

		Your Last Year History					2020-08 thru 2021-07		Your Current Program Year					2021-08 thru 2022-07		Group Summary		
		Same Month	YTD		Full Year			Current Month 2021-08			Year To Date				Year To Date			
		\$	\$	%	\$	%	Mfrs.	\$	Chng % \$	%	\$	Chng % \$	%	Mfrs.	Chng % \$	%	Mfrs.	
Partners																		
	Veteran	1,692	1,692	98.2	41,465	96.5	81	3,002	77.4	92.1	3,002	77.4	92.1	60	9.9	86.1	85	
	Developing	22	22	1.3	1,221	2.8	23	47	113.6	1.4	47	113.6	1.4	10	77.9	11.4	18	
	New	9	9	0.5	277	0.6	5	210	2,233.3	6.4	210	2,233.3	6.4	3	323.2	2.5	6	
Partners	Total	1,723	1,723		42,963		109	3,259	89.1		3,259	89.1		73	17.2		109	
Other L&G																		
	Prospect	640	640	17.6	12,600	15.9	5	1,330	107.8	20.4	1,330	107.8	20.4	4	71.5	16.7	6	
	Other L&G	3,000	3,000	82.4	66,549	84.1	150	5,193	73.1	79.6	5,193	73.1	79.6	83	14.3	83.3	158	
Other L&G	Total	3,640	3,640		79,149		155	6,523	79.2		6,523	79.2		87	21.1		164	
Non L&G		6,050	6,050	100.0	84,462	100.0	55	10,143	67.7	100.0	10,143	67.7	100.0	31	85.9	100.0	56	
Total Purchases		11,413	11,413		206,574		319	19,925	74.6		19,925	74.6		191	40.6		329	

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			2020-08 thru 2021-07			Your Current Program Year			2021-08 thru 2022-07			Group Summary			
		Same Month	YTD		Full Year			Current Month 2021-08			Year To Date			Year To Date			
		\$	\$	%	\$	%	Mfrs.	\$	Chng % \$	%	\$	Chng % \$	%	Mfrs.	Chng % \$	%	Mfrs.
Partners																	
	Veteran	1,963	1,963	98.5	41,315	97.4	78	2,561	30.5	97.7	2,561	30.5	97.7	70	-6.6	86.7	91
	Developing	23	23	1.2	923	2.2	18	47	104.3	1.8	47	104.3	1.8	14	32.2	12.5	20
	New	7	7	0.4	172	0.4	2	14	100.0	0.5	14	100.0	0.5	3	40.0	0.8	4
Partners	Total	1,993	1,993		42,410		98	2,622	31.6		2,622	31.6		98	-2.7		115
Other L&G																	
	Prospect	849	849	34.3	13,884	31.3	4	2,336	175.1	49.6	2,336	175.1	49.6	4	82.7	28.5	4
	Other L&G	1,626	1,626	65.7	30,541	68.7	145	2,371	45.8	50.4	2,371	45.8	50.4	105	-10.0	71.5	213
Other L&G	Total	2,475	2,475		44,425		149	4,707	90.2		4,707	90.2		149	5.2		217
Non L&G		2,645	2,645	100.0	57,718	100.0	52	4,151	56.9	100.0	4,151	56.9	100.0	38	9.1	100.0	69
Total Sales		7,113	7,113		144,553		299	11,480	61.4		11,480	61.4		234	3.6		401

^ ^
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: Aug-2021

BFG Supply Co.

	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.					10	14	40.0	4
Amerimax Home Products								
Ames Companies (The) Southern Patio		45		45	21	191	809.5	170
Arborjet					5	3	-40.0	-2
Atlantic-OASE - formerly Geo Global		1		1	20	-9	-145.0	-29
Atlas Chemical Corporation		5		5	11	31	181.8	20
Bengal Products, Inc.					22	21	-4.5	-1
BioComposites Group Inc.		3		3		25		25
Bloem, LLC	27	200	640.7	173	156	360	130.8	204
Bond Manufacturing Co.	46	65	41.3	19	259	241	-6.9	-18
Bully Tools Company					3		-100.0	-3
C & S Products Co., Inc.	6	4	-33.3	-2	36	4	-88.9	-32
Centurion Brands						10		10
Chaney Instrument Company								
Chapin Manufacturing					110	66	-40.0	-44
Classic Brands, LLC	9	15	66.7	6	33	54	63.6	21
Corona Clipper	3	18	500.0	15	223	126	-43.5	-97
Curtis Wagner Plastics Corp.	27	36	33.3	9	60	90	50.0	30
D & D Commodities, Ltd.	22	15	-31.8	-7	205	92	-55.1	-113
Dalen Products, Inc.	82	23	-72.0	-59	201	74	-63.2	-127
Delta Industries International Inc.	6		-100.0	-6	18	3	-83.3	-15
Deroma	16	36	125.0	20	16	207	1,193.8	191
DeWitt Company Inc.	137	265	93.4	128	528	1,059	100.6	531
Dr. Earth Company	9	12	33.3	3	68	108	58.8	40
Dramm Corporation	32	54	68.8	22	321	230	-28.3	-91

