

ERT - Report Builder

Profitability-P5 (Restated): 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Requested By: Lisa Thompson

User Cover Page Notes:

The Users instance description : CR bookstore

Geography	Eureka CA
Channels	All Channels
Measures	Vol (Raw Cases)
Brands	All
Business Segments	All
Packages	Product
K Acct/Cust	1 Customers:COLLEGE OF THE REDWOODS BKST #1321 (9888039)
CD - TH	All
Deal	All
Delivery Method	All
FSV Asset No.	All
Route Class	All
Returns	Future Prompt
Sales Methods	All
Customer Sort Prompt	Not Applicable
Top/Bottom N Prompt	Not Applicable
M/B/D	Not Applicable
FS Route	All
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor
Tax Geography	All

This report was run against the data warehouse on: 5/22/2017 6:37:17PM. Report Version: 1/16/2017 11:28:21PM

Pepsi Beverages Company

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA			Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:COLLEGE OF THE REDWOOD	Delivery Method	All	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	FSV Asset No.	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Tax Geography	All	Packages	Product
Business Segments	All	Returns	Future Dimension	Route Class	All		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor						

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Crush Grape	0	0.9%				
Crush Orange	1	1.3%				
Mt Dew	11	23.7%				
Mt Dew Code Red	1	1.6%				
Mt Dew Voltg Rasp Citrus	2	4.3%				
Mug	0	0.2%				
Pepsi	15	32.4%				
Pepsi Dt	8	16.2%				
Pepsi WildCherry	8	17.3%				
Sierra Mist LL	1	2.2%				
CSD-20oz/591ml 24L	46	100.0%				
CSD-20oz 24L	46	8.7%				
Gatorade Fro Grn Apl	4	9.5%				
Mt Dew Kckstrt Bl Org	1	3.0%				
Mt Dew Kckstrt Blk Che	8	19.0%				
Mt Dew Kckstrt Blue Pom	2	4.8%				
Mt Dew Kckstrt Ft Pnch	7	16.6%				
Mt Dew Kckstrt Lmeade	1	2.4%				
Mt Dew Kckstrt Mid Grp	10	23.8%				
Mt Dew Kckstrt Org Cit	5	11.5%				
Mt Dew Kckstrt Wtrml	4	9.5%				
CSD-Other Pkgs	42	100.0%				
CSD-Other Pkgs	42	7.9%				
Aquafina	1	100.0%				
Non CSD Aquafina-1 Liter	1	100.0%				
Non CSD Aquafina-1 Liter 15L	1	0.2%				
Aquafina	7	100.0%				
Non CSD Aquafina-20oz/591ml	7	100.0%				
Non CSD Aquafina-20oz 24L	7	1.3%				
Frappuccino Caramel	9	25.1%				
Frappuccino Coffee	5	13.5%				
Frappuccino Mocha	11	30.7%				
Frappuccino Vanilla	11	30.7%				
Non CSD Frappuccino-Other Pkgs	36	100.0%				

Notes: This report is restricted to a One (1) Year Analysis.

ERT: Report was run on 5/22/2017 6:37:17PM

CR bookstore

Page Break on Report Grouping Level Number: 0

Page 2 of 5

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA			Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:COLLEGE OF THE REDWOOD	Delivery Method	All	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	FSV Asset No.	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Tax Geography	All	Packages	Product
Business Segments	All	Returns	Future Dimension	Route Class	All		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor						

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Non CSD Frappuccino-Other Pkgs	36	6.7%				
Lpt PureLeaf NTS GTHny	1	2.9%				
Lpt PureLeaf NTS PCH	2	5.9%				
Lpt PureLeaf THC Blkbry S	14	41.2%				
Lpt PureLeaf UGT	7	20.6%				
Lpt PureLeaf UWL	10	29.4%				
Non CSD Lipton Orgl-Other Pkgs	34	100.0%				
Non CSD Lipton Orgl-Other Pkgs	34	6.3%				
Lpt PureLeaf Rasp	12	25.5%				
Lpt PureLeaf SNL	15	31.9%				
Lpt PureLeaf SWL	11	23.4%				
Lpt PureLeaf UNL	9	19.1%				
Non CSD Lipton Orgl-Other Pkgs	47	82.5%				
Lipton Brisk Rasp	3	30.0%				
Lipton Brisk Straw Mln	4	40.0%				
Lipton Brisk SWL	3	30.0%				
Non CSD LiptonBrsk-Other Pkgs	10	17.5%				
Non CSD LiptonBrsk-Other Pkgs	57	10.6%				
Ocean Spray Apple	10	18.2%				
Ocean Spray CranApple	2	3.6%				
Ocean Spray CranCctl	8	14.5%				
Ocean Spray CranGrape	8	14.5%				
Ocean Spray KiwiStrwberry	6	10.9%				
Ocean Spray Lem Cranberry	8	14.5%				
Ocean Spray Orange	12	21.8%				
Ocean Spray RubyRedGft	1	1.8%				
Non CSD OS Juice-Other Pkgs	55	100.0%				
Non CSD OS Juice-Other Pkgs	55	10.3%				
Amp Boost Mand Orange	3	1.5%				
Amp Energy Che Blst	6	2.8%				
Amp Energy Psn Frt	5	2.5%				
Amp Energy Stw Lmde	7	3.6%				
Amp Energy Zro BBWG	1	0.3%				
Amp Energy Zro Wmln	2	1.0%				

