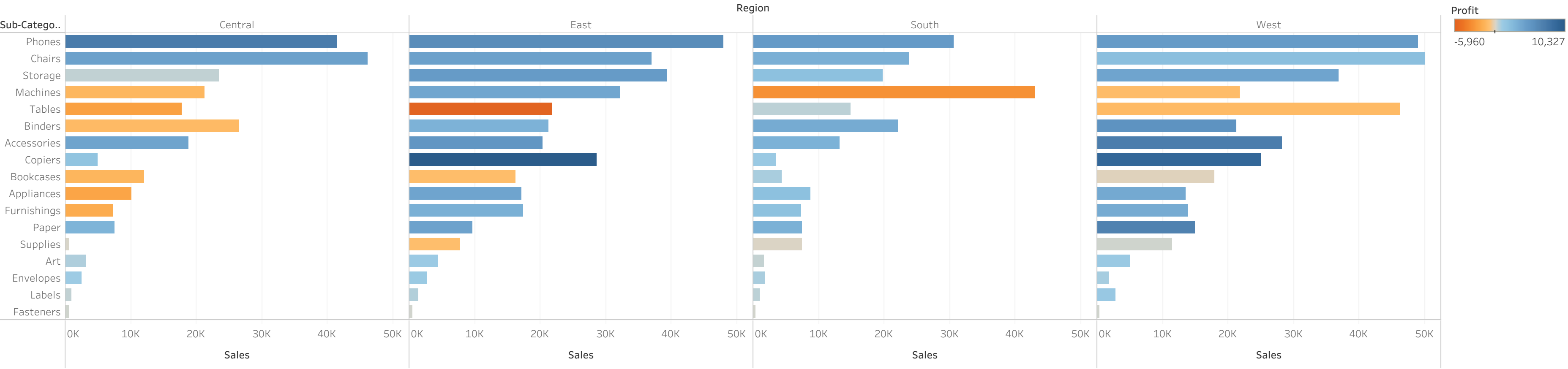


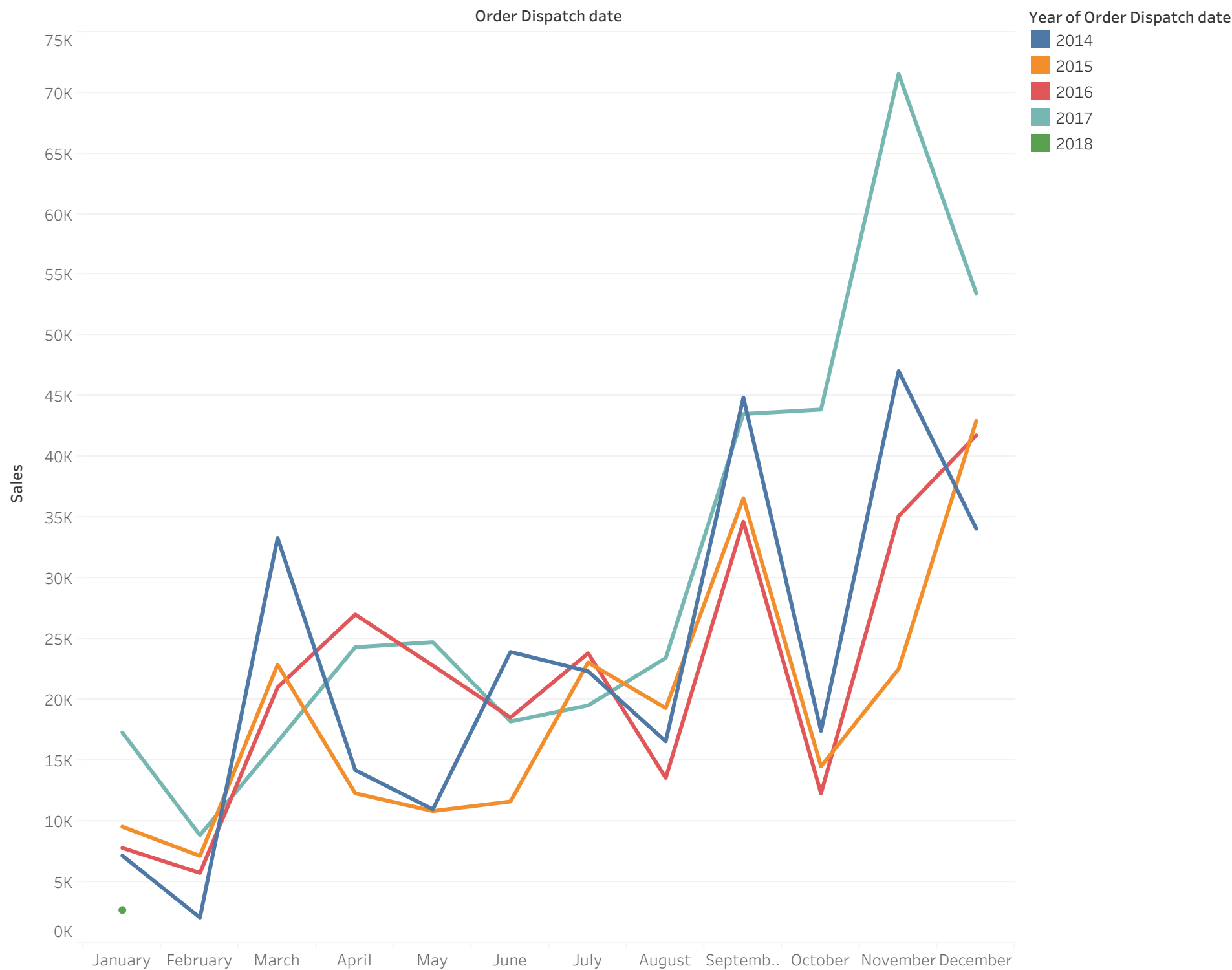
Sheet 2

Sub-Catego..	Region							
	Central		East		South		West	
	Profit	Sales	Profit	Sales	Profit	Sales	Profit	Sales
Accessories	4,110	18,800	5,256	20,304	3,119	13,203	7,285	28,182
Appliances	-2,419	10,067	4,068	17,156	1,981	8,822	3,705	13,480
Art	673	3,051	1,097	4,358	343	1,681	1,188	5,046
Binders	-1,309	26,576	3,104	21,258	3,608	22,059	5,475	21,245
Bookcases	-1,538	11,954	-1,137	16,230	763	4,323	-136	17,905
Chairs	4,317	46,075	4,290	36,931	3,320	23,706	2,139	49,946
Copiers	1,700	4,840	10,327	28,560	1,187	3,460	9,169	24,950
Envelopes	997	2,497	1,133	2,745	754	1,772	812	1,753
Fasteners	166	489	140	480	114	331	151	416
Furnishings	-2,044	7,222	3,252	17,361	1,889	7,395	3,594	13,866
Labels	381	898	617	1,453	464	1,066	1,308	2,779
Machines	-1,480	21,239	3,938	32,202	-3,383	42,948	-1,160	21,745
Paper	3,013	7,464	4,259	9,717	3,189	7,471	6,858	14,960
Phones	7,369	41,522	6,023	47,874	4,795	30,509	4,752	48,991
Storage	382	23,450	4,751	39,303	1,959	19,703	4,050	36,806
Supplies	30	501	-1,069	7,760	-40	7,518	160	11,430
Tables	-2,644	17,764	-5,960	21,750	462	14,777	-1,289	46,306

