



Year > Month > Day

2023

YTD as of Month

July

Customer

All

Description

All

View By (Line & Bar Charts)

Quantity (Pallet)

MTD

Gross Margin %	60.9715%
GTN %	74.4574%
Quantity (Pallet)	393

YTD as of July

Gross Margin %	48.7689%
GTN %	65.2920%
Quantity (Pallet)	4852

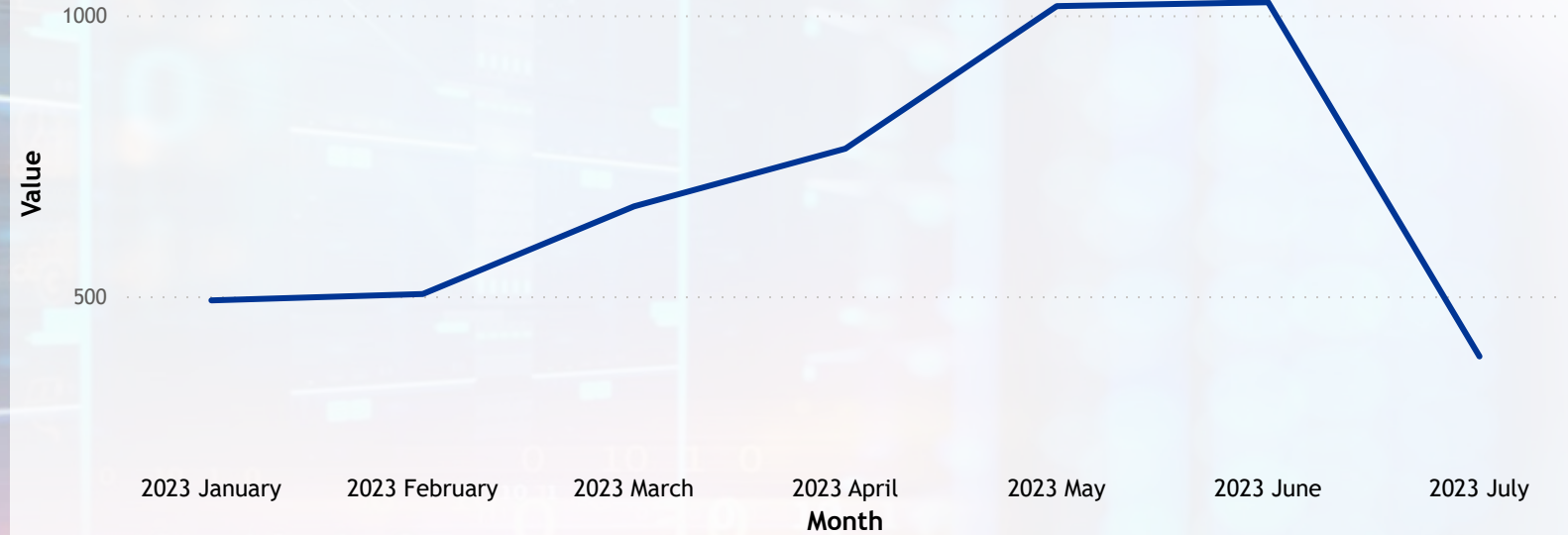
MTD vs. LY

Gross Margin %	63.0%
GTN %	38.1%
Quantity (Pallet)	-51.5%

YTD vs. LY as of July

Gross Margin %	9.7%
GTN %	6.8%
Quantity (Pallet)	-4.6%

Quantity (Pallet)



