

# IBP SETTLEMENT STATEMENT

Understanding the Settlement Statement



# Agenda

## 1 The Settlement Dept

Contact Information  
Introduction

## 2 Settlement Reports

Miscellaneous Fees  
Quarter-To-Date Accruals  
Summary  
Weekly Shrink  
6 Week Shrink Trend  
Scan Pay Reconciliation  
Quarterly Scan Adjustment

## 3 True Up Calculation

Reconciliation  
Change in Inventory and Promo  
Adj  
Shrink Share  
Inventory Balance



## Grupo Bimbo

"I believe in on-going challenges. We should never be satisfied and keep our eyes wide open to discover new opportunities."

Daniel Servitje – Grupo Bimbo  
CEO

# IBP SETTLEMENT TEAM

Contact information and introduction

# Settlement Department Contact Information



## Email Contact

[Ibpsettlement\\_East@grupobimbo.com](mailto:Ibpsettlement_East@grupobimbo.com)

For AL, GR, MI, NL, VA, TH

[Ibpsettlement\\_west@grupobimbo.com](mailto:Ibpsettlement_west@grupobimbo.com)

For DA, DE, NP, SE, SP, TX

## Mainline Phone number

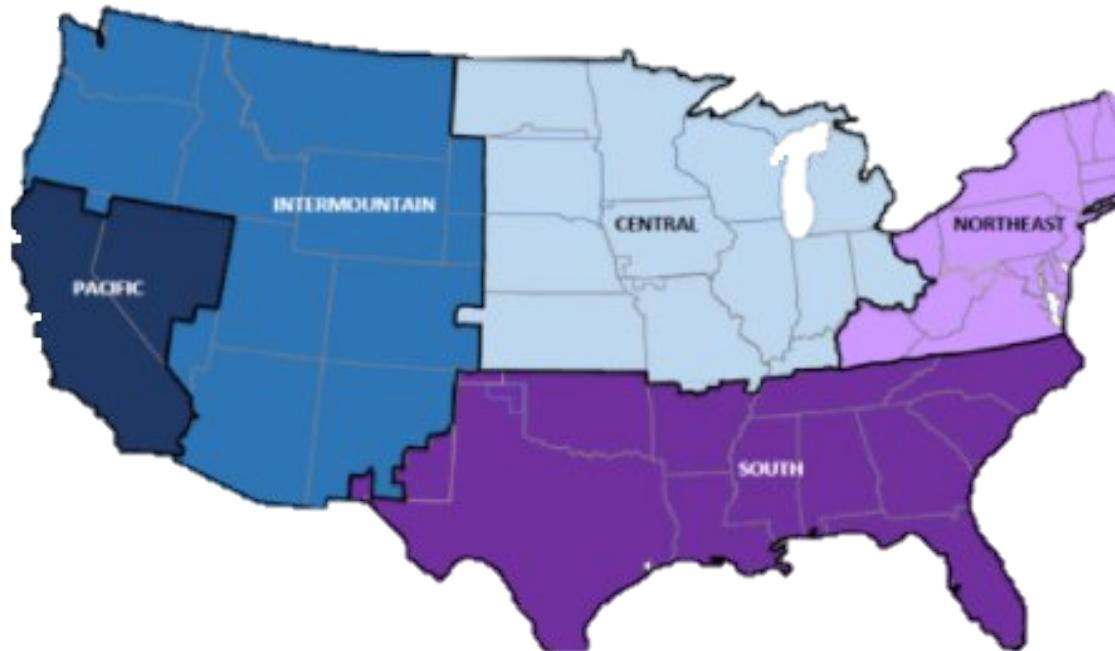
866-492-2242 Ext 5081 or  
519-620-5081

Voice messages only: Call your  
Settlement Analyst for a faster  
response or to speak directly

BIMBO BAKERIES USA  
District: 0001 DISTRIB  
ACCT MI 1111 IBP SETTLEMENT INC

Week Ending Date: 5/23/20

PAGE: 1  
DATE: 5/27/20  
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# Scan Based Trading Introduction



