



# SOLVER

## for Manufacturing Companies

| Get Complete Insight

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A Solver Vertical Industry White Paper

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## Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's [web-site](#) or email us at [info@solverglobal.com](mailto:info@solverglobal.com).

## Product Summary

Solver provides a single, cloud-based solution that automates reporting and planning processes, and supports faster and better decisions based on key information from across the organization's data sources.

Key benefits that Solver provides include:

- A top-rated Corporate Performance Management (CPM) solution by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premise ERP system



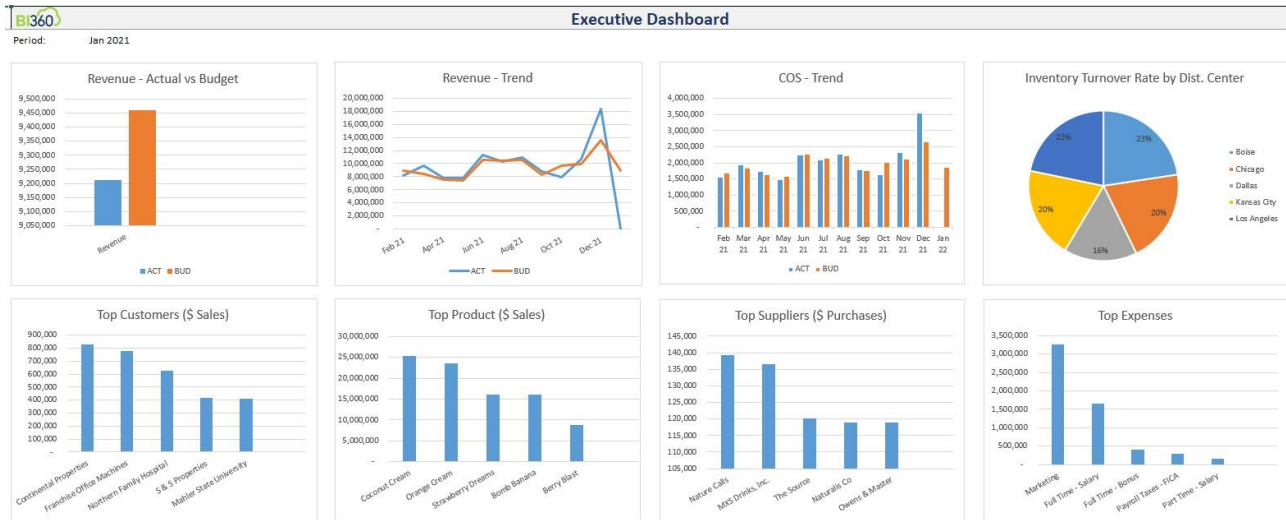


## Company Summary

Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market. Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages. Headquartered in the United States, Solver, Inc. has more than a dozen offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit [www.solverglobal.com](http://www.solverglobal.com).

## MFG02 – Executive Dashboard

This is an example of an executive dashboard. It shows the use of the Solver Data Warehouse to combine numerous important data sources on a single dashboard and present whatever a company determines as the most essential information to an executive. In this sample dashboard, the following information is included:

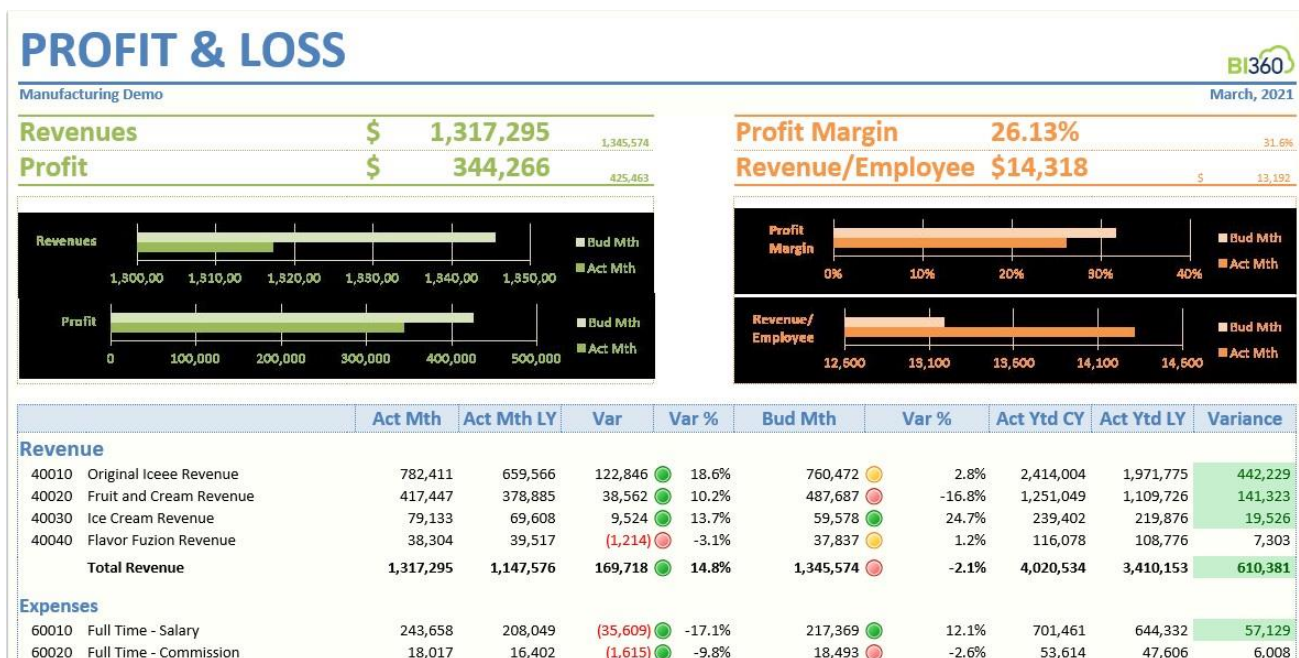


- Actual vs Budgeted Revenues - Monthly
- Actual vs Budgeted Revenues – Twelve month trend
- COS – Twelve month trend
- Inventory turnover rate by distribution center
- Top Customers with drill down to Items
- Top Products (Items) with drill down to Customers
- Top Suppliers

## MFG03 – Profit and Loss

This Report shows your Net Income and associated account details in Month to date, as well as:

