## Sheet 1

|             |         | Reg  | gion  | Category |                 |
|-------------|---------|------|-------|----------|-----------------|
| Sub-Catego  | Central | East | South | West     | Furniture       |
| Accessories |         |      |       |          | Office Supplies |
| Appliances  |         |      |       |          | Technology      |
| Art         |         |      |       |          |                 |
| Binders     |         |      |       |          |                 |
| Bookcases   |         |      |       |          |                 |
| Chairs      |         |      |       |          |                 |
| Copiers     |         |      |       |          |                 |
| Envelopes   |         |      |       |          |                 |
| Fasteners   |         |      |       |          |                 |
| Furnishings |         |      |       |          |                 |
| Labels      |         |      |       |          |                 |
| Machines    |         |      |       |          |                 |
| Paper       |         |      |       |          |                 |
| Phones      |         |      |       |          |                 |
| Storage     |         |      |       |          |                 |
| Supplies    |         |      |       |          |                 |
| Tables      |         |      |       |          |                 |

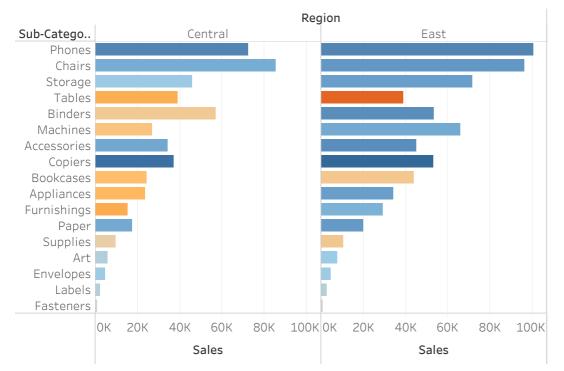
Category (color) broken down by Region vs. Sub-Category.

## Sheet 2

|             | Region  |        |         |         |        |        |        |         |  |  |  |
|-------------|---------|--------|---------|---------|--------|--------|--------|---------|--|--|--|
|             | Central |        | East    |         | South  |        | West   |         |  |  |  |
| Sub-Catego  | Profit  | Sales  | Profit  | Sales   | Profit | Sales  | Profit | Sales   |  |  |  |
| Accessories | 7,252   | 33,956 | 11,196  | 45,033  | 7,005  | 27,277 | 16,485 | 61,114  |  |  |  |
| Appliances  | -2,639  | 23,582 | 8,391   | 34,188  | 4,124  | 19,525 | 8,261  | 30,236  |  |  |  |
| Art         | 1,195   | 5,765  | 1,900   | 7,486   | 1,059  | 4,656  | 2,374  | 9,212   |  |  |  |
| Binders     | -1,044  | 56,923 | 11,268  | 53,498  | 3,901  | 37,030 | 16,097 | 55,961  |  |  |  |
| Bookcases   | -1,998  | 24,157 | -1,168  | 43,819  | 1,339  | 10,899 | -1,647 | 36,004  |  |  |  |
| Chairs      | 6,593   | 85,231 | 9,358   | 96,261  | 6,612  | 45,176 | 4,028  | 101,781 |  |  |  |
| Copiers     | 15,609  | 37,260 | 17,023  | 53,219  | 3,659  | 9,300  | 19,327 | 49,749  |  |  |  |
| Envelopes   | 1,778   | 4,637  | 1,812   | 4,376   | 1,465  | 3,346  | 1,909  | 4,118   |  |  |  |
| Fasteners   | 237     | 778    | 264     | 820     | 174    | 503    | 275    | 923     |  |  |  |
| Furnishings | -3,906  | 15,254 | 5,881   | 29,071  | 3,443  | 17,307 | 7,641  | 30,073  |  |  |  |
| Labels      | 1,073   | 2,451  | 1,129   | 2,603   | 1,041  | 2,353  | 2,303  | 5,079   |  |  |  |
| Machines    | -1,486  | 26,797 | 6,929   | 66,106  | -1,439 | 53,891 | -619   | 42,444  |  |  |  |
| Paper       | 6,972   | 17,492 | 9,015   | 20,173  | 5,947  | 14,151 | 12,119 | 26,664  |  |  |  |
| Phones      | 12,323  | 72,403 | 12,315  | 100,615 | 10,767 | 58,304 | 9,111  | 98,684  |  |  |  |
| Storage     | 1,970   | 45,930 | 8,389   | 71,613  | 2,274  | 35,768 | 8,645  | 70,533  |  |  |  |
| Supplies    | -662    | 9,467  | -1,155  | 10,760  | 2      | 8,319  | 626    | 18,127  |  |  |  |
| Tables      | -3,560  | 39,155 | -11,025 | 39,140  | -4,623 | 43,916 | 1,483  | 84,755  |  |  |  |

Profit and Sales broken down by Region vs. Sub-Category.

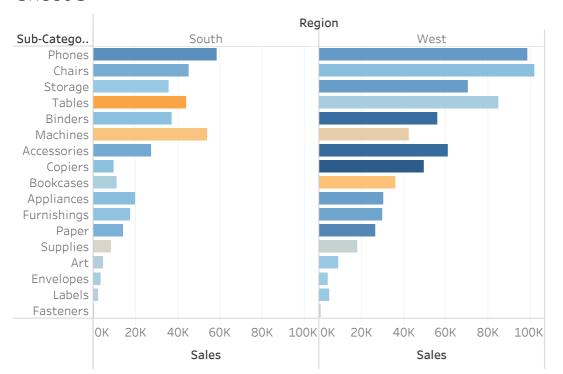
Sheet 3





Sum of Sales for each Sub-Category broken down by Region. Color shows sum of Profit.

Sheet 3





Sum of Sales for each Sub-Category broken down by Region. Color shows sum of Profit.