

		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		1,686	1,686	97.9	40,906	95.4	74	0.0		0.0			0.0	0
Developing		13	13	0.8	694	1.6	20	0.0		0.0			0.0	0
New		24	24	1.4	1,263	2.9	16	0.0		0.0			0.0	0
Terminated					32	0.1	3	0.0		0.0			0.0	0
Partners Total		1,723	1,723		42,895		113	-100.0		-100.0			-100.0	
Other L&G														
Prospect		846	846	21.2	15,041	17.9	6	0.0		0.0			0.0	0
Other L&G		3,149	3,149	78.8	69,196	82.1	167	0.0		0.0			0.0	0
Other L&G Total		3,995	3,995		84,237		173	-100.0		-100.0			-100.0	
Non L&G														
		5,695	5,695	100.0	79,441	100.0	33	0.0		0.0			0.0	0
Total Purchases		11,413	11,413		206,573		319	-100.0		-100.0			-100.0	

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	98.3	41,333	97.1	76	0.0		0.0		0.0	0	
Developing		2	2	0.1	312	0.7	13	0.0		0.0		0.0	0	
New		29	29	1.5	917	2.2	10	0.0		0.0		0.0	0	
Terminated		3	3	0.2	18	0.0	2	0.0		0.0		0.0	0	
Partners Total		1,997	1,997		42,580		101	-100.0		-100.0		101	-100.0	
Other L&G														
Prospect		967	967	35.6	15,827	32.9	5	0.0		0.0		0.0	0	
Other L&G		1,751	1,751	64.4	32,328	67.1	172	0.0		0.0		0.0	0	
Other L&G Total		2,718	2,718		48,155		177	-100.0		-100.0		177	-100.0	
Non L&G		2,398	2,398	100.0	53,818	100.0	21	0.0		0.0		0.0	0	
Total Sales		7,113	7,113		144,553		299	-100.0		-100.0			-100.0	

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

	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		-100.0	-10
Amerimax Home Products								
Ames Companies (The) Southern Patio					21		-100.0	-21
Arborjet					5		-100.0	-5
Atlantic-OASE - formerly Geo Global					20		-100.0	-20
Atlas Chemical Corporation					11		-100.0	-11
Bengal Products, Inc.					22		-100.0	-22
Bloem, LLC	27		-100.0	-27	156		-100.0	-156
Bond Manufacturing Co.	46		-100.0	-46	259		-100.0	-259
C & S Products Co., Inc.	6		-100.0	-6	36		-100.0	-36
Chaney Instrument Company								
Chapin Manufacturing					110		-100.0	-110
Classic Brands, LLC	9		-100.0	-9	33		-100.0	-33
Corona Clipper	3		-100.0	-3	223		-100.0	-223
Curtis Wagner Plastics Corp.	27		-100.0	-27	60		-100.0	-60
D & D Commodities, Ltd.	22		-100.0	-22	205		-100.0	-205
Dalen Products, Inc.	82		-100.0	-82	201		-100.0	-201
Deroma	16		-100.0	-16	16		-100.0	-16
DeWitt Company Inc.	137		-100.0	-137	528		-100.0	-528
Dr. Earth Company	9		-100.0	-9	68		-100.0	-68
Dramm Corporation	32		-100.0	-32	321		-100.0	-321
Earthway Products Inc.					8		-100.0	-8
Eaton Brothers Corp.	8		-100.0	-8	29		-100.0	-29
Ecologel Solutions, LLC					11		-100.0	-11
Enviro Protection Ind	77		-100.0	-77	138		-100.0	-138

