

	\$34,042,511	6113	\$20,524,070	\$13,518,441	2077844
	Total Sales	Total Shipments	Total Profit	Total Cost	Total Boxes
	60.3%	624	10.2%	(Blank)	
	Profit %	LBS Count	LBS %	Total Sales (prev mon...	

Start of Month	Total Sales	Total Sales (prev month)	Latest Date	Total Sales Latest Month	Latest MoM Sales Change %	Total Profit Latest Month	Latest MoM Profit Change %	Total Boxes	Latest MoM Boxes Change %
Wednesday, February 01, 2023	\$2,271,726		2/1/2023 12:00:00 AM	2,271,726.00		\$1,385,197		137447	
Wednesday, March 01, 2023	\$2,769,476	\$2,271,726	3/1/2023 12:00:00 AM	2,769,475.50	21.9%	\$1,680,324	21.3%	162775	18.4%
Saturday, April 01, 2023	\$2,395,139	\$2,769,476	4/1/2023 12:00:00 AM	2,395,138.50	-13.5%	\$1,488,747	-11.4%	146607	-9.9%
Monday, May 01, 2023	\$2,797,045	\$2,395,139	5/1/2023 12:00:00 AM	2,797,044.75	16.8%	\$1,682,318	13.0%	174681	19.1%
Thursday, June 01, 2023	\$2,543,715	\$2,797,045	6/1/2023 12:00:00 AM	2,543,715.00	-9.1%	\$1,531,338	-9.0%	150905	-13.6%
Saturday, July 01, 2023	\$2,599,720	\$2,543,715	7/1/2023 12:00:00 AM	2,599,719.75	2.2%	\$1,530,288	-0.1%	158656	5.1%
Tuesday, August 01, 2023	\$2,591,705	\$2,599,720	8/1/2023 12:00:00 AM	2,591,705.25	-0.3%	\$1,541,103	0.7%	167756	5.7%
Friday, September 01, 2023	\$2,649,668	\$2,591,705	9/1/2023 12:00:00 AM	2,649,667.50	2.2%	\$1,541,772	0.0%	167619	-0.1%
Sunday, October 01, 2023	\$2,845,233	\$2,649,668	10/1/2023 12:00:00 AM	2,845,233.00	7.4%	\$1,733,474	12.4%	176885	5.5%
Wednesday, November 01, 2023	\$2,279,050	\$2,845,233	11/1/2023 12:00:00 AM	2,279,049.75	-19.9%	\$1,298,069	-25.1%	146759	-17.0%
Friday, December 01, 2023	\$2,938,829	\$2,279,050	12/1/2023 12:00:00 AM	2,938,828.50	28.9%	\$1,825,271	40.6%	171911	17.1%
Monday, January 01, 2024	\$2,833,090	\$2,938,829	1/1/2024 12:00:00 AM	2,833,089.75	-3.6%	\$1,684,678	-7.7%	173039	0.7%
Thursday, February 01, 2024	\$2,528,118	\$2,833,090	2/1/2024 12:00:00 AM	2,528,118.00	-10.8%	\$1,601,490	-4.9%	142804	-17.5%
Total	\$34,042,511		2/1/2024 12:00:00 AM	2,528,118.00	-10.8%	\$1,601,490	-4.9%	2077844	-17.5%





