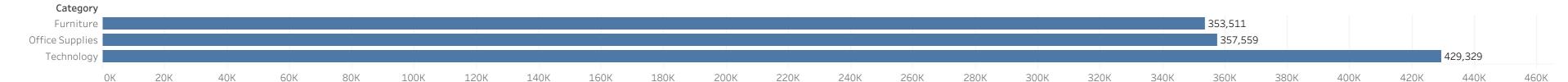
Category Sales



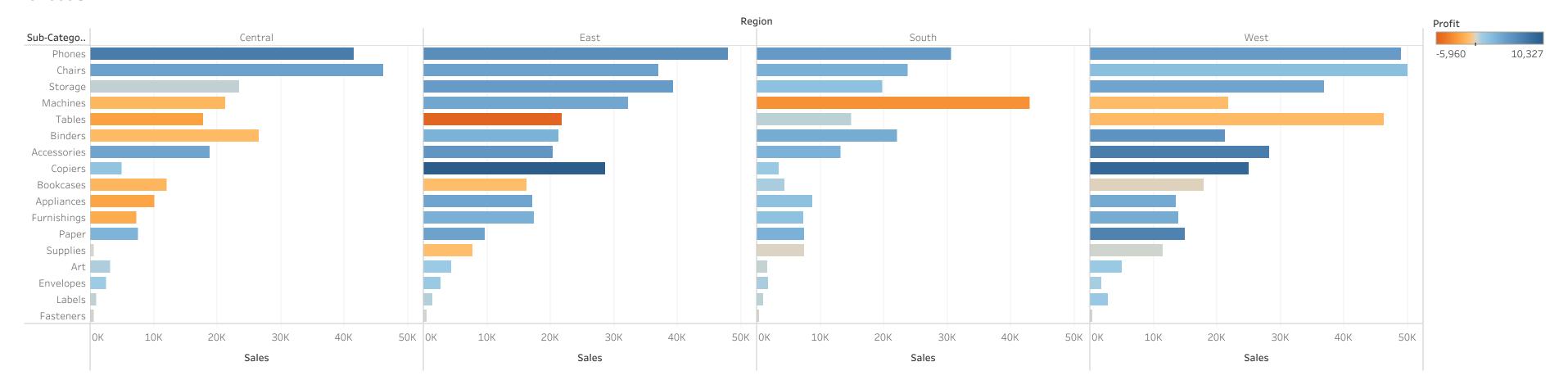
Sales

Sheet 2

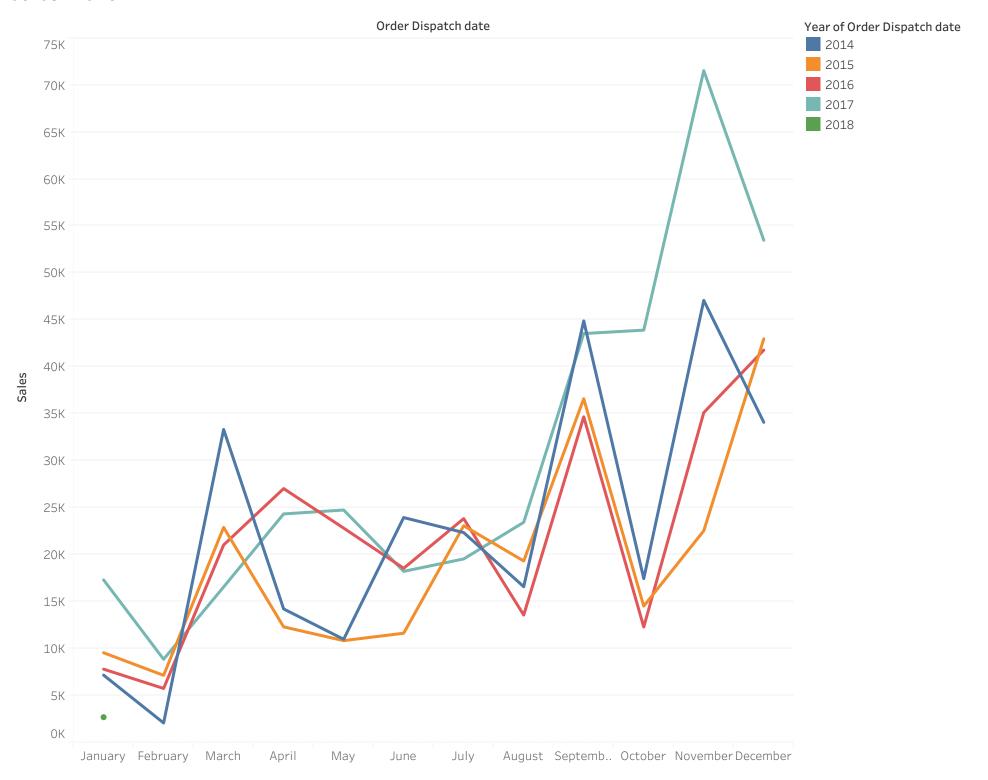
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	Central		East		South		West	
Sub-Catego	Profit	Sales	Profit	Sales	Profit	Sales	Profit	Sales
Accessories	4,110	18,800	5,256	20,304	3,119	13,203	7,285	28,182
Appliances	-2,419	10,067	4,068	17,156	1,981	8,822	3,705	13,480
Art	673	3,051	1,097	4,358	343	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

