howard Miller 13" Diameter Goldtone Round Wall Clock	3	18.84	0	7.1592
		Smyrna	Home Office	Office Supplies	Envelopes	Ames Color-File Green Diamond Border X-ray Mailers	2	167.96	0	78.9412
		Smyrna	Home Office	Office Supplies	Fasteners	Revere Boxed Rubber Bands by Revere	5	9.45	0	0.189
		Smyrna	Home Office	Office Supplies	Paper	White Computer Printout Paper by Universal	9	348.84	0	170.9316
		Smyrna	Home Office	Office Supplies	Paper	White Dual Perf Computer Printout Paper, 2700 Sheets, 1 Part, Heavyweight, 20 lbs., 14 7/8 x 11	3	122.97	0	60.2553
		Smyrna	Home Office	Office Supplies	Paper	Xerox 1943	7	342.37	0	160.9139
		Smyrna	Home Office	Office Supplies	Storage	Belkin 19" Vented Equipment Shelf, Black	3	154.44	0	1.5444
		Smyrna	Home Office	Office Supplies	Storage	Carina 42"Hx23 3/4"W Media Storage Unit	1	80.98	0	1.6196
		Smyrna	Home Office	Technology	Phones	Aastra 57i VoIP phone	3	484.83	0	126.0558
		Smyrna	Home Office	Technology	Phones	Plantronics Cordless Phone Headset with In-line Volume - M214C	3	104.85	0	28.3095
	Georgia Sub Total							5804.84		1790.2331
	Kentucky	Henderson	Consumer	Furniture	Furnishings	Eldon Cleatmat Plus Chair Mats for High Pile Carpets	4	318.08	0	34.9888
		Henderson	Consumer	Office Supplies	Binders	Wilson Jones "Snap" Scratch Pad Binder Tool for Ring Binders	1	5.8	0	2.61
		Richmond	Consumer	Furniture	Chairs	Hon Multipurpose Stacking Arm Chairs	4	866.4	0	225.264
	Kentucky Sub Total							1190.28		262.8628
	Louisiana	Monroe	Corporate	Office Supplies	Paper	Xerox 218	2	12.96	0	6.2208
	Louisiana Sub Total							12.96		6.2208
	Mississippi	Gulfport	Corporate	Furniture	Furnishings	Eldon Image Series Desk Accessories, Ebony	7	86.45	0	38.038
		Gulfport	Corporate	Office Supplies	Binders	XtraLife ClearVue Slant-D Ring Binders by Cardinal	4	31.36	0	15.68
		Jackson	Consumer	Office Supplies	Art	Panasonic KP-150 Electric Pencil Sharpener	7	264.18	0	68.6868
		Jackson	Home Office	Office Supplies	Paper	Xerox 1964	16	365.44	0	168.1024
	Mississippi Sub Total							747.43		290.5072
	North Carolina	Charlotte	Corporate	Technology	Copiers	Hewlett Packard 310 Color Digital Copier	4	959.968	0.2	119.996
		Fayetteville	Consumer	Furniture	Bookcases	Sauder Forest Hills Library, Woodland Oak Finish	4	451.136	0.2	-67.6704
		Fayetteville	Consumer	Furniture	Furnishings	Eldon Pizzaz Desk Accessories	8	14.272	0.2	4.2816
		Fayetteville	Consumer	Office Supplies	Appliances	Fellowes Mighty 8 Compact Surge Protector	4	64.864	0.2	6.4864

		Jacksonville	Consumer	Office Supplies	Storage	Tenex Personal Self-Stacking Standard File Box, Black/Gray	5	67.64	0.2	5.9185
		Jacksonville	Consumer	Technology	Accessories	Case Logic 2.4GHz Wireless Keyboard	3	119.976	0.2	-17.9964
		Raleigh	Consumer	Office Supplies	Art	Newell 319	3	47.616	0.2	5.952
		Raleigh	Consumer	Office Supplies	Binders	XtraLife ClearVue Slant-D Ring Binder, White, 3"	7	30.828	0.7	-24.6624
		Raleigh	Consumer	Technology	Phones	Avaya 5410 Digital phone	2	108.784	0.2	10.8784
		Raleigh	Home Office	Technology	Phones	Samsung Galaxy S4 Mini	3	1127.976	0.2	126.8973
	North Carolina Sub Total							2993.06		170.081
	Tennessee	Chattanooga	Corporate	Furniture	Furnishings	Deflect-o EconoMat Studded, No Bevel Mat for Low Pile Carpeting	4	132.224	0.2	-18.1808
