

		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 2020-10			Year To Date			Year To Date	
		\$	\$	%	\$	% Mfrs.	\$	Chng % \$	%	\$	Chng % \$	% Mfrs.	Chng % \$	% Mfrs.
<b>Partners</b>														
	Veteran	1,358	3,213	96.0	20,578	97.0	78	1,502	10.6	96.4	3,827	19.1	97.5	59
	Developing	30	61	1.8	302	1.4	15	10	-66.7	0.6	18	-70.5	0.5	4
	New	33	74	2.2	341	1.6	6	46	39.4	3.0	81	9.5	2.1	4
<b>Partners</b>	<b>Total</b>	<b>1,421</b>	<b>3,348</b>		<b>21,221</b>		<b>99</b>	<b>1,558</b>	<b>9.6</b>		<b>3,926</b>	<b>17.3</b>		<b>67</b>
<b>Other L&amp;G</b>														
	Prospect	1,032	1,891	22.7	14,558	24.4	9	1,204	16.7	31.1	2,790	47.5	26.2	5
	Other L&G	2,640	6,448	77.3	45,214	75.6	133	2,671	1.2	68.9	7,862	21.9	73.8	79
<b>Other L&amp;G</b>	<b>Total</b>	<b>3,672</b>	<b>8,339</b>		<b>59,772</b>		<b>142</b>	<b>3,875</b>	<b>5.5</b>		<b>10,652</b>	<b>27.7</b>		<b>84</b>
<b>Non L&amp;G</b>														
		930	3,958	100.0	22,924	100.0	21	2,992	221.7	100.0	7,553	90.8	100.0	17
<b>Total Purchases</b>		<b>6,023</b>	<b>15,645</b>		<b>103,917</b>		<b>262</b>	<b>8,425</b>	<b>39.9</b>		<b>22,131</b>	<b>41.5</b>		<b>168</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			2020-10		Year To Date			Year To Date								
		\$		\$	%		\$	%	Mfrs.	\$	Chng	%	\$	Chng	%	Mfrs.	Chng	%	\$	Chng	%	Mfrs.				
											% \$			% \$			% \$				% \$					
Partners																										
	Veteran	1,224		3,825	97.8		29,158	97.2	78			1,196	-2.3	97.2		4,424	15.7	97.4	74			40.4	91.4	94		
	Developing	5		15	0.4		339	1.1	10			5	0.0	0.4		24	60.0	0.5	8			19.0	0.5	17		
	New	18		72	1.8		506	1.7	7			30	66.7	2.4		94	30.6	2.1	7			4.4	8.1	9		
Partners	Total	1,247		3,912			30,003		95			1,231	-1.3			4,542	16.1		95			36.5		120		
Other L&G																										
	Prospect	612		1,889	23.9		13,701	31.8	8			767	25.3	34.0		2,298	21.7	29.1	7			40.2	28.0	10		
	Other L&G	1,887		6,004	76.1		29,416	68.2	160			1,492	-20.9	66.0		5,609	-6.6	70.9	132			5.0	72.0	280		
Other L&G	Total	2,499		7,893			43,117		168			2,259	-9.6			7,907	0.2		168			13.0		290		
Non L&G																										
		1,708		4,847	100.0		32,484	100.0	14			1,950	14.2	100.0		6,373	31.5	100.0	13			23.8	100.0	51		
Total Sales		5,454		16,652			105,604		277			5,440	-0.3			18,822	13.0		241			23.2		461		

Action Requested: Verification

Key:

Veteran: 3+ years

Developing: &gt; 1 year and &lt; 3 years

New: &lt; 1 year

Terminated: Effective end of current program year

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Oct-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: Oct-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	4	22	450.0	18	266	193	-27.4	-73
Fiskars Brands, Inc.					21	65	209.5	44
Flame Engineering								
Flexrake Corp.					107	121	13.1	14
FoxFarm Soil & Fert. Co.	321	588	83.2	267	2,000	4,811	140.6	2,811
Gale Pacific USA					63	110	74.6	47
GARDENA Canada Ltd.					3	17	466.7	14
Geo Global Partners (OASE)	31	22	-29.0	-9	51	57	11.8	6
Glamos Wire, Inc.								
HC Companies (The)	65	100	53.8	35	319	1,068	234.8	749
Heath Outdoor Products	16	24	50.0	8	23	42	82.6	19
I Must Garden LLC	10	29	190.0	19	13	46	253.8	33
Independence Flag	4		-100.0	-4	9	6	-33.3	-3
Jacto Inc. Subsidiary of					3	10	233.3	7
Jobe's Co./Easy Gardener Prdts	47	18	-61.7	-29	174	109	-37.4	-65
JRM Chemical, Inc.	6	6	0.0		17	20	17.6	3
Kness Mfg. Co. Inc.						5		5
Lewis Lifetime Tools					21	32	52.4	11
Luster Leaf Products	11	4	-63.6	-7	73	137	87.7	64
MacCourt Products Inc.					3	12	300.0	9
Melissa & Doug, LLC	15	2	-86.7	-13	49	23	-53.1	-26
Melnor Inc.	35	14	-60.0	-21	125	124	-0.8	-1
Michigan Peat Company	63	91	44.4	28	1,355	1,373	1.3	18
Millside Industries		13		13		13		13
Monterey Lawn & Garden Prdts	37	171	362.2	134	406	947	133.3	541
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: Oct-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	47	34	-27.7	-13	66	54	-18.2	-12
Novelty Mfg. & Earthbox	88	57	-35.2	-31	200	188	-6.0	-12
NuVue Products, Inc.					16	23	43.8	7
Orbit Irrigation Products, LLC					20	33	65.0	13
P.F. Harris Mfg. Co. LLC					28	54	92.9	26
Page Seed Company, Inc. (The)	1		-100.0	-1	1		-100.0	-1
Panacea Prdts_Woodlink,Hookery	41	46	12.2	5	78	118	51.3	40
Panacea Products Corp.	10	7	-30.0	-3	124	221	78.2	97
Pearl Valley Organix		16		16	-9	16	-277.8	25
Pest Wizard Inc.					2	2	0.0	
Plantation Products, LLC	12		-100.0	-12	66	84	27.3	18
PlantMates, LLC								
Plastec Products	114	74	-35.1	-40	231	319	38.1	88
Primitive Planters	19	7	-63.2	-12	50	87	74.0	37
Radians/Bellingham Glove	74	149	101.4	75	174	254	46.0	80
Radius Garden/American Lawn Mower Co.					7	28	300.0	21
Rain Bird Corporation					1	3	200.0	2
Rustic Arrow	18	5	-72.2	-13	41	33	-19.5	-8
Sanco Industries, Inc.		1		1	84	72	-14.3	-12
SBM Life Science - BioAdvanced Weed & Feed	148	269	81.8	121	453	1,620	257.6	1,167
Shake-Away Inc.	12	120	900.0	108	53	237	347.2	184
Solo Incorporated	5	1	-80.0	-4	11	28	154.5	17
Southern Patio	24	8	-66.7	-16	61	48	-21.3	-13
Spectrum Brands	89	85	-4.5	-4	1,218	691	-43.3	-527
Sterling International, Rescue	5	7	40.0	2	52	124	138.5	72

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Oct-2020

## Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>									
Summit Chemical Co.		4	3	-25.0	-1	30	33	10.0	3
Sun Gro Horticulture		278	429	54.3	151	1,138	1,674	47.1	536
SureCan, Inc.									
Swan Products, LLC		19	12	-36.8	-7	46	193	319.6	147
Syndicate Home & Garden		30	6	-80.0	-24	108	119	10.2	11
TDI Brands		1		-100.0	-1	49	37	-24.5	-12
Teknor Apex Company		187		-100.0	-187	196	4	-98.0	-192
Trunk Liner Company / CPKB						52	7	-86.5	-45
Truper , S.A. de c.v.		86	42	-51.2	-44	93	64	-31.2	-29
Valley Industries LLP						9	13	44.4	4
Walton Company						10	7	-30.0	-3
Warp Brothers		6	6	0.0		28	12	-57.1	-16
West Chester Protective Gear (WCPG)		2	3	50.0	1	30	30	0.0	
Wild Valley Farms									
Woodstream Corporation		57	36	-36.8	-21	513	633	23.4	120
World Source Partners		303	77	-74.6	-226	373	161	-56.8	-212
World Source Partners/Nuttery									
Yankee Publishing Inc.		8	17	112.5	9	35	43	22.9	8
<b>Veteran</b>	<b>Total</b>	<b>3,213</b>	<b>3,827</b>	<b>19.1</b>	<b>614</b>	<b>14,586</b>	<b>22,242</b>	<b>52.5</b>	<b>7,656</b>

## Developing

ApricotMint							12		12
BioComposites Group Inc.									
Bully Tools Company		14	3	-78.6	-11	14	5	-64.3	-9
Centurion Brands									
Cloudfarm Inc., DBA Seedsheet									
Delta Industries International Inc.		2		-100.0	-2	33	37	12.1	4
Durvet, Inc									

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Oct-2020

Arett Sales Corporation

Distributor Total

Group Total

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

## Developing

Epoch Rain Barrels

First Saturday Lime

Flora Classique, Inc.

GE Grow Lights

1 -100.0 -1 4 -100.0 -4

Global Glove & Safety Manufacturing, Inc.

Grotrax 7 3 -57.1 -4 13 21 61.5 8

GrowLife, Inc.

5 1 -80.0 -4

Herbruck's Poultry Ranch, Inc.