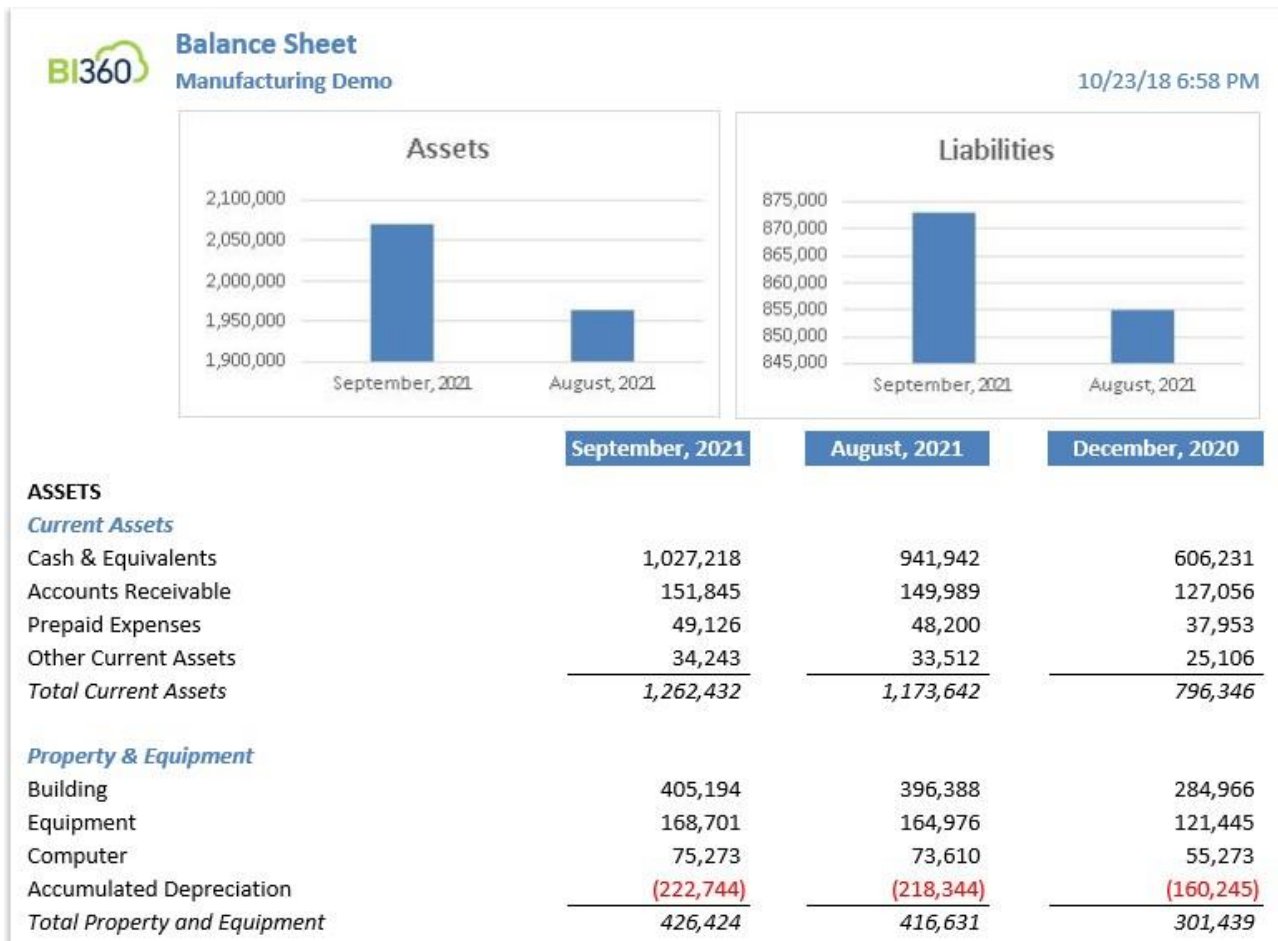
- Revenue and Profit Chart
- Profit Margin (%) and Revenue/Employee Chart
- Revenue by Products
- ACT MTD, YTD, and Comparative/Variance Columns



## MFG04 – Balance Sheet

This is a standard Balance Sheet for a Manufacturing Company that includes:


- Assets MTD, Prior MTD Chart
- Liabilities MTD, Prior MTD Chart
- Custom Account Attributes (Rollups) - Custom categories of accounts may be used in reporting; the data source may be custom built in the Data Warehouse or come directly from the ERP system.



## MFG05 – Cash Flow

This report is a standard Cash Flow for Manufacturing. The following information is included:

- Cash Flow from Operating Activities MTD, Prior MTD
- Net Cash provided by Operating Activities
- Cash from Investing
- Cash from Financing
- Net Increase in Cash

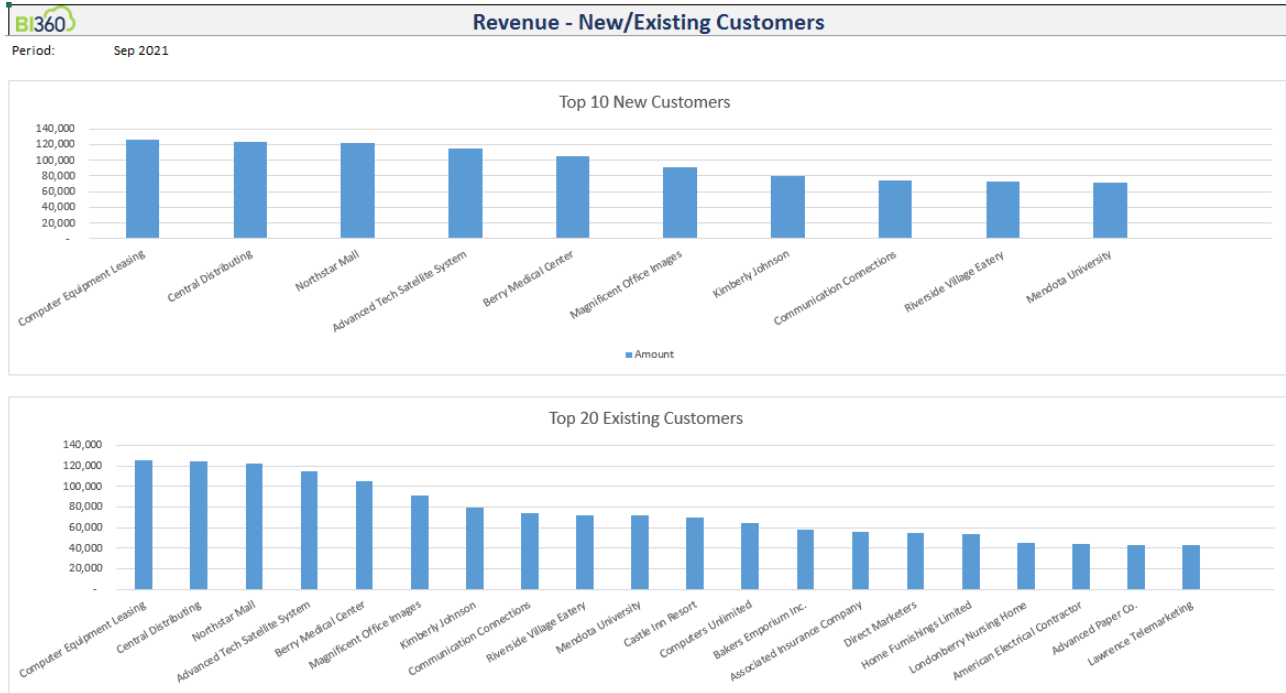
		10/23/18 6:59 PM	
	September, 2021	August, 2021	
<b>Cash Flow from Operating Activities</b>			
Net Income	88,605	(46,766)	
<b>Adj NI to Net Cash Provided by Ops. Activities</b>			
Depreciation & Amortization Expense	(37,987)	(47,301)	
Other Current Assets	(731)	(819)	
Non-Current Assets	(8,096)	(9,887)	
Accounts Receivable	(1,857)	(2,434)	
Accounts Payable	2,029	2,239	
Prepaid Expenses	(926)	(1,000)	
<b>Net Cash Provided by Operating Activities</b>	<b>41,037</b>	<b>(105,968)</b>	
<b>Cash Flows from Investing Activities</b>			
Purchase of Property, Plant, and Equipment	(14,194)	(17,993)	
Accumulated Depreciation	42,387	52,830	
<b>Net Cash from Investing Activities</b>	<b>28,194</b>	<b>34,837</b>	
<b>Cash Flows from Financing Activities</b>			
Proceeds from Loans	16,044	18,805	
<b>Net Cash from Financing Activities</b>	<b>16,044</b>	<b>18,805</b>	
<b>Net Increase in Cash</b>	<b>85,276</b>	<b>(52,326)</b>	
Cash at Beginning of Period	941,942	993,837	
<b>Cash End of Period</b>	<b>1,027,218</b>	<b>941,511</b>	