# Settlement Reports

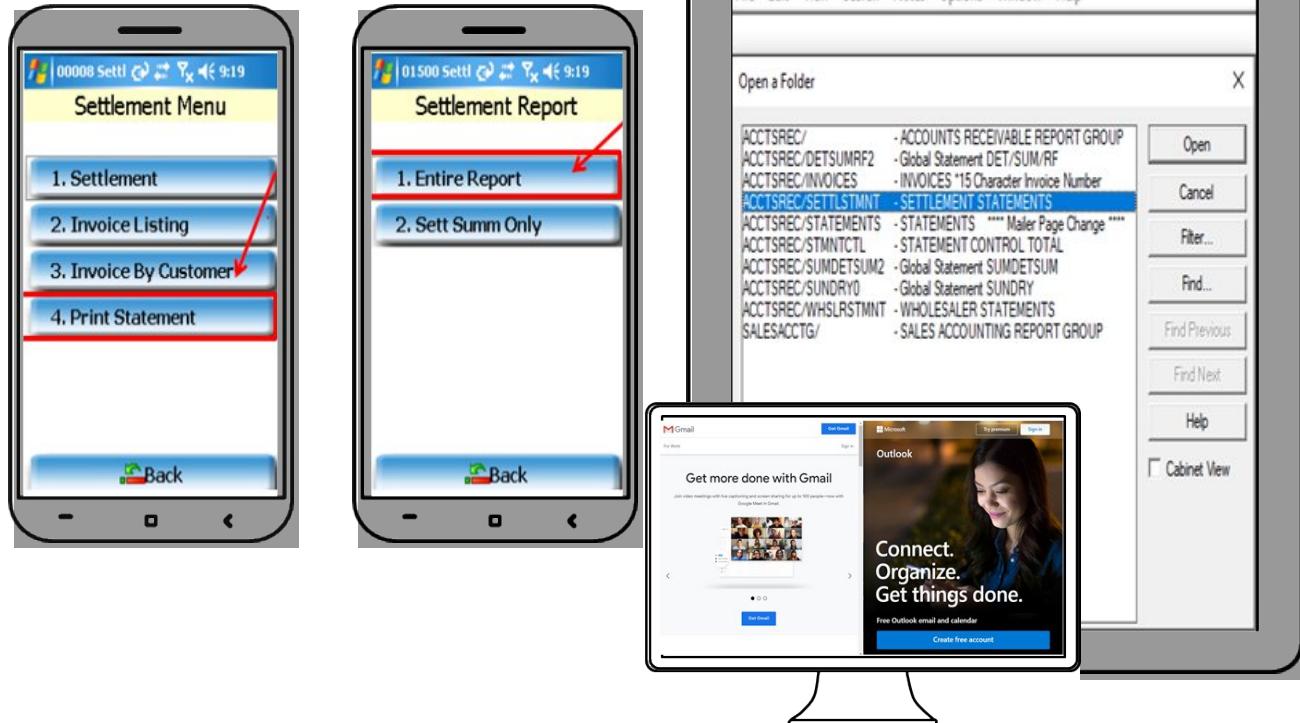
- Miscellaneous Fees
- Quarter-To-Date Accruals Summary
- Weekly Shrink
- 6 Week Shrink Trend
- Scan Pay Reconciliation
- Quarterly Scan Adjustment

