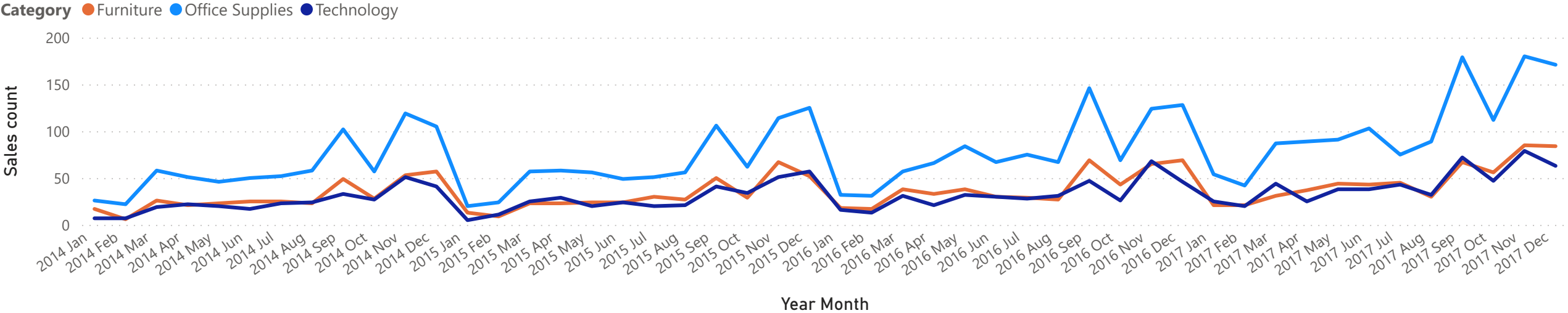


Sales orders by Year, Quarter and Month



SubCategory	Revenue	Revenue after discount	Count of Sales
Accessories	167,380.31	157,578.31	526
Appliances	107,532.14	100,041.88	404
Art	27,118.80	25,297.97	480
Binders	203,412.77	159,667.64	1095
Bookcases	114,880.05	94,079.46	198
Chairs	328,449.13	278,634.31	487
Copiers	149,528.01	131,528.28	45
Envelopes	16,476.38	15,302.39	207
Fasteners	3,024.25	2,783.97	169
Furnishings	91,705.12	82,996.18	720
Labels	12,486.30	11,836.95	175
Machines	189,238.68	142,472.67	106
Paper	78,479.24	73,414.97	559
Phones	330,007.10	281,914.14	618
Storage	223,843.59	210,645.62	617
Supplies	46,673.52	43,650.66	151
Tables	206,965.68	162,773.42	286
Total	2,297,201.07	1,974,618.83	5457

Category	Sales
Furniture	741,999.98
Office Supplies	719,046.99
Technology	836,154.10
Total	2,297,201.07

Segment	Revenue
Consumer	1,161,401.34
Corporate	706,146.44
Home Office	429,653.29
Total	2,297,201.07