## MFG06 – Revenue New/Existing Customers

This dashboard example focuses on Revenue from Existing Customers as well as New Customers. The following dashboard features are enabled:

- Custom Filtering by Customers Top 10 New and Top 20 Existing, Measure Sorting (Revenue), Highest Revenue Producers to Lowest
- Period Selection, Drill to Period (Interactive Charts)



## MFG07 – Direct Labor Cost by Manufacturing Process

This example shows Labor Cost Totals by Plant, as well as by Employee and Manufacturing Process.



### MFG07 - Direct Labor Cost by Manufacturing Process

Solver Global

Report End: 5/31/2021

Plant: 100

Entity: SUS

Labor Cost by Process				
Process	Actual	Forecasted	Var	Var %
Blending	\$7,660		\$7,660	100.0%
Cooling	\$6,192		\$6,192	100.0%
Freezing	\$6,075		\$6,075	100.0%
Packaging	\$4,350		\$4,350	100.0%
Storage/Distr	\$5,710		\$5,710	100.0%



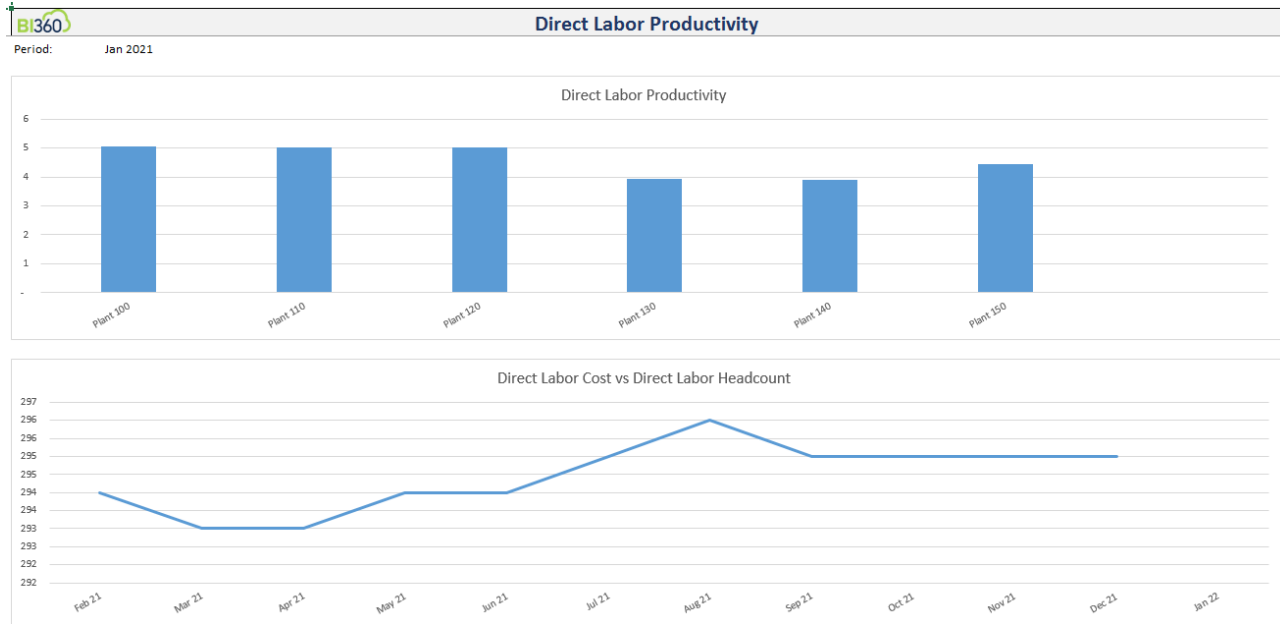
Plant 100											
P001	Blending			Day Rate	AVG Utilization %	Jan-21	Feb-21	Mar-21	Apr-21	May-21	YTD
Dec-97	Staff	1005	Eric Suzuki	\$ 64.11	100.00%	\$ 1,950	\$ 1,950	\$ 1,950	\$ 1,950	\$ 1,950	\$ 9,750
Jul-07	Staff	1006	Chris Molina	\$ 60.57	100.00%	\$ 1,842	\$ 1,842	\$ 1,842	\$ 1,842	\$ 1,842	\$ 9,212
Dec-97	Staff	1015	Orlando Iannetta	\$ 66.58	98.80%	\$ 1,985	\$ 2,005	\$ 1,964	\$ 2,025	\$ 2,025	\$ 10,004
Jun-06	Supervisor	1367	Kurt Stults	\$ 60.57	100.00%	\$ 1,842	\$ 1,842	\$ 1,842	\$ 1,842	\$ 1,842	\$ 9,212
P002	Cooling			Day Rate	AVG Utilization %	Jan-21	Feb-21	Mar-21	Apr-21	May-21	YTD
Apr-04	Staff	1209	Clay Cust	\$ 78.90	100.00%	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 12,000
Mar-03	Staff	1210	Kevin Stubbs	\$ 64.11	100.00%	\$ 1,950	\$ 1,950	\$ 1,950	\$ 1,950	\$ 1,950	\$ 9,750

