

SG&A REPORTING OVERVIEW

Date

All

Cost Center

All

Division Name

All

Account Category

All

Overview

Monthly

Quarterly

Rolling 12 Months

Sales

(\$36.22M)

General & Admin

(\$52.14M)

Shipping

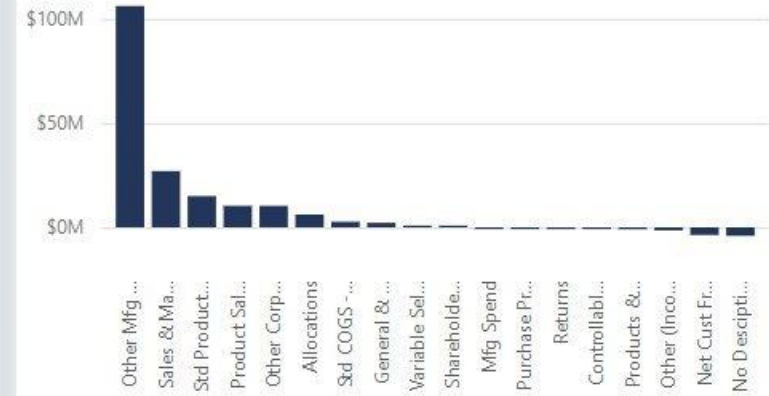
(\$81.35M)

Actual vs Budget

● Actual ● Budget ● Variance



Actual by Product



Category	MTD Actual	MTD Budget	MTD Variance	QTD Actual	QTD Budget	QTD Variance	YTD Actual	YTD Budget	YTD Variance
General & Admin	\$4,011,204.37	(\$856,944.68)	\$4,868,149.05	\$20,715,227.36	(\$5,584,035.46)	\$26,299,262.82	\$52,138,400.20	(\$12,553,967.23)	\$64,692,36
Sales	\$3,331,306.44	(\$994,711.11)	\$4,326,017.55	\$15,619,153.26	(\$6,093,862.49)	\$21,713,015.75	\$36,221,286.72	(\$13,849,667.50)	\$50,070,95
Shipping	\$15,643,045.76	\$6,175.89	\$15,636,869.87	\$53,002,902.71	\$33,878.40	\$52,969,024.31	\$81,352,518.83	\$63,723.74	\$81,288,79
Total	\$22,985,556.57	(\$1,845,479.90)	\$24,831,036.47	\$89,337,283.33	(\$11,644,019.55)	\$100,981,302.88	\$169,712,205.75	(\$26,339,911.00)	\$196,052,111

