



2020-Q4 Sales Miss



Owner (change)
Jeff Burtenshaw

2



WEST REGION Q4 (DEFAULT)



Region in West

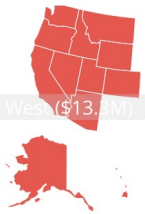
Qtr in Q4

Missed Q4 Target by \$-3.5M or -2.1% | Sales of \$76.2M are Under Prior Year by \$-13.3M or -14.8%

Sales Attainment
95% Attainment %

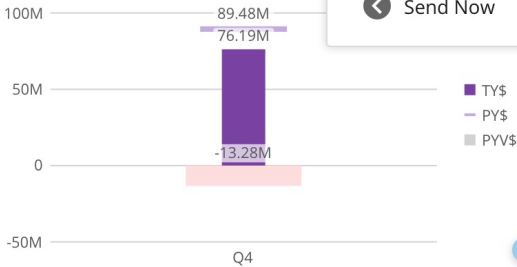


Region Map YoY Variance
-\$13M Prior Year Variance



-\$13,282,416

YoY Actual Variance
-15% Prior Year Variance



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