

		Your Last Year History					2018-08 thru 2019-07		Your Current Program Year					2019-08 thru 2020-07		Group Summary		
		Same Month	YTD		Full Year		Current Month 2020-03			Year To Date				Year To Date				
		\$	\$	%	\$	%	Mfrs.	\$	Chng % \$	%	\$	Chng % \$	%	Mfrs.	Chng % \$	%	Mfrs.	
Partners																		
	Veteran	2,090	10,898	90.1	17,133	90.3	76	1,935	-7.4	88.2	12,496	14.7	90.8	74	-13.5	90.7	89	
	Developing	95	591	4.9	858	4.5	18	149	56.8	6.8	632	6.9	4.6	13	-30.6	4.6	20	
	New	16	73	0.6	95	0.5	6	42	162.5	1.9	199	172.6	1.4	9	151.4	1.5	23	
	Terminated	121	530	4.4	882	4.6	9	68	-43.8	3.1	430	-18.9	3.1	8	-26.0	3.2	12	
Partners	Total	2,322	12,092		18,968		109	2,194	-5.5		13,757	13.8		104	-14.1		144	
Other L&G																		
	Prospect	246	2,225	6.0	3,387	5.5	4	238	-3.3	3.3	2,235	0.4	6.2	4	-7.3	15.4	5	
	Other L&G	8,061	34,562	94.0	58,224	94.5	155	7,060	-12.4	96.7	33,542	-3.0	93.8	125	-19.0	84.6	279	
Other L&G	Total	8,307	36,787		61,611		159	7,298	-12.1		35,777	-2.7		129	-17.4		284	
Non L&G		2,181	9,998	100.0	16,183	100.0	26	2,236	2.5	100.0	12,802	28.0	100.0	21	-1.4	100.0	69	
Total Purchases		12,810	58,877		96,762		294	11,728	-8.4		62,336	5.9		254	-12.7		497	

Action Requested: Verification

Key:

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

		Your Last Year History			2018-08 thru 2019-07		Your Current Program Year			2019-08 thru 2020-07			Group Summary				
		Same Month	YTD		Full Year		Current Month 2020-03			Year To Date			Year To Date				
		\$	\$	%	\$	%	Mfrs.	\$	Chng %	\$	Chng %	Mfrs.	Chng %	%	Mfrs.		
Partners																	
	Veteran	2,724	12,720	92.4	22,921	92.5	72	3,185	16.9	93.3	14,823	16.5	94.3	75	-11.3	92.9	90
	Developing	115	624	4.5	998	4.0	10	97	-15.7	2.8	444	-28.8	2.8	10	-43.5	3.6	15
	New	7	52	0.4	87	0.4	1	8	14.3	0.2	59	13.5	0.4	1	64.0	0.6	6
	Terminated	110	371	2.7	766	3.1	11	123	11.8	3.6	397	7.0	2.5	9	-39.1	2.8	14
Partners	Total	2,956	13,767		24,772		94	3,413	15.5		15,723	14.2		94	-14.0		125
Other L&G																	
	Prospect	464	2,581	12.8	4,321	10.8	1	433	-6.7	10.1	2,375	-8.0	11.0	1	-11.7	15.9	2
	Other L&G	4,126	17,567	87.2	35,711	89.2	157	3,842	-6.9	89.9	19,144	9.0	89.0	148	-22.7	84.1	288
Other L&G	Total	4,590	20,148		40,032		158	4,275	-6.9		21,519	6.8		158	-21.2		290
	Non L&G	3,016	12,936	100.0	26,049	100.0	18	4,359	44.5	100.0	17,460	35.0	100.0	13	-13.5	100.0	54
Total Sales		10,562	46,851		90,853		270	12,047	14.1		54,702	16.8		257	-17.0		469