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Page Break on Report Grouping Level Number: 0

Page 3 of 5

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA	Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:COLLEGE OF THE REDWOOD	Delivery Method	All
Measures	Vol (Raw Cases)	Sales Methods	All	FSV Asset No.	All
Brands	All	FS Route	All	Tax Geography	All
Business Segments	All	Returns	Future Dimension	Route Class	All
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor				

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Gatorade Blue Raz	16	8.2%				
Gatorade Fierce Grape	2	1.0%				
Gatorade Frc Strwbry	7	3.6%				
Gatorade Fruit Punch	10	5.1%				
Gatorade Gler Che	1	0.5%				
Gatorade Gler Frz	11	5.6%				
Gatorade Lemon Lime	14	7.1%				
Gatorade Lme Cucmbr	1	0.5%				
Gatorade Orange	6	3.2%				
Muscle Milk Chocolate	1	0.5%				
Muscle Milk Ko Choc	1	0.5%				
Muscle Milk Vanilla Creme	1	0.5%				
Rockstar Blackout	1	0.5%				
Rockstar Energy	9	4.6%				
Rockstar Punched	2	1.0%				
Rockstar Sugar Free	5	2.5%				
Starbucks Dbl Shot	9	4.6%				
Starbucks Dbl Shot Light	9	4.6%				
Starbucks DS Enrgy Coffee	4	2.0%				
Starbucks DS Enrgy Hzlnt	6	3.1%				
Starbucks DS Enrgy Mocha	7	3.6%				
Starbucks DS Enrgy Vanlla	8	4.1%				
Starbucks DS Enrgy WtChoc	2	1.0%				
Starbucks DS Prtn Cof	4	2.0%				
Starbucks DS Prtn DKChoc	6	3.1%				
Starbucks DS Prtn Van Bn	7	3.6%				
Tazo Giant Peach	12	6.1%				
Tazo Organic Icd Grn Tea	11	5.6%				
Non CSD-All Other	196	100.0%				
Non CSD-All Other	196	36.7%				
Frappuccino White Choc	5	100.0%				
Non CSD Frappuccino-Other Pkgs	5	8.2%				
Lpt PureLeaf Blk Tea Ap G	14	50.0%				
Lpt PureLeaf Blk Tea Lm H	14	50.0%				
Non CSD Lipton Orgl-Other Pkgs	28	46.0%				

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ERT: Report was run on 5/22/2017 6:37:17PM

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Page Break on Report Grouping Level Number: 0

Page 4 of 5

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA	K Acct/Cust	1 Customers:COLLEGE OF THE REDWOOD	Deal	All	CD-TH	All
Channels	All Channels	Sales Methods	All	Delivery Method	All	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	FS Route	All	FSV Asset No.	All	Top/Bottom N Prompt	Not Applicable
Brands	All	Returns	Future Dimension	Tax Geography	All	Packages	Product
Business Segments	All			Route Class	All		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor						

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Ocean Spray PACT CrMgPsn	2	38.0%				
Ocean Spray PACT CrPm	1	18.3%				
Ocean Spray PACT CrRaz	3	43.7%				
Non CSD-All Other	6	9.7%				
AMP	4	18.2%				
Frappuccino Mocha Cnut	4	18.2%				
Frappuccino Smores	3	13.6%				
Rockstar Pre 0 Pnch	1	4.5%				
Rockstar Pre 0 SI	6	27.3%				
Starbucks DS Enrgy Spd Mc	3	13.6%				
Starbucks DS Enrgy Spd Va	1	4.5%				
Non CSD-Other Pkgs	22	36.1%				
Non CSD-Other Pkgs	61	11.4%				
Total	535	100.0%				

End of Report

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Profitability-P5 (Restated): 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Requested By: Lisa Thompson

User Cover Page Notes:

The Users instance description : fresh and natural

Geography	Eureka CA
Channels	All Channels
Measures	Vol (Raw Cases)
Brands	All
Business Segments	All
Packages	Product
K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)
CD - TH	All
Deal	All
Delivery Method	All
FSV Asset No.	All
Route Class	All
Returns	Future Prompt
Sales Methods	All
Customer Sort Prompt	Not Applicable
Top/Bottom N Prompt	Not Applicable
M/B/D	Not Applicable
FS Route	All
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor
Tax Geography	All

This report was run against the data warehouse on: 5/22/2017 6:36:29PM. Report Version: 1/16/2017 11:28:21PM

Pepsi Beverages Company

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA			Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Delivery Method	All	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	FSV Asset No.	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Tax Geography	All	Packages	Product
Business Segments	All	Returns	Future Dimension	Route Class	All		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor						