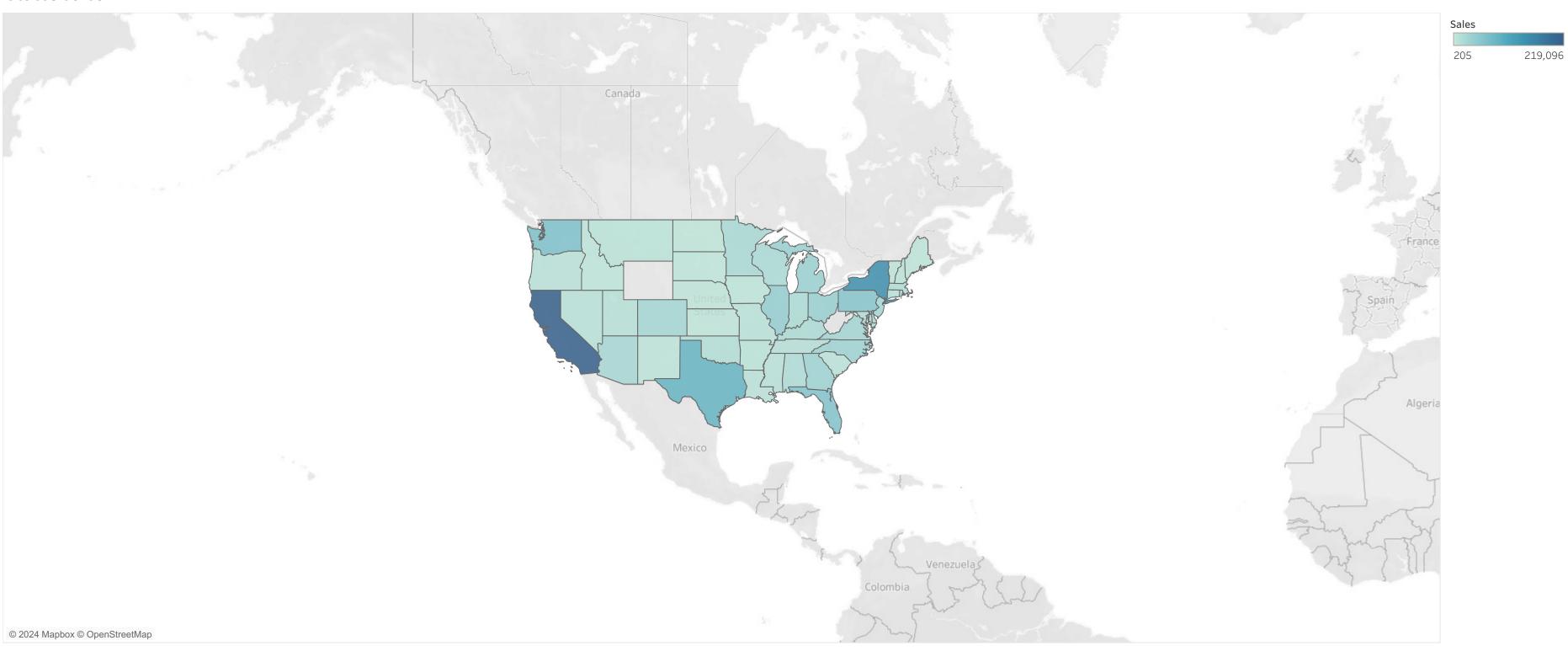
Sheet 3



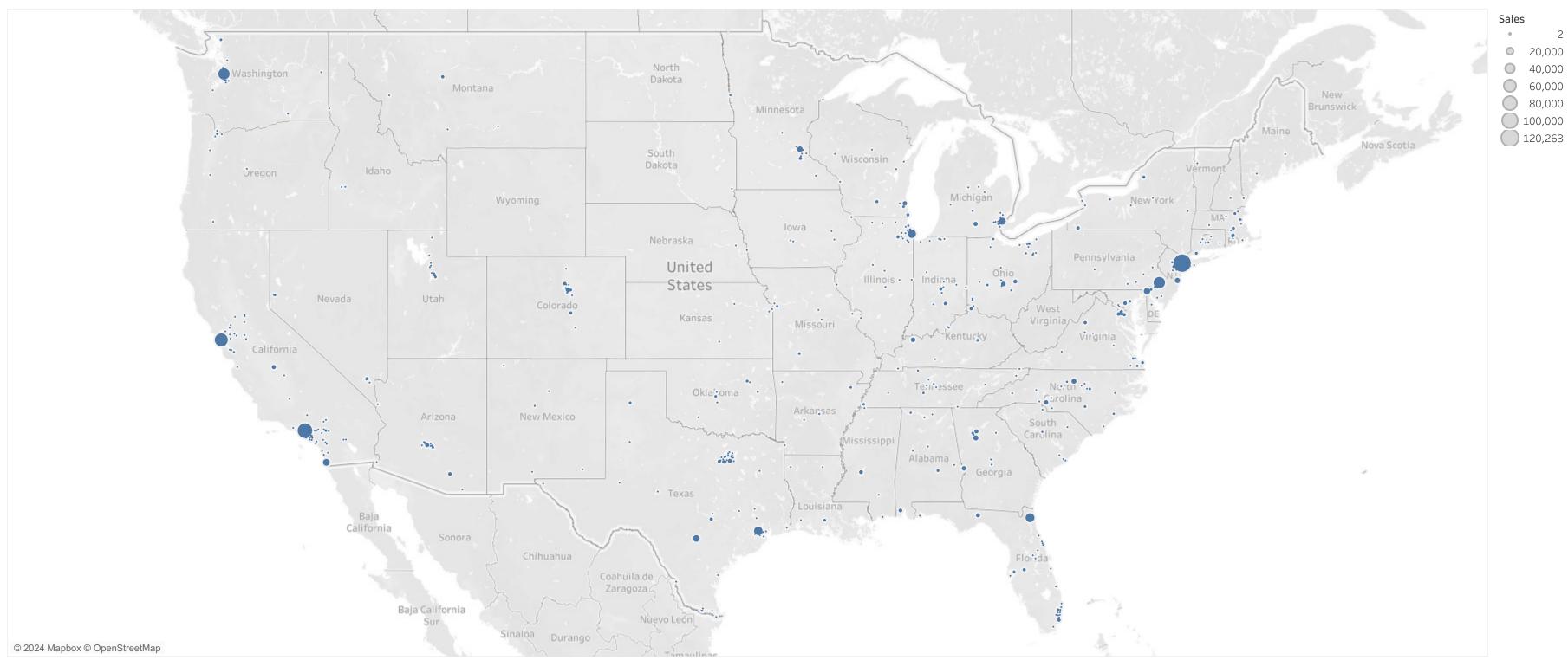
Sales Trend

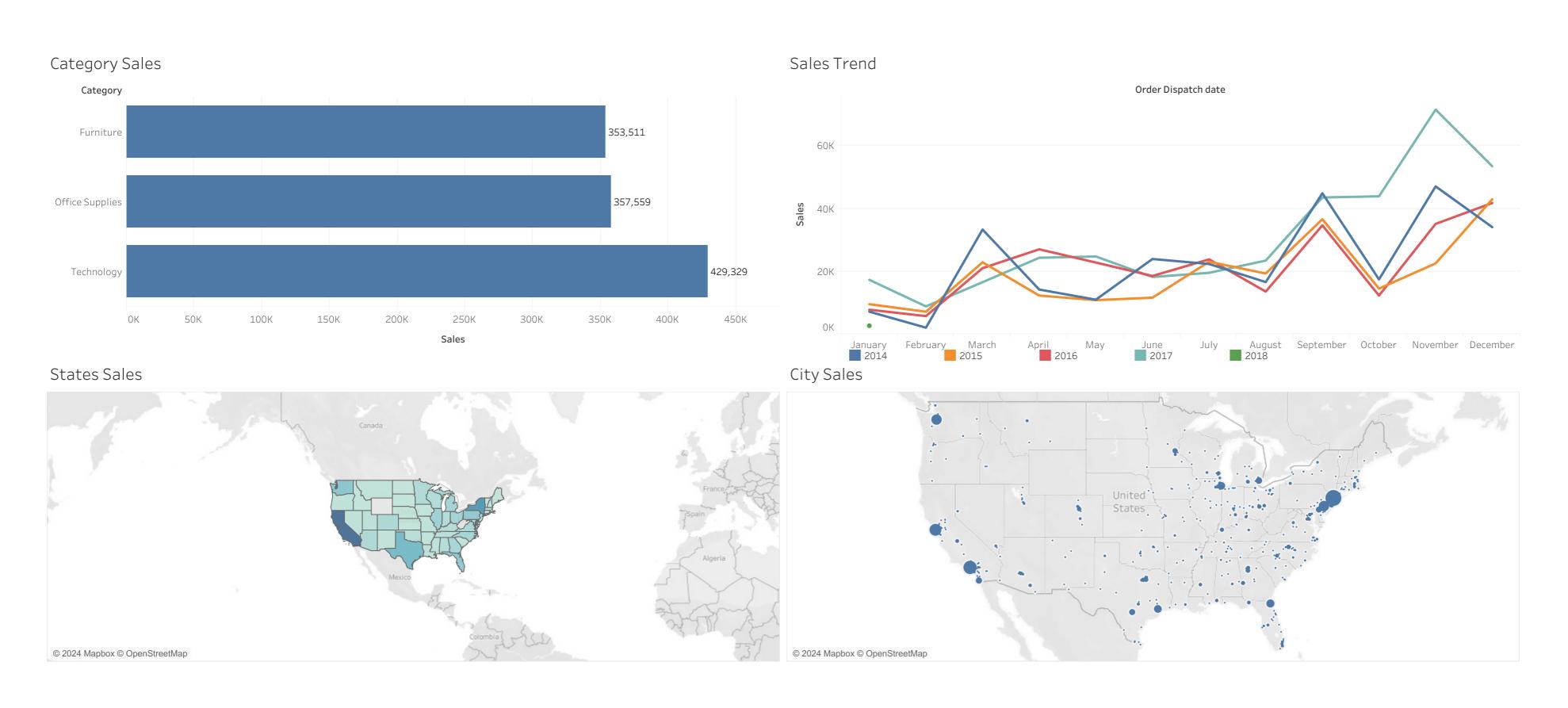


States Sales



City Sales





Sheet 7 1600K 1400K 1200K 1000K 800K 600K 400K 200K 0K

Quarter of Order Dispatch date

2016 Q1

2016 Q2

2016 Q3

2016 Q4

2017 Q1

2017 Q2

2017 Q3

2017 Q4

2018 Q1

2014 Q1

2014 Q2

2014 Q3