^ ^
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-2020

Arett Sales Corporation

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		9
American GardenWorks, Inc.	64	61	-4.7	-3	456	398	-12.7	-58
Amerimax Home Products								
Arborjet	8	14	75.0	6	71	60	-15.5	-11
Atlas Chemical Corporation	4	3	-25.0	-1	196	112	-42.9	-84
Bengal Products, Inc.					68	63	-7.4	-5
Bloem, LLC	239	329	37.7	90	1,414	1,561	10.4	147
Bond Manufacturing Co.	163	75	-54.0	-88	2,137	1,857	-13.1	-280
Burley Clay Products	103	83	-19.4	-20	214	169	-21.0	-45
C & S Products Co., Inc.	69	137	98.6	68	124	185	49.2	61
Chaney Instrument Company					7	1	-85.7	-6
Chapin Manufacturing	131	23	-82.4	-108	697	609	-12.6	-88
Classic Brands, LLC	171	158	-7.6	-13	796	563	-29.3	-233
Corona Clipper	138	95	-31.2	-43	1,473	1,049	-28.8	-424
Curtis Wagner Plastics Corp.	108	142	31.5	34	421	513	21.9	92
D & D Commodities, Ltd.	351	505	43.9	154	1,076	1,131	5.1	55
Dalen Products, Inc.	166	176	6.0	10	1,039	1,316	26.7	277
Deroma	78	180	130.8	102	593	499	-15.9	-94
DeWitt Company Inc.	430	621	44.4	191	3,870	3,696	-4.5	-174
Dimex LLC					3	2	-33.3	-1
Dramm Corporation	155	366	136.1	211	1,957	1,979	1.1	22
Earthway Products Inc.	75	41	-45.3	-34	334	248	-25.7	-86
Eaton Brothers Corp.	213	199	-6.6	-14	342	327	-4.4	-15
Ecologel Solutions, LLC	9	4	-55.6	-5	36	24	-33.3	-12
Enviro Protection Ind	158	210	32.9	52	647	574	-11.3	-73
EZgrow Products	36	14	-61.1	-22	167	101	-39.5	-66

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Fiskars Brands Inc. - Watering	71	53	-25.4	-18	587	556	-5.3	-31
Fiskars Brands, Inc.	56	41	-26.8	-15	383	210	-45.2	-173
Flame Engineering						-3		-3
Flexrake Corp.	23		-100.0	-23	455	364	-20.0	-91
FoxFarm Soil & Fert. Co.	1,240	1,313	5.9	73	6,619	6,950	5.0	331
Gale Pacific USA					326	281	-13.8	-45
GARDENA Canada Ltd.	9	2	-77.8	-7	29	21	-27.6	-8
Geo Global Partners (OASE)	85	40	-52.9	-45	213	84	-60.6	-129
Glamos Wire, Inc.	26	107	311.5	81	351	171	-51.3	-180
Grosfillex Inc.		13		13		13		13
HC Companies (The)	322	357	10.9	35	2,034	1,939	-4.7	-95
Heath Outdoor Products	22	46	109.1	24	160	164	2.5	4
I Must Garden LLC	76	51	-32.9	-25	145	113	-22.1	-32
Independence Flag	42	48	14.3	6	58	64	10.3	6
Jacto Inc. Subsidiary of		2		2	20	77	285.0	57
Jobe's Co./Easy Gardener Prdts	106	131	23.6	25	751	662	-11.9	-89
JRM Chemical, Inc.	26	28	7.7	2	116	119	2.6	3
Kness Mfg. Co. Inc.					3	3	0.0	
Lewis Lifetime Tools	48	23	-52.1	-25	268	126	-53.0	-142
Luster Leaf Products	121	119	-1.7	-2	600	649	8.2	49
MacCourt Products Inc.	6	2	-66.7	-4	14	13	-7.1	-1
Melissa & Doug, LLC	17	29	70.6	12	119	114	-4.2	-5
Melnor Inc.	84	87	3.6	3	534	418	-21.7	-116
Michigan Peat Company	190	165	-13.2	-25	3,471	2,936	-15.4	-535
Millside Industries	26	15	-42.3	-11	81	83	2.5	2
Monterey Lawn & Garden Prdts	45	115	155.6	70	1,848	1,771	-4.2	-77
Neptune's Harvest Organic Fert	221	252	14.0	31	404	424	5.0	20