		Columbia	Consumer	Office Supplies	Appliances	Hoover WindTunnel Plus Canister Vacuum	3	871.8	0.2	87.18
		Memphis	Consumer	Furniture	Tables	Balt Solid Wood Rectangular Table	3	189.882	0.4	-94.941
		Nashville	Consumer	Office Supplies	Paper	Speediset Carbonless Redi-Letter 7" x 8 1/2"	2	16.496	0.2	5.5674
		Nashville	Corporate	Office Supplies	Binders	Ibico Recycled Grain-Textured Covers	3	31.086	0.7	-20.724
	Tennessee Sub Total							1241.488		-41.0984
	Virginia	Arlington	Consumer	Furniture	Furnishings	Acrylic Self-Standing Desk Frames	7	18.69	0	7.1022
		Arlington	Consumer	Office Supplies	Binders	Presstex Flexible Ring Binders	8	36.4	0	18.2
		Arlington	Consumer	Technology	Machines	HP Designjet T520 Inkjet Large Format Printer - 24" Color	5	8749.95	0	2799.984
		Arlington	Corporate	Office Supplies	Storage	Hanging Personal Folder File	2	31.4	0	7.85
		Arlington	Corporate	Office Supplies	Storage	X-Rack File for Hanging Folders	5	56.45	0	14.677
		Springfield	Consumer	Office Supplies	Labels	Permanent Self-Adhesive File Folder Labels for Typewriters by Universal	3	7.83	0	3.6018
		Springfield	Consumer	Technology	Accessories	Micro Innovations USB RF Wireless Keyboard with Mouse	4	100	0	21
		Waynesboro	Home Office	Furniture	Furnishings	Howard Miller 14-1/2" Diameter Chrome Round Wall Clock	2	127.88	0	40.9216
		Waynesboro	Home Office	Office Supplies	Appliances	Eureka The Boss Lite 10-Amp Upright Vacuum, Blue	2	160.32	0	44.8896
		Waynesboro	Home Office	Office Supplies	Binders	Ibico Covers for Plastic or Wire Binding Elements	4	46	0	20.7
	Virginia Sub Total							9334.92		2978.9262
	South Total							23528.36		5592.0759
West	Arizona	Glendale	Consumer	Office Supplies	Binders	GBC Standard Recycled Report Covers, Clear Plastic Sheets	3	9.702	0.7	-7.1148
		Glendale	Corporate	Office Supplies	Storage	Mini 13-1/2 Capacity Data Binder Rack, Pearl	1	104.696	0.2	6.5435
		Scottsdale	Home Office	Office Supplies	Appliances	Belkin 7 Outlet SurgeMaster Surge Protector with Phone Protection	5	157.92	0.2	17.766
		Scottsdale	Home Office	Technology	Phones	Jabra BIZ 2300 Duo QD Duo Corded Headset	2	203.184	0.2	15.2388
		Sierra Vista	Consumer	Furniture	Furnishings	Nu-Dell Float Frame 11 x 14 1/2	2	14.368	0.2	3.9512

	Arizona Sub Total						489.87		36.3847	
	California	Fresno	Corporate	Technology	Accessories	Logitech G500s Laser Gaming Mouse with Adjustable Weight Tuning	5	349.95	0	118.983
		Fresno	Corporate	Technology	Phones	netTALK DUO VoIP Telephone Service	9	377.928	0.2	141.723
		Los Angeles	Consumer	Furniture	Furnishings	DAX Cubicle Frames, 8-1/2 x 11	7	59.99	0	21.5964
		Los Angeles	Consumer	Office Supplies	Binders	Wilson Jones Active Use Binders	2	11.648	0.2	4.2224
		Los Angeles	Consumer	Office Supplies	Fasteners	Acco Clips to Go Binder Clips, 24 Clips in Two Sizes	3	10.65	0	5.0055
		Los Angeles	Consumer	Office Supplies	Paper	Hammermill Color Copier Paper (28Lb. and 96 Bright)	2	19.98	0	8.991
		Los Angeles	Consumer	Office Supplies	Paper	Xerox 1983	1	5.98	0	2.9302
		Los Angeles	Consumer	Office Supplies	Storage	Recycled Steel Personal File for Hanging File Folders	2	114.46	0	28.615