Quantity (Pallet) by Customer





Year > Month > Day
2023

YTD as of Month
June

Customer
All

Description
All

View By (Line & Bar Charts)
Calculated %

MTD

Gross Sales (GL)	\$2,013,556
Net Sales - Trade (GL)	\$1,152,796
GTN %	57.2517%

YTD as of June

Gross Sales (GL)	\$8,634,213
Net Sales - Trade (GL)	\$5,566,521
GTN %	64.4705%

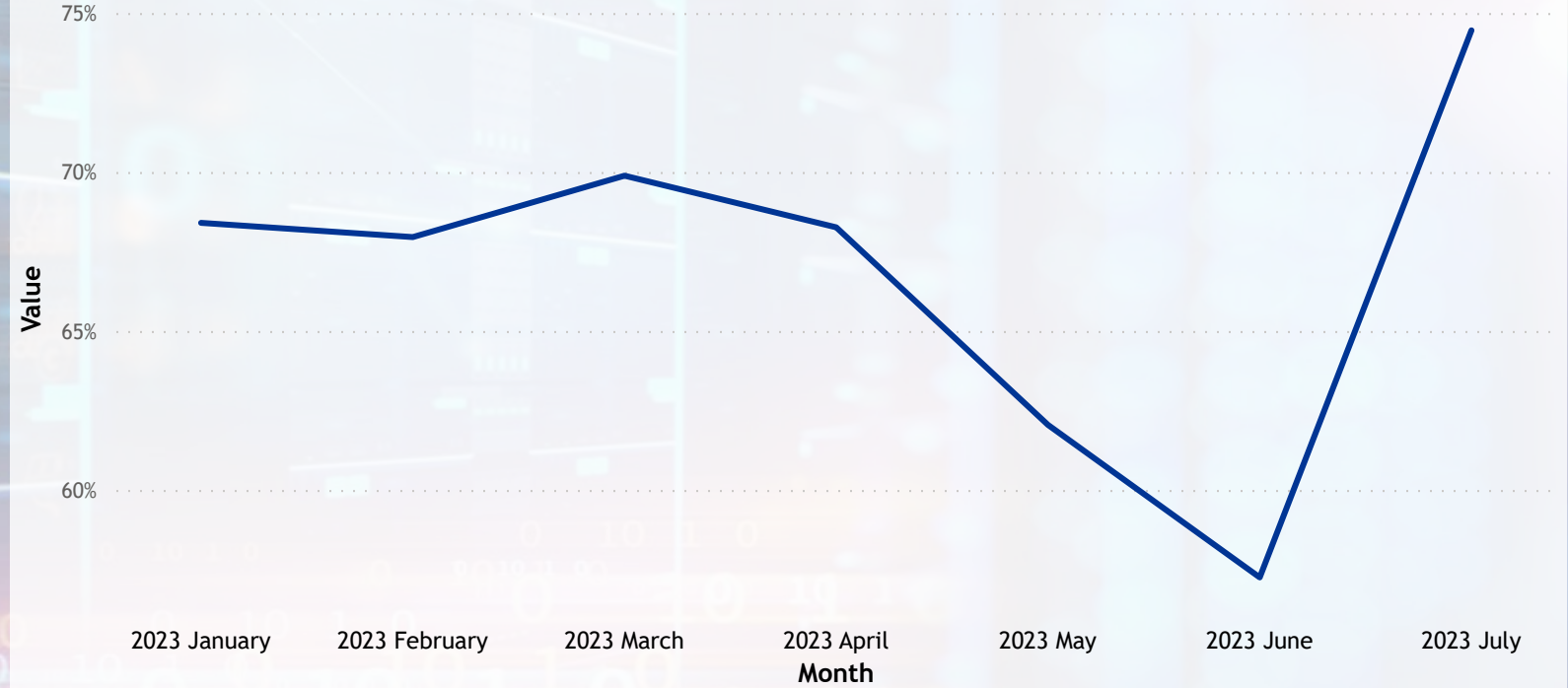
MTD vs. LY

Gross Sales (GL)	2.9%