SG&A BY COST CENTER REPORTING OVERVIEW

Date

All

Cost Center

All

Division Name

All

Account Category

All

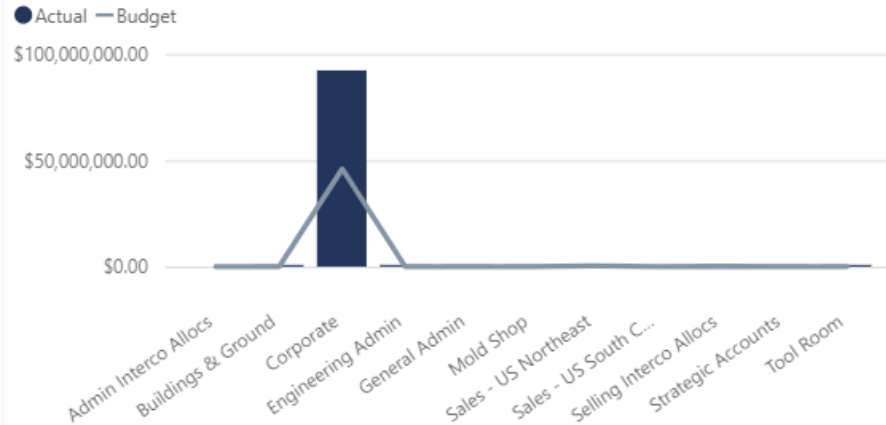
Overview

Monthly

Quarterly

Rolling 12 Months

Top 10 Performing Cost Centers



Actual vs Budget



Cost Center	MTD Actual	MTD Budget	MTD Variance	QTD Actual	QTD Budget	QTD Variance	YTD Actual	YTD Budget	YTD Variance
Accounting	(\$140,628.61)	(\$60,757.02)	(\$79,871.59)	(\$502,561.88)	(\$396,520.60)	(\$106,041.28)	(\$862,835.58)	(\$885,782.63)	(\$22,947.05)
Admin Interco Allocs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
AIRPLANE	(\$89,224.64)	(\$29,814.19)	(\$59,410.45)	(\$396,074.08)	(\$181,994.89)	(\$214,079.19)	(\$535,524.43)	(\$399,415.01)	(\$136,109.42)
Assembly	(\$341,454.84)	(\$145,790.46)	(\$195,664.38)	(\$1,515,045.63)	(\$927,142.72)	(\$587,902.91)	(\$1,864,886.00)	(\$2,161,882.31)	(\$296,996.31)
Aviation	(\$326,144.10)	(\$47,000.24)	(\$279,143.86)	(\$767,905.71)	(\$305,501.59)	(\$462,404.13)	(\$1,081,945.25)	(\$693,253.92)	(\$388,691.33)
Bradley West	\$39,621.41	(\$9,219.89)	\$48,841.30	(\$105,654.74)	(\$59,929.30)	(\$45,725.45)	(\$343,314.33)	(\$208,351.39)	(\$134,962.94)
Buildings & Ground	\$74,186.75	\$0.00	\$74,186.75	\$401,875.01	(\$0.01)	\$401,875.02	\$31,784.70	(\$0.04)	\$31,784.74
Commercial Bdm	\$0.00	(\$9,566.18)	\$9,566.18	(\$52,614.00)	(\$62,180.18)	\$9,566.18	(\$131,535.00)	(\$141,101.18)	\$9,566.18
COMMERCIAL ENGINEERING	(\$148,946.27)	(\$62,070.60)	(\$86,875.67)	(\$432,969.72)	(\$403,397.56)	(\$29,572.16)	(\$809,771.31)	(\$856,438.00)	(\$46,666.69)
Corporate	\$6,839,279.77	\$3,530,590.48	\$3,308,689.29	\$38,496,437.95	\$21,072,449.19	\$17,423,988.76	\$92,299,696.34	\$45,953,813.18	\$46,345,883.16
DIV 10 & SAG	(\$4,225.98)	(\$13,568.09)	\$9,342.11	(\$59,125.57)	(\$88,192.61)	\$29,067.04	(\$141,620.56)	(\$200,129.39)	\$58,508.83
EFX	(\$183,253.16)	(\$72,469.52)	(\$110,783.64)	(\$808,542.66)	(\$453,838.17)	(\$354,704.49)	(\$1,045,136.08)	(\$1,028,420.15)	(\$16,715.93)
Total	\$1,522,624.24	\$724,345.21	\$798,279.03	\$20,246,980.11	\$3,120,973.04	\$17,126,007.07	\$52,338,769.73	\$4,419,549.33	\$47,919,220.40

Date

All

Business Unit

All

Business Line

All

Product Category

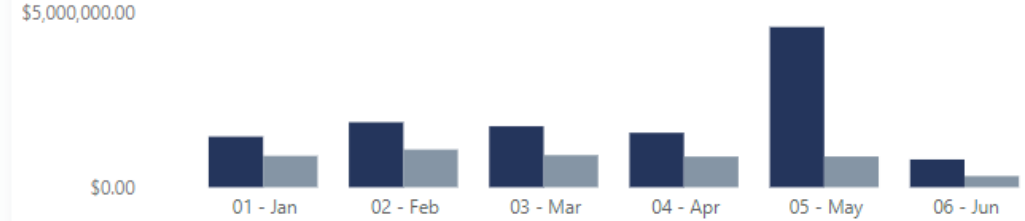
All

PRODUCT LINE PROFIT AND LOSS

Gross Profit On Standard Cost	\$36.59M	303.49%
Variiances	(\$1.62M)	13.43%
Freight	(\$59.20M)	490.97%
Other MFG Costs	\$109.32M	906.74%
Gross Margin	\$62.07M	514.83%