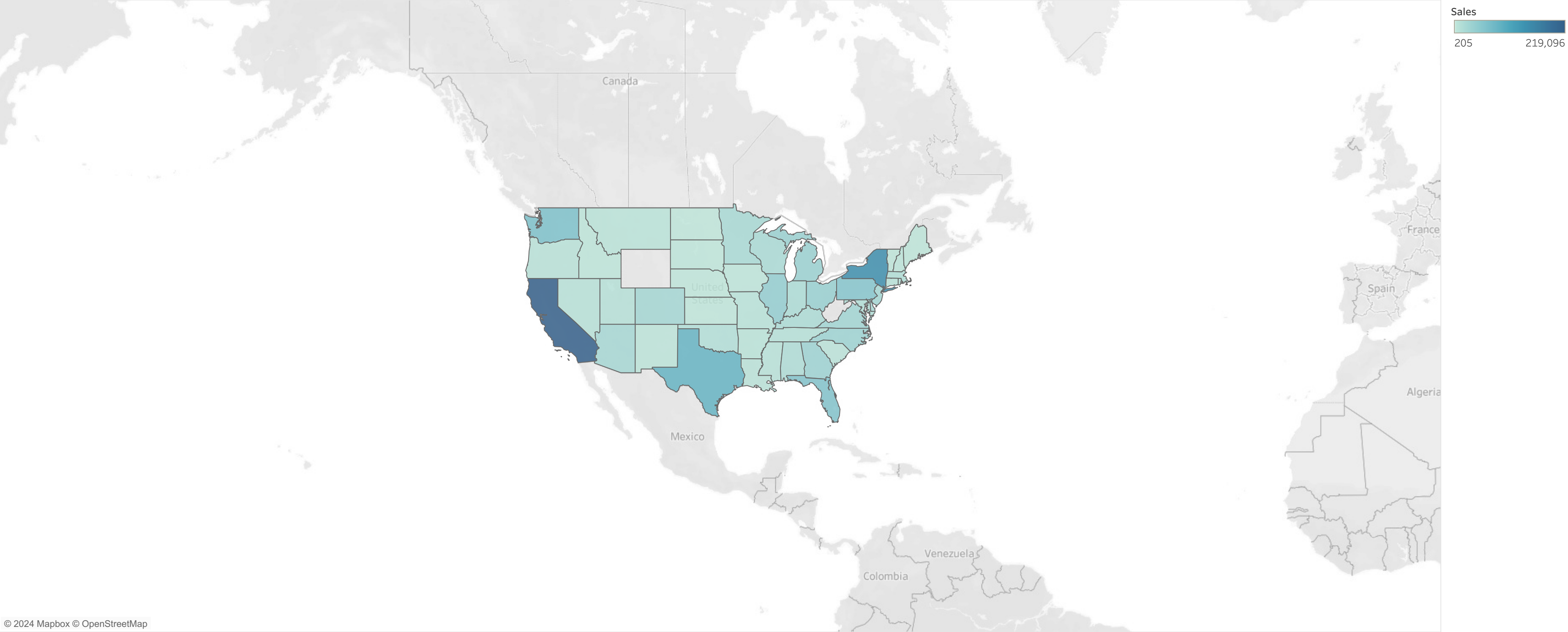
Sheet 3



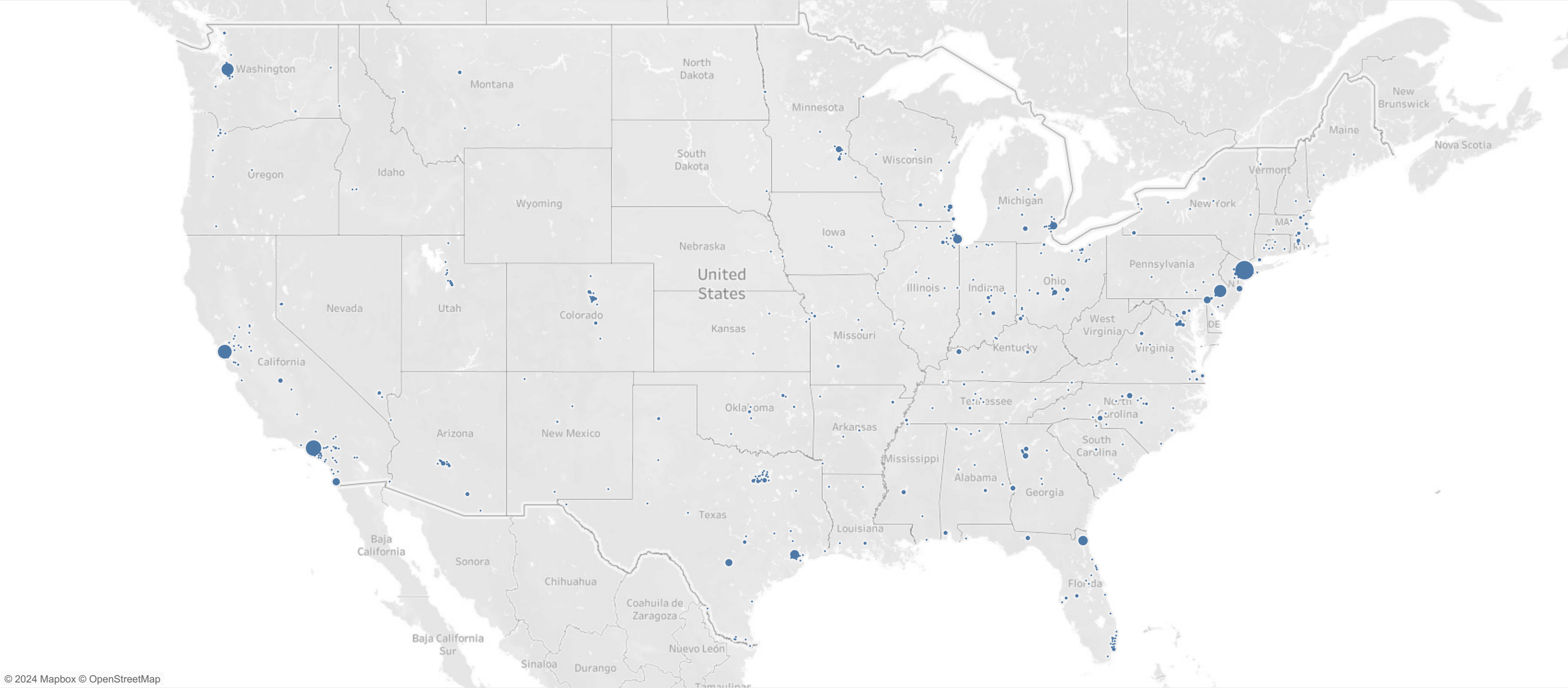
Sales Trend



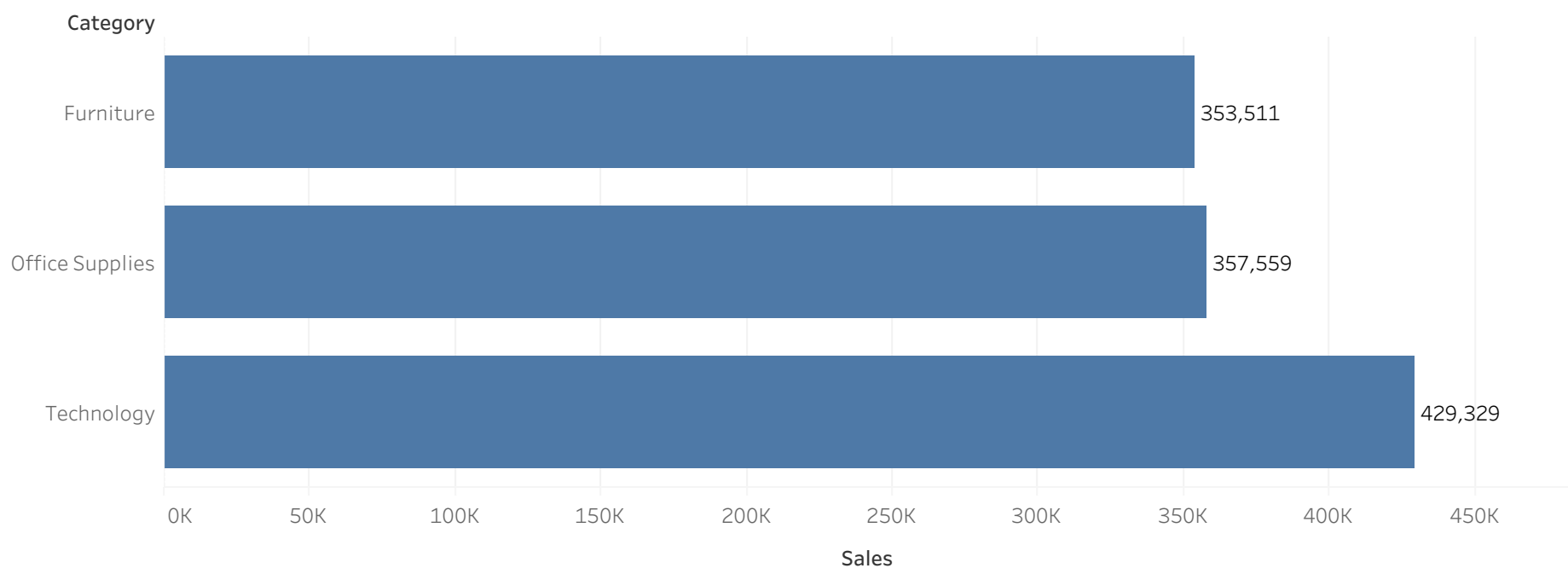
States Sales



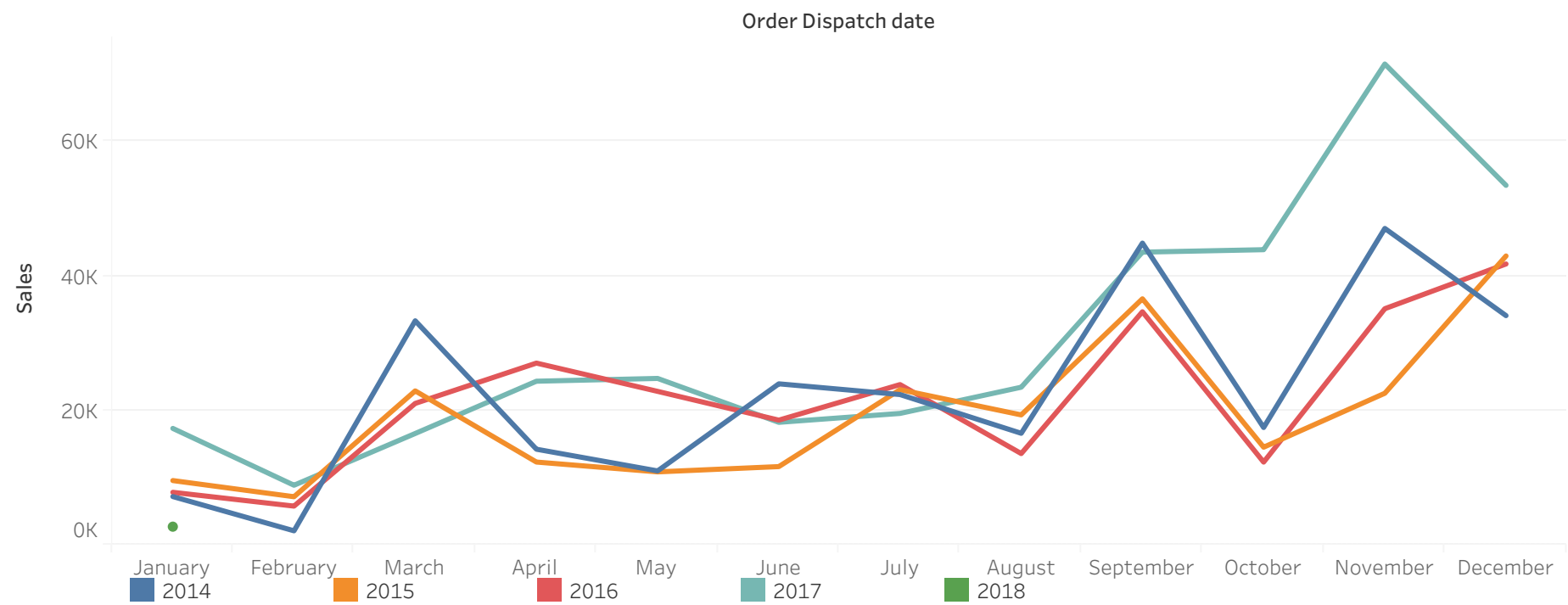
City Sales



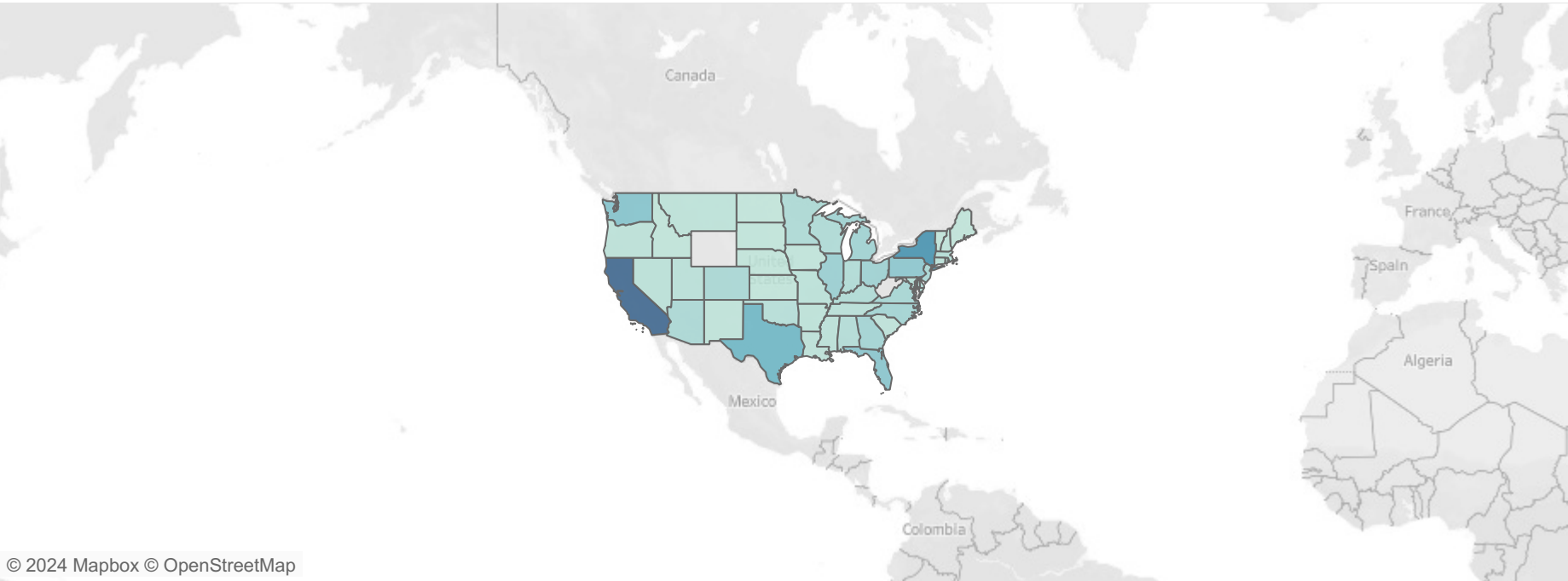
Category Sales