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Novelty Mfg. & Earthbox	347	485	39.8	138	1,131	1,285	13.6	154
NuVue Products, Inc.	1		-100.0	-1	57	26	-54.4	-31
P.F. Harris Mfg. Co. LLC					146	114	-21.9	-32
Page Seed Company, Inc. (The)	10	5	-50.0	-5	62	16	-74.2	-46
Panacea Prdts_Woodlink,Hookery	357	219	-38.7	-138	694	405	-41.6	-289
Panacea Products Corp.	303	360	18.8	57	1,836	1,464	-20.3	-372
Pearl Valley Organix	12	22	83.3	10	125	33	-73.6	-92
Plantation Products, LLC	78	72	-7.7	-6	398	305	-23.4	-93
PlantMates, LLC					65	40	-38.5	-25
Plastec Products	165	186	12.7	21	566	602	6.4	36
Primitive Planters	44	73	65.9	29	227	296	30.4	69
Radians/Bellingham Glove	301	231	-23.3	-70	1,133	1,017	-10.2	-116
Radius Garden	10	52	420.0	42	138	153	10.9	15
Rain Bird Corporation					2	3	50.0	1
Sanco Industries, Inc.		10		10	463	357	-22.9	-106
SBM Life Science - BioAdvanced Weed & Feed	763	656	-14.0	-107	7,607	4,327	-43.1	-3,280
Shake-Away Inc.	51	35	-31.4	-16	172	174	1.2	2
Solo Incorporated	15	20	33.3	5	529	220	-58.4	-309
Southern Patio	49	203	314.3	154	380	565	48.7	185
Southwire Company / Moonrays	68		-100.0	-68	103	2	-98.1	-101
Spectrum Brands	605	244	-59.7	-361	3,892	2,772	-28.8	-1,120
Sterling International, Rescue	35	18	-48.6	-17	477	295	-38.2	-182
Summit Chemical Co.	45	50	11.1	5	205	187	-8.8	-18
Sun Gro Horticulture	815	930	14.1	115	4,262	3,003	-29.5	-1,259
Swan Products, LLC	62	70	12.9	8	390	286	-26.7	-104
Syndicate Home & Garden	78	177	126.9	99	421	537	27.6	116

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total					Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
TDI Brands	54	96	77.8	42	386	369	-4.4	-17
Teknor Apex Company	209	622	197.6	413	454	821	80.8	367
Trunk Mat Co.(The)	19	1	-94.7	-18	330	143	-56.7	-187
Truper , S.A. de c.v.	139	192	38.1	53	253	292	15.4	39
Valley Industries LLP					39	30	-23.1	-9
Walton Company					20	24	20.0	4
Warp Brothers	23	20	-13.0	-3	93	65	-30.1	-28
West Chester Protective Gear (WCPG)	90	99	10.0	9	209	218	4.3	9
World Source Partners	414	856	106.8	442	1,601	1,761	10.0	160
World Source Partners/Nuttery		8		8	1	8	700.0	7
Yankee Publishing Inc.	5	9	80.0	4	33	38	15.2	5
Veteran Total	10,898	12,496	14.7	1,598	66,627	57,621	-13.5	-9,006

Terminated Mfr.

Airmax Inc.					39	7	-82.1	-32
Alpine Corporation	225	144	-36.0	-81	749	347	-53.7	-402
BioSafe Systems	4	3	-25.0	-1	332	387	16.6	55
Bloom USA International Corp					2	1	-50.0	-1
Bonadea Gardens Inc.								
Dr. Earth Company	90	209	132.2	119	933	981	5.1	48
Earth Alive Clean Technologies	8		-100.0	-8	29	9	-69.0	-20
Era Group Inc. (Earth Talon)								
EZNectar LLC	16	12	-25.0	-4	37	15	-59.5	-22
Grandpa Gus's Rodent Control					1	8	700.0	7
H.D. Hudson Manufacturing Co.	32	6	-81.2	-26	137	56	-59.1	-81
Keystone Sales Group Inc.	6		-100.0	-6	16		-100.0	-16
Oak Hill Unlimited	32	38	18.8	6	67	44	-34.3	-23
Painted Sky Designs	117	13	-88.9	-104	367	195	-46.9	-172

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total				Group Total			
LY	Current			LY	Current		
YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff

Terminated Mfr.

TrashCan LLC			5		5		5		5
Vegepod						68		-100.0	-68
Terminated Mfr.	Total	530	430	-18.9	-100	2,777	2,055	-26.0	-722