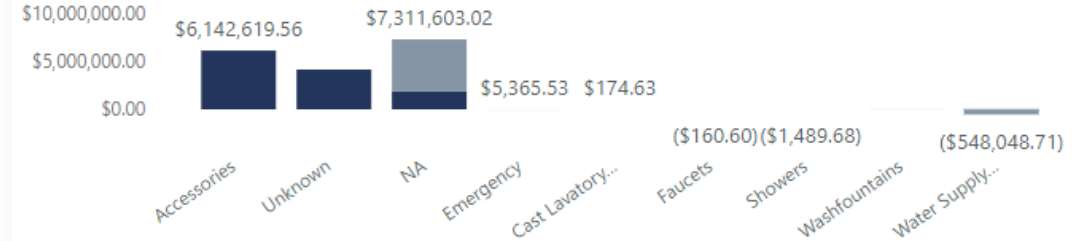
Net Product Sales by Month

● Net Sales ● Net Sales Budget



Net Product Sales by Business Line

● Net Sales ● Net Sales Budget



Net Product Sales by Product Category

● Net Sales ● Net Sales Budget



PRODUCT LINE PROFIT AND LOSS

Date

All

Business Unit

All

Business Line

All

Product Category

All

Customer

All

Vendor

All

P&L Grouping

All

INCOME STATEMENT

PRODUCT	Actual	% of Net Sales	Budget	Budget Variance	Budget Variance %
Allocations	\$6,515,449.18	54.04%	(\$716,796.68)	\$7,232,245.86	-1008.97%
Controllable Mfg Expenses	(\$1,619,403.08)	13.43%	(\$939,150.05)	(\$680,253.03)	72.43%
General & Admin	\$3,580,771.58	29.70%	(\$758,024.01)	\$4,338,795.59	-572.38%
Mfg Spend	(\$344,686.86)	2.86%	(\$516,508.38)	\$171,821.52	-33.27%
Net Cust Freight	(\$59,195,388.51)	490.97%	(\$68,948,964.39)	\$9,753,575.88	-14.15%
No Description	\$1,564,537.89	12.98%	(\$28,713,493.96)	\$30,278,031.85	-105.45%
Other (Income)/Other Expense	(\$4,214,823.44)	34.96%	(\$4,103,495.82)	(\$111,327.62)	2.71%
Other Corporate	\$10,291,798.79	85.36%	\$10,288,942.96	\$2,855.83	0.03%
Other Mfg COGS	\$109,324,099.28	906.74%	\$23,718,808.27	\$85,605,291.01	360.92%
Product Sales	\$13,096,033.34	108.62%	\$5,507,328.36	\$7,588,704.98	137.79%
Products & Engineering	\$8,609,075.49	71.40%	(\$13,711,988.35)	\$22,321,063.84	-162.79%
Purchase Price Variance	(\$113,530.47)	0.94%	(\$62,783.02)	(\$50,747.45)	80.83%
Returns	(\$1,039,226.27)	8.62%	(\$502,252.34)	(\$536,973.93)	106.91%
Sales & Marketing	(\$59,846,827.24)	496.37%	\$93,673,178.63	(\$153,520,005.87)	-163.89%
Shareholder Expenses	\$333,370.80	2.77%	\$146,578.06	\$186,792.74	127.44%
Std COGS - Returns	\$7,456,874.30	61.85%	(\$2,193,685.38)	\$9,650,559.68	-439.92%
Std Product COGS	\$17,077,667.29	141.64%	(\$7,663,614.38)	\$24,741,281.67	-322.84%
Variable Selling	\$862,977.66	7.16%	(\$84,530.19)	\$947,507.85	-1120.91%
Total	\$52,338,769.73	434.10%	\$4,419,549.33	\$47,919,220.40	1084.26%