6 6

Kate's Custom Metal

1 -100.0 -1

LA SIESTA

MARPHYL Marine Phytoplankton

MidWest Wire Works LLC

New Age Pet

Ogrow

Omega Industrial Inc.

Oregon Wire Products Div of Madison Steel

1 1

PlantBest, Inc.

3 94 3,033.3 91

Portrait Gardens, Inc.

Pure Paint Laboratories

Ragan & Massey, Inc.

Spoontiques, Inc.

14 25 78.6 11

Tailor Made Products Inc.

TerraVesco

Unipet LLC 2 2 9 11 22.2 2

Walton Wood Farm, Inc.

35 10 -71.4 -25 61 24 -60.7 -37

YAYA Organics, LLC

2 -100.0 -2 2 -100.0 -2

PY End: Jul-2021

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# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Oct-2020

## Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Developing</b>									
Zone Repellents									
<b>Developing</b>	<b>Total</b>	<b>61</b>	<b>18</b>	<b>-70.5</b>	<b>-43</b>	<b>159</b>	<b>237</b>	<b>49.1</b>	<b>78</b>
<b>New</b>									
Blue Sky Clayworks, Inc.									
		6	1	-83.3	-5	1,536	2,107	37.2	571
DiversiTech									
Dog Rocks USA, Div. of Podium Pet Products							16		16
Environmental Factor Inc. (The)									
FITT USA, Inc.							5		5
IKES, LLC									
		18	42	133.3	24	97	147	51.5	50
Knox Fertilizer Co. Inc.									
Pop Hat, LLC (The)							1		1
Rhino Seed & Landscape Supply, LLC									
		42	34	-19.0	-8	49	41	-16.3	-8
Twine CBD									
		8	4	-50.0	-4	8	10	25.0	2
<b>New</b>	<b>Total</b>	<b>74</b>	<b>81</b>	<b>9.5</b>	<b>7</b>	<b>1,702</b>	<b>2,337</b>	<b>37.3</b>	<b>635</b>
<b>Partners Total</b>		<b>3,348</b>	<b>3,926</b>	<b>17.3</b>	<b>578</b>	<b>16,447</b>	<b>24,816</b>	<b>50.9</b>	<b>8,369</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: Oct-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 &amp; S Products Co., Inc.

Chaney Instrument Company

Chapin Manufacturing

Classic Brands, LLC

Corona Clipper

Crispo Canada Inc.

Curtis Wagner Plastics Corp.

D &amp; 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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## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Oct-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	34	14	-58.8	-20
Fiskars Brands Inc. - Watering	26	39	50.0	13	162	262	61.7	100
Fiskars Brands, Inc.	2	5	150.0	3	39	46	17.9	7
Flame Engineering								
Flexrake Corp.	2	1	-50.0	-1	153	189	23.5	36
FoxFarm Soil & Fert. Co.	465	652	40.2	187	3,482	6,017	72.8	2,535
Gale Pacific USA					60	201	235.0	141
GARDENA Canada Ltd.		1		1	6	23	283.3	17
Geo Global Partners (OASE)	13		-100.0	-13	68	62	-8.8	-6
Glamos Wire, Inc.		2		2	6	8	33.3	2
HC Companies (The)	85	152	78.8	67	431	1,103	155.9	672
Heath Outdoor Products	60	50	-16.7	-10	77	76	-1.3	-1
I Must Garden LLC	12	16	33.3	4	24	38	58.3	14
Independence Flag	1	1	0.0		4	9	125.0	5
Jacto Inc. Subsidiary of								
Jobe's Co./Easy Gardener Prdts	35	30	-14.3	-5	163	208	27.6	45
JRM Chemical, Inc.	3	4	33.3	1	10	15	50.0	5
Kness Mfg. Co. Inc.					10	4	-60.0	-6
Lewis Lifetime Tools	11	6	-45.5	-5	53	65	22.6	12
Luster Leaf Products	14	16	14.3	2	120	186	55.0	66
MacCourt Products Inc.	1		-100.0	-1	9	15	66.7	6
Melissa & Doug, LLC					39	19	-51.3	-20
Melnor Inc.	61	9	-85.2	-52	179	120	-33.0	-59
Michigan Peat Company	1	1	0.0		787	650	-17.4	-137
Millside Industries	3	7	133.3	4	7	18	157.1	11
Monterey Lawn & Garden Prdts	76	252	231.6	176	645	1,532	137.5	887
MPM Pan Pacific Inc./Gonzo	3		-100.0	-3	32	77	140.6	45

