

		Your Last Year History 2019-08 thru 2020-07					Your Current Program Year 2020-08 thru 2021-07					Group Summary		
		Same Month	YTD		Full Year		Current Month 2021-03			Year To Date			Year To Date	
		\$	\$	%	\$	% Mfrs.	\$	Chng % \$	%	\$	Chng % \$	% Mfrs.	Chng % \$	% Mfrs.
Partners														
	Veteran	1,489	11,578	61.3	19,063	62.4	58	2,561	72.0	91.6	17,182	48.4	64.2	56
	Developing	2	29	0.2	73	0.2	5	7	250.0	0.3	15	-48.3	0.1	4
	New	273	7,286	38.6	11,408	37.3	3	228	-16.5	8.2	9,556	31.2	35.7	3
Partners	Total	1,764	18,893		30,544		66	2,796	58.5		26,753	41.6		63
Other L&G														
	Prospect	181	1,586	10.0	2,466	8.9	4	280	54.7	6.9	2,567	61.9	10.8	4
	Other L&G	2,249	14,206	90.0	25,135	91.1	63	3,806	69.2	93.1	21,224	49.4	89.2	60
Other L&G	Total	2,430	15,792		27,601		67	4,086	68.1		23,791	50.7		64
Non L&G														
		620	4,912	100.0	7,742	100.0	15	1,354	118.4	100.0	6,464	31.6	100.0	15
Total Purchases		4,814	39,597		65,887		148	8,236	71.1		57,008	44.0		142

Key:

Veteran: 3+ years

Developing: > 1 year and < 3 years

New: < 1 year

Terminated: Effective end of current program year

Action Requested: Verification

		Your Last Year History			2019-08 thru 2020-07			Your Current Program Year			2020-08 thru 2021-07			Group Summary			
		Same Month	YTD		Full Year			Current Month 2021-03			Year To Date			Year To Date			
		\$	\$	%	\$	%	Mfrs.	\$	Chng %	\$	Chng %	%	Mfrs.	Chng %	%	Mfrs.	
Partners																	
	Veteran	2,544	14,283	71.7	26,152	70.1	65	4,380	72.2	76.5	21,355	49.5	73.4	60	47.3	91.1	96
	Developing	8	45	0.2	59	0.2	6	3	-62.5	0.1	32	-28.9	0.1	6	-7.0	0.8	17
	New	1,010	5,600	28.1	11,121	29.8	1	1,342	32.9	23.4	7,701	37.5	26.5	1	41.7	8.2	11
Partners	Total	3,562	19,928		37,332		72	5,725	60.7		29,088	46.0		72	46.2		124
Other L&G																	
	Prospect	250	1,752	6.1	2,961	5.8	4	542	116.8	6.7	2,089	19.2	5.5	4	39.6	18.6	6
	Other L&G	4,733	27,142	93.9	47,664	94.2	64	7,550	59.5	93.3	35,967	32.5	94.5	62	20.0	81.4	300
Other L&G	Total	4,983	28,894		50,625		68	8,092	62.4		38,056	31.7		68	23.2		306
	Non L&G	3,020	18,041	100.0	30,486	100.0	15	3,510	16.2	100.0	20,762	15.1	100.0	13	23.4	100.0	56
Total Sales		11,565	66,863		118,443		155	17,327	49.8		87,906	31.5		146	30.1		486

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Action Requested: Verification

Key:

Veteran: 3+ years
 Developing: > 1 year and < 3 years
 New: < 1 year
 Terminated: Effective end of current program year

