

		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 2021-04			Year To Date				Year To Date				
		\$	\$	%	\$	%	Mfrs.	\$	Chng %	\$	%	Mfrs.	\$	Chng %	\$	%	Mfrs.	
<b>Partners</b>																		
	Veteran	1,429	16,856	94.3	26,117	95.4	67	3,995	179.6	91.1	28,991	72.0	95.5	65	65.1	87.8	91	
	Developing	50	621	3.5	802	2.9	15	273	446.0	6.2	961	54.8	3.2	12	31.3	1.3	24	
	New	16	362	2.0	421	1.5	6	111	593.8	2.5	379	4.7	1.2	7	51.0	10.7	19	
	Terminated	3	27	0.2	38	0.1	5	4	33.3	0.1	15	-44.4	0.0	4	-17.8	0.1	6	
<b>Partners</b>	<b>Total</b>	<b>1,498</b>	<b>17,866</b>		<b>27,378</b>		<b>93</b>	<b>4,383</b>	<b>192.6</b>		<b>30,346</b>	<b>69.9</b>		<b>88</b>	<b>62.8</b>		<b>140</b>	
<b>Other L&amp;G</b>																		
	Prospect	34	3,073	21.7	4,357	21.5	6	487	1,332.4	17.9	4,391	42.9	20.4	6	46.3	14.5	8	
	Other L&G	1,383	11,072	78.3	15,938	78.5	88	2,241	62.0	82.1	17,102	54.5	79.6	81	36.6	85.5	282	
<b>Other L&amp;G</b>	<b>Total</b>	<b>1,417</b>	<b>14,145</b>		<b>20,295</b>		<b>94</b>	<b>2,728</b>	<b>92.5</b>		<b>21,493</b>	<b>51.9</b>		<b>87</b>	<b>37.9</b>		<b>290</b>	
<b>Non L&amp;G</b>		<b>137</b>	<b>3,411</b>	<b>100.0</b>	<b>3,919</b>	<b>100.0</b>	<b>11</b>	<b>438</b>	<b>219.7</b>	<b>100.0</b>	<b>2,485</b>	<b>-27.1</b>	<b>100.0</b>	<b>10</b>	<b>26.2</b>	<b>100.0</b>	<b>77</b>	
<b>Total Purchases</b>		<b>3,052</b>	<b>35,422</b>		<b>51,592</b>		<b>198</b>	<b>7,549</b>	<b>147.3</b>		<b>54,324</b>	<b>53.4</b>		<b>185</b>	<b>41.7</b>		<b>507</b>	

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					2019-08 thru 2020-07		Your Current Program Year					2020-08 thru 2021-07		Group Summary				
		Same Month	YTD		Full Year			Current Month 2021-04			Year To Date				Year To Date					
		\$	\$	%	\$	%	Mfrs.	\$	Chng %	\$	\$	Chng %	%	Mfrs.	Chng %	%	Mfrs.			
Partners																				
	Veteran	3,252	19,453	97.1	31,792	97.6	72	5,361	64.9	96.4	32,961	69.4	97.5	72	50.6	91.0	94			
	Developing	33	362	1.8	459	1.4	9	65	97.0	1.2	390	7.7	1.2	9	0.7	0.7	14			
	New	26	195	1.0	270	0.8	4	130	400.0	2.3	433	122.1	1.3	6	43.3	8.3	11			
	Terminated	4	24	0.1	37	0.1	4	3	-25.0	0.1	14	-41.7	0.0	4	-10.6	0.1	5			
Partners	Total	3,315	20,034		32,558		89	5,559	67.7		33,798	68.7		89	49.4		124			
Other L&G																				
	Prospect	374	3,070	19.8	4,808	21.2	5	628	67.9	20.4	4,540	47.9	23.4	4	42.8	18.5	5			
	Other L&G	1,956	12,425	80.2	17,821	78.8	118	2,443	24.9	79.6	14,899	19.9	76.6	106	21.3	81.5	301			
Other L&G	Total	2,330	15,495		22,629		123	3,071	31.8		19,439	25.5		123	24.8		306			
Non L&G		1,138	8,297	100.0	11,469	100.0	15	2,087	83.4	100.0	11,598	39.8	100.0	10	28.1	100.0	56			
Total Sales		6,783	43,826		66,656		227	10,717	58.0		64,835	47.9		211	33.1		486			