Net Sales - Trade (GL)	10.6%
GTN %	7.6%

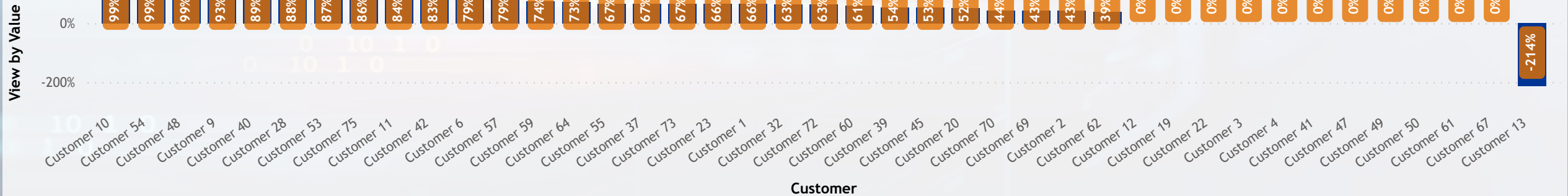
YTD vs. LY as of June

Gross Sales (GL)	5.5%
Net Sales - Trade (GL)	8.8%
GTN %	3.1%

Calculated %



Calculated % by Customer





Year > Month > Day
2023

YTD as of Month
June

Customer
All

Description
All

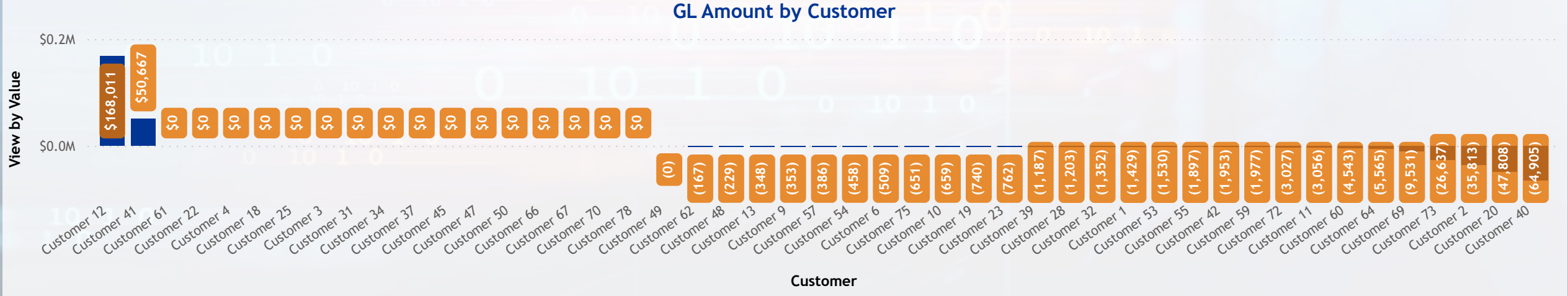
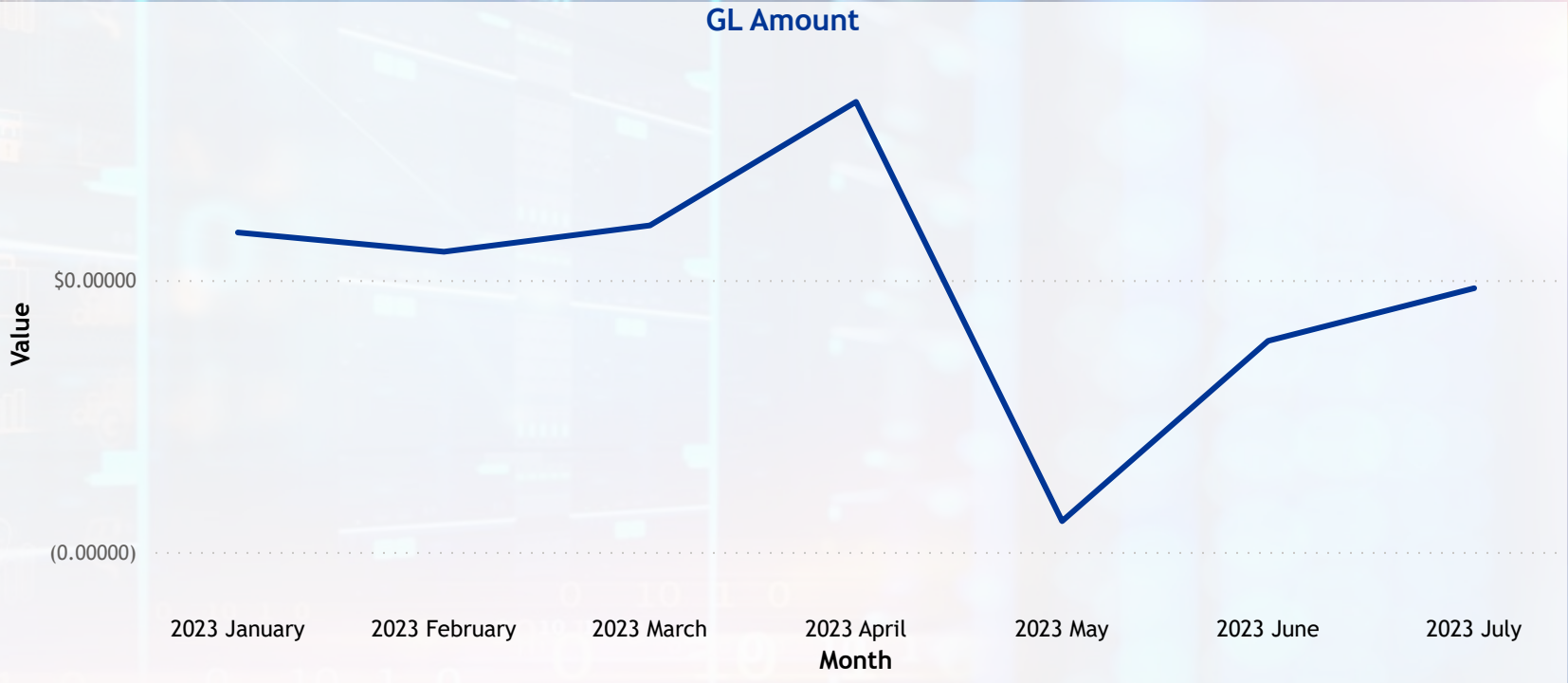
View By (Line & Bar Charts)
GL Amount

