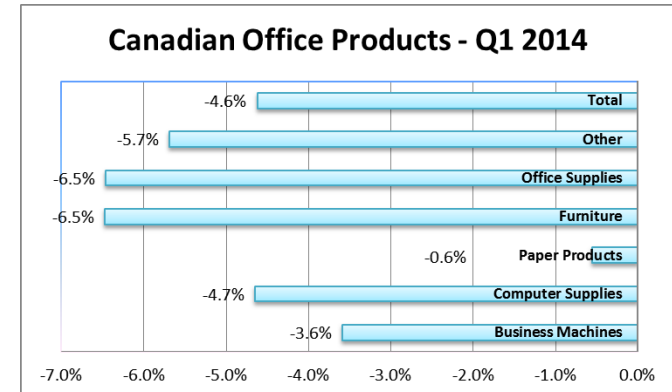
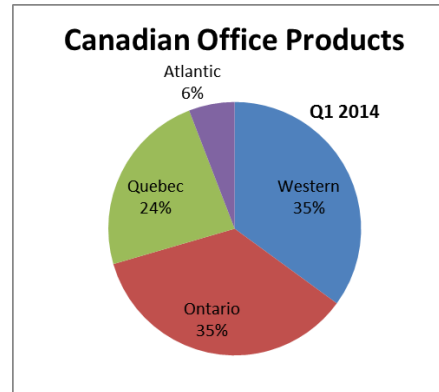
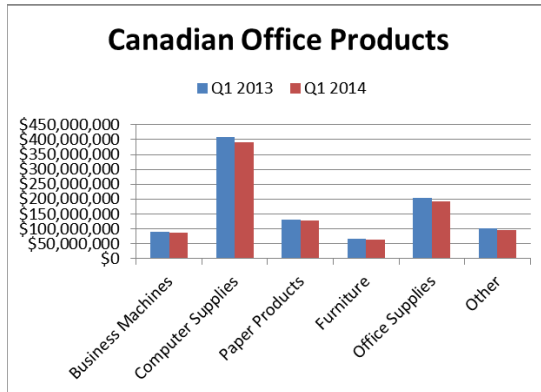


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Product Categories - Summary

2014



	QTR 1		YTD		QTR 1		YTD		QTR 1		YTD	
Business Machines												
Computer Supplies												
Paper Products												
Furniture												
Office Supplies												
Other												
Total												

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Product Categories - Details

2014

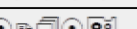
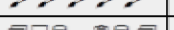
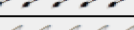
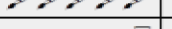
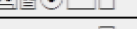
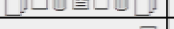
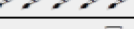
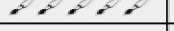
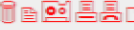
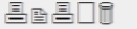
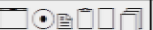
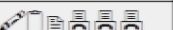
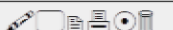
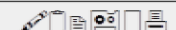
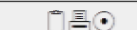
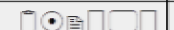
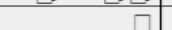
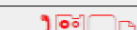
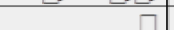
	QTR 1	YTD	QTR 1	YTD	QTR 1	YTD
Business Machines						
Shredders	████████	████████	████████	████████	-3.3%	-3.3%
Copiers/fax/multi-function devices	████████	████████	████████	████████	1.9%	1.9%
Calculators	████████	████████	████████	████████	-3.7%	-3.7%
Presentation Products	████████	████████	████████	████████	-5.1%	-5.1%
Other	████████	████████	████████	████████	-6.4%	-6.4%
Subtotal for Business Machines	████████	████████	████████	████████	-3.6%	-3.7%
Computer Supplies						
Storage	████████	████████	████████	████████	-6.1%	-6.1%
Computer Hardware	████████	████████	████████	████████	-0.2%	-0.2%
Computer Software	████████	████████	████████	████████	-10.9%	-10.9%
Inkjet Supplies	████████	████████	████████	████████	-7.2%	-7.2%
Toner Supplies	████████	████████	████████	████████	-4.8%	-4.8%
Computer Accessories	████████	████████	████████	████████	-2.4%	-2.4%
Other	████████	████████	████████	████████	-5.6%	-5.6%
Subtotal for Computer Supplies	████████	████████	████████	████████	-4.7%	-4.9%
Paper Products						
Envelopes	████████	████████	████████	████████	-6.2%	-6.2%
Fine White Commodity	████████	████████	████████	████████	5.9%	5.9%
Fine Other Technology	████████	████████	████████	████████	-4.1%	-4.1%
Pads	████████	████████	████████	████████	-3.6%	-3.6%
Other	████████	████████	████████	████████	-8.6%	-8.6%
Subtotal for Paper Products	████████	████████	████████	████████	-0.6%	-0.6%
Furniture						
Chairs	████████	████████	████████	████████	-1.8%	-1.8%
Workstations	████████	████████	████████	████████	-7.2%	-7.2%
File Cabinets	████████	████████	████████	████████	-7.7%	-7.7%
Other	████████	████████	████████	████████	-12.2%	-12.2%
Subtotal for Furniture	████████	████████	████████	████████	-6.5%	-6.9%
Office Supplies						
Binders, Binder Accessories & Presentation cov	████████	████████	████████	████████	-9.8%	-9.8%
Filing & Storage	████████	████████	████████	████████	-6.4%	-6.4%
Writing	████████	████████	████████	████████	-5.0%	-5.0%
Office Essentials - non-consumables	████████	████████	████████	████████	-5.0%	-5.0%
Office Essentials - consumables	████████	████████	████████	████████	-2.4%	-2.4%
Other	████████	████████	████████	████████	-8.8%	-8.8%
Subtotal for Office Supplies	████████	████████	████████	████████	-6.5%	-6.9%
Other						
Janitorial & Sanitation	████████	████████	████████	████████	11.7%	11.7%
Food & Beverage	████████	████████	████████	████████	6.1%	6.1%
Services	████████	████████	████████	████████	-3.2%	-3.2%
Other	████████	████████	████████	████████	-31.8%	-31.8%
Subtotal for Other	████████	████████	████████	████████	-5.7%	-6.0%
Total	████████	████████	████████	████████		

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Sample

Product Category				2014		
	Q1 Industry	Q2 Industry	Q3 Industry	Q4 Industry	To Date 2013	To Date 2014
Western						
Business Machines:						
Total						
Change:						
Computer Supplies:						
Total						
Change:						
Paper Products:						
Total						
Change:						
Furniture:						
Total						
Change:						
Office Supplies:						
Total						
Change:						
Other:						
Total						
Change:						
Total:						
Change:						
Ontario						
Business Machines:						
Total						
Change:						
Computer Supplies:						
Total						
Change:						
Paper Products:						
Total						
Change:						

Sample

COPA Data Factory		Q1 2014		Commercial Sales						
	Sales				Ranking		SKUs		Eachs	
	Q1 2013	Q1 2014	Variance	%	Q1 2013	Q1 2014	Q1 2014	Var to Q1 2013	Q1 2014	Var to Q1 2013
Writing Instruments	\$15,044,439							(671,302)		(2,189,412)
Pens								(438,353)		(1,000,563)
Gel Pens	\$2,398,902							(41,561)		60,652
Pentel										
Zebra										
Crestar										
Newell										
Brand										
BIC										
Exclusive										
Ballpoint Pens - RT			(\$145,938)				2,402,146			(341,822)
Newell										
Brand										
Zebra										
BIC										
Pentel										
Crestar										
Dixon										
faedtler										
ngue										
e										

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