- Bars
- Bites
- Other
- Australia
- Canada
- India
- New Zeal...
- UK
- USA

Total Sales

\$34M

This Month 2.53M

MoM Change % -10.8%



Total Boxes

2M

This Month 143K

MoM Change % -17.5%



Total Shipments

6K

This Month 449

Mom Change % -10.6%



Total Cost

\$14M

This Month \$927K

Mom Change % -19.3%



Total Profit

\$21M

This Month \$2M

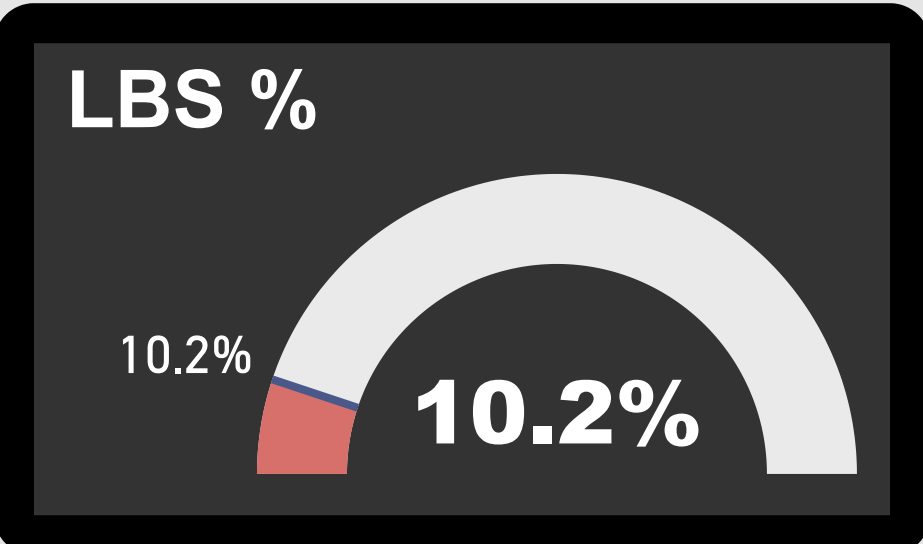
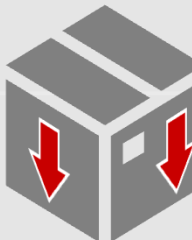
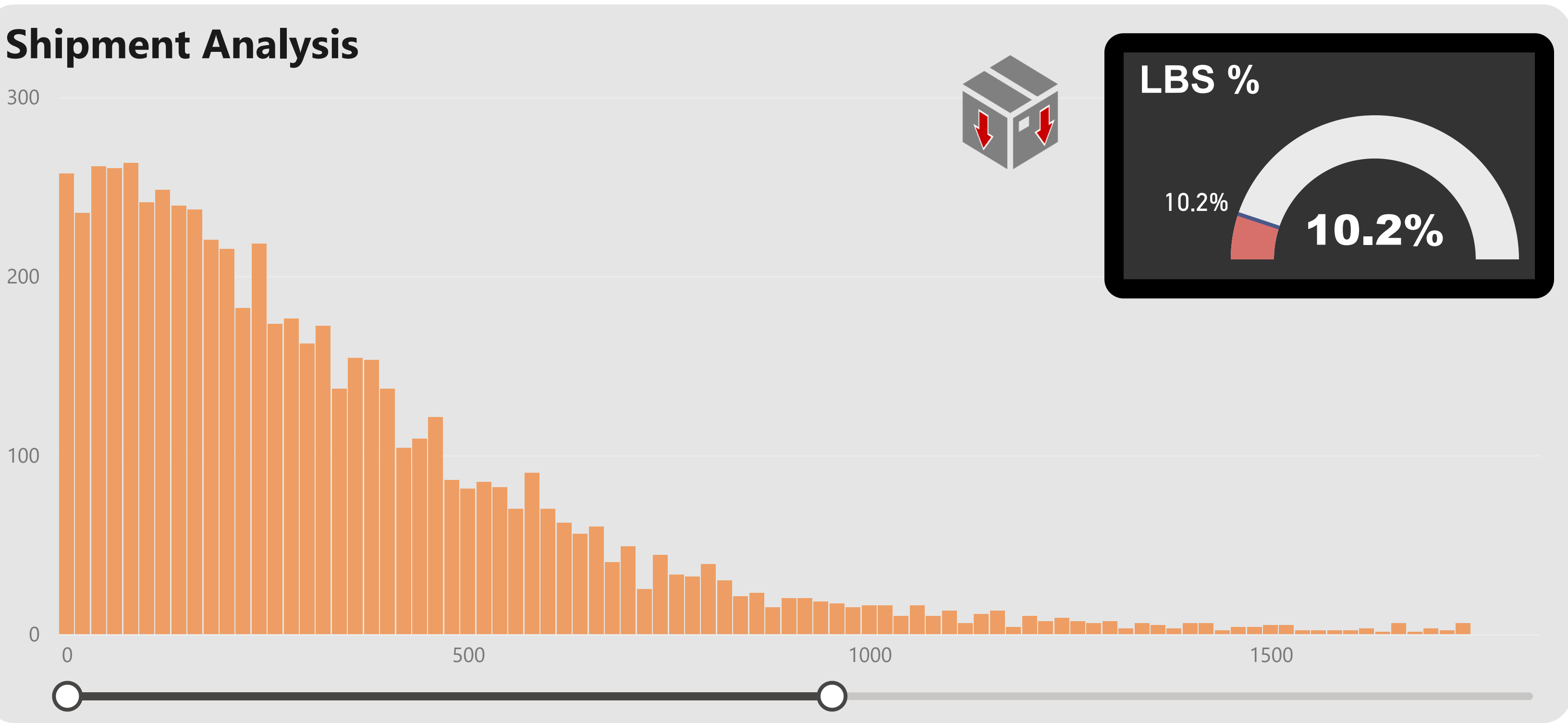
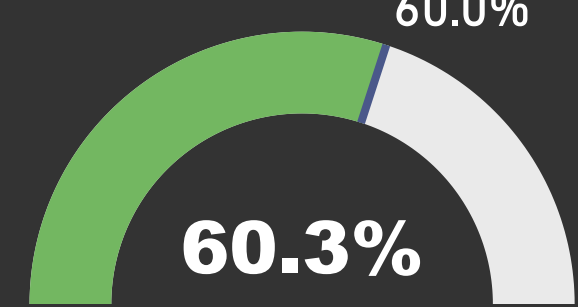
MoM Change % -4.9%



