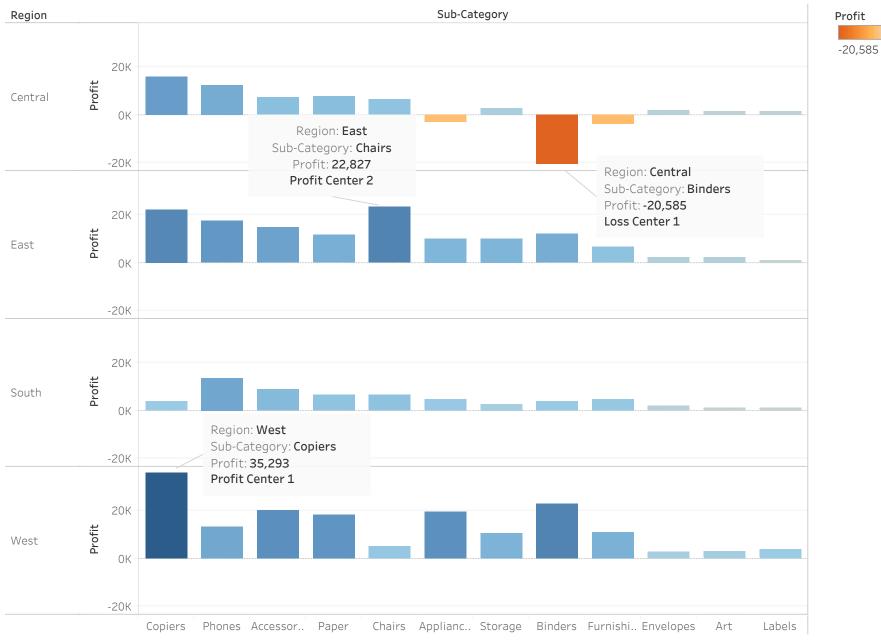
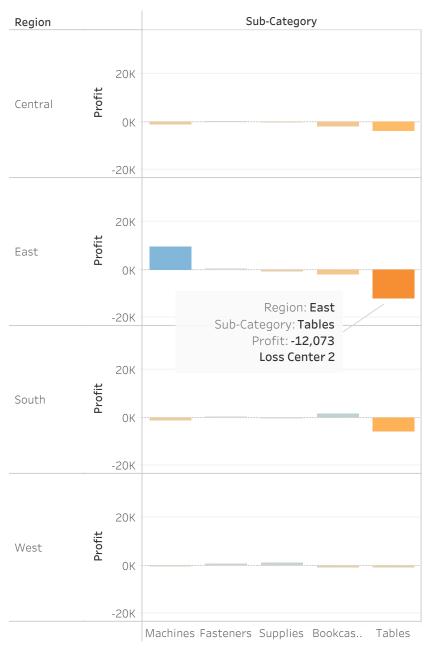
Profit Center: West - Copiers & East - Chairs Loss Center: Central - Binders & East - Tables



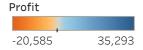
35,293

Sum of Profit for each Sub-Category broken down by Region. Color shows sum of Profit.

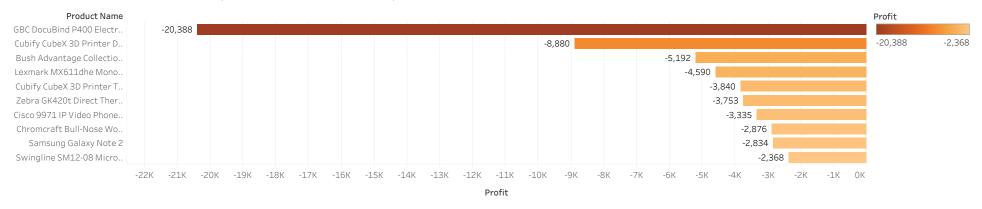
Profit Center: West - Copiers & East - Chairs Loss Center: Central - Binders & East - Tables





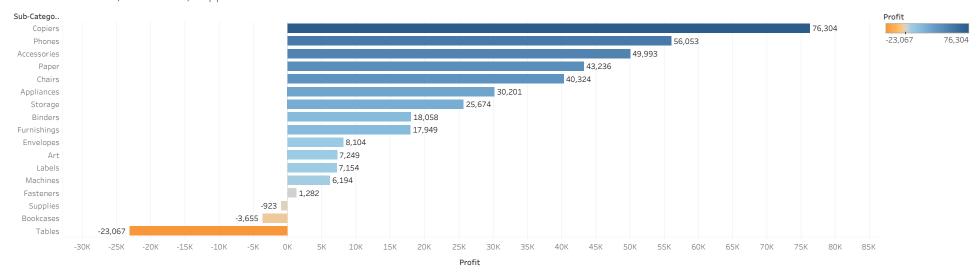


Eliminate: GBC DocuBind P400 / Cubify CubeX 3D Printer / Bush Advantage Collection



Sum of Profit for each Product Name. Color shows sum of Profit. The marks are labeled by sum of Profit. The view is filtered on Product Name, which keeps 10 of 1,849 members.

