

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE 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	-
CALI	8	-	24	-	(112.50)	3.56	-
HTAPPLE250 ACL	217	-	108	-	100.93	96.44	-
MAGNOLIA - H	217	-	108	-	100.93	96.44	-
NON-ALCOHOLIC BEVERAGES	225	-	132	-	(11.57)	100.00	-
	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
CALI	8	-	24	-	(112.50)	3.56	-
MAGNOLIA - H	217	-	108	-	100.93	96.44	-
	225	-	132	-	(11.57)	100.00	-

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)