

		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 2020-01			Year To Date			Year To Date				
		\$		\$	%	\$	%	Mfrs.	\$	Chng % \$	%	\$	Chng % \$	%	Mfrs.	Chng % \$	%	Mfrs.
Partners																		
	Veteran	1,712	7,224	92.2	17,763	94.1	80	2,407	40.6	94.8	8,682	20.2	94.6	75	-26.8	94.4	93	
	Developing	311	601	7.7	1,109	5.9	23	131	-57.9	5.2	449	-25.3	4.9	16	-44.9	5.1	22	
	New	3	6	0.1	8	0.0	4		-100.0	0.0	50	733.3	0.5	3	133.3	0.5	11	
Partners	Total	2,026	7,831		18,880		107	2,538	25.3		9,181	17.2		94	-27.8		126	
Other L&G																		
	Prospect	449	1,799	8.0	3,473	5.6	6	434	-3.3	8.1	1,735	-3.6	8.1	5	3.1	21.9	6	
	Other L&G	4,964	20,730	92.0	58,224	94.4	155	4,948	-0.3	91.9	19,584	-5.5	91.9	111	-29.1	78.1	257	
Other L&G	Total	5,413	22,529		61,697		161	5,382	-0.6		21,319	-5.4		116	-23.9		263	
Non L&G		1,239	6,707	100.0	16,183	100.0	26	1,983	60.0	100.0	8,255	23.1	100.0	20	-11.6	100.0	64	
Total Purchases		8,678	37,067		96,760		294	9,903	14.1		38,755	4.6		230	-21.9		453	

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			2018-08 thru 2019-07			Your Current Program Year			2019-08 thru 2020-07			Group Summary			
		Same Month	YTD		Full Year			Current Month 2020-01			Year To Date			Year To Date			
		\$	\$	%	\$	%	Mfrs.	\$	Chng %	%	\$	Chng %	%	Mfrs.	Chng %	%	Mfrs.
Partners																	
	Veteran	2,045	7,645	94.8	23,563	95.5	79	2,464	20.5	95.5	9,008	17.8	96.8	79	-23.0	95.2	98
	Developing	129	418	5.2	1,122	4.5	14	115	-10.9	4.5	294	-29.7	3.2	14	-51.3	4.3	21
	New								0.0			0.0			325.0	0.4	5
Partners	Total	2,174	8,063		24,685		93	2,579	18.6		9,302	15.4		93	-24.6		124
Other L&G																	
	Prospect	684	1,568	12.7	4,408	11.0	2	594	-13.2	22.4	1,508	-3.8	10.6	2	-26.3	17.1	3
	Other L&G	1,757	10,802	87.3	35,711	89.0	157	2,062	17.4	77.6	12,750	18.0	89.4	141	-34.7	82.9	284
Other L&G	Total	2,441	12,370		40,119		159	2,656	8.8		14,258	15.3		159	-33.4		287
Non L&G		1,640	7,798	100.0	26,049	100.0	18	2,268	38.3	100.0	10,016	28.4	100.0	12	-30.5	100.0	53
Total Sales		6,255	28,231		90,853		270	7,503	20.0		33,576	18.9		248	-30.3		464