2014 Q4

2015 Q1

2015 Q2

2015 Q3

2015 Q4

Phones

Chairs

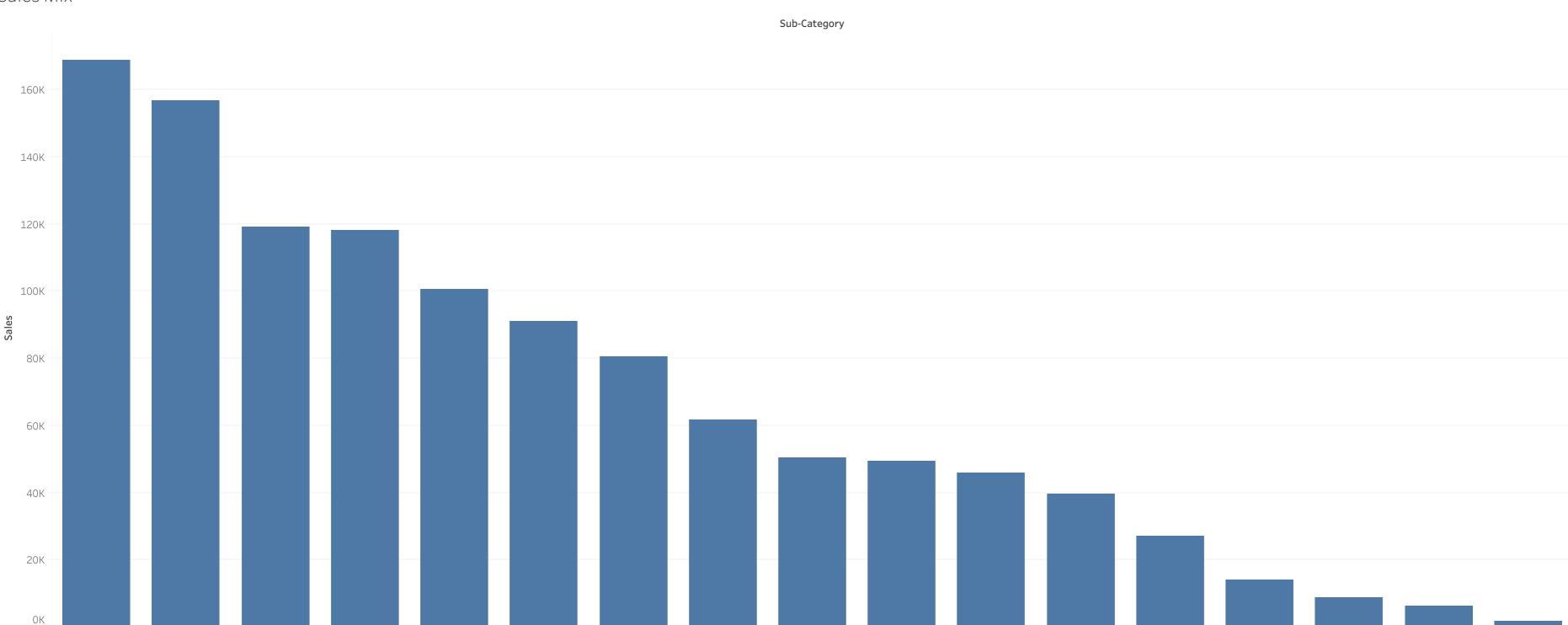
Storage

Machines

Tables

Binders

Accessories



Copiers

Bookcases

Appliances

Furnishings

Paper

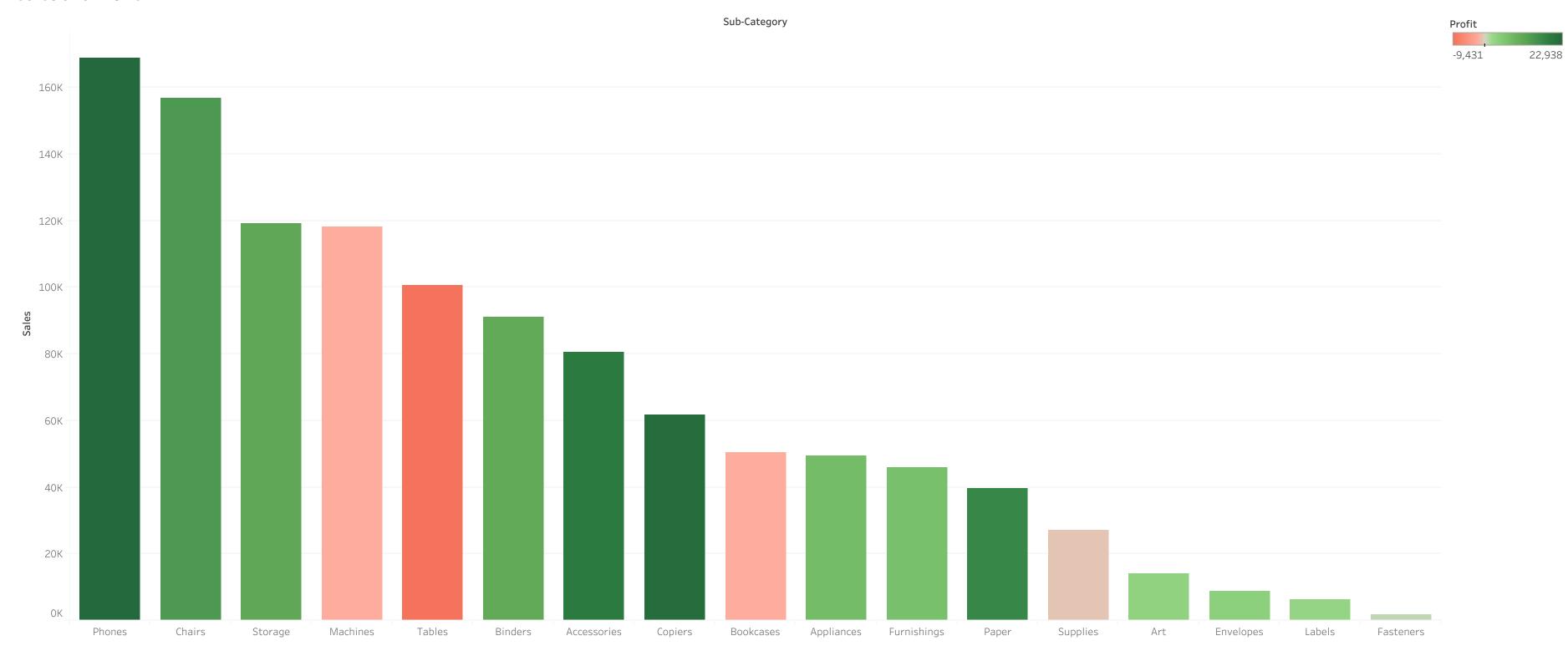
Supplies

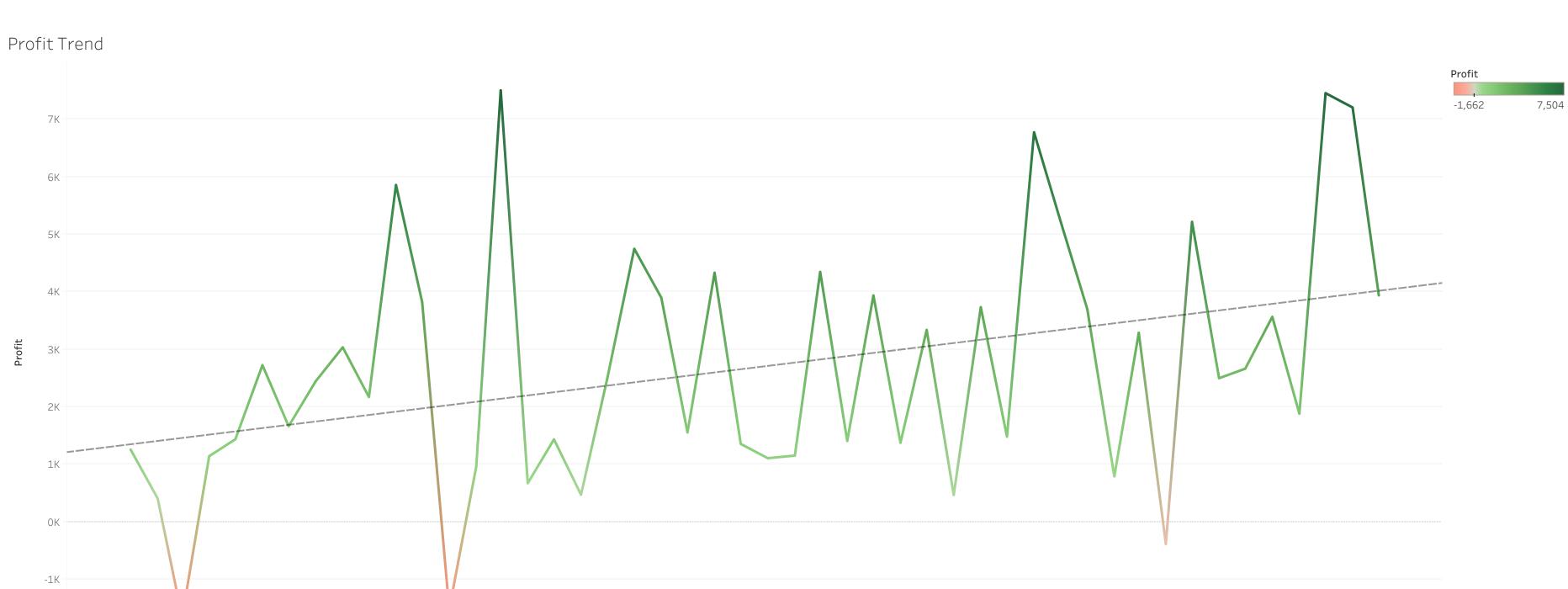
Art

Envelopes

Labels

Fasteners





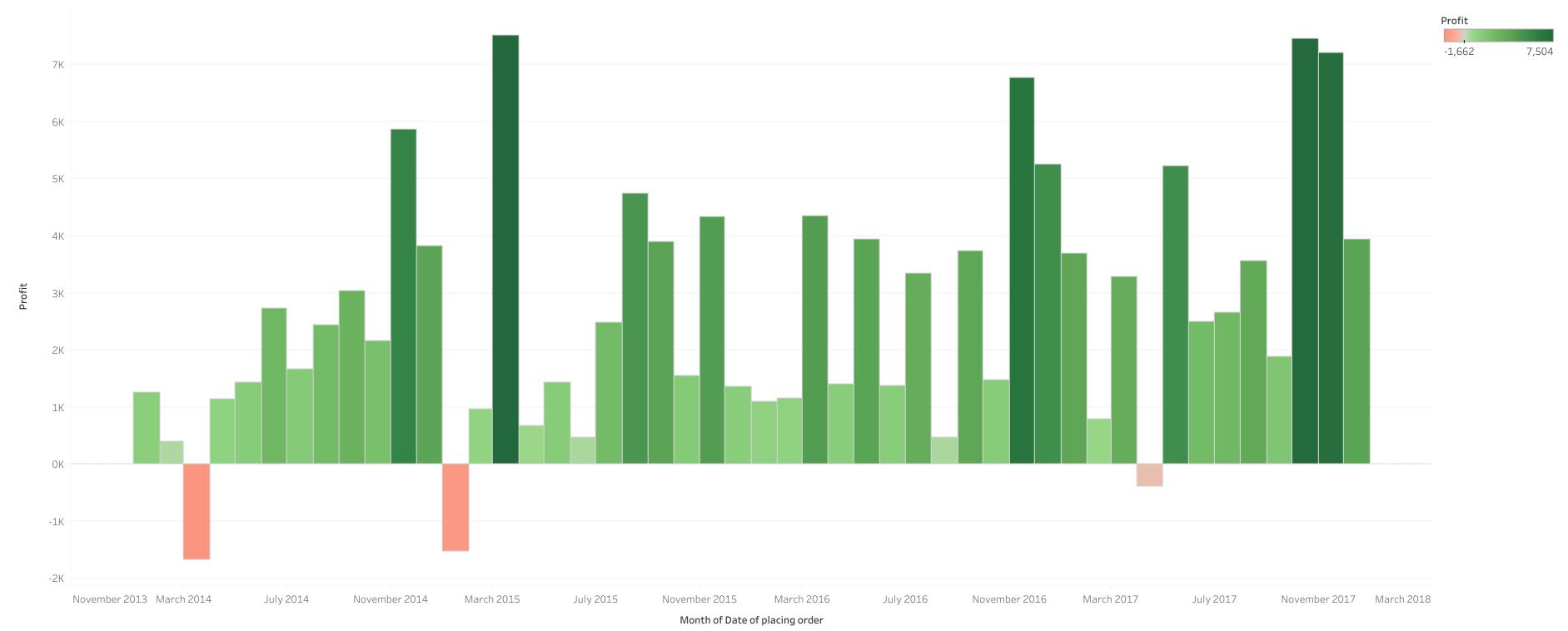
