

Daily Snapshot

Date

All

Customer

All

Plant

All

Sales Rep

All

Shipments

1M

Total Shipments

122.77K

Shipment Run Rate

135.05K

Target Shipment Run Rate

Revenue

\$13.34M

Total Revenue

\$1.5M

Revenue Run Rate

\$1.6M

Target Revenue Run Rate

Gross Profit

(\$34.91M)

Total Gross Profit

(\$31.60)

Avg Gross Profit Per Ship...

-261.66%

Total Gross Profit %

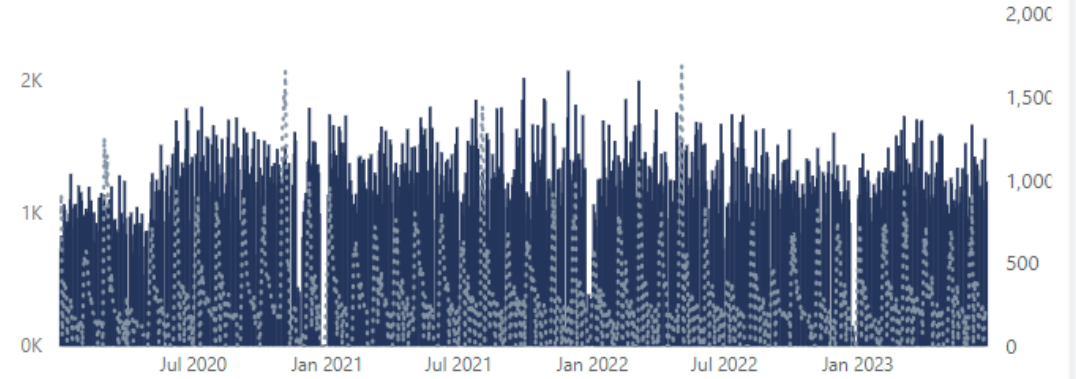
PERFORMANCE BY:

Shipment

Revenue

Gross Profit

Total Shipments — Target Shipment Run Rate



PERFORMANCE BY:

Customer

Plant

Business Unit

Sales Rep

Customer	Total Sales	Total Shipments	Avg Gross Profit Per Shipment	Shipment Run Rate	Target Shipment Run Rate	Revenue Run Rate	Target Revenue Run Rate
Customer 7788	\$659,612.29	1,731	\$365.03	192.33	211.57	\$73,290.2544	\$80,619.2798
Customer 8322	\$639,735.85		\$0.00			\$71,081.7611	\$78,189.9372
Customer 7143	\$632,669.21	1,755	\$422.09	195.00	214.50	\$70,296.5789	\$77,326.2368
Customer 9467	\$627,978.39		\$0.00			\$69,775.3767	\$76,752.9144
Customer 2060	\$602,338.41	4,116	\$175.54	457.33	503.07	\$66,926.49	\$73,619.139
Customer 690	\$555,025.18	10,647	\$31.20	1,183.00	1,301.30	\$61,669.4644	\$67,836.4108
Customer 927	\$519,154.84	8,662	\$76.69	962.44	1,058.69	\$57,683.8711	\$63,452.2582
Customer 2907	\$505,588.34		\$0.00			\$56,176.4822	\$61,794.1304
Customer 8346	\$461,719.67	2,253	(\$66.78)	250.33	275.37	\$51,302.1856	\$56,432.4042
Customer 4069	\$399,638.40		\$0.00			\$44,404.2667	\$48,844.6934
Customer 11601	\$391,646.00	45	\$8,703.12	5.00	5.50	\$43,516.2222	\$47,867.8444
Customer 99	\$387,863.00	6,164	\$62.91	684.89	753.38	\$43,095.8889	\$47,405.4778
Customer 1300	\$387,863.00	267	\$1,452.35	29.67	32.63	\$43,095.8889	\$47,405.4778
Customer 10279	\$387,863.00	6	\$64,642.55	0.67	0.73	\$43,095.8889	\$47,405.4778
Total	\$4,394,033.99	1,104,969	(\$53.71)	122,774.33	135,051.77	\$488,225.9989	\$537,048.5988

