

		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 2020-11			Year To Date			Year To Date	
		\$	\$	%	\$	% Mfrs.	\$	Chng % \$	%	\$	Chng % \$	% Mfrs.	Chng % \$	% Mfrs.
<b>Partners</b>														
	Veteran	1,370	4,583	95.9	20,567	96.9	77	3,018	120.3	97.8	6,843	49.3	97.6	66
	Developing	36	97	2.0	302	1.4	15	12	-66.7	0.4	30	-69.1	0.4	8
	New	23	98	2.1	353	1.7	7	55	139.1	1.8	136	38.8	1.9	5
<b>Partners</b>	<b>Total</b>	<b>1,429</b>	<b>4,778</b>		<b>21,222</b>		<b>99</b>	<b>3,085</b>	<b>115.9</b>		<b>7,009</b>	<b>46.7</b>		<b>79</b>
<b>Other L&amp;G</b>														
	Prospect	650	1,779	15.0	8,233	13.8	8	498	-23.4	13.5	2,224	25.0	15.5	6
	Other L&G	2,841	10,048	85.0	51,538	86.2	134	3,201	12.7	86.5	12,121	20.6	84.5	94
<b>Other L&amp;G</b>	<b>Total</b>	<b>3,491</b>	<b>11,827</b>		<b>59,771</b>		<b>142</b>	<b>3,699</b>	<b>6.0</b>		<b>14,345</b>	<b>21.3</b>		<b>100</b>
<b>Non L&amp;G</b>														
		931	4,890	100.0	22,924	100.0	21	2,031	118.2	100.0	9,586	96.0	100.0	20
<b>Total Purchases</b>		<b>5,851</b>	<b>21,495</b>		<b>103,917</b>		<b>262</b>	<b>8,815</b>	<b>50.7</b>		<b>30,940</b>	<b>43.9</b>		<b>199</b>

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 2020-11			Year To Date			Year To Date			
		\$	\$	%	\$	%	Mfrs.	\$	Chng % \$	%	\$	Chng % \$	%	Mfrs.	Chng % \$	%	Mfrs.
Partners																	
	Veteran	1,611	5,441	97.6	29,158	97.2	78	2,075	28.8	97.4	6,498	19.4	97.4	76	57.2	89.6	95
	Developing	20	34	0.6	339	1.1	10	7	-65.0	0.3	32	-5.9	0.5	8	-8.8	0.5	17
	New	24	97	1.7	506	1.7	7	49	104.2	2.3	144	48.5	2.2	7	50.8	9.9	9
Partners	Total	1,655	5,572		30,003		95	2,131	28.8		6,674	19.8		95	56.0		121
Other L&G																	
	Prospect	341	1,481	15.1	8,979	20.8	8	460	34.9	23.6	2,100	41.8	21.3	7	55.5	20.2	10
	Other L&G	1,586	8,352	84.9	34,138	79.2	160	1,489	-6.1	76.4	7,757	-7.1	78.7	138	23.9	79.8	285
Other L&G	Total	1,927	9,833		43,117		168	1,949	1.1		9,857	0.2		168	29.2		295
Non L&G		1,188	6,034	100.0	32,484	100.0	14	1,477	24.3	100.0	7,851	30.1	100.0	13	45.5	100.0	52
Total Sales		4,770	21,439		105,604		277	5,557	16.5		24,382	13.7		249	42.1		468

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: Nov-2020

## Arett Sales Corporation

### 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.

American GardenWorks, Inc.

Amerimax Home Products

Arborjet

Atlas Chemical Corporation

Bengal Products, Inc.

Bloem, LLC

Bond Manufacturing Co.

C & S Products Co., Inc.

Chaney Instrument Company

Chapin Manufacturing

Classic Brands, LLC

Corona Clipper

Crispo Canada Inc.

Curtis Wagner Plastics Corp.

D & D Commodities, Ltd.

Dalen Products, Inc.

