

Sales Meeting Raymond Review

1. Price Trend
2. Leader board
3. Orders
4. Supply

Shipment

Location

Customer Master

Region

Part Type

Job

Shipment
Sales
\$ 2,984,182

Shipment Map
Tons per Day
816

Sales Leaderboard
Margin
\$ 1,067,680

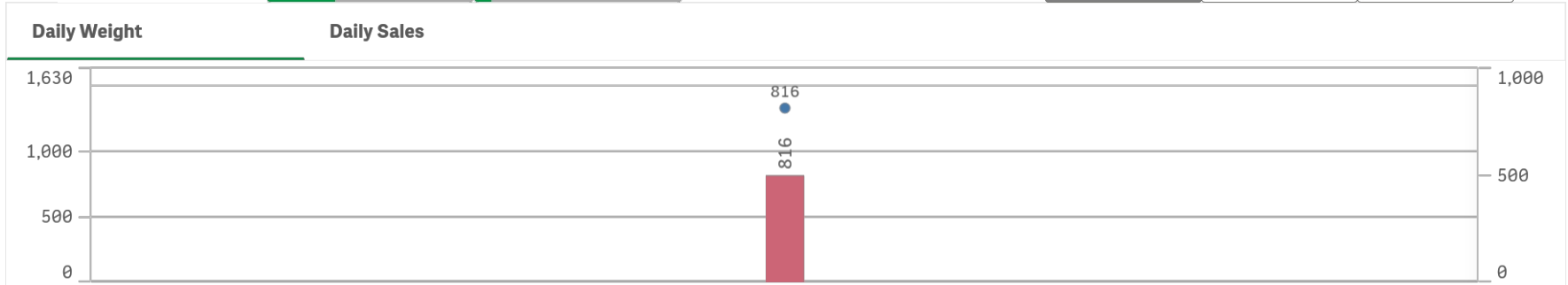
Margin
Avg SP/CWT
\$ 182.93

Margin Trends
600S16254 SP/MLF
\$ 2,658.24

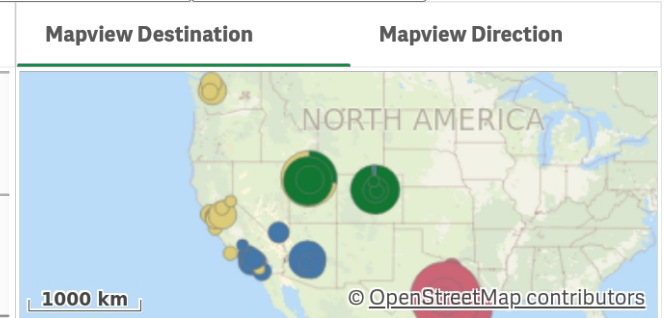
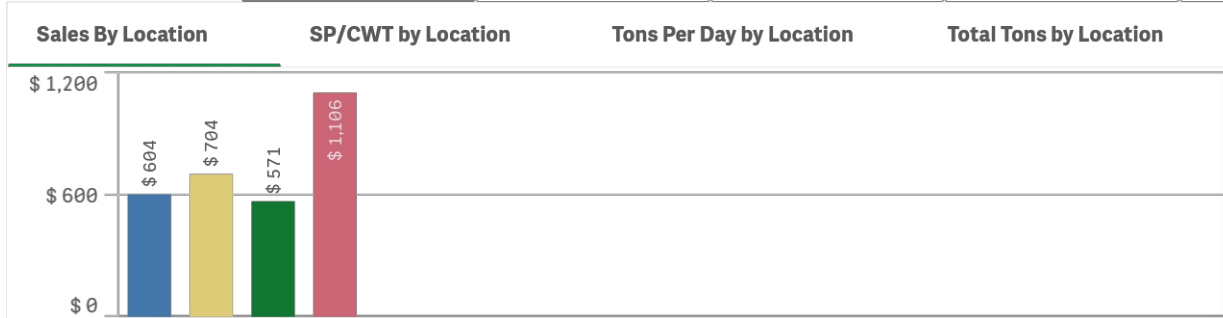
Sales Comparison
Margin %
35.78%

Select Fiscal Year Select Fiscal Month

Day Fiscal Month Fiscal Year



Location Region Sales Rep Part Type Customer Master Job/Everyday



Locati...	Q	Region	Q	Sales Rep	Q	Part Type	Q	Part Category	Q	Part Class	Q	Customer
Totals												
FTW		South Central		Matthew Mullins		STRUCTURAL		XXC STUD		12GA GALV G90		L&W-Round Rock
DEN		Rocky Mountain		Corey Johnson		ACCESSORY		BRAKE PRESS		12 GA GALV		Frontier
PIT		Rocky Mountain		Carl Peterson		STRUCTURAL		XCS STUD		14 GA GALV		LKL-W Jordan
PIT		Rocky Mountain		Carl Peterson		STRUCTURAL		XCS STUD		14 GA GALV		LKL-W Jordan
FTW		South Central		Matthew Mullins		DRYWALL		DS STUD		20 GA GALV		ActionG-Hutto
FTW		South Central		Matthew Mullins		DRYWALL		DS STUD		20 GA GALV		ActionG-Hutto
FTW		South Central		Matthew Mullins		ACCESSORY		66X Cemco				Mstrcast-Austin
DEN		Rocky Mountain		Carl Peterson		DRYWALL		DS STUD		20 GA GALV		FBM-Salt Lake