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Crush Grape	13	3.3%				
Crush Grpft	16	4.0%				
Crush Orange	21	5.3%				
Mt Dew	38	9.5%				
Mt Dew Code Red	26	6.5%				
Mt Dew Dt	14	3.5%				
Mt Dew Fuel Cit Che	6	1.5%				
Mt Dew GM FL Mango Heat	5	1.3%				
Mt Dew Live Wire	4	1.0%				
Mt Dew Pitch Blk	10	2.5%				
Mt Dew Voltg Rasp Citrus	25	6.3%				
Mt Dew Wht Out Citrus	12	3.0%				
Mug	25	6.3%				
Pepsi	48	12.0%				
Pepsi Che Van	19	4.8%				
Pepsi Dt	24	6.0%				
Pepsi Real Sugar	23	5.8%				
Pepsi WildCherry	28	7.0%				
Pepsi WildCherry Dt	11	2.7%				
Pepsi Zero Sugar	13	3.3%				
Schweppes GAlE	13	3.3%				
Sierra Mist LL	6	1.5%				
CSD-20oz/591ml 24L	400	98.5%				
Mt Dew Baja Blst	6	100.0%				
CSD-Other Pkgs	6	1.5%				
CSD-20oz 24L	406	8.4%				
Pepsi RS WildCherry	12	100.0%				
CSD-20oz/591ml 24L	12	2.2%				
1893 Ginger	26	7.3%				
1893 Original	29	8.2%				
Caleb Kola	9	2.5%				
Crush Orange	11	3.1%				
Gatorade Frc Grn Apl	30	8.5%				
Mist Twst Cran Lime	5	1.4%				
Mist Twst LL	13	3.7%				

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fresh and natural

Page Break on Report Grouping Level Number: 0

Page 2 of 9

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA	Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Packages	Product
Business Segments	All	Returns	Future Dimension		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor				

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Mt Dew	11	3.1%				
Mt Dew Blk Lbl	21	5.9%				
Mt Dew Dewshine	4	1.1%				
Mt Dew Kckstrt Bl Org	16	4.5%				
Mt Dew Kckstrt Blk Che	19	5.4%				
Mt Dew Kckstrt Blue Pom	15	4.2%				
Mt Dew Kckstrt Ft Pnch	20	5.6%				
Mt Dew Kckstrt Hb PMO	16	4.5%				
Mt Dew Kckstrt Hb SK	10	2.8%				
Mt Dew Kckstrt Lmeade	18	5.1%				
Mt Dew Kckstrt Mid Grp	17	4.8%				
Mt Dew Kckstrt Org Cit	17	4.8%				
Mt Dew Kckstrt Wtrml	16	4.5%				
Pepsi	11	3.1%				
Pepsi WildCherry	5	1.4%				
Stubborn Rt Br	8	2.3%				
Stubborn Soda Agv Van Crm	8	2.3%				
CSD-Other Pkgs	355	66.0%				
Aquafina	171	100.0%				
Non CSD-All Other	171	31.8%				
CSD-Other Pkgs	538	11.1%				
Aquafina	441	100.0%				
Non CSD Aquafina-1 Liter	441	100.0%				
Non CSD Aquafina-1 Liter 15L	441	9.1%				
Aquafina	315	100.0%				
Non CSD Aquafina-20oz/591ml	315	100.0%				
Non CSD Aquafina-20oz 24L	315	6.5%				
Aquafina Sparkling BkChDg	8	34.8%				
Aquafina Sparkling LL	8	34.8%				
Aquafina Sparkling Org Gr	7	30.4%				
Non CSD Aquafina-Other Pkgs	23	100.0%				
Non CSD Aquafina-Other Pkgs	23	0.5%				
Frappuccino Caramel	48	25.5%				
Frappuccino Coffee	30	16.0%				

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fresh and natural

Page Break on Report Grouping Level Number: 0

Page 3 of 9

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA	Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Packages	Product
Business Segments	All	Returns	Future Dimension		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor			Delivery Method	All
		FSV Asset No.	All		
		Tax Geography	All		
		Route Class	All		

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Frappuccino Mocha	50	26.6%				
Frappuccino Vanilla	60	31.9%				
Non CSD Frappuccino-Other Pkgs	188	97.9%				
Frappuccino Pmkn Spc	4	100.0%				
Non CSD-All Other	4	2.1%				
Non CSD Frappuccino-Other Pkgs	192	4.0%				
Lipton Iced GrnTea w/Ctrs	5	50.0%				
Lipton Iced Tea Lemon	5	50.0%				
Non CSD LiptonIcedTea-Other Pkg	10	100.0%				
Non CSD Lipton Iced Tea-20oz 24L	10	0.2%				
Lpt PureLeaf NTS GTHny	13	9.1%				
Lpt PureLeaf NTS PCH	15	10.5%				
Lpt PureLeaf THC Blkbry S	45	31.5%				
Lpt PureLeaf UGT	38	26.6%				
Lpt PureLeaf UWL	32	22.4%				
Non CSD Lipton Orgl-Other Pkgs	143	83.1%				
Gatorade Frc BI Che	29	100.0%				
Non CSD-All Other	29	16.9%				
Non CSD Lipton Orgl-Other Pkgs	172	3.5%				
Lipton Brisk Fruit Punch	12	11.8%				
Lipton Brisk Lmnd	14	13.8%				
Lipton Brisk Peach Tea	11	11.3%				
Lipton Brisk Rasp	13	12.8%				
Lipton Brisk Straw Mln	17	16.8%				
Lipton Brisk Sweet Tea	13	12.8%				
Lipton Brisk SWL	12	11.8%				
Lipton Brisk Tea Che Lmnd	9	8.9%				
Non CSD LiptonBrsk-1 Liter	101	100.0%				
Non CSD LiptonBrsk-1 Liter 15L	101	2.1%				
Lipton Iced Tea Peach	6	100.0%				
Non CSD Lipton Orgl-Other Pkgs	6	100.0%				
Non CSD LiptonBrsk-20oz 24L	6	0.1%				
Lpt PureLeaf Rasp	59	23.2%				
Lpt PureLeaf SNL	74	29.1%				