^ ^
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: Jan-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								
Airmax Inc.					38	6	-84.2	-32
Alex Milne Associates, Ltd.								
Alpine Corporation	184	109	-40.8	-75	518	227	-56.2	-291
American Deer Proofing Inc.						1		1
American GardenWorks, Inc.	31	15	-51.6	-16	406	204	-49.8	-202
Amerimax Home Products								
Arborjet	6	4	-33.3	-2	56	38	-32.1	-18
Atlas Chemical Corporation	4	3	-25.0	-1	159	83	-47.8	-76
Bengal Products, Inc.					63	48	-23.8	-15
BioSafe Systems	4		-100.0	-4	233	291	24.9	58
Bloem, LLC	137	245	78.8	108	1,108	955	-13.8	-153
Bloom USA International Corp					2	1	-50.0	-1
Bonadea Gardens Inc.								
Bond Manufacturing Co.	128	55	-57.0	-73	1,682	1,276	-24.1	-406
Boss Manufacturing Company	76	83	9.2	7	182	182	0.0	
Burley Clay Products	53	37	-30.2	-16	122	86	-29.5	-36
C & S Products Co., Inc.	52	86	65.4	34	94	126	34.0	32
Chaney Instrument Company					6	1	-83.3	-5
Chapin Manufacturing	130	23	-82.3	-107	495	506	2.2	11
Classic Brands, LLC	97	138	42.3	41	672	297	-55.8	-375
Corona Clipper	92	76	-17.4	-16	1,281	630	-50.8	-651
Curtis Wagner Plastics Corp.	79	132	67.1	53	320	362	13.1	42
D & D Commodities, Ltd.	264	365	38.3	101	886	809	-8.7	-77
Dalen Products, Inc.	164	158	-3.7	-6	696	733	5.3	37
Deroma	32	96	200.0	64	346	184	-46.8	-162
DeWitt Company Inc.	217	583	168.7	366	3,009	2,813	-6.5	-196
Dimex LLC					2	1	-50.0	-1

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Jan-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								
Dr. Earth Company	21	118	461.9	97	587	662	12.8	75
Dramm Corporation	65	328	404.6	263	1,634	767	-53.1	-867
Earthway Products Inc.	6	38	533.3	32	225	159	-29.3	-66
Eaton Brothers Corp.	185	171	-7.6	-14	291	263	-9.6	-28
Ecologel Solutions, LLC	5	4	-20.0	-1	29	16	-44.8	-13
Enviro Protection Industries	84	152	81.0	68	365	319	-12.6	-46
Era Group Inc. (Earth Talon)								
EZgrow Products		7		7	86	13	-84.9	-73
Fiskars Brands Inc. - Watering	71	39	-45.1	-32	573	419	-26.9	-154
Fiskars Brands, Inc.	53	35	-34.0	-18	326	111	-66.0	-215
Flame Engineering								
Flexrake Corp.	19		-100.0	-19	372	185	-50.3	-187
FoxFarm Soil & Fert. Co.	610	665	9.0	55	3,840	3,927	2.3	87
Gale Pacific USA					265	215	-18.9	-50
GARDENA Canada Ltd.	7	2	-71.4	-5	28	4	-85.7	-24
Geo Global Partners (OASE)	84	31	-63.1	-53	211	57	-73.0	-154
Glamos Wire, Inc.	2	47	2,250.0	45	284	99	-65.1	-185
Grosfillex Inc.								
H.D. Hudson Manufacturing Co.	24	6	-75.0	-18	128	36	-71.9	-92
Heath Outdoor Products	20	22	10.0	2	137	84	-38.7	-53
I Must Garden LLC	63	40	-36.5	-23	82	43	-47.6	-39
Independence Flag	1	44	4,300.0	43	15	52	246.7	37
Jacto Inc.					20	72	260.0	52
Jobe's Co./Easy Gardener Prdts	100	80	-20.0	-20	571	432	-24.3	-139
JRM Chemical, Inc.	26	26	0.0		103	57	-44.7	-46
Kness Mfg. Co. Inc.					3	3	0.0	
Lewis Lifetime Tools	33	12	-63.6	-21	234	67	-71.4	-167