Sales Reps

Metric:

Total Revenue

Existing Revenue

New Revenue

Gross Profit

\$13.34M

Total Revenue

\$13.34M

Total Existing Revenue

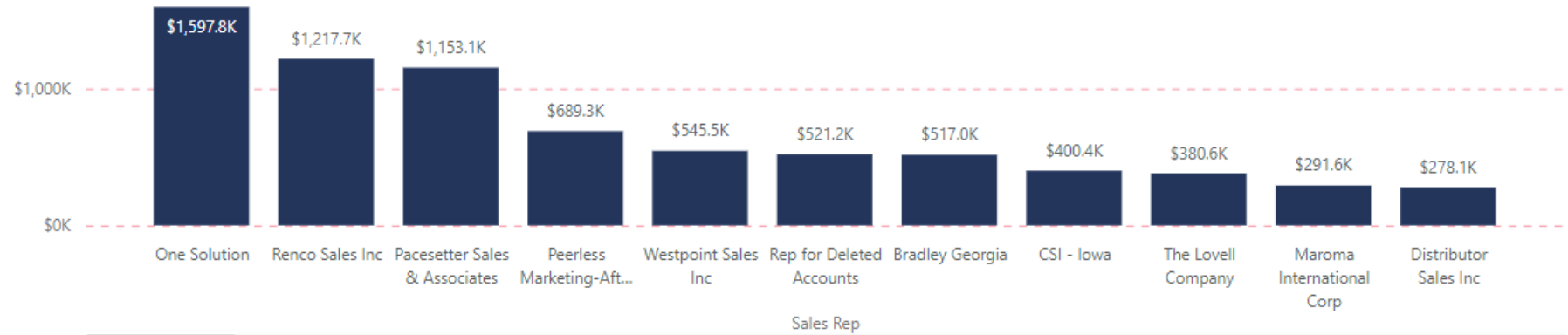
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Total New Revenue

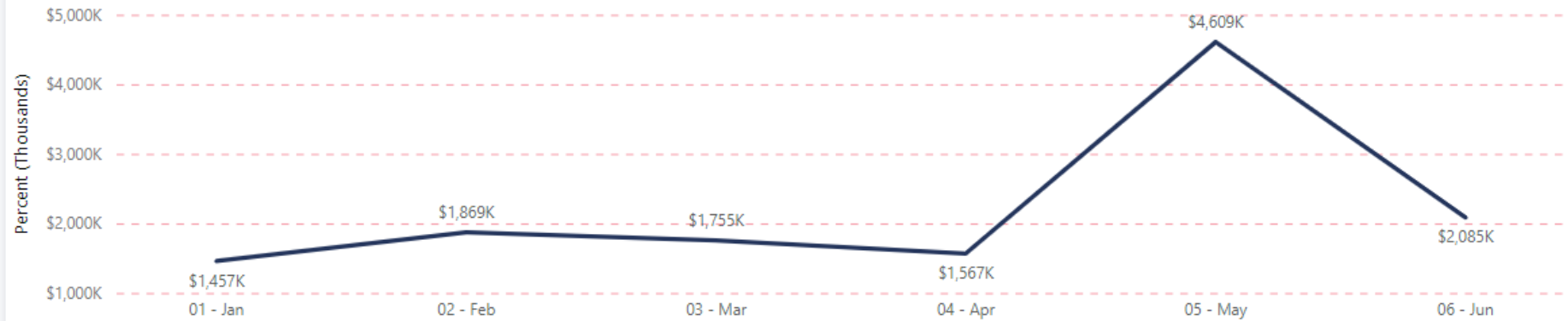
(\$31.60)

