DOWNTIME OFFICE SUPPLY SALES

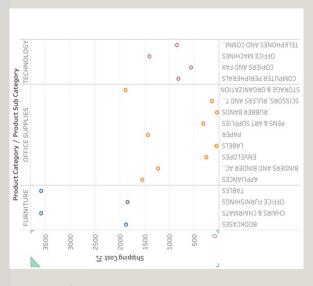
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HIGHLIGHTS

- Shipping Costs
- Average Sales/Discount
- Top 10 Customers
- Product Base Margin
- Profits/Sales per Quarter

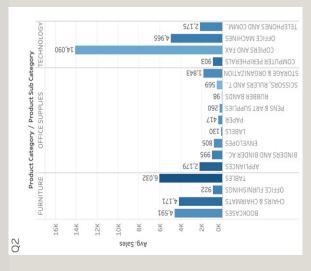
SHIPPING COSTS

- Tables & Chairs are the highest shinning costs
- shipping costs
 Circles indicate position (shipping cost and item category)
 - Color indicates Product Category Tables and Chairs are most likely most purchased



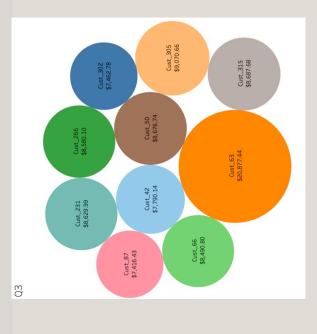
AVERAGE SALES/DISCOUNT

- Copiers and Fax is the highest selling item on average
 - Color indicates amount of discount
- More stock needed for copiers Less stock needed for rubber bands/labels/art supplies



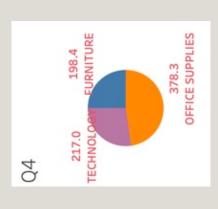
TOP 10 CUSTOMERS

- Customers that bought the most during a year span (2018)
 - Loyal customers purchase more
- Initiative to start a loyalty program to generate more revenue



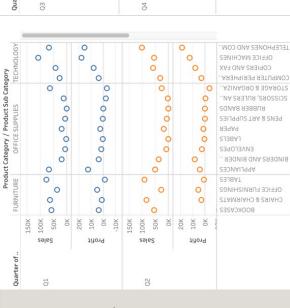
PRODUCT BASE MARGIN

Each category has a specific product base margin



PROFIT/SALES BY QUARTER

Quarter-based sales Color distinguishes product category Two different lines indicate profit vs sales



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