Furniture revenue increment on 2015

8.48%

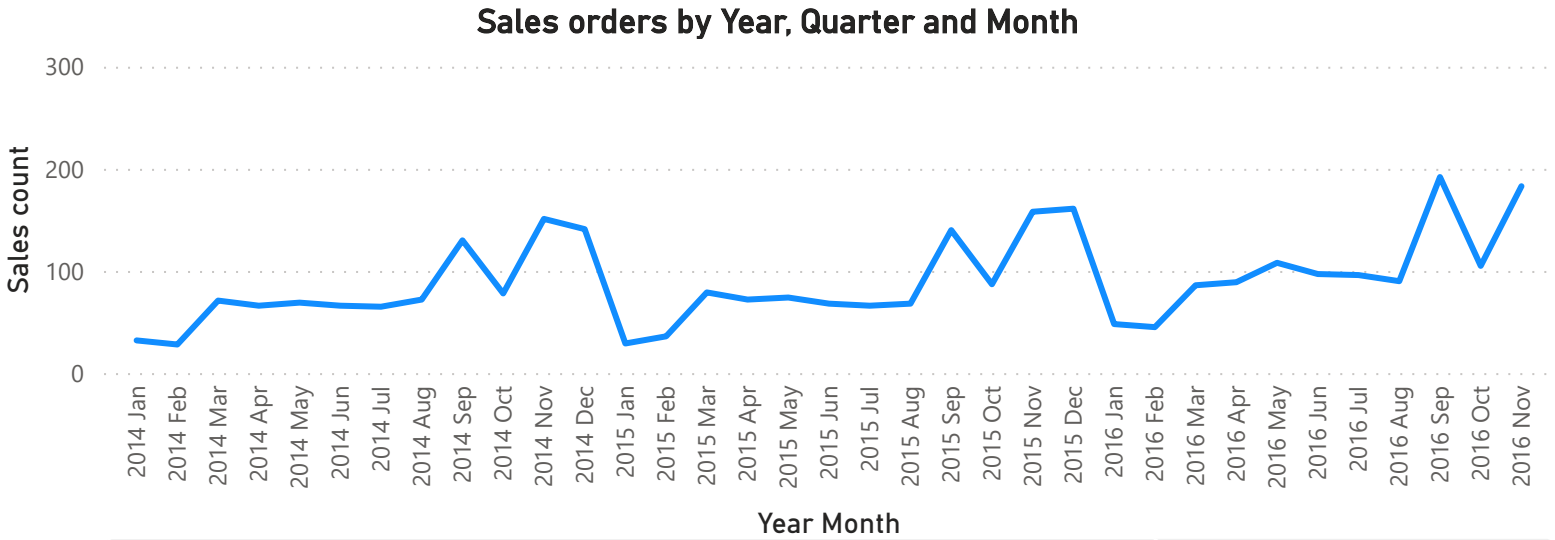
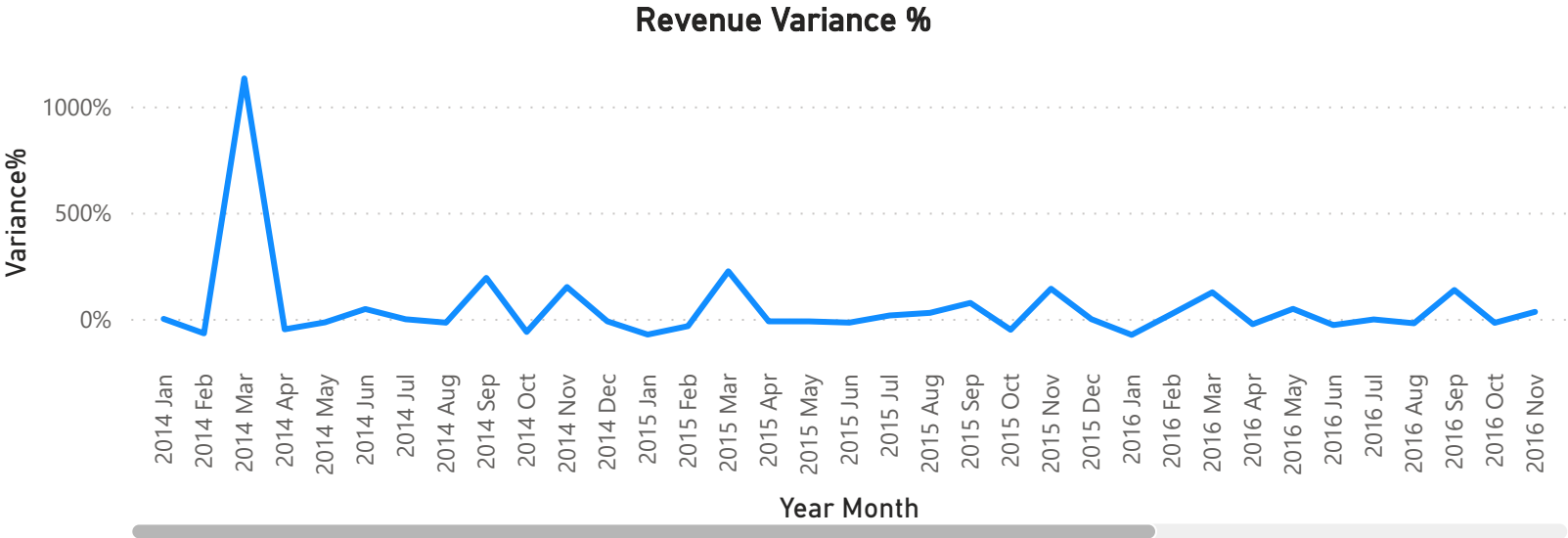
Office Supplies revenue decrement on 2015