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

	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.					9	12	33.3	3
American GardenWorks, Inc.	93	423	354.8	330	424	1,216	186.8	792
Amerimax Home Products								
Ames Companies (The) Southern Patio	87	242	178.2	155	608	1,188	95.4	580
Arborjet					81	45	-44.4	-36
Atlas Chemical Corporation	51	67	31.4	16	118	144	22.0	26
Bengal Products, Inc.		17		17	79	203	157.0	124
Bloem, LLC	658	1,052	59.9	394	1,817	3,114	71.4	1,297
Bond Manufacturing Co.	1,475	1,756	19.1	281	2,421	2,673	10.4	252
C & S Products Co., Inc.					210	387	84.3	177
Chaney Instrument Company					1	3	200.0	2
Chapin Manufacturing	149	286	91.9	137	840	1,530	82.1	690
Classic Brands, LLC	231	435	88.3	204	653	1,235	89.1	582
Corona Clipper	500	891	78.2	391	1,157	2,401	107.5	1,244
Curtis Wagner Plastics Corp.	129	213	65.1	84	574	958	66.9	384
D & D Commodities, Ltd.	114	138	21.1	24	1,297	2,629	102.7	1,332
Dalen Products, Inc.	148	341	130.4	193	1,704	2,464	44.6	760
Deroma	158		-100.0	-158	738	495	-32.9	-243
DeWitt Company Inc.	293	688	134.8	395	4,077	6,200	52.1	2,123
Dr. Earth Company	837	1,166	39.3	329	1,361	1,758	29.2	397
Dramm Corporation	442	1,151	160.4	709	2,161	3,968	83.6	1,807
Earthway Products Inc.					280	356	27.1	76
Eaton Brothers Corp.	1	2	100.0	1	345	457	32.5	112
Ecologel Solutions, LLC					30	99	230.0	69
Enviro Protection Ind	67	117	74.6	50	626	1,417	126.4	791
EZgrow Products	80		-100.0	-80	203	5	-97.5	-198

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
Fiskars Brands Inc. - Watering	526	560	6.5	34	650	733	12.8	83
Fiskars Brands, Inc.	87	157	80.5	70	235	364	54.9	129
Flame Engineering	-3			3	-3		-100.0	3
Flexrake Corp.	320	494	54.4	174	445	769	72.8	324
FoxFarm Soil & Fert. Co.	2,715	5,733	111.2	3,018	10,308	20,052	94.5	9,744
Gale Pacific USA	334	502	50.3	168	336	502	49.4	166
GARDENA Canada Ltd.	3	14	366.7	11	56	76	35.7	20
Geo Global Partners (OASE)	179	174	-2.8	-5	273	232	-15.0	-41
Glamos Wire, Inc.					197	290	47.2	93
Green Gardem Products (Plantation Prod)	15	52	246.7	37	390	830	112.8	440
HC Companies (The)	945	2,580	173.0	1,635	2,201	5,737	160.7	3,536
Heath Outdoor Products	16	12	-25.0	-4	173	196	13.3	23
I Must Garden LLC					135	245	81.5	110
Independence Flag	7	8	14.3	1	68	82	20.6	14
Jacto Inc. Subsidiary of					87	88	1.1	1
Jobe's Co./Easy Gardener Prdts	252	293	16.3	41	816	745	-8.7	-71
JRM Chemical, Inc.	17	16	-5.9	-1	129	150	16.3	21
Kness Mfg. Co. Inc.					3	16	433.3	13
Lewis Lifetime Tools	72	131	81.9	59	142	254	78.9	112
Luster Leaf Products	213	402	88.7	189	710	1,178	65.9	468
MacCourt Products Inc.	15	36	140.0	21	24	36	50.0	12
Melissa & Doug, LLC	62	68	9.7	6	174	116	-33.3	-58
Melnor Inc.	86	217	152.3	131	452	745	64.8	293
Michigan Peat Company					1,865	2,567	37.6	702
Millside Industries					107	184	72.0	77
Monterey Lawn & Garden Prdts	710	1,019	43.5	309	2,178	4,018	84.5	1,840

