

**DEALER INFORMATION SYSTEM**
**GUILLERMO BEVERAGE DISTRIBUTION SERVICES**

 Comparative Sales Volume Report per Product for: Route 02,  
 NAB Products

 FERMIN  
 TOPEZ

 Route Type: **MIXED**

 Covering for the period from September 01, 2025 to September 30,  
 2025

SKU	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI 10 CAN	-	-	1	-	(100.00)	-	-
CALI 330 PL	-	-	12	-	(100.00)	-	-
CALI CAN	3	-	8	-	(62.50)	1.33	-
CALI ICE 330	2	-	1	-	100.00	0.89	-
CALI ICE CAN	3	-	2	-	50.00	1.33	-
<b>CALI</b>	<b>8</b>	<b>-</b>	<b>24</b>	<b>-</b>	<b>(112.50)</b>	<b>3.56</b>	<b>-</b>
HTAPPLE250 ACL	217	-	108	-	100.93	96.44	-
<b>MAGNOLIA - H</b>	<b>217</b>	<b>-</b>	<b>108</b>	<b>-</b>	<b>100.93</b>	<b>96.44</b>	<b>-</b>
<b>NON-ALCOHOLIC BEVERAGES</b>	<b>225</b>	<b>-</b>	<b>132</b>	<b>-</b>	<b>(11.57)</b>	<b>100.00</b>	<b>-</b>
	225	-	132	-	(11.57)	100.00	-
BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	225	-	132	-	(11.57)	100.00	-
	225	-	132	-	(11.57)	100.00	-
BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
<b>CALI</b>	<b>8</b>	<b>-</b>	<b>24</b>	<b>-</b>	<b>(112.50)</b>	<b>3.56</b>	<b>-</b>
<b>MAGNOLIA - H</b>	<b>217</b>	<b>-</b>	<b>108</b>	<b>-</b>	<b>100.93</b>	<b>96.44</b>	<b>-</b>
	225	-	132	-	(11.57)	100.00	-

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Dealer Representative  
(Signature Over Printed Name)Supervisor  
(Signature Over Printed Name)