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Jan-2020

Arett Sales Corporation

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran								
Luster Leaf Products	53	77	45.3	24	496	352	-29.0	-144
MacCourt Products Inc.	3		-100.0	-3	8	11	37.5	3
Melissa & Doug, LLC	9	23	155.6	14	96	83	-13.5	-13
Melnor Inc.	75	61	-18.7	-14	492	219	-55.5	-273
Michigan Peat Company	123	100	-18.7	-23	2,611	2,186	-16.3	-425
Millside Industries	8	15	87.5	7	43	15	-65.1	-28
Monterey Lawn & Garden Prdts	32	78	143.8	46	1,733	1,538	-11.3	-195
Neptune's Harvest Organic Fert	51	186	264.7	135	172	284	65.1	112
Novelty Mfg. & Earthbox	148	206	39.2	58	672	719	7.0	47
NuVue Products, Inc.	1		-100.0	-1	48	23	-52.1	-25
P.F. Harris Mfg. Co. LLC					120	101	-15.8	-19
Page Seed Company, Inc. (The)	7	3	-57.1	-4	35	7	-80.0	-28
Panacea Prdts_Woodlink,Hookery	196	149	-24.0	-47	383	269	-29.8	-114
Panacea Products Corp.	285	248	-13.0	-37	1,670	1,115	-33.2	-555
Pearl Valley Organix	8	13	62.5	5	50	4	-92.0	-46
Plantation Products, LLC	54	18	-66.7	-36	297	180	-39.4	-117
Planters' Pride (DBA)	248	268	8.1	20	1,647	999	-39.3	-648
PlantMates, LLC					48	35	-27.1	-13
Plastec Products	51	139	172.5	88	324	395	21.9	71
Primitive Planters	33	49	48.5	16	200	120	-40.0	-80
Radians, Inc.	159	133	-16.4	-26	855	563	-34.2	-292
Radius Garden	10	40	300.0	30	109	105	-3.7	-4
Rain Bird Corporation					2	2	0.0	
Sanco Industries, Inc.		6		6	216	175	-19.0	-41
SBM Life Science - BioAdvanced	680	603	-11.3	-77	6,928	3,855	-44.4	-3,073
Shake-Away Inc.	51	25	-51.0	-26	145	108	-25.5	-37
Solo Incorporated		11		11	357	159	-55.5	-198

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Jan-2020

Arett Sales Corporation

Distributor Total				Group Total			
LY		Current		LY		Current	
YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
18	130	622.2	112	266	258	-3.0	-8
68		-100.0	-68	100	2	-98.0	-98
361	221	-38.8	-140	3,223	2,261	-29.8	-962
26	18	-30.8	-8	448	79	-82.4	-369
31	44	41.9	13	171	123	-28.1	-48
506	564	11.5	58	2,993	1,964	-34.4	-1,029
13	40	207.7	27	308	214	-30.5	-94
73	122	67.1	49	299	289	-3.3	-10
17	42	147.1	25	259	166	-35.9	-93
144	327	127.1	183	334	340	1.8	6
19		-100.0	-19	212	113	-46.7	-99
105	148	41.0	43	194	162	-16.5	-32
				27	17	-37.0	-10
				9	15	66.7	6
17	14	-17.6	-3	81	42	-48.1	-39
307	477	55.4	170	1,295	1,029	-20.5	-266
5	9	80.0	4	31	38	22.6	7
7,224	8,682	20.2	1,458	52,792	38,656	-26.8	-14,136

Developing

Apollo Exports International Inc.	9	29	222.2	20	21	31	47.6	10
BioComposites Group Inc.	7		-100.0	-7	22		-100.0	-22
Bully Tools Company	23	20	-13.0	-3	91	31	-65.9	-60
Centurion Brands	11	3	-72.7	-8	16	3	-81.2	-13
Cloudfarm Inc., DBA Seedsheet	1		-100.0	-1	9		-100.0	-9
Crispo Canada Inc.	5		-100.0	-5	9		-100.0	-9
Delta Industries International Inc.	30	13	-56.7	-17	123	55	-55.3	-68

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Jan-2020

Arett Sales Corporation

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Developing									
Durvet, Inc									
Earth Alive Clean Technologies		7		-100.0	-7	28		-100.0	-28
EarthKind, LLC						43	2	-95.3	-41
Epoch Rain Barrels		3		-100.0	-3	13		-100.0	-13
EZNectar LLC		16	12	-25.0	-4	34	15	-55.9	-19
First Saturday Lime		3	3	0.0		9	3	-66.7	-6
Grandpa Gus's Rodent Control						1	7	600.0	6
Grotrax		27	16	-40.7	-11	73	59	-19.2	-14
Keystone Sales Group Inc.									
LA SIESTA						1	1	0.0	
MARPHYL Marine Phytoplankton		7		-100.0	-7	22		-100.0	-22
MPM Pan Pacific Inc./Gonzo		5	4	-20.0	-1	130	74	-43.1	-56
Multi-Formes						9		-100.0	-9
New Age Garden & Pet						17		-100.0	-17
Oak Hill Unlimited		27	16	-40.7	-11	47	19	-59.6	-28
Oregon Wire Products Div of Madison Steel			2		2	13	2	-84.6	-11
Painted Sky Designs		114	9	-92.1	-105	363	91	-74.9	-272
Pest Wizard Inc.						5	3	-40.0	-2
PlantBest, Inc.						4	25	525.0	21
Rustic Arrow		23	24	4.3	1	228	123	-46.1	-105
SureCan, Inc.		7	5	-28.6	-2	30	8	-73.3	-22
Vegepod						68		-100.0	-68
Wild Valley Farms									
Woodstream Corporation		276	293	6.2	17	2,360	1,536	-34.9	-824
Developing Total		601	449	-25.3	-152	3,789	2,088	-44.9	-1,701

