

# Story 1

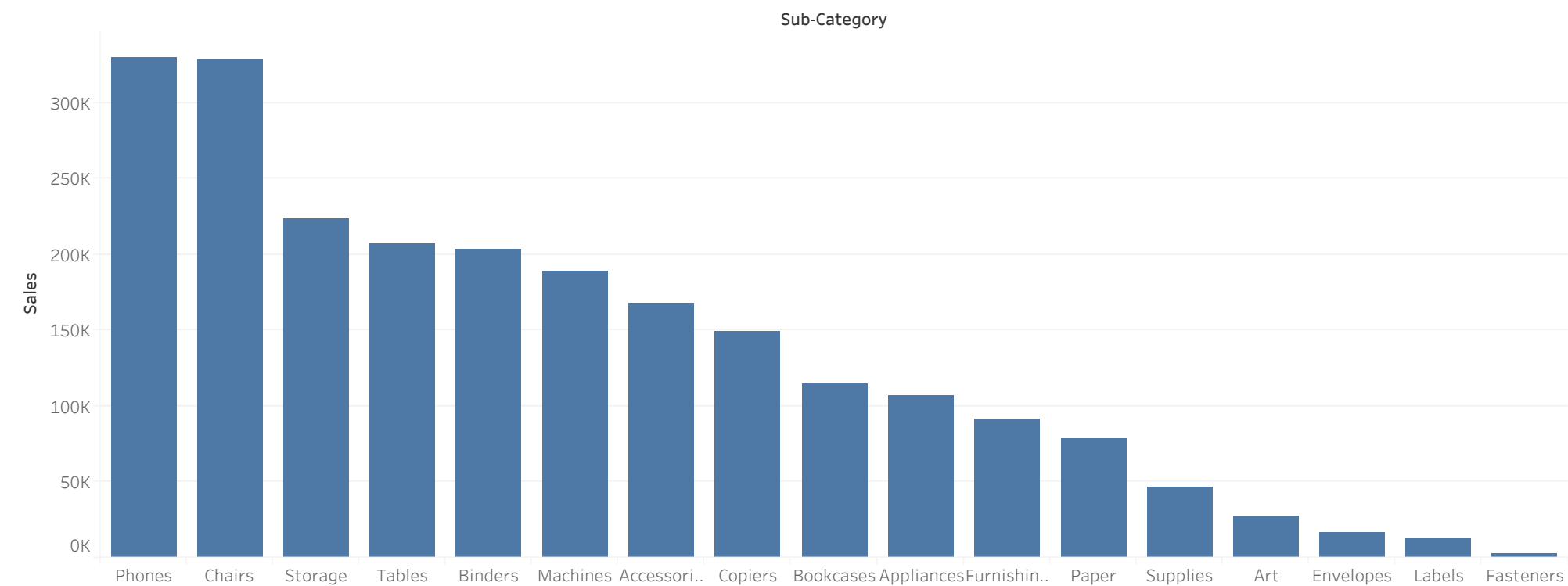
Tables - 4th highest in terms of Sales

However, Tables have the highest loss.

Loss have increased over time. 2017 the worst.

State of Washington & Virginia the way forward.

Tables very sensitive to discounts. Stop any discounting.



