

Region	Country	Division	Product type	Year	Product	Actual Sales	Predicted Sales
EAST	CANADA	CONSUMER	FURNITURE	1993	BED	\$7,142.00	\$5,216.00
					SOFA	\$5,341.00	\$5,865.00
				1994	BED	\$6,477.00	\$6,372.00
					SOFA	\$6,413.00	\$6,486.00
			OFFICE	1993	CHAIR	\$5,283.00	\$6,397.00
					DESK	\$6,683.00	\$6,285.00
					TABLE	\$5,025.00	\$9,257.00
				1994	CHAIR	\$5,833.00	\$5,986.00
					DESK	\$5,826.00	\$6,762.00
					TABLE	\$5,673.00	\$5,490.00
		EDUCATION	FURNITURE	1993	BED	\$6,660.00	\$6,140.00
					SOFA	\$7,807.00	\$6,832.00
				1994	BED	\$6,917.00	\$5,071.00
					SOFA	\$4,563.00	\$5,104.00
			OFFICE	1993	CHAIR	\$7,089.00	\$6,180.00
					DESK	\$5,019.00	\$5,558.00
					TABLE	\$8,081.00	\$4,696.00
				1994	CHAIR	\$6,995.00	\$5,439.00
					DESK	\$7,492.00	\$5,918.00
					TABLE	\$7,166.00	\$5,592.00
	GERMANY	CONSUMER	FURNITURE	1993	BED	\$5,509.00	\$5,727.00
					SOFA	\$7,531.00	\$7,139.00
				1994	BED	\$5,269.00	\$6,094.00
					SOFA	\$5,970.00	\$6,765.00
			OFFICE	1993	CHAIR	\$5,155.00	\$4,520.00
					DESK	\$6,737.00	\$5,590.00
					TABLE	\$6,316.00	\$6,702.00
				1994	CHAIR	\$5,109.00	\$5,708.00
					DESK	\$5,948.00	\$4,844.00
					TABLE	\$6,742.00	\$5,926.00
		EDUCATION	FURNITURE	1993	BED	\$6,351.00	\$6,025.00
					SOFA	\$6,877.00	\$6,792.00
				1994	BED	\$6,408.00	\$3,788.00
					SOFA	\$5,836.00	\$5,668.00
			OFFICE	1993	CHAIR	\$6,448.00	\$5,983.00

Region	Country	Division	Product type	Year	Product	Actual Sales	Predicted Sales
					DESK	\$6,718.00	\$4,784.00
					TABLE	\$5,530.00	\$6,661.00
				1994	CHAIR	\$6,565.00	\$5,855.00
					DESK	\$6,000.00	\$6,365.00
					TABLE	\$7,528.00	\$6,643.00
	U.S.A.	CONSUMER	FURNITURE	1993	BED	\$6,810.00	\$5,058.00
					SOFA	\$5,319.00	\$6,712.00
				1994	BED	\$6,401.00	\$5,883.00
					SOFA	\$4,388.00	\$5,759.00
			OFFICE	1993	CHAIR	\$8,080.00	\$5,730.00
					DESK	\$6,266.00	\$7,798.00
					TABLE	\$6,067.00	\$6,353.00
				1994	CHAIR	\$7,405.00	\$6,228.00
					DESK	\$4,802.00	\$6,551.00
					TABLE	\$5,736.00	\$4,904.00
		EDUCATION	FURNITURE	1993	BED	\$4,257.00	\$5,992.00
					SOFA	\$5,977.00	\$5,887.00
				1994	BED	\$5,669.00	\$6,665.00
					SOFA	\$6,579.00	\$4,076.00
			OFFICE	1993	CHAIR	\$4,894.00	\$5,784.00
					DESK	\$6,988.00	\$6,831.00
					TABLE	\$5,569.00	\$7,134.00
				1994	CHAIR	\$6,999.00	\$5,610.00
					DESK	\$5,137.00	\$5,359.00
					TABLE	\$4,886.00	\$6,273.00
WEST	CANADA	CONSUMER	FURNITURE	1993	BED	\$3,645.00	\$3,873.00
					SOFA	\$6,735.00	\$6,413.00
				1994	BED	\$6,912.00	\$5,736.00
					SOFA	\$6,314.00	\$4,610.00
			OFFICE	1993	CHAIR	\$5,361.00	\$5,692.00
					DESK	\$6,596.00	\$5,379.00
					TABLE	\$4,414.00	\$4,971.00
				1994	CHAIR	\$6,016.00	\$4,950.00
					DESK	\$7,129.00	\$6,903.00
					TABLE	\$5,166.00	\$5,676.00