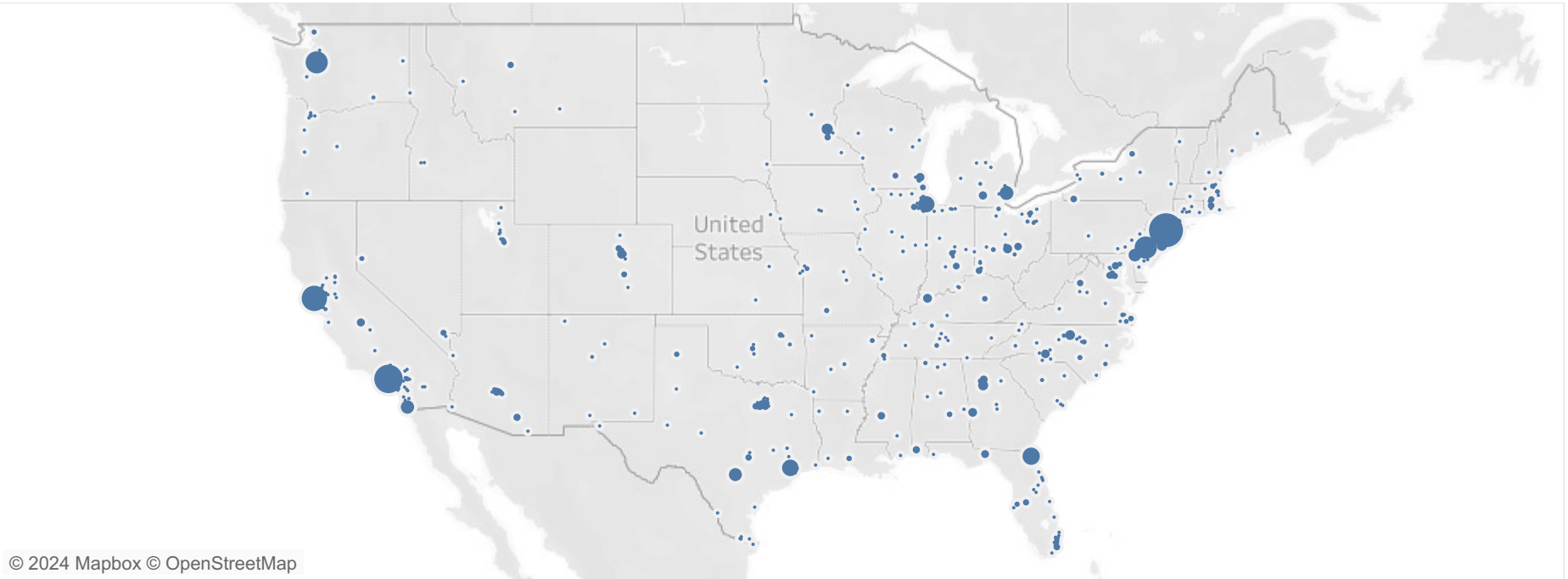
Sales Trend

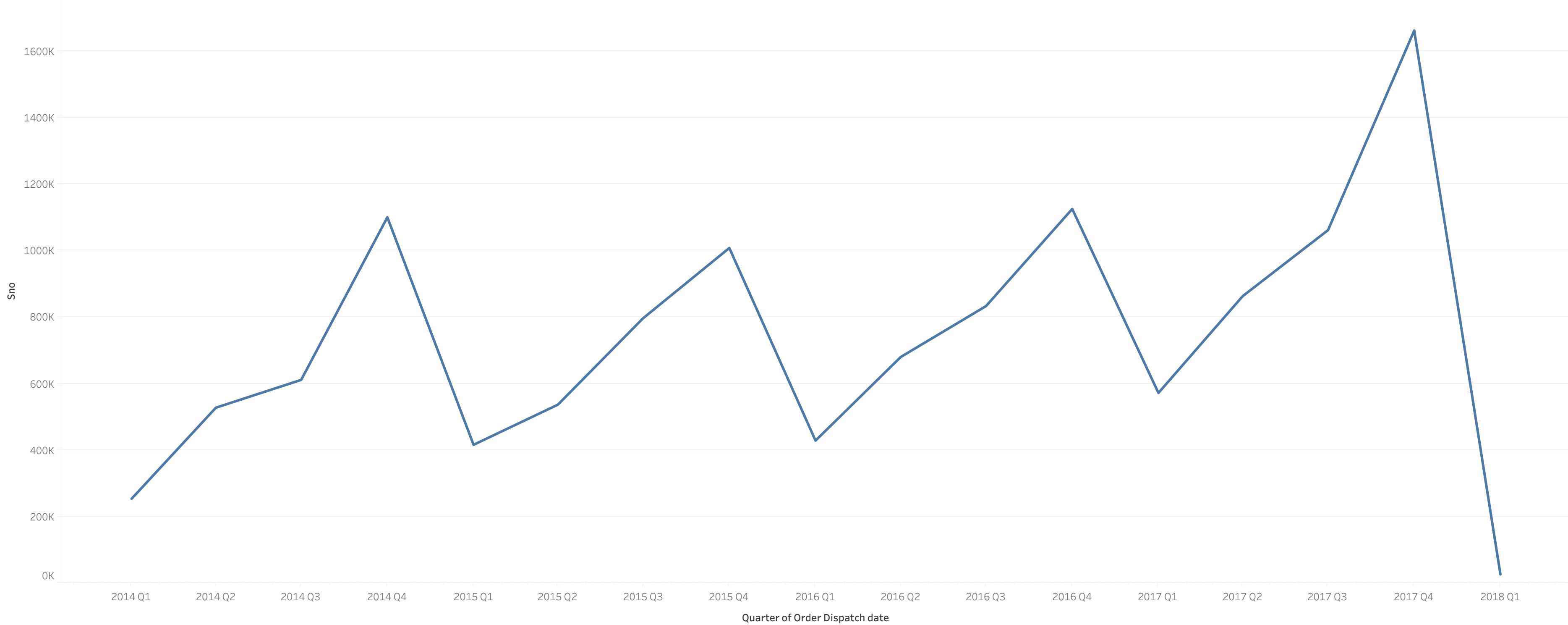


States Sales

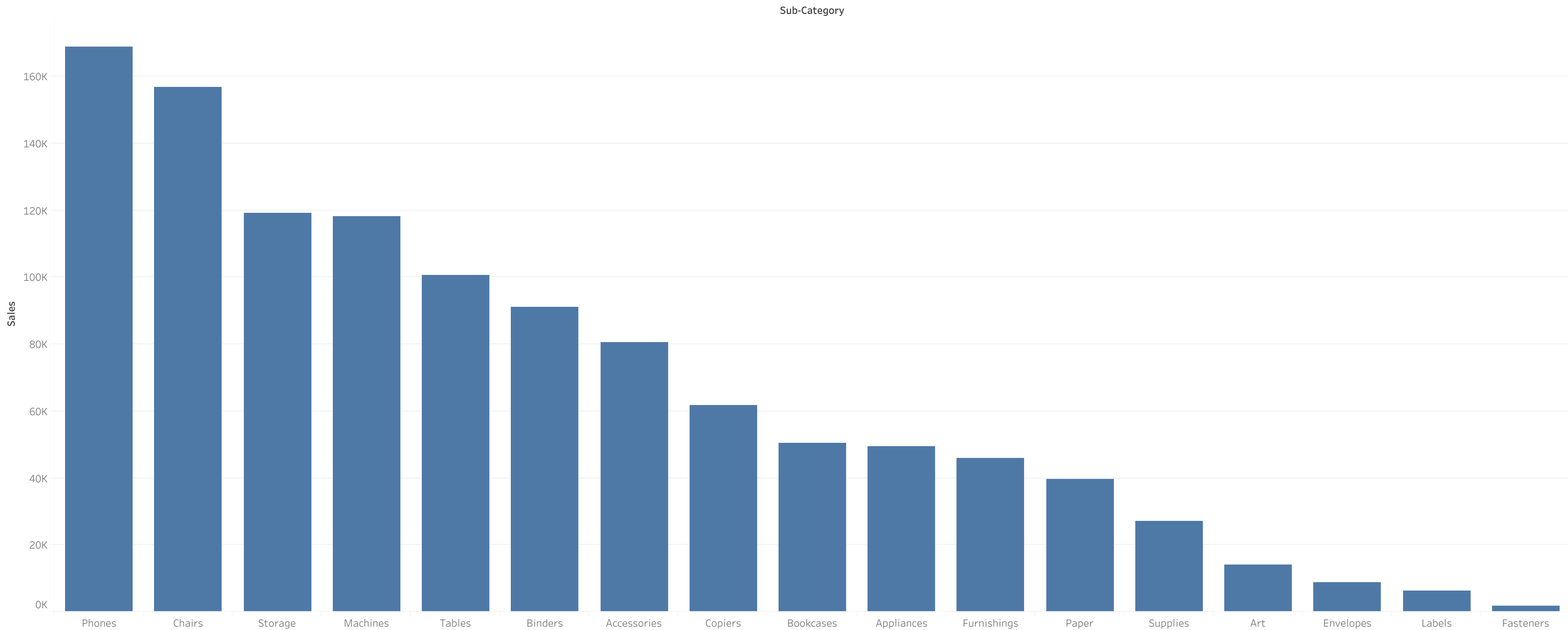


City Sales

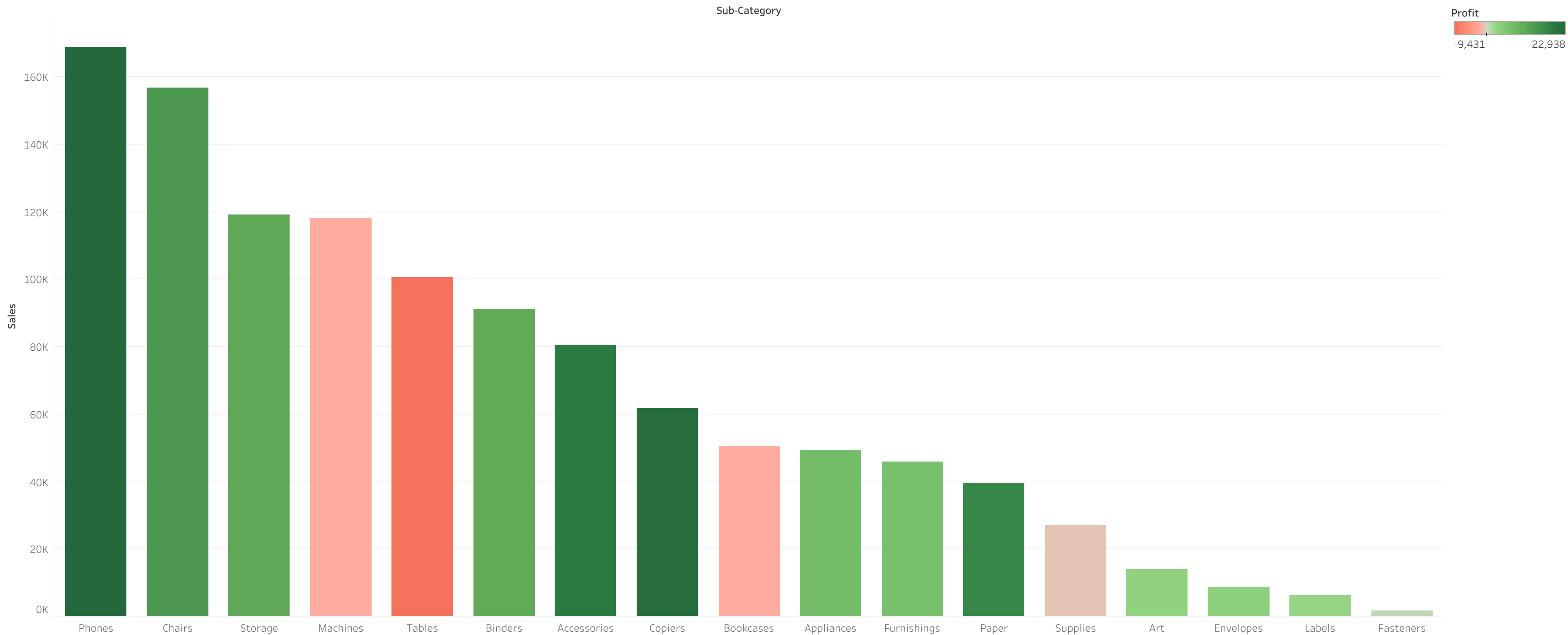




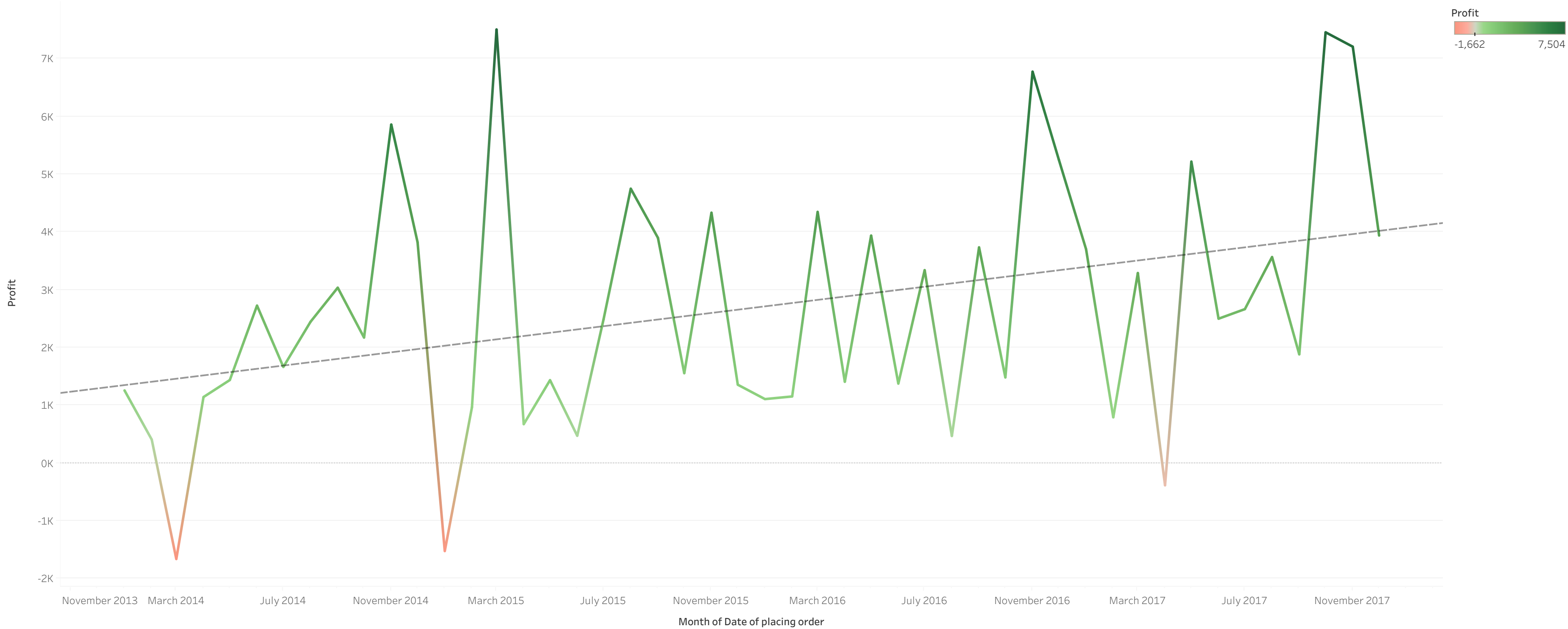
Sales Mix



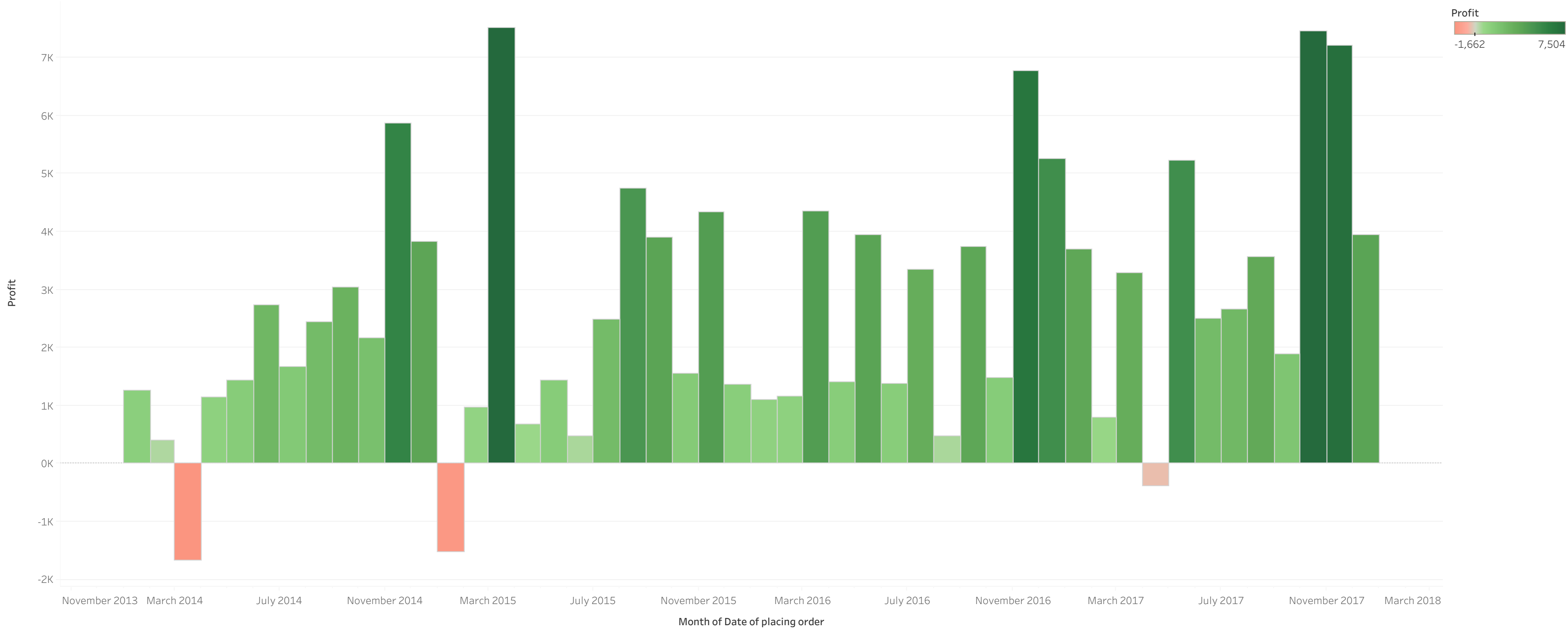
