

\$15M

Total Amount

Category

Bites

Geography	Total Amount	Total Boxes	Shipment Count	Amount Per Shipment	Aps	Apb	ApB 2
Australia	\$2,478,252	182,741	507	4,888.07	4,888.07	13.56	13.56
Canada	\$2,404,185	188,963	494	4,866.77	4,866.77	12.72	12.72
India	\$2,413,033	187,509	491	4,914.53	4,914.53	12.87	12.87
New Zealand	\$2,540,027	179,031	501	5,069.91	5,069.91	14.19	14.19
UK	\$2,342,018	177,595	491	4,769.89	4,769.89	13.19	13.19
USA	\$2,461,410	183,734	493	4,992.72	4,992.72	13.40	13.40
Total	\$14,638,925	1,099,573	2,977	4,917.34	4,917.34	13.31	13.31

Sales person	ApB 2	Aps	Aps Target Achieved?	Aps Target Achieved 2?
Brien Boise	15.81	4,890.93	Yes	😊
Camilla Castle	15.87	5,412.05	Yes	😊
Ches Bonnell	14.66	4,913.56	Yes	😊
Dotty Strutley	15.43	5,138.21	Yes	😊
Gigi Bohling	16.37	5,215.00	Yes	😊
Gunar Cockshoot	15.72	5,599.11	Yes	😊
Jehu Rudeforth	18.28	6,604.84	Yes	😊
Kaine Padly	17.40	5,509.00	Yes	😊
Kelci Walkden	14.08	4,834.06	Yes	😊
Madelene Upcott	16.24	4,912.33	Yes	😊
Mallorie Waber	14.83	5,199.91	Yes	😊
Roddy Speechley	15.04	6,129.47	Yes	😊
Van Tuxwell	16.11	4,985.89	Yes	😊
Wilone O'Kielt	13.96	5,262.47	Yes	😊
Andria Kimpton	15.97	4,605.11	No	😞
Barr Faughny	15.20	4,644.55	No	😞
Beverie Moffet	15.94	4,579.75	No	😞
Curtice Advani	16.50	4,280.88	No	😞
Dennison Crosswaite	15.23	4,290.25	No	😞
Husein Augar	16.33	4,733.12	No	😞
Jon Morfeth	14.02	4,550.00	No	😞
Total	15.48	4,881.92	Yes	😊

Geography

New Zealand

Sales person	Count of Products
Andria Kimpton	13
Barr Faughny	6
Beverie Moffet	6
Brien Boise	10
Ches Bonnell	10
Curtice Advani	10
Dennison Crosswaite	13
Dotty Strutley	10
Gigi Bohling	7
Gunar Cockshoot	11
Husein Augar	11
Jan Morforth	6
Jehu Rudeforth	2
Kaine Padly	6
Karlen McCaffrey	8
Kelci Walkden	8
Madelene Upcott	8
Mallorie Waber	5
Total	22

Date

2/16/2021

2/27/2021

Product	Shipment Count	Low Box Shipments	LBS%	Bar Shipment
50% Dark Bites	201	21	10.45%	
70% Dark Bites	213	21	9.86%	
85% Dark Bars	224	35	15.63%	224
99% Dark & Pure	214	26	12.15%	214
After Nines	219	23	10.50%	
Almond Choco	214	29	13.55%	214
Total	4,735	530	11.19%	2371

Sales Person	Low Box Shipments	Bar Shipment	Shipment Count	Bar Shipment %	Americas shipments
Andria Kimpton	19	100	210	47.62%	146
Barr Faughny	23	111	215	51.63%	139
Beverie Moffet	24	111	211	52.61%	150
Brien Boise	19	99	206	48.06%	152
Camilla Castle	9	50	105	47.62%	67
Ches Bonnell	20	103	205	50.24%	148
Curtice Advani	21	105	199	52.76%	142
Dennison Crosswaite	27	99	205	48.29%	141
Dotty Strutley	27	108	214	50.47%	142
Gigi Bohling	30	104	211	49.29%	136
Gunar Cockshoot	31	126	238	52.94%	135
Husein Augar	24	106	200	50.72%	141
Total	530	2371	4,735	50.07%	3146

Product	Total Amount	Friday Amount	Friday Amount 2	NZAU Sales Amount	NZAU2
50% Dark Bites	\$1,937,565	\$404,208	\$404,208	\$699,734	\$699,734
70% Dark Bites	\$2,012,682	\$389,270	\$389,270	\$701,316	\$701,316
85% Dark Bars	\$2,128,140	\$385,007	\$385,007	\$686,028	\$686,028
99% Dark & Pure	\$2,145,192	\$334,201	\$334,201	\$714,175	\$714,175
After Nines	\$2,174,172	\$480,683	\$480,683	\$752,304	\$752,304
Almond Choco	\$2,021,208	\$464,037	\$464,037	\$622,223	\$622,223
Baker's Choco Chips	\$1,918,392	\$511,525	\$511,525	\$635,887	\$635,887
Caramel Stuffed Bars	\$2,142,966	\$418,516	\$418,516	\$694,533	\$694,533
Choco Coated Almonds	\$2,078,027	\$468,020	\$468,020	\$767,515	\$767,515
Drinking Coco	\$2,047,969	\$382,970	\$382,970	\$737,492	\$737,492
Eclairs	\$2,002,931	\$376,082	\$376,082	\$598,157	\$598,157
Fruit & Nut Bars	\$2,064,153	\$360,374	\$360,374	\$712,047	\$712,047
Manuka Honey Choco	\$2,027,221	\$394,996	\$394,996	\$697,081	\$697,081
Milk Bars	\$2,160,984	\$523,845	\$523,845	\$789,418	\$789,418
Mint Chip Choco	\$2,024,071	\$426,328	\$426,328	\$686,763	\$686,763
Orange Choco	\$2,162,601	\$356,356	\$356,356	\$659,141	\$659,141
Organic Choco Syrup	\$2,127,811	\$413,063	\$413,063	\$685,433	\$685,433
Peanut Butter Cubes	\$2,265,410	\$396,753	\$396,753	\$750,834	\$750,834
Raspberry Choco	\$2,117,052	\$508,123	\$508,123	\$808,885	\$808,885
Total	\$46,086,887	\$9,327,556	\$9,327,556	\$15,711,052	\$15,711,052

Total Amount by Geo