MANUFACTURING COST CENTER REPORTING

Date

All

Cost Center

All

Labor Cost

(\$286.85K)

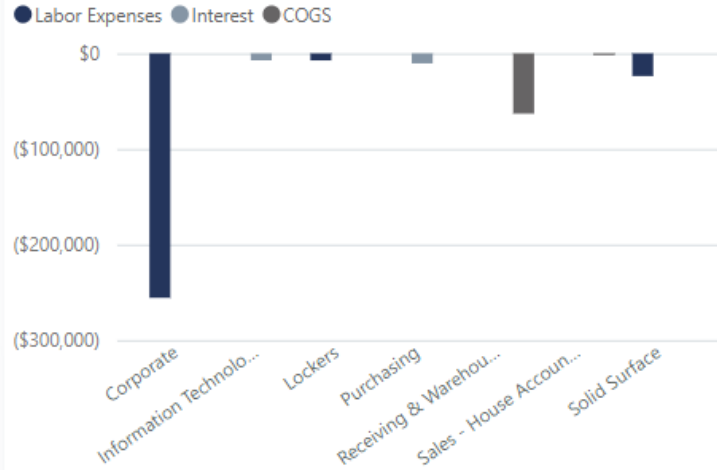
Interest

(\$17.84K)

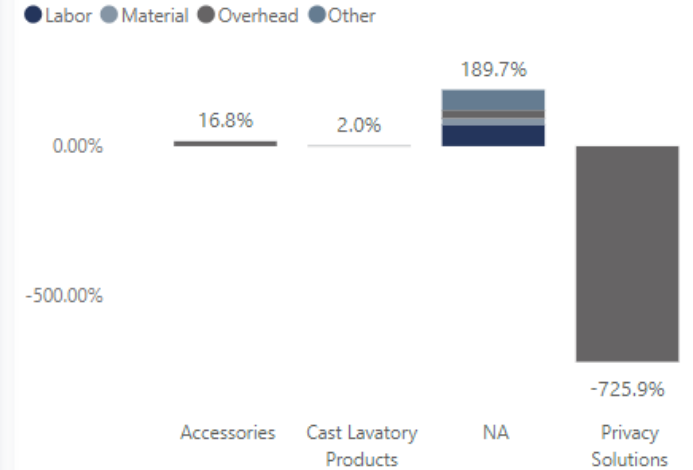
COGS

(\$63.15K)

Expenses by Cost Center



Standard COGS by Business Line



Expense Category	MTD ACTUAL	MTD BUDGET	MTD VARIANCE	QTD BUDGET	QTD VARIANCE	YTD ACTUAL	YTD BUDGET	YTD VARIANCE
⊕ Expense Allocations	\$115,339.73	\$152,563.28	(\$37,223.55)	\$951,212.27	(\$2,219,113.88)	(\$3,022,929.88)	\$2,123,489.14	(\$5,146,41
⊕ Fixed Costs	\$1,230,608.46	\$1,889,729.45	(\$659,120.99)	\$11,161,400.91	(\$2,981,060.22)	\$19,337,741.59	\$24,359,822.18	(\$5,022,08
⊕ Indirect Support Dept Allocations	\$147,069.18	(\$11,458,247.59)	\$11,605,316.77	(\$67,576,910.62)	\$67,557,623.67	\$1,442,701.04	(\$146,955,644.30)	\$148,398,3
⊕ Other Variable Costs	\$5,603,277.84	\$4,997,216.36	\$606,061.48	\$29,447,858.46	(\$7,020,417.24)	\$50,040,873.03	\$64,573,752.77	(\$14,532,87
⊕ Payroll Related Costs	\$643,113.83	\$692,183.52	(\$49,069.69)	\$4,292,777.61	(\$3,993,378.43)	\$452,008.00	\$9,569,621.00	(\$9,117,61
Total	\$7,739,409.04	(\$3,726,554.99)	\$11,465,964.03	(\$21,723,661.37)	\$51,343,653.90	\$68,250,393.78	(\$46,328,959.22)	\$114,579,3