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Earthway Products Inc.		4		4	8	12	50.0	4
Eaton Brothers Corp.	8	5	-37.5	-3	29	57	96.6	28
Ecologel Solutions, LLC					11	14	27.3	3
Enviro Protection Ind	77	16	-79.2	-61	138	117	-15.2	-21
Epoch Rain Barrels								
EZgrow Products					5		-100.0	-5
Fiskars Brands Inc. - Watering	6	9	50.0	3	88	65	-26.1	-23
Fiskars Brands, Inc.	6	7	16.7	1	34	25	-26.5	-9
Flame Engineering								
FoxFarm Soil & Fert. Co.	263	492	87.1	229	2,190	2,200	0.5	10
Gale Pacific USA					47	45	-4.3	-2
GARDENA Canada Ltd.	3		-100.0	-3	3	6	100.0	3
Glamos Wire, Inc.								
Green Garden Products (Plantation Prod)	16	5	-68.8	-11	17	10	-41.2	-7
HC Companies (The)	76	82	7.9	6	573	127	-77.8	-446
Heath Outdoor Products	3	5	66.7	2	11	8	-27.3	-3
I Must Garden LLC					14	21	50.0	7
Independence Flag		2		2		33		33
Jacto Inc. Subsidiary of					3	8	166.7	5
Jobe's Co./Easy Gardener Prdts	9	9	0.0		33	31	-6.1	-2
JRM Chemical, Inc.	3	12	300.0	9	4	16	300.0	12
Kness Mfg. Co. Inc.					3	5	66.7	2
Lewis Lifetime Tools		1		1	11	7	-36.4	-4
Luster Leaf Products		2		2	51	60	17.6	9
MacCourt Products Inc.					8		-100.0	-8
MARPHYL Marine Phytoplankton		3		3		25		25

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Melissa & Doug, LLC					7	20	185.7	13
Melnor Inc.	12	12	0.0		74	35	-52.7	-39
Michigan Peat Company	103	67	-35.0	-36	207	137	-33.8	-70
Millside Industries					6		-100.0	-6
Monterey Lawn & Garden Prdts	234	272	16.2	38	505	392	-22.4	-113
MPM Pan Pacific Inc./Gonzo					15		-100.0	-15
Neptune's Harvest Organic Fert		42		42	1	49	4,800.0	48
Novelty Mfg. & Earthbox	25	106	324.0	81	59	152	157.6	93
NuVue Products, Inc.						5		5
Oregon Wire Products Div of Madison Steel		55		55		55		55
P.F. Harris Mfg. Co. LLC					29	18	-37.9	-11
Page Seed Company, Inc. (The)								
Panacea Prdts_Woodlink,Hookery	8	25	212.5	17	46	96	108.7	50
Panacea Products Corp.	23	52	126.1	29	117	235	100.9	118
Pearl Valley Organix					4	9	125.0	5
Pest Wizard Inc.					1	3	200.0	2
PlantBest, Inc.		1		1		1		1
PlantMates, LLC								
Plastec Products	17	116	582.4	99	63	149	136.5	86
Primitive Planters	6	9	50.0	3	29	51	75.9	22
Radians/Bellingham Glove	33		-100.0	-33	92	16	-82.6	-76
Radius Garden/American Lawn Mower Co.		6		6	9	17	88.9	8
Rain Bird Corporation					3		-100.0	-3
Rustic Arrow		6		6		68		68
Sanco Industries, Inc.					58	61	5.2	3