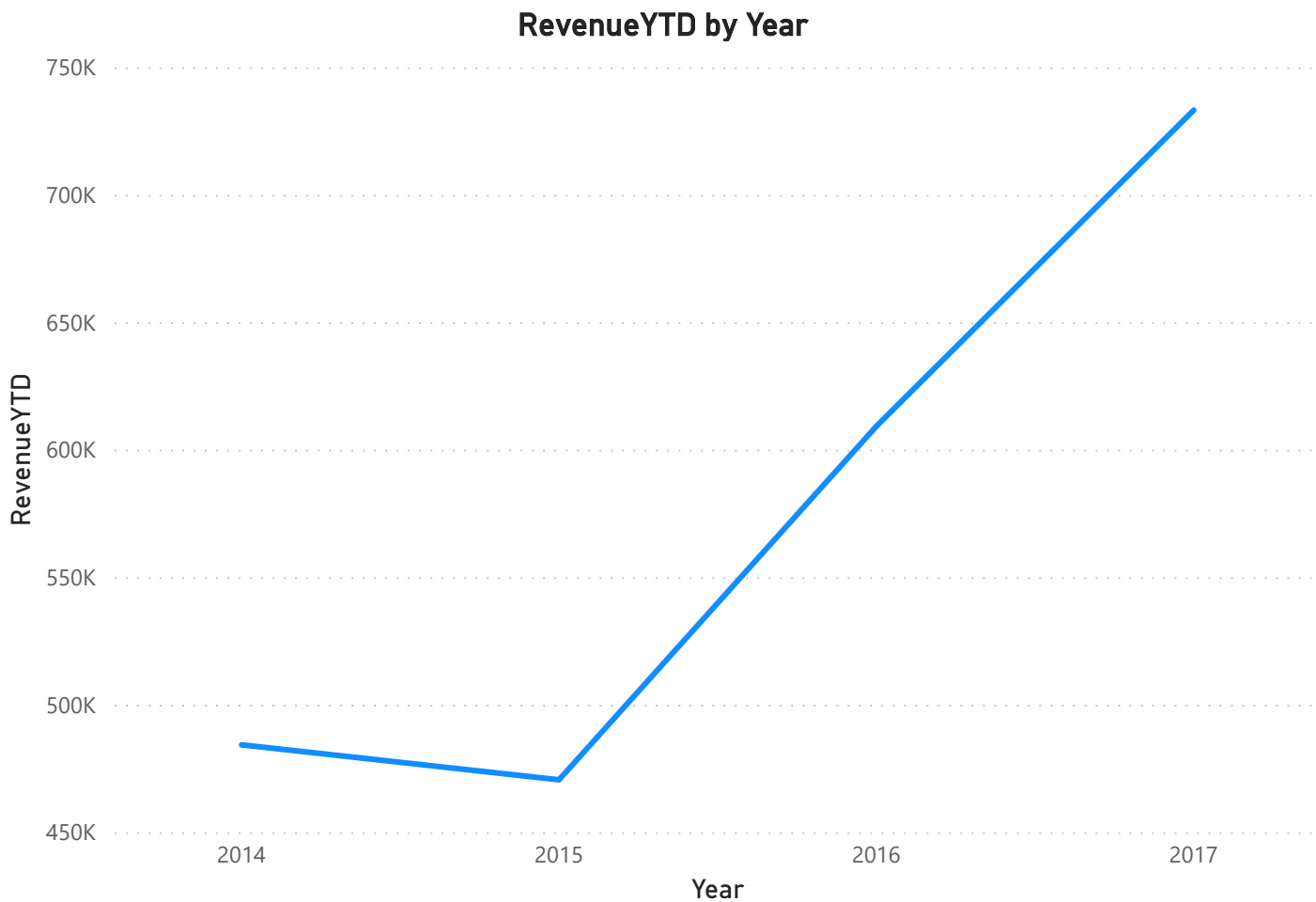
-9.58%

Technology revenue decrement on 2015

-7.13%

Year	Revenue	Lag	Variance	Variance%
2014				
Jan	14,236.90		14,236.90	0.00%
Feb	4,519.92	14,236.90	-9,716.98	-68.25%
Mar	55,691.04	4,519.92	51,171.12	1132.12%
Apr	28,295.35	55,691.04	-27,395.69	-49.19%
May	23,648.28	28,295.35	-4,647.07	-16.42%
Jun	34,595.14	23,648.28	10,946.86	46.29%
Jul	33,946.37	34,595.14	-648.77	-1.88%
Aug	27,909.47	33,946.37	-6,036.90	-17.78%
Sep	81,777.34	27,909.47	53,867.87	193.01%
Oct	31,453.37	81,777.34	-50,323.97	-61.54%
Nov	78,628.74	31,453.37	47,175.37	149.99%
Dec	69,545.64	78,628.74	-9,083.10	-11.55%
2015				
Jan	18,174.08	69,545.64	-51,371.56	-73.87%
Feb	11,951.40	18,174.08	-6,222.68	-34.24%
Mar	38,726.26	11,951.40	26,774.86	224.03%
Apr	34,195.25	38,726.26	-4,531.01	-11.70%
May	30,131.72	34,195.25	-4,063.53	-11.88%
Jun	24,797.31	30,131.72	-5,334.41	-17.70%
Jul	28,765.32	24,797.31	3,968.01	16.00%
Aug	36,898.32	28,765.32	8,133.00	28.27%
Sep	64,595.87	36,898.32	27,697.55	75.06%
Oct	31,404.90	64,595.87	-33,190.97	-51.38%
Nov	75,972.51	31,404.90	44,567.61	141.91%
Dec	74,919.52	75,972.51	-1,052.99	-1.39%
2016	600,305.36	74,919.52	525,385.84	713.15%