# Settlement Statement

IBP Settlement sends a weekly settlement statement report

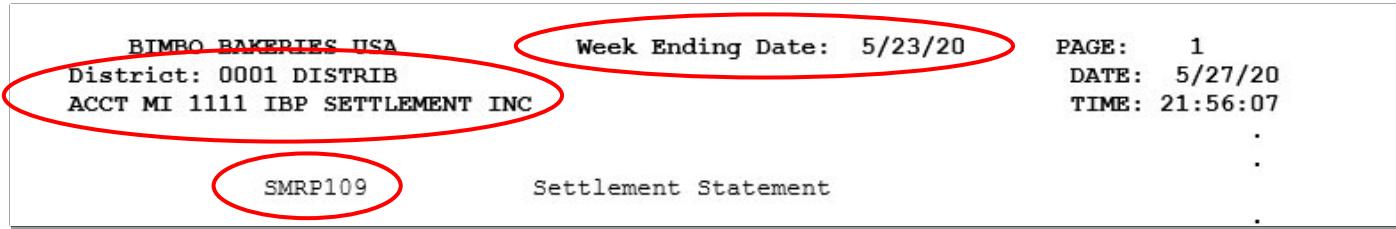
Statements can be:

- Received via email
- Printed out from the Handheld
- Viewed OnDemand (For sales managers)





# Reading your Settlement Statement



Every break page will have the district number for the route's location followed by the Settlement Account Number and the business name or last name

Week Ending Date is always displayed in the top middle of the page

Every settlement statement is sent on Tuesday or Wednesday after the week ending date, and it covers Sunday to Saturday activities

The Settlement Statement can be a very large document most Settlement Statements are between 25 to 50 pages, sometimes even longer

The Settlement Statement is a document that consists of multiple reports grouped together. Every report will start with SMRPXXX to show when a new report is showing.

# Personal Information

BIMBO BAKERIES USA  
District: 0001 DISTRIB  
ACCT MI 1111 IBP SETTLEMENT INC

Week Ending Date: 5/23/20

PAGE: 1  
DATE: 5/27/20  
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SMRP109

Settlement Statement

Route Number

Settlement Account Number

I/O:1234 IBP SETTLEMENT INC

Account: 1111 IBP SETTLEMENT INC

SETTLEMENT TEAM

100 HOLIDAY INN DRIVE

CAMBRIDGE ON N3C 0A1

Business Name

Business address

Keeping personal information up to date is very important

Important documents are sent from time to time to the address on file

Filling a form is required for any changes or updates



\*I/O stands for Independent Operator – Independent Business Partner

Bimbo Bakeries Proprietary Information

# POD – Proof of Delivery

No requests:

SMRP124		POD Invoice Request	
Sales Date	Customer Invoices POD Requested	Invoice Number	Amount
** No Data Available			

Invoices requested:

SMRP124		POD Invoice Request	
Sales Date	Customer Invoices POD Requested	Invoice Number	Amount
04/06/20	COSTCO 000000	51123404517	762.28
03/21/20	COSTCO 000000	51123404421	694.29
03/31/20	COSTCO 000000	51123404485	229.38
** Total Invoices Requested			1,685.95

Unpaid or short paid invoices might prompt a POD request

No Scan Based Trading or Cash customers

Requests go to the Handheld first as a message then show in the Settlement Statement as a reminder

Invoices are requested within a year

These are not charges; however, proper POD needs to be submitted to the Settlement Team to avoid future charges

Any charges will be posted in the Miscellaneous Fees report

# (E) Miscellaneous Fees

Miscellaneous Fees contain details on charges or credits to the IBP's account

Total weekly  
SBT charges for  
quarter that  
ended 03/28/20

SMRP112	(E) Miscellaneous Fees	Amount
Description	Comments	
ADVANTAFIRST LOAN		369.20
CLOTHING ADVERTISEMENT		25.00-
VEHICLE ADVERTISEMENT		25.00-
COMMUNICATION CHARGE		5.00
NON EMPLOYEE CREDIT	ESSENTIAL SUPPORT ALLOW	80.00-
DSA LOAN PAYMENT		54.03
HANDHELD SUPPLIES	PAPER & SUPPLIES	8.50
SBT CHGE IN INV PLUS SHK	LST QTR 03/28/20;04 OF 13	134.68-
SBT PROMO ALLOW ADJ	LST QTR 03/28/20;04 OF 13	29.44-
SBT CUSTOMER SHRINK SHARE	LST QTR 03/28/20;04 OF 13	1.06
SBT I/O INVN BAL	LST QTR 03/28/20;04 OF 13	185.65
SCAN TRACK PROMOTIONS		17.05
Totals		346.37