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran									
SBM Life Science - BioAdvanced Weed & Feed		119	214	79.8	95	330	461	39.7	131
Shake-Away Inc.		63	5	-92.1	-58	122	15	-87.7	-107
Solo Incorporated			5		5	1	6	500.0	5
Spectrum Brands		38	11	-71.1	-27	378	399	5.6	21
Sterling International, Rescue		22	1	-95.5	-21	88	64	-27.3	-24
Summit Chemical Co.		3	13	333.3	10	26	41	57.7	15
Sun Gro Horticulture		43	366	751.2	323	659	800	21.4	141
SureCan, Inc.									
Swan Products, LLC			24		24	90	119	32.2	29
Syndicate Home & Garden		3	18	500.0	15	15	57	280.0	42
TDI Brands		1		-100.0	-1	31	29	-6.5	-2
Teknor Apex Company		4		-100.0	-4	4		-100.0	-4
Trunk Liner Company / CPKB						7	8	14.3	1
Truper , S.A. de c.v.		10	23	130.0	13	10	23	130.0	13
Valley Industries LLP						13	1	-92.3	-12
Walton Company						2	6	200.0	4
Warp Brothers		5	9	80.0	4	5	35	600.0	30
West Chester Protective Gear (WCPG)						12	14	16.7	2
Wild Valley Farms									
Woodstream Corporation		28	88	214.3	60	246	253	2.8	7
World Source Partners			2		2	6	63	950.0	57
World Source Partners/Nuttery									
Yankee Publishing Inc.			3		3	6	18	200.0	12
Veteran	Total	1,692	3,002	77.4	1,310	8,983	9,873	9.9	890
Developing									
ApricotMint						7		-100.0	-7

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Developing								
Blue Sky Clayworks, Inc.						110		110
Control Solutions, Inc.		3		3	660	1,105	67.4	445
DiversiTech								
Dog Rocks USA, Div. of Podium Pet Products								
Durvet, Inc								
Environmental Factor Inc. (The)						4		4
FITT USA, Inc.		1		1		1		1
Flora Classique, Inc.								
GE Lighting a Savant Company								
Global Glove & Safety Manufacturing, Inc.								
Herbruck's Poultry Ranch, Inc.								
IKES, LLC	2	11	450.0	9	2	11	450.0	9
Kate's Custom Metal								
Knox Fertilizer Co. Inc.	7		-100.0	-7	23	6	-73.9	-17
MidWest Wire Works LLC						1		1
Nousbo USA Inc.								
Ogrow								
Omega Industrial Inc.								
Orbit Irrigation Products, LLC		20		20		35		35
Pop Hat, LLC (The)								
Portrait Gardens, Inc.								
Pure Paint Laboratories		3		3		3		3
Ragan & Massey, Inc.		2		2		2		2
Rhino Seed & Landscape Supply, LLC	6		-100.0	-6	13	7	-46.2	-6
Spoontiques, Inc.	4		-100.0	-4	12	6	-50.0	-6
TerraVesco								

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Developing									
	Twine CBD		2		2	1	4	300.0	3
	Unipet LLC	3	5	66.7	2	6	5	-16.7	-1
	Walton Wood Farm, Inc.					8	1	-87.5	-7
	YAYA Organics, LLC								
	Zone Repellents						1		1
Developing	Total	22	47	113.6	25	732	1,302	77.9	570
New									
	Coast of Maine Products		31		31	31	125	303.2	94
	Enroot Products LLC								
	Messinas	7		-100.0	-7	26	17	-34.6	-9
	Mountain View Seeds		176		176		176		176
	Nature's Mace	2	3	50.0	1	2	3	50.0	1
	Renee's Garden					10	-29	-390.0	-39
	Thriving Design								
	True Organic Products, Inc.								
	Watson Gloves								
New	Total	9	210	2,233.3	201	69	292	323.2	223
	Partners Total	1,723	3,259	89.1	1,536	9,784	11,467	17.2	1,683

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: Aug-2021

BFG Supply Co.