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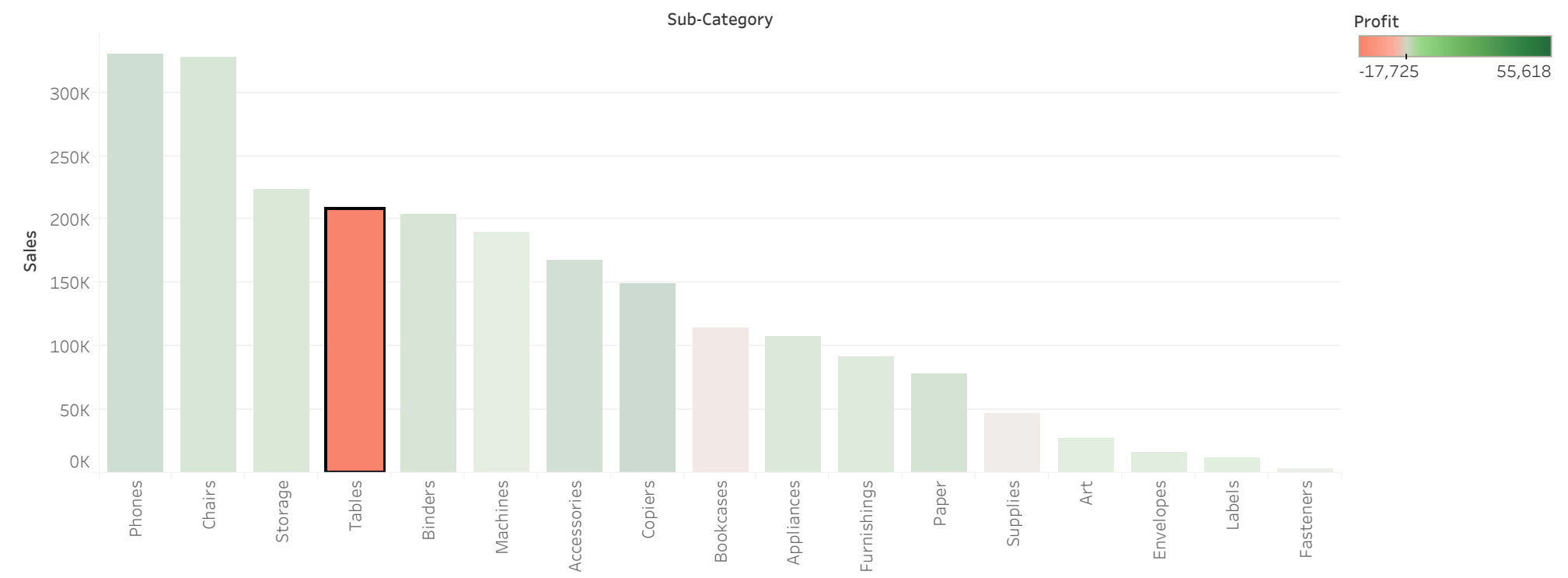
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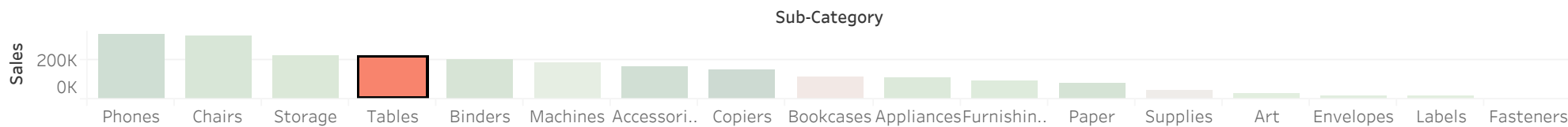
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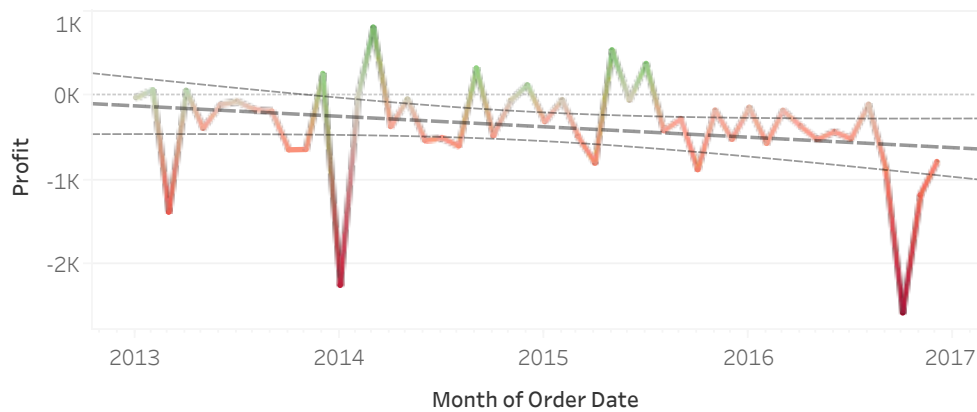
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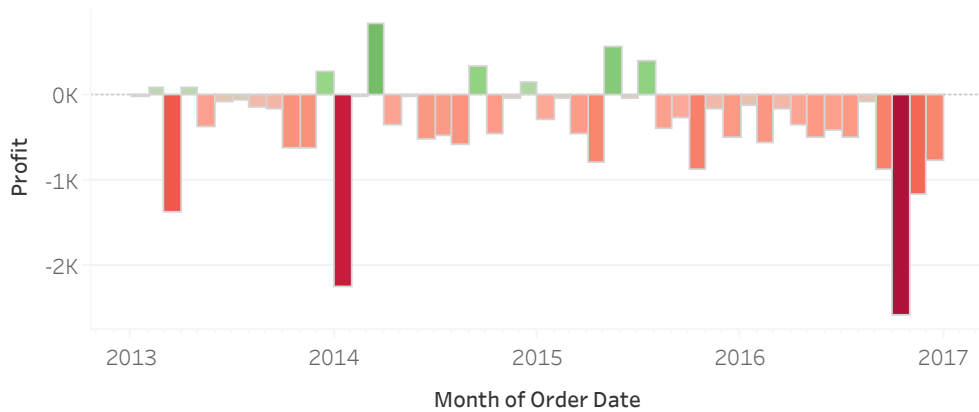
## Sales & Profit Mix