# Sales Summary by Distributor by Type Mfg Partner

PY to Date: Oct-2020

## Arett Sales Corporation

### Distributor Total

### Group Total

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

## Veteran

Multi-Formes

Neptune's Harvest Organic Fert	66	40	-39.4	-26	120	70	-41.7	-50
Novelty Mfg. & Earthbox	98	134	36.7	36	303	271	-10.6	-32
NuVue Products, Inc.	1		-100.0	-1	20	16	-20.0	-4
P.F. Harris Mfg. Co. LLC					30	34	13.3	4
Page Seed Company, Inc. (The)						3		3
Panacea Prdts_Woodlink,Hookery	77	65	-15.6	-12	137	155	13.1	18
Panacea Products Corp.	26	11	-57.7	-15	185	259	40.0	74
Pearl Valley Organix	10	18	80.0	8	59	21	-64.4	-38
Pest Wizard Inc.					2	2	0.0	
Plantation Products, LLC	10	12	20.0	2	23	26	13.0	3
PlantMates, LLC					14	12	-14.3	-2
Plastec Products	83	140	68.7	57	220	355	61.4	135
Primitive Planters	12	17	41.7	5	70	150	114.3	80
Radians/Bellingham Glove	64	85	32.8	21	205	265	29.3	60
Radius Garden/American Lawn Mower Co.		1		1	7	20	185.7	13
Rain Bird Corporation					2	3	50.0	1
Rustic Arrow					9	9	0.0	
Sanco Industries, Inc.		1		1	142	107	-24.6	-35
SBM Life Science - BioAdvanced Weed & Feed	251	235	-6.4	-16	1,360	1,071	-21.2	-289
Shake-Away Inc.	10	152	1,420.0	142	81	308	280.2	227
Solo Incorporated	4	4	0.0		65	47	-27.7	-18
Southern Patio	42	20	-52.4	-22	53	62	17.0	9
Spectrum Brands	80	107	33.8	27	543	831	53.0	288
Sterling International, Rescue	2	19	850.0	17	83	164	97.6	81
Summit Chemical Co.	3	7	133.3	4	32	71	121.9	39

## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Oct-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		117	170	45.3	53	741	1,026	38.5	285
SureCan, Inc.		1	1	0.0		4	2	-50.0	-2
Swan Products, LLC		27	14	-48.1	-13	122	208	70.5	86
Syndicate Home & Garden		35	32	-8.6	-3	110	140	27.3	30
TDI Brands		7	9	28.6	2	36	55	52.8	19
Teknor Apex Company		237	12	-94.9	-225	256	26	-89.8	-230
Truper , S.A. de c.v.		107	42	-60.7	-65	131	80	-38.9	-51
Valley Industries LLP						24	23	-4.2	-1
Walton Company						13	18	38.5	5
Warp Brothers		12	9	-25.0	-3	17	12	-29.4	-5
West Chester Protective Gear (WCPG)		8	11	37.5	3	44	57	29.5	13
Wild Valley Farms						1		-100.0	-1
Woodstream Corporation		49	32	-34.7	-17	601	561	-6.7	-40
World Source Partners		180	128	-28.9	-52	264	214	-18.9	-50
World Source Partners/Nuttery			1		1	2	1	-50.0	-1
Yankee Publishing Inc.		9	24	166.7	15	-60	43	-171.7	103
<b>Veteran</b>	<b>Total</b>	<b>3,825</b>	<b>4,424</b>	<b>15.7</b>	<b>599</b>	<b>17,878</b>	<b>25,101</b>	<b>40.4</b>	<b>7,223</b>

## Developing

ApricotMint							11		11
Delta Industries International Inc.		7	14	100.0	7	42	58	38.1	16
Epoch Rain Barrels							2		2
First Saturday Lime		1		-100.0	-1	2	3	50.0	1
GE Grow Lights			1		1	3	4	33.3	1
Global Glove & Safety Manufacturing, Inc.									
Grotrax		6	7	16.7	1	17	25	47.1	8
Kate's Custom Metal									

## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Oct-2020

## Arett Sales Corporation

## Distributor Total

## Group Total

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

## Developing

New Age Pet

Ogrow

Omega Industrial Inc.

Oregon Wire Products Div of Madison Steel

Portrait Gardens, Inc.

Ragan &amp; Massey, Inc.

Spoontiques, Inc.

Tailor Made Products Inc.

Unipet LLC

Walton Wood Farm, Inc.

YAYA Organics, LLC

Developing

Total

## New

Blue Sky Clayworks, Inc.

Control Solutions, Inc.

DiversiTech

Dog Rocks USA, Div. of Podium Pet Products

Environmental Factor Inc. (The)

FITT USA, Inc.

Knox Fertilizer Co. Inc.

Pop Hat, LLC (The)

Rhino Seed &amp; Landscape Supply, LLC

Twine CBD

New

Total

Partners Total

PY End: Jul-2021

Gro Group Confidential

Arett Sales Corporation

11/04/2020

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# Sales Summary by Distributor by Type Mfg Partner

PY to Date: Oct-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