MTD	
Credit	\$13,068,145
Debit	\$13,068,145
GL Amount	\$0

YTD as of June	
Credit	\$63,935,790
Debit	\$63,935,790
GL Amount	(0)

MTD vs. LY	
Credit	-12.4%
Debit	-12.4%
GL Amount	-100.0%

YTD vs. LY as of June	
Credit	2.2%
Debit	2.2%
GL Amount	-180.0%





Year > Month > Day

2023

YTD as of Month

June

Customer

All

Description

All

View By (Line & Bar Charts)

Gross Margin %

MTD

Gross Sales (GL)	\$2,013,556
Gross Margin \$	\$828,100
Gross Margin %	41.1263%

YTD as of June

Gross Sales (GL)	\$8,634,213
Gross Margin \$	\$4,116,376
Gross Margin %	47.6752%

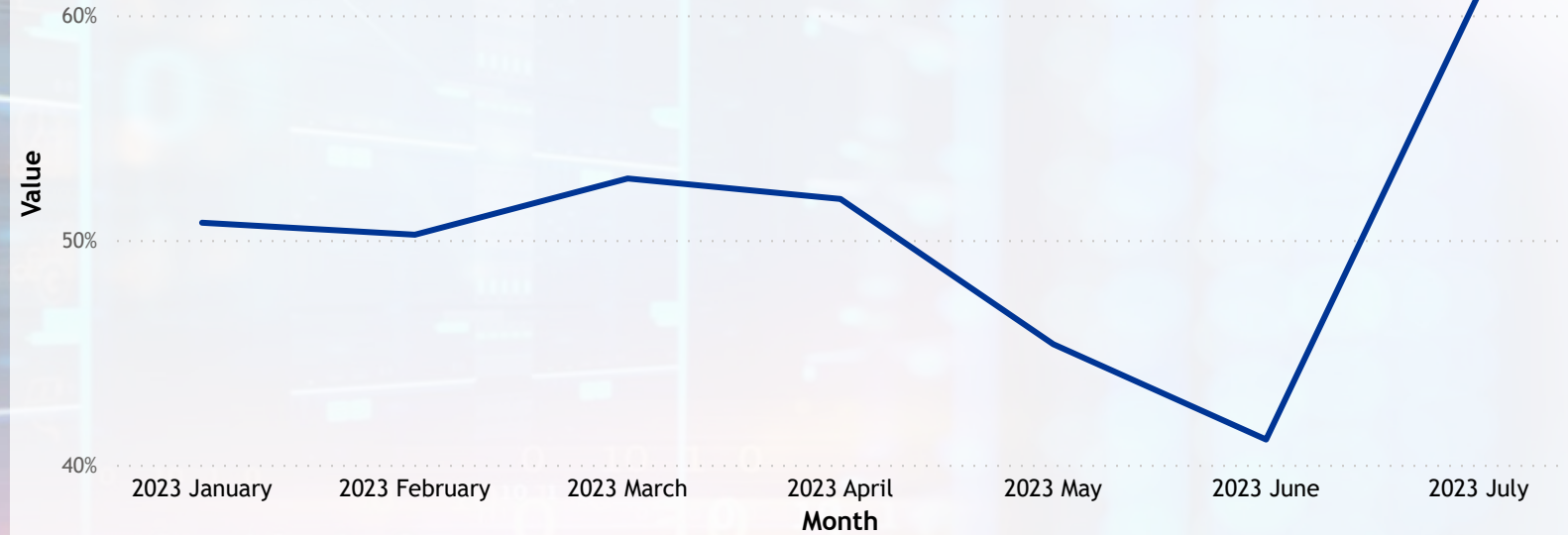
MTD vs. LY

Gross Sales (GL)	2.9%
Gross Margin \$	14.0%
Gross Margin %	10.8%

YTD vs. LY as of June

Gross Sales (GL)	5.5%
Gross Margin \$	9.9%
Gross Margin %	4.1%

Gross Margin %



Gross Margin % by Customer





Year > Month ...
2023

Description
All

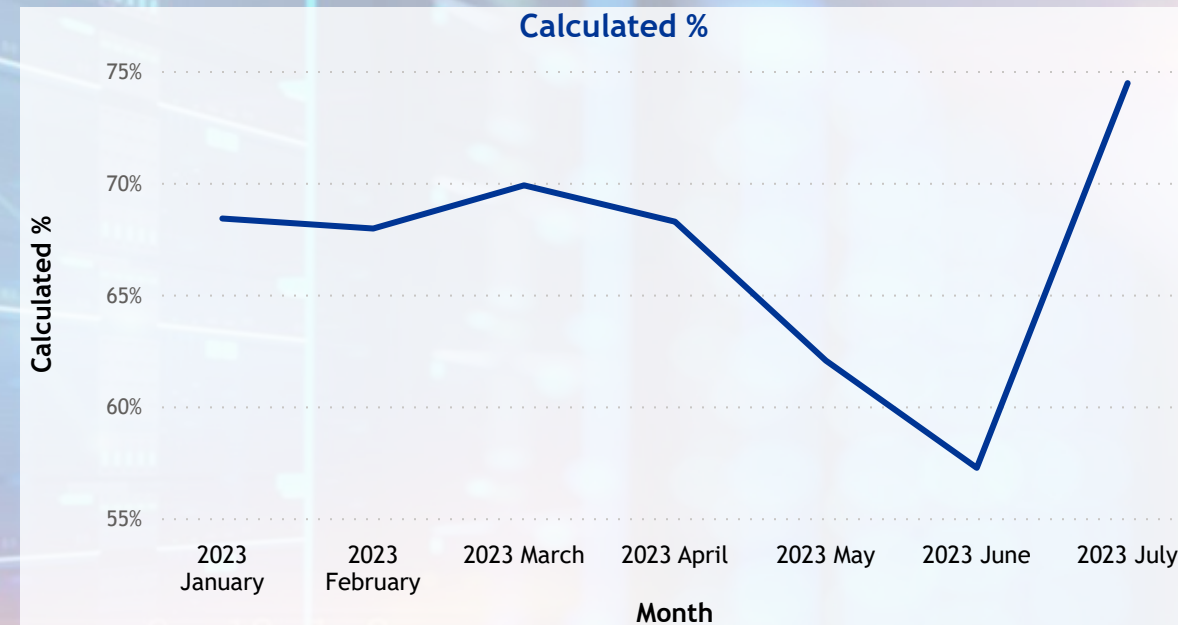
Customer
All

No
All

Detail
All

View by Product Line or Cust...
Customer

Date	View by Product Line or Customer	No	Detail	GL Amount
1/31/2023	Customer 12	86100	86100 - Provision for Income Taxes	(13,724)
2/28/2023	Customer 12	86100	86100 - Provision for Income Taxes	(14,166)
3/31/2023	Customer 12	86100	86100 - Provision for Income Taxes	(38,911)
4/30/2023	Customer 12	86100	86100 - Provision for Income Taxes	(56,722)
5/31/2023	Customer 12	86100	86100 - Provision for Income Taxes	(61,302)