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ERT: Report was run on 5/22/2017 6:36:29PM

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Page Break on Report Grouping Level Number: 0

Page 4 of 9

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA	Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Packages	Product
Business Segments	All	Returns	Future Dimension		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor				

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Lpt PureLeaf Super Sweet	21	8.3%				
Lpt PureLeaf SWL	57	22.4%				
Lpt PureLeaf UNL	43	16.9%				
Non CSD Lipton Orgl-Other Pkgs	254	84.1%				
Lipton Brisk Pnap Psnft	4	8.3%				
Lipton Brisk Rasp	10	20.8%				
Lipton Brisk Straw Mln	9	18.8%				
Lipton Brisk SWL	18	37.5%				
Lipton Brisk Tea Blu Lmnd	7	14.6%				
Non CSD LiptonBrsk-Other Pkgs	48	15.9%				
Non CSD LiptonBrsk-Other Pkgs	302	6.2%				
Ocean Spray PACT Cranberr	7	43.8%				
Ocean Spray PACT Crnbry L	9	56.3%				
Non CSD OS Juice-16oz/473ml	16	3.3%				
Ocean Spray Apple	80	17.1%				
Ocean Spray CranApple	52	11.1%				
Ocean Spray CranCctl	51	10.9%				
Ocean Spray CranGrape	57	12.2%				
Ocean Spray KiwiStrwberr	62	13.2%				
Ocean Spray Lem Cranberry	44	9.4%				
Ocean Spray Orange	83	17.7%				
Ocean Spray PnapPchMgo	3	0.6%				
Ocean Spray RubyRedGift	36	7.7%				
Non CSD OS Juice-Other Pkgs	468	96.7%				
Non CSD OS Juice-Other Pkgs	484	10.0%				
SoBe Cran Grpfrt	20	12.7%				
SoBe Energy Citrus	19	12.0%				
SoBe Green Tea	16	10.1%				
SoBe Life Wtr Stw Drgft 0	5	3.2%				
SoBe Life Wtr YB Pom 0c	6	3.8%				
SoBe Mango Melon	19	12.0%				
SoBe Org Carrot	17	10.8%				
SoBe Pina Colada	17	10.8%				
SoBe Straw Ban	21	13.3%				
SoBe Straw Daq	18	11.4%				

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Page Break on Report Grouping Level Number: 0

Page 5 of 9

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA			Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Delivery Method	All	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	FSV Asset No.	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Tax Geography	All	Packages	Product
Business Segments	All	Returns	Future Dimension	Route Class	All		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor						

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Non CSD SoBe-20oz/591ml	158	100.0%				
Non CSD SoBe-20oz 12L	158	3.3%				
SoBe Life Wtr Bld Org Mg	5	100.0%				
Non CSD SoBe-20oz/591ml	5	100.0%				
Non CSD SoBe-Other Pkgs	5	0.1%				
Amp Boost Mand Orange	5	0.4%				
Amp Energy Che Blst	17	1.3%				
Amp Energy Psn Frt	17	1.3%				
Amp Energy Stw Lmde	23	1.7%				
Amp Energy Zro BBWG	12	0.9%				
Amp Energy Zro Wmln	11	0.8%				
Gatorade Blue Raz	61	4.6%				
Gatorade Citrus Cooler	18	1.4%				
Gatorade Fierce Grape	43	3.2%				
Gatorade Fierce Melon	18	1.4%				
Gatorade Frc Strwbry	30	2.3%				
Gatorade Frost Artic Blas	32	2.4%				
Gatorade Frost Icy Charge	27	2.0%				
Gatorade Fruit Punch	58	4.4%				
Gatorade G2 Fruit Punch	15	1.1%				
Gatorade G2 Grape	14	1.1%				
Gatorade Gler Che	57	4.3%				
Gatorade Gler Frz	56	4.2%				
Gatorade Lemon Lime	61	4.6%				
Gatorade Lme Cucmbr	21	1.6%				
Gatorade Orange	31	2.3%				
Gatorade Propel Elec Wtr	24	1.8%				
Gatorade RipTide Rush	27	2.0%				
Gatorade Strw Wtrmln	18	1.4%				
Gatorade XF Frp Bry	16	1.2%				
Muscle Milk Chocolate	12	0.9%				
Muscle Milk Int Van	6	0.5%				
Muscle Milk Ko Choc	14	1.0%				
Muscle Milk P40 Crsh CC	12	0.9%				
Muscle Milk P40 GO BAN	7	0.5%				

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Page Break on Report Grouping Level Number: 0

Page 6 of 9

Profitability-P5 (Restated): 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA			Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Delivery Method	All	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	FSV Asset No.	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Tax Geography	All	Packages	Product
Business Segments	All	Returns	Future Dimension	Route Class	All		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor						