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
MPM Pan Pacific Inc./Gonzo	68	166	144.1	98	117	221	88.9	104
Multi-Formes					25	31	24.0	6
Neptune's Harvest Organic Fert					446	801	79.6	355
Novelty Mfg. & Earthbox	77	203	163.6	126	1,525	2,127	39.5	602
NuVue Products, Inc.	10	96	860.0	86	27	108	300.0	81
P.F. Harris Mfg. Co. LLC	79	123	55.7	44	160	304	90.0	144
Page Seed Company, Inc. (The)	16	42	162.5	26	42	153	264.3	111
Panacea Prdts_Woodlink,Hookery	17	19	11.8	2	442	598	35.3	156
Panacea Products Corp.	344	616	79.1	272	1,878	3,343	78.0	1,465
Pearl Valley Organix					41	133	224.4	92
Pest Wizard Inc.	6	25	316.7	19	6	25	316.7	19
PlantMates, LLC					42	109	159.5	67
Plastec Products	127	166	30.7	39	638	1,003	57.2	365
Primitive Planters	149	319	114.1	170	315	747	137.1	432
Radians/Bellingham Glove	246	356	44.7	110	1,285	1,786	39.0	501
Radius Garden/American Lawn Mower Co.	35	33	-5.7	-2	210	348	65.7	138
Rain Bird Corporation	2	5	150.0	3	3	5	66.7	2
Rustic Arrow	192	216	12.5	24	307	357	16.3	50
Sanco Industries, Inc.	50	43	-14.0	-7	516	616	19.4	100
SBM Life Science - BioAdvanced Weed & Feed	782	1,204	54.0	422	4,925	9,291	88.6	4,366
Shake-Away Inc.	14	20	42.9	6	228	636	178.9	408
Solo Incorporated					369	304	-17.6	-65
Spectrum Brands	159	208	30.8	49	3,027	5,691	88.0	2,664
Sterling International, Rescue	88	159	80.7	71	355	792	123.1	437
Summit Chemical Co.	36	96	166.7	60	271	444	63.8	173
Sun Gro Horticulture	588	749	27.4	161	4,583	7,713	68.3	3,130

# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

## Veteran

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
SureCan, Inc.					25	12	-52.0	-13
Swan Products, LLC	77	390	406.5	313	314	913	190.8	599
Syndicate Home & Garden	219	416	90.0	197	591	833	40.9	242
TDI Brands	227	190	-16.3	-37	610	567	-7.0	-43
Teknor Apex Company					830	161	-80.6	-669
Trunk Liner Company / CPKB					257	204	-20.6	-53
Truper , S.A. de c.v.					344	197	-42.7	-147
Valley Industries LLP					47	75	59.6	28
Walton Company	25	32	28.0	7	25	32	28.0	7
Warp Brothers					78	96	23.1	18
West Chester Protective Gear (WCPG)	127	264	107.9	137	256	361	41.0	105
Wild Valley Farms								
Woodstream Corporation	668	1,156	73.1	488	2,074	3,286	58.4	1,212
World Source Partners	334	218	-34.7	-116	2,772	2,569	-7.3	-203
World Source Partners/Nuttery					8	1	-87.5	-7
Yankee Publishing Inc.	10	8	-20.0	-2	38	47	23.7	9
<b>Veteran Total</b>	<b>16,856</b>	<b>28,991</b>	<b>72.0</b>	<b>12,135</b>	<b>74,017</b>	<b>122,202</b>	<b>65.1</b>	<b>48,185</b>