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Alex Milne Associates, Ltd.								
American Deer Proofing Inc.					9	12	33.3	3
American GardenWorks, Inc.	45	163	262.2	118	418	1,026	145.5	608
Amerimax Home Products								
Ames Companies - Southern Patio	65	91	40.0	26	604	1,001	65.7	397
Arborjet	47	39	-17.0	-8	71	45	-36.6	-26
Atlas Chemical Corporation					118	144	22.0	26
Bengal Products, Inc.	56	166	196.4	110	63	195	209.5	132
Bloem, LLC	52	81	55.8	29	1,774	2,643	49.0	869
Bond Manufacturing Co.	241	8	-96.7	-233	2,217	2,339	5.5	122
C & S Products Co., Inc.					192	300	56.2	108
Chaney Instrument Company					1	2	100.0	1
Chapin Manufacturing	555	922	66.1	367	736	1,355	84.1	619
Classic Brands, LLC	48	139	189.6	91	614	1,067	73.8	453
Corona Clipper	281	534	90.0	253	1,110	2,235	101.4	1,125
Crispo Canada Inc.								
Curtis Wagner Plastics Corp.	94	196	108.5	102	544	814	49.6	270
D & D Commodities, Ltd.	356	683	91.9	327	1,185	2,276	92.1	1,091
Dalen Products, Inc.	35	79	125.7	44	1,491	1,914	28.4	423
Deroma	24	5	-79.2	-19	648	436	-32.7	-212
DeWitt Company Inc.	1,187	1,671	40.8	484	3,899	5,354	37.3	1,455
Dimex LLC					3	6	100.0	3
Dr. Earth Company					1,204	1,522	26.4	318
Dramm Corporation	375	498	32.8	123	2,101	3,580	70.4	1,479
Earthway Products Inc.	154	203	31.8	49	274	320	16.8	46
Eaton Brothers Corp.	4	4	0.0		339	393	15.9	54
Ecologel Solutions, LLC	12	52	333.3	40	25	68	172.0	43

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Enviro Protection Ind	64	304	375.0	240	596	1,249	109.6	653
EZgrow Products	36		-100.0	-36	203	5	-97.5	-198
Fiskars Brands Inc. - Watering	3		-100.0	-3	586	613	4.6	27
Fiskars Brands, Inc.					231	321	39.0	90
Flame Engineering					-3		-100.0	3
Flexrake Corp.					421	662	57.2	241
FoxFarm Soil & Fert. Co.	2,298	4,128	79.6	1,830	8,692	16,358	88.2	7,666
Gale Pacific USA					336	468	39.3	132
GARDENA Canada Ltd.					56	73	30.4	17
Geo Global Partners (OASE)					266	225	-15.4	-41
Glamos Wire, Inc.	21		-100.0	-21	194	249	28.4	55
HC Companies (The)	103	179	73.8	76	2,048	4,940	141.2	2,892
Heath Outdoor Products	82	72	-12.2	-10	169	173	2.4	4
I Must Garden LLC					113	193	70.8	80
Independence Flag					68	79	16.2	11
Jacto Inc. Subsidiary of	58	69	19.0	11	78	88	12.8	10
Jobe's Co./Easy Gardener Prdts	69	42	-39.1	-27	715	665	-7.0	-50
JRM Chemical, Inc.	15	16	6.7	1	127	141	11.0	14
Kness Mfg. Co. Inc.	3	14	366.7	11	3	14	366.7	11
Lewis Lifetime Tools	13	15	15.4	2	138	210	52.2	72
Luster Leaf Products	52	70	34.6	18	673	1,054	56.6	381
MacCourt Products Inc.					13	33	153.8	20
Melissa & Doug, LLC					130	63	-51.5	-67
Melnor Inc.	45	114	153.3	69	444	642	44.6	198
Michigan Peat Company	971	712	-26.7	-259	3,386	3,806	12.4	420
Millside Industries					97	143	47.4	46
Monterey Lawn & Garden Prdts	165	243	47.3	78	1,950	3,502	79.6	1,552