7/6/2023	Customer 12	70700	70700 - Other Income - Misc	\$1,842
1/18/2023	Customer 12	70600	70600 - Charitable Contributions	(170)
6/22/2023	Customer 12	70600	70600 - Charitable Contributions	(2,500)
4/24/2023	Customer 19	70510	70510 - Payment Tolerance Granted	\$0
5/22/2023	Customer 19	70510	70510 - Payment Tolerance Granted	(4)
3/28/2023	Customer 12	70500	70500 - Payment Tolerance Received	\$10
4/5/2023	Customer 19	70500	70500 - Payment Tolerance Received	\$0
Total				(0)



View by Product Line or Customer	January	February	March	April	May	June	July	Total
Customer 1								
Net Sales - Trade (GL)	\$23,230	\$17,348	\$9,674	\$16,398	\$12,160	\$12,453	\$12,076	\$103,339
Net Sales (Flow)	(69,690)	(52,045)	(29,021)	(49,193)	(36,481)	(37,358)	(36,229)	(310,017)
Net Sales (GL)	\$22,089	\$16,663	\$9,122	\$15,991	\$11,531	\$11,738	\$12,469	\$99,604
GTN %	73.6271%	79.2784%	61.0219%	61.0575%	77.6174%	65.5639%	75.0002%	70.3443%
Customer 10								
Net Sales - Trade (GL)	\$670	\$1,819	\$3,430	\$4,523	\$555	\$4,523		\$15,520
Net Sales (Flow)	(2,011)	(5,458)	(10,289)	(13,569)	(1,665)	(13,569)	\$0	(46,559)
Net Sales (GL)	\$670	\$1,557	\$3,177	\$4,023	\$555	\$4,194	\$163	\$14,338
GTN %	0.0000%	92.8932%	175.1180%	98.9788%	0.0000%	98.9788%		118.8706%
Customer 11								
Net Sales - Trade (GL)	\$15,231	\$14,955	\$14,101	\$25,815	\$50,029	\$30,742	\$4,000	\$154,872



