

# DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

FERMIN  
TOPEZ

Route Type: MIXED

Covering for the period from March 01, 2025 to March 31, 2025

SKU	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH SUPER 1000	60	-	-	-	-	1.09	-
<b>CALI</b>	<b>60</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.09</b>	<b>-</b>
PP1000	634	-	-	-	-	11.48	-
PP320	14	-	-	-	-	0.25	-
<b>PALE PILSEN</b>	<b>648</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>11.73</b>	<b>-</b>
RH1000	4,329	-	-	-	-	78.31	-
RH330	6	-	-	-	-	0.11	-
RH500	108	-	-	-	-	1.95	-
<b>RED HORSE</b>	<b>4,443</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>80.38</b>	<b>-</b>
<b>BROAD POPULAR</b>	<b>5,151</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>93.19</b>	<b>-</b>
GE1000	16	-	-	-	-	0.28	-
<b>GOLD EAGLE</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.28</b>	<b>-</b>
<b>ECONOMY</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.28</b>	<b>-</b>
CALI 330 PL	9	-	-	-	-	0.16	-
CALI CAN	1	-	-	-	-	0.02	-
CALI ICE CAN	2	-	-	-	-	0.04	-
<b>CALI</b>	<b>12</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.22</b>	<b>-</b>
HTAPPLE250 ACL	327	-	-	-	-	5.92	-
<b>MAGNOLIA - H</b>	<b>327</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5.92</b>	<b>-</b>
<b>NON-ALCOHOLIC BEVERAGES</b>	<b>339</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>6.13</b>	<b>-</b>

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FB LYCHEE 330 ACL	1	-	-	-	-	0.02	-
GOLD EAGLE	1	-	-	-	-	0.02	-
SL330ACL	6	-	-	-	-	0.11	-
SAN MIG LIGHT	6	-	-	-	-	0.11	-
FB APPLE 330 ACL	12	-	-	-	-	0.22	-
FB LEMON 330 ACL	2	-	-	-	-	0.04	-
SMFB	14	-	-	-	-	0.26	-
UPPER POPULAR	22	-	-	-	-	0.39	-
	5,528	-	-	-	-	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	5,528	-	-	-	-	100.00	-
	5,528	-	-	-	-	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	72	-	-	-	-	1.31	-
GOLD EAGLE	17	-	-	-	-	0.30	-
MAGNOLIA - H	327	-	-	-	-	5.92	-
PALE PILSEN	648	-	-	-	-	11.73	-
RED HORSE	4,443	-	-	-	-	80.38	-
SAN MIG LIGHT	6	-	-	-	-	0.11	-
SMFB	14	-	-	-	-	0.26	-
	5,528	-	-	-	-	100.00	-

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\_\_\_\_\_  
Dealer Representative  
(Signature Over Printed Name)

\_\_\_\_\_  
Supervisor  
(Signature Over Printed Name)