Q3 2026 at a glance

Measure	Q3 2026
Net revenue	**$5,900,000**
Orders shipped	**14,200**
On-time delivery	**97.6%**
New customers	**48**
Average order	**$415.49**

Revenue by month

Month	Q3 2026
July	$1,840,000
August	$1,930,000
September	$2,130,000

Category	Q3 2025	Q3 2026	Growth
Coffee & Tea	$1,420,000	$1,660,000	**+16.9%**
Oils & Vinegars	$880,000	$950,000	**+8.0%**
Honey & Preserves	$690,000	$830,000	**+20.3%**
Cheese & Dairy	$740,000	$890,000	**+20.3%**
Grains, Bakery & Pantry	$1,440,000	$1,570,000	**+9.0%**

Order	Date	Customer	Product	Unit cost	Quantity	Total	Delivery instructior	Status
SO-48120	2 Jul 2026	Quayside Deli & Cafe	Harbor Blend whole bean coffee	$18.40	6	**$160.08**	Deliver to the rear dc	Delivered
SO-48121	4 Jul 2026	Pier 9 Kitchen	Apple cider vinegar	$4.30	15	**$93.60**	Call 30 minutes ahe	Delivered
SO-48122	5 Jul 2026	Tidewater Bistro	Maple pecan granola	$6.30	28	**$255.92**	Chilled items straigh	Delivered
SO-48123	7 Jul 2026	Greenway Co-op	Mulling spice blend	$4.10	22	**$130.68**	Leave with the cafe i	Delivered
SO-48124	9 Jul 2026	Harbour Street Grocers	Sea salt crackers	$2.85	30	**$123.90**	Split delivery: dry go	Delivered
SO-48125	11 Jul 2026	Lantern Bakery	Tomato passata	$2.40	24	**$83.52**	Deliver to the rear dc	Delivered
SO-48126	14 Jul 2026	Old Mill Pantry	Lighthouse Espresso beans	$21.75	5	**$157.70**	Call 30 minutes ahe	Delivered
SO-48127	16 Jul 2026	Anchor & Oak	Chestnut honey	$7.80	24	**$271.44**	Chilled items straigh	Delivered
SO-48128	18 Jul 2026	The Salt Loft	Heritage spelt flour	$3.85	28	**$156.24**	Leave with the cafe i	Delivered
SO-48129	19 Jul 2026	Northgate Foods	Saffron threads	$6.80	18	**$177.48**	Split delivery: dry go	Delivered
SO-48130	21 Jul 2026	Seaview Hotel	Oat and honey biscuits	$3.20	13	**$60.32**	Deliver to the rear dc	Delivered
SO-48131	24 Jul 2026	Foghorn Coffee House	Butter beans	$1.60	25	**$58.00**	Call 30 minutes ahe	Delivered
SO-48132	25 Jul 2026	Millbrook Market	Autumn Harvest spiced roast	$11.20	33	**$535.92**	Chilled items straigh	Delivered
SO-48133	28 Jul 2026	Bramble & Rye	Cranberry relish	$4.95	24	**$172.32**	Leave with the cafe i	Delivered
SO-48134	29 Jul 2026	Copper Kettle Cafe	Autumn Harvest muesli	$5.90	8	**$68.48**	Split delivery: dry go	Delivered
SO-48135	1 Aug 2026	Quayside Deli & Cafe	Smoked gouda	$15.20	33	**$727.32**	Deliver to the rear dc	Delivered
SO-48136	2 Aug 2026	Pier 9 Kitchen	Harbor breakfast tea	$6.40	11	**$102.08**	Call 30 minutes ahe	Delivered
SO-48137	4 Aug 2026	Tidewater Bistro	Autumn Harvest squash soup	$3.70	10	**$53.60**	Chilled items straigh	Delivered
SO-48140	10 Aug 2026	Lantern Bakery	Pink peppercorns	$5.25	16	**$121.76**	Deliver to the rear dc	Delivered
SO-48141	13 Aug 2026	Old Mill Pantry	Cultured butter	$3.90	22	**$124.52**	Call 30 minutes ahe	Delivered
SO-48142	15 Aug 2026	Anchor & Oak	Smoked lapsang tea	$7.10	6	**$61.80**	Chilled items straigh	Delivered
SO-48143	16 Aug 2026	The Salt Loft	Dockside Decaf whole bean coffee	$19.10	29	**$803.30**	Leave with the cafe i	Delivered
SO-48144	19 Aug 2026	Northgate Foods	Aged balsamic vinegar	$14.60	24	**$508.08**	Split delivery: dry go	Delivered
SO-48145	20 Aug 2026	Seaview Hotel	Stone-ground oats	$3.10	28	**$126.00**	Deliver to the rear dc	Delivered
SO-48146	22 Aug 2026	Foghorn Coffee House	Smoked paprika	$3.60	17	**$88.74**	Call 30 minutes ahe	Delivered
SO-48147	25 Aug 2026	Millbrook Market	Rosemary flatbread	$2.95	21	**$89.88**	Chilled items straigh	Delivered
SO-48148	26 Aug 2026	Bramble & Rye	Roasted red peppers	$3.15	8	**$36.56**	Leave with the cafe i	Delivered
SO-48149	29 Aug 2026	Copper Kettle Cafe	Cold brew concentrate	$9.60	30	**$417.60**	Split delivery: dry go	Delivered
SO-48150	30 Aug 2026	Quayside Deli & Cafe	Wildflower honey	$8.20	23	**$273.47**	Deliver to the rear dc	Delivered
SO-48151	1 Sep 2026	Pier 9 Kitchen	Wild rice blend	$4.40	30	**$191.40**	Call 30 minutes ahe	Delivered
SO-48152	4 Sep 2026	Tidewater Bistro	Aged harbour cheddar	$16.50	15	**$358.80**	Chilled items straigh	Delivered
SO-48153	6 Sep 2026	Greenway Co-op	Autumn Harvest fruit loaf	$4.75	5	**$34.45**	Leave with the cafe i	Delivered
SO-48154	7 Sep 2026	Harbour Street Grocers	Chickpeas	$1.45	27	**$56.70**	Split delivery: dry go	Delivered
SO-48155	10 Sep 2026	Lantern Bakery	Cold-pressed olive oil	$12.90	33	**$617.10**	Deliver to the rear dc	Packing
SO-48156	11 Sep 2026	Old Mill Pantry	Fig and walnut preserve	$5.40	4	**$31.32**	Call 30 minutes ahe	Packing
SO-48157	14 Sep 2026	Anchor & Oak	Smoked sea salt	$3.95	25	**$143.25**	Chilled items straigh	Packing
SO-48158	16 Sep 2026	The Salt Loft	Goat cheese log	$4.70	20	**$136.40**	Leave with the cafe i	Packing
SO-48159	17 Sep 2026	Northgate Foods	Chamomile and apple tea	$4.20	30	**$182.70**	Split delivery: dry go	Packing