The following information is included in this example:

- Labor Cost Summary by Process/Plant
- Employee Cost Per Day
- Employee Utilization Rate
- Labor Cost YTD and YTD Total

## MFG08 – Direct Labor Productivity Dashboard

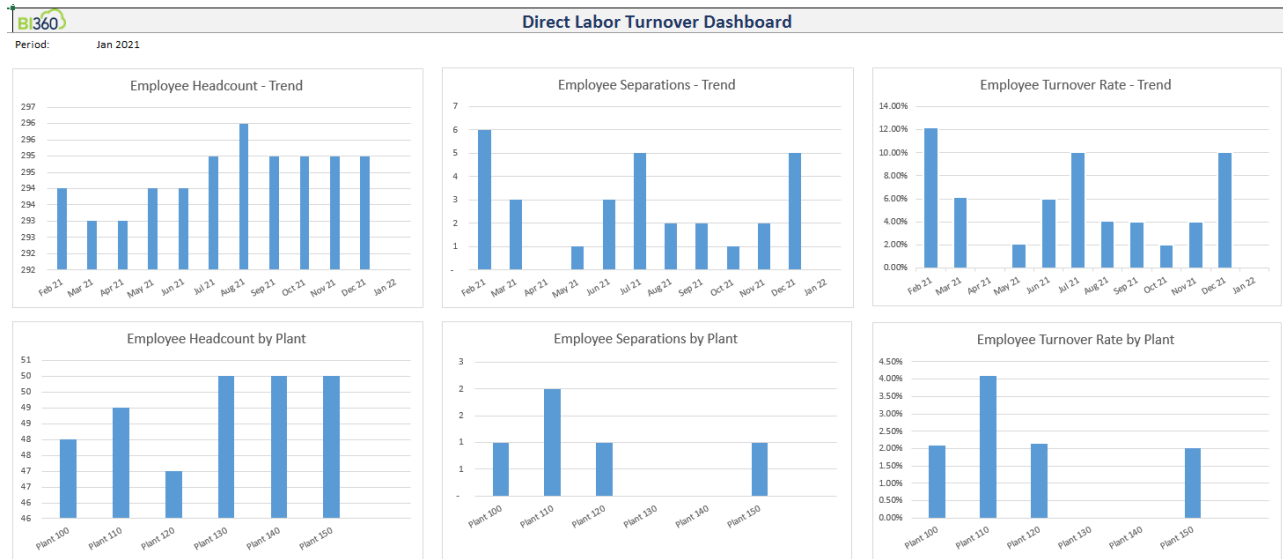
This dashboard example focuses on Direct Labor Productivity, Direct Labor Cost and Direct Labor Headcount.



# MFG09 – Direct Labor Turnover Dashboard

This dashboard example focuses on Labor Headcount and Turnover. The following dashboard features are enabled:

- Filtering by Employee
- Period Selection, Drill to Plant ID to view Plant-specific data (Interactive Charts)
- 12 Month Turnover Rate Trend

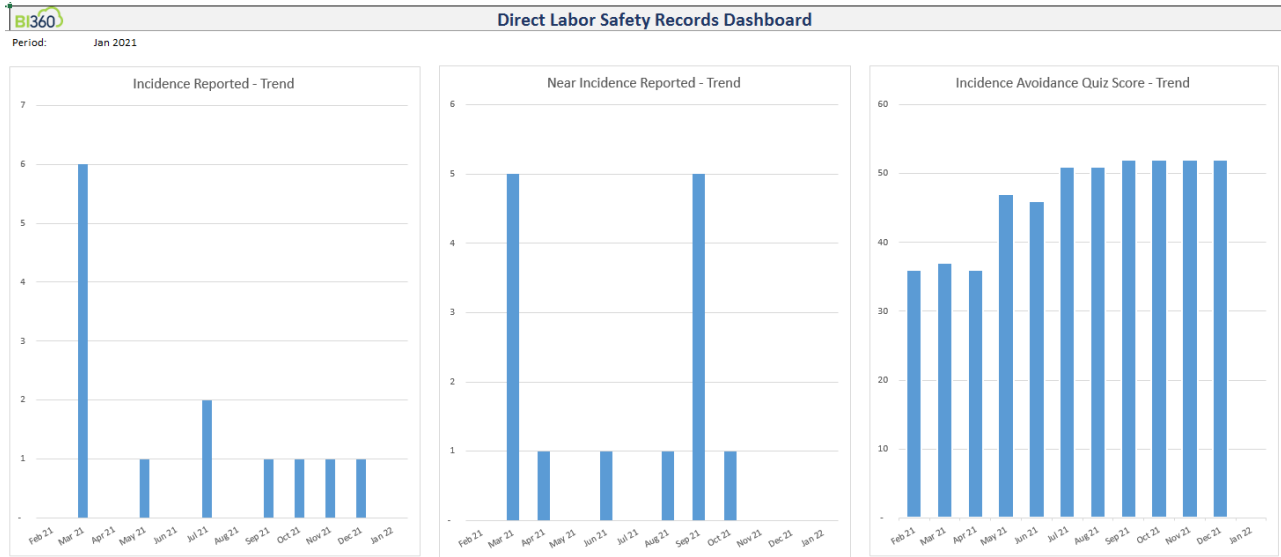




## MFG10 – Direct Labor Safety Records Dashboard

This example shows Number of Safety Incidents and Near Incidents Reported. The following dashboard features are enabled:

- Number of Incidents/Near Incidents Reported 12 Months
- Period Selection, Drill to Plant ID to view Plant-specific data (Interactive Charts)
- Safety Quiz Score 12 Month Trend



## MFG11 – Labor Forecast by Employee

This report is an example of a Web Budgeting Input Form. Users can track and manage Labor Cost Scenarios by Employee. The report displays the Monthly spread based on Annual Salary. Users can save Monthly Forecasts for Remaining Periods in the Year and compare to Actual Labor Costs incurred.