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Muscle Milk Straw Creme	6	0.5%				
Muscle Milk Vanilla Creme	10	0.8%				
One Cnut Wtr	36	2.7%				
One Splash Mango	15	1.1%				
One Splash Pnapl	7	0.5%				
Rockstar Blackout	7	0.5%				
Rockstar Energy	29	2.2%				
Rockstar Punched	19	1.4%				
Rockstar Recovery	9	0.7%				
Rockstar Sugar Free	17	1.3%				
Sobe Ex En Fuego	3	0.2%				
Starbucks Dbl Shot	29	2.2%				
Starbucks Dbl Shot Light	21	1.6%				
Starbucks DS Enrgy Coffee	19	1.4%				
Starbucks DS Enrgy Hzlnt	14	1.1%				
Starbucks DS Enrgy Mocha	27	2.0%				
Starbucks DS Enrgy Vanilla	25	1.9%				
Starbucks DS Enrgy WtChoc	17	1.3%				
Starbucks DS Prtn Cof	12	0.9%				
Starbucks DS Prtn DKChoc	15	1.1%				
Starbucks DS Prtn Van Bn	13	1.0%				
Starbucks IC Cof Mlk	16	1.2%				
Starbucks IC Crml	6	0.5%				
Starbucks IC Van	14	1.1%				
Starbucks Iced Cof BlkLts	4	0.3%				
Starbucks Iced Cof BlkUns	8	0.6%				
Starbucks RF Black Cherry	10	0.8%				
Starbucks RF Blu Ac	6	0.5%				
Starbucks RF Peach Passio	9	0.7%				
Starbucks RF Raz Pom	7	0.5%				
Starbucks RF Strw Lmd	20	1.5%				
Tazo Giant Peach	57	4.3%				
Tazo Organic Icd Grn Tea	55	4.2%				
Non CSD-All Other	1,325	99.0%				
One Cnut Wtr Pnap	14	100.0%				

Notes: This report is restricted to a One (1) Year Analysis.

ERT: Report was run on 5/22/2017 6:36:29PM

fresh and natural

Page Break on Report Grouping Level Number: 0

Page 7 of 9

Profitability-P5 (Restated) : 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA	Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Packages	Product
Business Segments	All	Returns	Future Dimension		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor				

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Non CSD-Other Pkgs	14	1.0%				
Non CSD-All Other	1,339	27.6%				
Frappuccino White Choc	24	100.0%				
Non CSD Frappuccino-Other Pkgs	24	9.3%				
Lpt PureLeaf Blk Tea Ap G	46	50.5%				
Lpt PureLeaf Blk Tea Lm H	45	49.5%				
Non CSD Lipton Orgl-Other Pkgs	91	35.4%				
Muscle Milk Smoothie Blue	12	33.3%				
Muscle Milk Smoothie Str	15	41.7%				
One CW T Trop Colada	5	13.9%				
One CW T Wld Org	4	11.1%				
Non CSD-All Other	36	14.0%				
AMP	18	17.0%				
Frappuccino Mocha Cnut	19	17.9%				
Frappuccino Smores	20	18.9%				
Gatorade Strw Lmnd	14	13.2%				
Rockstar Pre 0 Pnch	5	4.7%				
Rockstar Pre 0 SI	5	4.7%				
Starbucks DS Enrgy Spd Mc	12	11.3%				
Starbucks DS Enrgy Spd Va	13	12.3%				
Non CSD-Other Pkgs	106	41.2%				
Non CSD-Other Pkgs	257	5.3%				
Lipton Iced Tea Swt	9	50.0%				
Lipton Iced Tea Unswt NL	9	50.0%				
FTN Postmix - BIB 3G&5G/12L&20L	18	100.0%				
Postmix - BIB 3G	18	0.4%				
Dr Pepper	10	11.1%				
Dr Pepper Dt	5	5.6%				
Lipton Brisk Rasp	5	5.6%				
Mt Dew	10	11.1%				
Mug	5	5.6%				
Pepsi	15	16.7%				
Pepsi Dt	10	11.1%				
Pepsi WildCherry	5	5.6%				

Notes: This report is restricted to a One (1) Year Analysis.

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fresh and natural

Page Break on Report Grouping Level Number: 0

Page 8 of 9

Profitability-P5 (Restated): 01/01/2016 - 12/31/2016 (MM/DD/YYYY)

Geography	Eureka CA			Deal	All	CD-TH	All
Channels	All Channels	K Acct/Cust	1 Customers:FRESH & NATURAL (3333243)	Delivery Method	All	Cust Sort Prompt	Not Applicable
Measures	Vol (Raw Cases)	Sales Methods	All	FSV Asset No.	All	Top/Bottom N Prompt	Not Applicable
Brands	All	FS Route	All	Tax Geography	All	Packages	Product
Business Segments	All	Returns	Future Dimension	Route Class	All		
Group By	Level01: Pkg/Brand Listing Level02:Brand/Package Summary Level03:Flavor						

Group Headings	Vol (Raw Cases)	% Mix	No Selection	No Selection	No Selection	No Selection
Sierra Mist	5	5.6%				
Tropicana Pk Lmnde	20	22.2%				
FTN Postmix - BIB 3G&5G/12L&20L	90	100.0%				
Postmix - BIB 5G	90	1.9%				
Total	4,857	100.0%				