Negative  
amounts  
are paid to  
the IBP

Positive  
amounts are  
charged to  
the IBP

Total charges

If negative total credits

# (F) Payments Received

If there is no payments – this section does not print in the statement

## Payment applied - Samples

SMRP123		(F) Payments Received				
Payment Type	Payment Date	Check Date	Check#	Check	Amount	Reason
C	5/02/20	5/16/20	1		.27	
C	5/09/20	5/16/20	1		2703.50	
C	5/16/20	5/16/20	1		100.77	
(F) Total Payments Received					2804.54	

SMRP123		(F) Payments Received				
Payment Type	Payment Date	Check Date	Check#	Check	Amount	Reason
N	5/02/20	0/00/00	Auto Adj		9.99	
N	5/09/20	0/00/00	Auto Adj		9.99-	
(F) Total Payments Received					.00	

If previous or partial balance owed is covered with the weekly Settlement profits the amount paid towards that balance will be noted as “Auto Adj” the entry is not a payment.

This section shows the total dollar value of all payments received and applied towards the IBP's account

Methods of payment:

- Mail special envelope (5-10 Business days)
- ATM card (1 Business day)
- Mobile Deposits (1 Business day)

NSF fees applicable

Payments are applied to the oldest balance unless paying an exact balance amount

# Quarter-To-Date Financial Adjustment Accruals Summary

Shrink refers to unaccounted product or found product based on activity from store scans, carryover counts, and invoices.

Accumulated dollar value of Shrink  
for SBT stores for the current  
quarter

As of last carryover count in the quarter

Quarter-To-Date Financial Adjustment Accruals Summary:													
SBT SHRINK		As Of 05/18/20 Week 8 Of 13											
<b>\$ Shrink QTD   Week 8 Of 13  Customer</b>													
From 3/09 3/16 3/23 3/30 4/06 4/13													
To 4/13 4/20 4/27 5/04 5/11 5/18													
19.96   BI LO 0000 0.1 0.1 4.9 0.3 0.6- 0.3-													
389.99   WALMART 0000 0.3 0.1 3.7 0.3 0.3 0.5													
409.95   Total: 0.3 0.1 3.8 0.3 0.2 0.4													

Negative values are found Shrink  
Positive values are lost Shrink

Percentage of  
units that are  
shrink in a 6-  
week period time

# Statement Comments

- Items with a letter next to them have linking reports
- Numbers should be compared to your Handheld EOD Settlement Reports

Settlement report

+ Charge to IBP  
- Credit to IBP

Statement Comments		
(A) Final Load Charge	+	16,161.07 → Adjusted Load
(B) Return Credit	-	466.37 → Return Credit
(C) Charge Net Sales	-	14,945.78 → Charge Net Sales (No cash sales)
(D) Promo/Disc Credit Allow	-	2,364.62 → Charge and Cash Promo Allowances
(D) Promo/Disc Cash Allow	-	149.77
(D) Total Allowances		2,514.39 → Sum of Promo Allowances
(E) Misc Fees	+	346.37
Weekly Net/Due Owed		1,419.10 → IBP Settlement profit for the week without payments or cash
Check Issued		1,419.10 → Check issued by the IBP Settlement Team
Net Weekly Balance		
Opening Balance		
(F) Payment Received	→	Any payments received will be added to the weekly Net/Due
Ending Balance		

# Daily Summary

Cash sales do not show in this section!