MANUFACTURING COGS REPORTING

Date

All

Cost Center

All

Standard COGS

\$17.08M

Standard COGS Returns

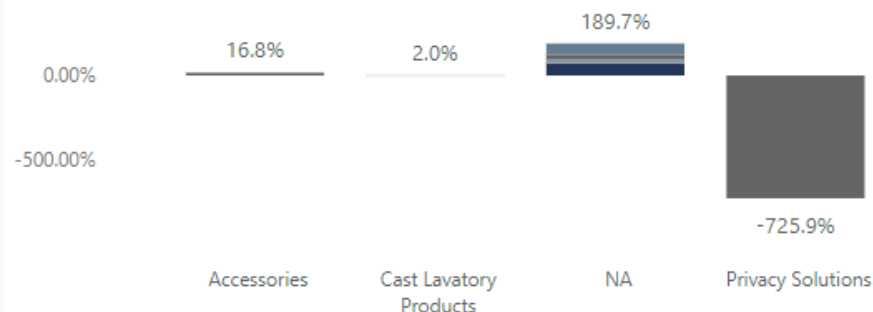
\$7.46M

Total Sales

\$12.06M

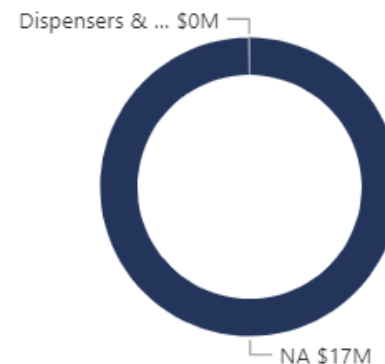
Standard COGS By Business Line

● Labor ● Material ● Overhead ● Other



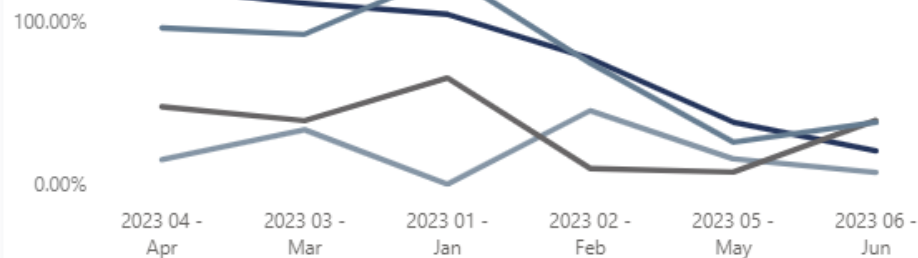
Standard COGS by Products

● NA
● Dispensers & Waste
● Solid Surface WF
● Glass Privacy Solutions
● Solid Surface Fab Lav
● Touchless Faucets



Standard COGS Over Time

— Labor — Material — Overhead — Other



Product Category	Material	Labor	Overhead	Other
Heater01			(\$23,656.48)	
Lock01			(\$1,021.45)	
NA01	(\$23.46)	\$3,947,177.18	\$2,910,425.81	\$9,804,572.18
Other01		\$5,083,398.50	\$239,000.00	\$15,652.97
PatCar01	\$0.00		\$535.31	\$15,807.40
Show01	\$0.00			(\$12,153.52)
SolidS02	\$0.00			
Unknown	(\$2,478,822.03)	(\$629,282.33)	(\$2,109,173.70)	(\$1,921,668.43)
Total	(\$2,478,845.49)	\$8,401,293.35	\$3,253,008.83	\$7,902,210.60

