



TRIPLEX SALES COMPANY

92.3%

YTD TO BUDGET

BJQ Monthly Sales Report

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

APRIL ORDERS

\$373,085

April budget \$441,767

\$-68,683

YTD ORDERS

\$1,557,405

YTD budget \$1,686,747

\$-129,341

PACE FORECAST

\$4,616,595

Annual goal \$5,000,000

\$-383,405

APRIL INVOICES

\$325,197

Revenue shipped/invoiced in April

Top April Order Customers

CUSTOMER	AMOUNT
RS Group - UBFNA	\$58,921
Rodem - Cincinnati	\$55,920
Legacy Foods	\$46,343
UBFNA - Chicago	\$42,419
Trucent Centrifugal Parts	\$33,970
Tootsie Roll Industries LLC	\$28,420

Top April Invoice Customers

CUSTOMER	AMOUNT
Rodem - Cincinnati	\$91,655
RS Group - UBFNA	\$52,842
John Sanfilippo & Son -Elgin	\$36,410
MDE	\$27,716
Tootsie Roll Industries LLC	\$13,772
Rich Products Corporation	\$12,958

Vs. 2025 Rep Benchmark

METRIC	CURRENT	2025 BENCHMARK	\$ CHANGE	% CHANGE
April Orders	\$373,085	\$385,185	-\$12,100	-3.1%
YTD Orders	\$1,557,405	\$1,432,318	+\$125,087	8.7%
Pace vs 2025 FY	\$4,616,595	\$4,690,734	-\$74,139	-1.6%

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
Olds Products	\$36,961	\$412,221	-\$375,260	Priority recovery call; ask what changed vs last year and rebuild opportunity list.
Rodem - Cincinnati	\$969,283	\$1,194,042	-\$224,759	April activity exists — press for repeat orders and open quote follow-up.
North American Vinegar Company	\$0	\$124,534	-\$124,534	Reopen dormant account; confirm buyer/contact and active projects.
Tetra Pak- MN	\$0	\$94,077	-\$94,077	Reopen dormant account; confirm buyer/contact and active projects.
Rich Products Corporation	\$99,211	\$189,316	-\$90,105	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.