

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			

Region	Country	Division	Product type	Year	Product	Actual Sales	Predicted Sales	
EAST	GERMANY	EDUCATION	OFFICE	1993	CHAIR	\$6,448.00	\$5,983.00	
					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	

Region	Country	Division	Product type	Year	Product	Actual Sales	Predicted Sales	
WEST	CANADA	CONSUMER	OFFICE	1994	CHAIR	\$6,016.00	\$4,950.00	
					DESK	\$7,129.00	\$6,903.00	
					TABLE	\$5,166.00	\$5,676.00	
		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				

Region	Country	Division	Product type	Year	Product	Actual Sales	Predicted Sales	
WEST	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
						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				