### MFG11 - Labor Forecast by Employee

Solver Global

Report End: 9/30/2021 0:00:00

Plant: Plant 150

Entity: SUS

Scenario: PRDFCST

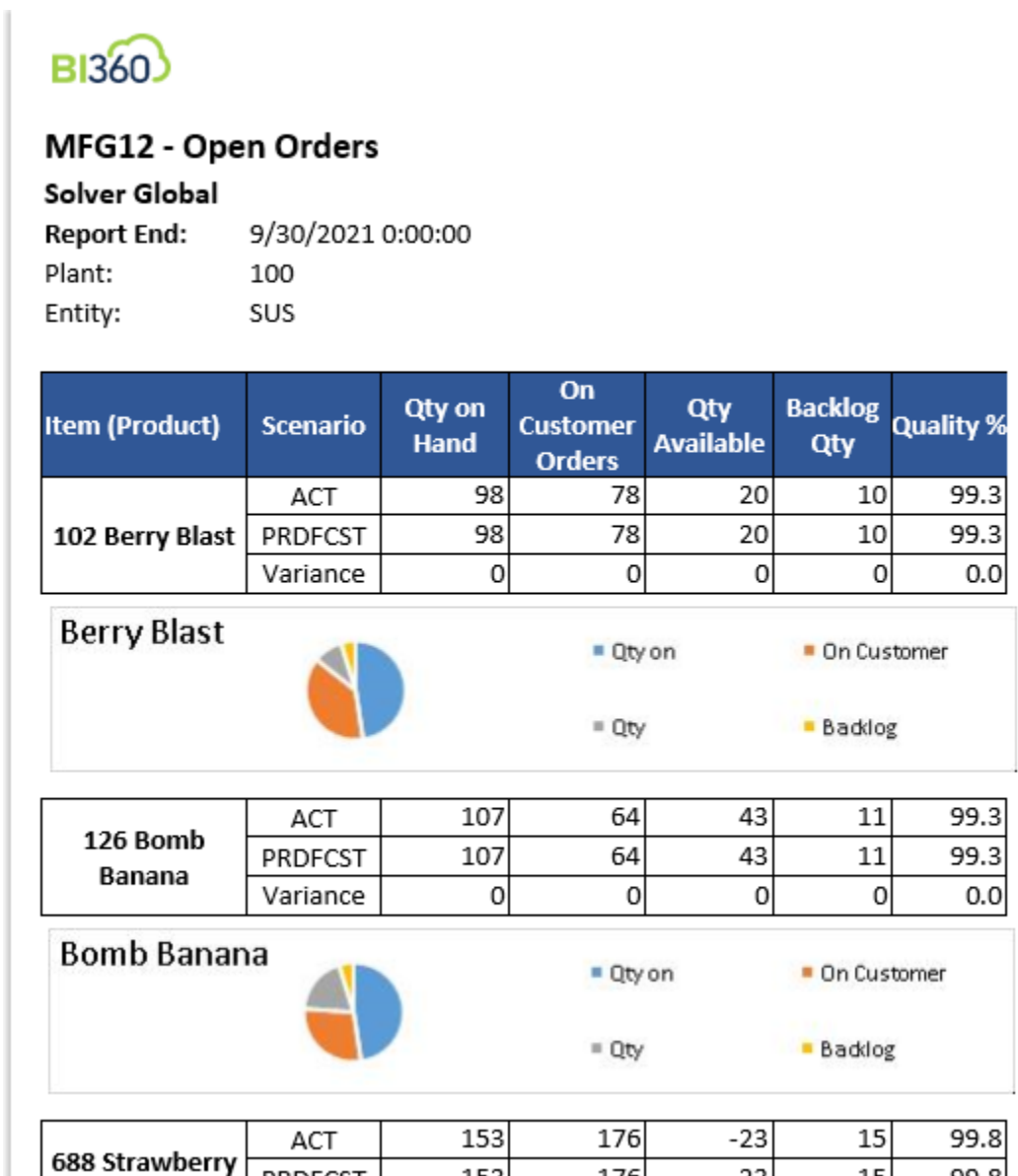


Employee	Annual Salary	Monthly	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Actual + Forecast	
1004 Justin Posada	\$ -	\$ -	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,523	\$ 15,682	\$ 15,365	30,000	30,000	30,000	\$ 231,610
1005 Eric Suzuki	\$ -	\$ -	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,613	\$ 12,741	\$ 12,484	14,000	13,000		\$ 142,058
1006 Chris Molina	\$ -	\$ -	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 11,917	\$ 12,039	\$ 11,795	12,000			\$ 120,712
1015 Orlando Iannetta	\$ -	\$ -	\$ 13,098	\$ 13,231	\$ 12,964	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365		20,000		\$ 139,483
1209 Clay Cust	\$ -	\$ -	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,523	\$ 15,682	\$ 15,365	15,000			\$ 156,610
1210 Kevin Stubbs	\$ -	\$ -	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,613	\$ 12,741	\$ 12,484				\$ 115,058
1211 Jorge Rowand	\$ -	\$ -	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 11,917	\$ 12,039	\$ 11,795				\$ 108,712
1212 Joe Hafner	\$ -	\$ -	\$ 13,098	\$ 13,231	\$ 12,964	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365				\$ 119,483
1213 Johnny Sweeney	\$ -	\$ -	\$ 13,098	\$ 13,231	\$ 12,964	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365				\$ 119,483
1219 Neftali Crisp	\$ -	\$ -	\$ 13,098	\$ 13,231	\$ 12,964	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365				\$ 119,483
1220 Joba Brantley	\$ -	\$ -	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,840	\$ 15,523	\$ 15,682	\$ 15,365				\$ 141,610
1313 Jeremy Zito	\$ -	\$ -	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,870	\$ 12,613	\$ 12,741	\$ 12,484				\$ 115,058
1360 Brian Morton	\$ -	\$ -	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 11,917	\$ 12,039	\$ 11,795				\$ 108,712
1361 Rafael Stammen	\$ -	\$ -	\$ 13,098	\$ 13,231	\$ 12,964	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365	\$ 13,365				\$ 119,483
1366 Jorge Narveson	\$ -	\$ -	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 11,917	\$ 12,039	\$ 11,795				\$ 108,712
1367 Kurt Stults	\$ -	\$ -	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 12,160	\$ 11,917	\$ 12,039	\$ 11,795				\$ 108,712

## MFG12 – Open Orders

The Open Orders Report shows following metrics per Product, and is represented by a Pie Chart that shows data as a visual percentage of the whole.

- Qty on Hand
- Qty on Customer Orders
- Qty Available
- Backlog Qty
- Quality %



## MFG13 – Work Order Management

This report shows a detailed view of Open Work Orders by Plant ID and Product ID. The Note Sequence Column indicates the order in which work orders are processed according to each Facility.