November 2013 March 2014

July 2014

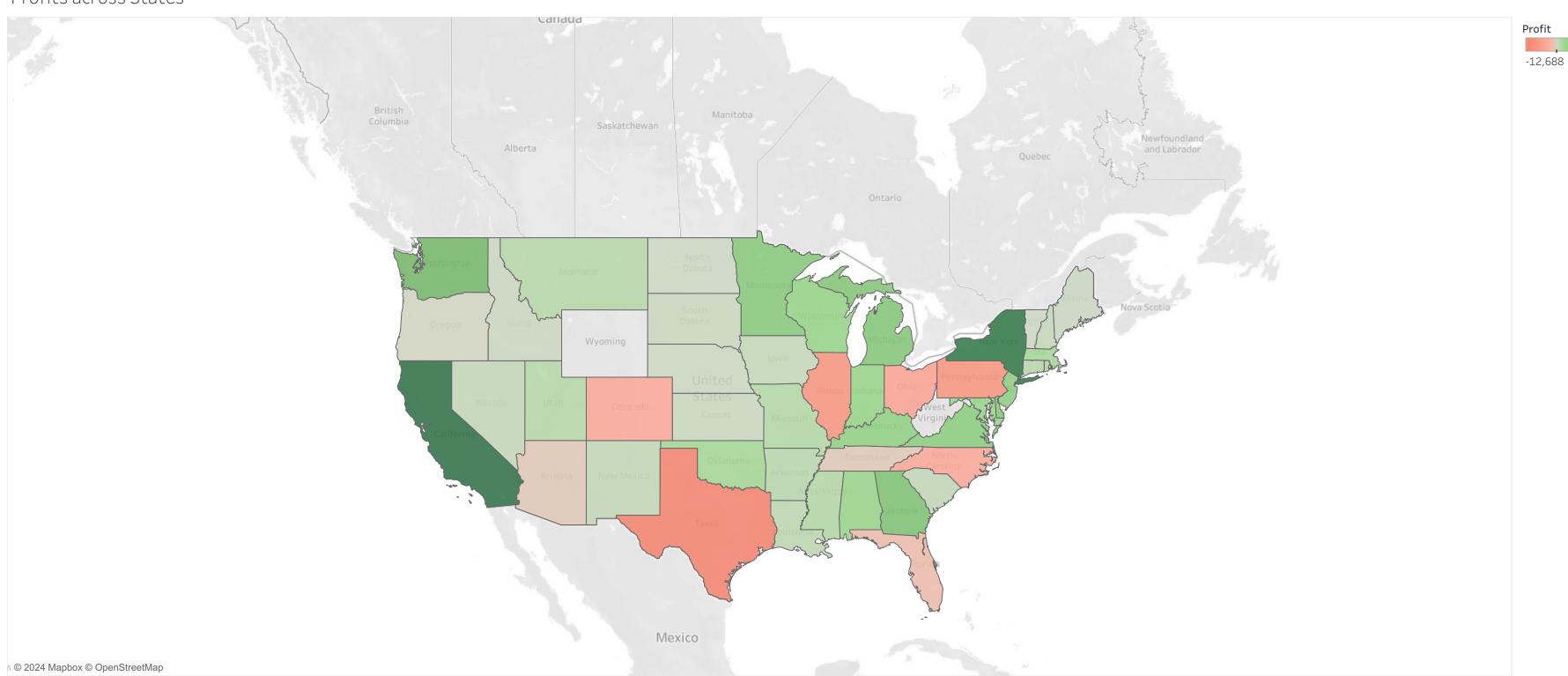
November 2014

March 2015



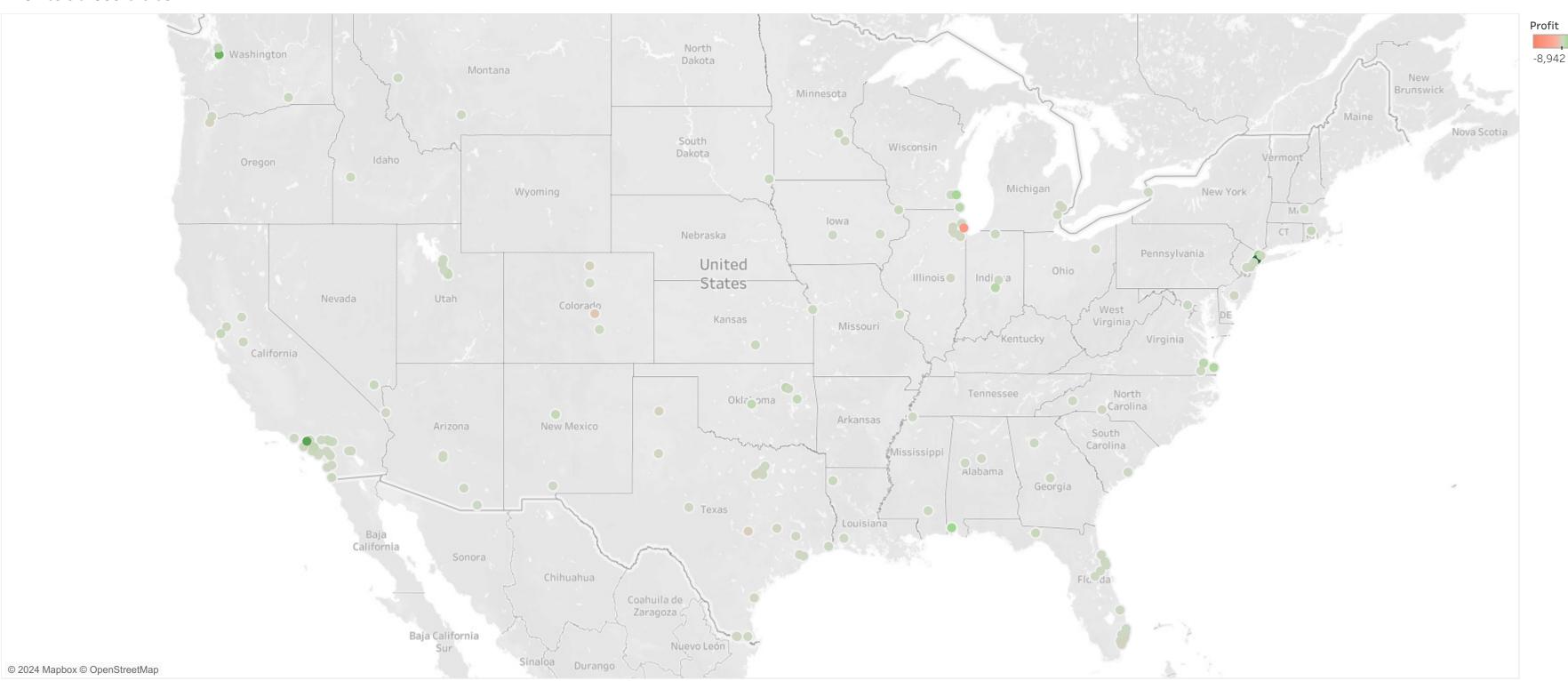


Profits across States



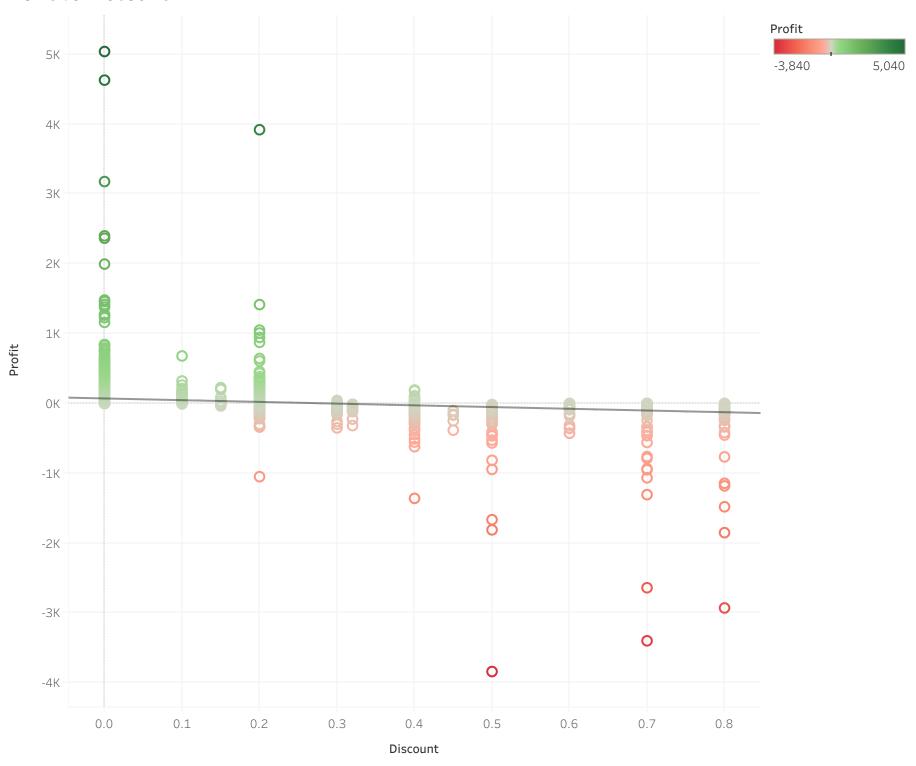
35,699

Profits across Cities

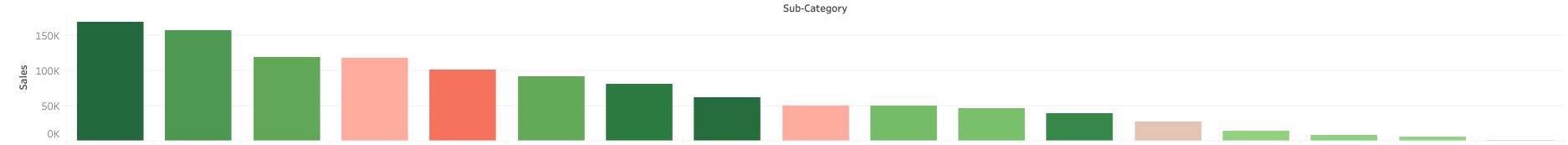


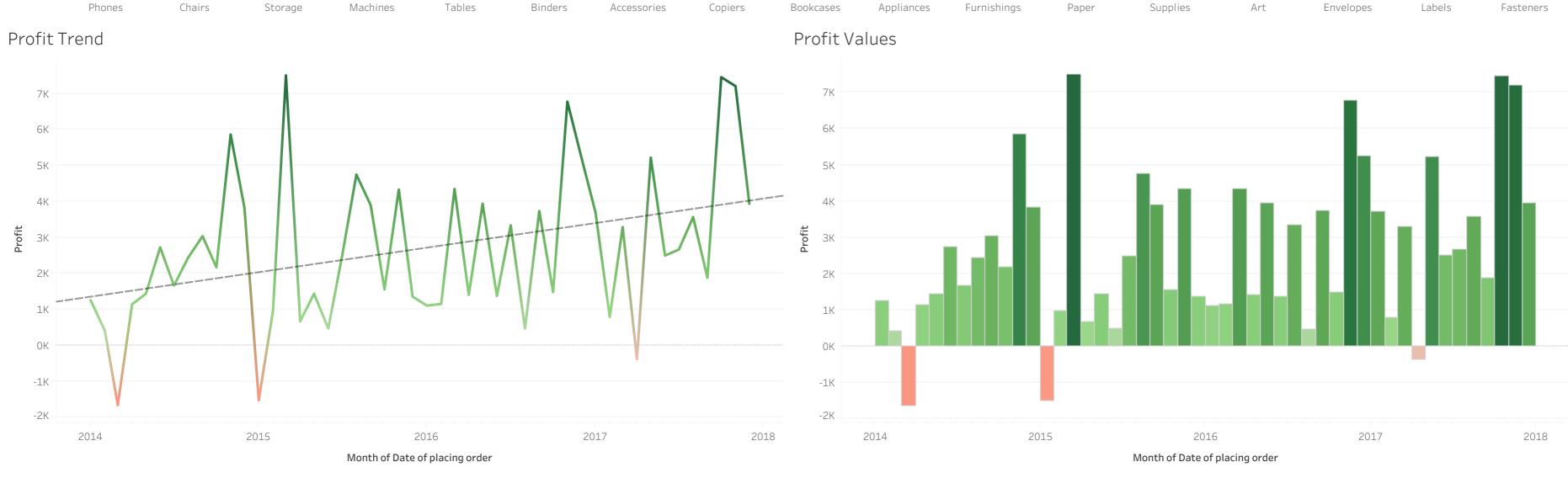
27,424

Profit vs Discount