New

Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Jan-2020

Arett Sales Corporation

Distributor Total

Group Total

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

New

Blue Sky Clayworks, Inc.						4		4	
GE Grow Lights		6		6		24		24	
Global Glove & Safety Manufacturing, Inc.						3		3	
GrowLife, Inc.					33	5	-84.8	-28	
Ike's Farm, Home & Garden Products Inc.	1		-100.0	-1	12	16	33.3	4	
Kate's Custom Metal						1		1	
Ogrow						1		1	
Pure Paint Laboratories					1		-100.0	-1	
Ragan & Massey, Inc.					3		-100.0	-3	
Spoontiques, Inc.					27	27	0.0		
Tailor Made Products Inc.	5		-100.0	-5	5	6	20.0	1	
Unipet LLC									
Walton Wood Farm, Inc.		44		44		102		102	
Zone Repellents									
New	Total	6	50	733.3	44	81	189	133.3	108
	Partners Total	7,831	9,181	17.2	1,350	56,662	40,933	-27.8	-15,729

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: Jan-2020

Arett Sales Corporation

Distributor Total

Group Total

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

Veteran

Airmax Inc.					9	4	-55.6	-5
Alex Milne Associates, Ltd.					2		-100.0	-2
Alpine Corporation	33	58	75.8	25	164	88	-46.3	-76
American Deer Proofing Inc.					1		-100.0	-1
American GardenWorks, Inc.	28	17	-39.3	-11	196	55	-71.9	-141
Amerimax Home Products					1		-100.0	-1
Arborjet	5	7	40.0	2	9	11	22.2	2
Atlas Chemical Corporation	3	2	-33.3	-1	138	62	-55.1	-76
Bengal Products, Inc.					56	34	-39.3	-22
BioSafe Systems	3	3	0.0		9	4	-55.6	-5
Bloem, LLC	163	160	-1.8	-3	785	454	-42.2	-331
Bloom USA International Corp	1		-100.0	-1	2	3	50.0	1
Bonadea Gardens Inc.					1		-100.0	-1
Bond Manufacturing Co.	83	371	347.0	288	736	495	-32.7	-241
Boss Manufacturing Company	70	48	-31.4	-22	134	102	-23.9	-32
Burley Clay Products	2	3	50.0	1	21	12	-42.9	-9
C & S Products Co., Inc.	75	128	70.7	53	128	164	28.1	36
Chaney Instrument Company					1		-100.0	-1
Chapin Manufacturing	166	18	-89.2	-148	675	166	-75.4	-509
Classic Brands, LLC	128	139	8.6	11	438	343	-21.7	-95
Corona Clipper	122	108	-11.5	-14	870	651	-25.2	-219
Curtis Wagner Plastics Corp.	144	167	16.0	23	398	353	-11.3	-45
D & D Commodities, Ltd.	240	547	127.9	307	859	989	15.1	130
Dalen Products, Inc.	140	202	44.3	62	657	776	18.1	119
Deroma	58	85	46.6	27	225	160	-28.9	-65
DeWitt Company Inc.	359	461	28.4	102	3,052	2,376	-22.1	-676
Dimex LLC					5	3	-40.0	-2