- Plant ID
- Customer
- Work Order ID
- Item (Product)
- Manufacturing Sequence
- Hold Status, Comments, Inventory Status, Capacity Status



### MFG13 - Work Order Management

Solver Global

Report End: 1/31/2021 0:00:00

Plant: 100

Entity: SUS

Scenario: ACT

Demo Note: Sequence Column indicates order in which work ord

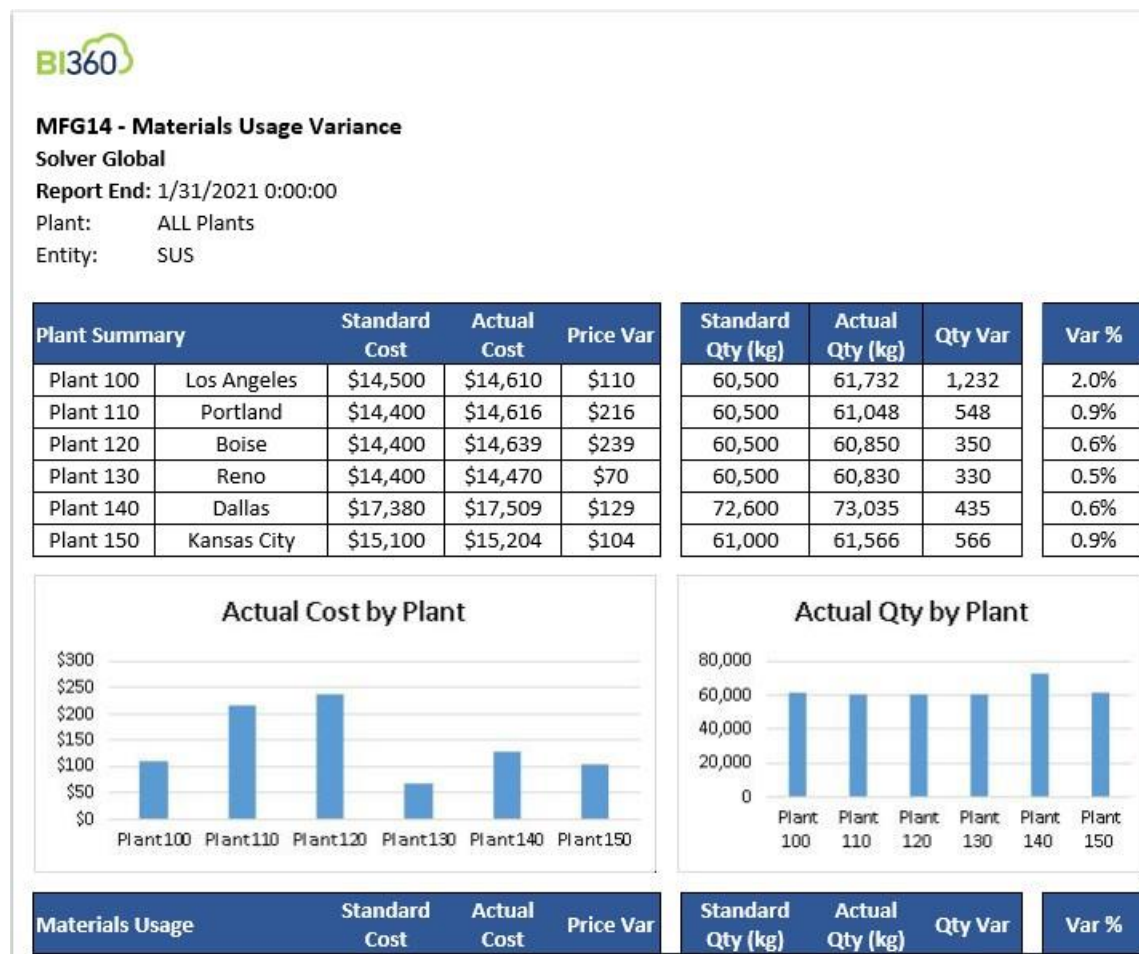
Plant ID	Customer	Work Order ID	Item (Product)	SKU	Release Date	Qty Open	Qty Recvd	Status	Sequence	Hold	Comments	Inv Status	Capacity Status
100	CENTR0001	405920	Berry Blast	102	1/1/2021	100		C	1		WIP	OK	OK
100	CENTR0001	405921	Berry Blast	102	1/1/2021	1		C	2		WIP	OK	OK
100	CENTR0001	405922	Berry Blast	102	1/1/2021	1		C	3		WIP	OK	OK
100	CENTR0001	405923	Berry Blast	102	1/1/2021	1		O	4		WIP	OK	OK
100	CENTR0001	405924	Berry Blast	102	1/1/2021	10		R	5		WIP	OK	OK
100	CENTR0001	405925	Berry Blast	102	1/1/2021	1		R	6		WIP	OK	OK
100	CENTR0001	405926	Bomb Banana	126	1/1/2021	1		C	7		WIP	OK	OK
100	CENTR0001	405927	Bomb Banana	126	1/1/2021	1		C	8		Past Released	SHORT	SHORT
100	CENTR0001	405928	Bomb Banana	126	1/1/2021	1		O	9		Past Released	SHORT	OK
100	CENTR0001	405929	Strawberry Dreams	194	1/1/2021	1		C	10		Past Released	OK	OK
100	CENTR0001	405940	Berry Blast	102	1/1/2021	25		C	21			OK	OK
100	CENTR0001	405941	Berry Blast	102	1/1/2021	1		C	22			OK	OK
100	CENTR0001	405942	Berry Blast	102	1/1/2021	10		C	23			OK	OK
100	CENTR0001	405943	Berry Blast	102	1/1/2021	1		C	24			OK	OK
100	CENTR0001	405944	Berry Blast	102	1/1/2021	1		C	25		WIP	OK	OK
100	CENTR0001	405945	Berry Blast	102	1/1/2021	1		C	26		WIP	OK	OK
100	CENTR0001	405946	Bomb Banana	126	1/1/2021	1		C	27		WIP	OK	OK



## MFG14 – Materials Usage Variance

This report shows the differential between Standard and Actual Cost, as well as Standard Qty and Actual Qty per material used.

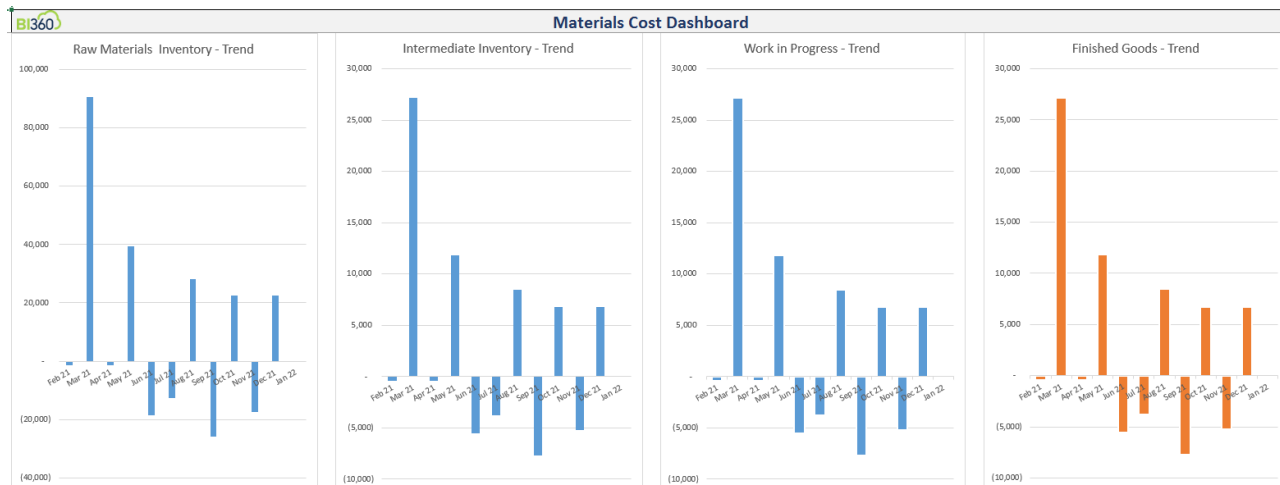
- Charts display Actual Cost by Plant and Actual Qty by Plant
- Plant Summary (Top Level)
- Materials/Product Specific detail by Plant (Materials Detail by Product Type)