Sales and Profit Mix



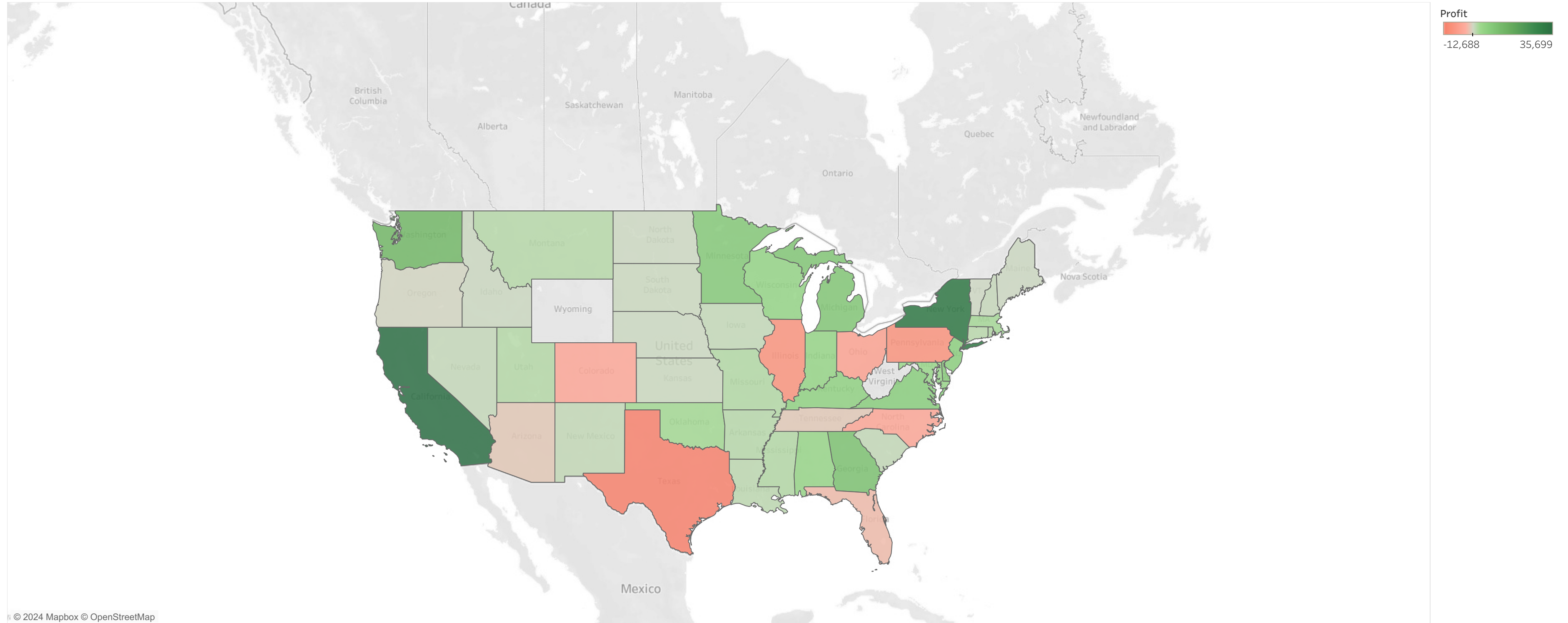
Profit Trend



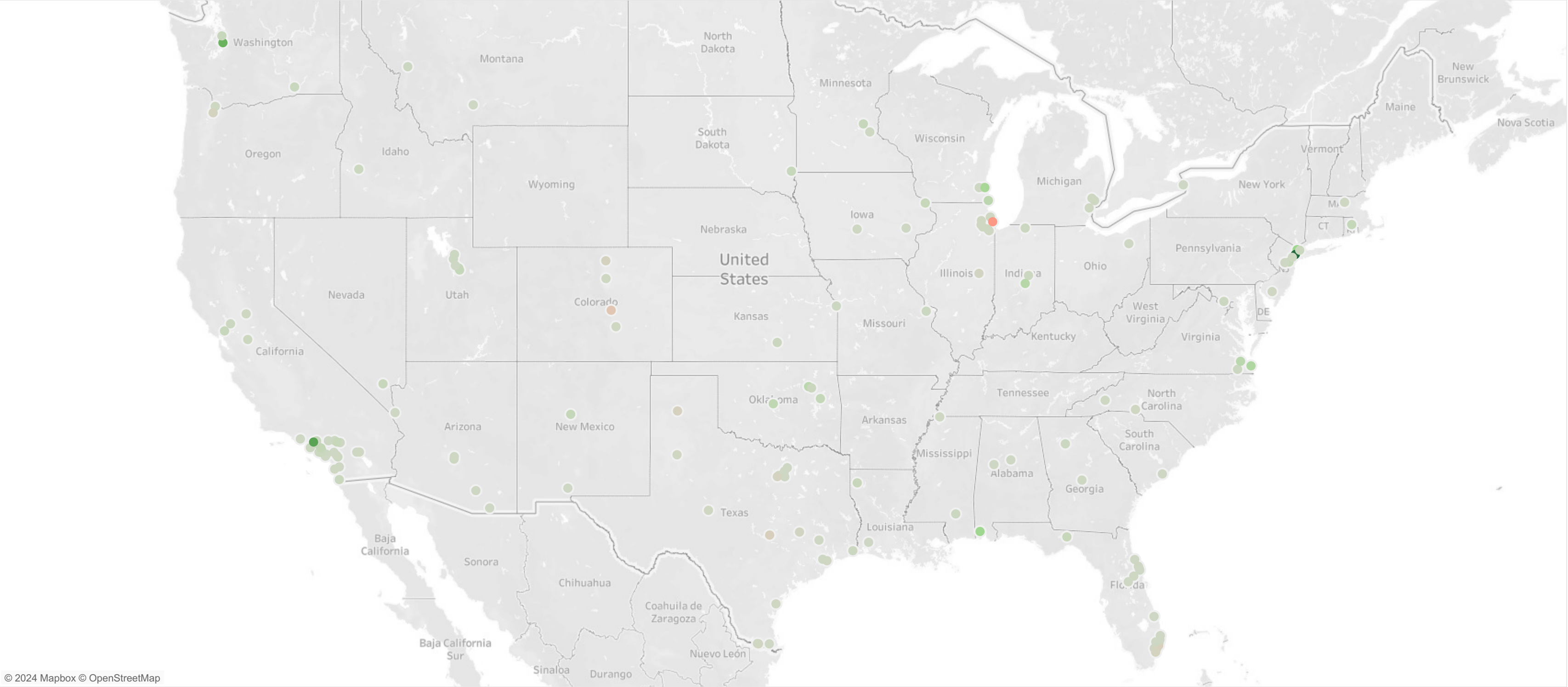
Profit Values



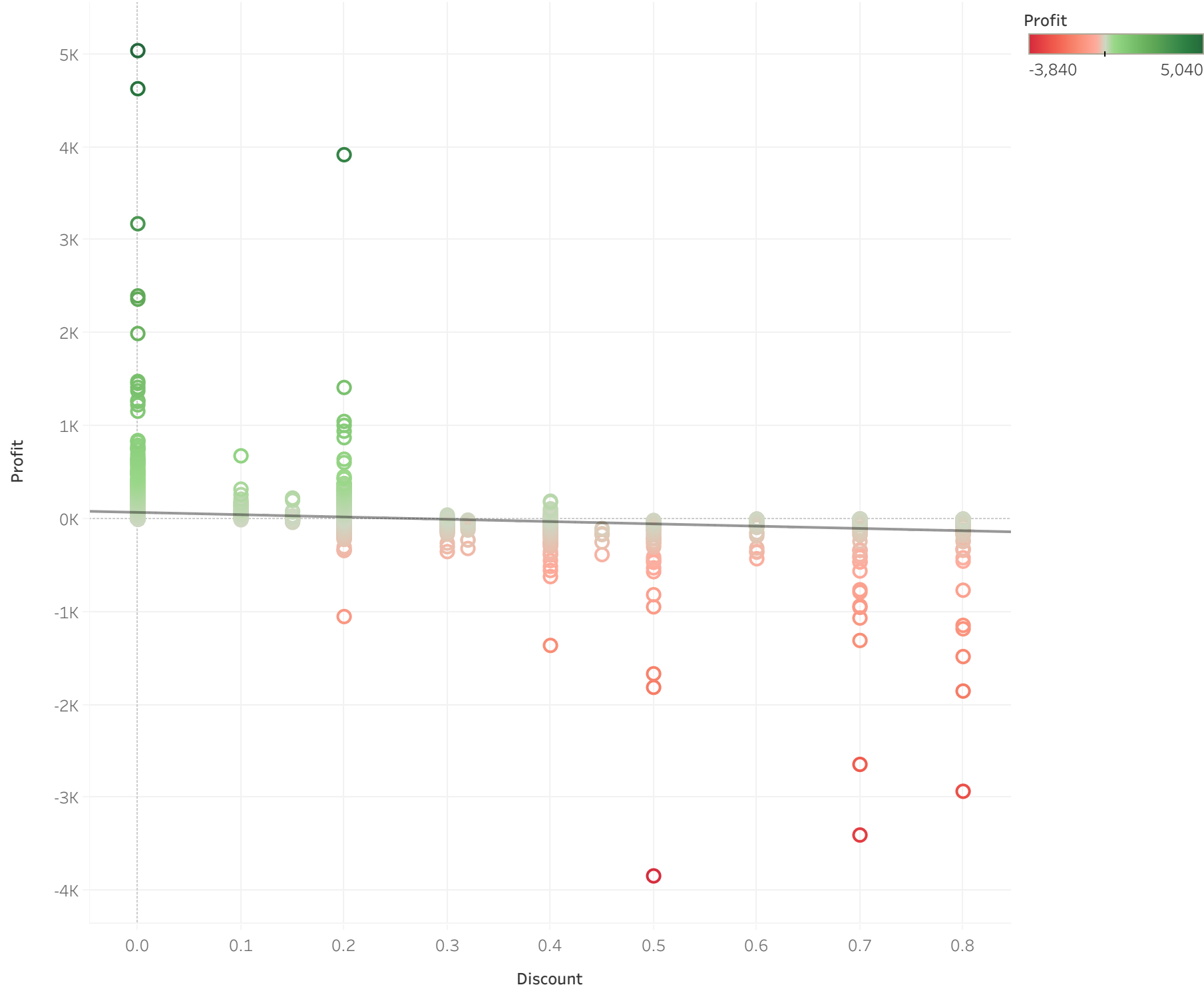
Profits across States



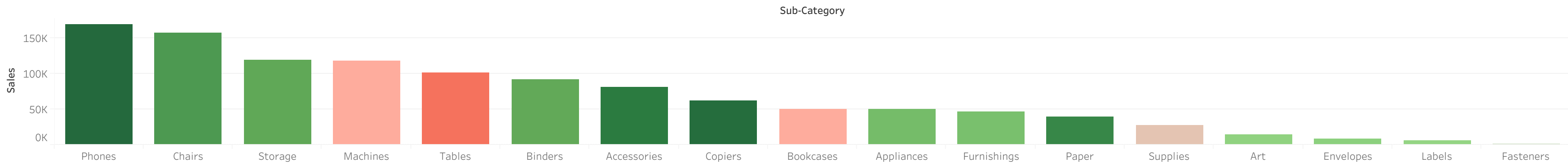
Profits across Cities