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								
EZgrow Products					5		-100.0	-5
Fiskars Brands Inc. - Watering	6		-100.0	-6	88		-100.0	-88
Fiskars Brands, Inc.	6		-100.0	-6	34		-100.0	-34
Flame Engineering								
Flexrake Corp.					35		-100.0	-35
FoxFarm Soil & Fert. Co.	263		-100.0	-263	2,190		-100.0	-2,190
Gale Pacific USA					47		-100.0	-47
GARDENA Canada Ltd.	3		-100.0	-3	3		-100.0	-3
Glamos Wire, Inc.								
Green Garden Products (Plantation Prod)	16		-100.0	-16	17		-100.0	-17
HC Companies (The)	76		-100.0	-76	573		-100.0	-573
Heath Outdoor Products	3		-100.0	-3	11		-100.0	-11
I Must Garden LLC					14		-100.0	-14
Independence Flag								
Jacto Inc. Subsidiary of					3		-100.0	-3
Jobe's Co./Easy Gardener Prdts	9		-100.0	-9	33		-100.0	-33
JRM Chemical, Inc.	3		-100.0	-3	4		-100.0	-4
Kness Mfg. Co. Inc.					3		-100.0	-3
Lewis Lifetime Tools					11		-100.0	-11
Luster Leaf Products					51		-100.0	-51
MacCourt Products Inc.					8		-100.0	-8
Melissa & Doug, LLC					7		-100.0	-7
Melnor Inc.	12		-100.0	-12	74		-100.0	-74
Michigan Peat Company	103		-100.0	-103	207		-100.0	-207
Millside Industries					6		-100.0	-6
Monterey Lawn & Garden Prdts	234		-100.0	-234	505		-100.0	-505

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								
MPM Pan Pacific Inc./Gonzo					15		-100.0	-15
Neptune's Harvest Organic Fert					1		-100.0	-1
Novelty Mfg. & Earthbox	25		-100.0	-25	59		-100.0	-59
NuVue Products, Inc.								
P.F. Harris Mfg. Co. LLC					29		-100.0	-29
Page Seed Company, Inc. (The)								
Panacea Prdts_Woodlink,Hookery	8		-100.0	-8	46		-100.0	-46
Panacea Products Corp.	23		-100.0	-23	117		-100.0	-117
Pearl Valley Organix					4		-100.0	-4
Pest Wizard Inc.					1		-100.0	-1
PlantMates, LLC								
Plastec Products	17		-100.0	-17	63		-100.0	-63
Primitive Planters	6		-100.0	-6	29		-100.0	-29
Radians/Bellingham Glove	33		-100.0	-33	92		-100.0	-92
Radius Garden/American Lawn Mower Co.					9		-100.0	-9
Rain Bird Corporation					3		-100.0	-3
Rustic Arrow								
Sanco Industries, Inc.					58		-100.0	-58
SBM Life Science - BioAdvanced Weed & Feed	119		-100.0	-119	330		-100.0	-330
Shake-Away Inc.	63		-100.0	-63	122		-100.0	-122
Solo Incorporated					1		-100.0	-1
Spectrum Brands	38		-100.0	-38	378		-100.0	-378
Sterling International, Rescue	22		-100.0	-22	88		-100.0	-88
Summit Chemical Co.	3		-100.0	-3	26		-100.0	-26
Sun Gro Horticulture	43		-100.0	-43	659		-100.0	-659
SureCan, Inc.								

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									
Swan Products, LLC						90		-100.0	-90
Syndicate Home & Garden		3		-100.0	-3	15		-100.0	-15
TDI Brands		1		-100.0	-1	31		-100.0	-31
Teknor Apex Company		4		-100.0	-4	4		-100.0	-4
Trunk Liner Company / CPKB						7		-100.0	-7
Truper , S.A. de c.v.		10		-100.0	-10	10		-100.0	-10
Valley Industries LLP						13		-100.0	-13
Walton Company						2		-100.0	-2
Warp Brothers		5		-100.0	-5	5		-100.0	-5
West Chester Protective Gear (WCPG)						12		-100.0	-12
Wild Valley Farms									
Woodstream Corporation		28		-100.0	-28	246		-100.0	-246
World Source Partners						6		-100.0	-6
World Source Partners/Nuttery									
Yankee Publishing Inc.						6		-100.0	-6
Veteran	Total	1,686		-100.0	-1,686	8,997		-100.0	-8,997

Terminated Mfr.