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
MPM Pan Pacific Inc./Gonzo					113	206	82.3	93
Multi-Formes					23	26	13.0	3
Neptune's Harvest Organic Fert					435	628	44.4	193
Novelty Mfg. & Earthbox	32	69	115.6	37	1,392	1,643	18.0	251
NuVue Products, Inc.	16	12	-25.0	-4	27	106	292.6	79
P.F. Harris Mfg. Co. LLC	67	108	61.2	41	149	260	74.5	111
Page Seed Company, Inc. (The)					28	73	160.7	45
Panacea Prdts_Woodlink,Hookery	1	2	100.0	1	429	558	30.1	129
Panacea Products Corp.	177	447	152.5	270	1,591	2,845	78.8	1,254
Pearl Valley Organix					33	96	190.9	63
Pest Wizard Inc.					6	20	233.3	14
Plantation Products, LLC	21	3	-85.7	-18	320	730	128.1	410
PlantMates, LLC	40	108	170.0	68	40	109	172.5	69
Plastec Products					630	854	35.6	224
Primitive Planters					301	641	113.0	340
Radians/Bellingham Glove	224	267	19.2	43	1,204	1,552	28.9	348
Radius Garden/American Lawn Mower Co.	5	12	140.0	7	192	285	48.4	93
Rain Bird Corporation					3	5	66.7	2
Rustic Arrow	25	60	140.0	35	250	311	24.4	61
Sanco Industries, Inc.	365	508	39.2	143	462	573	24.0	111
SBM Life Science - BioAdvanced Weed & Feed	904	1,742	92.7	838	4,589	8,503	85.3	3,914
Shake-Away Inc.	24	40	66.7	16	189	553	192.6	364
Solo Incorporated	266	201	-24.4	-65	356	261	-26.7	-95
Spectrum Brands	56	116	107.1	60	2,921	4,585	57.0	1,664
Sterling International, Rescue	93	186	100.0	93	338	618	82.8	280
Summit Chemical Co.	48	87	81.2	39	210	339	61.4	129

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran									
Sun Gro Horticulture		558	277	-50.4	-281	3,583	6,627	85.0	3,044
SureCan, Inc.		3	5	66.7	2	25	12	-52.0	-13
Swan Products, LLC		139	274	97.1	135	304	817	168.8	513
Syndicate Home & Garden						561	634	13.0	73
TDI Brands						593	459	-22.6	-134
Teknor Apex Company						821	144	-82.5	-677
Trunk Liner Company / CPKB		29		-100.0	-29	200	190	-5.0	-10
Truper , S.A. de c.v.						309	156	-49.5	-153
Valley Industries LLP		35	69	97.1	34	36	70	94.4	34
Walton Company						25	27	8.0	2
Warp Brothers						74	87	17.6	13
West Chester Protective Gear (WCPG)			14		14	226	253	11.9	27
Wild Valley Farms									
Woodstream Corporation		406	889	119.0	483	2,027	2,965	46.3	938
World Source Partners		415	174	-58.1	-241	2,705	2,208	-18.4	-497
World Source Partners/Nuttery						8	1	-87.5	-7
Yankee Publishing Inc.						38	47	23.7	9
Veteran	Total	11,578	17,182	48.4	5,604	69,136	106,093	53.5	36,957
Developing									
ApricotMint						62	98	58.1	36
BioComposites Group Inc.						4	17	325.0	13
Bully Tools Company		11		-100.0	-11	59	21	-64.4	-38
Centurion Brands						30	71	136.7	41
Cloudfarm Inc., DBA Seedsheet									
Delta Industries International Inc.		5	14	180.0	9	108	144	33.3	36
Durvet, Inc						16	9	-43.8	-7
Epoch Rain Barrels						13	21	61.5	8

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Developing								
First Saturday Lime					8		-100.0	-8
Flora Classique, Inc.					1		-100.0	-1
GE Lighting a Savant Company					42	49	16.7	7
Global Glove & Safety Manufacturing, Inc.					7	4	-42.9	-3
Grotrax	12		-100.0	-12	73	77	5.5	4
GrowLife, Inc.					5	1	-80.0	-4
Herbruck's Poultry Ranch, Inc.						6		6
Kate's Custom Metal					2		-100.0	-2
LA SIESTA					22	23	4.5	1
MARPHYL Marine Phytoplankton					4	17	325.0	13
MidWest Wire Works LLC					224	439	96.0	215
New Age Pet								
Ogrow					2	17	750.0	15
Omega Industrial Inc.					29		-100.0	-29
Oregon Wire Products Div of Madison Steel					204	166	-18.6	-38
PlantBest, Inc.	1	1	0.0		114	197	72.8	83
Portrait Gardens, Inc.					39	30	-23.1	-9
Pure Paint Laboratories					1	1	0.0	
Ragan & Massey, Inc.					15	10	-33.3	-5
Spoontiques, Inc.					60	87	45.0	27
Tailor Made Products Inc.					10		-100.0	-10
TerraVesco					2	7	250.0	5
Unipet LLC					37	32	-13.5	-5
Walton Wood Farm, Inc.					114	49	-57.0	-65
YAYA Organics, LLC					18	8	-55.6	-10
Zone Repellents					3		-100.0	-3

