## 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 ahea | 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 ahea | 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 ahea | 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 ahea | 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 ahea | 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 ahea | 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 ahea | 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 ahea | 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 |