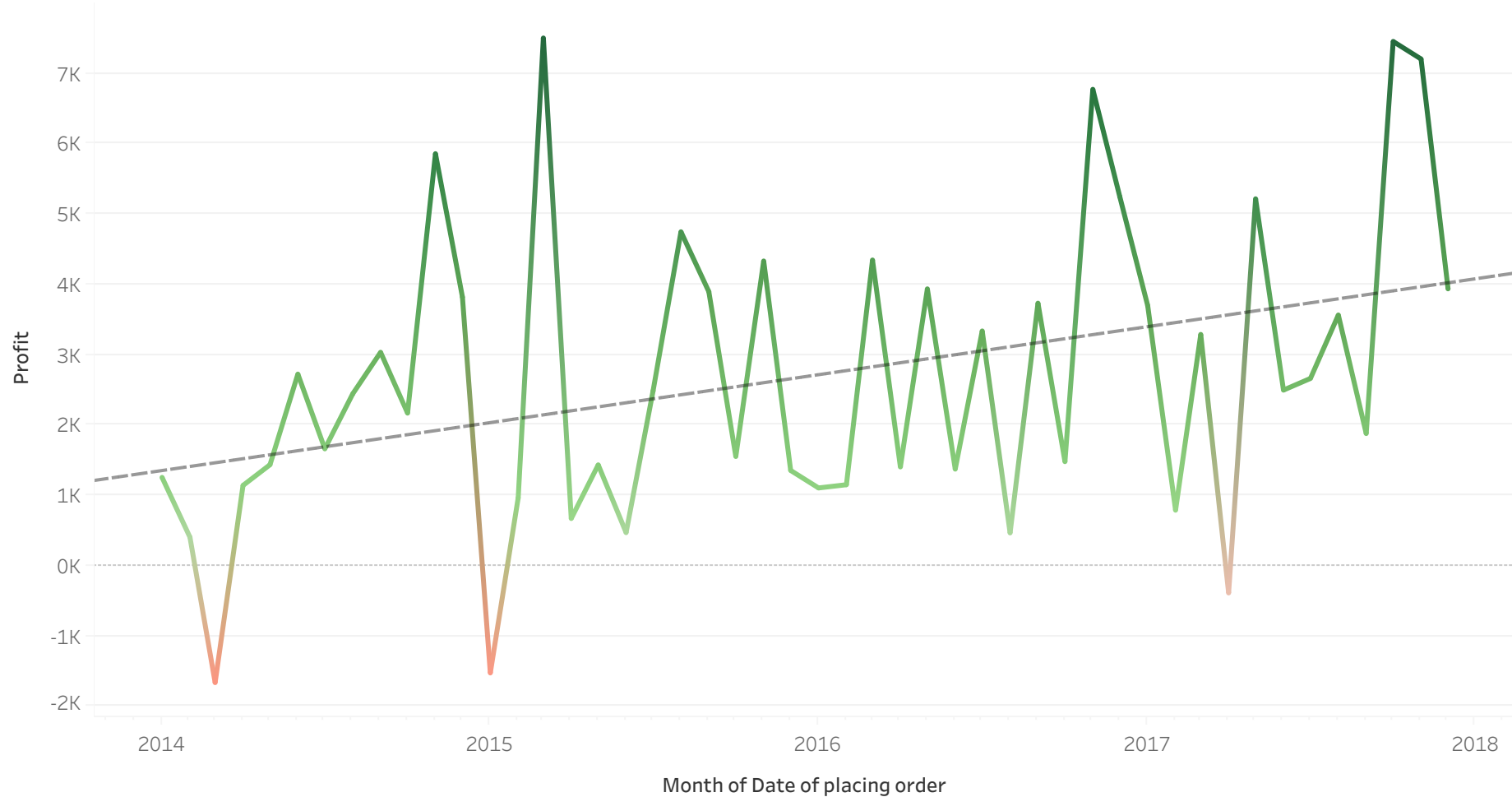
Profit vs Discount



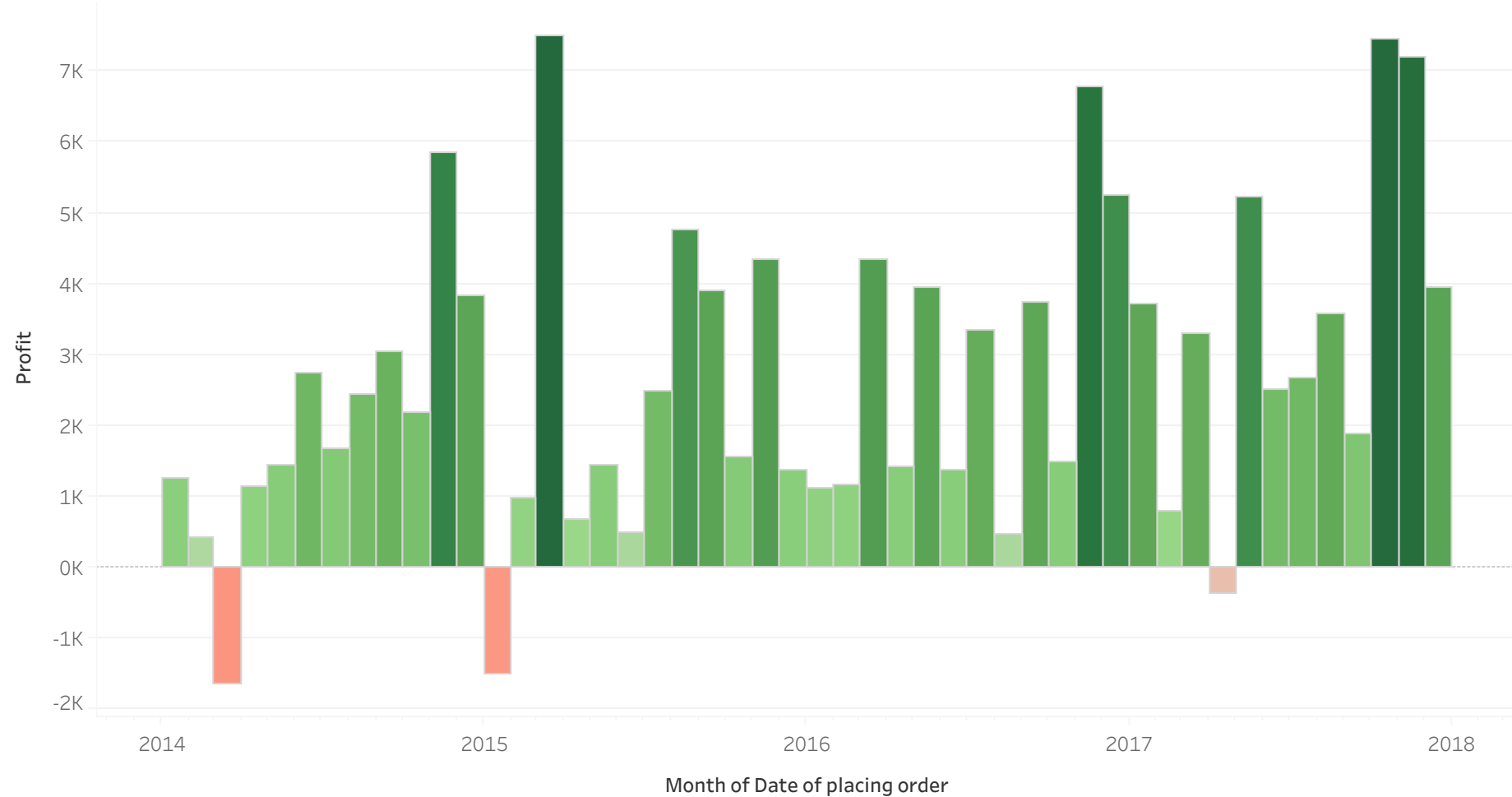
Sales and Profit Mix



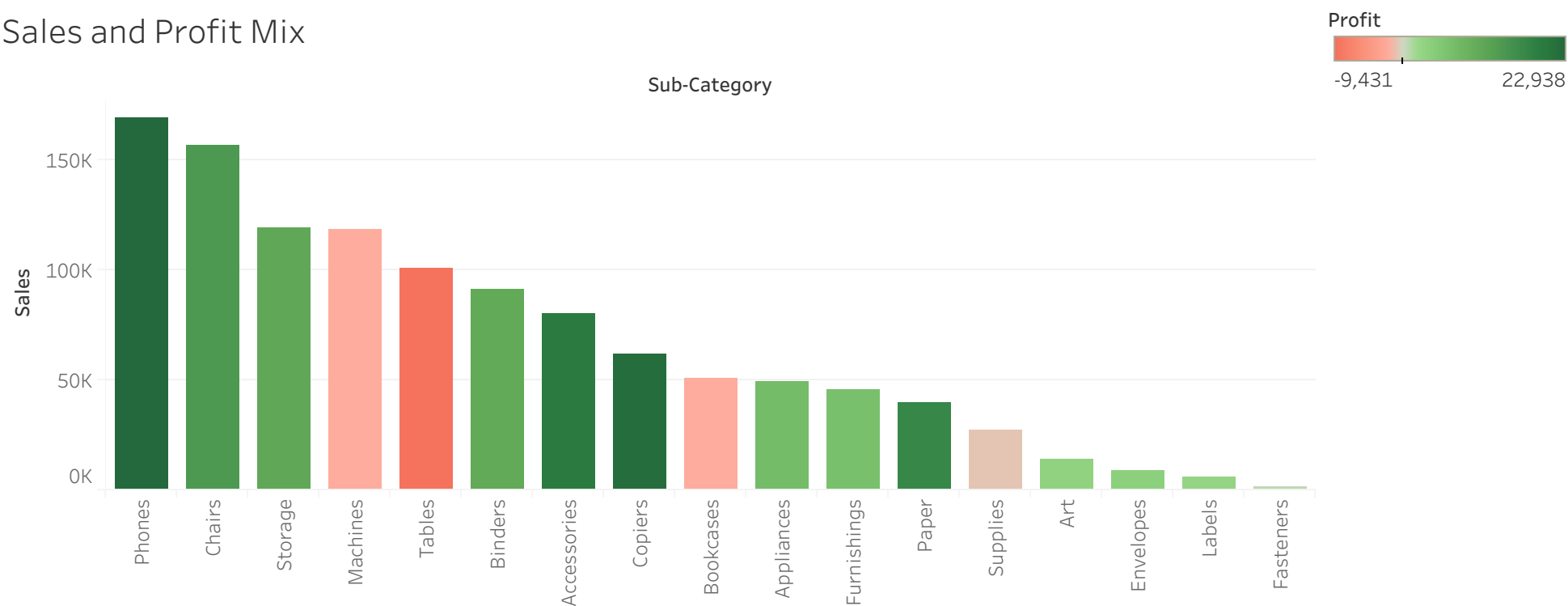
Profit Trend



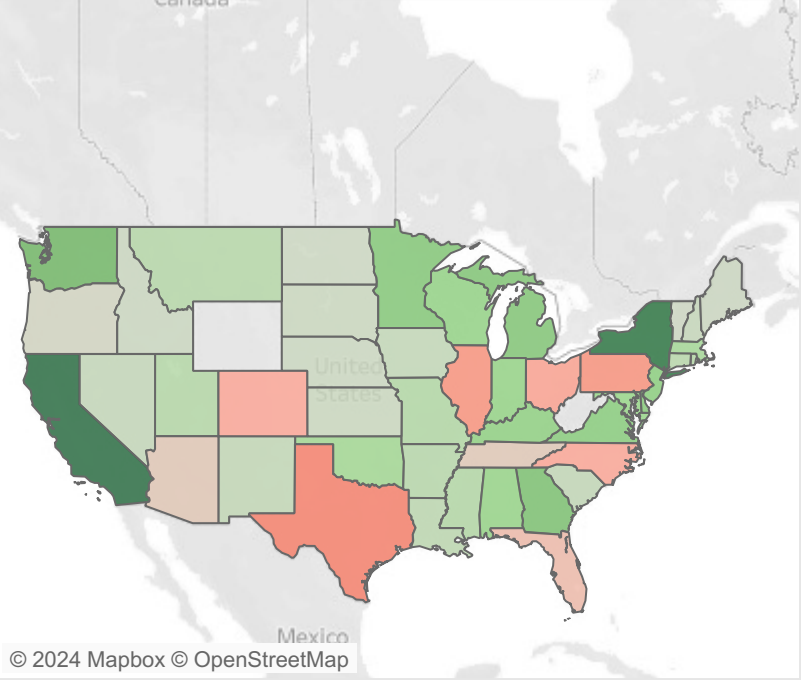
Profit Values



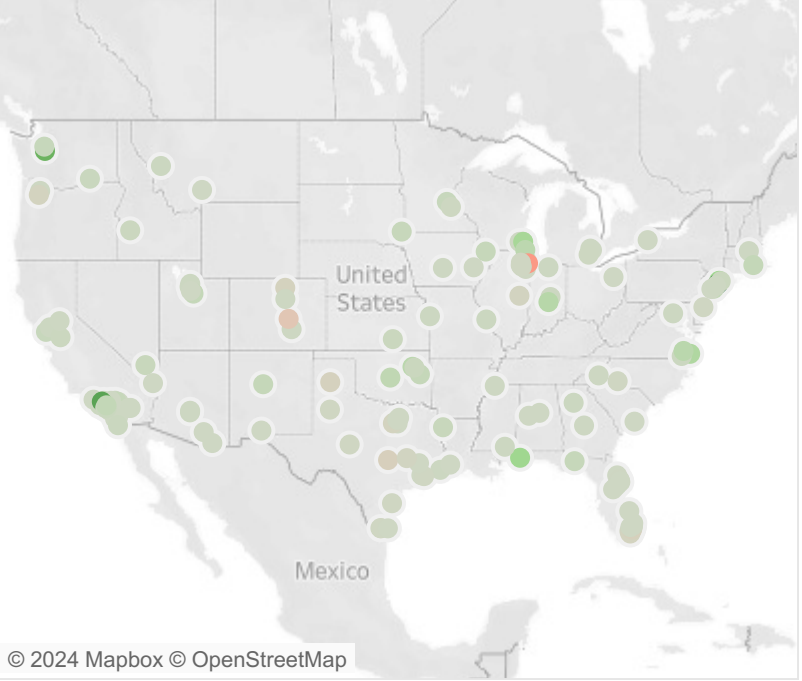