		Los Angeles	Consumer	Office Supplies	Storage	Rogers Deluxe File Chest	4	87.92	0	0.8792
		Los Angeles	Consumer	Technology	Accessories	Imation 8GB Mini TravelDrive USB 2.0 Flash Drive	3	90.57	0	11.7741
		Los Angeles	Consumer	Technology	Accessories	Memorex Mini Travel Drive 64 GB USB 2.0 Flash Drive	1	36.24	0	15.2208
		Los Angeles	Consumer	Technology	Phones	AT&T 1070 Corded Phone	5	445.96	0.2	55.745
		Los Angeles	Corporate	Office Supplies	Art	Newell 345	2	39.68	0	10.3168
		Los Angeles	Corporate	Office Supplies	Binders	Avery Heavy-Duty EZD Binder With Locking Rings	7	31.248	0.2	10.9368
		Los Angeles	Corporate	Office Supplies	Binders	Wilson Jones Clip & Carry Folder Binder Tool for Ring Binders, Clear	4	18.56	0.2	6.496
		Los Angeles	Corporate	Office Supplies	Paper	Xerox 1883	4	105.52	0	48.5392
		Los Angeles	Corporate	Office Supplies	Storage	Fellowes Officeware Wire Shelving	5	449.15	0	8.983
		Los Angeles	Corporate	Office Supplies	Storage	Safco Commercial Shelving	2	93.02	0	3.7208
		Los Angeles	Corporate	Technology	Accessories	SanDisk Ultra 16 GB MicroSDHC Class 10 Memory Card	1	12.99	0	0.7794
		Los Angeles	Corporate	Technology	Phones	Motorola L703CM	5	623.96	0.2	38.9975
		Los Angeles	Home Office	Office Supplies	Paper	Easy-staple paper	5	56.7	0	27.783
		Los Angeles	Home Office	Office Supplies	Paper	Rediform Voice Mail Log Books	5	14.9	0	7.152
		Los Angeles	Home Office	Office Supplies	Paper	Tops Green Bar Computer Printout Paper	3	146.82	0	73.41
		Los Angeles	Home Office	Technology	Accessories	Kingston Digital DataTraveler 16GB USB 2.0	3	26.85	0	5.1015
		Los Angeles	Home Office	Technology	Machines	Okidata MB760 Printer	3	3357.6	0.2	377.73
		Los Angeles	Home Office	Technology	Phones	Apple iPhone 5	8	4158.912	0.2	363.9048
		Los Angeles	Home Office	Technology	Phones	AT&T 1080 Phone	1	109.592	0.2	8.2194
		Oakland	Home Office	Office Supplies	Art	Panasonic KP-350BK Electric Pencil Sharpener with Auto Stop	1	34.58	0	10.0282

		Riverside	Home Office	Office Supplies	Binders	Cardinal EasyOpen D-Ring Binders	7	51.184	0.2	19.194
		San Diego	Consumer	Furniture	Chairs	Global Ergonomic Managers Chair	7	1013.488	0.2	76.0116
		San Diego	Consumer	Furniture	Chairs	Global Super Steno Chair	2	153.568	0.2	-5.7588
		San Diego	Consumer	Furniture	Tables	Chromcraft Round Conference Tables	4	557.728	0.2	6.9716
		San Diego	Consumer	Office Supplies	Labels	Avery 475	3	44.4	0	22.2
		San Diego	Consumer	Office Supplies	Labels	Avery 476	5	20.65	0	9.499
		San Diego	Consumer	Office Supplies	Labels	Avery 508	3	14.73	0	7.2177
		San Diego	Consumer	Office Supplies	Storage	Fellowes Mobile File Cart, Black	3	186.54	0	50.3658
		San Diego	Consumer	Technology	Phones	Anker Astro 15000mAh USB Portable Charger	4	159.968	0.2	-31.9936
		San Diego	Home Office	Office Supplies	Art	Berol Giant Pencil Sharpener	1	16.99	0	4.9271
		San Francisco	Consumer	Office Supplies	Binders	GBC Wire Binding Strips	2	50.784	0.2	17.7744
		San Francisco	Consumer	Office Supplies	Binders	Heavy-Duty E-Z-D Binders	2	17.456	0.2	5.8914
		San Francisco	Consumer	Office Supplies	Labels	Avery 512	9	26.01	0	12.2247
		San Francisco	Consumer	Office Supplies	Paper	Xerox 1880	2	70.88	0	33.3136