Developing

Apollo Exports International Inc.	49	50	2.0	1	66	76	15.2	10
BioComposites Group Inc.	7		-100.0	-7	22	4	-81.8	-18
Bully Tools Company	23	24	4.3	1	98	59	-39.8	-39
Centurion Brands	11	8	-27.3	-3	17	28	64.7	11
Cloudfarm Inc., DBA Seedsheet	3		-100.0	-3	14		-100.0	-14
Crispo Canada Inc.	5		-100.0	-5	9		-100.0	-9
Delta Industries International Inc.	31	30	-3.2	-1	124	105	-15.3	-19
Durvet, Inc						2		2
EarthKind, LLC					47	5	-89.4	-42
Epoch Rain Barrels	3	1	-66.7	-2	13	11	-15.4	-2
First Saturday Lime	7	3	-57.1	-4	18	8	-55.6	-10
Grotrax	30	18	-40.0	-12	121	73	-39.7	-48
LA SIESTA					3	8	166.7	5
MARPHYL Marine Phytoplankton	7		-100.0	-7	22	4	-81.8	-18
MPM Pan Pacific Inc./Gonzo	8	7	-12.5	-1	145	99	-31.7	-46
Multi-Formes					24	22	-8.3	-2
New Age Pet					22		-100.0	-22
Oregon Wire Products Div of Madison Steel		76		76	69	124	79.7	55
Pest Wizard Inc.					12	5	-58.3	-7
PlantBest, Inc.					7	114	1,528.6	107
Rustic Arrow	52	49	-5.8	-3	372	224	-39.8	-148
SureCan, Inc.	7	5	-28.6	-2	30	23	-23.3	-7

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Developing									
Wild Valley Farms									
Woodstream Corporation		348	361	3.7	13	2,922	1,903	-34.9	-1,019
Developing	Total	591	632	6.9	41	4,177	2,897	-30.6	-1,280
New									
ApricotMint			11		11		11		11
Blue Sky Clayworks, Inc.							7		7
DiversiTech		9	1	-88.9	-8	9	1	-88.9	-8
Dog Rocks USA, Div. of Podium Pet Products							16		16
FITT USA, Inc.							166		166
GE Grow Lights			9		9		39		39
Global Glove & Safety Manufacturing, Inc.							7		7
GrowLife, Inc.						38	5	-86.8	-33
Ike's Farm, Home & Garden Products Inc.		1		-100.0	-1	17	33	94.1	16
Kate's Custom Metal							1		1
Knox Fertilizer Co. Inc.		57	90	57.9	33	273	278	1.8	5
MidWest Wire Works LLC							118		118
Ogrow			2		2		2		2
Omega Industrial Inc.							29		29
Pure Paint Laboratories						1	1	0.0	
Ragan & Massey, Inc.						3	15	400.0	12
Spoontiques, Inc.						40	55	37.5	15
Tailor Made Products Inc.		6		-100.0	-6	6	8	33.3	2
TerraVesco			2		2		2		2
Twine CBD			19		19		49		49
Unipet LLC									

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
New									
Walton Wood Farm, Inc.			47		47		109		109
YAYA Organics, LLC			18		18		18		18
Zone Repellents							3		3
New	Total	73	199	172.6	126	387	973	151.4	586
	Partners Total	12,092	13,757	13.8	1,665	73,968	63,546	-14.1	-10,422

Key:

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-2020

Arett Sales Corporation

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.					2		-100.0	-2
American Deer Proofing Inc.					1	1	0.0	
American GardenWorks, Inc.	78	71	-9.0	-7	418	263	-37.1	-155
Amerimax Home Products					1		-100.0	-1
Arborjet	12	21	75.0	9	21	27	28.6	6
Atlas Chemical Corporation	4	4	0.0		202	93	-54.0	-109
Bengal Products, Inc.					70	62	-11.4	-8
Bloem, LLC	326	289	-11.3	-37	1,455	1,145	-21.3	-310
Bond Manufacturing Co.	142	490	245.1	348	1,227	1,081	-11.9	-146
Burley Clay Products	2	6	200.0	4	31	25	-19.4	-6
C & S Products Co., Inc.	99	198	100.0	99	168	252	50.0	84
Chaney Instrument Company					1	1	0.0	
Chapin Manufacturing	177	28	-84.2	-149	857	392	-54.3	-465
Classic Brands, LLC	181	190	5.0	9	669	582	-13.0	-87
Corona Clipper	190	179	-5.8	-11	1,264	1,170	-7.4	-94
Curtis Wagner Plastics Corp.	212	233	9.9	21	621	661	6.4	40
D & D Commodities, Ltd.	305	758	148.5	453	1,162	1,473	26.8	311
Dalen Products, Inc.	190	266	40.0	76	1,177	1,273	8.2	96
Deroma	119	151	26.9	32	481	392	-18.5	-89
DeWitt Company Inc.	543	809	49.0	266	4,463	3,862	-13.5	-601
Dimex LLC					8	3	-62.5	-5
Dramm Corporation	218	215	-1.4	-3	1,033	1,145	10.8	112
Earthway Products Inc.	76	97	27.6	21	370	345	-6.8	-25
Eaton Brothers Corp.	345	336	-2.6	-9	500	491	-1.8	-9
Ecologel Solutions, LLC	7	8	14.3	1	32	28	-12.5	-4
Enviro Protection Ind	248	310	25.0	62	596	664	11.4	68
EZgrow Products	31	21	-32.3	-10	179	126	-29.6	-53