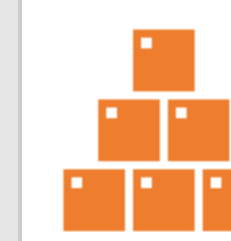
Profit %

60.0%

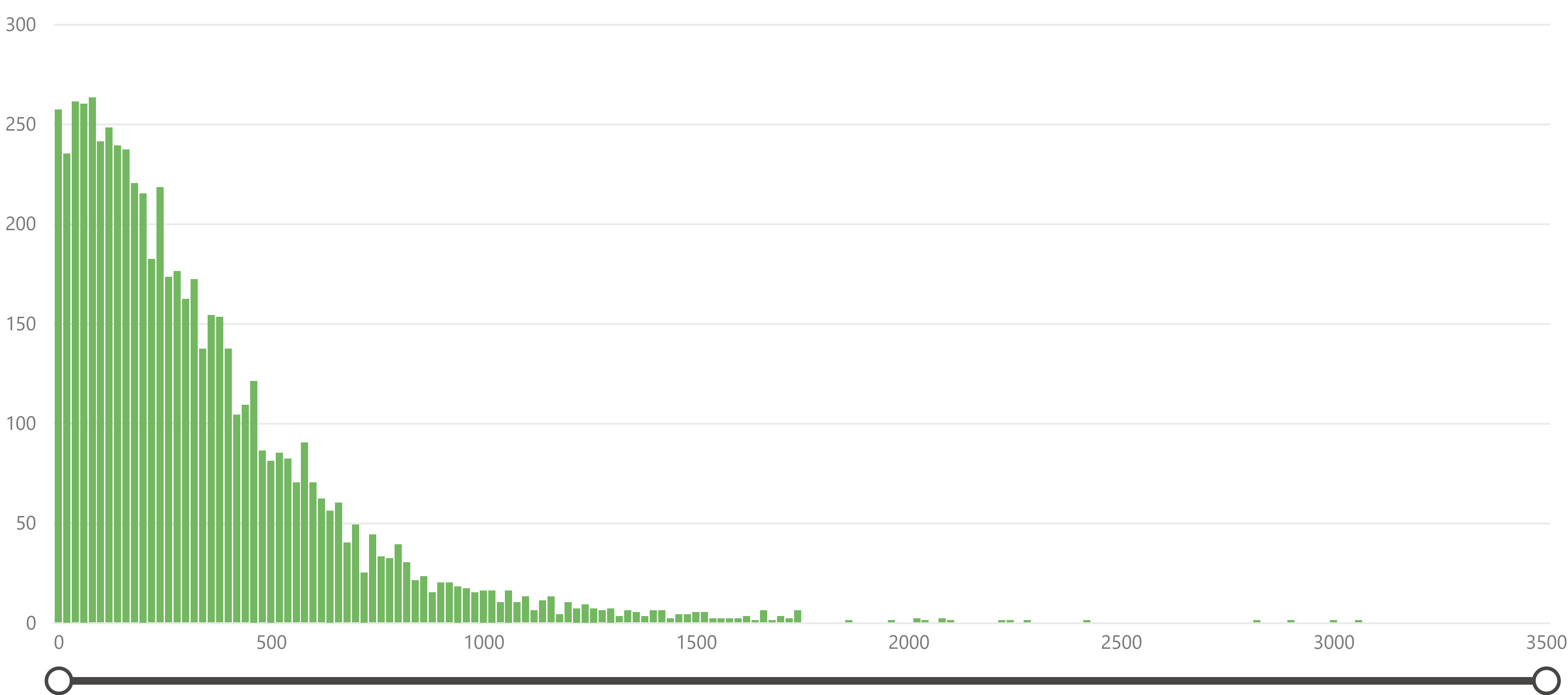
60.3%



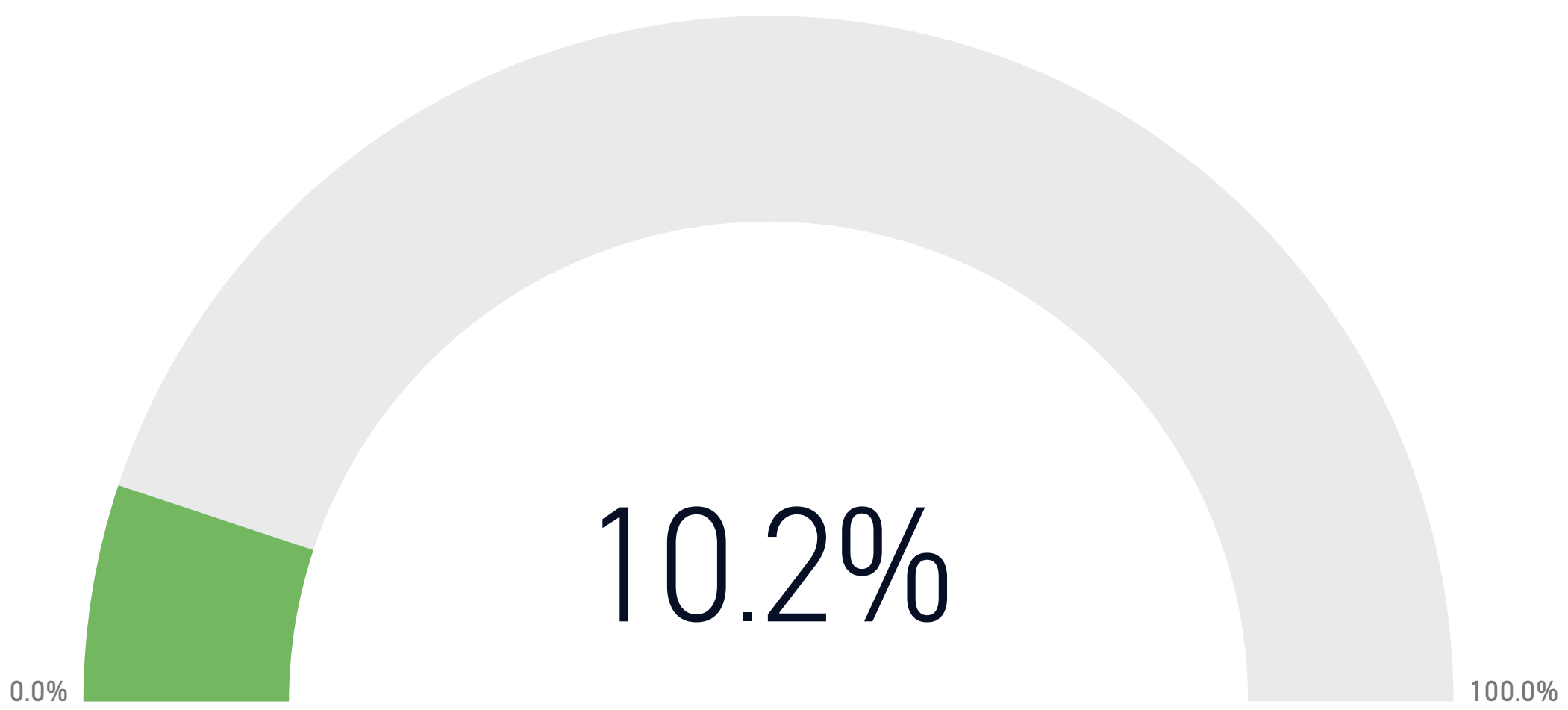
Product	Sales	Profit	Profit %	LBS %	
50% Dark Bites	\$1,335K	\$363K	<div></div>	27.2%	12.1% <div></div>
70% Dark Bites	\$1,223K	\$713K	<div></div>	58.3%	9.9% <div></div>
85% Dark Bars	\$1,292K	\$462K	<div></div>	35.8%	9.2% <div></div>
99% Dark & Pure	\$1,976K	\$1,462K	<div></div>	74.0%	12.2% <div></div>
After Nines	\$1,824K	\$1,013K	<div></div>	55.6%	10.5% <div></div>
Almond Choco	\$1,788K	\$1,281K	<div></div>	71.6%	8.4% <div></div>
Baker's Choco Chips	\$1,470K	\$255K	<div></div>	17.4%	10.9% <div></div>
Caramel Stuffed Bars	\$1,611K	\$623K	<div></div>	38.7%	9.1% <div></div>
Choco Coated Almonds	\$1,236K	\$944K	<div></div>	76.4%	9.4% <div></div>
Drinking Coco	\$1,421K	\$379K	<div></div>	26.7%	7.5% <div></div>
Eclairs	\$1,044K	\$463K	<div></div>	44.3%	11.9% <div></div>
Fruit & Nut Bars	\$1,827K	\$1,155K	<div></div>	63.2%	5.7% <div></div>
Manuka Honey Choco	\$1,839K	\$1,452K	<div></div>	78.9%	14.8% <div></div>
Milk Bars	\$1,322K	\$997K	<div></div>	75.5%	16.5% <div></div>
Mint Chip Choco	\$881K	\$458K	<div></div>	51.9%	11.1% <div></div>
Orange Choco	\$1,788K	\$1,421K	<div></div>	79.5%	5.5% <div></div>
Organic Choco Syrup	\$2,107K	\$1,208K	<div></div>	57.3%	11.0% <div></div>
Peanut Butter Cubes	\$2,029K	\$1,768K	<div></div>	87.1%	13.1% <div></div>