Region	Country	Division	Product type	Year	Product	Actual Sales	Predicted Sales
		EDUCATION	FURNITURE	1993	BED	\$4,397.00	\$7,411.00
					SOFA	\$6,837.00	\$5,405.00
				1994	BED	\$5,579.00	\$4,396.00
					SOFA	\$6,125.00	\$5,011.00
			OFFICE	1993	CHAIR	\$6,729.00	\$5,739.00
					DESK	\$7,377.00	\$6,186.00
					TABLE	\$4,799.00	\$5,834.00
				1994	CHAIR	\$6,933.00	\$6,413.00
					DESK	\$6,065.00	\$6,402.00
					TABLE	\$6,376.00	\$5,373.00
	GERMANY	CONSUMER	FURNITURE	1993	BED	\$6,821.00	\$4,901.00
					SOFA	\$8,543.00	\$6,631.00
				1994	BED	\$6,695.00	\$7,183.00
					SOFA	\$6,646.00	\$5,900.00
			OFFICE	1993	CHAIR	\$5,000.00	\$5,133.00
					DESK	\$5,396.00	\$4,661.00
					TABLE	\$7,074.00	\$4,528.00
				1994	CHAIR	\$5,953.00	\$4,921.00
					DESK	\$6,527.00	\$7,645.00
					TABLE	\$4,905.00	\$5,925.00
		EDUCATION	FURNITURE	1993	BED	\$4,837.00	\$6,387.00
					SOFA	\$7,777.00	\$6,478.00
				1994	BED	\$4,244.00	\$3,691.00
					SOFA	\$5,880.00	\$4,144.00
			OFFICE	1993	CHAIR	\$6,542.00	\$7,355.00
					DESK	\$6,307.00	\$4,786.00
					TABLE	\$5,935.00	\$6,336.00
				1994	CHAIR	\$6,333.00	\$4,594.00
					DESK	\$4,869.00	\$5,964.00
					TABLE	\$5,167.00	\$6,812.00
	U.S.A.	CONSUMER	FURNITURE	1993	BED	\$6,710.00	\$7,578.00
					SOFA	\$6,036.00	\$6,049.00
				1994	BED	\$5,309.00	\$6,570.00
					SOFA	\$5,843.00	\$5,291.00
			OFFICE	1993	CHAIR	\$5,432.00	\$6,299.00

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					DESK	\$5,668.00	\$5,509.00
					TABLE	\$7,062.00	\$5,827.00
				1994	CHAIR	\$5,387.00	\$4,834.00
					DESK	\$6,694.00	\$7,887.00
					TABLE	\$5,240.00	\$6,003.00
		EDUCATION	FURNITURE	1993	BED	\$6,324.00	\$6,615.00
					SOFA	\$4,652.00	\$6,275.00
				1994	BED	\$6,694.00	\$5,495.00
					SOFA	\$4,599.00	\$5,159.00
			OFFICE	1993	CHAIR	\$7,007.00	\$4,686.00
					DESK	\$6,412.00	\$5,460.00
					TABLE	\$5,523.00	\$6,186.00
				1994	CHAIR	\$5,732.00	\$6,074.00
					DESK	\$6,576.00	\$6,768.00
					TABLE	\$6,220.00	\$6,570.00