Focus: Copiers, Phones, Accessories Eliminate: Tables, Bookcases, Supplies



Sum of Profit for each Sub-Category. Color shows sum of Profit. The marks are labeled by sum of Profit.

Best State Month Combination: (MN)843, (IN)747 (October) (VT)596 (November)

Recommended Budgets: MN=168.6, IN=149.4, VT=119.2

						Ship [Date						Avg. Profit
State	January	February	March	April	May	June	July	August	Septemb	October	November D	ecember	-271
Alabama	44		83	67	18	70	32	59	103	80	304	73	·
Arizona	-94	-20	3	-107	-20	1	-23	49	-5	-17	-4	-12	
Arkansas	73	3	19	20	21	53		72	227	41	22	57	
California	59	35	38	29	37	33	48	60	36	27	38	32	
Colorado	2	3	-65	-271	-7	9	6	-10	-8	-122	8	-24	
Connecticut	-7	44	39	42	9	26	51	87	30	55	56	70	
Delaware	32	117	85		66	25	25	134	23	36	251	23	
District of Columbia	18				325	9						13	
Florida	10	-3	-33	-9	-15	1	7	14	-6	-13	-7	-21	
Georgia	128	115	299	176	62	44	49	42	39	43	49	45	
Idaho			7	3	22	51		1	101	29	92	17	
Illinois	-22	-15	-17	-1	-15	-32	-11	1	-50	-7	-10	-41	
Indiana	17	15	30	35	114	130	36	86	73	747	46	119	
Iowa	16	18		53			12	3	124	4	44	20	
Kansas	23	36			34	9	50		45		28		
Kentucky	107	88	49	59	34	62	52	170	100	66	73	77	
Louisiana	65	8	6	22	12	14	21	54	109	94	60	111	
Maine						11		86	83				
Maryland	53	142	125	81	27	23	26	84	48	15	142	52	
Massachusetts	90		22	3	37	128	31	61	60	57	26	72	
Michigan	162	11	78	55	269	68	35	55	60	29	53	144	
Minnesota	23	19	24	6	46	166	143	17	339	843	53	38	
Mississippi	16	69	24		62	94	69	110		5		45	
Missouri	39	18	146	12	59	5	18	45	80	486	38	469	
Montana	183			42			2	3	10		32		
Nebraska		31		9		14	29		52	29	19	92	
Nevada	25	6	19	71	99	18	25	28	17	343	24	59	
New Hampshire	44	16	127		46		27	109	16	15		128	
New Jersey	20	36	-14	340	36	62	66	62	46	39	64	113	
New Mexico	7	23	65	12		35	115		9	79	35	6	

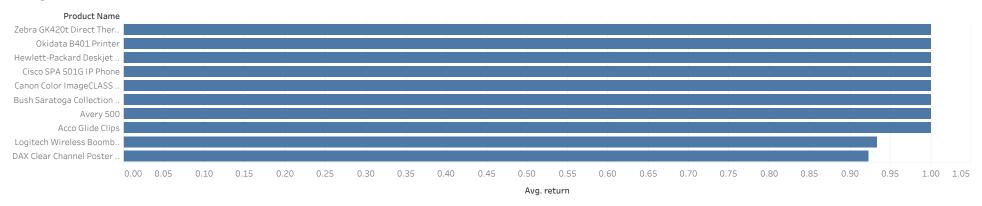
Average of Profit broken down by Ship Date Month vs. State. Color shows average of Profit. The marks are labeled by average of Profit.

