



Furniture

Office Supplies

Technology

Consumer

Corporate

Home Office

Sales CY

733,215

Sales PY

609,206

Sales Growth CY vs PY

20.36%

Profit CY

93,439

Profit PY

81,795

Profit CY vs PY

14.24%

Furniture

Office Supplies

Technology

| Sub- Category | 2017 | 2016 | vs PY |
|---------------|---------|---------|---------|
| Phones | 105,341 | 78,962 | 33.4% ▲ |
| Chairs | 95,554 | 83,919 | 13.9% ▲ |
| Binders | 72,788 | 49,683 | 46.5% ▲ |
| Storage | 69,678 | 58,789 | 18.5% ▲ |
| Copiers | 62,899 | 49,599 | 26.8% ▲ |
| Tables | 60,894 | 60,833 | 0.1% ▲ |
| Accessories | 59,946 | 41,896 | 43.1% ▲ |
| Machines | 43,545 | 55,907 | 22.1% ▼ |
| Appliances | 42,927 | 26,050 | 64.8% ▲ |
| Furnishings | 28,915 | 27,874 | 3.7% ▲ |
| Total | 642,486 | 533,512 | 20.4% ▲ |

| City | 2017 | 2016 | vs PY |
|---------------|---------|---------|----------|
| New York City | 86,940 | 54,824 | 58.6% ▲ |
| Seattle | 56,991 | 16,159 | 252.7% ▲ |
| Los Angeles | 48,876 | 56,399 | 13% ▼ |
| Philadelphia | 41,596 | 30,305 | 37.3% ▲ |
| San Francisco | 37,198 | 29,846 | 24.6% ▲ |
| Columbus | 17,571 | 9,506 | 84.8% ▲ |
| Chicago | 16,246 | 13,068 | 24.3% ▲ |
| Houston | 16,213 | 16,449 | 1% ▼ |
| Detroit | 12,149 | 21,197 | 43% ▼ |
| Lafayette | 5,631 | 18,431 | 69% ▼ |
| Total | 339,408 | 266,184 | 27.5% ▲ |

Consumer

Corporate

Home Office

| Sub- Category | 2017 | 2016 | vs PY |
|---------------|---------|---------|---------|
| Phones | 105,341 | 78,962 | 33.4% ▲ |
| Chairs | 95,554 | 83,919 | 13.9% ▲ |
| Binders | 72,788 | 49,683 | 46.5% ▲ |
| Storage | 69,678 | 58,789 | 18.5% ▲ |
| Copiers | 62,899 | 49,599 | 26.8% ▲ |
| Tables | 60,894 | 60,833 | 0.1% ▲ |
| Accessories | 59,946 | 41,896 | 43.1% ▲ |
| Machines | 43,545 | 55,907 | 22% ▼ |
| Appliances | 42,927 | 26,050 | 64.8% ▲ |
| Furnishings | 28,915 | 27,874 | 3.7% ▲ |
| Total | 642,486 | 533,512 | 20.4% ▲ |

| City | 2017 | 2016 | vs PY |
|---------------|---------|---------|----------|
| New York City | 86,940 | 54,824 | 58.6% ▲ |
| Seattle | 56,991 | 16,159 | 252.7% ▲ |
| Los Angeles | 48,876 | 56,399 | 13% ▼ |
| Philadelphia | 41,596 | 30,305 | 37.3% ▲ |
| San Francisco | 37,198 | 29,846 | 24.6% ▲ |
| Columbus | 17,571 | 9,506 | 84.8% ▲ |
| Chicago | 16,246 | 13,068 | 24.3% ▲ |
| Houston | 16,213 | 16,449 | 1% ▼ |
| Detroit | 12,149 | 21,197 | 43% ▼ |
| Lafayette | 5,631 | 18,431 | 69% ▼ |
| Total | 339,408 | 266,184 | 27.5% ▲ |