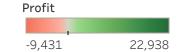


Sales and Profit Mix

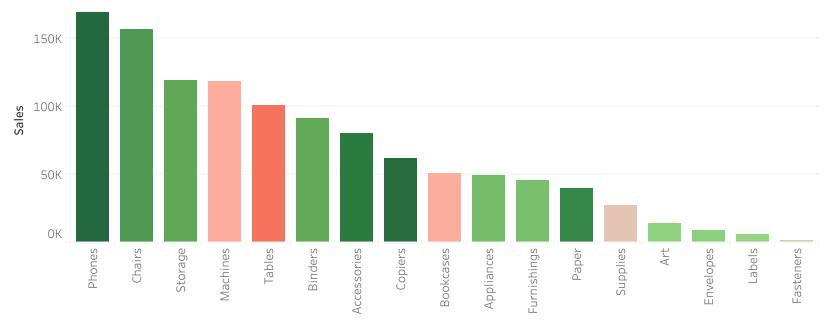






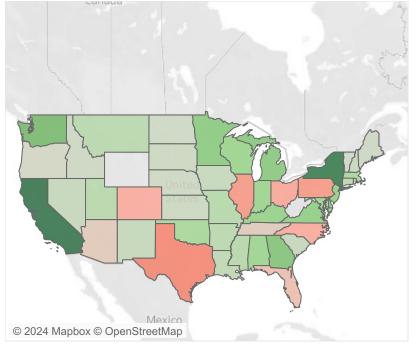


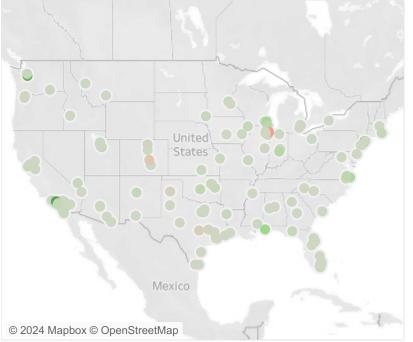


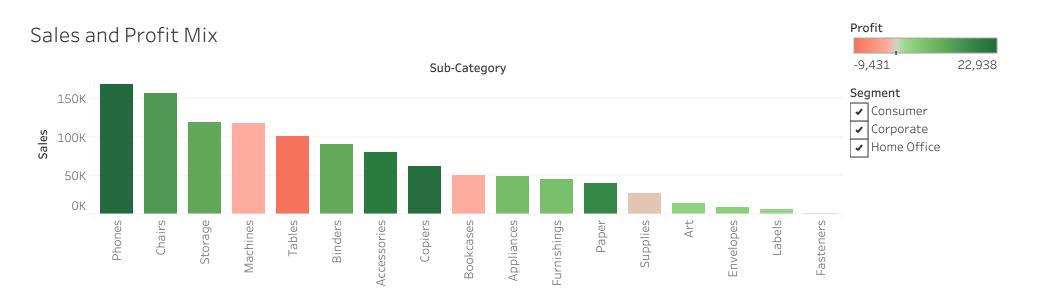


Profits across States

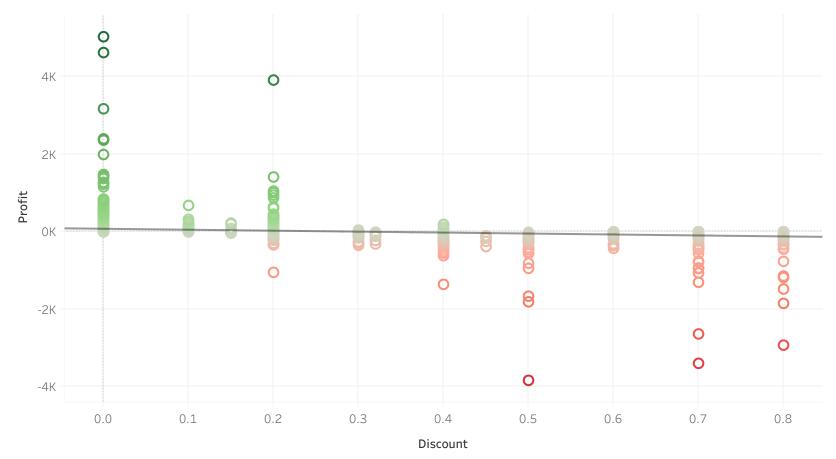
Profits across Cities







Profit vs Discount



Story 1

20K

ΟK

Phones