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total

Group Total

	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Fiskars Brands Inc. - Watering	110	94	-14.5	-16	534	449	-15.9	-85
Fiskars Brands, Inc.	75	25	-66.7	-50	356	161	-54.8	-195
Flame Engineering					1	1	0.0	
Flexrake Corp.	29	5	-82.8	-24	489	444	-9.2	-45
FoxFarm Soil & Fert. Co.	1,306	1,649	26.3	343	8,919	10,322	15.7	1,403
Gale Pacific USA					234	181	-22.6	-53
GARDENA Canada Ltd.	6	3	-50.0	-3	25	16	-36.0	-9
Geo Global Partners (OASE)	104	16	-84.6	-88	207	127	-38.6	-80
Glamos Wire, Inc.	31	45	45.2	14	222	106	-52.3	-116
Grosfillex Inc.		1		1		1		1
HC Companies (The)	462	542	17.3	80	2,011	1,743	-13.3	-268
Heath Outdoor Products	19	79	315.8	60	156	165	5.8	9
I Must Garden LLC	76	66	-13.2	-10	126	115	-8.7	-11
Independence Flag	19	27	42.1	8	39	43	10.3	4
Jacto Inc. Subsidiary of						3		3
Jobe's Co./Easy Gardener Prdts	115	180	56.5	65	721	516	-28.4	-205
JRM Chemical, Inc.	32	29	-9.4	-3	147	106	-27.9	-41
Kness Mfg. Co. Inc.					3	14	366.7	11
Lewis Lifetime Tools	48	34	-29.2	-14	171	146	-14.6	-25
Luster Leaf Products	136	131	-3.7	-5	664	613	-7.7	-51
MacCourt Products Inc.	6	3	-50.0	-3	20	18	-10.0	-2
Melissa & Doug, LLC					89	98	10.1	9
Melnor Inc.	79	99	25.3	20	352	370	5.1	18
Michigan Peat Company	12	5	-58.3	-7	1,638	1,384	-15.5	-254
Millside Industries	22	30	36.4	8	83	63	-24.1	-20
Monterey Lawn & Garden Prdts	68	195	186.8	127	1,756	1,778	1.3	22
Neptune's Harvest Organic Fert	179	263	46.9	84	396	448	13.1	52

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Novelty Mfg. & Earthbox	486	587	20.8	101	1,248	1,308	4.8	60
NuVue Products, Inc.	6	1	-83.3	-5	46	34	-26.1	-12
P.F. Harris Mfg. Co. LLC					104	71	-31.7	-33
Page Seed Company, Inc. (The)					78	49	-37.2	-29
Panacea Prdts_Woodlink,Hookery	371	290	-21.8	-81	750	506	-32.5	-244
Panacea Products Corp.	318	315	-0.9	-3	1,618	1,195	-26.1	-423
Pearl Valley Organix	18	45	150.0	27	105	128	21.9	23
Plantation Products, LLC	85	88	3.5	3	294	198	-32.7	-96
PlantMates, LLC					64	48	-25.0	-16
Plastec Products	218	259	18.8	41	624	673	7.9	49
Primitive Planters	20	58	190.0	38	155	207	33.5	52
Radians/Bellingham Glove	385	381	-1.0	-4	1,338	1,081	-19.2	-257
Radius Garden	18	13	-27.8	-5	51	49	-3.9	-2
Rain Bird Corporation					5	3	-40.0	-2
Sanco Industries, Inc.		1		1	373	335	-10.2	-38
SBM Life Science - BioAdvanced Weed & Feed	1,122	779	-30.6	-343	5,978	3,995	-33.2	-1,983
Shake-Away Inc.	59	41	-30.5	-18	208	207	-0.5	-1
Solo Incorporated	18	19	5.6	1	684	181	-73.5	-503
Southern Patio	81	45	-44.4	-36	135	85	-37.0	-50
Southwire Company / Moonrays	60	32	-46.7	-28	87	40	-54.0	-47
Spectrum Brands	693	438	-36.8	-255	2,432	1,483	-39.0	-949
Sterling International, Rescue	47	26	-44.7	-21	450	266	-40.9	-184
Summit Chemical Co.	38	40	5.3	2	142	135	-4.9	-7
Sun Gro Horticulture	410	447	9.0	37	3,160	2,077	-34.3	-1,083
Swan Products, LLC	28	71	153.6	43	360	322	-10.6	-38
Syndicate Home & Garden	69	116	68.1	47	258	266	3.1	8