SMRP111		Daily Summary			
Account: 1111 IBP Settlement INC		I/O: 1234 IBP Settlement INC			
	Date	Shipr Units	Cmpnt Units	Wholesale Amount	I/O Amount
<b>(A) Final Load Charge</b>					
	5/17/20	0		.00	.00
	5/18/20	1,818		3,465.10	2,899.16
	5/19/20	1,781		3,380.32	2,819.17
Shipper units purchased	5/20/20	44		88.44	72.52
	5/21/20	2,462		3,797.47	3,226.84
	5/22/20	2,194		3,689.39	3,111.01
	5/23/20	2,938		4,763.31	4,032.37
Total Load Charge		11,237		19,184.03	16,161.07
<b>Total Units including shipper components</b>					
<b>(B) Return Credit</b>					
	5/17/20	0		.00	.00
	5/18/20	71		178.77	145.59
	5/19/20	57		146.23	120.37
Returns credited by the depot	5/20/20	0		.00	.00
	5/21/20	39		111.54	91.10
	5/22/20	13		22.30	18.82
	5/23/20	29		113.04	90.49
Total Return Credit		209		571.88	466.37
<b>(C) Charge Net Sales</b>					
	Date	Shipr Units	Cmpnt Units	Invoice Amount	
	5/18/20		1,665	2,522.72	
Shows gross Charge Sales	5/19/20		1,688	2,746.09	
	5/21/20		2,298	2,882.64	
	5/22/20		2,181	3,031.63	
	5/23/20		2,841	3,762.70	
Total Charge Net Sales		10,673		14,945.78	



# Product Purchased, Product Returns

BIMBO BAKERIES USA District: 0001 DISTRIB ACCT MI 1111 IBP SETTLEMENT INC									Week Ending Date: 5/23/20	PAGE: 3	
									DATE: 5/27/20	TIME: 21:56:07	
SMRP118 (A & B) Final Load Charge & Return Credit Report											
Account: 1111 IBP SETTLEMENT INC I/O: 1234 IBP SETTLEMENT INC											
Item	Desc	Sun	Mon	Tue	Wed	Thu	Fri	Sat	TOT	Cost	Total Spread
000951	R&I FTLO	0	49	0	0	0	32	48	129	1.9890	256.58 10.00
001025	AFL SNAC	0	0	12	0	0	12	0	24	3.0320	72.76 20.00
001339	LB BLUBR	0	12	24	0	0	12	0	72	3.0320	218.30 20.00
001342	LB FDG B	0	12	12	0	12	0	12	48	3.0320	145.52 20.00
001387	DS AST C	0	0	2	0	0	1	2	5	3.6400	18.20 20.00
001421	VARIETY	0	0	2	0	1	0	2	5	3.4560	17.28 20.00
002766	SL BUTTE	0	20	11	0	20	19	40	110	1.7630	193.93 18.00
002768	BP WHI H	0	89	76	0	112	62	131	470	1.6482	774.65 18.00
002771	BP WHI H	0	61	86	44	162	37	154	544	1.6482	896.62 18.00
002773	SL CL 10	0	7	8	0	6	8	12	41	2.0008	82.04 18.00
010827	SL BRIOC	0	1	5	0	2	3	3	14	2.0582	28.81 18.00
012542	SL ART S	0	0	1	0	3	2	2	8	2.0582	16.47 18.00
<b>Totals</b>		0	1818	1781	44	2462	2194	2938	11237		16,161.07
<b>IBP Settlement Load and return Adjustments</b>											
									<b>Oversells</b>		
Item	Desc	Sun	Mon	Tue	Wed	Thu	Fri	Sat	TOT	Cost	Total Spread
000929	SL ARTES	0	1	3	0	0	0	0	4	2.0582	8.23 18.00
001095	EM BLUBE	0	4	0	0	0	0	0	4	2.7280	10.91 20.00
001108	DS VARIE	0	0	0	0	1	0	0	1	3.6400	3.64 20.00
001387	DS AST C	0	0	0	0	0	1	0	0	3.6400	3.64 20.00
001475	12PK PLA	0	0	0	0	2	0	0	2	3.6400	7.28 20.00
002517	AR CNTRY	0	0	5	0	0	0	0	5	2.7962	13.98 18.00
005576	SB OF WH	0	0	0	0	0	1	0	1	1.9465	1.95 15.00
005616	SB KNG T	0	6	0	0	2	0	0	8	1.9465	15.57 15.00
007466	GV WHI H	0	3	0	0	1	3	0	7	.9360	6.56 10.00
007467	GV WHI H	0	4	2	0	2	1	0	9	.7110	6.39 10.00
007706	AR ITL C	0	0	0	0	2	0	0	2	2.3616	4.72 18.00
008533	AR CTY B	0	0	1	0	0	0	0	1	2.7962	2.80 18.00
<b>Totals</b>		0	71	57	0	39	13	29	209		466.37