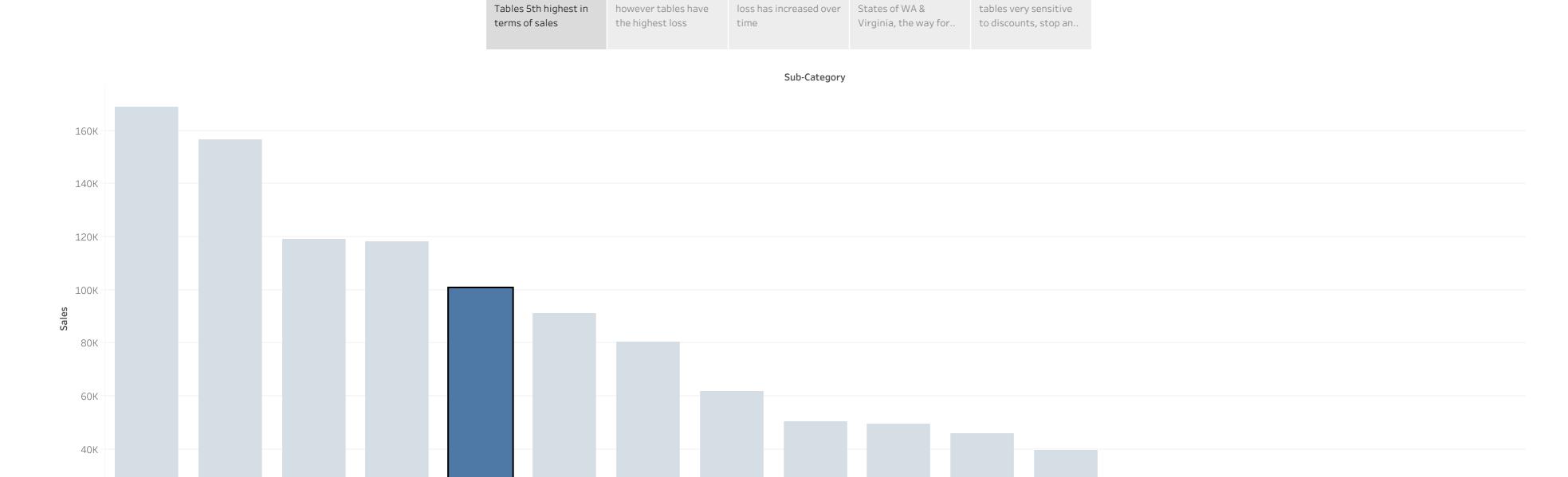
Chairs

Storage

Machines

Tables

Binders



Copiers

Accessories

Bookcases

Appliances

Furnishings

Paper

Supplies

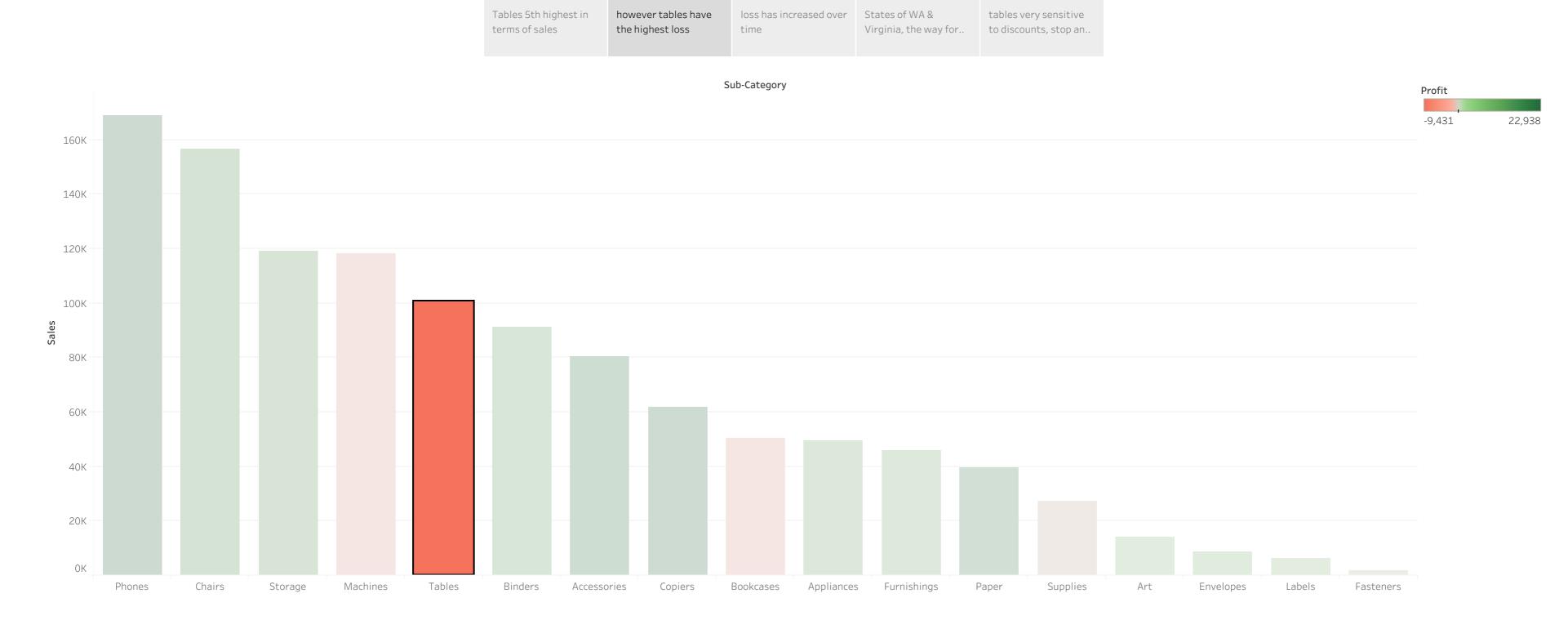
Art

Envelopes

Labels

Fasteners

Story 1



Story 1

Sales and Profit Mix Sub-Category 150K 2<u>a</u> 8 100K 50K Labels Phones Chairs Storage Machines Tables Binders Accessories Copiers Bookcases Furnishings Paper Supplies Art Envelopes Fasteners Profit Values Profit Trend 8K 6К 4K Profit 2K 0K -2K -2K 2014 2014 2015 2016 2017 2018 2015 2016 2017 2018 Month of Date of placing order Month of Date of placing order

loss has increased over

time

States of WA &

Virginia, the way for..

tables very sensitive

to discounts, stop an..

Tables 5th highest in

terms of sales

however tables have

the highest loss

Profit Sales and Profit Mix -9,431 22,938 Sub-Category 150K Sales 100K 50K Profits across States Profits across Cities

loss has increased over

time

States of WA &

Virginia, the way for..

tables very sensitive

to discounts, stop an..

Tables 5th highest in

terms of sales

however tables have

the highest loss

Story 1