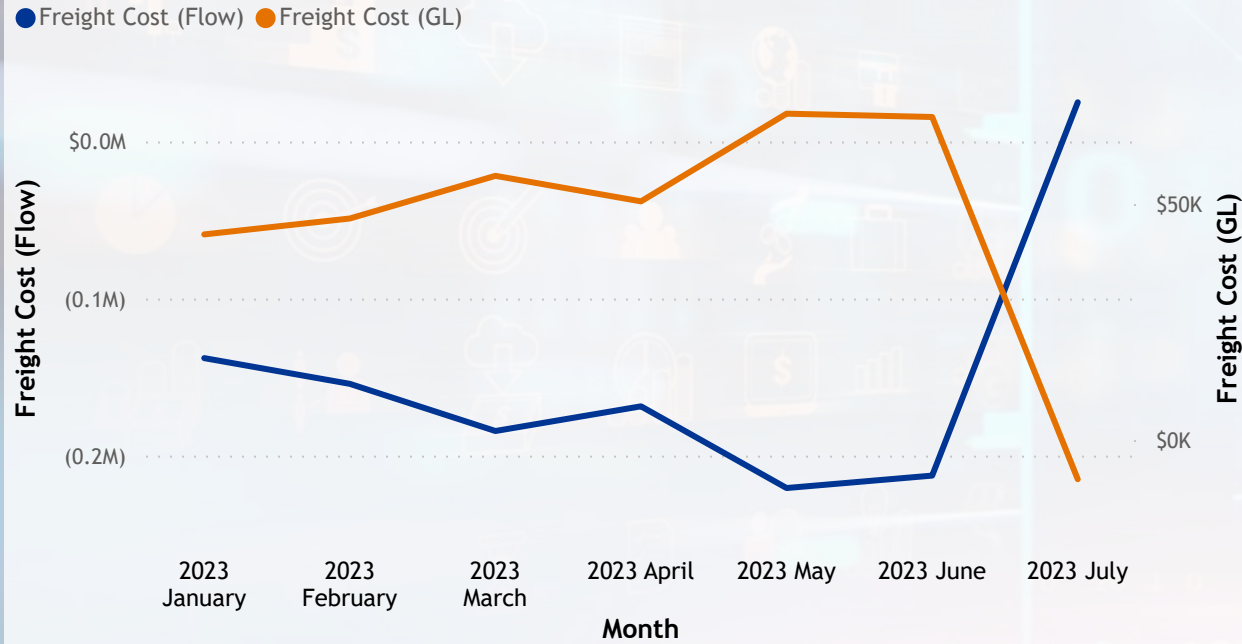
Year > Month > Day
2023

Customer
All

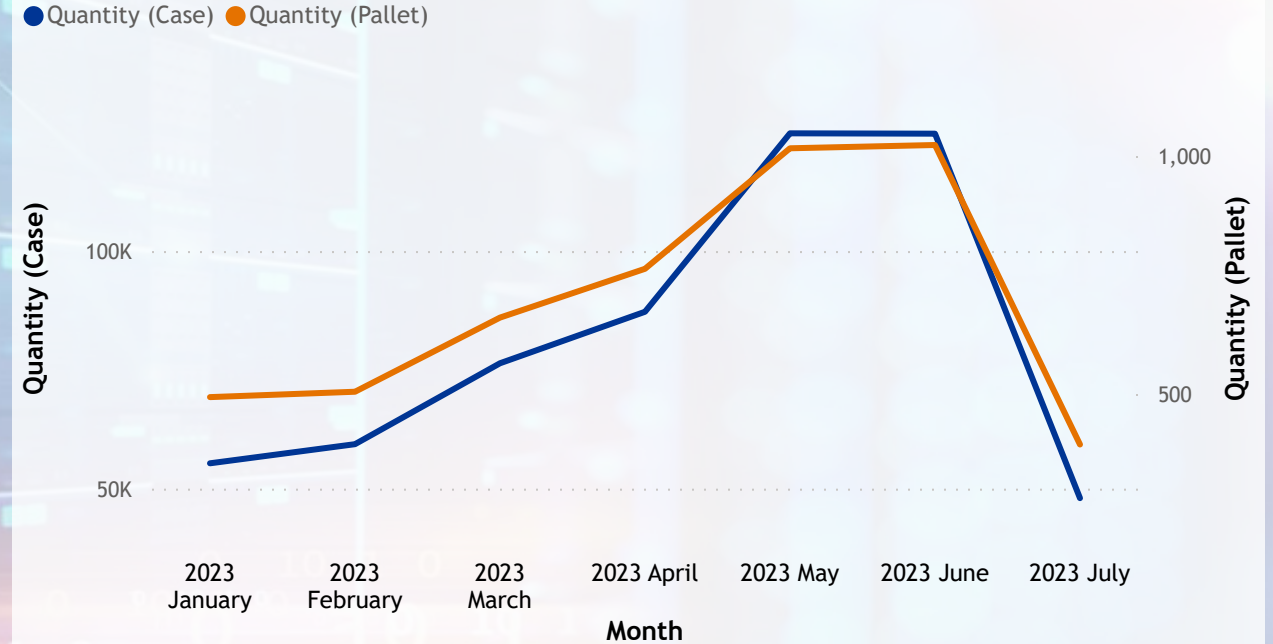
Channel
All

View By (Bottom Chart)
Quantity (Pallet)

Freight Cost - Flow & GL



Quantity - Case & Pallet



Quantity (Pallet) by Customer





Year > Month > Day

2023

Customer

All

Detail

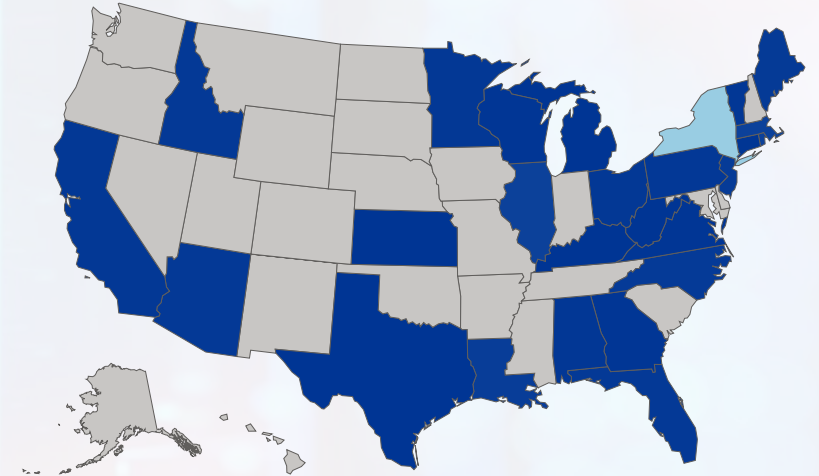
All

View By (Map)

Calculated %

Date	DocumentTypeDesc	Customer	DocumentNo	No	Detail	GL Amount
1/1/2023		Customer 1	23195	23195	Accrued Cash Discount	(477)
1/1/2023		Customer 1	45250	45250	Trade - Lump Sum Ads	\$567
1/1/2023		Customer 1	45400	45400	Trade - TPR & BOGO	\$518
1/1/2023		Customer 1	45500	45500	Trade - Cash Discount	\$477
1/1/2023		Customer 1	54100	54100	Freight - Outbound	\$501
1/1/2023		Customer 10	45250	45250	Trade - Lump Sum Ads	\$492
1/1/2023		Customer 10	45400	45400	Trade - TPR & BOGO	\$2,248
1/1/2023		Customer 11	12100	12100	Accounts Receivable - Trade	\$796
1/1/2023		Customer 11	23194	23194	Accrued Fairshare, Fees & Other	(796)
1/1/2023		Customer 11	23195	23195	Accrued Cash Discount	(121)
1/1/2023		Customer 11	45250	45250	Trade - Lump Sum Ads	\$199
Total						(0)