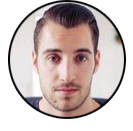









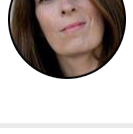







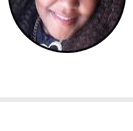
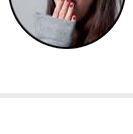

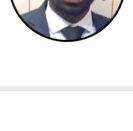



Total Shipments by Boxes (bins)



LBS %



Picture	Sales person	Total Sales	Total Profit	Profit %	LBS %	Profit Target Indicator
	Andria Kimpton	\$1,254,488	\$717,522	<div></div>	57.2% 8.8%	
	Barr Faughny	\$1,334,268	\$792,159	<div></div>	59.4% 10.0%	
	Beverie Moffet	\$1,345,673	\$722,645	<div></div>	53.7% 10.1%	
	Brien Boise	\$1,307,102	\$814,999	<div></div>	62.4% 9.6%	
	Camilla Castle	\$1,398,227	\$853,802	<div></div>	61.1% 11.9%	
	Ches Bonnell	\$1,219,331	\$654,065	<div></div>	53.6% 6.6%	
	Curtice Advani	\$1,386,668	\$835,607	<div></div>	60.3% 9.0%	
	Dennison Crosswaite	\$1,337,234	\$782,536	<div></div>	58.5% 10.4%	
	Dotty Strutley	\$1,423,994	\$892,576	<div></div>	62.7% 12.1%	
	Gigi Bohling	\$1,365,107	\$858,416	<div></div>	62.9% 9.9%	
	Gunar Cockshoot	\$1,382,373	\$860,284	<div></div>	62.2% 10.7%	
	Husein Augar	\$1,473,073	\$926,895	<div></div>	62.9% 13.3%	
	Jan Morforth	\$1,372,491	\$788,685	<div></div>	57.5% 10.8%	
	Jehu Rudeforth	\$1,388,151	\$853,163	<div></div>	61.5% 7.3%	
	Kaine Padly	\$1,380,400	\$844,962	<div></div>	61.2% 10.9%	
	Karlen McCaffrey	\$1,311,800	\$752,434	<div></div>	57.4% 9.2%	