Avg Gross Profit Per Shipment

Top Sales Reps



Monthly Performance



Date

All

Customer

All

Plant

All

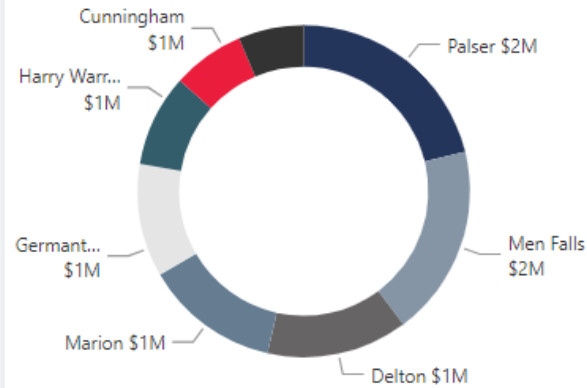
Sales Rep

All

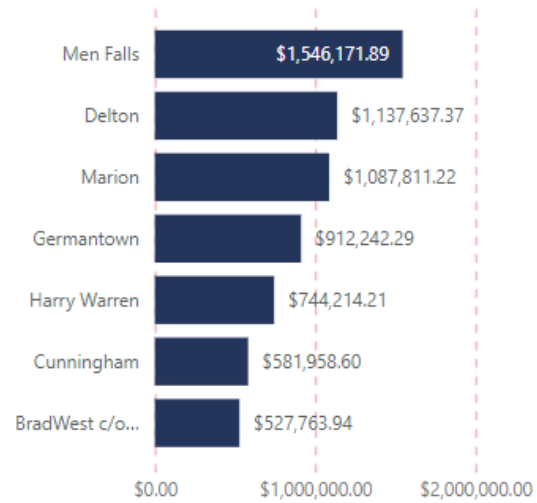
Plant

Total Shipments

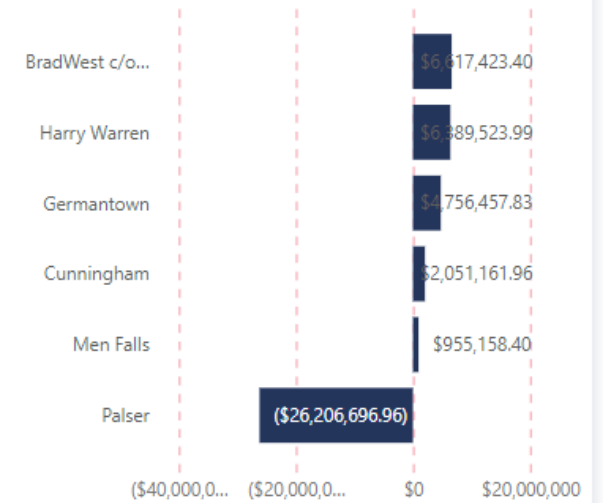
● Palser ● Men Falls ● Delton ● Marion ● Germantown



Total Revenue



Avg Gross Profit



Production Goals

Plant	Total Sales	Total Shipments	Avg Gross Profit Per Shipment	Shipment Run Rate	Target Shipment Run Rate	Revenue Run Rate
Palser	\$1,752,828.23		\$0.00			\$194,758.6922
Men Falls	\$1,546,171.89	311,900	\$3.06	34,655.56	38,121.11	\$171,796.8767
Delton	\$1,137,637.37		\$0.00			\$126,404.1522
Marion	\$1,087,811.22		\$0.00			\$120,867.9133
Germantown	\$912,242.29		\$0.00			\$101,360.2544
Harry Warren	\$744,214.21	1,571	\$4,067.17	174.56	192.01	\$82,690.4678
Cunningham	\$581,958.60	368,753	\$5.56	40,972.56	45,069.81	\$64,662.0667
BradWest c/o Renco Sales Inc	\$527,763.94	4,267	\$1,550.84	474.11	521.52	\$58,640.4378
Total	\$8,290,627.75	686,491	(\$20.81)	76,276.78	83,904.46	\$921,180.8611

