

# JG Monthly Sales Report

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

APRIL ORDERS

\$92,895

April budget \$198,795

\$-105,900

YTD ORDERS

\$557,973

YTD budget \$759,036

\$-201,063

PACE FORECAST

\$1,653,993

Annual goal \$2,250,000

\$-596,007

APRIL INVOICES

\$137,463

Revenue shipped/invoiced in April

Top April Order Customers

CUSTOMER	AMOUNT
Weber Flavors	\$38,366
Frain Industries	\$15,067
PL Developments	\$9,768
Glade Plumbing & Piping Co	\$3,733
All Equipment EIRL	\$3,050
COMPANIA TECNICA CHAVEZ Y GUZMAN	\$3,014

Top April Invoice Customers

CUSTOMER	AMOUNT
Weber Flavors	\$25,018
PL Developments	\$23,141
Schwebels Bakery Company	\$19,330
Ferrara - Bellwood	\$16,066
Creative Werks LLC	\$9,186
Tampico Beverages	\$6,870

Vs. 2025 Rep Benchmark

METRIC	CURRENT	2025 BENCHMARK	\$ CHANGE	% CHANGE
April Orders	\$92,895	\$398,466	-\$305,571	-76.7%
YTD Orders	\$557,973	\$638,231	-\$80,258	-12.6%
Pace vs 2025 FY	\$1,653,993	\$1,968,460	-\$314,467	-16.0%

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
BDI Decatur	\$153	\$10,952	-\$10,798	April activity exists — press for repeat orders and open quote follow-up.
Corima SpA	\$15,437	\$20,467	-\$5,029	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.