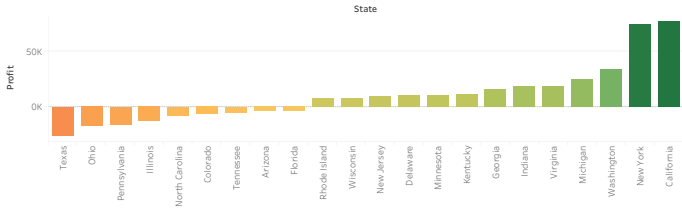
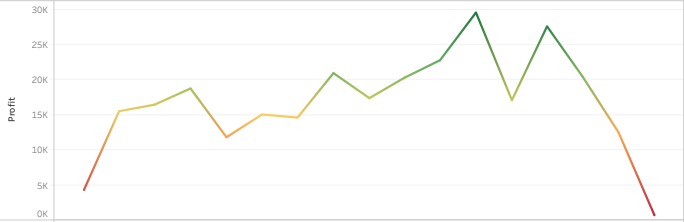


Discount Influence on Profits

States Profit

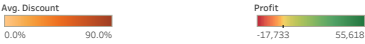


Profit



Most Profitable Category

	Furniture	Office Supplies	Technology
2015	\$7,594	\$23,336	\$24,219
2016	\$9,086	\$31,761	\$21,689
2017	\$9,352	\$38,806	\$41,984
2018	-\$7,642	\$28,045	\$57,374
2019	\$54	\$526	\$163
Grand Total	\$18,444	\$122,474	\$145,429



Profit & Discount

Category	Sub Category	Avg. Di.	Profit
Furniture	Tables	26.1%	-17,733
	Bookcases	21.1%	-3,479
	Furnishings	13.8%	13,070
	Chairs	17.0%	26,586
	Supplies	7.7%	-1,187
Office Supplies	Fasteners	8.2%	952
	Labels	6.9%	5,558
	Art	7.5%	6,530
	Envelopes	8.0%	6,956
	Appliances	16.7%	18,132
	Storage	7.5%	21,280
	Binders	37.2%	30,200
	Paper	7.5%	34,053
	Machines	30.6%	3,387