Date

All

Customer

All

Plant

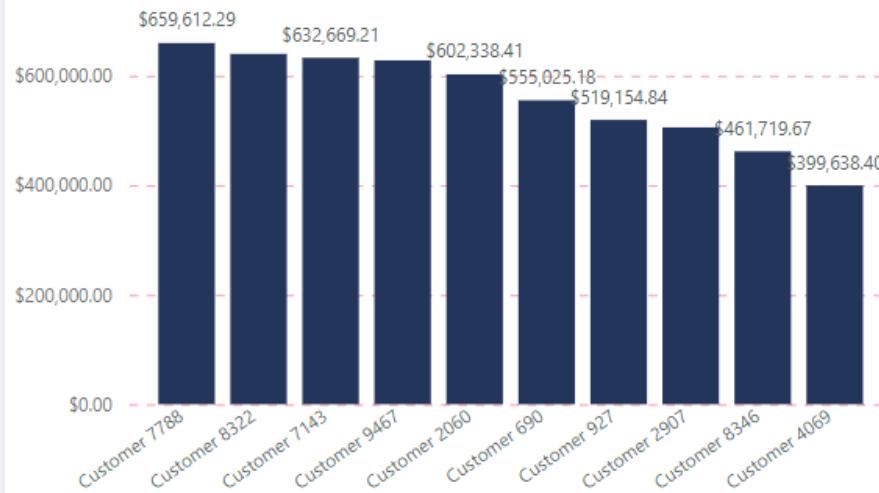
All

Sales Rep

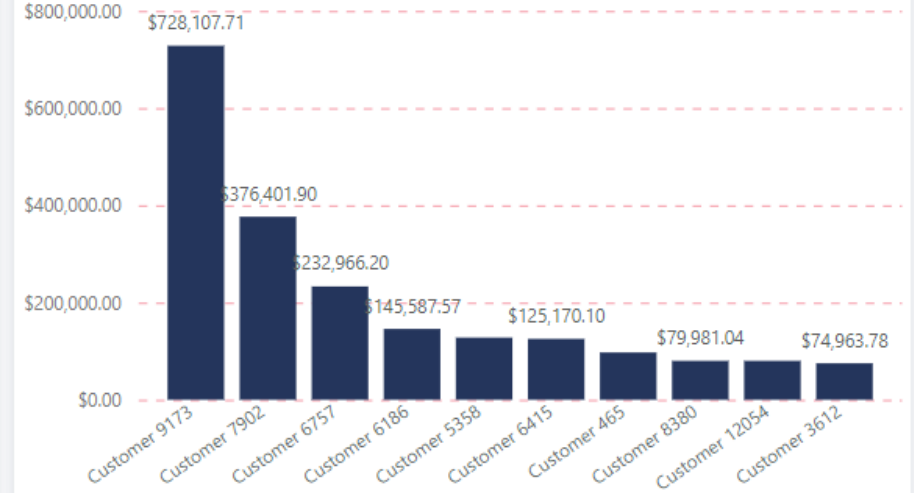
All

Customers

Top Customers by Total Revenue



Top Customers by Avg Gross Profit



Customer Details

Customer	Sales Rep	Total Sales	Total Shipments	Avg Gross Profit Per Shipment	Shipment Run Rate	Target Shipment Run Rate	Revenue
Customer 7788	Renco Sales Inc	\$659,612.29		\$0.00			\$7:
Customer 8322	Westpoint Sales Inc	\$639,735.85		\$0.00			\$7:
Customer 7143	One Solution	\$632,669.21	485	\$1,303.67	53.89	59.28	\$70:
Customer 9467	Pacesetter Sales & Associates	\$627,978.39		\$0.00			\$69:
Customer 2060	Renco Sales Inc	\$603,255.23		\$0.00			\$67:
Customer 927	Peerless Marketing-Aftermarket	\$525,030.54	36	\$14,585.94	4.00	4.40	\$59:
Customer 2907	Maroma International Corp	\$505,588.34		\$0.00			\$50:
Customer 8346	One Solution	\$483,437.88	471	\$1,089.22	52.33	57.57	\$:
Customer 4069	CSI - Iowa	\$399,638.40		\$0.00			\$44:
Customer 11601	The Lovell Company	\$391,646.00	45	\$8,703.12	5.00	5.50	\$44:
Customer 7370	Bradley Georgia	\$387,863.00	85	\$4,562.96	9.44	10.39	\$44:
Customer 99	One Solution	\$387,863.00	6,164	\$62.91	684.89	753.38	\$44:
Customer 10279	One Solution	\$387,863.00	6	\$64,642.55	0.67	0.73	\$44:
Customer 12054	Peerless Marketing-Aftermarket	\$387,863.00	262	\$1,477.18	20.22	22.14	\$44:
Total		\$4,394,033.99	1,104,969	(\$53.71)	122,774.33	135,051.77	\$488

