

2021 Annual Review

< Sales & Profit Vol & Discount Customer 5-Year Snapshot >



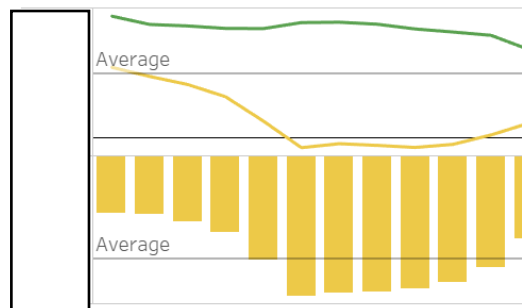
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Discount%

Discount over time

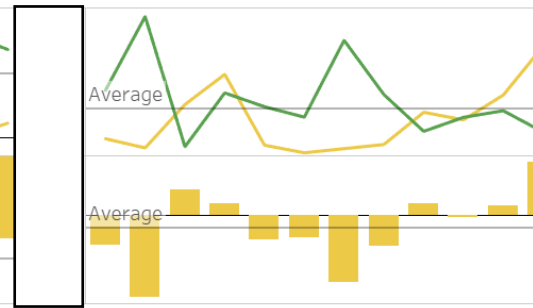
Current year | Previous



Volume MT

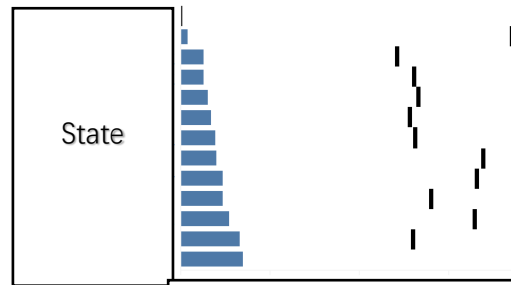
Volume MT over time

Current year | Previous



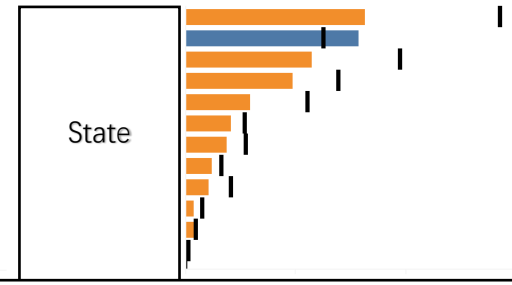
Avg Discount% breakdown by State

Better | Worse | Previous year



Volume MT breakdown by State

Better | Worse | Previous year

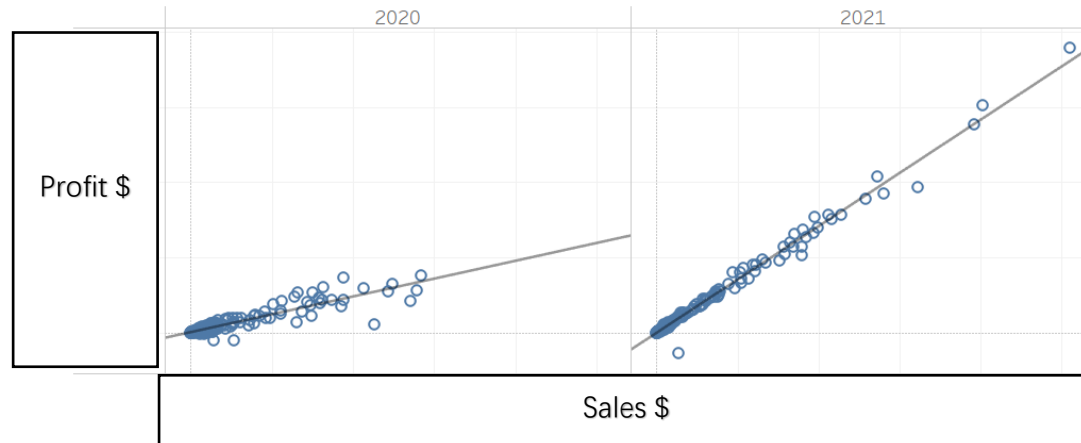


< Discount % Volume MT >

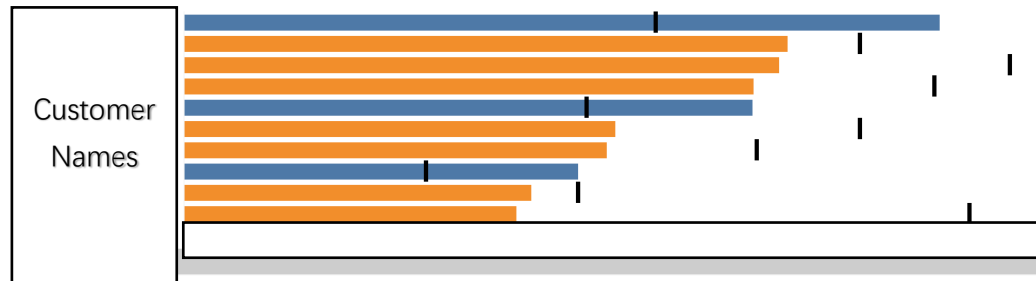
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< Sales & Profit Vol & Discount **Customer** 5-Year Snapshot >

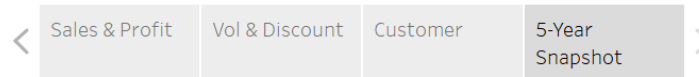
Sales vs. Gross Profit by Customer 2020-2021



Top 10 Customers by Volume MT
Better | Worse | Previous year



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Sales & Profit by State 2016-2021



Volume by Category 2016-2021