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total				Group Total			
LY		Current		LY		Current	
YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
20	18	-10.0	-2	188	201	6.9	13
337	923	173.9	586	608	1,009	66.0	401
218	314	44.0	96	365	426	16.7	61
				50	39	-22.0	-11
				25	26	4.0	1
40	38	-5.0	-2	58	54	-6.9	-4
143	81	-43.4	-62	224	177	-21.0	-47
946	1,145	21.0	199	1,851	1,843	-0.4	-8
1		-100.0	-1	6	3	-50.0	-3
26	11	-57.7	-15	18	-45	-350.0	-63
12,720	14,823	16.5	2,103	60,508	53,663	-11.3	-6,845

Terminated Mfr.

Airmax Inc.					16	5	-68.8	-11	
Alpine Corporation	81	83	2.5	2	472	186	-60.6	-286	
BioSafe Systems	8	5	-37.5	-3	22	30	36.4	8	
Bloom USA International Corp	1		-100.0	-1	3	3	0.0		
Bonadea Gardens Inc.					1		-100.0	-1	
Dr. Earth Company	150	238	58.7	88	1,512	986	-34.8	-526	
Earth Alive Clean Technologies	3	2	-33.3	-1	8	4	-50.0	-4	
Era Group Inc. (Earth Talon)	2	1	-50.0	-1	2	1	-50.0	-1	
EZNectar LLC	21	3	-85.7	-18	56	10	-82.1	-46	
Grandpa Gus's Rodent Control					2	6	200.0	4	
H.D. Hudson Manufacturing Co.	40	14	-65.0	-26	197	112	-43.1	-85	
Oak Hill Unlimited					18	11	-38.9	-7	
Painted Sky Designs	65	51	-21.5	-14	318	249	-21.7	-69	
Vegepod					35	19	-45.7	-16	
Terminated Mfr.	Total	371	397	7.0	26	2,662	1,622	-39.1	-1,040

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Mar-2020

Arett Sales Corporation

Distributor Total

Group Total

LY		Current			LY		Current		
YTD	YTD	Chng%	\$Diff		YTD	YTD	Chng%	\$Diff	

Developing

Apollo Exports International Inc.	72	72	0.0		90	91	1.1	1	
Crispo Canada Inc.	10		-100.0	-10	15		-100.0	-15	
Delta Industries International Inc.	47	48	2.1	1	168	136	-19.0	-32	
EarthKind, LLC					57	8	-86.0	-49	
Epoch Rain Barrels	3	2	-33.3	-1	10	4	-60.0	-6	
First Saturday Lime	4	5	25.0	1	14	8	-42.9	-6	
Grotrax	27	22	-18.5	-5	95	74	-22.1	-21	
MPM Pan Pacific Inc./Gonzo	7	5	-28.6	-2	73	107	46.6	34	
Multi-Formes					2		-100.0	-2	
New Age Pet					5		-100.0	-5	
Oregon Wire Products Div of Madison Steel					19	2	-89.5	-17	
Pest Wizard Inc.					12	6	-50.0	-6	
Rustic Arrow					116	43	-62.9	-73	
SureCan, Inc.	11	7	-36.4	-4	24	24	0.0		
Wild Valley Farms	2	2	0.0		2	2	0.0		
Woodstream Corporation	441	281	-36.3	-160	3,025	1,599	-47.1	-1,426	
Developing Total	624	444	-28.8	-180	3,727	2,104	-43.5	-1,623	

New

Kate's Custom Metal									
Knox Fertilizer Co. Inc.	52	59	13.5	7	178	184	3.4	6	
Ragan & Massey, Inc.						9		9	
Spoontiques, Inc.					47	60	27.7	13	
Tailor Made Products Inc.						9		9	
Unipet LLC									
Walton Wood Farm, Inc.						107		107	
New Total	52	59	13.5	7	225	369	64.0	144	

Sales Summary by Distributor by Type Mfg Partner

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Arett Sales Corporation

	Distributor Total				Group Total			
	LY		Current		LY		Current	
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Partners Total	13,767	15,723	14.2	1,956	67,122	57,758	-14.0	-9,364

Key:

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