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Jan-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								
Dr. Earth Company	83	116	39.8	33	1,023	451	-55.9	-572
Dramm Corporation	112	117	4.5	5	530	424	-20.0	-106
Earthway Products Inc.	20	88	340.0	68	212	237	11.8	25
Eaton Brothers Corp.	286	272	-4.9	-14	404	382	-5.4	-22
Ecologel Solutions, LLC	6	7	16.7	1	23	23	0.0	
Enviro Protection Industries	130	177	36.2	47	356	357	0.3	1
Era Group Inc. (Earth Talon)	2	1	-50.0	-1	2	1	-50.0	-1
EZgrow Products	1	9	800.0	8	33	48	45.5	15
Fiskars Brands Inc. - Watering	71	55	-22.5	-16	346	270	-22.0	-76
Fiskars Brands, Inc.	66	18	-72.7	-48	265	78	-70.6	-187
Flame Engineering					1		-100.0	-1
Flexrake Corp.	18	5	-72.2	-13	307	244	-20.5	-63
FoxFarm Soil & Fert. Co.	822	971	18.1	149	5,013	5,648	12.7	635
Gale Pacific USA					102	72	-29.4	-30
GARDENA Canada Ltd.	1	2	100.0	1	15	9	-40.0	-6
Geo Global Partners (OASE)	75	13	-82.7	-62	150	92	-38.7	-58
Glamos Wire, Inc.	7	19	171.4	12	91	38	-58.2	-53
Grosfillex Inc.		1		1		1		1
H.D. Hudson Manufacturing Co.	26	9	-65.4	-17	153	71	-53.6	-82
Heath Outdoor Products	16	70	337.5	54	107	108	0.9	1
I Must Garden LLC	34	35	2.9	1	55	51	-7.3	-4
Independence Flag	4	13	225.0	9	11	19	72.7	8
Jacto Inc.						2		2
Jobe's Co./Easy Gardener Prdts	73	101	38.4	28	414	278	-32.9	-136
JRM Chemical, Inc.	20	13	-35.0	-7	88	36	-59.1	-52
Kness Mfg. Co. Inc.					2	12	500.0	10
Lewis Lifetime Tools	28	23	-17.9	-5	113	78	-31.0	-35

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Jan-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								
Luster Leaf Products	74	66	-10.8	-8	387	233	-39.8	-154
MacCourt Products Inc.	3	1	-66.7	-2	14	11	-21.4	-3
Melissa & Doug, LLC					66	69	4.5	3
Melnor Inc.	64	76	18.8	12	231	204	-11.7	-27
Michigan Peat Company	8	2	-75.0	-6	1,096	1,029	-6.1	-67
Millside Industries	8	12	50.0	4	26	22	-15.4	-4
Monterey Lawn & Garden Prdts	40	117	192.5	77	1,067	900	-15.7	-167
Neptune's Harvest Organic Fert	83	169	103.6	86	194	245	26.3	51
Novelty Mfg. & Earthbox	237	268	13.1	31	590	568	-3.7	-22
NuVue Products, Inc.	6	1	-83.3	-5	36	32	-11.1	-4
P.F. Harris Mfg. Co. LLC					83	48	-42.2	-35
Page Seed Company, Inc. (The)					43	12	-72.1	-31
Panacea Prdts_Woodlink,Hookery	185	203	9.7	18	332	299	-9.9	-33
Panacea Products Corp.	187	156	-16.6	-31	859	394	-54.1	-465
Pearl Valley Organix	10	13	30.0	3	43	68	58.1	25
Plantation Products, LLC	54	40	-25.9	-14	188	78	-58.5	-110
Planters' Pride (DBA)	246	290	17.9	44	1,204	803	-33.3	-401
PlantMates, LLC					40	24	-40.0	-16
Plastec Products	143	191	33.6	48	388	411	5.9	23
Primitive Planters	13	34	161.5	21	116	102	-12.1	-14
Radians, Inc.	213	225	5.6	12	785	517	-34.1	-268
Radius Garden	12	5	-58.3	-7	28	18	-35.7	-10
Rain Bird Corporation					3	2	-33.3	-1
Sanco Industries, Inc.					196	152	-22.4	-44
SBM Life Science - BioAdvanced	704	516	-26.7	-188	3,342	1,864	-44.2	-1,478
Shake-Away Inc.	40	26	-35.0	-14	144	120	-16.7	-24
Solo Incorporated	6	9	50.0	3	418	95	-77.3	-323

