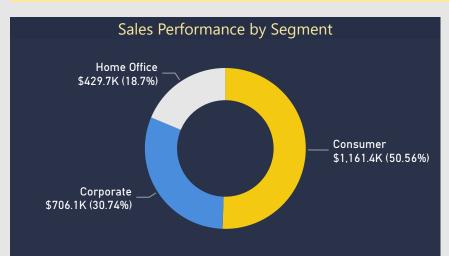


Select Year

RESET





Southworth Structures Collection

Xerox 1890

Tops Green Bar Computer Printout Paper



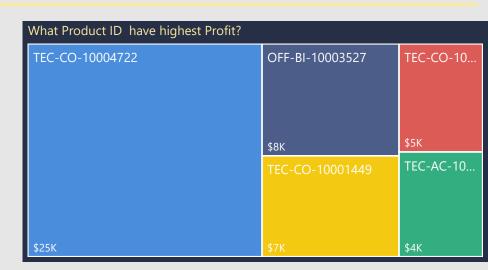
50.0%

50.0%

50.0%

All

Select State



| Product Name ▲ | Profit Margin |
|--|---------------|
| Adams Telephone Message Book w/Frequently-Called Numbers Space 400 Messages per Book | 50.0% |
| Avery 475 | 50.0% |
| Canon imageCLASS MF7460 Monochrome Digital Laser Multifunction Copier | 50.0% |

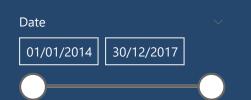
What products have the highest profit margin?

| What products have the lowest profit margin? | | | |
|--|---------------|--|--|
| Product Name ▼ | Profit Margin | | |
| Zebra GK420t Direct Thermal/Thermal Transfer Printer | -133.3% | | |
| Okidata B401 Printer | -140.0% | | |
| Euro Pro Shark Stick Mini Vacuum | -190.7% | | |
| Eureka Disposable Bags for Sanitaire Vibra Groomer I Upright Vac | -275.0% | | |
| Bush Westfield Collection Bookcases Dark Cherry Finish Fully Assembled | -210.0% | | |

 \bigcirc

| Selec | t Product | category |
|-------|-----------|----------|
| | | |





















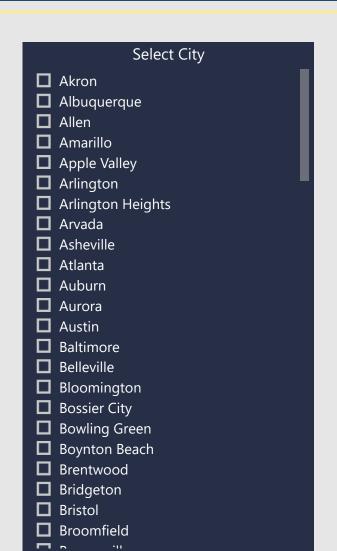
TIDAL SALES ANALYSIS

Select State

All

Select Product Category

| AII ∨



| Year • | Sales_YTD | Sales LY | Sales 2Y | Sales 3Y | Total Profit |
|-----------|-----------|------------------|------------------|------------------|--------------|
| 2017 | \$733,215 | \$609,206 | \$470,533 | \$484,247 | \$93,439 |
| December | \$733,215 | \$96,999 | \$74,920 | \$69,546 | \$8,483 |
| West | \$240,235 | \$40,837 | \$24,259 | \$27,653 | \$232 🖖 |
| South | \$116,651 | \$12,280 | \$1 3,792 | \$18 ,282 | \$2,542 🎓 |
| East | \$202,481 | \$22 ,019 | \$19,103 | \$1 4,018 | \$3,639 🎓 |
| Central | \$173,848 | \$21 ,862 | \$17, 766 | \$9,593 | \$2,070 🎓 |
| November | \$649,386 | \$79,412 | \$75,973 | \$78,629 | \$9,690 |
| West | \$207,454 | \$24, 764 | \$27,310 | \$24, 358 | \$2,837 🎓 |
| South | \$104,706 | \$ 15,863 | \$1 1,856 | \$ 11,600 | (\$5,846) 🖖 |
| East | \$184,344 | \$1 7,653 | \$17, 157 | \$23, 109 | \$4,211 🎓 |
| Central | \$152,883 | \$21 ,132 | \$19,6 50 | \$19 ,561 | \$8,488 🏤 |
| October | \$530,938 | \$59,688 | \$31,405 | \$31,453 | \$9,275 |
| West | \$173,287 | \$27,6 51 | \$5,581 | \$6,954 | \$2,521 🎓 |
| South | \$81,315 | \$4,524 | \$8,399 | \$5,623 | \$974 🖖 |
| East | \$162,952 | \$1 6,636 | \$7,667 | \$6,066 | \$4,961 🏤 |
| Central | \$113,385 | \$10,877 | \$9,757 | \$ 12,811 | \$819 🖖 |
| September | \$453,161 | \$73,410 | \$64,596 | \$81,777 | \$10,992 |
| West | \$145 715 | \$25 947 | \$26 583 | \$35,915 | \$2 396 🗥 |
| Total | \$733,215 | \$609,206 | \$470,533 | \$484,247 | \$93,439 |