## Terminated Mfr.

Cloudfarm Inc., DBA Seedsheet								
Crispo Canada Inc.								
Dimex LLC	3	6	100.0	3	3	6	100.0	3
First Saturday Lime	6	2	-66.7	-4	8	2	-75.0	-6
Grotrax					101	92	-8.9	-9
GrowLife, Inc.					5	1	-80.0	-4
LA SIESTA	6	7	16.7	1	23	24	4.3	1
New Age Pet								
Tailor Made Products Inc.	12		-100.0	-12	12		-100.0	-12

## Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&amp;L

Distributor Total

Group Total

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Terminated Mfr.</b>									
Terminated Mfr.	Total	27	15	-44.4	-12	152	125	-17.8	-27
<b>Developing</b>									
ApricotMint		53	28	-47.2	-25	64	98	53.1	34
BioComposites Group Inc.						4	17	325.0	13
Bully Tools Company		11	3	-72.7	-8	59	21	-64.4	-38
Centurion Brands		18	17	-5.6	-1	30	74	146.7	44
Delta Industries International Inc.		37	34	-8.1	-3	117	176	50.4	59
Durvet, Inc						16	9	-43.8	-7
Epoch Rain Barrels						13	21	61.5	8
Flora Classique, Inc.		1		-100.0	-1	1		-100.0	-1
GE Lighting a Savant Company		17	36	111.8	19	45	59	31.1	14
Global Glove & Safety Manufacturing, Inc.						8	5	-37.5	-3
Herbruck's Poultry Ranch, Inc.						1	9	800.0	8
Kate's Custom Metal						3		-100.0	-3
MARPHYL Marine Phytoplankton						4	17	325.0	13
MidWest Wire Works LLC		220	524	138.2	304	251	570	127.1	319
Ogrow						3	17	466.7	14
Omega Industrial Inc.		29		-100.0	-29	29		-100.0	-29
Oregon Wire Products Div of Madison Steel		119	173	45.4	54	238	216	-9.2	-22
PlantBest, Inc.		3	97	3,133.3	94	118	287	143.2	169
Portrait Gardens, Inc.		39	9	-76.9	-30	39	34	-12.8	-5
Pure Paint Laboratories						1	1	0.0	
Ragan & Massey, Inc.						20	10	-50.0	-10
Spoontiques, Inc.		4	9	125.0	5	63	97	54.0	34
TerraVesco						11	7	-36.4	-4
Unipet LLC		15	10	-33.3	-5	37	46	24.3	9

PY End: Jul-2021

Gro Group Confidential

L&amp;L

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# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Developing</b>									
Walton Wood Farm, Inc.		22	21	-4.5	-1	118	53	-55.1	-65
YAYA Organics, LLC						18	8	-55.6	-10
Zone Repellents		33		-100.0	-33	99		-100.0	-99
<b>Developing</b>	<b>Total</b>	<b>621</b>	<b>961</b>	<b>54.8</b>	<b>340</b>	<b>1,410</b>	<b>1,852</b>	<b>31.3</b>	<b>442</b>
<b>New</b>									
Blue Sky Clayworks, Inc.			15		15	7	34	385.7	27
Coast of Maine Products						434	723	66.6	289
Control Solutions, Inc.						7,883	12,031	52.6	4,148
DiversiTech						1		-100.0	-1
Dog Rocks USA, Div. of Podium Pet Products						16	128	700.0	112
Enroot Products LLC						2		-100.0	-2
Environmental Factor Inc. (The)						22	50	127.3	28
FITT USA, Inc.		138	63	-54.3	-75	174	192	10.3	18
IKES, LLC						38	48	26.3	10
Knox Fertilizer Co. Inc.		39	91	133.3	52	374	576	54.0	202
Messinas		49	53	8.2	4	458	449	-2.0	-9
Nature's Mace						12	39	225.0	27
Nousbo USA Inc.							18		18
Orbit Irrigation Products, LLC		84	148	76.2	64	214	194	-9.3	-20
Pop Hat, LLC (The)			5		5		22		22
Renee's Garden						26	139	434.6	113
Rhino Seed & Landscape Supply, LLC						105	145	38.1	40
Thriving Design									
True Organic Products, Inc.						11	7	-36.4	-4
Twine CBD		52	4	-92.3	-48	103	127	23.3	24
Watson Gloves						10	13	30.0	3