Sales and Profit Mix



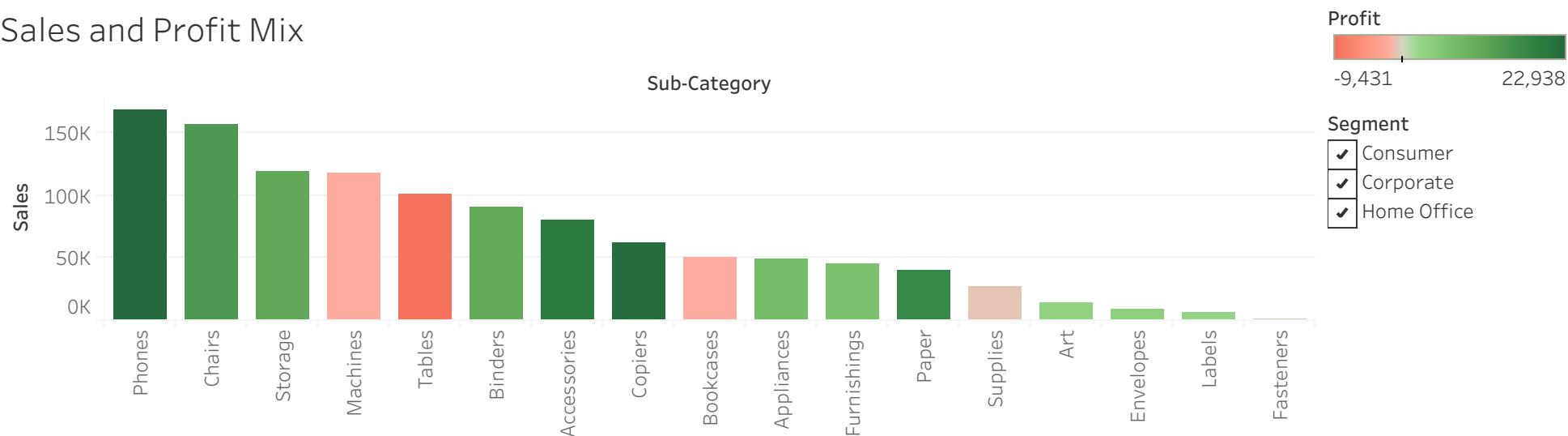
Profits across States



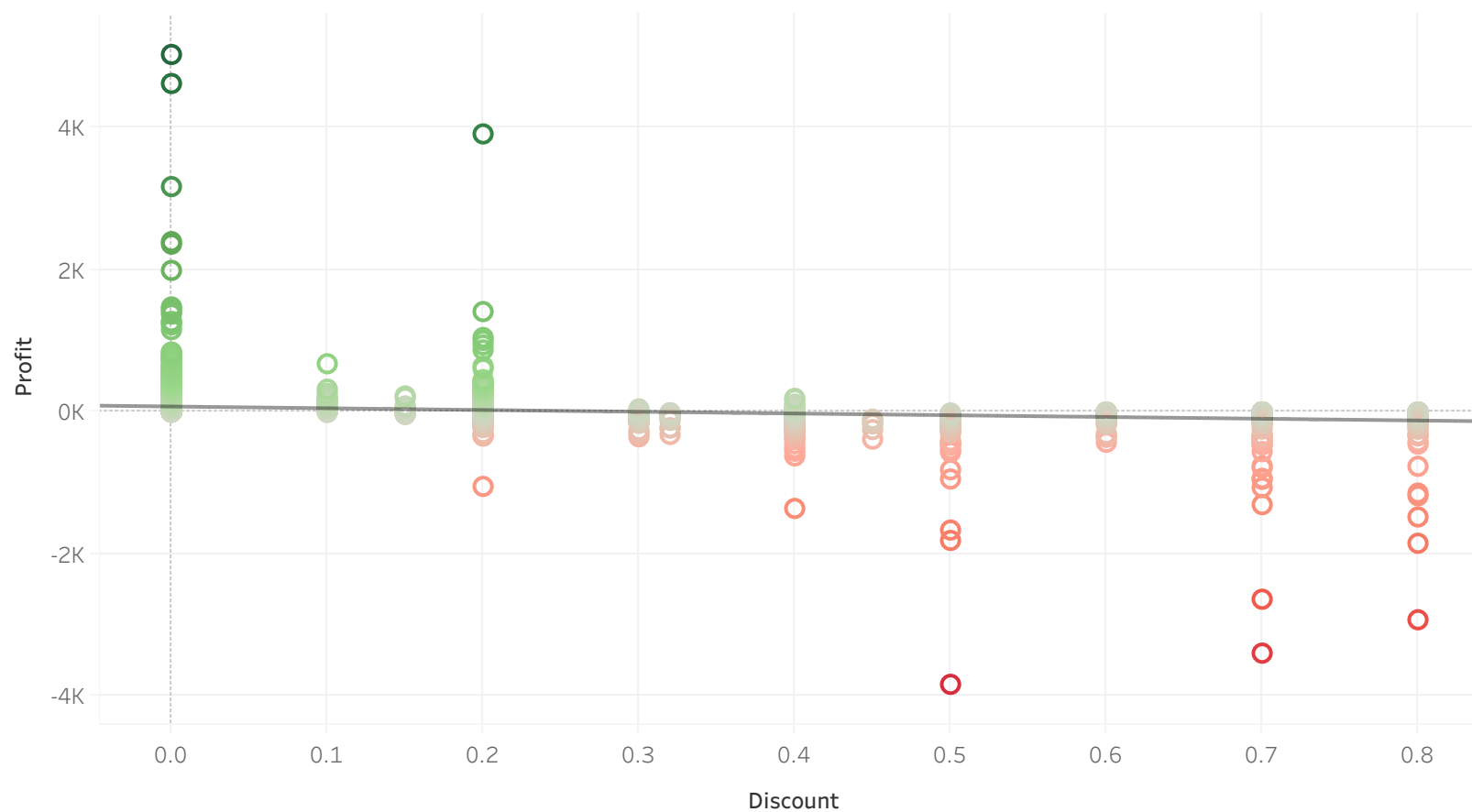
Profits across Cities



Sales and Profit Mix



Profit vs Discount



Story 1

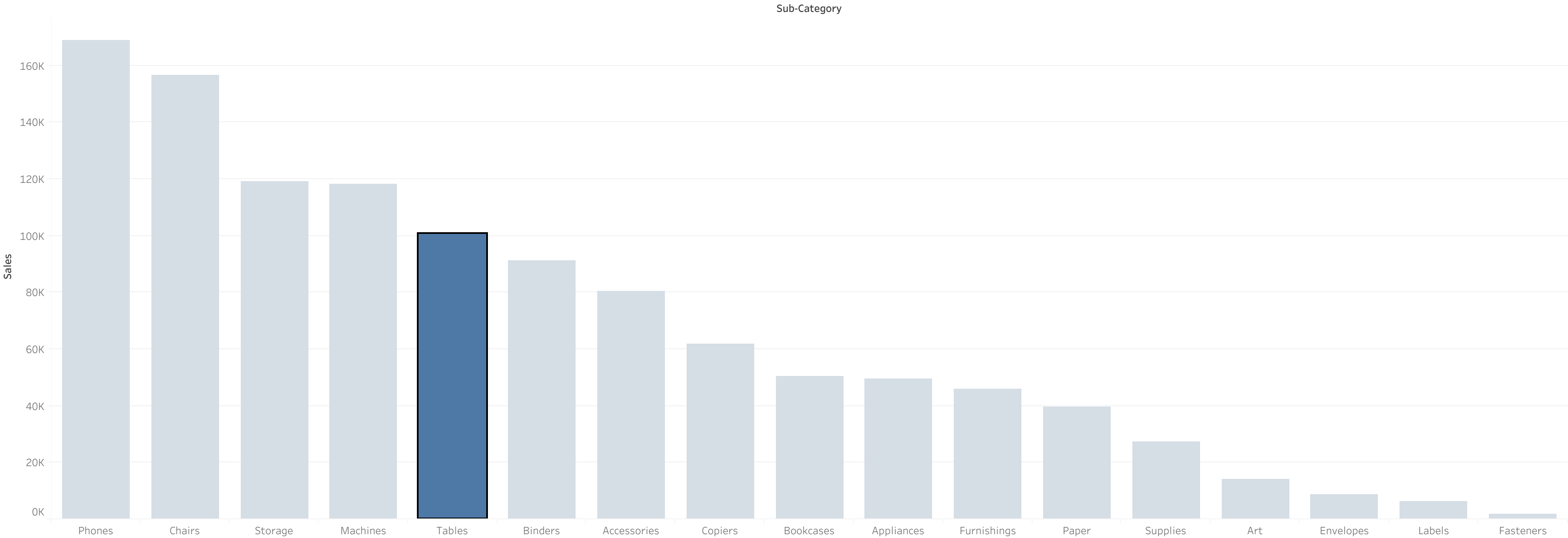
Tables 5th highest in terms of sales