Deroma

DeWitt Company Inc.

Dimex LLC

Dr. Earth Company

Dramm Corporation

Earthway Products Inc.

Eaton Brothers Corp.

Ecologel Solutions, LLC

Enviro Protection Ind

PY End: Jul-2021

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Arett Sales Corporation

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# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

Arett Sales Corporation

## Distributor Total

## Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
EZgrow Products					6	5	-16.7	-1
Fiskars Brands Inc. - Watering	15	23	53.3	8	321	219	-31.8	-102
Fiskars Brands, Inc.	11	2	-81.8	-9	63	77	22.2	14
Flame Engineering								
Flexrake Corp.					132	155	17.4	23
FoxFarm Soil & Fert. Co.	435	987	126.9	552	2,695	6,835	153.6	4,140
Gale Pacific USA					66	131	98.5	65
GARDENA Canada Ltd.					3	25	733.3	22
Geo Global Partners (OASE)	31	22	-29.0	-9	56	57	1.8	1
Glamos Wire, Inc.	18	46	155.6	28	57	95	66.7	38
HC Companies (The)	94	258	174.5	164	497	1,825	267.2	1,328
Heath Outdoor Products	19	24	26.3	5	60	74	23.3	14
I Must Garden LLC	16	62	287.5	46	19	79	315.8	60
Independence Flag	9		-100.0	-9	13	20	53.8	7
Jacto Inc. Subsidiary of					60	17	-71.7	-43
Jobe's Co./Easy Gardener Prdts	53	50	-5.7	-3	207	186	-10.1	-21
JRM Chemical, Inc.	6	19	216.7	13	19	46	142.1	27
Kness Mfg. Co. Inc.						6		6
Lewis Lifetime Tools					24	32	33.3	8
Luster Leaf Products	16	23	43.8	7	108	268	148.1	160
MacCourt Products Inc.					3	12	300.0	9
Melissa & Doug, LLC	21	2	-90.5	-19	73	38	-47.9	-35
Melnor Inc.	35	57	62.9	22	126	200	58.7	74
Michigan Peat Company	77	134	74.0	57	1,703	2,285	34.2	582
Millside Industries	5	17	240.0	12	5	17	240.0	12
Monterey Lawn & Garden Prdts	37	225	508.1	188	524	1,711	226.5	1,187
MPM Pan Pacific Inc./Gonzo	4		-100.0	-4	20	31	55.0	11

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

### Distributor Total

### Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
Multi-Formes						2		2
Neptune's Harvest Organic Fert	85	115	35.3	30	104	147	41.3	43
Novelty Mfg. & Earthbox	97	187	92.8	90	362	595	64.4	233
NuVue Products, Inc.					23	28	21.7	5
P.F. Harris Mfg. Co. LLC					50	95	90.0	45
Page Seed Company, Inc. (The)	1	1	0.0		2	3	50.0	1
Panacea Prdts_Woodlink,Hookery	72	127	76.4	55	120	313	160.8	193
Panacea Products Corp.	59	104	76.3	45	291	849	191.8	558
Pearl Valley Organix		24		24	-9	24	-366.7	33
Pest Wizard Inc.					2	3	50.0	1
Plantation Products, LLC	18	92	411.1	74	132	376	184.8	244
PlantMates, LLC					35	32	-8.6	-3
Plastec Products	120	125	4.2	5	285	386	35.4	101
Primitive Planters	23	53	130.4	30	88	242	175.0	154
Radians/Bellingham Glove	80	209	161.2	129	266	729	174.1	463
Radius Garden/American Lawn Mower Co.					43	138	220.9	95
Rain Bird Corporation					1	3	200.0	2
Rustic Arrow	22	10	-54.5	-12	48	39	-18.8	-9
Sanco Industries, Inc.		1		1	95	113	18.9	18
SBM Life Science - BioAdvanced Weed & Feed	308	452	46.8	144	1,088	4,796	340.8	3,708
Shake-Away Inc.	17	148	770.6	131	65	288	343.1	223
Solo Incorporated	5	1	-80.0	-4	99	84	-15.2	-15
Southern Patio	40	44	10.0	4	91	152	67.0	61
Spectrum Brands	98	110	12.2	12	1,389	2,761	98.8	1,372
Sterling International, Rescue	5	7	40.0	2	61	141	131.1	80
Summit Chemical Co.	4	34	750.0	30	43	101	134.9	58