Customer	City	Segment	Customer since	Account manager
Quayside Deli & Cafe	Port Ellery	Cafe	2012	Mateo Silva
Harbour Street Grocers	Port Ellery	Grocer	2017	Jonas Weber
The Salt Loft	Millbrook	Restaurant	2022	Mateo Silva
Millbrook Market	Millbrook	Grocer	2013	Jonas Weber
Pier 9 Kitchen	Port Ellery	Restaurant	2018	Mateo Silva
Lantern Bakery	Westhaven	Bakery	2023	Jonas Weber
Northgate Foods	Northgate	Grocer	2014	Mateo Silva
Bramble & Rye	Westhaven	Cafe	2019	Jonas Weber
Tidewater Bistro	Port Ellery	Restaurant	2024	Mateo Silva
Old Mill Pantry	Millbrook	Grocer	2015	Jonas Weber
Seaview Hotel	Seaview	Hotel	2020	Mateo Silva
Copper Kettle Cafe	Northgate	Cafe	2025	Jonas Weber
Greenway Co-op	Westhaven	Co-op	2016	Mateo Silva
Anchor & Oak	Port Ellery	Restaurant	2021	Jonas Weber
Foghorn Coffee House	Seaview	Cafe	2012	Mateo Silva

Internal - margins by category, Q3 2026

Category	Revenue	Cost of goods	Gross margin
Coffee & Tea	$1,660,000	$1,078,000	**35.1%**
Oils & Vinegars	$950,000	$655,500	**31.0%**
Honey & Preserves	$830,000	$539,500	**35.0%**
Cheese & Dairy	$890,000	$614,100	**31.0%**
Grains, Bakery & Pantry	$1,570,000	$1,067,600	**32.0%**