

Bellwether Garden Supply

Sales Comparison Report

Sales During Period 1: 01/01/12 to 01/31/12

Sales During Period 2: 02/01/12 to 02/29/12

Filters	#Sales	\$Sales
LAND	1,305.15	79,216.19
Archer Scapes and Ponds	288.00	22,037.12
Bird House Kit	100.00	12,999.00
Bird House-Pole 14 Ft.	100.00	4,999.00
Bird House-Red 12-Room Unit	20.00	1,799.80
Thistle Bird Seed Mix 6 lb.	60.00	1,199.40
Bird Bath - Stone Gothic 2pc.	8.00	1,039.92
Armstrong Landscaping	155.00	21,697.75
Bird House Kit	70.00	9,099.30
Leaf Blower/Vac	25.00	3,749.75
Rotary Mower - Walk 3HP	20.00	3,599.80
Rotary Mower - Riding 4HP	10.00	2,999.90
Washington Palm - 10 gal	10.00	1,190.00
Ficus Tree	10.00	559.50
Chinese Fan Palm - 5 gal	10.00	499.50
Teesdale Real Estate	55.00	7,149.45
Bird House Kit	55.00	7,149.45
Snowden Interior Design	154.15	6,700.00
Plant Tray - 22 x 10	3.00	2,900.00
Sprinkler- Oscillating	1.00	2,300.00
Pot Ash 5 lb.	150.15	1,500.00
Sala's Neighborhood Nursery	321.00	6,505.19
BGS Gardening Handbook	90.00	2,695.50
Lawn Fertilizer 5 lb.	120.00	1,198.80
Fertilizer Pump Sprayer	20.00	999.80
Seed Spreader - Broadcast	15.00	899.85
Garden Gloves - Cloth Sm	20.00	199.80
Garden Gloves - Cloth Lrg.	20.00	199.80
Garden Gloves - Cloth Med	20.00	199.80
Clay Flower Pot - 12 in.	16.00	111.84
McKay Construction	130.00	6,488.70
Leaf Blower/Vac	20.00	2,999.80
Rotary Mower - Riding 4HP	5.00	1,499.95
Power Tiller-Rotary Cultivator	2.00	599.98
Garden Gloves - Cloth Sm	50.00	499.50
Garden Gloves - Cloth Lrg.	50.00	499.50
Bird Bath - Stone Gothic 2pc.	3.00	389.97
Cummings Construction	70.00	5,149.30
Seed Spreader - Broadcast	30.00	1,799.70
Power Tiller-Rotary Cultivator	5.00	1,499.95
Garden Hose - 75 ft	20.00	799.80
Drip Irrigation System	5.00	649.95
Aerator-Long Spike	10.00	399.90
Dash Business Systems	104.00	1,218.96
Pine Straw - Bale	100.00	699.00
Bird Bath - Stone Gothic 2pc.	4.00	519.96
Mosley Country Club	4.00	839.96
Rotary Mower - Walk 3HP	3.00	539.97
Rotary Mower - Riding 4HP	1.00	299.99
Holland Properties, Inc.	7.00	809.93
Rotary Mower - Walk 3HP	2.00	359.98
Leaf Blower/Vac	2.00	299.98
Reel Mower	3.00	149.97
Have a Nice Day!	0.00	0.00
Williams Industries	17.00	619.83
Landscaping Design	5.00	249.95
Wheelbarrow-Metal 6 cubic feet	2.00	99.98
Thistle Bird Seed Mix 6 lb.	5.00	99.95
Garden Hose - 75 ft	2.00	79.98
Hose Reel Cart	1.00	49.99
Hose Hanger - Wall Mount	2.00	39.98
RETAIL	95.00	2,273.33
Retail (Cash) Sales	95.00	2,273.33
Wheelbarrow-Metal 6 cubic feet	11.00	549.89
Dirt Shovel	10.00	399.90