Calculated %



Consolidated Customer No	Quantity (Case)	Quantity (Pallet)	Gross Sales (GL)	Total Discount (GL)	Net Sales - Trade (GL)	GTN %	COGS B/F Freight and Comm	Freight Cost (GL)	Commissions Cost (GL)	Total COGS (GL)
<input checked="" type="checkbox"/> Customer 1	7,200.00	89	\$146,905	\$43,566	\$103,339	70.3443%	\$43,033	\$3,735	\$3,136	\$49,904
Description 193	3,440.00	57	\$85,541	\$31,046	\$54,495	63.7064%	\$26,708	\$1,704	\$1,860	\$30,272
Description 58	3,760.00	31	\$61,363	\$12,520	\$48,844	79.5977%	\$16,325	\$2,031	\$1,275	\$19,631
<input checked="" type="checkbox"/> Customer 10	800.00	7	\$13,056	(2,464)	\$15,520	118.8706%	\$3,510	\$1,182	\$406	\$5,098
Description 26				(83)	\$83	0.0000%			\$4	
Description 28	800.00	7	\$13,056	(2,381)	\$15,437	118.2345%	\$3,510	\$1,182	\$402	\$5,098
<input checked="" type="checkbox"/> Customer 11	11,516.00	85	\$175,244	\$20,371	\$154,872	88.3755%	\$46,531	\$6,380	\$5,904	\$58,815
Description 30	0.00	0		\$59	(59)	0.0000%			(2)	
Description 32	0.00	0		\$128	(128)	0.0000%			(5)	
Description 36	0.00	0		(570)	\$570	0.0000%			\$20	\$
Description 38				(305)	\$305	0.0000%			\$7	
Description 40	11,516.00	85	\$175,244	\$20,371	\$154,872	87.9823%	\$46,531	\$6,380	\$5,885	\$58,796
Total	575,814.50	4,852	\$9,408,110	\$3,265,365	\$6,142,745	65.2920%	\$2,606,676	\$326,758	\$175,588	\$3,109,022



Year > Month > Day

2023

Customer

All

Detail

All

View By (Line)

Quantity (Pallet)

View By (Map)

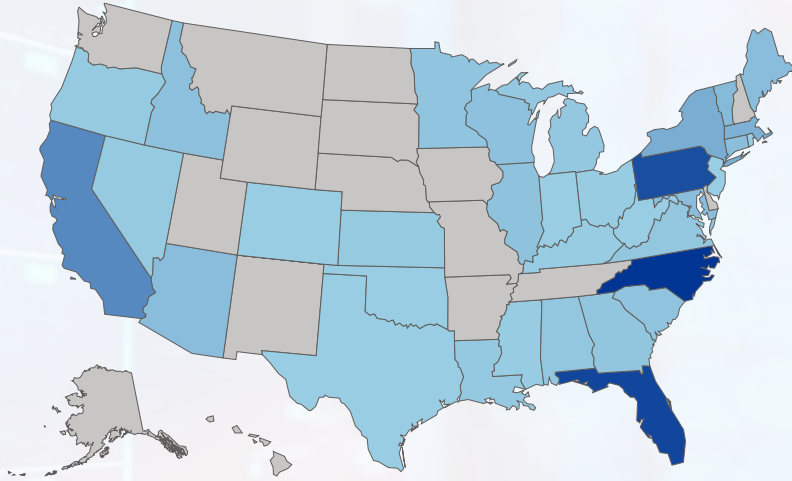
Quantity (Pallet)

Quantity (Pallet)

View By (Line)



Quantity (Pallet)



Customer	Quantity (Case)	Quantity (Pallet)	Gross Sales (GL)	Total Discount (GL)	Net Sales - Trade (GL)	GTN %	COGS B/F Freight and Comm	Freight Cost (GL)	Commissions Cost (GL)	Total COGS (GL)
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Description 193	3,440.00	57	\$85,541	\$31,046	\$54,495	63.7064%	\$26,708	\$1,704	\$1,860	\$30,273
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Description 28	800.00	7	\$13,056	(2,381)	\$15,437	118.2345%	\$3,510	\$1,182	\$402	\$5,093
<input checked="" type="checkbox"/> Customer 11	11,516.00	85	\$175,244	\$20,371	\$154,872	88.3755%	\$46,531	\$6,380	\$5,904	\$58,815
Description 30	0.00	0		\$59	(59)	0.0000%			(2)	(2)
Description 32	0.00	0		\$128	(128)	0.0000%			(5)	(5)
Description 36	0.00	0		(570)	\$570	0.0000%			\$20	\$20
Description 38				(305)	\$305	0.0000%			\$7	\$7
Description 40	11,516.00	85	\$175,244	\$20,371	\$154,872	88.3755%	\$46,531	\$6,380	\$5,904	\$58,815
Total	575,814.50	4,852	\$9,408,110	\$3,265,365	\$6,142,745	65.2920%	\$2,606,676	\$326,758	\$175,588	\$3,109,023