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.								
American GardenWorks, Inc.		1		1	18	10	-44.4	-8
Amerimax Home Products								
Ames Companies (The) Southern Patio	1	13	1,200.0	12	36	58	61.1	22
Arborjet	1	1	0.0		1	1	0.0	
Atlantic-OASE - formerly Geo Global	1		-100.0	-1	30	13	-56.7	-17
Atlas Chemical Corporation	2	6	200.0	4	25	24	-4.0	-1
Bengal Products, Inc.					14	17	21.4	3
Bloem, LLC	41	76	85.4	35	392	209	-46.7	-183
Bond Manufacturing Co.	32	70	118.8	38	247	220	-10.9	-27
C & S Products Co., Inc.	8	14	75.0	6	79	32	-59.5	-47
Chaney Instrument Company								
Chapin Manufacturing	3	4	33.3	1	76	81	6.6	5
Classic Brands, LLC	14	18	28.6	4	99	93	-6.1	-6
Corona Clipper	14	29	107.1	15	206	214	3.9	8
Curtis Wagner Plastics Corp.	19	22	15.8	3	86	86	0.0	
D & D Commodities, Ltd.	26	23	-11.5	-3	326	270	-17.2	-56
Dalen Products, Inc.	100	39	-61.0	-61	245	147	-40.0	-98
Delta Industries International Inc.		6		6	8	19	137.5	11
Deroma	46	37	-19.6	-9	62	68	9.7	6
DeWitt Company Inc.	106	140	32.1	34	687	631	-8.2	-56
Dr. Earth Company	21	7	-66.7	-14	143	133	-7.0	-10
Dramm Corporation	12	16	33.3	4	324	264	-18.5	-60
Earthway Products Inc.	2	2	0.0		31	29	-6.5	-2
Eaton Brothers Corp.	10	29	190.0	19	79	112	41.8	33
Ecologel Solutions, LLC	1		-100.0	-1	26	26	0.0	

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

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	77	20.3	13	125	161	28.8	36
Epoch Rain Barrels	1	2	100.0	1	1	2	100.0	1
EZgrow Products	1		-100.0	-1	7		-100.0	-7
Fiskars Brands Inc. - Watering	6	4	-33.3	-2	120	63	-47.5	-57
Fiskars Brands, Inc.	6	7	16.7	1	16	15	-6.2	-1
Flame Engineering								
FoxFarm Soil & Fert. Co.	295	578	95.9	283	2,561	2,660	3.9	99
Gale Pacific USA					84	68	-19.0	-16
GARDENA Canada Ltd.	7		-100.0	-7	13	5	-61.5	-8
Glamos Wire, Inc.					3		-100.0	-3
Green Garden Products (Plantation Prod)	2	6	200.0	4	10	10	0.0	
HC Companies (The)	62	63	1.6	1	544	282	-48.2	-262
Heath Outdoor Products	1	3	200.0	2	24	12	-50.0	-12
I Must Garden LLC	5	12	140.0	7	18	18	0.0	
Independence Flag		3		3	3	12	300.0	9
Jacto Inc. Subsidiary of								
Jobe's Co./Easy Gardener Prdts	8	6	-25.0	-2	83	42	-49.4	-41
JRM Chemical, Inc.	2	2	0.0		5	6	20.0	1
Kness Mfg. Co. Inc.					2	4	100.0	2
Lewis Lifetime Tools	1	2	100.0	1	27	23	-14.8	-4
Luster Leaf Products	3	17	466.7	14	85	77	-9.4	-8
MacCourt Products Inc.					7	2	-71.4	-5
Melissa & Doug, LLC	1		-100.0	-1	9	26	188.9	17
Melnor Inc.	12	24	100.0	12	70	100	42.9	30
Michigan Peat Company	113	59	-47.8	-54	204	154	-24.5	-50
Millside Industries	1	2	100.0	1	4	2	-50.0	-2