# Purchase Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

New

		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
New	Total	362	379	4.7	17	9,890	14,935	51.0	5,045
	Partners Total	17,866	30,346	69.9	12,480	85,469	139,114	62.8	53,645

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: Apr-2021

L&L

## Distributor Total

## Group Total

	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.					2		-100.0	-2
American GardenWorks, Inc.	70	199	184.3	129	387	1,071	176.7	684
Amerimax Home Products								
Ames Companies (The) Southern Patio	100	266	166.0	166	538	890	65.4	352
Arborjet					33	11	-66.7	-22
Atlas Chemical Corporation	62	97	56.5	35	140	192	37.1	52
Bengal Products, Inc.		5		5	85	126	48.2	41
Bloem, LLC	711	1,612	126.7	901	2,176	4,515	107.5	2,339
Bond Manufacturing Co.	1,178	2,058	74.7	880	2,768	3,391	22.5	623
C & S Products Co., Inc.					288	449	55.9	161
Chaney Instrument Company					2	3	50.0	1
Chapin Manufacturing	101	336	232.7	235	640	1,170	82.8	530
Classic Brands, LLC	293	478	63.1	185	769	1,240	61.2	471
Corona Clipper	725	1,137	56.8	412	1,565	2,644	68.9	1,079
Curtis Wagner Plastics Corp.	150	266	77.3	116	783	1,350	72.4	567
D & D Commodities, Ltd.	174	252	44.8	78	1,834	3,344	82.3	1,510
Dalen Products, Inc.	234	407	73.9	173	2,049	2,397	17.0	348
Deroma	9	1	-88.9	-8	522	631	20.9	109
DeWitt Company Inc.	376	621	65.2	245	5,258	7,524	43.1	2,266
Dr. Earth Company	968	1,316	36.0	348	1,593	2,012	26.3	419
Dramm Corporation	765	1,689	120.8	924	1,583	2,992	89.0	1,409
Earthway Products Inc.					442	431	-2.5	-11
Eaton Brothers Corp.	3	4	33.3	1	546	727	33.2	181
Ecologel Solutions, LLC					44	78	77.3	34
Enviro Protection Ind	93	146	57.0	53	854	1,412	65.3	558
EZgrow Products	97	27	-72.2	-70	257	89	-65.4	-168

## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&amp;L

## Distributor Total

## Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
Fiskars Brands Inc. - Watering	380	602	58.4	222	581	804	38.4	223
Fiskars Brands, Inc.	79	105	32.9	26	190	233	22.6	43
Flame Engineering	1	1	0.0		1	1	0.0	
Flexrake Corp.	428	640	49.5	212	612	980	60.1	368
FoxFarm Soil & Fert. Co.	3,819	6,941	81.7	3,122	16,313	27,840	70.7	11,527
Gale Pacific USA	282	686	143.3	404	285	689	141.8	404
GARDENA Canada Ltd.	12	23	91.7	11	64	86	34.4	22
Geo Global Partners (OASE)	145	146	0.7	1	169	166	-1.8	-3
Glamos Wire, Inc.	13	2	-84.6	-11	154	179	16.2	25
Green Gardem Products (Plantation Prod)	17	57	235.3	40	399	828	107.5	429
HC Companies (The)	1,260	2,606	106.8	1,346	2,867	5,619	96.0	2,752
Heath Outdoor Products	13	16	23.1	3	199	234	17.6	35
I Must Garden LLC					140	221	57.9	81
Independence Flag	9	14	55.6	5	56	75	33.9	19
Jacto Inc. Subsidiary of					11	9	-18.2	-2
Jobe's Co./Easy Gardener Prdts	293	358	22.2	65	986	969	-1.7	-17
JRM Chemical, Inc.	13	18	38.5	5	140	175	25.0	35
Kness Mfg. Co. Inc.					16	17	6.2	1
Lewis Lifetime Tools	115	197	71.3	82	196	314	60.2	118
Luster Leaf Products	270	531	96.7	261	855	1,426	66.8	571
MacCourt Products Inc.	22	41	86.4	19	26	44	69.2	18
Melissa & Doug, LLC	68	63	-7.4	-5	140	117	-16.4	-23
Melnor Inc.	113	211	86.7	98	583	772	32.4	189
Michigan Peat Company					2,330	3,405	46.1	1,075
Millside Industries					131	219	67.2	88
Monterey Lawn & Garden Prdts	983	1,360	38.4	377	2,718	4,698	72.8	1,980

## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&amp;L

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Veteran</b>								
MPM Pan Pacific Inc./Gonzo	109	213	95.4	104	157	289	84.1	132
Multi-Formes					2	3	50.0	1
Neptune's Harvest Organic Fert					534	752	40.8	218
Novelty Mfg. & Earthbox	124	289	133.1	165	1,931	2,615	35.4	684
NuVue Products, Inc.	16	73	356.2	57	37	90	143.2	53
P.F. Harris Mfg. Co. LLC	28	44	57.1	16	95	117	23.2	22
Page Seed Company, Inc. (The)	16	52	225.0	36	84	200	138.1	116
Panacea Prdts_Woodlink,Hookery	30	29	-3.3	-1	625	847	35.5	222
Panacea Products Corp.	538	711	32.2	173	1,850	3,100	67.6	1,250
Pearl Valley Organix	6		-100.0	-6	178	208	16.9	30
Pest Wizard Inc.	7	26	271.4	19	7	26	271.4	19
PlantMates, LLC					59	113	91.5	54
Plastec Products	161	241	49.7	80	813	1,281	57.6	468
Primitive Planters	157	307	95.5	150	356	765	114.9	409
Radians/Bellingham Glove	299	441	47.5	142	1,465	2,121	44.8	656
Radius Garden/American Lawn Mower Co.	46	94	104.3	48	101	253	150.5	152
Rain Bird Corporation	5	7	40.0	2	5	7	40.0	2
Rustic Arrow	50	55	10.0	5	64	66	3.1	2
Sanco Industries, Inc.	38	35	-7.9	-3	578	540	-6.6	-38
SBM Life Science - BioAdvanced Weed & Feed	751	1,020	35.8	269	5,368	6,782	26.3	1,414
Shake-Away Inc.	15	21	40.0	6	286	725	153.5	439
Solo Incorporated					388	284	-26.8	-104
Spectrum Brands	182	253	39.0	71	2,908	4,913	68.9	2,005
Sterling International, Rescue	120	105	-12.5	-15	362	810	123.8	448
Summit Chemical Co.	69	112	62.3	43	210	378	80.0	168
Sun Gro Horticulture	652	918	40.8	266	3,651	4,490	23.0	839

PY End: Jul-2021

Gro Group Confidential

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## Sales Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&amp;L