End of Report

Asset ID	City	Machine Class	UPC Code	Item Name	Item Category
1965	CRESCENT CITY	Bev	4260	ROCKSTAR	ENERGY DRINK
1965	CRESCENT CITY	Bev	7035	20oz PEPSI	SODA-BOTTLES
1965	CRESCENT CITY	Bev	7050	20oz MOUNTAIN DEW	SODA-BOTTLES
1965	CRESCENT CITY	Bev	4065	AQUAFINA WATER 20 OZ	WATER
1965	CRESCENT CITY	Bev	5055	GATORADE BLUE 20 OZ	NON CARB BOTTLE
1965	CRESCENT CITY	Bev	7070	20oz MUG ROOT BEER	SODA-BOTTLES
1965	CRESCENT CITY	Bev	7075	20oz SIERRA MIST	SODA-BOTTLES
1965	CRESCENT CITY	Bev	7040	20oz DIET PEPSI	SODA-BOTTLES

Total Collections	Cash Collections	Cashless Sales	Sold Units
\$1,663.38	\$929.35	\$734.03	657
\$928.14	\$542.34	\$385.80	532
\$742.33	\$432.88	\$309.45	425
\$628.60	\$361.86	\$266.74	426
\$558.77	\$325.66	\$233.11	319
\$370.85	\$214.81	\$156.04	212
\$217.82	\$122.95	\$94.87	125
\$98.56	\$57.60	\$40.96	57
\$5,208.45	\$2,987.45	\$2,221.00	\$2,753.00

Asset ID	Place	Machine Class
2257	ART	Bev
2257	ART	Bev
2257	ART	Bev
2257	ART	Bev
2257	ART	Bev
2257	ART	Bev
2257	ART	Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2307	DORMS	GF Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2180	HUMANITIES	Bev
2096	LEARNING RESOURCE CENTER	GF Bev

Item Name	Item Category	Total Collections
AQUAFINA WATER 20 OZ	WATER	\$301.52
20oz CHERRY PEPSI	SODA-BOTTLES	\$217.17
20oz DIET PEPSI	SODA-BOTTLES	\$171.85
ROCKSTAR	ENERGY DRINK	\$159.91
20oz PEPSI	SODA-BOTTLES	\$114.05
20oz MUG ROOT BEER	SODA-BOTTLES	\$113.57
20oz SIERRA MIST	SODA-BOTTLES	\$109.98
20oz MOUNTAIN DEW	SODA-BOTTLES	\$89.10
		\$1,277.15
AQUAFINA WATER 20 OZ	WATER	\$181.26
GATORADE BLUE 20 OZ	NON CARB BOTTLE	\$87.24
STARBUCKS MOCHA	ENERGY DRINK	\$77.99
ROCKSTAR	ENERGY DRINK	\$71.33
OCEAN SPRAY STRAWBERRY KIWI 16 OZ	NON CARB BOTTLE	\$67.37
ROCKSTAR PUNCHED!	ENERGY DRINK	\$65.24
OCEAN SPRAY APPLE JUICE 16 OZ	NON CARB BOTTLE	\$62.13
20oz MOUNTAIN DEW	SODA-BOTTLES	\$55.35
ROCKSTAR SOUR APPLE	ENERGY DRINK	\$54.20
ROCKSTAR BOOM!	ENERGY DRINK	\$53.39
OCEAN SPRAY ORANGE JUICE 16 OZ	NON CARB BOTTLE	\$48.93
20oz PEPSI	SODA-BOTTLES	\$47.41
20oz SIERRA MIST	SODA-BOTTLES	\$47.33
20oz CHERRY PEPSI	SODA-BOTTLES	\$45.89
ROCKSTAR SUGAR FREE	ENERGY DRINK	\$44.89
GATORADE CHERRY 20 OZ	NON CARB BOTTLE	\$43.78
20oz MOUNTAIN DEW MISC. FLAVORS	SODA-BOTTLES	\$40.22
GATORADE RED 20 OZ	NON CARB BOTTLE	\$36.78
20oz DIET PEPSI	SODA-BOTTLES	\$36.06
20oz CODE RED	SODA-BOTTLES	\$35.93
STARBUCKS WHITE CHOCOLATE	ENERGY DRINK	\$32.41
20oz ORANGE CRUSH	SODA-BOTTLES	\$31.88
20oz MUG ROOT BEER	SODA-BOTTLES	\$30.13
GATORADE YELLOW 20 OZ	NON CARB BOTTLE	\$29.36
		\$1,326.50
AQUAFINA WATER 20 OZ	WATER	\$546.65
ROCKSTAR	ENERGY DRINK	\$320.46
20oz CHERRY PEPSI	SODA-BOTTLES	\$317.35
GATORADE BLUE 20 OZ	NON CARB BOTTLE	\$274.10
20oz CODE RED	SODA-BOTTLES	\$258.98
20oz DIET PEPSI	SODA-BOTTLES	\$212.24
20oz MOUNTAIN DEW	SODA-BOTTLES	\$197.74
20oz PEPSI	SODA-BOTTLES	\$186.25
20oz SIERRA MIST	SODA-BOTTLES	\$183.60
20oz MUG ROOT BEER	SODA-BOTTLES	\$91.34
		\$2,588.71
AQUAFINA WATER 20 OZ	WATER	\$1,575.72