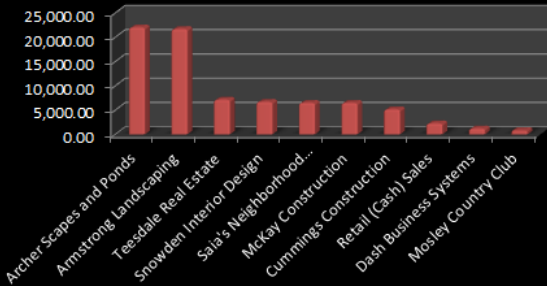
Filters	#Sales	\$Sales
LAND	2,666.00	82,277.19
Armstrong Landscaping	468.00	12,296.92
Washington Palm - 10 gal	20.00	2,380.00
Leaf Blower/Vac	10.00	1,499.90
Ginkgo Tree	25.00	1,248.75
Chinese Fan Palm - 10 gal	10.00	1,220.00
Peat Moss 5.5 cf	120.00	1,198.80
Ficus Tree	20.00	1,119.00
Lawn Fertilizer 5 lb.	100.00	999.00
BGS Landscaping Techniques	25.00	748.75
Pine Bark Mulch 5 cf	100.00	599.00
Chinese Fan Palm - 5 gal	10.00	499.50
Washington Palm - 5 gal	10.00	490.00
BGS Floral Reference Guide	15.00	194.25
Cultivation Service	2.00	59.98
Lawn Care Service	1.00	39.99
Pierce Properties, Inc.	55.00	10,349.45
Leaf Blower/Vac	25.00	3,749.75
Rotary Mower - Walk 3HP	20.00	3,599.80
Rotary Mower - Riding 4HP	10.00	2,999.90
Everly Property Management	46.00	8,869.38
Rose - Red Starter Bush	4.00	6,711.80
Rose - Yellow Starter Bush	6.00	1,010.94
Rose - White Starter Bush	4.00	670.96
Fine Fescue Seeds 5 lb.	12.00	287.88
All-Purp. Fertilizer Blend 5lb	12.00	107.88
Pot Ash 5 lb.	8.00	79.92
Sala's Neighborhood Nursery	110.00	7,257.10
Washington Palm - 10 gal	20.00	2,380.00
Ginkgo Tree	25.00	1,248.75
Chinese Fan Palm - 10 gal	10.00	1,220.00
Ficus Tree	20.00	1,119.00
Chinese Fan Palm - 5 gal	10.00	499.50
Washington Palm - 5 gal	10.00	490.00
Wood Barrel Planter - 2 ft.	15.00	299.85
Archer Scapes and Ponds	95.00	6,957.25
Washington Palm - 10 gal	20.00	2,380.00
Ginkgo Tree	25.00	1,248.75
Chinese Fan Palm - 10 gal	10.00	1,220.00
Ficus Tree	20.00	1,119.00
Chinese Fan Palm - 5 gal	10.00	499.50
Washington Palm - 5 gal	10.00	490.00
Aldred Builders, Inc.	525.00	5,119.75
Tall Fescue Seeds	100.00	1,999.00
Peat Moss 5.5 cf	100.00	999.00
Pine Bark Mulch 5 cf	150.00	898.50
Topsoil 5 lb.	100.00	699.00
Pine Straw - Bale	75.00	524.25
Smith Family Garden Center	328.00	4,766.72
Pruning Shears	50.00	1,499.50
Hedge Shears	50.00	999.50
Hand Sprayer/Mister	75.00	749.25
Topsoil 5 lb.	100.00	699.00
Flower Shears	50.00	649.50
Landscaping Service - Monthly	1.00	89.99
Landscaping Design	1.00	49.99
Cultivation Service	1.00	29.99
Henton Park Apartments	240.00	4,707.60
Sprinkler- Oscillating	60.00	1,439.40
Bird House Kit	10.00	1,299.90
Pine Straw - Bale	100.00	699.00
Bird House-Pole 14 Ft.	10.00	499.90
Topsoil 5 lb.	50.00	349.50
Bird Bath - Stone Gothic 2pc.	2.00	259.98
Thistle Bird Seed Mix 6 lb.	5.00	99.95

Sales Comparison

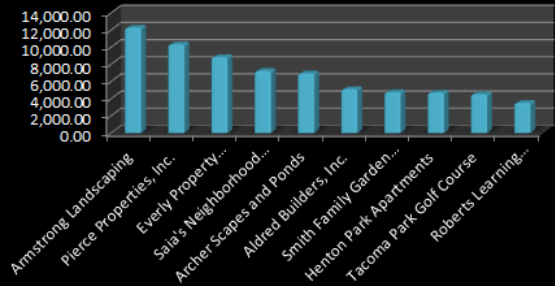
The Good Stuff

The Bad Stuff

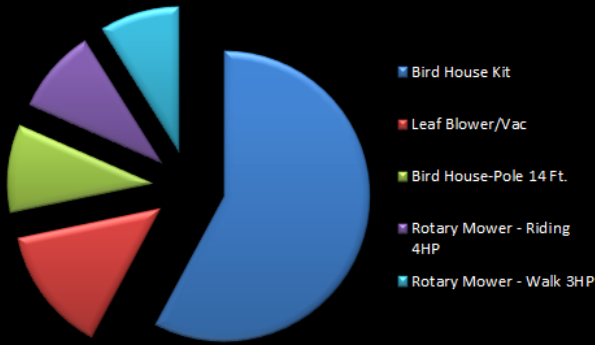
Top 10 Customers - Period 1



Top 10 Customers - Period 2



Top 5 Items - Period 1

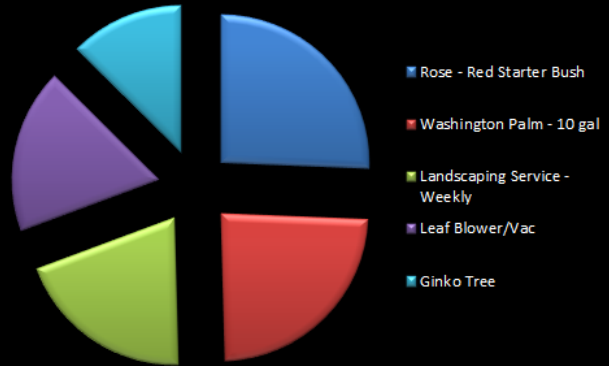


Period 1:

1/1/12 to 1/31/12



Top 5 Items - Period 2

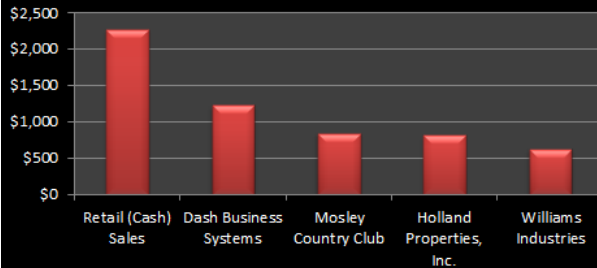


Period 2:

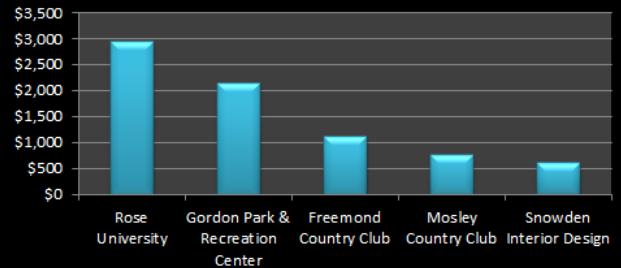
2/1/12 to 2/29/12

PHASE ONE

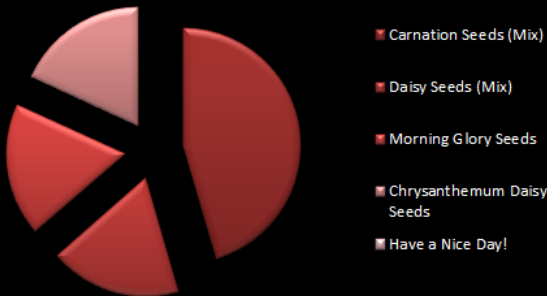
Bottom of the Sales Bucket Call Them Soon



Bottom of the Sales Bucket Call Them Soon



Slow Moving Items - Pump or Dump

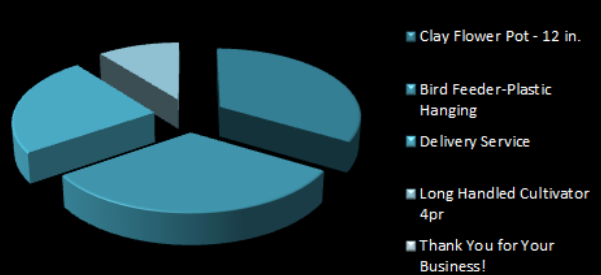


Period 1:

1/1/12 to 1/31/12



Slow Moving Items - Pump or Dump



Period 2:

2/1/12 to 2/29/12

PHASE ONE