



TRIPLEX SALES COMPANY

58.6%

YTD TO BUDGET

CC Monthly Sales Report

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

APRIL ORDERS

\$55,015

April budget \$44,177

\$10,838

YTD ORDERS

\$98,880

YTD budget \$168,675

\$-69,795

PACE FORECAST

\$293,108

Annual goal \$500,000

\$-206,892

APRIL INVOICES

\$17,847

Revenue shipped/invoiced in April

Top April Order Customers

CUSTOMER	AMOUNT
MSI - Manufacturing Solution Internationa	\$45,043
A-L Equipment	\$7,037
Motion Ind - Huntington WV (WV70)	\$2,704
Anderson Process	\$231

Top April Invoice Customers

CUSTOMER	AMOUNT
A-L Equipment	\$6,954
MSI - Manufacturing Solution Internationa	\$4,748
TEC Foods Inc.	\$3,105
Motion Ind - Indianapolis (IN50)	\$2,781
Anderson Process	\$231
The Baldwin Co	\$28

Vs. 2025 Rep Benchmark

METRIC	CURRENT	2025 BENCHMARK	\$ CHANGE	% CHANGE
April Orders	\$55,015	\$45,180	+\$9,835	21.8%
YTD Orders	\$98,880	\$82,459	+\$16,421	19.9%
Pace vs 2025 FY	\$293,108	\$187,825	+\$105,284	56.1%

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
MSI - Manufacturing Solution Internationa	\$125,869	\$225,709	-\$99,840	April activity exists — press for repeat orders and open quote follow-up.
Anderson Process	\$626	\$43,437	-\$42,811	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

Recovery focus: review stale quotes, top accounts without activity, and next best actions with Andy.