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Developing									
Developing	Total	29	15	-48.3	-14	1,328	1,601	20.6	273
New									
Blue Sky Clayworks, Inc.						7	30	328.6	23
Coast of Maine Products						303	570	88.1	267
Control Solutions, Inc.		7,179	9,548	33.0	2,369	7,197	9,621	33.7	2,424
DiversiTech						1		-100.0	-1
Dog Rocks USA, Div. of Podium Pet Products						16	76	375.0	60
Enroot Products LLC						2		-100.0	-2
Environmental Factor Inc. (The)						18	20	11.1	2
FITT USA, Inc.						174	79	-54.6	-95
IKES, LLC		6	5	-16.7	-1	35	46	31.4	11
Knox Fertilizer Co. Inc.						310	436	40.6	126
Messinas						281	373	32.7	92
Nature's Mace						12	28	133.3	16
Nousbo USA Inc.							18		18
Orbit Irrigation Products, LLC		101	3	-97.0	-98	210	136	-35.2	-74
Pop Hat, LLC (The)							22		22
Renee's Garden						23	110	378.3	87
Rhino Seed & Landscape Supply, LLC						90	118	31.1	28
Thriving Design									
True Organic Products, Inc.						2	7	250.0	5
Twine CBD						102	108	5.9	6
Watson Gloves						10	13	30.0	3
New	Total	7,286	9,556	31.2	2,270	8,793	11,811	34.3	3,018
	Partners Total	18,893	26,753	41.6	7,860	79,257	119,505	50.8	40,248

Key:

PY End: Jul-2021

Gro Group Confidential

BWI Companies, Inc.

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Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

Distributor Total

Group Total

		Distributor Total				Group Total			
		LY		Current		LY		Current	
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran:	3+ years								
Developing:	> 1 year and < 3 years								
New:	< 1 year								
Terminated:	Effective end of current program year								

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Alex Milne Associates, Ltd.								
American Deer Proofing Inc.					2		-100.0	-2
American GardenWorks, Inc.	27	190	603.7	163	350	883	152.3	533
Amerimax Home Products								
Ames Companies - Southern Patio	97	121	24.7	24	496	649	30.8	153
Arborjet	1	1	0.0		31	8	-74.2	-23
Atlas Chemical Corporation					108	178	64.8	70
Bengal Products, Inc.	59	98	66.1	39	70	115	64.3	45
Bloem, LLC	68	92	35.3	24	1,910	3,788	98.3	1,878
Bond Manufacturing Co.	307	22	-92.8	-285	2,395	2,665	11.3	270
C & S Products Co., Inc.					260	385	48.1	125
Chaney Instrument Company					1	1	0.0	
Chapin Manufacturing	385	570	48.1	185	563	996	76.9	433
Classic Brands, LLC	67	116	73.1	49	676	1,018	50.6	342
Corona Clipper	309	437	41.4	128	1,381	2,198	59.2	817
Crispo Canada Inc.						1		1
Curtis Wagner Plastics Corp.	133	242	82.0	109	729	1,161	59.3	432
D & D Commodities, Ltd.	427	873	104.4	446	1,567	2,932	87.1	1,365
Dalen Products, Inc.	31	60	93.5	29	1,581	1,921	21.5	340
Deroma	56		-100.0	-56	466	526	12.9	60
DeWitt Company Inc.	1,778	2,491	40.1	713	4,483	6,461	44.1	1,978
Dimex LLC					4	7	75.0	3
Dr. Earth Company					1,284	1,631	27.0	347
Dramm Corporation	215	269	25.1	54	1,336	2,425	81.5	1,089
Earthway Products Inc.	202	243	20.3	41	392	369	-5.9	-23
Eaton Brothers Corp.	3	5	66.7	2	506	645	27.5	139
Ecologel Solutions, LLC	15	23	53.3	8	34	54	58.8	20

