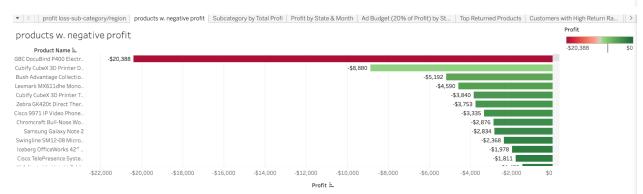


	Region					
Sub-Catego	Central	East	South	West		
Accessories	\$7,306.25	\$14,385.68	\$8,573.23	\$19,727.97		
Appliances	\$-3,288.49	\$9,774.28	\$4,437.37	\$19,277.84		
Art	\$1,377.27	\$1,993.56	\$1,093.79	\$2,784.42		
Binders		\$11,988.29	\$3,862.75	\$22,792.26		
Bookcases	\$-2,020.52	\$-2,148.22	\$1,339.49	\$-826.13		
Chairs	\$6,242.23	\$22,826.55	\$6,489.58	\$4,766.00		
Copiers	\$15,608.84	\$21,742.75	\$3,658.91	\$35,293.14		
Envelopes	\$1,804.48	\$2,064.62	\$1,610.41	\$2,624.58		
Fasteners	\$237.56	\$322.58	\$173.72	\$548.36		
Furnishings	\$-3,950.36	\$6,459.02	\$4,611.02	\$10,829.11		
Labels	\$1,421.97	\$1,164.80	\$1,040.77	\$3,526.68		
Machines	\$-1,442.87	\$9,367.58	\$-1,438.89	\$-291.56		
Paper	\$7,511.90	\$11,449.07	\$6,295.63	\$17,979.14		
Phones	\$12,331.18	\$17,261.25	\$13,362.92	\$13,097.30		
Storage	\$2,504.00	\$10,050.13	\$2,693.46	\$10,426.19		
Supplies	\$-638.42	\$-1,121.77	\$1.88	\$835.30		
Tables	\$-4,161.51	\$-12,073.13	\$-5,936.37	\$-896.40		

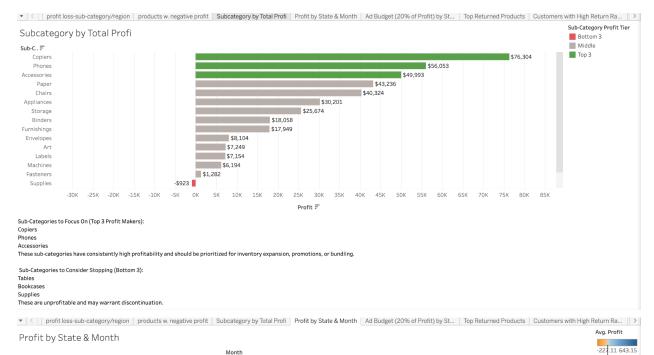
Top 2 Profit Centers: Copiers in the West and Chairs in the East.
Top 2 Loss Centers: Tables in the East and Binders in the Central.



Top 10 Loss-Making Products:

Cubify CubeX 3D Printer Double Head Print
Lexmark MX611dhe Monochrome Laser Printer
Cubify CubeX 3D Printer Triple Head Print
Chromcraft Bull-Nose Wood Oval Conference Tables & Bases
Bush Advantage Collection Racetrack Conference Table
GBC Doculiand 4940 Electric Binding System
Cisco TelePresence System EX90 Videoconferencing Unit
Martin Vale Chadless Opener Electric Letter Opener
Balt Solid Wood Round Tables
BoxOffice By Design Rectangular and Half-Moon Meeting Room Tables

 $These \ products \ consistently \ lose \ money \ and \ could \ be \ reviewed \ for \ discontinuation, price \ adjustments, or \ supplier \ renegotiation.$



Profit by Sta	ite a iv	IOIILII										
	Month											
State	January	February	March	April	May	June	July	August	Septemb	October	November	December
Alabama	7.71		83.24	67.38	49.27	52.15	31.97	59.12	83.17	112.04	266.55	84.49
Arizona	-46.60	-19.74	3.38	-103.79	-12.69	2.00	-30.88	45.93	-4.97	-10.81	-7.31	-33.60
Arkansas	72.87	3.00	18.59	19.69	21.41	52.51		72.04	227.00	40.93	16.94	60.92
California	37.84	36.35	39.70	27.33	39.84	33.38	50.70	56.72	34.15	34.44	30.58	37.80
Colorado	2.62	3.07	-65.05	-215.82	2.55	15.04	6.47	-8.33	-10.98	-140.73	0.99	-23.61
Connecticut	-7.28	24.18	44.04	41.85	10.78	46.59	45.40	70.42	24.69	55.09	47.08	78.55
Delaware	31.71	116.85	84.79	5.19	96.08	24.78	45.56	13.82	34.38	35.58	243.23	17.07
District of Columbia	17.53			324.77	9.25							13.23
Florida	-2.48	6.01	-30.86	-4.38	-20.77	1.14	7.97	-3.58	5.05	-11.37	-9.44	-15.98
Georgia	176.78	84.54	318.42	140.72	61.90	59.26	25.75	41.42	39.98	43.22	61.42	26.21
Idaho			7.09	3.35	22.00	50.58		1.12	101.32	29.07	91.52	16.67
Illinois	-25.48	-14.01	-15.19	-2.11	-12.41	-32.30	-10.93	32.98	-74.68	-6.27	-18.98	-37.34
Indiana	12.35	14.67	29.50	36.46	79.12	174.08	35.98	94.46	61.35	643.15	70.88	98.90
Iowa	16.58		54.75	49.97			11.82	3.11	99.81		43.90	20.28
Kansas	137.15	2.61			34.11	8.69	49.97		45.06	74.81	20.42	23.47
Kentucky	134.05	87.62	65.34	61.62	26.87	52.54	45.40	188.34	100.40	28.19	87.89	81.22
Louisiana	65.31	8.46	6.22	18.73	12.93	13.80	21.23	81.32	72.88	93.52	60.09	111.28
Maine						10.76		85.64	82.65			
Maryland	52.77	141.87	125.36	54.91	22.18		26.89	90.22	49.07	4.31	129.96	43.26
Massachusetts	3.92	5.87	25.42	13.56	47.22	127.84	30.75	26.36	97.77	56.30	26.63	80.04
Michigan	193.03	20.63	72.13	144.26	151.82	64.82	51.87	52.98	60.97	29.52	56.77	143.71
Minnesota	14.88	38.98	22.88		227.33	106.46	185.08	14.04	339.19	284.31	58.56	35.64
Mississippi	15.68	68.69	23.66	16.25	81.93	25.37	82.27	112.75		5.26	43.45	44.85

The top three profits for state by month: Indiana - October Vermont - November Missouri - October



	State				
Month	Indiana	Missouri	Vermont		
January	\$2	\$10	\$19		
February	\$3	\$4			
March	\$6	\$29			
April	\$7	\$2	\$67		
May	\$16	\$12			
June	\$35	\$1			
July	\$7	\$4			
August	\$19	\$10			
September	\$12	\$16			
October	\$129	\$97			
November	\$14	\$11	\$119		
December	\$20	\$74	\$14		

by State & Month

