

Sheet 6

Region (Peo..	Sub-Catego..	Order Date				Grand T..
		2014	2015	2016	2017	
Central	Accessories	4.27%	7.58%	7.33%	7.42%	6.77%
	Appliances	3.52%	4.84%	4.08%	6.07%	4.70%
	Art	0.79%	1.10%	1.03%	1.56%	1.15%
	Binders	15.28%	5.73%	9.53%	14.35%	11.36%
	Bookcases	1.77%	8.07%	5.69%	3.83%	4.82%
	Chairs	19.99%	17.41%	15.84%	15.78%	17.00%
	Copiers	3.15%	12.45%	11.87%	2.50%	7.43%
	Envelopes	1.54%	0.85%	0.66%	0.81%	0.93%
	Fasteners	0.12%	0.09%	0.17%	0.22%	0.16%
	Furnishings	2.44%	2.46%	3.47%	3.45%	3.04%
	Labels	1.01%	0.30%	0.35%	0.40%	0.49%
	Machines	15.69%	1.80%	1.80%	4.08%	5.35%
	Paper	2.26%	3.45%	3.64%	4.24%	3.49%
	Phones	9.56%	18.82%	13.50%	15.78%	14.44%
	Storage	10.68%	8.10%	8.69%	9.31%	9.16%
	Supplies	0.42%	0.32%	2.91%	3.00%	1.89%
	Tables	7.50%	6.67%	9.44%	7.20%	7.81%
East	Accessories	4.70%	11.46%	3.45%	6.96%	6.63%
	Appliances	4.49%	4.28%	5.22%	5.77%	5.04%
	Art	1.00%	1.09%	1.04%	1.22%	1.10%
	Binders	4.93%	9.09%	10.49%	6.57%	7.88%
	Bookcases	8.44%	12.57%	3.30%	3.44%	6.46%
	Chairs	17.10%	12.80%	12.74%	14.66%	14.18%
	Copiers	3.19%	3.17%	10.94%	11.45%	7.84%
	Envelopes	1.05%	0.56%	0.72%	0.40%	0.64%
	Fasteners	0.08%	0.12%	0.19%	0.09%	0.12%
	Furnishings	2.92%	3.37%	5.31%	4.91%	4.28%
	Labels	0.40%	0.33%	0.43%	0.37%	0.38%
	Machines	11.37%	9.23%	13.96%	5.55%	9.74%
	Paper	3.04%	2.54%	2.73%	3.45%	2.97%
	Phones	16.08%	14.43%	11.78%	16.93%	14.82%
	Storage	12.59%	8.51%	12.23%	9.39%	10.55%
	Supplies	0.36%	0.76%	1.15%	3.29%	1.59%
	Tables	8.24%	5.68%	4.33%	5.55%	5.77%
South	Accessories	5.39%	5.80%	10.02%	6.64%	6.96%
	Appliances	2.04%	5.40%	5.99%	6.47%	4.98%
	Art	0.55%	1.91%	1.54%	1.05%	1.19%
	Binders	8.00%	18.87%	4.39%	9.07%	9.45%
	Bookcases	0.76%	1.74%	3.96%	4.20%	2.78%
	Chairs	12.59%	14.18%	6.76%	12.74%	11.53%
	Copiers	0.46%	1.26%	2.73%	4.36%	2.37%
	Envelopes	0.24%	1.97%	0.96%	0.64%	0.85%
	Fasteners	0.16%	0.18%	0.11%	0.09%	0.13%
	Furnishings	3.04%	7.54%	5.75%	2.75%	4.42%
	Labels	0.39%	1.57%	0.31%	0.44%	0.60%

% of Total Sales broken down by Order Date Year vs. Region (People) and Sub-Category. Percents are based on the whole table.

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Region (Peo..	Sub-Catego..	Order Date				Grand T..
		2014	2015	2016	2017	
South	Machines	26.57%	4.36%	14.14%	8.09%	13.76%
	Paper	3.07%	3.23%	4.19%	3.86%	3.61%
	Phones	16.61%	11.00%	12.65%	17.38%	14.88%
	Storage	6.47%	10.49%	11.58%	8.73%	9.13%
	Supplies	4.09%	0.18%	1.56%	2.02%	2.12%
	Tables	9.57%	10.33%	13.35%	11.48%	11.21%
West	Accessories	6.04%	7.63%	8.26%	10.41%	8.42%
	Appliances	2.54%	5.52%	2.67%	5.50%	4.17%
	Art	2.29%	1.45%	0.60%	1.07%	1.27%
	Binders	8.77%	2.78%	6.70%	10.61%	7.71%
	Bookcases	4.43%	6.68%	4.38%	4.75%	4.96%
	Chairs	14.48%	16.93%	16.66%	10.17%	14.03%
	Copiers	2.03%	5.37%	5.22%	11.78%	6.86%
	Envelopes	0.44%	0.97%	0.83%	0.22%	0.57%
	Fasteners	0.19%	0.10%	0.14%	0.10%	0.13%
	Furnishings	2.96%	5.65%	4.15%	4.00%	4.15%
	Labels	0.59%	0.73%	0.67%	0.77%	0.70%
	Machines	2.37%	5.98%	7.89%	6.31%	5.85%
	Paper	3.64%	3.91%	3.44%	3.74%	3.68%
	Phones	19.97%	13.25%	13.83%	9.87%	13.60%
	Storage	11.03%	11.37%	6.96%	10.10%	9.72%
	Supplies	6.25%	0.22%	3.44%	0.86%	2.50%
	Tables	12.01%	11.46%	14.18%	9.74%	11.68%

% of Total Sales broken down by Order Date Year vs. Region (People) and Sub-Category. Percents are based on the whole table.