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

Distributor Total					Group Total			
LY		Current			LY		Current	
YTD	YTD	Chng%	\$Diff		YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
Sun Gro Horticulture	339	686	102.4	347	1,481	2,819	90.3	1,338
SureCan, Inc.		5		5	3	10	233.3	7
Swan Products, LLC	30	29	-3.3	-1	182	384	111.0	202
Syndicate Home & Garden	95	44	-53.7	-51	195	203	4.1	8
TDI Brands	14	6	-57.1	-8	90	57	-36.7	-33
Teknor Apex Company	219		-100.0	-219	229	11	-95.2	-218
Trunk Liner Company / CPKB		5		5	94	52	-44.7	-42
Truper , S.A. de c.v.	109	42	-61.5	-67	124	70	-43.5	-54
Valley Industries LLP					9	38	322.2	29
Walton Company					13	10	-23.1	-3
Warp Brothers	14	10	-28.6	-4	39	19	-51.3	-20
West Chester Protective Gear (WCPG)	35	28	-20.0	-7	63	58	-7.9	-5
Wild Valley Farms								
Woodstream Corporation	169	115	-32.0	-54	821	1,272	54.9	451
World Source Partners	374	162	-56.7	-212	496	408	-17.7	-88
World Source Partners/Nuttery								
Yankee Publishing Inc.	9	17	88.9	8	38	43	13.2	5
<b>Veteran Total</b>	<b>4,583</b>	<b>6,843</b>	<b>49.3</b>	<b>2,260</b>	<b>21,413</b>	<b>42,280</b>	<b>97.5</b>	<b>20,867</b>

## Developing

ApricotMint						48		48
BioComposites Group Inc.						5		5
Bully Tools Company	18	3	-83.3	-15	24	8	-66.7	-16
Centurion Brands						33		33
Cloudfarm Inc., DBA Seedsheet								
Delta Industries International Inc.	8		-100.0	-8	44	52	18.2	8
Durvet, Inc								
Epoch Rain Barrels		3		3		3		3

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

### Distributor Total

### Group Total

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

## Developing

First Saturday Lime

Flora Classique, Inc.

GE Grow Lights	6	3	-50.0	-3	24	3	-87.5	-21
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Global Glove & Safety Manufacturing, Inc.

Grotrax	13	3	-76.9	-10	18	44	144.4	26
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GrowLife, Inc.					5	1	-80.0	-4
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Herbruck's Poultry Ranch, Inc.						6		6
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Kate's Custom Metal					1		-100.0	-1
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LA SIESTA

MARPHYL Marine Phytoplankton						5		5
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MidWest Wire Works LLC						19		19
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New Age Pet

Ogrow

Omega Industrial Inc.

Oregon Wire Products Div of Madison Steel		4		4		5		5
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PlantBest, Inc.					25	94	276.0	69
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Portrait Gardens, Inc.

Pure Paint Laboratories						1		1
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Ragan & Massey, Inc.