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Enviro Protection Ind	86	138	60.5	52	742	1,106	49.1	364
EZgrow Products	55		-100.0	-55	219	80	-63.5	-139
Fiskars Brands Inc. - Watering	11	9	-18.2	-2	496	619	24.8	123
Fiskars Brands, Inc.					175	199	13.7	24
Flame Engineering					1	1	0.0	
Flexrake Corp.					546	803	47.1	257
FoxFarm Soil & Fert. Co.	4,764	8,764	84.0	4,000	12,953	22,945	77.1	9,992
Gale Pacific USA		1		1	238	582	144.5	344
GARDENA Canada Ltd.					42	78	85.7	36
Geo Global Partners (OASE)					152	145	-4.6	-7
Glamos Wire, Inc.	16		-100.0	-16	129	135	4.7	6
HC Companies (The)	150	255	70.0	105	2,347	4,874	107.7	2,527
Heath Outdoor Products	70	69	-1.4	-1	186	214	15.1	28
I Must Garden LLC					124	192	54.8	68
Independence Flag					49	62	26.5	13
Jacto Inc. Subsidiary of					11	8	-27.3	-3
Jobe's Co./Easy Gardener Prdts	49	38	-22.4	-11	757	744	-1.7	-13
JRM Chemical, Inc.	14	19	35.7	5	124	145	16.9	21
Kness Mfg. Co. Inc.	14	14	0.0		15	15	0.0	
Lewis Lifetime Tools	3	2	-33.3	-1	166	253	52.4	87
Luster Leaf Products	49	54	10.2	5	714	1,116	56.3	402
MacCourt Products Inc.					21	34	61.9	13
Melissa & Doug, LLC	16	17	6.2	1	114	68	-40.4	-46
Melnor Inc.	65	105	61.5	40	532	627	17.9	95
Michigan Peat Company	827	1,346	62.8	519	1,787	2,767	54.8	980
Millside Industries					103	141	36.9	38
Monterey Lawn & Garden Prdts	193	237	22.8	44	2,094	3,879	85.2	1,785

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
MPM Pan Pacific Inc./Gonzo	1	1	0.0		130	254	95.4	124
Multi-Formes					1	2	100.0	1
Neptune's Harvest Organic Fert					477	569	19.3	92
Novelty Mfg. & Earthbox	34	58	70.6	24	1,714	2,106	22.9	392
NuVue Products, Inc.	17	14	-17.6	-3	35	82	134.3	47
P.F. Harris Mfg. Co. LLC	47	45	-4.3	-2	79	99	25.3	20
Page Seed Company, Inc. (The)	43	59	37.2	16	71	132	85.9	61
Panacea Prdts_Woodlink,Hookery	1	2	100.0	1	557	755	35.5	198
Panacea Products Corp.	142	474	233.8	332	1,587	2,414	52.1	827
Pearl Valley Organix	45		-100.0	-45	143	147	2.8	4
Pest Wizard Inc.					7	20	185.7	13
Plantation Products, LLC					319	757	137.3	438
PlantMates, LLC	51	99	94.1	48	53	102	92.5	49
Plastec Products					767	1,092	42.4	325
Primitive Planters	12	3	-75.0	-9	334	682	104.2	348
Radians/Bellingham Glove	201	273	35.8	72	1,269	1,731	36.4	462
Radius Garden/American Lawn Mower Co.	4	11	175.0	7	82	205	150.0	123
Rain Bird Corporation					3	5	66.7	2
Rustic Arrow					48	57	18.8	9
Sanco Industries, Inc.	413	368	-10.9	-45	477	417	-12.6	-60
SBM Life Science - BioAdvanced Weed & Feed	808	1,067	32.1	259	4,540	5,051	11.3	511
Shake-Away Inc.	38	44	15.8	6	229	592	158.5	363
Solo Incorporated	172	159	-7.6	-13	274	219	-20.1	-55
Spectrum Brands	75	121	61.3	46	2,004	2,962	47.8	958
Sterling International, Rescue	51	244	378.4	193	314	533	69.7	219
Summit Chemical Co.	20	43	115.0	23	177	313	76.8	136

