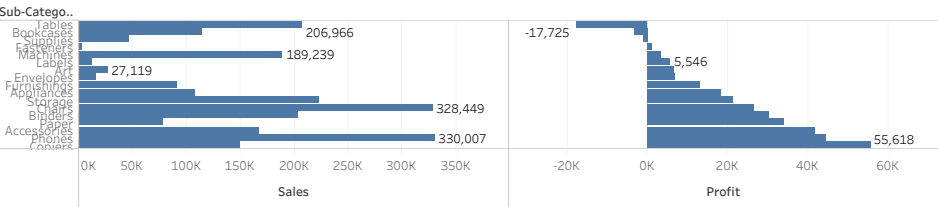


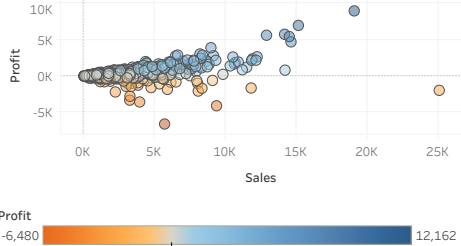
Category Analysis



Sales Dynamics

Sub-Catego..	2018				2019				2020				2021			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Accessories	1,125	1,038	1,686	2,554	671	1,238	3,099	5,189	1,036	1,685	2,585	4,358	2,292	2,576	5,335	4,470
Appliances	-252	960	321	1,231	-39	-523	694	2,380	498	522	1,219	3,064	1,709	1,245	2,245	2,467
Art	173	407	312	514	169	323	408	585	170	365	407	472	293	579	716	633
Binders	634	2,162	2,319	-375	5,235	3,373	273	-1,285	1,134	-1,643	236	10,488	1,669	2,720	5,480	-2,199
Bookcases	-468	214	311	25	-602	-290	-1,705	168	-106	416	-116	18	193	109	8	894
Chairs	1,403	1,072	1,872	2,608	570	968	2,131	2,559	365	1,601	915	2,882	1,079	1,271	2,422	2,872
Copiers		465	1,587	861	1,858	2,242	1,601	4,229	120	1,565	3,896	12,162	10,566	1,050	1,528	11,888
Envelopes		315	295	684	285	354	514	808	451	193	683	739	352	247	246	597
Fasteners	10	28	75	65	28	18	45	81	29	54	80	131	35	19	97	154
Furnishings	184	352	1,105	232	324	1,057	861	810	683	360	737	2,156	350	937	1,234	1,578
Labels	104	344	277	951	368	172	315	470	62	263	357	610	127	326	890	403
Machines	-1,255	-142	-2,626	4,393	-734	927	2,045	739	4,969	4,581	-162	-6,480	906	-1,167	256	-2,864
Paper	663	912	1,813	2,983	1,000	956	1,794	2,820	1,219	2,913	2,219	2,720	2,082	2,442	3,483	4,034
Phones	1,909	3,263	2,277	4,359	823	1,552	4,210	3,813	1,195	2,713	1,789	3,762	2,050	2,102	3,192	5,505
Storage	693	543	1,181	1,749	746	690	1,434	635	1,009	1,154	1,205	2,837	813	2,018	1,294	3,278
Supplies	10	107	393	-19	19	41	-114	-29	-575	-57	61	-127	-149	107	-971	58
Tables	-1,321	-409	-392	-1,002	-1,457	-919	-748	-386	-816	-295	-289	-1,552	-859	-1,283	-1,468	-4,530

Customer Analysis



Product Analysis