		San Francisco	Consumer	Office Supplies	Storage	File Shuttle II and Handi-File, Black	9	305.01	0	76.2525
		San Francisco	Consumer	Technology	Phones	i.Sound Portable Power - 8000 mAh	2	84.784	0.2	-20.1362
		San Francisco	Corporate	Furniture	Chairs	Global Comet Stacking Arm Chair	4	1352.032	0.2	84.502
		San Francisco	Corporate	Furniture	Chairs	Hon 4070 Series Pagoda Round Back Stacking Chairs	3	770.352	0.2	77.0352
		San Francisco	Corporate	Furniture	Furnishings	Executive Impressions 10" Spectator Wall Clock	3	35.28	0	11.9952
		San Francisco	Corporate	Furniture	Furnishings	Westinghouse Mesh Shade Clip-On Gooseneck Lamp, Black	2	28.28	0	7.3528
		San Francisco	Corporate	Office Supplies	Appliances	Euro-Pro Shark Turbo Vacuum	5	154.9	0	40.274
		San Francisco	Corporate	Office Supplies	Binders	Avery Round Ring Poly Binders	2	4.544	0.2	1.6472
		San Francisco	Corporate	Office Supplies	Envelopes	Security-Tint Envelopes	4	30.56	0	14.9744
		San Francisco	Corporate	Office Supplies	Storage	Tennsco Stur-D-Stor Boltless Shelving, 5 Shelves, 24" Deep, Sand	5	676.55	0	6.7655
		San Francisco	Corporate	Office Supplies	Supplies	Elite 5" Scissors	3	25.35	0	7.605
		San Francisco	Corporate	Office Supplies	Supplies	High Speed Automatic Electric Letter Opener	3	4912.59	0	196.5036
		San Francisco	Corporate	Technology	Accessories	Logitech 910-002974 M325 Wireless Mouse for Web Scrolling	3	89.97	0	39.5868
		San Francisco	Corporate	Technology	Accessories	Maxell 4.7GB DVD+RW 3/Pack	2	31.86	0	11.151
		California Sub Total						21777.796		2201.1315
	Colorado	Denver	Corporate	Technology	Phones	RCA ViSYS 25423RE1 Corded phone	2	159.984	0.2	13.9986
		Littleton	Consumer	Furniture	Bookcases	Atlantic Metals Mobile 2-Shelf Bookcases, Custom Colors	1	72.294	0.7	-98.8018
	Colorado Sub Total							232.278		-84.8032

	Idaho	Pocatello	Consumer	Office Supplies	Binders	Wilson Jones Hanging View Binder, White, 1"	3	17.04	0.2	5.538
		Pocatello	Consumer	Office Supplies	Paper	Adams Telephone Message Book W/Dividers/Space For Phone Numbers, 5 1/4"X8 1/2", 300/Messages	3	17.64	0	8.6436
	Idaho Sub Total							34.68		14.1816
	Nevada	North Las Vegas	Corporate	Technology	Accessories	Logitech ClearChat Comfort/USB Headset H390	2	58.58	0	19.3314
	Nevada Sub Total							58.58		19.3314
	Oregon	Gresham	Corporate	Technology	Phones	BlackBerry Q10	4	403.168	0.2	25.198
	Oregon Sub Total							403.168		25.198
	Washington	Longview	Consumer	Furniture	Furnishings	DAX Value U-Channel Document Frames, Easel Back	5	24.85	0	7.7035
		Seattle	Consumer	Furniture	Bookcases	O'Sullivan 2-Shelf Heavy-Duty Bookcases	1	48.58	0	7.7728
		Seattle	Consumer	Furniture	Chairs	Global Deluxe High-Back Office Chair in Storm	4	435.168	0.2	-59.8356
		Seattle	Consumer	Office Supplies	Paper	Xerox 218	2	12.96	0	6.2208
		Seattle	Corporate	Furniture	Chairs	Global High-Back Leather Tilter, Burgundy	2	196.784	0.2	-22.1382
		Seattle	Corporate	Furniture	Furnishings	Contract Clock, 14", Brown	5	109.9	0	37.366
	Washington Sub Total							828.242		-22.9107
	West Total							23824.614		2188.5133

Note: The above operational report is for Q1 of the year 2020. For the operational reports of all the other quarters, refer to the “Operational Reports” folder in “Group7_Project_B.zip”.

