

DEALER INFORMATION SYSTEM
GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

Route Type: ALL

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	12	-	9	-	33.33	1.06	-
CALI 330 PL	11	-	62	-	(82.26)	0.97	-
CALI CAN	37	-	52	-	(28.85)	3.27	-
CALI ICE 330	24	-	16	-	50.00	2.12	-
CALI ICE CAN	32	-	17	-	88.24	2.83	-
CALI	116	-	156	-	60.46	10.26	-
HTAPPLE250 ACL	1,015	-	410	-	147.56	89.74	-
MAGNOLIA - H	1,015	-	410	-	147.56	89.74	-
NON-ALCOHOLIC BEVERAGES	1,131	-	566	-	208.03	100.00	-
	1,131	-	566	-	208.03	100.00	-
BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	1,131	-	566	-	208.03	100.00	-
	1,131	-	566	-	208.03	100.00	-
BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	116	-	156	-	60.46	10.26	-
MAGNOLIA - H	1,015	-	410	-	147.56	89.74	-
	1,131	-	566	-	208.03	100.00	-

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)