Cloudfarm Inc., DBA Seedsheet									
Crispo Canada Inc.									
Dimex LLC									
First Saturday Lime									
Grotrax						19		-100.0	-19
GrowLife, Inc.									
LA SIESTA									
Multi-Formes						2		-100.0	-2
New Age Pet									
Tailor Made Products Inc.									

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

Terminated Mfr.

Terminated Mfr.	Total						
				21		-100.0	-21

Developing

ApricotMint				7		-100.0	-7	
BioComposites Group Inc.								
Bully Tools Company				3		-100.0	-3	
Centurion Brands								
Delta Industries International Inc.	6		-100.0	-6	18		-100.0	-18
Durvet, Inc								
Epoch Rain Barrels								
Flora Classique, Inc.								
GE Lighting a Savant Company								
Global Glove & Safety Manufacturing, Inc.								
Herbruck's Poultry Ranch, Inc.								
Kate's Custom Metal								
MARPHYL Marine Phytoplankton								
MidWest Wire Works LLC								
Ogrow								
Omega Industrial Inc.								
Oregon Wire Products Div of Madison Steel								
PlantBest, Inc.								
Portrait Gardens, Inc.								
Pure Paint Laboratories								
Ragan & Massey, Inc.								
Spoontiques, Inc.	4		-100.0	-4	12		-100.0	-12
TerraVesco								
Unipet LLC	3		-100.0	-3	6		-100.0	-6

PY End: Jul-2022

Gro Group Confidential

BFG Supply Co.

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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									
Walton Wood Farm, Inc.						8		-100.0	-8
YAYA Organics, LLC									
Zone Repellents									
Developing	Total	13		-100.0	-13	54		-100.0	-54
New									
Blue Sky Clayworks, Inc.									
Coast of Maine Products						31		-100.0	-31
Control Solutions, Inc.						660		-100.0	-660
DiversiTech									
Dog Rocks USA, Div. of Podium Pet Products									
Enroot Products LLC									
Environmental Factor Inc. (The)									
FITT USA, Inc.									
IKES, LLC		2		-100.0	-2	2		-100.0	-2
Knox Fertilizer Co. Inc.		7		-100.0	-7	23		-100.0	-23
Messinas		7		-100.0	-7	26		-100.0	-26
Mountain View Seeds									
Nature's Mace		2		-100.0	-2	2		-100.0	-2
Nousbo USA Inc.									
Orbit Irrigation Products, LLC									
Pop Hat, LLC (The)									
Renee's Garden						10		-100.0	-10
Rhino Seed & Landscape Supply, LLC		6		-100.0	-6	13		-100.0	-13
Thriving Design									
True Organic Products, Inc.									
Twine CBD						1		-100.0	-1

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
New									
Watson Gloves									
New	Total	24		-100.0	-24	768		-100.0	-768
	Partners Total	1,723		-100.0	-1,723	9,840		-100.0	-9,840

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.					18		-100.0	-18
Amerimax Home Products								
Ames Companies (The) Southern Patio	1		-100.0	-1	36		-100.0	-36
Arborjet	1		-100.0	-1	1		-100.0	-1
Atlantic-OASE - formerly Geo Global	1		-100.0	-1	30		-100.0	-30
Atlas Chemical Corporation	2		-100.0	-2	25		-100.0	-25
Bengal Products, Inc.					14		-100.0	-14
Bloem, LLC	41		-100.0	-41	392		-100.0	-392
Bond Manufacturing Co.	32		-100.0	-32	247		-100.0	-247
C & S Products Co., Inc.	8		-100.0	-8	79		-100.0	-79
Chaney Instrument Company								
Chapin Manufacturing	3		-100.0	-3	76		-100.0	-76
Classic Brands, LLC	14		-100.0	-14	99		-100.0	-99
Corona Clipper	14		-100.0	-14	206		-100.0	-206
Curtis Wagner Plastics Corp.	19		-100.0	-19	86		-100.0	-86
D & D Commodities, Ltd.	26		-100.0	-26	326		-100.0	-326
Dalen Products, Inc.	100		-100.0	-100	245		-100.0	-245
Deroma	46		-100.0	-46	62		-100.0	-62
DeWitt Company Inc.	106		-100.0	-106	687		-100.0	-687
Dr. Earth Company	21		-100.0	-21	143		-100.0	-143
Dramm Corporation	12		-100.0	-12	324		-100.0	-324
Earthway Products Inc.	2		-100.0	-2	31		-100.0	-31
Eaton Brothers Corp.	10		-100.0	-10	79		-100.0	-79
Ecologel Solutions, LLC	1		-100.0	-1	26		-100.0	-26
Enviro Protection Ind	64		-100.0	-64	125		-100.0	-125

