

# Sales Overview - 2018

Revenue

2.30M

Discount

1.97M

Segment

Revenue

Consumer

1,161,401.34

Corporate

706,146.44

Home Office

429,653.29

Total

2,297,201.07

Furniture Revenue 2015 vs 2014

8.5%

Furniture Revenue in 2015

171K

Region

Revenue

Central

518,800.06

East

611,734.52

South

402,032.06

West

764,634.43

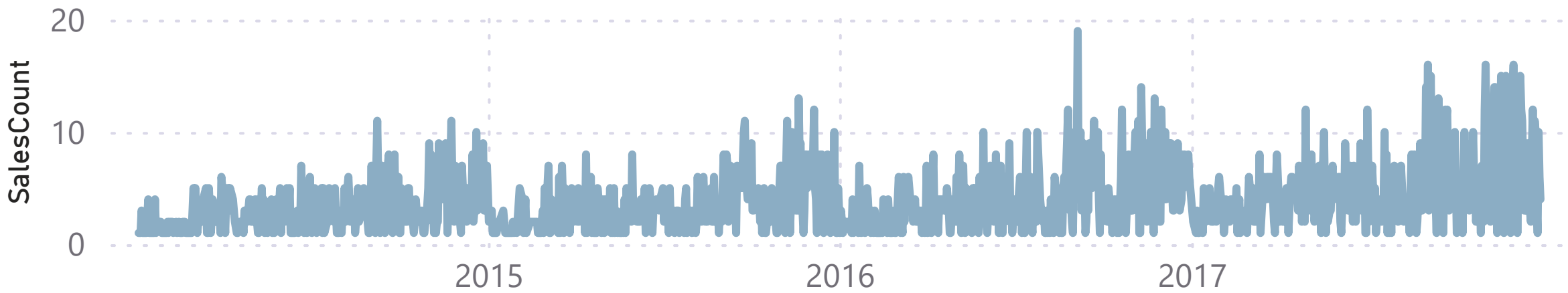
Total

2,297,201.07

Sales Count

5K

Sales Count by Order Date



SubCategory

Revenue

Accessories

167,380.31

Appliances

107,532.14

Art

27,118.80

Binders

203,412.77

Bookcases

114,880.05

Chairs

328,449.13

Copiers

149,528.01

Envelopes

16,476.38

Fasteners

3,024.25

Furnishings

91,705.12

Labels

12,486.30

Machines

189,238.68

Paper

78,479.24

Phones

330,007.10

Storage

223,843.59

Supplies

46,673.52

Tables

206,965.68

Total

2,297,201.07

# Revenues 2014 - 2018

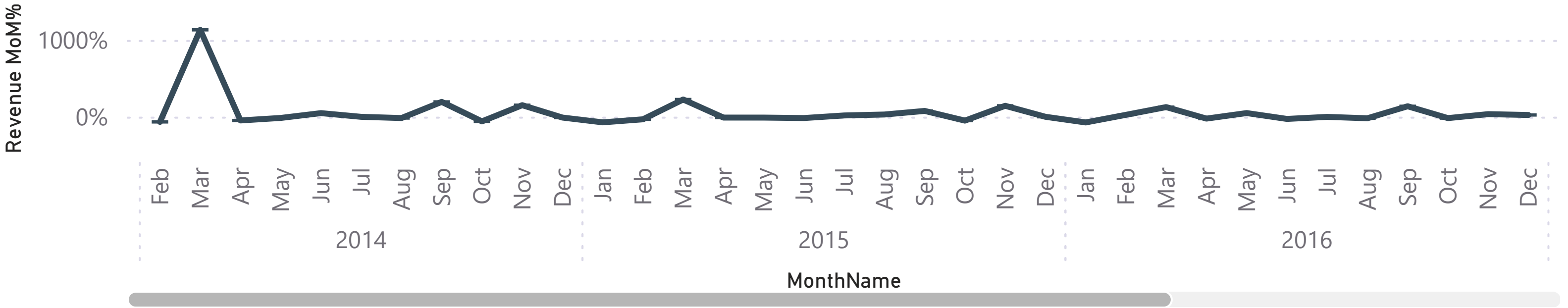
Average Order to Ship

3.96

Revenue Increase in 5% Scenario

2.41M

Revenue MoM%



Revenue YTD by Year



Year	Revenue	Revenue MoM%
2014	484,247.56	17%
Jan	14,236.90	
Feb	4,519.92	-68%
Mar	55,691.04	1132%
Apr	28,295.35	-49%
May	23,648.28	-16%
Jun	34,595.14	46%
Jul	33,946.37	-2%
Aug	27,909.47	-18%
Sep	81,777.34	193%
Oct	31,453.37	-62%
Nov	78,628.74	150%
Dec	69,545.64	-12%
2015	470,532.46	1%
2016	609,205.86	4%
2017	733,215.19	-2%
2018		-100%
Total	2,297,201.07	0%