Best State Month Combination: (MN)843, (IN)747 (October) (VT)596 (November) Recommended Budgets: MN=168.6, IN=149.4, VT=119.2

						Ship D	Date					
State	January	February	March	April	May	June	July	August	Septemb	October	November I	December
New York	3	34	44	28	106	45	41	64	107	121	85	64
Iorth Carolina	-91	127	12	1	21	16	5	13	-3	-41	-93	-13
orth Dakota	7				43							
hio	-110	-17	-25	-16	-19	5	-21	0	-3	-17	-32	-94
dahoma	178	2	306			64		35	57	73	71	55
regon	6		-2	3	20	9	14	-31	. 13	-20	-10	-39
ennsylvania	-21	35	-32	-20	12	-9	-18	-66	-53	-12	-24	-28
thode Island	214		-14	12	34	48	34	27	94	218	62	275
outh Carolina	87		11	82	60		13	23	62	4	98	21
outh Dakota	22						38				7	
ennessee	0	-6	1	-6	-10	36	2	-83	-32	-116	11	-41
exas	-35	-40	-19	-53	-6	-8	-230	-21	-29	-8	-28	-16
ah		4	8		17	42	83	93	64	20	25	
ermont	93			337							596	68
irginia	20	199	99	36	125	86	31	110	87	60	53	105
/ashington	20	42	535	35	27	68	55	76	34	39	41	52
Vest Virginia						88				-77		
/isconsin	130	126	96	118	20	64	99	19	30	191	32	121
yoming											100	

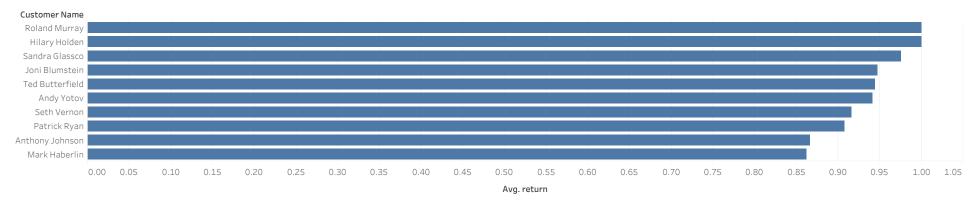
Average of Profit broken down by Ship Date Month vs. State. Color shows average of Profit. The marks are labeled by average of Profit.

Products with Highest Return Rate: Zebra GK420t, Okidata B401 Printer, Hewlett-Packard Deskjet, Cisco SPA 501G IP Phone, Canon Color ImageCLASS

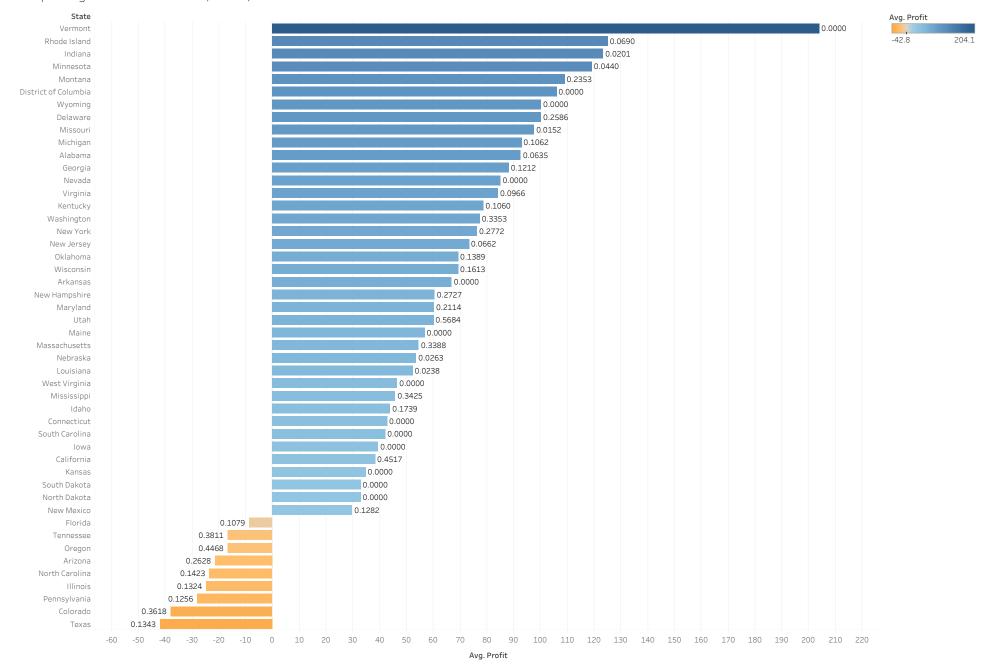


Average of return for each Product Name. The view is filtered on Product Name, which keeps 10 of 1,849 members.

Highest Return Rate by Customer: Roland Murray, Hilary Holden, Sandra Glassco



Average of return for each Customer Name. The view is filtered on Customer Name, which keeps 10 of 793 members.



Keep Doing Business with: Vermont, Rhode Island, Indiana Stop Doing Business with: Ohio, Texas, Colorado



Average of Profit for each State. Color shows average of Profit. The marks are labeled by average of return.