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Jan-2020

Arett Sales Corporation

Distributor Total

Group Total

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

Veteran

Southern Patio	44	33	-25.0	-11	67	45	-32.8	-22	
Southwire Company / Moonrays	53	23	-56.6	-30	67	30	-55.2	-37	
Spectrum Brands	269	256	-4.8	-13	1,252	761	-39.2	-491	
Sterling International, Rescue	35	12	-65.7	-23	352	121	-65.6	-231	
Summit Chemical Co.	15	21	40.0	6	94	62	-34.0	-32	
Sun Gro Horticulture	244	248	1.6	4	2,192	1,235	-43.7	-957	
Swan Products, LLC	6	41	583.3	35	215	180	-16.3	-35	
Syndicate Home & Garden	54	77	42.6	23	184	157	-14.7	-27	
TDI Brands	9	12	33.3	3	116	93	-19.8	-23	
Teknor Apex Company	219	402	83.6	183	353	427	21.0	74	
Truper , S.A. de c.v.	132	200	51.5	68	203	240	18.2	37	
Valley Industries LLP					35	30	-14.3	-5	
Walton Company					15	18	20.0	3	
Warp Brothers	24	24	0.0		38	35	-7.9	-3	
World Source Partners	454	569	25.3	115	891	742	-16.7	-149	
World Source Partners/Nuttery	1		-100.0	-1	3	3	0.0		
Yankee Publishing Inc.	26	11	-57.7	-15	15	-41	-373.3	-56	
Veteran Total	7,645	9,008	17.8	1,363	37,399	28,793	-23.0	-8,606	

Developing

Apollo Exports International Inc.	31	42	35.5	11	33	45	36.4	12	
Crispo Canada Inc.	6		-100.0	-6	8		-100.0	-8	
Delta Industries International Inc.	28	31	10.7	3	119	80	-32.8	-39	
Earth Alive Clean Technologies	1	1	0.0		5	2	-60.0	-3	
EarthKind, LLC					52	6	-88.5	-46	
Epoch Rain Barrels					2	1	-50.0	-1	
EZNectar LLC	3	2	-33.3	-1	24	6	-75.0	-18	
First Saturday Lime		4		4	1	4	300.0	3	

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Jan-2020

Arett Sales Corporation

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

Developing

Grandpa Gus's Rodent Control					1	3	200.0	2	
Grotrax	8	15	87.5	7	29	27	-6.9	-2	
MPM Pan Pacific Inc./Gonzo	5	4	-20.0	-1	47	50	6.4	3	
Multi-Formes									
New Age Garden & Pet					3		-100.0	-3	
Oak Hill Unlimited					8	5	-37.5	-3	
Oregon Wire Products Div of Madison Steel					1		-100.0	-1	
Painted Sky Designs	8	24	200.0	16	117	40	-65.8	-77	
Pest Wizard Inc.					5	3	-40.0	-2	
Rustic Arrow					69	33	-52.2	-36	
SureCan, Inc.	7	4	-42.9	-3	19	16	-15.8	-3	
Vegepod					16	15	-6.2	-1	
Wild Valley Farms	1	1	0.0		1	1	0.0		
Woodstream Corporation	320	166	-48.1	-154	2,136	976	-54.3	-1,160	
Developing	Total	418	294	-29.7	-124	2,696	1,313	-51.3	-1,383

New

Kate's Custom Metal									
Ragan & Massey, Inc.									
Spoontiques, Inc.					32	34	6.2	2	
Tailor Made Products Inc.						6		6	
Unipet LLC									
Walton Wood Farm, Inc.						96		96	
New	Total				32	136	325.0	104	
	Partners Total	8,063	9,302	15.4	1,239	40,127	30,242	-24.6	-9,885

Key:

Veteran:

3+ years

PY End: Jul-2020

Gro Group Confidential

Arett Sales Corporation

02/02/2020

Page 5/6

Sales Summary by Distributor by Type Mfg Partner

PY to Date: Jan-2020

Arett Sales Corporation

Distributor Total

Group Total

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

Developing: > 1 year and < 3 years

New: < 1 year

Terminated: Effective end of current program year