however tables have the highest loss

loss has increased over time

States of WA & Virginia, the way for..

tables very sensitive to discounts, stop an..



Story 1

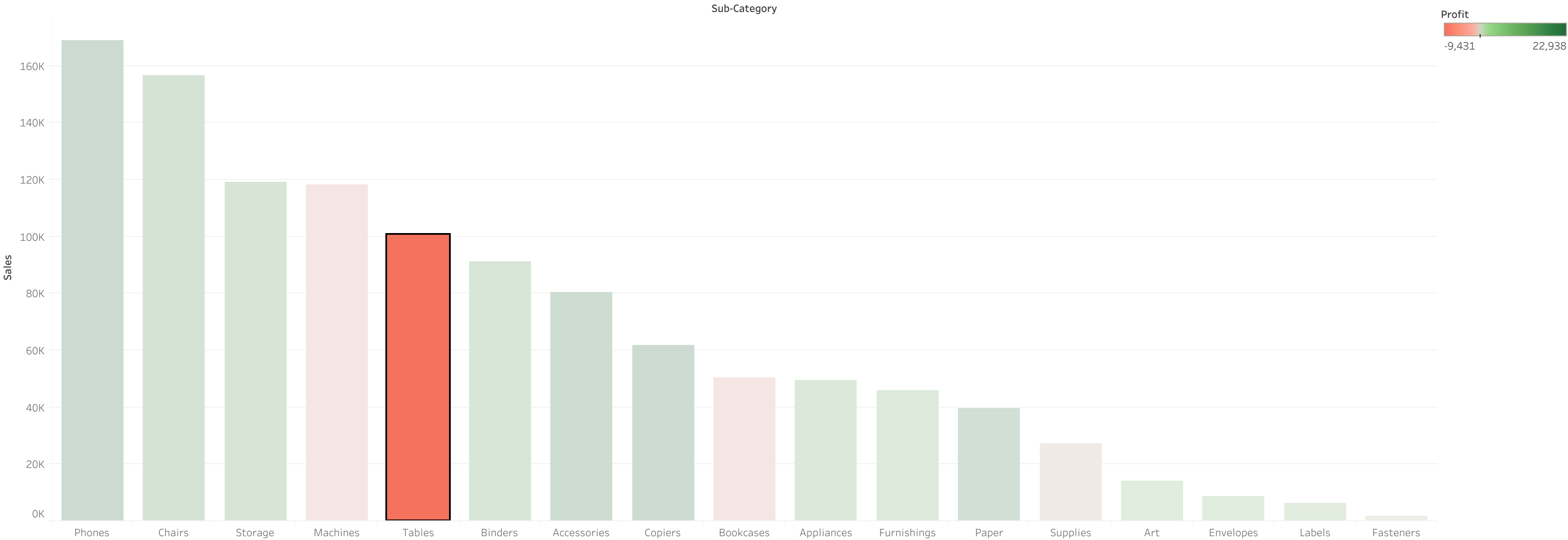
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Story 1