## MFG15 – Materials Cost Dashboard

The following dashboard features are enabled:

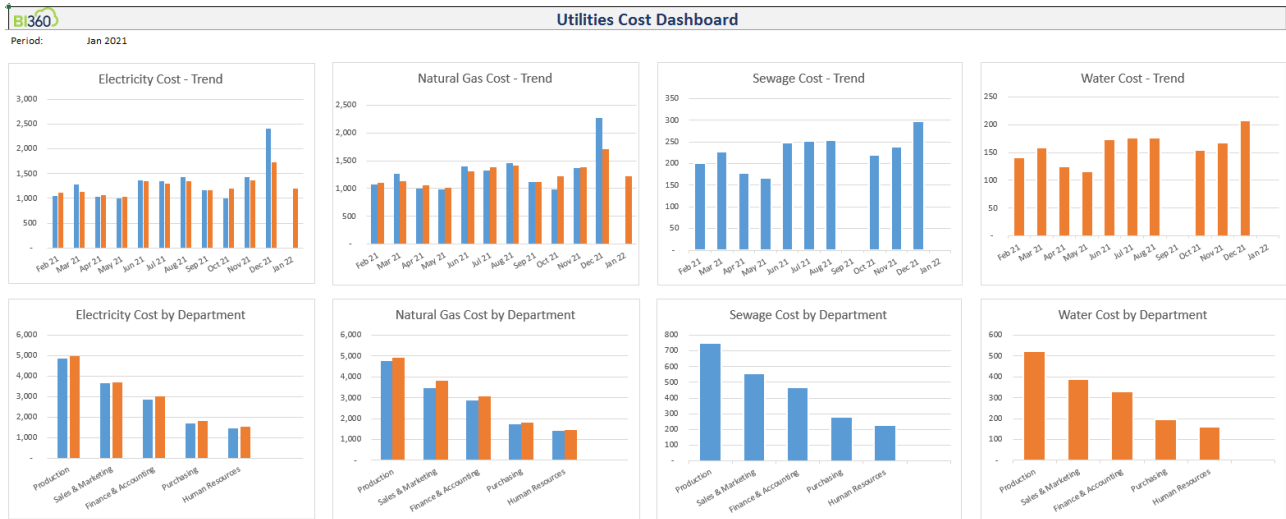
- Key Manufacturing GL Accounts, 12 Month View
  - Raw Materials
  - Intermediate Inventory
  - Work in Progress (WIP)
  - Finished Goods
- Period Selection, Drill to Department to view Department-level data



# MFG16 – Utilities Cost Dashboard


The following dashboard features are enabled:

- Key Manufacturing GL Accounts, 12 Month View
  - Electricity Cost
  - Natural Gas Cost
  - Sewage Cost
  - Water Cost
- Period Selection, Drill to Department to view Department-level data (Interactive Charts)



## MFG17 – Yield Variance

This report shows Product Yield figures by Plant ID. Yield Variance shows Standard Production Yield vs Actual Production Yield Outcome.



**MFG17 - Yield Variance**  
**Solver Global**  
 Report End: 9/30/2021  
 Plant ID: 100  
 Entity: SUS

Demo Note: Hide Column

**Actual vs Expected**

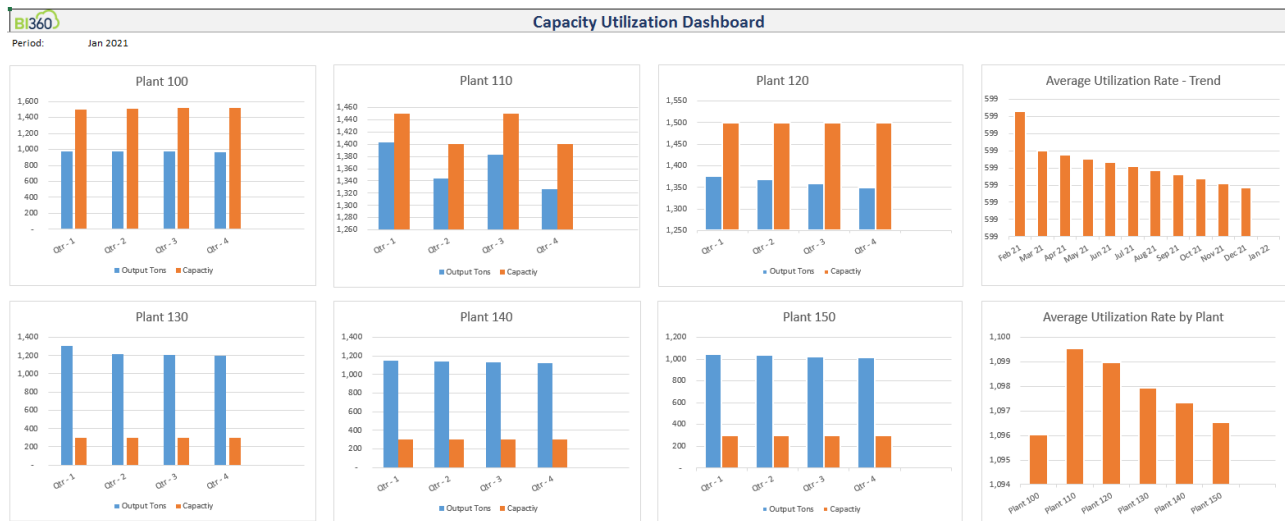
Plant 100		Act Price	Act Qty	Standard Qty	Prod Weight	Actuals Yield (kg)	Standard Yield (kg)	Yield Var (kg)	Cost per Kg	Yield Loss
194	Strawberry Dreams	2,980	12,100	12,100	19.8	239,580	239,580	0	\$151	\$0
313	Tutti Frutti	3,080	12,100	12,100	18	217,800	217,800	0	\$171	\$0
603	Fudge Swirl	2,913	12,484	12,100	18	217,800	224,712	6,912	\$162	\$1,118,669
795	Coffee Swirl	2,880	12,100	12,100	18	217,800	217,800	0	\$160	\$0
885	Lemon Swirl	2,780	12,100	12,100	18	217,800	217,800	0	\$154	\$0
Total		14,633	60,884	60,500	92	1,110,780	1,117,692	6,912	\$798	\$1,118,669



# MFG18 – Capacity Utilization Dashboard

The following dashboard features are enabled:

- Capacity Utilization by Plant
- Average Utilization Rate 12 Month Trend
- Period Selection, Drill to Period to view Period-specific data (Interactive Charts)



## MFG19 – Equipment Maintenance

This report shows key maintenance data relative to Manufacturing Equipment.