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								
EZgrow Products	1		-100.0	-1	7		-100.0	-7
Fiskars Brands Inc. - Watering	6		-100.0	-6	120		-100.0	-120
Fiskars Brands, Inc.	6		-100.0	-6	16		-100.0	-16
Flame Engineering								
Flexrake Corp.	1		-100.0	-1	62		-100.0	-62
FoxFarm Soil & Fert. Co.	295		-100.0	-295	2,561		-100.0	-2,561
Gale Pacific USA					84		-100.0	-84
GARDENA Canada Ltd.	7		-100.0	-7	13		-100.0	-13
Glamos Wire, Inc.					3		-100.0	-3
Green Garden Products (Plantation Prod)	2		-100.0	-2	10		-100.0	-10
HC Companies (The)	62		-100.0	-62	544		-100.0	-544
Heath Outdoor Products	1		-100.0	-1	24		-100.0	-24
I Must Garden LLC	5		-100.0	-5	18		-100.0	-18
Independence Flag					3		-100.0	-3
Jacto Inc. Subsidiary of								
Jobe's Co./Easy Gardener Prdts	8		-100.0	-8	83		-100.0	-83
JRM Chemical, Inc.	2		-100.0	-2	5		-100.0	-5
Kness Mfg. Co. Inc.					2		-100.0	-2
Lewis Lifetime Tools	1		-100.0	-1	27		-100.0	-27
Luster Leaf Products	3		-100.0	-3	85		-100.0	-85
MacCourt Products Inc.					7		-100.0	-7
Melissa & Doug, LLC	1		-100.0	-1	9		-100.0	-9
Melnor Inc.	12		-100.0	-12	70		-100.0	-70
Michigan Peat Company	113		-100.0	-113	204		-100.0	-204
Millside Industries	1		-100.0	-1	4		-100.0	-4
Monterey Lawn & Garden Prdts	441		-100.0	-441	898		-100.0	-898

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								
MPM Pan Pacific Inc./Gonzo	3		-100.0	-3	36		-100.0	-36
Neptune's Harvest Organic Fert	6		-100.0	-6	15		-100.0	-15
Novelty Mfg. & Earthbox	40		-100.0	-40	126		-100.0	-126
NuVue Products, Inc.								
P.F. Harris Mfg. Co. LLC					13		-100.0	-13
Page Seed Company, Inc. (The)								
Panacea Prdts_Woodlink,Hookery	11		-100.0	-11	41		-100.0	-41
Panacea Products Corp.	27		-100.0	-27	112		-100.0	-112
Pearl Valley Organix					10		-100.0	-10
Pest Wizard Inc.					1		-100.0	-1
PlantMates, LLC					8		-100.0	-8
Plastec Products	30		-100.0	-30	130		-100.0	-130
Primitive Planters	9		-100.0	-9	63		-100.0	-63
Radians/Bellingham Glove	19		-100.0	-19	89		-100.0	-89
Radius Garden/American Lawn Mower Co.	3		-100.0	-3	10		-100.0	-10
Rain Bird Corporation					1		-100.0	-1
Rustic Arrow								
Sanco Industries, Inc.	2		-100.0	-2	63		-100.0	-63
SBM Life Science - BioAdvanced Weed & Feed	102		-100.0	-102	489		-100.0	-489
Shake-Away Inc.	47		-100.0	-47	105		-100.0	-105
Solo Incorporated	2		-100.0	-2	20		-100.0	-20
Spectrum Brands	37		-100.0	-37	506		-100.0	-506
Sterling International, Rescue	6		-100.0	-6	79		-100.0	-79
Summit Chemical Co.	6		-100.0	-6	39		-100.0	-39
Sun Gro Horticulture	43		-100.0	-43	404		-100.0	-404
SureCan, Inc.					1		-100.0	-1