The Operational report can be produced by passing the start and the end datetime of the period for which the report is to be produced to the stored proc named ‘operational_report’. The call for the same can be made by using the below command:

```
CALL `gbc_superstore`.`operational_report`(<{IN quarter_start_date date}>, <{IN quarter_end_date date}>);
```

Executive Report for Q1 2020

Geographic Area	Type	Q1 2020	Q4 2019	Q1 2020 VS Q4 2019	Q1 2019	Q1 2020 VS Q1 2019	Participation In 2019	Participation In Q1 2019	Participation In Q1 2020	Trend
Illinois	Sales	4959.93400	4591.99200	8.012688175	1937.97000	155.934508790	18.741963802	16.812537204	24.979770398	↑
	Profit	-833.70360	46.86360	-1879.000332881	-841.18980	-0.889953730	-8.588040037	422.078929516	228.814659005	↓
Indiana	Sales	150.88000	2890.21000	-94.779618090	196.65000	-23.274853801	6.739444833	1.706004449	0.759878611	↓
	Profit	74.54080	1077.22730	-93.080309049	76.66550	-2.771389999	16.960246389	-38.468003500	-20.458143319	↓
Minnesota	Sales	63.44000	2165.12000	-97.069908365	171.50000	-63.008746356	5.765997210	1.487819796	0.319503573	↓
	Profit	27.97760	644.34320	-95.657966127	74.37980	-62.385486382	14.497997385	-37.321121062	-7.678610244	↑
Missouri	Sales	697.16000	6680.72000	-89.564597828	NA	NA	7.089483254	NA	3.511114610	↓
	Profit	146.40360	2825.00060	-94.817572782	NA	NA	24.651814880	NA	-40.181294421	↓
Oklahoma	Sales	2962.11000	1971.46000	50.249561239	NA	NA	2.850262111	NA	14.918107316	↓
	Profit	601.08780	439.31380	36.824247269	NA	NA	5.624982332	NA	-164.971939655	↓
Texas	Sales	8786.46900	9920.39220	-11.430225511	5462.71360	60.844401581	31.570878533	47.390865512	44.251390891	↓
	Profit	-1007.68810	-42.04670	2296.592598230	-488.01420	106.487454668	-19.236427994	244.868056085	276.565687116	↑
Wisconsin	Sales	2235.81000	2685.68000	-16.750692562	3558.62000	-37.171993638	8.486632752	30.872217395	11.260234602	↓
	Profit	627.02430	706.98180	-11.309697081	908.97400	-31.018455973	17.406606856	-456.090614601	-172.090358483	↓
Central Total	Sales	19855.80300	39063.59720	-49.170572033	11526.93360	72.255724627	100.000000000	100.000000000	100.000000000	↓
	Profit	-364.35760	7606.58290	-104.790029962	-199.29680	82.821600748	100.000000000	100.000000000	100.000000000	↓
Connecticut	Sales	392.88700	26.90000	1360.546468401	NA	NA	0.884566441	NA	1.749409249	↓
	Profit	77.86400	13.18100	490.729079736	NA	NA	2.092278080	NA	2.386074840	↓
Delaware	Sales	162.52000	2077.00000	-92.175252768	2139.00000	-92.402057036	3.706439704	15.364467582	0.723653343	↓
	Profit	78.33500	566.25890	-86.166221847	506.00780	-84.519013343	6.551237098	19.469245012	2.400508227	↑
Maryland	Sales	3053.01100	1196.34000	155.195930923	2631.80000	16.004673607	5.400541709	18.904257028	13.594152211	↓
	Profit	707.41740	352.72730	100.556463875	1296.13960	-45.421203086	13.293119825	49.870494964	21.678193509	↓
