



TRIPLEX SALES COMPANY

68.1%

YTD TO BUDGET

RU Monthly Sales Report

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

APRIL ORDERS

\$127,267

April budget \$176,707

\$-49,440

YTD ORDERS

\$459,489

YTD budget \$674,699

\$-215,210

PACE FORECAST

\$1,362,057

Annual goal \$2,000,000

\$-637,943

APRIL INVOICES

\$88,802

Revenue shipped/invoiced in April

Top April Order Customers

CUSTOMER	AMOUNT
Black Label Services	\$42,892
General Mills Operations, Inc.	\$16,113
Bell Flavors & Fragrances, Inc	\$9,395
American Blending -Visual Pack	\$9,039
Sensient Flavors-Amboy	\$8,938
MS Process	\$6,271

Top April Invoice Customers

CUSTOMER	AMOUNT
Sensient Flavors-Amboy	\$10,696
General Mills Operations, Inc.	\$10,217
Mullins Food Products	\$8,836
Bobak Sausage Company	\$7,451
American Blending -Visual Pack	\$6,270
Pfanstiehl	\$5,863

Vs. 2025 Rep Benchmark

METRIC	CURRENT	2025 BENCHMARK	\$ CHANGE	% CHANGE
April Orders	\$127,267	\$95,408	+\$31,860	33.4%
YTD Orders	\$459,489	\$503,440	-\$43,951	-8.7%
Pace vs 2025 FY	\$1,362,057	\$1,629,083	-\$267,026	-16.4%

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
Frito-Lay Inc.	\$17,146	\$32,738	-\$15,592	April activity exists — press for repeat orders and open quote follow-up.
Great Lakes Cheese	\$5,065	\$16,091	-\$11,026	April activity exists — press for repeat orders and open quote follow-up.
37TH Street Bakery	\$2,577	\$5,122	-\$2,545	April activity exists — press for repeat orders and open quote follow-up.
Ace Metalcraft	\$0	\$424	-\$424	Reopen dormant account; confirm buyer/contact and active projects.
Concept Laboratories	\$3,362	\$3,774	-\$412	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.