Load Margin - might not be the final margin paid

# Net Sales – Detail Invoices

only section that shows cash sales

BIMBO BAKERIES USA		Week Ending Date: 5/23/20		PAGE: 7	
				DATE: 5/27/20	
				TIME: 21:56:07	
<b>ACCT MI 1111 IBP SETTLEMENT INC</b>					
MM/DD	Store	S	Invoice	Sales	Return
5/18	BI LO	G	00089022385	145	378.36
5/18	BI LO	G	00089022386	26	83.34-
5/18	MR CASH	C	51123422391	77	137.20
5/18	WALMART	G	51123422389	1,369	1,788.22
5/18	WALMART	G	51123422390	28	31.09-
5/18	COSTCO	G	51123422387	222	521.11
5/18	COSTCO	G	51123422388	17	50.54-
Total Charge				1,736	71
Total Cash				77	137.20
Total Day				1,813	71
5/23	BI LO	G	00089022416	72	167.71
5/23	BI LO	G	00089022417		.00
5/23	MR CASH	C	51123422422	68	124.78
5/23	WALMART	G	51123422420	2,554	3,157.02
5/23	WALMART	G	51123422421	15	36.05-
5/23	INGLES	G	51123422418	244	526.36
5/23	INGLES	G	51123422419	14	52.34-
Total Charge				2,870	29
Total Cash				68	124.78
Total Day				2,938	29
Grand Total:				3,762.70	600.06
Total Charge				3,887.48	635.99
Total Cash					.
Total Week				15,592.85	2,514.39
<b>(C) Net Sales - Detail</b>					
<b>Type of sale:</b>					
<b>G = Charge</b>					
<b>C = Cash</b>					