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									
Swan Products, LLC		5		-100.0	-5	68		-100.0	-68
Syndicate Home & Garden		8		-100.0	-8	53		-100.0	-53
TDI Brands						12		-100.0	-12
Teknor Apex Company		10		-100.0	-10	16		-100.0	-16
Truper , S.A. de c.v.		12		-100.0	-12	19		-100.0	-19
Valley Industries LLP						12		-100.0	-12
Walton Company						6		-100.0	-6
Warp Brothers						2		-100.0	-2
West Chester Protective Gear (WCPG)						16		-100.0	-16
Wild Valley Farms									
Woodstream Corporation		42		-100.0	-42	338		-100.0	-338
World Source Partners		1		-100.0	-1	101		-100.0	-101
World Source Partners/Nuttery									
Yankee Publishing Inc.									
Veteran	Total	1,963		-100.0	-1,963	11,220		-100.0	-11,220
Terminated Mfr.									
Crispo Canada Inc.									
Dimex LLC						2		-100.0	-2
First Saturday Lime		2		-100.0	-2	2		-100.0	-2
Grotrax		1		-100.0	-1	15		-100.0	-15
Multi-Formes									
New Age Pet									
Tailor Made Products Inc.									
Terminated Mfr.	Total	3		-100.0	-3	19		-100.0	-19
Developing									
ApricotMint						7		-100.0	-7
Delta Industries International Inc.						8		-100.0	-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
Developing									
Epoch Rain Barrels		1		-100.0	-1	1		-100.0	-1
GE Lighting a Savant Company						1		-100.0	-1
Global Glove & Safety Manufacturing, Inc.									
Kate's Custom Metal									
MidWest Wire Works LLC						22		-100.0	-22
Ogrow									
Omega Industrial Inc.						1		-100.0	-1
Oregon Wire Products Div of Madison Steel						6		-100.0	-6
Portrait Gardens, Inc.									
Pure Paint Laboratories									
Ragan & Massey, Inc.									
Spooniques, Inc.		1		-100.0	-1	8		-100.0	-8
Unipet LLC									
Walton Wood Farm, Inc.						9		-100.0	-9
YAYA Organics, LLC									
Developing	Total	2		-100.0	-2	63		-100.0	-63
New									
Blue Sky Clayworks, Inc.						1		-100.0	-1
Coast of Maine Products						27		-100.0	-27
Control Solutions, Inc.						1,006		-100.0	-1,006
DiversiTech									
Dog Rocks USA, Div. of Podium Pet Products									
Environmental Factor Inc. (The)									
FITT USA, Inc.						6		-100.0	-6
IKES, LLC									

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
New									
Knox Fertilizer Co. Inc.		14		-100.0	-14	44		-100.0	-44
Messinas		7		-100.0	-7	41		-100.0	-41
Pop Hat, LLC (The)									
Renee's Garden									
Rhino Seed & Landscape Supply, LLC		6		-100.0	-6	18		-100.0	-18
Twine CBD		2		-100.0	-2	14		-100.0	-14
Watson Gloves						1		-100.0	-1
New	Total	29		-100.0	-29	1,158		-100.0	-1,158
	Partners Total	1,997		-100.0	-1,997	12,460		-100.0	-12,460

Key:

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