Distributor Total

Group Total

		Distributor Total				Group Total			
		LY		Current		LY		Current	
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Veteran									
SureCan, Inc.						28	11	-60.7	-17
Swan Products, LLC		127	350	175.6	223	450	841	86.9	391
Syndicate Home & Garden		227	423	86.3	196	603	948	57.2	345
TDI Brands		139	86	-38.1	-53	343	358	4.4	15
Teknor Apex Company						1,114	118	-89.4	-996
Truper , S.A. de c.v.						539	286	-46.9	-253
Valley Industries LLP						67	83	23.9	16
Walton Company		29	50	72.4	21	29	50	72.4	21
Warp Brothers		1		-100.0	-1	68	100	47.1	32
West Chester Protective Gear (WCPG)		124	121	-2.4	-3	234	256	9.4	22
Wild Valley Farms						3	1	-66.7	-2
Woodstream Corporation		699	1,009	44.3	310	1,982	2,534	27.9	552
World Source Partners		350	337	-3.7	-13	2,418	2,150	-11.1	-268
World Source Partners/Nuttery						4	2	-50.0	-2
Yankee Publishing Inc.		-106	4		110	-56	73	-230.4	129
Veteran	Total	19,453	32,961	69.4	13,508	85,260	128,395	50.6	43,135
Terminated Mfr.									
Crispo Canada Inc.							1		1
Dimex LLC		5	8	60.0	3	5	8	60.0	3
First Saturday Lime		4	5	25.0	1	10	10	0.0	
Grotrax		3	1	-66.7	-2	112	107	-4.5	-5
New Age Pet						2		-100.0	-2
Tailor Made Products Inc.		12		-100.0	-12	12		-100.0	-12
Terminated Mfr.	Total	24	14	-41.7	-10	141	126	-10.6	-15
Developing									
ApricotMint		58	19	-67.2	-39	155	83	-46.5	-72
Delta Industries International Inc.		61	55	-9.8	-6	198	274	38.4	76

# Sales Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

	Distributor Total				Group Total			
	LY	Current			LY	Current		
	YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
<b>Developing</b>								
Epoch Rain Barrels					7	14	100.0	7
GE Lighting a Savant Company	8	33	312.5	25	51	68	33.3	17
Global Glove & Safety Manufacturing, Inc.					4	4	0.0	
Kate's Custom Metal								
Ogrow					2	7	250.0	5
Omega Industrial Inc.	16	4	-75.0	-12	16	4	-75.0	-12
Oregon Wire Products Div of Madison Steel	129	227	76.0	98	228	301	32.0	73
Portrait Gardens, Inc.	42	16	-61.9	-26	42	38	-9.5	-4
Ragan & Massey, Inc.					17	6	-64.7	-11
Spoontiques, Inc.	3	7	133.3	4	80	97	21.2	17
Unipet LLC	4	4	0.0		9	11	22.2	2
Walton Wood Farm, Inc.	41	25	-39.0	-16	127	52	-59.1	-75
YAYA Organics, LLC					22	6	-72.7	-16
<b>Developing</b>	<b>362</b>	<b>390</b>	<b>7.7</b>	<b>28</b>	<b>958</b>	<b>965</b>	<b>.7</b>	<b>7</b>
<b>New</b>								
Blue Sky Clayworks, Inc.		16		16	19	40	110.5	21
Coast of Maine Products					206	286	38.8	80
Control Solutions, Inc.					6,962	9,558	37.3	2,596
DiversiTech								
Dog Rocks USA, Div. of Podium Pet Products						80		80
Environmental Factor Inc. (The)					5	13	160.0	8
FITT USA, Inc.	53	148	179.2	95	110	374	240.0	264
Knox Fertilizer Co. Inc.	45	110	144.4	65	247	439	77.7	192
Messinas	39	43	10.3	4	298	362	21.5	64
Pop Hat, LLC (The)		6		6		26		26

# Sales Summary by Distributor by Type Mfg Partner

PY to Date: Apr-2021

L&L

Distributor Total

Group Total

## New

		Distributor Total				Group Total			
		LY	Current			LY	Current		
		YTD	YTD	Chng%	\$Diff	YTD	YTD	Chng%	\$Diff
Rhino Seed & Landscape Supply, LLC						195	257	31.8	62
Twine CBD		58	110	89.7	52	108	244	125.9	136
<b>New</b>	<b>Total</b>	<b>195</b>	<b>433</b>	<b>122.1</b>	<b>238</b>	<b>8,150</b>	<b>11,679</b>	<b>43.3</b>	<b>3,529</b>
	<b>Partners Total</b>	<b>20,034</b>	<b>33,798</b>	<b>68.7</b>	<b>13,764</b>	<b>94,509</b>	<b>141,165</b>	<b>49.4</b>	<b>46,656</b>

Key:

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