



95.8%

YTD TO BUDGET

AJS Monthly Sales Report

April 2026 • Orders, invoices, budget pace, account movement, and action focus

APRIL ORDERS

\$545,416

April budget \$552,209

\$-6,793

YTD ORDERS

\$2,019,938

YTD budget \$2,108,434

\$-88,496

PACE FORECAST

\$5,987,673

Annual goal \$6,250,000

\$-262,327

APRIL INVOICES

\$456,734

Revenue shipped/invoiced in April

Top April Order Customers

CUSTOMER	AMOUNT
Bykowski Equipment Company	\$105,000
Stuart Johnson Company	\$103,144
Corrosion Fluid Prod	\$84,091
OCS Process Systems OH	\$42,896
Sokol & Company	\$42,852
Veepak Inc - Voyant	\$28,644

Top April Invoice Customers

CUSTOMER	AMOUNT
Stuart Johnson Company	\$68,541
Bykowski Equipment Company	\$62,479
Corrosion Fluid Prod	\$53,283
OCS Process Systems OH	\$28,974
Veepak Inc - Voyant	\$28,620
RS Integrated - CSL	\$24,271

Vs. 2025 Rep Benchmark

METRIC	CURRENT	2025 BENCHMARK	\$ CHANGE	% CHANGE
April Orders	\$545,416	\$570,003	-\$24,587	-4.3%
YTD Orders	\$2,019,938	\$1,483,064	+\$536,874	36.2%
Pace vs 2025 FY	\$5,987,673	\$5,923,123	+\$64,550	1.1%

Rep-level comparison uses the 2025 monthly totals already embedded in Andy's forecast workbook, not a fresh 2025 transaction export.

Target Accounts Behind vs Prior Period

ACCOUNT	CURRENT PERIOD	PRIOR COMPARISON	GAP VS PRIOR	RECOMMENDED ACTION
EIG	\$0	\$405,907	-\$405,907	Reopen dormant account; confirm buyer/contact and active projects.
Dual Temp Clauger	\$0	\$302,995	-\$302,995	Reopen dormant account; confirm buyer/contact and active projects.
Synergy Flavors	\$100,404	\$268,020	-\$167,616	April activity exists — press for repeat orders and open quote follow-up.
Pata Foods	\$0	\$80,816	-\$80,816	Reopen dormant account; confirm buyer/contact and active projects.
Sonoco Plastics	\$32,690	\$97,964	-\$65,274	April activity exists — press for repeat orders and open quote follow-up.

Column definitions:

Current period = orders credited to this rep/account in the selected period. Prior comparison = matched prior period/history available for that account. Gap vs prior = current period minus prior comparison; negative gaps are follow-up targets.

Directional only: uses rep-specific rolling account history where available; otherwise company customer history for accounts with current rep activity. For exact account-level comps, upload prior-year rep account exports.

ACTION FOCUS

Near pace: find enough closeable May/June pipeline to erase the YTD budget gap.