Promotion and  
Discount  
Allowances  
Details on the  
next report



# Promotion and Discount Allowances

The final margin paid to the IBP

BIMBO BAKERIES USA		Week Ending Date: 5/23/20					PAGE: 8
District: 0001 DISTRIB							DATE: 5/27/20
ACCT MI 1111 IBP SETTLEMENT INC							TIME: 21:56:07
Account: 1111 IBP SETTLEMENT INC		I/O: 1234 IBP SETTLEMENT INC					
SMRP113		(D) Promotion and Discount Allowances					
Customer: MR CASH							
002183 R&I 4.5"HAM 8P S	10	1.6800	1.2800	.4000	.3600	3.60	10.00
002575 AR CTRY SOURDG S	15	3.4100	2.6600	.7500	.6153	9.23	18.00
003961 R&I 4"HAMS 12P S	49	2.3000	1.5800	.7200	.6479	31.75	10.00
005866 R&I WHITE SW 3 S	90	2.4700	1.8700	.6000	.5400	48.60	10.00
* Customer Sales	220					118.27	
002575 AR CTRY SOURDG R	2-	3.4100	2.6600	.7500	.6150	1.23-	18.00
002823 SL CL HNYWHE 2 R	3-	2.4400	1.7000	.7400	.6066	1.82-	18.00
007097 CRSN SWIRL 14S R	2-	3.0300	2.8300	.2000	.1600	.32-	20.00
* Returns/Buy Back	7-					3.37-	
Customer: WALMART							
000951 R&I FTLONG HOT S	129	2.2100	1.8300	.3800	.3420	44.12	10.00
001339 LB BLUBRY MFN S	48	3.7900	2.1600	1.6300	1.3041	62.60	20.00
001342 LB FDG BRWNIE S	36	3.7900	2.1600	1.6300	1.3041	46.95	20.00
002771 BP WHI HOTS 8P S	306	2.0100	1.6200	.3900	.3198	97.86	18.00
002773 SL CL 100%WW 2 S	30	2.4400	2.0100	.4300	.3526	10.58	18.00
003374 GV WHITE SW 20 S	1727	.7300	.7800	.0500-	.0450-	77.72-	10.00
003587 AR WHE HAMS 8P S	10	2.7200	2.0700	.6500	.5320	5.32	18.00
003591 AR WW HOTS 8P1 S	7	2.7200	2.0700	.6500	.5328	3.73	18.00
010827 SL BRIOCHE 20Z S	7	2.5100	1.9300	.5800	.4771	3.34	18.00
* Customer Sales	9139					2,233.36	
000951 R&I FTLONG HOT B	45-	2.2100	1.8300	.3800	.3420	15.39-	10.00
003374 GV WHITE SW 20 R	20-	.7300	.7800	.0500-	.0455-	.91	10.00
005576 SB OF WHITE 20 R	1-	2.2900	1.4700	.8200	.7000	.70-	15.00
005616 SB KNG THN WHI R	3-	2.2900	1.6000	.6900	.5866	1.76-	15.00
007002 EM REGULAR 6P1 R	4-	3.4100	1.6300	1.7800	1.4250	5.70-	20.00
007466 GV WHI HOT 8P1 R	7-	1.0400	.7600	.2800	.2528	1.77-	10.00
007467 GV WHI HAM 8P1 R	9-	.7900	.7600	.0300	.0266	.24-	10.00
008533 AR CTY BTR MLK R	1-	3.4100	2.2100	1.2000	.9800	.98-	18.00
* Returns/Buy Back	127-					55.55-	
(D) *Total Not Neg/NoPositive Sales and Return Adjustment						.00	
(D) *Total Allowances	10099					2,514.39	

Margin %  
paid to IBP

Positive dollar  
value is a credit  
for IBP



# Route Product Distribution

Purchase, return and sale information sorted by brands and product number for the week

Positive numbers are loss of profit

Negative numbers are gain of profit

BIMBO BAKERIES USA		Week Ending Date: 5/23/20				PAGE: 14			
District: 0001 DISTRIB						DATE: 5/27/20			
ACCT MI 1111 IBP SETTLEMENT INC						TIME: 21:56:07			
<b>SMRP173 Route Product Distribution</b>									
Item	Product Description	Load CHRG	RTNS CRDT	Stale INV	Sales INV	OVER/ SHORT	UNIT COST	EXTEND COST	
007466	GV WHI HOT 8P11Z	1712	7	7	1712		.94		
007467	GV WHI HAM 8P11Z	1655	9	9	1655		.71		
BREAD		5603	38		5603				
001339	LB BLUBRY MFN 5P	72			72		3.03		
001342	LB FDG BRWNIE 5P	48			48		3.03		
CAKE		563	35		563				
007002	EM REGULAR 6P13Z	60	9	9	60		2.73		
007005	EM CINN RSN 6P13	15	1	1	15		2.73		
THOMAS'		42	330		330				
000929	SL ARTESANO 20Z	124	4	4	124		2.06		
002771	BP WHI HOTS 8P14	544			545	1-	1.65	1.65-	
006493	SL HAWAIIAN RL12P	10			11	1-	2.00	2.00-	
007945	BP 4.5"TL GRMT8P	151	1	1	151		2.20		
008944	R&I 8"WHI SUB 6P	18			18		2.21		
010827	SL BRIOCHE 20Z	14			14		2.06		
012542	SL ART SAUSG 6P	8			8		2.06		
EARTHGRN		37	4400		2-		3.65-		
TOTAL ROUTE		4398	37						
11237		209	209		11239				

Adjusted Load charges including Oversells

Depot Return Credit / Sales Invoiced  
Sales Invoiced

Extended cost will allow the IBP to identify the value of the inventory on hand or missing depot returns

