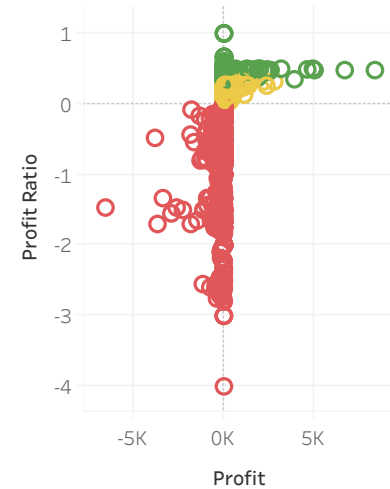


### Profitability

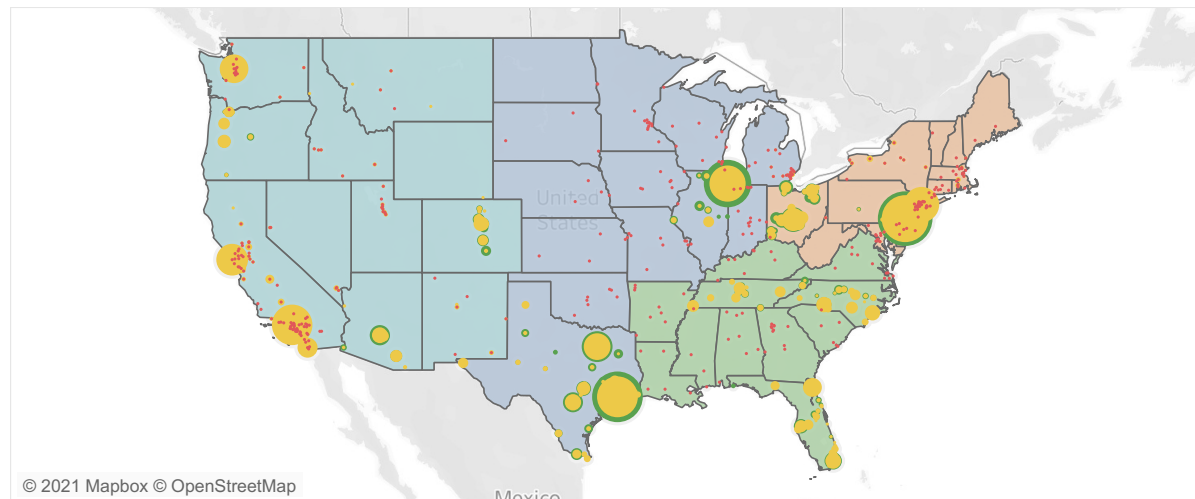


### Discounts by States

State	Discount
Alabama	29.65%
Arizona	-9.73%
Arkansas	34.30%
California	16.68%
Colorado	-20.33%
Connecticut	26.22%
Delaware	36.35%
District of Columbia	36.95%
Florida	-3.81%
Georgia	33.09%
Idaho	18.90%
Illinois	-15.73%
Indiana	34.33%

KPI Discount ■ Bad ■ Good ■ Great

### Discounts by State & City



### Profit by Manufacturer