- Machine/Equipment ID
- Maintenance Interval (Hours)
- Maintenance Type
- Equipment Run-Time (Hours): MTD, YTD, YTD Expanding
- Compare CY vs PY Run-Time



### MFG19 - Equipment Maintenance

Solver Global

Report End: 9/30/2021

Plants: 100

Entity: SUS

Plant 100		Sep-21	Hours YTD	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21
<b>324000098 Large Mold Compressor</b>		CY	1,200	10,800	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
Maintenance	Days Remaining: 92	PY	1,080	9,720	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080
Interval (hrs): 10000	Maintenance Type Standard	Var	120	1,080	120	120	120	120	120	120	120	120
<b>324000099 Mixing Arm A</b>		CY	1,200	10,800	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
Maintenance	Days Remaining: 92	PY	1,080	9,720	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080
Interval (hrs): 8000	Maintenance Type Standard	Var	120	1,080	120	120	120	120	120	120	120	120
<b>324000100 Large Cylinder Output Shaft</b>		CY	1,200	10,800	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
Maintenance	Days Remaining: 254	PY	1,080	9,720	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080
Interval (hrs): 10000	Maintenance Type Standard	Var	120	1,080	120	120	120	120	120	120	120	120
<b>324000101 Mixing Arm B</b>		CY	1,200	10,800	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
Maintenance	Days Remaining: 186	PY	1,080	9,720	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080
Interval (hrs): 9050	Maintenance Type Standard	Var	120	1,080	120	120	120	120	120	120	120	120
<b>324000102 Freezer Coil</b>		CY	1,200	10,800	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
Maintenance	Days Remaining: 254	PY	1,080	9,720	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080

# MFG20 – Production Forecast by Plant

This report is an example of a Web Budgeting Input Form. Users can track and manage Production Cost Scenarios by Plant and Product. The report displays the Monthly spread based on Rate Table Selection. Users can save Monthly Forecasts for Remaining Periods in the Year and compare to Actual Labor Costs incurred.

**BI360**

**MFG20 - Production Forecast by Plant**

**Solver Global**

Report End: 9/30/2021 0:00:00 Demo Note: Select Negative or Positive Rate for Remaining Periods Last Year Amount X Selected Rate(s)

Plant: 100

Entity: SUS

Scenario: ACT

Rate Table		
Rate 1	-3%	3%
Rate 2	-5%	5%
Rate 3	-7%	7%
Select:	-3%	

**ACT vs Forecasted by Plant**

Summary				
Plant	Actual	Forecasted	Var	Var %
Plant 100	\$877,600	\$438,800	\$438,800	50.0%
Plant 110		\$0	\$0	0.0%
Plant 120		\$0	\$0	0.0%
Plant 130		\$0	\$0	0.0%
Plant 140		\$0	\$0	0.0%
Plant 150		\$0	\$0	0.0%

Current Fiscal Year			PY x Rate (Copy/Paste)														
Item (Product)			Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Oct-20	Nov-20	Dec-20
Flavor Fuzion	102	Berry Blast	\$5,500	\$5,350	\$5,200	\$5,500	\$6,000	\$5,700	\$4,800	\$4,700	\$4,400	\$4,000	\$5,400	\$0	\$5,335	\$5,238	\$5,432
Flavor Fuzion	126	Bomb Banana	\$4,700	\$4,500	\$4,100	\$3,900	\$4,000	\$4,100	\$4,500	\$5,000	\$4,800	\$5,000	\$5,000	\$5,000	\$4,559	\$4,462	\$4,171
Flavor Fuzion	194	Strawberry Dreams	\$5,500	\$5,600	\$5,700	\$5,500	\$5,400	\$5,700	\$5,800	\$5,900	\$5,800	\$6,000	\$5,500	\$5,300	\$5,578	\$5,335	\$5,141
Original Icecee	313	Tutti Frutti	\$6,100	\$6,000	\$5,800	\$5,900	\$6,000	\$6,200	\$6,500	\$6,800	\$6,900	\$6,500	\$6,100	\$6,000	\$6,305	\$5,917	\$5,820
Fruit & Cream Bars	480	Orange Cream	\$5,300	\$5,600	\$5,700	\$5,500	\$5,400	\$5,700	\$5,800	\$5,900	\$5,800	\$5,750	\$5,500	\$5,300	\$5,578	\$5,335	\$5,141
Ice Cream Bars	603	Fudge Swirl	\$6,200	\$6,300	\$6,400	\$5,000	\$5,500	\$5,200	\$5,400	\$5,600	\$5,800	\$5,900	\$6,100	\$5,600	\$5,723	\$5,917	\$5,432
Ice Cream Bars	688	Strawberry Swirl	\$6,000	\$6,000	\$5,800	\$5,900	\$6,000	\$6,200	\$6,500	\$6,800	\$6,900	\$6,500	\$6,100	\$6,000	\$6,305	\$5,917	\$5,820
Ice Cream Bars	795	Coffee Swirl	\$5,500	\$5,350	\$5,200	\$5,500	\$6,000	\$5,700	\$4,800	\$4,700	\$4,400	\$5,500	\$5,400	\$5,600	\$5,335	\$5,238	\$5,432
Ice Cream Bars	885	Lemon Swirl	\$4,700	\$4,500	\$4,100	\$3,900	\$4,000	\$4,100	\$4,500	\$5,000	\$4,800	\$4,700	\$4,600	\$4,300	\$4,559	\$4,462	\$4,171
<b>Total:</b>			<b>\$49,500</b>	<b>\$49,200</b>	<b>\$48,000</b>	<b>\$46,600</b>	<b>\$48,300</b>	<b>\$48,600</b>	<b>\$48,600</b>	<b>\$50,400</b>	<b>\$49,600</b>	<b>\$49,850</b>	<b>\$49,700</b>	<b>\$43,100</b>	<b>\$49,276</b>	<b>\$47,821</b>	<b>\$46,560</b>