Massachusetts	Sales	475.53000	1880.13800	-74.707707626	32.55000	1360.921658986	4.562466235	0.233807115	2.117394009	↑
	Profit	134.50540	496.59970	-72.914723871	13.74000	878.933042213	9.579420047	0.528662654	4.121801484	↑
New Hampshire	Sales	159.98000	3552.07400	-95.496152389	724.34000	-77.913686943	2.991866408	5.202944576	0.712343477	↓
	Profit	57.59280	528.97750	-89.112429168	339.55700	-83.038841785	4.412305311	13.064854788	1.764881473	↓
New Jersey	Sales	842.06600	2643.06000	-68.140488676	286.79000	193.617629624	2.664165610	2.060016670	3.749470073	↑
	Profit	145.40670	739.51860	-80.337654793	74.56540	95.005592406	5.949885038	2.868991431	4.455862381	↑
New York	Sales	10987.21800	32524.28800	-66.218421138	5622.15500	95.427162716	50.475640721	40.384019747	48.922822050	↑
	Profit	3098.68390	9520.33850	-67.451956671	815.81030	279.828974947	85.156759372	31.389260430	94.956484257	↑
Ohio	Sales	1224.24500	8499.93800	-85.597012590	1694.29600	-27.743145236	9.409883999	12.170152392	5.451199774	↑
	Profit	-393.36180	-2843.20230	-86.164832520	-369.61750	6.424019425	-19.293575238	-14.221467867	-12.054231659	↓
Pennsylvania	Sales	3488.50000	5731.38000	-39.133332635	790.80100	341.135001094	14.123162532	5.680334889	15.533255527	↓
	Profit	-1095.61650	-1163.89400	-5.866298821	-77.19170	1319.344955481	-19.104998645	-2.970041411	-33.574218698	↑
Vermont	Sales	1672.31000	5120.10000	-67.338333236	NA	NA	3.525554736	NA	7.446300287	↓
	Profit	452.44040	1191.92700	-62.041265950	NA	NA	5.838397151	NA	13.864644187	↓
East Total	Sales	22458.26700	63251.21800	-64.493542243	13921.73200	61.318052955	100.000000000	100.000000000	100.000000000	↓
	Profit	3263.26730	9402.43220	-65.293370581	2599.01090	25.558045947	100.000000000	100.000000000	100.000000000	↓
Florida	Sales	2203.38200	5883.54100	-62.550069762	2000.16800	10.159846573	21.075189254	12.229342295	9.364792106	↑
	Profit	134.34320	-2090.64880	-106.425909507	254.02930	-47.115076883	-22.373637015	9.960590802	2.402385132	↓
Georgia	Sales	5804.84000	526.34000	1002.868868032	6555.83000	-11.455300092	14.662532045	40.083377544	24.671672824	↓

	Profit	1790.23310	79.37560	2155.394730874	3258.91560	-45.066601295	55.855521162	127.783388568	32.013748240	↑
Kentucky	Sales	1190.28000	1598.87000	-25.554923164	364.07000	226.937127475	9.933978418	2.225981342	5.058916134	↑
	Profit	262.86280	569.27020	-53.824598583	131.07970	100.536620087	35.300456039	5.139687643	4.700630047	↓
Louisiana	Sales	12.96000	NA	NA	NA	NA	1.344656844	NA	0.055082462	↓
	Profit	6.22080	NA	NA	NA	NA	3.776810789	NA	0.111243125	↓
Mississippi	Sales	747.43000	62.46000	1096.653858469	NA	NA	0.442690686	NA	3.176719499	↓
	Profit	290.50720	17.73520	1538.026072444	NA	NA	1.614962173	NA	5.194979560	↓
North Carolina	Sales	2993.06000	1659.81300	80.325133012	5577.67100	-46.338534489	12.538651101	34.102759301	12.721073632	↓