SALES REPORTING OVERVIEW

Date

All

Customer

All

Product Category

All

Business Unit

All

Distribution Channel

All

Overview

Monthly

Quarterly

Rolling 12 Months

Total Product Sales

\$13.10M

Net Product Sales

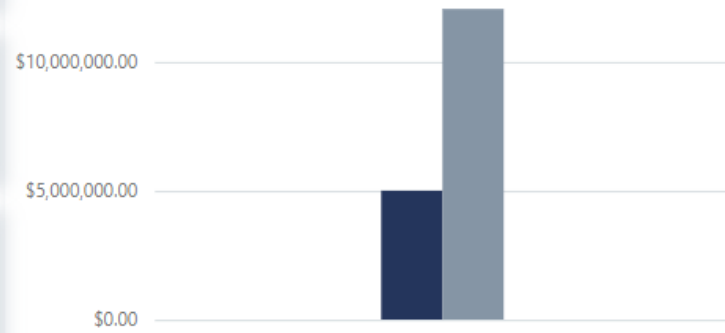
\$12.06M

Discount Product Sales

\$3.01M

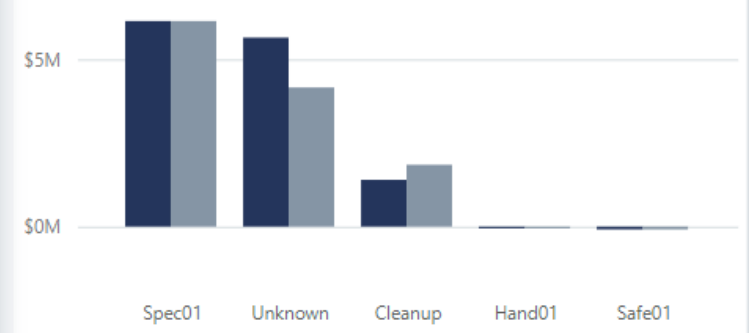
Actual vs Budget

● Net Product Sales Budget ● Net Product Sales



Total Product Sales vs Net Product Sales

● Total Product Sales ● Net Product Sales



Sales by Business Unit, Product Category and Distribution Channel

Business Unit	Total Product Sales	Net Product Sales
Spec01	\$6,142,619.54	\$6,142,619.56
Unknown	\$5,647,740.67	\$4,157,475.99
Cleanup	\$1,396,191.87	\$1,847,230.26
Hand01	(\$5,642.62)	(\$5,642.62)
Safe01	(\$84,876.12)	(\$84,876.12)
Total	\$13,096,033.34	\$12,056,807.07

ORDER OVERVIEW

Date

All

Customer

All

Product Category

All

Business Unit

All

Distribution Channel

All

Sales Rep

All

Overview

Monthly

Quarterly

Rolling 12 Months

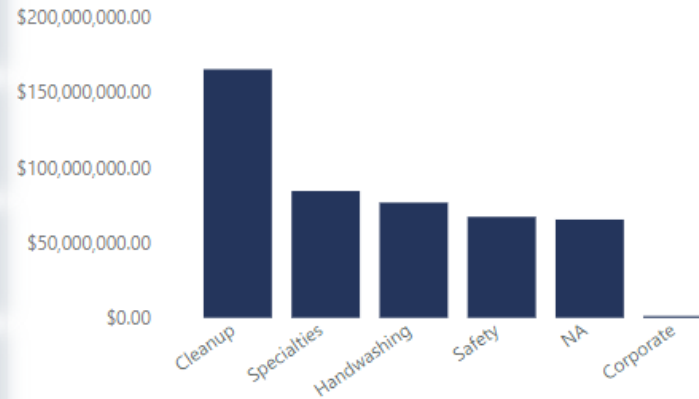
Order Intake Net
\$224.15M

Order Intake
\$88.85M

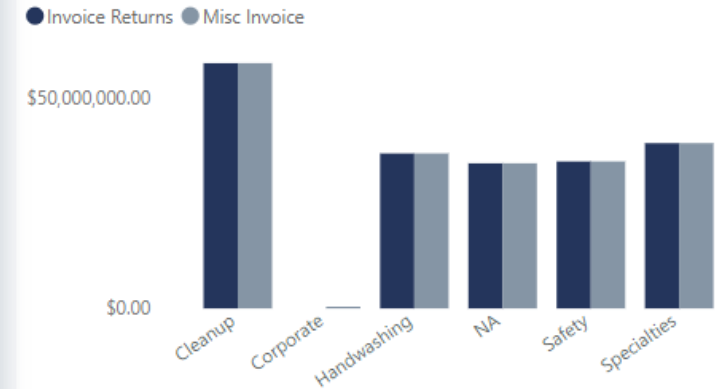
Invoice Returns
\$67.65M

Misc Invoices
\$67.66M

Order Intake



Invoices by Product Group



Business Line	Order Intake Quantity	Order Intake	Order Intake Discount
NA	719075	\$66,533,210.25	125,331,058.58
Accessories	55912	\$9,861,366.61	9,241,092.87
Cast Lavatory Products	17419	\$3,311,400.18	2,318,811.60
Fabricated Lavatory Products	14310	\$2,302,604.10	2,051,340.11
Washfountains	19279	\$2,169,052.97	1,735,175.89
Emergency	7700	\$1,395,785.00	779,702.66
Privacy Solutions	2398	\$937,277.27	993,479.48
Faucets	5363	\$831,521.60	837,637.19
Showers	3223	\$694,636.28	656,342.40
Service Parts	1249	\$294,208.12	255,234.99
Water Supply Solutions	1548	\$281,456.26	131,786.29
Patient Care	1362	\$219,047.84	194,183.30
Total	849043	\$88,851,011.49	144,548,629.68

ORDER BACKLOG OVERVIEW

Date

All

Customer

All

Product Category

All

Business Unit

All

Distribution Channel

All

Sales Rep

All

Overview

Monthly

Quarterly

Rolling 12 Months

Overdue Orders

\$58.00K

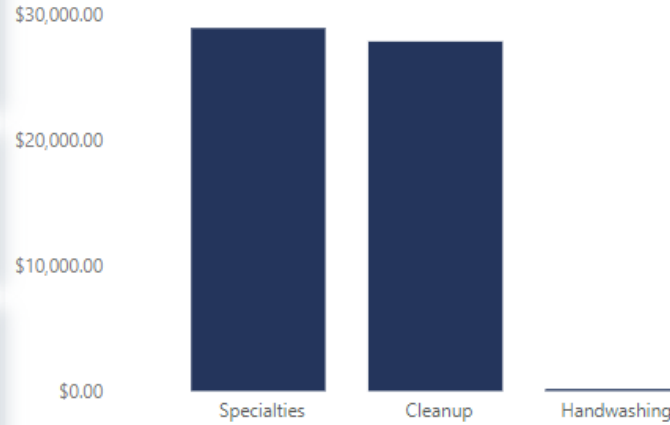
Overdue Count

\$55.43K

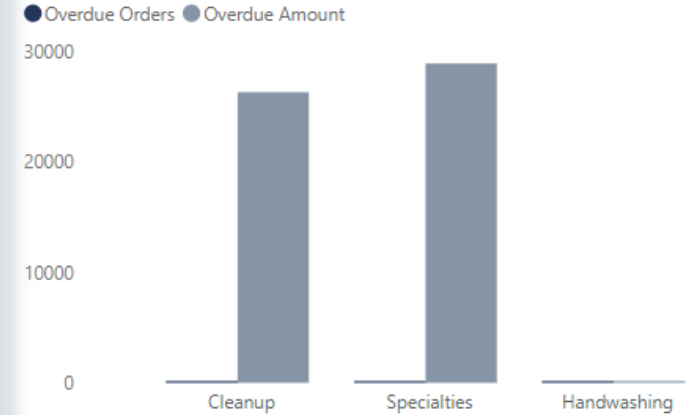
Discount Backlog

\$51.09K

Net Backlog by Product Group



Outstanding Orders by Product Group



Business Line	Quantity	Overdue Amount	Discounts
⊕ Accessories	7	\$28,938.39	\$31,125.02
⊕ NA	72	\$26,329.57	\$19,814.45
⊕ Fabricated Lavatory Products	4	\$159.12	\$152.88
Total	83	\$55,427.08	\$51,092.35