Furniture

Office Supplies

Technology

Consumer

Corporate

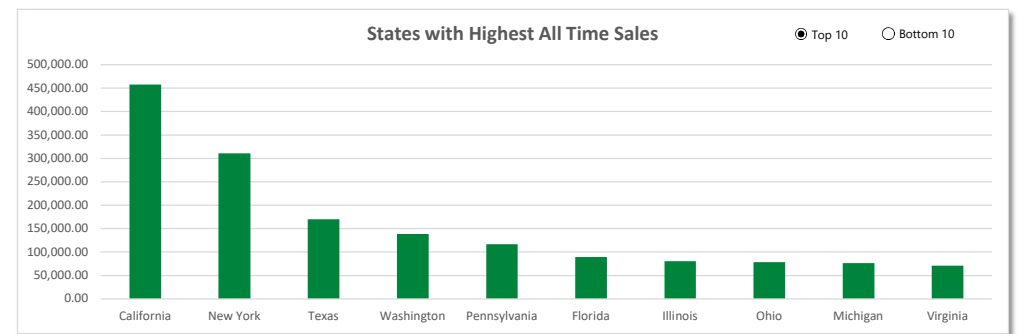
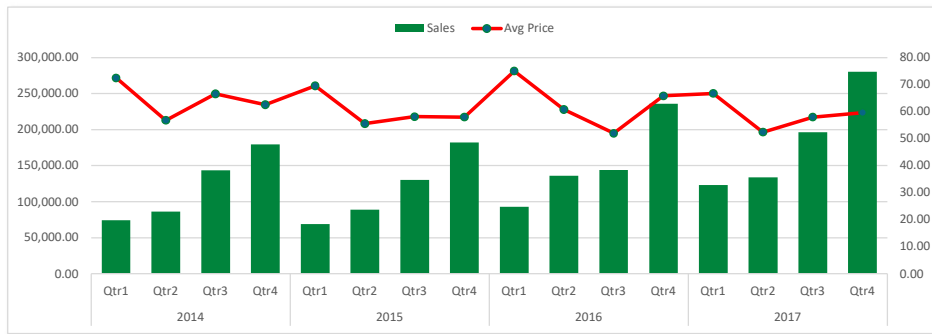
Home Office

First Class

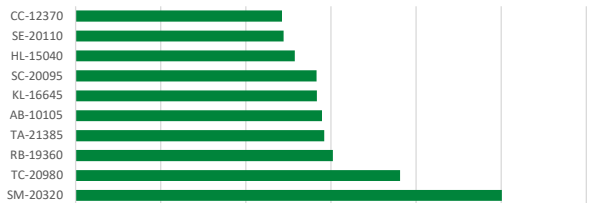
Same Day

Second Class

Standard Class



Most Valuable Customers by Sales



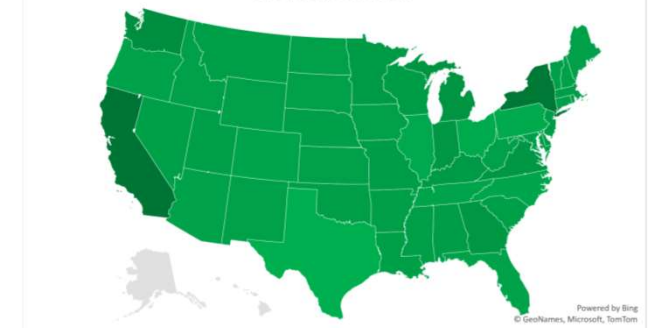
| SM-20320 | TC-20980 | RB-19360 | TA-21385 | AB-10105 | KL-16645 | SC-20095 | HL-15040 | SE-20110 | CC-12370 |
|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Total | 25,043 | 19,052 | 15,117 | 14,596 | 14,474 | 14,175 | 14,142 | 12,873 | 12,209 |

Most Valuable Customers by Quantity



| JD-15895 | WB-21850 | JL-15835 | PP-18955 | SC-20725 | EP-13915 | CB-12025 | CK-12205 | EH-13765 | MA-17560 |
|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Total | 150 | 146 | 143 | 138 | 133 | 124 | 122 | 120 | 117 |

Profit Distribution

Powered by Bing
© GeoNames, Microsoft, TomTom