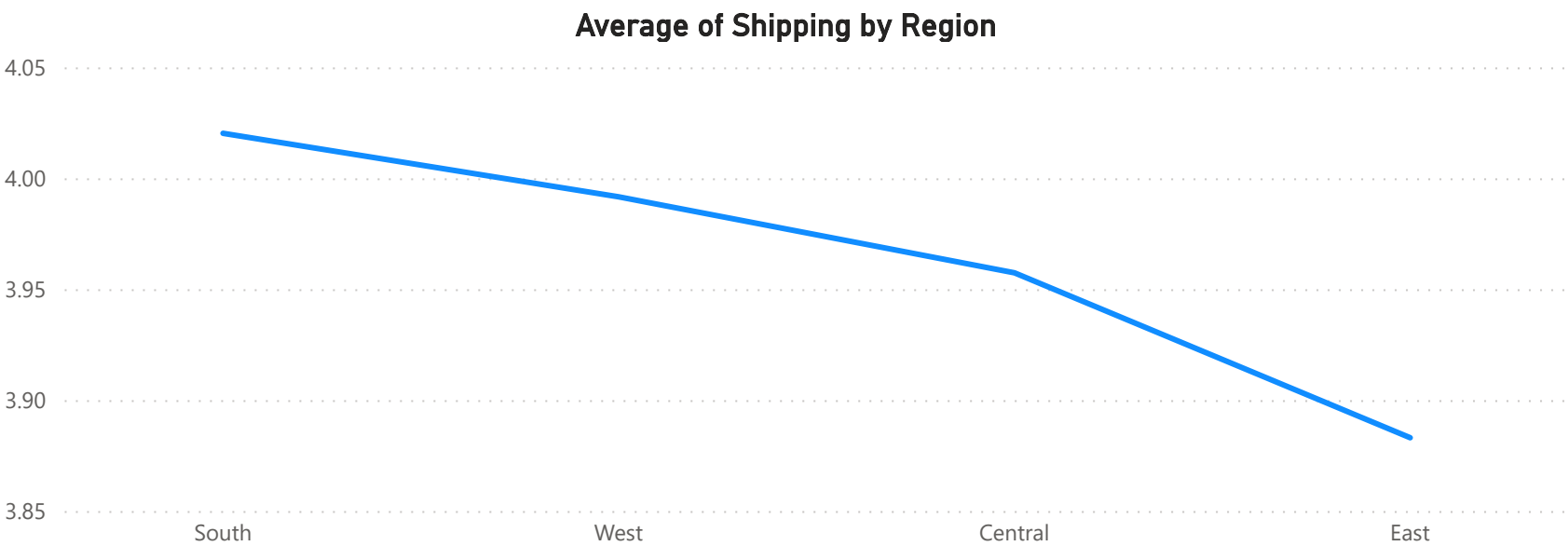




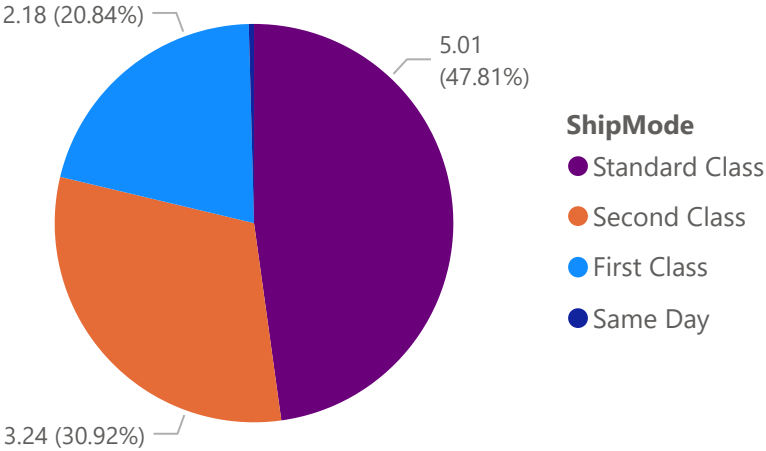
Year	Revenue	RevenueYTD
<div>[-]</div> 2014	484,247.56	484,247.56
Jan	14,236.90	14,236.90
Feb	4,519.92	18,756.82
Mar	55,691.04	74,447.86
Apr	28,295.35	102,743.21
May	23,648.28	126,391.49
Jun	34,595.14	160,986.63
Jul	33,946.37	194,933.00
Aug	27,909.47	222,842.47
Sep	81,777.34	304,619.81
Oct	31,453.37	336,073.18
Nov	78,628.74	414,701.92
Dec	69,545.64	484,247.56
<div>[+]</div> 2015	470,532.46	470,532.46
Total	2,297,201.07	

ShipMode	Average of Shipping
First Class	2.18
Same Day	0.04
Second Class	3.24
Standard Class	5.01
Total	3.96

Category	Average of Shipping
Furniture	3.92
Office Supplies	3.98
Technology	3.92
Total	3.96



Average of Shipping by ShipMode



Shipping period average by days

3.96