STARBUCKS MOCHA	ENERGY DRINK	\$667.68
STARBUCKS WHITE CHOCOLATE	ENERGY DRINK	\$648.42
ROCKSTAR	ENERGY DRINK	\$636.30
OCEAN SPRAY ORANGE JUICE 16 OZ	NON CARB BOTTLE	\$437.74
ROCKSTAR PUNCHED!	ENERGY DRINK	\$431.34
20oz CHERRY PEPSI	SODA-BOTTLES	\$417.34
GATORADE BLUE 20 OZ	NON CARB BOTTLE	\$387.19
LIPTON PEACH 20 OZ	NON CARB BOTTLE	\$375.19
20oz PEPSI	SODA-BOTTLES	\$374.10
20oz MOUNTAIN DEW	SODA-BOTTLES	\$371.45
OCEAN SPRAY APPLE JUICE 16 OZ	NON CARB BOTTLE	\$369.85
20oz CODE RED	SODA-BOTTLES	\$365.45
GATORADE CHERRY 20 OZ	NON CARB BOTTLE	\$330.83
OCEAN SPRAY STRAWBERRY KIWI 16 OZ	NON CARB BOTTLE	\$310.11
ROCKSTAR SOUR APPLE	ENERGY DRINK	\$304.36
MOUNTAIN DEW KICKSTART BLACK CHERRY	ENERGY DRINK	\$301.85
20oz MUG ROOT BEER	SODA-BOTTLES	\$283.52
20oz DIET PEPSI	SODA-BOTTLES	\$281.25
GATORADE YELLOW 20 OZ	NON CARB BOTTLE	\$245.85
ROCKSTAR SUGAR FREE	ENERGY DRINK	\$231.58
KICKSTART HYDRA PINEAPPLE MANGO	ENERGY DRINK	\$226.69
GATORADE RED 20 OZ	NON CARB BOTTLE	\$218.18
20oz ORANGE CRUSH	SODA-BOTTLES	\$216.86
20oz SIERRA MIST	SODA-BOTTLES	\$203.26
ROCKSTAR BOOM!	ENERGY DRINK	\$167.52
20oz MOUNTAIN DEW MISC. FLAVORS	SODA-BOTTLES	\$160.43
PACT CRAN POM	NON CARB BOTTLE	\$157.75
LIPTON GREEN TEA 20 OZ	NON CARB BOTTLE	\$103.14
		\$10,800.95
20oz CHERRY PEPSI	SODA-BOTTLES	\$408.05
20oz MOUNTAIN DEW	SODA-BOTTLES	\$349.75
AQUAFINA WATER 20 OZ	WATER	\$347.42
20oz SIERRA MIST	SODA-BOTTLES	\$262.80
20oz PEPSI	SODA-BOTTLES	\$258.38
20oz MUG ROOT BEER	SODA-BOTTLES	\$231.88
GATORADE BLUE 20 OZ	NON CARB BOTTLE	\$217.64
20oz DIET PEPSI	SODA-BOTTLES	\$184.34
		\$2,260.26
20oz DIET PEPSI	SODA-BOTTLES	\$282.71
20oz PEPSI	SODA-BOTTLES	\$125.37
20oz CODE RED	SODA-BOTTLES	\$80.04
AQUAFINA WATER 20 OZ	WATER	\$73.36
20oz MOUNTAIN DEW	SODA-BOTTLES	\$73.23
20oz CHERRY PEPSI	SODA-BOTTLES	\$29.39
20oz SIERRA MIST	SODA-BOTTLES	\$21.07
		\$685.17
20oz DIET PEPSI	SODA-BOTTLES	\$211.87

AQUAFINA WATER 20 OZ	WATER	\$206.27
20oz MOUNTAIN DEW	SODA-BOTTLES	\$158.67
20oz PEPSI	SODA-BOTTLES	\$78.60
20oz SIERRA MIST	SODA-BOTTLES	\$44.67
20oz MUG ROOT BEER	SODA-BOTTLES	\$44.47
		\$744.55
ROCKSTAR	ENERGY DRINK	\$382.82
AQUAFINA WATER 20 OZ	WATER	\$214.15
12oz PEPSI	SODA-CANS	\$163.77
20oz PEPSI	SODA-BOTTLES	\$118.66
20oz MOUNTAIN DEW	SODA-BOTTLES	\$111.75
12oz MOUNTAIN DEW	SODA-CANS	\$87.48
20oz CHERRY PEPSI	SODA-BOTTLES	\$70.26
20oz SIERRA MIST	SODA-BOTTLES	\$66.37
AQUAFINA WATER 20 OZ	WATER	\$55.00
20oz DIET PEPSI	SODA-BOTTLES	\$54.77
12oz DIET PEPSI	SODA-CANS	\$37.77
12oz SIERRA MIST	SODA-CANS	\$36.91
		\$1,399.71
AQUAFINA WATER 20 OZ	WATER	\$847.53
20oz CHERRY PEPSI	SODA-BOTTLES	\$381.12
20oz MUG ROOT BEER	SODA-BOTTLES	\$323.57
20oz PEPSI	SODA-BOTTLES	\$300.08
20oz MOUNTAIN DEW	SODA-BOTTLES	\$296.75
20oz DIET PEPSI	SODA-BOTTLES	\$214.72
20oz SIERRA MIST	SODA-BOTTLES	\$168.43
		\$2,532.20
ROCKSTAR	ENERGY DRINK	\$1,299.92
AQUAFINA WATER 20 OZ	WATER	\$903.77
20oz CHERRY PEPSI	SODA-BOTTLES	\$861.35
20oz PEPSI	SODA-BOTTLES	\$846.26
20oz MOUNTAIN DEW	SODA-BOTTLES	\$655.92
20oz DIET PEPSI	SODA-BOTTLES	\$508.98
20oz SIERRA MIST	SODA-BOTTLES	\$475.33
MOUNTAIN DEW KICKSTART FRUIT PUNCH	ENERGY DRINK	\$369.25
20oz CODE RED	SODA-BOTTLES	\$361.37
		\$6,282.15