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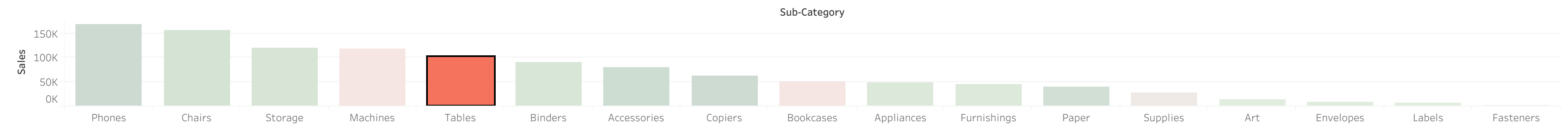
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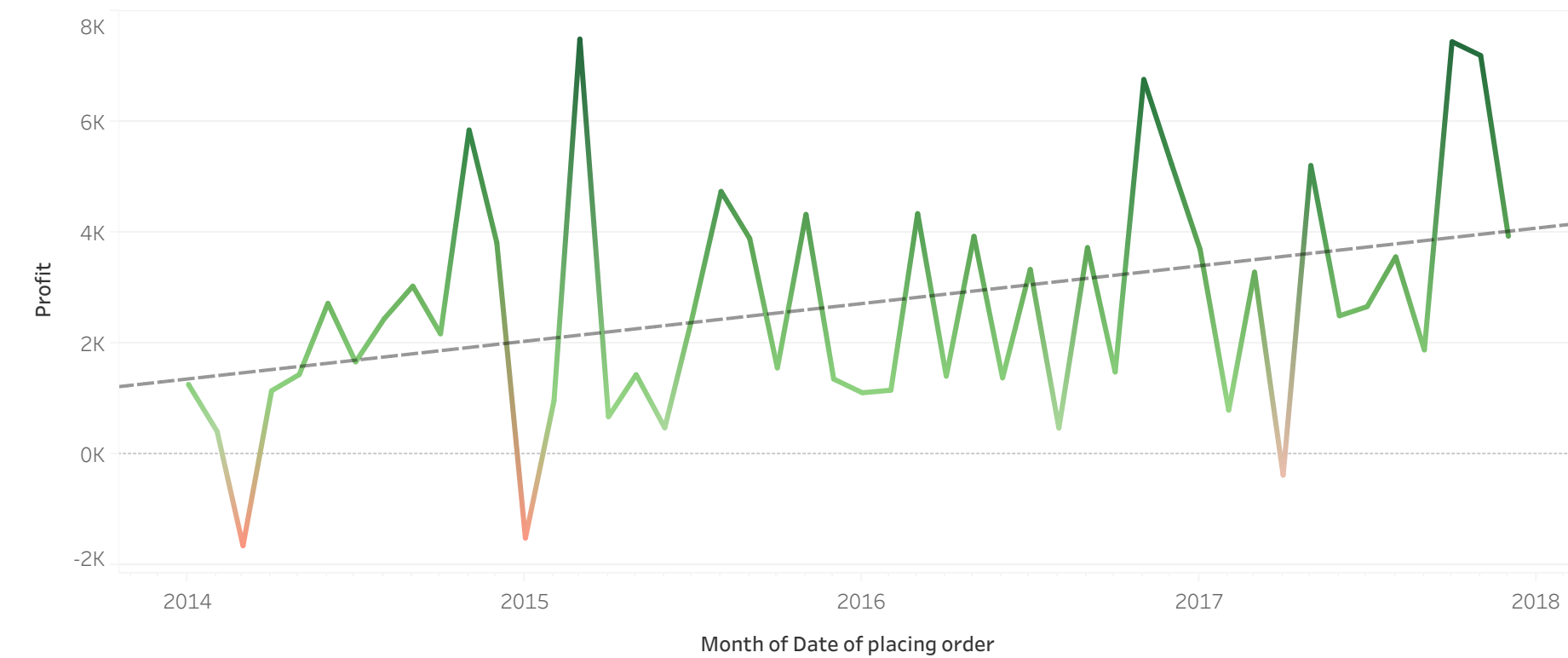
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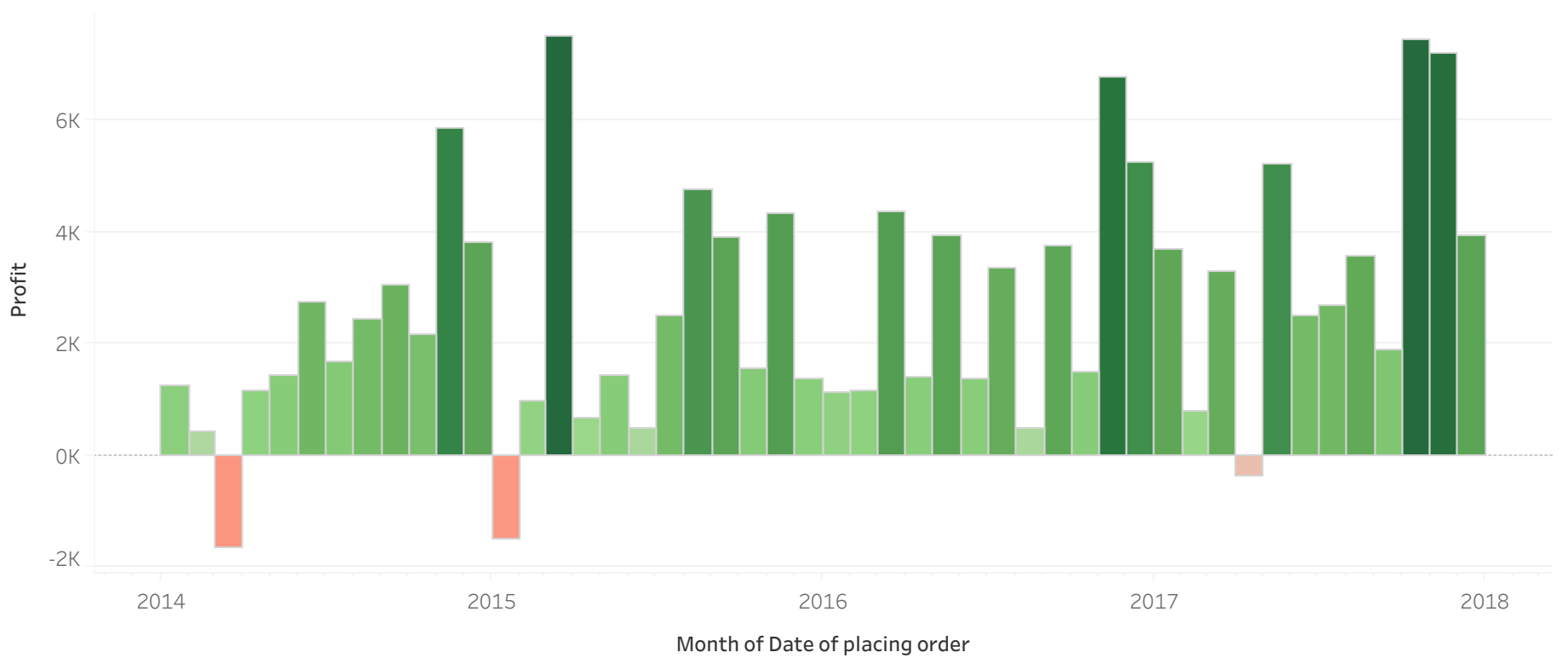
Sales and Profit Mix



Profit Trend



Profit Values



Story 1

Tables 5th highest in terms of sales

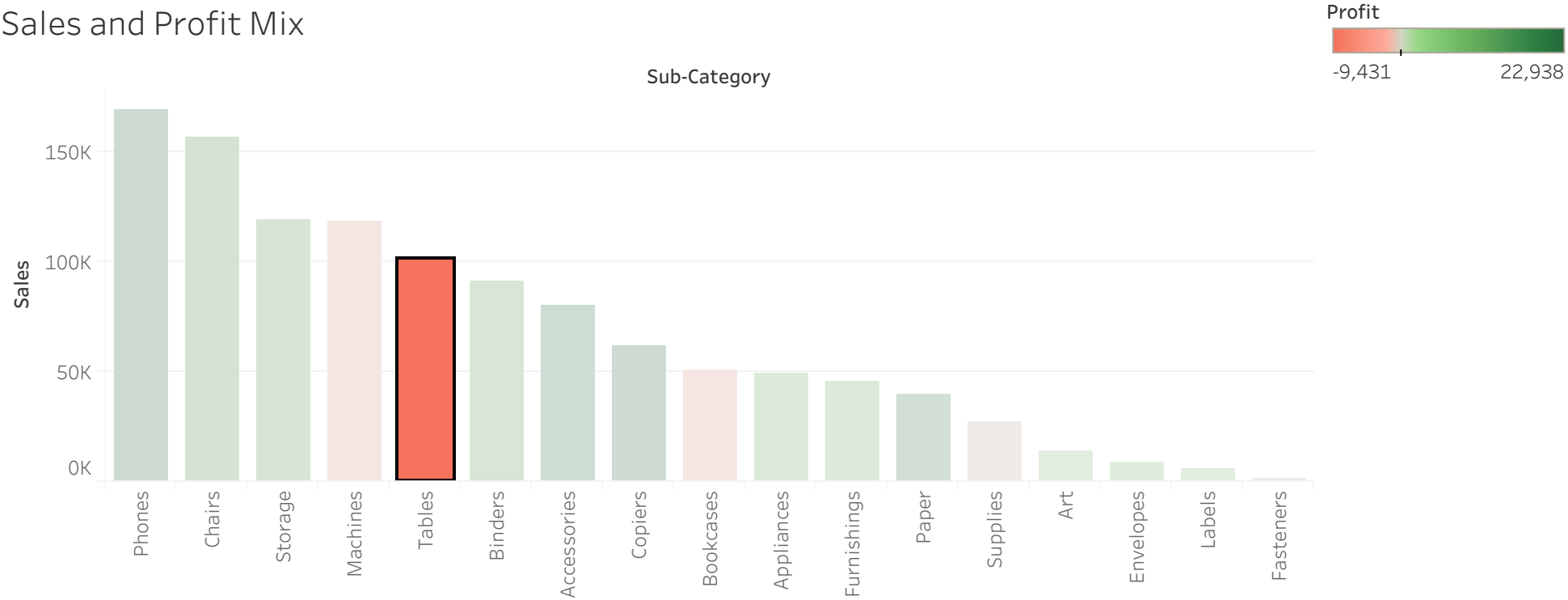
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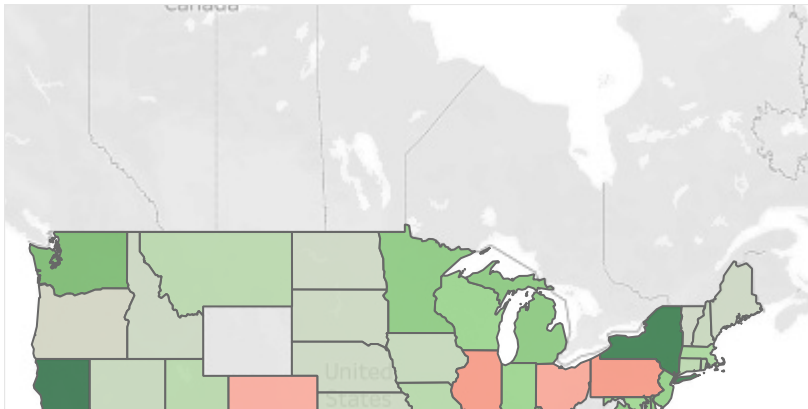
States of WA & Virginia, the way for..

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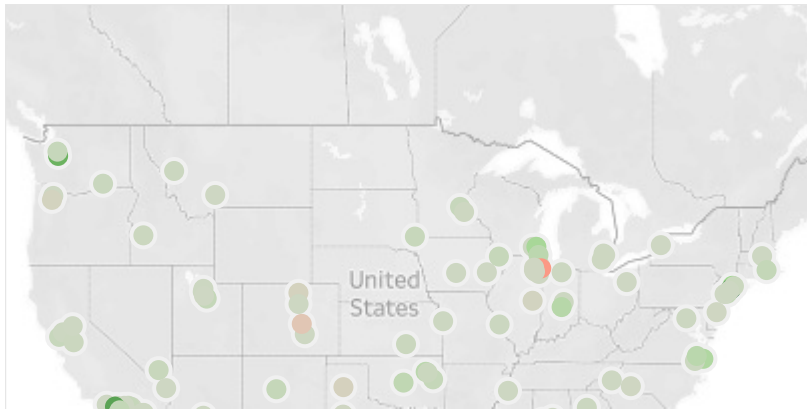
Sales and Profit Mix



Profits across States



Profits across Cities



Story 1

Tables 5th highest in terms of sales

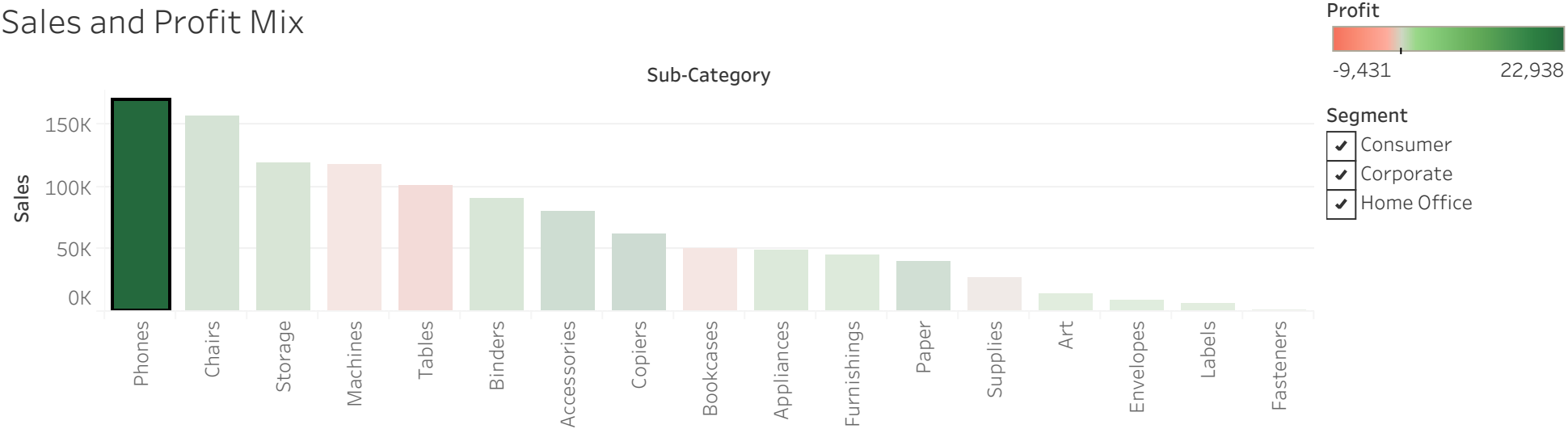
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Sales and Profit Mix



Profit vs Discount