	Profit	170.08100	80.33580	111.712586419	-1616.36310	-110.522450061	-16.360515630	-63.378245842	3.041464441	↓
Tennessee	Sales	1241.48800	2966.63600	-58.151657298	551.26400	125.207523074	12.126648127	3.370514952	5.276559862	↑
	Profit	-41.09840	-779.23840	-94.725824600	15.56640	-364.019940384	-25.352947239	0.610364791	-0.734939953	↑
Virginia	Sales	9334.92000	2864.26000	225.910357300	698.52000	1236.385500773	15.447027527	4.270861337	39.675183481	↓
	Profit	2978.92620	959.35300	210.514086056	239.62530	1143.160133759	39.138125202	9.395804181	53.270489408	↓
South Total	Sales	23528.36000	15975.54000	47.277400326	16355.48300	43.856100123	100.000000000	100.000000000	100.000000000	↓
	Profit	5592.07590	-1063.81000	-625.664911967	2550.34370	119.267540293	100.000000000	100.000000000	100.000000000	↓
Arizona	Sales	489.87000	2441.04900	-79.931988256	NA	NA	5.588334224	NA	2.056150836	↓
	Profit	36.38470	250.92220	-85.499609042	NA	NA	-0.759608253	NA	1.662530449	↓
California	Sales	21777.79600	25378.14200	-14.186799018	12313.99200	76.854069744	62.034105156	54.177924044	91.408809394	↑
	Profit	2201.13150	4692.66980	-53.094259903	2082.81970	5.680366860	71.262380320	41.112932830	100.576564922	↓
Colorado	Sales	232.27800	3292.21200	-92.944622035	3.40800	6715.669014085	3.876640628	0.014994192	0.974949689	↑
	Profit	-84.80320	-1279.69600	-93.373176129	0.89460	-9579.454504807	-6.596269141	0.017658576	-3.874922761	↑
Idaho	Sales	34.68000	NA	NA	NA	NA	0.419859215	NA	0.145563743	↓
	Profit	14.18160	NA	NA	NA	NA	0.587210460	NA	0.648001545	↓
Nevada	Sales	58.58000	1902.87800	-96.921505215	NA	NA	1.639306919	NA	0.245880164	↓
	Profit	19.33140	451.52380	-95.718631000	NA	NA	2.687101779	NA	0.883311973	↓
Oregon	Sales	403.16800	2537.45100	-84.111299095	29.30400	1275.812175812	3.387271257	0.128928936	1.692233083	↑
	Profit	25.19800	-88.48820	-128.476113199	2.56410	882.722982723	-0.855050864	0.050612960	1.151375228	↑
Washington	Sales	828.24200	6515.73000	-87.288577028	10304.05600	-91.961980797	18.156434147	45.334799901	3.476413091	↓
	Profit	-22.91070	1223.28280	-101.872886629	2950.95270	-100.776383166	28.265389307	58.249074627	-1.046861356	↓
West Total	Sales	23824.61400	44081.85800	-45.953698231	22728.80000	4.821257611	100.000000000	100.000000000	100.000000000	↓
	Profit	2188.51330	5590.02300	-60.849654823	5066.09370	-56.800773345	100.000000000	100.000000000	100.000000000	↓

Note: The above executive report is for Q1 of the year 2020. For the executive reports of all the other quarters, refer to the “Executive Reports” folder in “Group7_Project_B.zip”.

The Executive report can be produced by passing the start and the end datetime of the period for which the report is to be produced to the stored proc named ‘executive_report’. The call for the same can be made by using the below command:

```
CALL `gbc_superstore`.`executive_report`(<{IN start_date date}>, <{IN end_date date}>);
```