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Monterey Lawn & Garden Prdts	441	529	20.0	88	898	732	-18.5	-166
MPM Pan Pacific Inc./Gonzo	3	2	-33.3	-1	36	20	-44.4	-16
Neptune's Harvest Organic Fert	6	67	1,016.7	61	15	111	640.0	96
Novelty Mfg. & Earthbox	40	97	142.5	57	126	137	8.7	11
NuVue Products, Inc.						1		1
Oregon Wire Products Div of Madison Steel					6	2	-66.7	-4
P.F. Harris Mfg. Co. LLC					13	14	7.7	1
Page Seed Company, Inc. (The)								
Panacea Prdts_Woodlink,Hookery	11	21	90.9	10	41	56	36.6	15
Panacea Products Corp.	27	38	40.7	11	112	143	27.7	31
Pearl Valley Organix		1		1	10	5	-50.0	-5
Pest Wizard Inc.					1	3	200.0	2
PlantMates, LLC					8	6	-25.0	-2
Plastec Products	30	26	-13.3	-4	130	88	-32.3	-42
Primitive Planters	9	12	33.3	3	63	53	-15.9	-10
Radians/Bellingham Glove	19	23	21.1	4	89	85	-4.5	-4
Radius Garden/American Lawn Mower Co.	3	3	0.0		10	14	40.0	4
Rain Bird Corporation					1	1	0.0	
Rustic Arrow						12		12
Sanco Industries, Inc.	2	2	0.0		63	100	58.7	37
SBM Life Science - BioAdvanced Weed & Feed	102	121	18.6	19	489	534	9.2	45
Shake-Away Inc.	47	19	-59.6	-28	105	30	-71.4	-75
Solo Incorporated	2	5	150.0	3	20	15	-25.0	-5
Spectrum Brands	37	32	-13.5	-5	506	644	27.3	138
Sterling International, Rescue	6	2	-66.7	-4	79	71	-10.1	-8

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran									
Summit Chemical Co.		6	10	66.7	4	39	34	-12.8	-5
Sun Gro Horticulture		43	17	-60.5	-26	404	333	-17.6	-71
SureCan, Inc.						1	1	0.0	
Swan Products, LLC		5	4	-20.0	-1	68	105	54.4	37
Syndicate Home & Garden		8	23	187.5	15	53	75	41.5	22
TDI Brands			2		2	13	33	153.8	20
Teknor Apex Company		10		-100.0	-10	16	1	-93.8	-15
Truper , S.A. de c.v.		12	20	66.7	8	19	28	47.4	9
Valley Industries LLP						12	14	16.7	2
Walton Company						6	6	0.0	
Warp Brothers			1		1	2	10	400.0	8
West Chester Protective Gear (WCPG)						16	13	-18.8	-3
Wild Valley Farms									
Woodstream Corporation		42	57	35.7	15	338	316	-6.5	-22
World Source Partners		1	6	500.0	5	101	95	-5.9	-6
World Source Partners/Nuttery									
Yankee Publishing Inc.			1		1		-1		-1
Veteran	Total	1,963	2,561	30.5	598	11,174	10,441	-6.6	-733

Developing

ApricotMint			1		1	7	2	-71.4	-5
Blue Sky Clayworks, Inc.						1	4	300.0	3
Control Solutions, Inc.			2		2	1,006	1,377	36.9	371
DiversiTech									
Dog Rocks USA, Div. of Podium Pet Products			21		21		21		21
Environmental Factor Inc. (The)							2		2
FITT USA, Inc.			3		3	6	12	100.0	6

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

Distributor Total

Group Total

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

Developing

GE Lighting a Savant Company					1		-100.0	-1	
Global Glove & Safety Manufacturing, Inc.									
IKES, LLC									
Kate's Custom Metal									
Knox Fertilizer Co. Inc.	14	12	-14.3	-2	44	34	-22.7	-10	
MidWest Wire Works LLC		1		1	22	3	-86.4	-19	
Ogrow									
Omega Industrial Inc.					1		-100.0	-1	
Pop Hat, LLC (The)									
Portrait Gardens, Inc.									
Pure Paint Laboratories									
Ragan & Massey, Inc.									
Rhino Seed & Landscape Supply, LLC	6		-100.0	-6	18	23	27.8	5	
Spoontiques, Inc.	1		-100.0	-1	8	7	-12.5	-1	
Twine CBD	2	6	200.0	4	14	17	21.4	3	
Unipet LLC		1		1		1		1	
Walton Wood Farm, Inc.					9		-100.0	-9	
YAYA Organics, LLC									
Developing	Total	23	47	104.3	24	1,137	1,503	32.2	366

New

Coast of Maine Products		5		5	28	78	178.6	50	
Messinas	7	9	28.6	2	41	32	-22.0	-9	
Renee's Garden						-12		-12	
Watson Gloves					1		-100.0	-1	
New	Total	7	14	100.0	7	70	40.0	28	
Partners Total		1,993	2,622	31.6	629	12,381	12,042	-2.7	-339

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Aug-2021

BFG Supply Co.

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