Cash Collections	Cashless Sales	Sold Units
\$301.52	\$0.00	204
\$217.17	\$0.00	127
\$171.85	\$0.00	97
\$159.91	\$0.00	56
\$114.05	\$0.00	72
\$113.57	\$0.00	70
\$109.98	\$0.00	62
\$89.10	\$0.00	52
\$1,277.15	\$0.00	740
\$64.78	\$116.48	123
\$31.49	\$55.75	44
\$27.96	\$50.03	22
\$23.28	\$48.05	25
\$23.26	\$44.11	34
\$23.08	\$42.16	22
\$22.53	\$39.60	32
\$18.73	\$36.62	32
\$16.52	\$37.68	18
\$18.82	\$34.57	18
\$15.65	\$33.28	25
\$15.31	\$32.10	27
\$16.63	\$30.70	27
\$15.73	\$30.16	27
\$17.71	\$27.18	15
\$15.88	\$27.90	22
\$13.76	\$26.46	23
\$13.18	\$23.60	19
\$13.05	\$23.01	21
\$13.31	\$22.62	21
\$10.71	\$21.70	9
\$10.37	\$21.51	19
\$10.10	\$20.03	17
\$8.91	\$20.45	15
\$460.75	\$865.75	657
\$546.65	\$0.00	364
\$320.46	\$0.00	111
\$317.35	\$0.00	186
\$274.10	\$0.00	139
\$258.98	\$0.00	147
\$212.24	\$0.00	123
\$197.74	\$0.00	112
\$186.25	\$0.00	107
\$183.60	\$0.00	104
\$91.34	\$0.00	51
\$2,588.71	\$0.00	1,444
\$843.11	\$732.61	1,057

\$357.21	\$310.47	192
\$345.96	\$302.46	185
\$327.47	\$308.83	214
\$227.18	\$210.56	221
\$224.44	\$206.90	145
\$220.93	\$196.41	240
\$201.74	\$185.45	196
\$194.28	\$180.91	216
\$198.55	\$175.55	216
\$197.78	\$173.67	214
\$198.37	\$171.48	186
\$199.91	\$165.54	207
\$171.44	\$159.39	166
\$155.33	\$154.78	157
\$165.97	\$138.39	103
\$160.68	\$141.17	136
\$151.49	\$132.03	163
\$143.74	\$137.51	161
\$137.53	\$108.32	124
\$119.67	\$111.91	77
\$116.86	\$109.83	102
\$116.83	\$101.35	109
\$114.79	\$102.07	125
\$111.60	\$91.66	117
\$88.71	\$78.81	56
\$76.44	\$83.99	92
\$80.91	\$76.84	64
\$60.79	\$42.35	61
\$5,709.71	\$5,091.24	5,302
\$408.05	\$0.00	236
\$349.75	\$0.00	196
\$347.42	\$0.00	230
\$262.80	\$0.00	153
\$258.38	\$0.00	147
\$231.88	\$0.00	134
\$217.64	\$0.00	109
\$184.34	\$0.00	104
\$2,260.26	\$0.00	1,309
\$164.03	\$118.68	166
\$74.43	\$50.94	72
\$45.15	\$34.89	44
\$41.89	\$31.47	50
\$44.61	\$28.62	46
\$18.69	\$10.70	16
\$12.62	\$8.45	12
\$401.42	\$283.75	406
\$211.87	\$0.00	136

\$206.27	\$0.00	132
\$158.67	\$0.00	97
\$78.60	\$0.00	50
\$44.67	\$0.00	29
\$44.47	\$0.00	28
\$744.55	\$0.00	472
\$382.82	\$0.00	153
\$214.15	\$0.00	147
\$163.77	\$0.00	159
\$118.66	\$0.00	74
\$111.75	\$0.00	72
\$87.48	\$0.00	82
\$70.26	\$0.00	42
\$66.37	\$0.00	39
\$55.00	\$0.00	36
\$54.77	\$0.00	37
\$37.77	\$0.00	36
\$36.91	\$0.00	38
\$1,399.71	\$0.00	915
\$847.53	\$0.00	537
\$381.12	\$0.00	208
\$323.57	\$0.00	176
\$300.08	\$0.00	163
\$296.75	\$0.00	161
\$214.72	\$0.00	118
\$168.43	\$0.00	93
\$2,532.20	\$0.00	1,456
\$852.33	\$447.59	442
\$617.23	\$286.54	594
\$599.16	\$262.19	478
\$558.19	\$288.07	490
\$439.52	\$216.40	371
\$344.20	\$164.78	285
\$320.16	\$155.17	267
\$252.67	\$116.58	165
\$239.94	\$121.43	206
\$4,223.40	\$2,058.75	\$3,298.00