Business Unit

Date

All

Customer

All

Plant

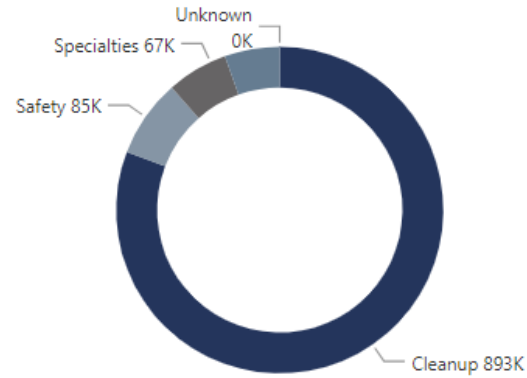
All

Sales Rep

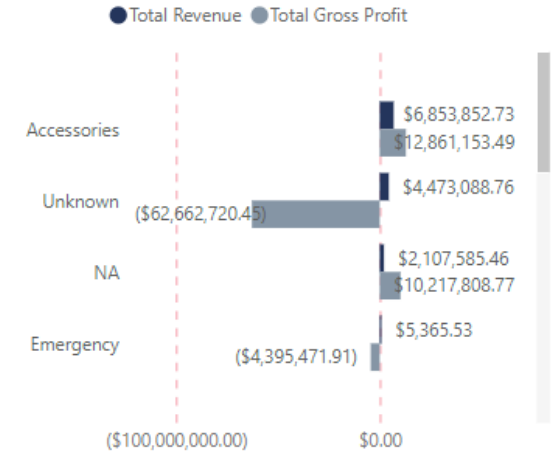
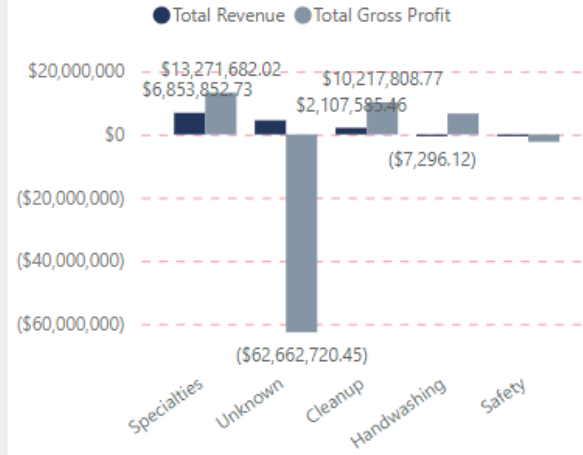
All

Total Shipments

● Cleanup ● Safety ● Specialties ● Handwashing ● Unknown



Company Score Profitability



Production Goals

Description	Total Sales	Total Shipments	Avg Gross Profit Per Shipment	Shipment Run Rate	Target Shipment Run Rate	Revenue Run Ra
Specialties	\$6,853,852.73	66,677	\$199.04	7,408.56	8,149.41	\$761.53
Unknown	\$4,473,088.76	16	(\$3,916,420.03)	1.78	1.96	\$497.00
Cleanup	\$2,107,585.46	892,876	\$11.44	99,208.44	109,129.29	\$234.17
Handwashing	(\$7,296.12)	60,114	\$110.26	6,679.33	7,347.27	(\$810.67999999)
Safety	(\$84,876.12)	85,286	(\$27.75)	9,476.22	10,423.84	(\$9.4)
Total	\$13,342,354.71	1,104,969	(\$31.60)	122,774.33	135,051.77	\$1,482.48:

Products

Date

All

Customer

All

Plant

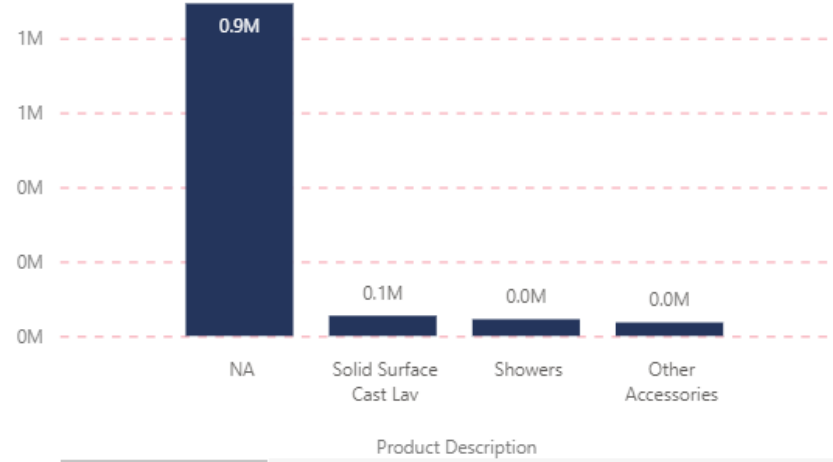
All

Sales Rep

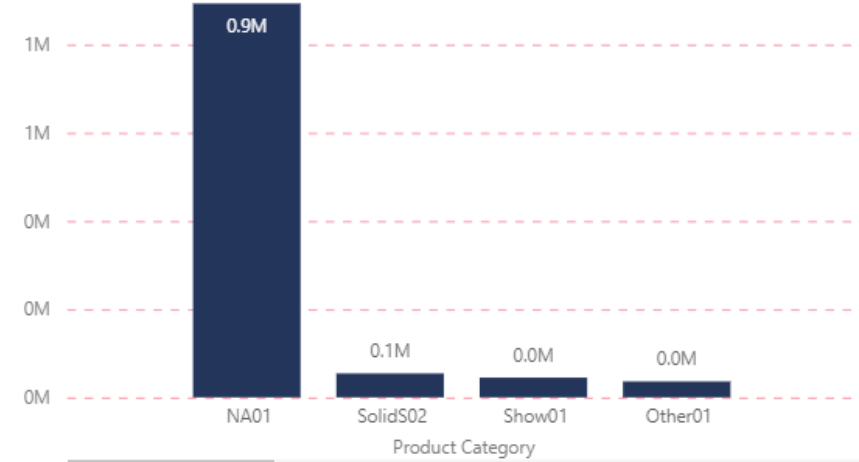
All

Metric: **Shipments** Revenue Gross Profit

Top Product Lines by Shipments



Top Products by Shipments



Product Details

Product	Total Sales	Total Shipments	Avg Gross Profit Per Shipment	Shipment Run Rate	Target Shipment Run Rate	Revenue Run Rate
⊕ Dispensers & Waste	\$6,860,804.85	30,306	\$420.47	3,367.33	3,704.07	\$762,311.1
⊕ Unknown	\$4,473,088.76	16	(\$3,916,420.03)	1.78	1.96	\$497,009.86
⊕ NA	\$2,107,002.41	892,876	\$11.44	99,208.44	109,129.29	\$234,111.37
⊕ Self-Contained	\$5,365.53	13,874	(\$316.81)	1,541.56	1,695.71	\$596.
⊕ Solid Surface Cast Lav	\$174.62	54,297	\$101.99	6,033.00	6,636.30	\$19.40
⊕ Plastic Lockers		3,677	(\$64.00)	408.56	449.41	
⊕ Powder Coat Privacy Solutions		211	\$1,945.63	23.44	25.79	
⊕ Service Parts		2,362	\$25.56	262.44	288.69	
⊕ Tankless Heaters		5,945	\$129.63	660.56	726.61	
⊕ Touchless Faucets	(\$160.60)	498	(\$68.42)	55.33	60.87	(\$17.844
⊕ Patient Care	(\$413.57)	14,461	(\$14.89)	1,606.78	1,767.46	(\$45.952
⊕ Showers	(\$1,489.68)	44,805	\$26.36	4,978.33	5,476.17	(\$165.5
⊕ Other Accessories	(\$6,952.12)	36,160	\$3.28	4,017.78	4,419.56	(\$772.457
Total	\$13,342,354.71	1,104,969	(\$31.60)	122,774.33	135,051.77	\$1,482,483.85

Comparison

Trend

Region

Product

Date

All

Currency

All

Plant

All

Business Unit

All

Comparison

Region	Total Sales	Standard COGS	Total Gross Profit	Op Income	Total PnL Value	Total PnL Budget	Total PnL Budget Variance
United States	\$4,238,165.97	(\$2,991,777.85)	\$11,602,839.46	\$96,462.73	(\$1,677,758.76)	\$9,202,105.55	(\$10,879,864.31)
Canada	\$1,490,023.38	(\$308,140.72)	\$3,408,545.60	\$79,013.97	\$2,441,781.20	\$9,202,105.55	(\$6,760,324.35)
Latin America	\$291,612.83	\$50,878.60	\$715,672.69	(\$441,724.87)	(\$1,167,787.89)	\$9,202,105.55	(\$10,369,893.44)
Asia	\$161,391.86	(\$105,573.08)	\$166,116.00	\$93,461.39	(\$86,124.99)	\$9,202,105.55	(\$9,288,230.54)
Middle East	\$7,023.98	\$1,520.62	\$90,875.66	(\$173,795.78)	(\$231,419.40)	\$9,202,105.55	(\$9,433,524.95)
Unknown						\$9,202,105.55	(\$9,202,105.55)
Exporters & Rest of World	(\$30,079.55)	\$1,001.79	(\$418,349.73)	\$228,409.79	\$235,069.28	\$9,202,105.55	(\$8,967,036.27)
Europe	(\$47,274.84)	\$1,758.72	(\$54,432.70)	(\$42,419.17)	(\$88,080.21)	\$9,202,105.55	(\$9,290,185.76)
Total	\$6,110,863.63	(\$3,350,331.92)	\$15,511,266.98	(\$160,591.94)	(\$574,320.77)	\$9,202,105.55	(\$9,776,426.32)

Comparison Trend

Region

Product

Date

All

Currency

All

Plant

All

Business Unit

All

Comparison

Plant	Total Sales	Standard COGS	Total Gross Profit	Op Income	Value
☐ OLD 102 Site - Do Not Use	\$3,502,081.36	\$2,320,151.16	\$3,462,257.60	\$12,618,169.13	\$16,952,889.04
☐ Men Falls	\$2,081,641.69	\$2,824,884.57	\$1,580,075.41	\$9,597,567.13	\$16,252,542.90
☐ Marion	\$2,058,275.54	\$2,559,713.85	\$1,427,642.98	\$11,012,582.87	\$18,520,541.94
☐ Palser	\$1,909,005.09	\$2,490,318.82	(\$29,597,517.65)	\$42,080,670.43	\$46,031,319.87
☐ Harry Warren	\$1,721,695.54	\$3,670,029.46	\$1,818,203.07	\$7,118,635.94	\$14,640,275.75
☐ Germantown	\$1,540,335.20	\$2,177,877.58	\$1,131,300.70	\$11,577,553.12	\$18,679,222.97
☐ Delton	\$1,270,271.16	\$2,533,595.84	(\$17,486,464.07)	\$30,159,925.12	\$190,529,755.65
☐ OLD 101 Site - Do Not Use	\$1,257,782.69	\$2,628,214.39	(\$15,029,726.49)	\$19,214,284.31	\$25,535,822.38
☐ OLD BRADW Site - Do Not Use	\$1,189,482.53	\$2,627,994.02	\$486,459.35	\$10,482,462.87	\$16,439,700.33
☐ OLD 108 Site - Do Not Use	\$1,080,388.06	\$1,510,490.87	(\$19,627,683.60)	\$25,420,363.15	\$31,988,430.81
☐ Cunningham	\$1,051,510.43	\$2,388,665.52	\$132,937.15	\$8,988,092.87	\$15,866,965.24
☐ BradWest c/o Renco Sales Inc	\$987,774.41	\$2,548,401.40	\$322,921.72	\$8,398,145.25	\$13,886,840.68
Total	\$19,650,243.70	\$30,280,337.47	(\$71,379,593.83)	\$196,668,452.18	\$425,324,307.54