Spoontiques, Inc.					22	31	40.9	9
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Tailor Made Products Inc.					3		-100.0	-3
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TerraVesco

Unipet LLC	3	3	0.0		21	20	-4.8	-1
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Walton Wood Farm, Inc.	44	10	-77.3	-34	98	33	-66.3	-65
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YAYA Organics, LLC	5	1	-80.0	-4	5	1	-80.0	-4
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Zone Repellents

PY End: Jul-2021

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Arett Sales Corporation

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# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Developing</b>									
Developing	Total	97	30	-69.1	-67	290	412	42.1	122
<b>New</b>									
Blue Sky Clayworks, Inc.			3		3		4		4
Control Solutions, Inc.		9	1	-88.9	-8	4,570	6,008	31.5	1,438
DiversiTech									
Dog Rocks USA, Div. of Podium Pet Products						7	28	300.0	21
Environmental Factor Inc. (The)									
FITT USA, Inc.						18	5	-72.2	-13
IKES, LLC						12	12	0.0	
Knox Fertilizer Co. Inc.		24	56	133.3	32	114	165	44.7	51
Orbit Irrigation Products, LLC						46	47	2.2	1
Pop Hat, LLC (The)							1		1
Rhino Seed & Landscape Supply, LLC		55	49	-10.9	-6	62	55	-11.3	-7
Twine CBD		10	27	170.0	17	18	65	261.1	47
<b>New</b>	<b>Total</b>	<b>98</b>	<b>136</b>	<b>38.8</b>	<b>38</b>	<b>4,847</b>	<b>6,390</b>	<b>31.8</b>	<b>1,543</b>
	<b>Partners Total</b>	<b>4,778</b>	<b>7,009</b>	<b>46.7</b>	<b>2,231</b>	<b>26,550</b>	<b>49,082</b>	<b>84.9</b>	<b>22,532</b>

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: Nov-2020

## Arett Sales Corporation

## Distributor Total

## Group Total

	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
Alex Milne Associates, Ltd.								
American Deer Proofing Inc.								
American GardenWorks, Inc.	5	16	220.0	11	19	72	278.9	53
Amerimax Home Products								
Arborjet	7		-100.0	-7	10	3	-70.0	-7
Atlas Chemical Corporation	2	6	200.0	4	47	100	112.8	53
Bengal Products, Inc.					30	40	33.3	10
Bloem, LLC	79	188	138.0	109	313	987	215.3	674
Bond Manufacturing Co.	270	42	-84.4	-228	678	760	12.1	82
C & S Products Co., Inc.	61	150	145.9	89	88	205	133.0	117
Chaney Instrument Company								
Chapin Manufacturing	8	6	-25.0	-2	127	246	93.7	119
Classic Brands, LLC	95	57	-40.0	-38	267	291	9.0	24
Corona Clipper	47	89	89.4	42	476	746	56.7	270
Crispo Canada Inc.		1		1		1		1
Curtis Wagner Plastics Corp.	112	98	-12.5	-14	243	392	61.3	149
D & D Commodities, Ltd.	321	554	72.6	233	668	1,105	65.4	437
Dalen Products, Inc.	145	142	-2.1	-3	626	678	8.3	52
Deroma	60	75	25.0	15	124	204	64.5	80
DeWitt Company Inc.	261	443	69.7	182	1,826	2,499	36.9	673
Dimex LLC					2	4	100.0	2
Dr. Earth Company	71	36	-49.3	-35	344	387	12.5	43
Dramm Corporation	34	70	105.9	36	269	745	177.0	476
Earthway Products Inc.	38	7	-81.6	-31	157	151	-3.8	-6
Eaton Brothers Corp.	219	227	3.7	8	310	325	4.8	15
Ecologel Solutions, LLC	7	24	242.9	17	22	39	77.3	17
Enviro Protection Ind	76	121	59.2	45	229	331	44.5	102

## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

## Distributor Total

## Group Total

	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
EZgrow Products	2	2	0.0		38	15	-60.5	-23
Fiskars Brands Inc. - Watering	34	43	26.5	9	196	297	51.5	101
Fiskars Brands, Inc.	9	7	-22.2	-2	53	52	-1.9	-1
Flame Engineering								
Flexrake Corp.	3	1	-66.7	-2	196	243	24.0	47
FoxFarm Soil & Fert. Co.	626	1,070	70.9	444	4,319	8,882	105.6	4,563
Gale Pacific USA					69	223	223.2	154
GARDENA Canada Ltd.	1	1	0.0		8	24	200.0	16
Geo Global Partners (OASE)	13		-100.0	-13	82	72	-12.2	-10
Glamos Wire, Inc.	4	3	-25.0	-1	14	13	-7.1	-1
HC Companies (The)	148	252	70.3	104	580	1,409	142.9	829
Heath Outdoor Products	64	56	-12.5	-8	85	93	9.4	8
I Must Garden LLC	18	26	44.4	8	32	57	78.1	25
Independence Flag	4	1	-75.0	-3	10	13	30.0	3
Jacto Inc. Subsidiary of					1		-100.0	-1
Jobe's Co./Easy Gardener Prdts	65	50	-23.1	-15	235	284	20.9	49
JRM Chemical, Inc.	5	11	120.0	6	17	37	117.6	20
Kness Mfg. Co. Inc.					10	7	-30.0	-3
Lewis Lifetime Tools	13	8	-38.5	-5	62	78	25.8	16
Luster Leaf Products	29	27	-6.9	-2	152	280	84.2	128
MacCourt Products Inc.	1		-100.0	-1	11	17	54.5	6
Melissa & Doug, LLC					58	37	-36.2	-21
Melnor Inc.	62	14	-77.4	-48	187	150	-19.8	-37
Michigan Peat Company	2	2	0.0		885	1,151	30.1	266
Millside Industries	8	8	0.0		14	25	78.6	11
Monterey Lawn & Garden Prdts	80	290	262.5	210	718	1,810	152.1	1,092
MPM Pan Pacific Inc./Gonzo	3		-100.0	-3	39	90	130.8	51

# Sales Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

### Distributor Total

### Group Total

	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
Multi-Formes								
Neptune's Harvest Organic Fert	100	78	-22.0	-22	161	125	-22.4	-36
Novelty Mfg. & Earthbox	159	199	25.2	40	392	410	4.6	18
NuVue Products, Inc.	1		-100.0	-1	26	34	30.8	8
P.F. Harris Mfg. Co. LLC					37	47	27.0	10
Page Seed Company, Inc. (The)					2	13	550.0	11
Panacea Prdts_Woodlink,Hookery	130	122	-6.2	-8	206	253	22.8	47
Panacea Products Corp.	52	29	-44.2	-23	243	391	60.9	148
Pearl Valley Organix	11	28	154.5	17	65	31	-52.3	-34
Pest Wizard Inc.					2	3	50.0	1
Plantation Products, LLC	20	64	220.0	44	38	119	213.2	81
PlantMates, LLC					18	25	38.9	7
Plastec Products	129	181	40.3	52	316	480	51.9	164
Primitive Planters	29	31	6.9	2	106	210	98.1	104
Radians/Bellingham Glove	111	178	60.4	67	306	493	61.1	187
Radius Garden/American Lawn Mower Co.		2		2	9	29	222.2	20
Rain Bird Corporation					2	4	100.0	2
Rustic Arrow					9	9	0.0	
Sanco Industries, Inc.		2		2	154	155	0.6	1
SBM Life Science - BioAdvanced Weed & Feed	297	301	1.3	4	1,485	1,466	-1.3	-19
Shake-Away Inc.	16	167	943.8	151	96	337	251.0	241
Solo Incorporated	5	4	-20.0	-1	73	67	-8.2	-6
Southern Patio	49	29	-40.8	-20	62	114	83.9	52
Spectrum Brands	116	120	3.4	4	626	1,071	71.1	445
Sterling International, Rescue	5	20	300.0	15	110	174	58.2	64
Summit Chemical Co.	5	11	120.0	6	39	94	141.0	55

## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>									
Sun Gro Horticulture		161	200	24.2	39	1,015	1,699	67.4	684
SureCan, Inc.		1	1	0.0		7	3	-57.1	-4
Swan Products, LLC		31	19	-38.7	-12	146	246	68.5	100
Syndicate Home & Garden		78	67	-14.1	-11	188	231	22.9	43
TDI Brands		8	14	75.0	6	55	64	16.4	9
Teknor Apex Company		285	13	-95.4	-272	305	36	-88.2	-269
Truper , S.A. de c.v.		129	62	-51.9	-67	166	102	-38.6	-64
Valley Industries LLP						26	31	19.2	5
Walton Company						16	20	25.0	4
Warp Brothers		16	20	25.0	4	26	30	15.4	4
West Chester Protective Gear (WCPG)		18	28	55.6	10	62	85	37.1	23
Wild Valley Farms		1	1	0.0		1	1	0.0	
Woodstream Corporation		76	54	-28.9	-22	736	790	7.3	54
World Source Partners		279	202	-27.6	-77	379	349	-7.9	-30
World Source Partners/Nuttery			1		1	2	1	-50.0	-1
Yankee Publishing Inc.		11	26	136.4	15	-42	52	-223.8	94
<b>Veteran</b>	<b>Total</b>	<b>5,441</b>	<b>6,498</b>	<b>19.4</b>	<b>1,057</b>	<b>22,617</b>	<b>35,564</b>	<b>57.2</b>	<b>12,947</b>

## Developing

ApricotMint		2		-100.0	-2	2	18	800.0	16
Delta Industries International Inc.		13	15	15.4	2	54	69	27.8	15
Epoch Rain Barrels						1	2	100.0	1
First Saturday Lime		1	1	0.0		2	4	100.0	2
GE Grow Lights		2	5	150.0	3	10	9	-10.0	-1
Global Glove & Safety Manufacturing, Inc.									
Grotrax		12	7	-41.7	-5	23	32	39.1	9
Kate's Custom Metal									

## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

## Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Developing</b>									
New Age Pet									
Ogrow							1		1
Omega Industrial Inc.							2		2
Oregon Wire Products Div of Madison Steel			1		1	1	11	1,000.0	10
Portrait Gardens, Inc.									
Ragan & Massey, Inc.									
Spoontiques, Inc.						32	24	-25.0	-8
Tailor Made Products Inc.						4		-100.0	-4
Unipet LLC		1	2	100.0	1	1	5	400.0	4
Walton Wood Farm, Inc.						94	29	-69.1	-65
YAYA Organics, LLC		3	1	-66.7	-2	3	1	-66.7	-2
<b>Developing</b>	<b>Total</b>	<b>34</b>	<b>32</b>	<b>-5.9</b>	<b>-2</b>	<b>227</b>	<b>207</b>	<b>-8.8</b>	<b>-20</b>
<b>New</b>									
Blue Sky Clayworks, Inc.		4	7	75.0	3	5	8	60.0	3
Control Solutions, Inc.			1		1	2,439	3,600	47.6	1,161
DiversiTech									
Dog Rocks USA, Div. of Podium Pet Products							22		22
Environmental Factor Inc. (The)			1		1	1	1	0.0	
FITT USA, Inc.			3		3		-5		-5
Knox Fertilizer Co. Inc.		23	49	113.0	26	72	136	88.9	64
Pop Hat, LLC (The)									
Rhino Seed & Landscape Supply, LLC		63	70	11.1	7	65	86	32.3	21
Twine CBD		7	13	85.7	6	12	64	433.3	52
<b>New</b>	<b>Total</b>	<b>97</b>	<b>144</b>	<b>48.5</b>	<b>47</b>	<b>2,594</b>	<b>3,912</b>	<b>50.8</b>	<b>1,318</b>
<b>Partners Total</b>		<b>5,572</b>	<b>6,674</b>	<b>19.8</b>	<b>1,102</b>	<b>25,438</b>	<b>39,683</b>	<b>56.0</b>	<b>14,245</b>

# Sales Summary by Distributor by Type Mfg Partner

PY to Date: Nov-2020

Arett Sales Corporation

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

Key:

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