

Standard Spin Report

* Available to all vendors

\$1000/Year

Information is valuable! Our basic reporting package will summarize sales of your products by retailer during the reporting period. Use this report to keep track of who is carrying your products and where. Identify voids within the retailer landscape, target key retailers for your products and work with them to support the brand. Understand and better predict seasonal pull. This is a standard excel report. Reports are provided quarterly via email.

Customer Name	Ship City	Ship State	Jul	Aug	Sep	Grand Total
TFM #044 / SV# 446698 AL	MARIETTA	GA	3			3
TFM #065 / SV# 446740 FL	SAVANNAH	GA	3			3
TFM #022 / SV# 446697 AL	CHATTANOOGA	TN	3			3
TFM #013 / SV# 446584 AL	KNOXVILLE	TN		3		3
TFM #036 / SV# 446751 FL	TAMPA	FL	3			3
TFM #072 / SV# 446756 IN	WILMETTE	IL	3			3
TFM #058 / SV# 446625 AL	BRENTWOOD	TN	3			3
THE FRESH MARKET Total			818	133	85	1036
LEBANON CO OP	LEBANON	NH	3	3	4	10
HANOVER CO-OP	HANOVER	NH		4	3	7
WHITE RIVER JUNCT COOP	HANOVER	NH	3		1	4
THE CO-OPS Total			6	7	8	21
HIGHLAND PARK MKRT-FAR	FARMINGTON	CT			6	6
HIGHLAND PARK MKRT-GLA	GLASTONBURY	CT			4	4
HIGHLAND PARK MKRT-SUF	SUFFIELD	CT			3	3
HIGHLAND PARK MKRT-MAN	MANCHESTER	CT			3	3



Customer Name	Ship City	Ship State	10900			10901		10902		Grand Total
			*ICED TEA PEACH	*ICED TEA PINEAPPLE	*ICED TEA LIME	*ICED TEA MANGO	*ICED TEA STRAWBERRY	*ICED TEA BLUEBERRY		
MILES MARKET LTD										
MONADNOCK FOOD COOP										
CONCORD FOOD CO-OP	LAKE MARY	FL	6	5	6				17	
CLARK FARM MARKET	MEMPHIS	TN	6	6	4				16	
HEALTHY LIVING	ANNAPOLIS	MD	5	4	5				14	
WILSON FARM	CHARLOTTE	NC	5	5	3				13	
THE NET RESULT	BOCA RATON	FL	4	5	4				13	
THE FRESH MARKET Total			348	344	344				1036	
ENC MARKET	LEBANON	NH	3	4	3				10	
VILLAGE MARKET-SCTE MA	HANOVER	NH	2	2	3				7	
COOPERS CORNER	HANOVER	NH	2	1	1				4	
THE CO-OPS Total			7	7	7				21	
HIGHLAND PARK MKRT-FAR	FARMINGTON	CT	2	2	2				6	
HIGHLAND PARK MKRT-GLA	GLASTONBURY	CT	2	1	2				4	
HIGHLAND PARK MKRT-SUF	SUFFIELD	CT	1	1	1				3	
HIGHLAND PARK MKRT-MAN	MANCHESTER	CT	1	1	1				3	
HIGHLAND PARK MARKET Total			5	5	6				16	
MILES MARKET LTD	EDISON	NJ	10	15	25				25	
MONADNOCK FOOD COOP	KEENE	NH	7	3	5				15	
CONCORD FOOD CO-OP	CONCORD	NH	2	2	2				6	
CLARK FARM MARKET	CARLISLE	MA	2	2	2				6	
HEALTHY LIVING	SO BURLINGTON	VT	2	2	2				6	
WILSON FARM	LEXINGTON	MA	2	2	2				6	

- Names and City/State of retailers buying your products
- Sales by Account by Month for the quarter
- Sales by Account by SKU for the quarter

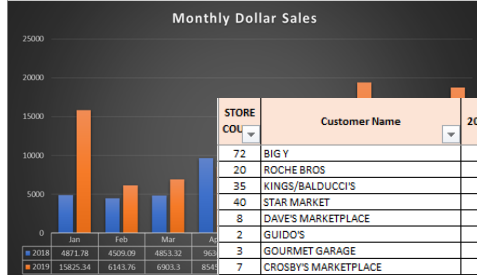
Detailed Movement Report with Chex Insights

\$1.5% of net purchases

* Available to all vendors projected over \$100,000 in annual net purchases

Our more in depth reporting package detailing sales by sku. Includes comparative YOY results, and retailer performance summarized by both key chains and leading independents. We will also include detail by sku/retailer, with overview insights in Excel format. This report is meant to help you identify trends and opportunities, follow up on voids in the market, and give you tools to create a impactful strategic plan for your brand alongside your category manager. Reports are provided quarterly via email.