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran									
Sun Gro Horticulture		644	383	-40.5	-261	2,723	3,635	33.5	912
SureCan, Inc.		14	4	-71.4	-10	26	9	-65.4	-17
Swan Products, LLC		160	285	78.1	125	369	690	87.0	321
Syndicate Home & Garden		1	2	100.0	1	563	784	39.3	221
TDI Brands						319	248	-22.3	-71
Teknor Apex Company						1,031	111	-89.2	-920
Truper , S.A. de c.v.						451	257	-43.0	-194
Valley Industries LLP		47	57	21.3	10	51	59	15.7	8
Walton Company						28	42	50.0	14
Warp Brothers						61	87	42.6	26
West Chester Protective Gear (WCPG)			22		22	193	220	14.0	27
Wild Valley Farms						2	1	-50.0	-1
Woodstream Corporation		388	476	22.7	88	1,783	2,168	21.6	385
World Source Partners		291	117	-59.8	-174	2,056	1,704	-17.1	-352
World Source Partners/Nuttery						4	2	-50.0	-2
Yankee Publishing Inc.		1	3	200.0	2	-47	71	-251.1	118
Veteran	Total	14,283	21,355	49.5	7,072	70,766	104,235	47.3	33,469
Developing									
ApricotMint						149	76	-49.0	-73
Delta Industries International Inc.		11	12	9.1	1	161	232	44.1	71
Epoch Rain Barrels						6	11	83.3	5
First Saturday Lime						9	9	0.0	
GE Lighting a Savant Company		8	1	-87.5	-7	46	64	39.1	18
Global Glove & Safety Manufacturing, Inc.						4	3	-25.0	-1
Grotrax		13	15	15.4	2	82	74	-9.8	-8
Kate's Custom Metal									

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Developing									
New Age Pet									
Ogrow						1	6	500.0	5
Omega Industrial Inc.						14	3	-78.6	-11
Oregon Wire Products Div of Madison Steel						192	229	19.3	37
Portrait Gardens, Inc.						41	30	-26.8	-11
Ragan & Massey, Inc.						13	6	-53.8	-7
Spoontiques, Inc.		9	2	-77.8	-7	75	86	14.7	11
Tailor Made Products Inc.						11		-100.0	-11
Unipet LLC						9	10	11.1	1
Walton Wood Farm, Inc.		4	2	-50.0	-2	122	46	-62.3	-76
YAYA Organics, LLC						22	5	-77.3	-17
Developing	Total	45	32	-28.9	-13	957	890	-7.0	-67
New									
Blue Sky Clayworks, Inc.						19	39	105.3	20
Coast of Maine Products						145	216	49.0	71
Control Solutions, Inc.		5,600	7,701	37.5	2,101	5,615	7,759	38.2	2,144
DiversiTech									
Dog Rocks USA, Div. of Podium Pet Products							61		61
Environmental Factor Inc. (The)						4	8	100.0	4
FITT USA, Inc.						93	158	69.9	65
Knox Fertilizer Co. Inc.						207	368	77.8	161
Messinas						264	304	15.2	40
Pop Hat, LLC (The)							18		18
Rhino Seed & Landscape Supply, LLC						147	201	36.7	54
Twine CBD						104	217	108.7	113

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2021

BWI Companies, Inc.

			Distributor Total				Group Total			
			LY	Current			LY	Current		
			YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
New	New	Total	5,600	7,701	37.5	2,101	6,598	9,349	41.7	2,751
		Partners Total	19,928	29,088	46.0	9,160	78,321	114,474	46.2	36,153

Key:

Veteran: 3+ years

Developing: > 1 year and < 3 years

New: < 1 year

Terminated: Effective end of current program year