## Profit Trend



## Profit Values



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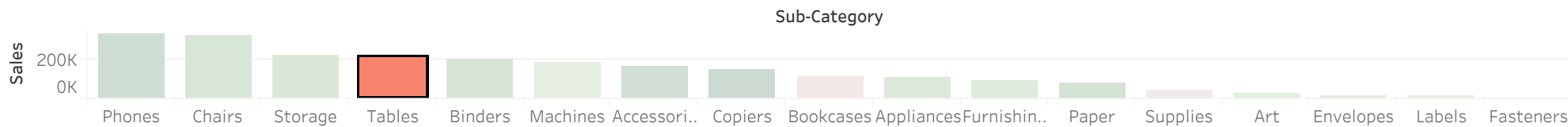
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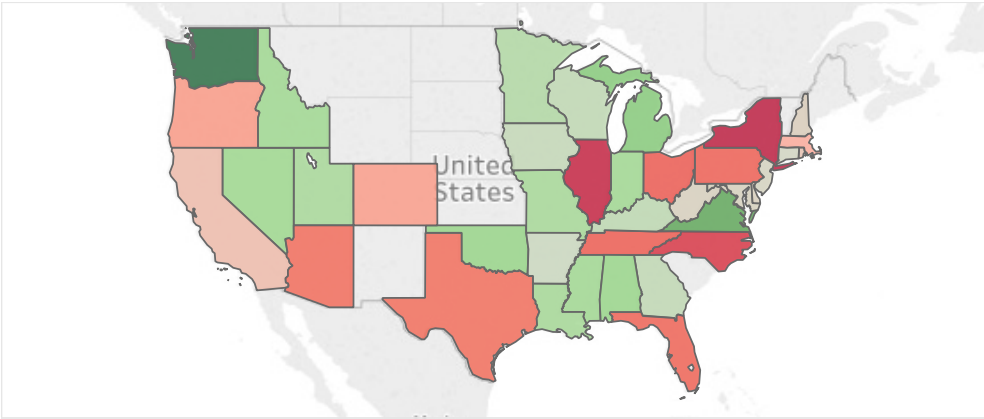
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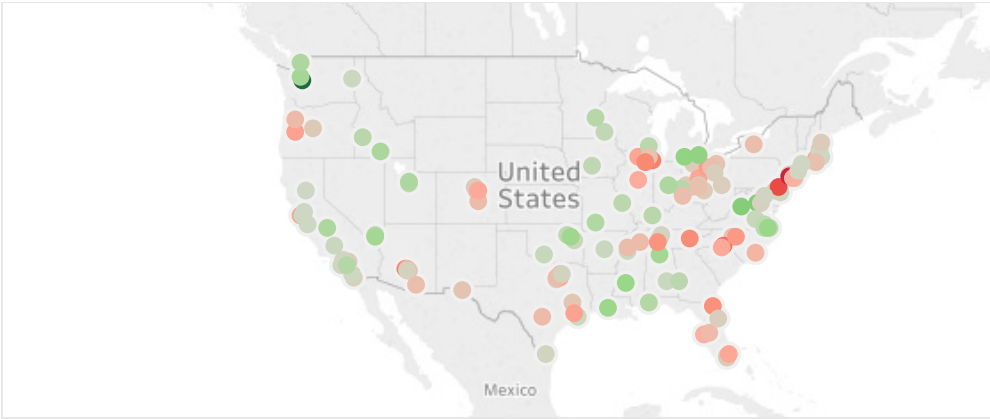
## Sales & Profit Mix



## Profits across States



## Profits across Cities



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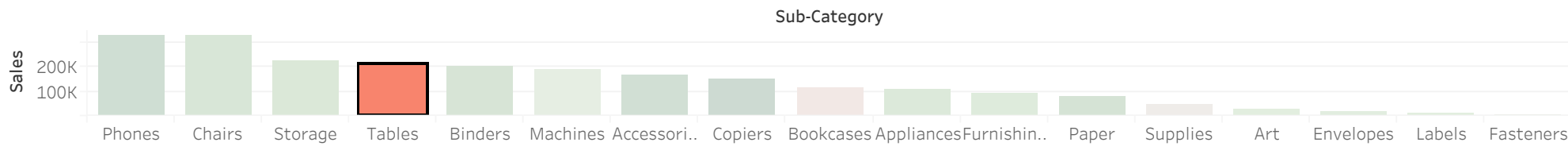
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## Sales & Profit Mix



## Profits vs Discounts