Pack Size	Item	Description	YTD 2019	YTD 2018	GROWTH	GROWTH %	% OF SALES 2019	PODS 2019	CASES SHIPPED LAST 3
5.6	35830	*CRISPS ORIGINAL_npmo_nof	2284	1549	735	47%	34%	283	1131
5.6	35831	*CRISPS SOUR CREAM ONION	1846	1344	602	45%	25%	260	303
5.6	35832	*CRISPS BBQ_npmo_nof	5925	799	569	23%	19%	208	502
5.6 Total			5185	3692	1493	40%	77%		
1.6	35836	*CRISPS ORIGINAL_npmo_nof	668	755	-87	-12%	10%	104	340
1.6	35837	*CRISPS SOUR CREAM ONION	919	581	338	58%	3%	38	287
1.6	35838	*CRISPS BBQ_npmo_nof	273	507	-234	-46%	4%	77	117
1.6 Total			1519	1823	-304	-17%	23%		
Grand Total			6704	5515	1189	22%			



STORE COU	Customer Name	2019 YTD	2018 YTD	GROWTH	GROWTH %	% OF SALES 2019	CASES SHIPPED LAST 3 MON
72	BIG Y	2012	101	1911	1892%	30.0%	1024
20	ROCHE BROS	523	240	283	118%	7.8%	368
35	KINGS/BALDUCCI'S	424	738	-314	-43%	6.3%	130
40	STAR MARKET	318	40	278	695%	4.7%	186
8	DAVE'S MARKETPLACE	226	242	-16	-7%	3.4%	154
2	GUIDO'S	225	138	87	63%	3.4%	77
3	GOURMET MARKET	211	128	83	65%	3.1%	99
7	CROSBY'S MARKETPLACE	204	248	-44	-18%	3.0%	92
1	BARTLETT'S OCEAN VIEW FRM	179	106	73	69%	2.7%	70
8	TRI STATE GROUP	179	395	-216	-55%	2.7%	53
1	IDYLVILDE FARMS INC	169	128	41	32%	2.5%	64
3	THE CO-OPS	168	116	52	45%	2.5%	87

- Monthly Dollar Sales
- % of sales by SKU
- Points of distribution
- Total cases shipped by SKU
- YoY Results by account

Vendor Reporting Agreement

Effective **DATE HERE** Chex Finer Foods and **VENDOR NAME HERE** agree to the following reporting package for **VENDOR NAME HERE**.

This agreement will remain in effect unless either party decides to amend and/or terminate it with 30 days written notice.

Indicate selected package by marking "X" in the appropriate box:

Chex shall provide the **"standard spin report"** to **VENDOR NAME HERE** once per quarter via email. This report will include: name, city, state of retailers currently purchasing **VENDOR NAME HERE** products, sales by account by month for the quarter, sales by account by SKU for the quarter. This report is provided in Excel format, and will be emailed no later than the 15th of the month during April, July, October, January. **VENDOR NAME HERE** agrees to pay a flat fee of \$1000 annually for this reporting package. Rates will be payable upon signing this agreement (prorated) and then January 1 annually.

OR:

Chex shall provide the **"detailed movement report"** to **VENDOR NAME HERE** once per quarter via email. This report will include: monthly dollar sales, % of sales by SKU, points of distribution, total cases shipped by SKU, YoY results by account. This report is provided in Excel format, and will be emailed no later than the 15th of the month during April, July, October, January. **VENDOR NAME HERE** agrees to pay a fee of 1.5% of net purchases annually for this reporting package. Fee will be billed quarterly in April, July, October, January following report generation. The initial quarterly fee will be payable on signing this agreement and will be based on purchases for the prior quarter. This will be adjusted at the end of the year..

The person signing this agreement warrants that he/she has been authorized and has the legal capacity to do so.

By: _____ Print Name:

Date: _____ Title:
