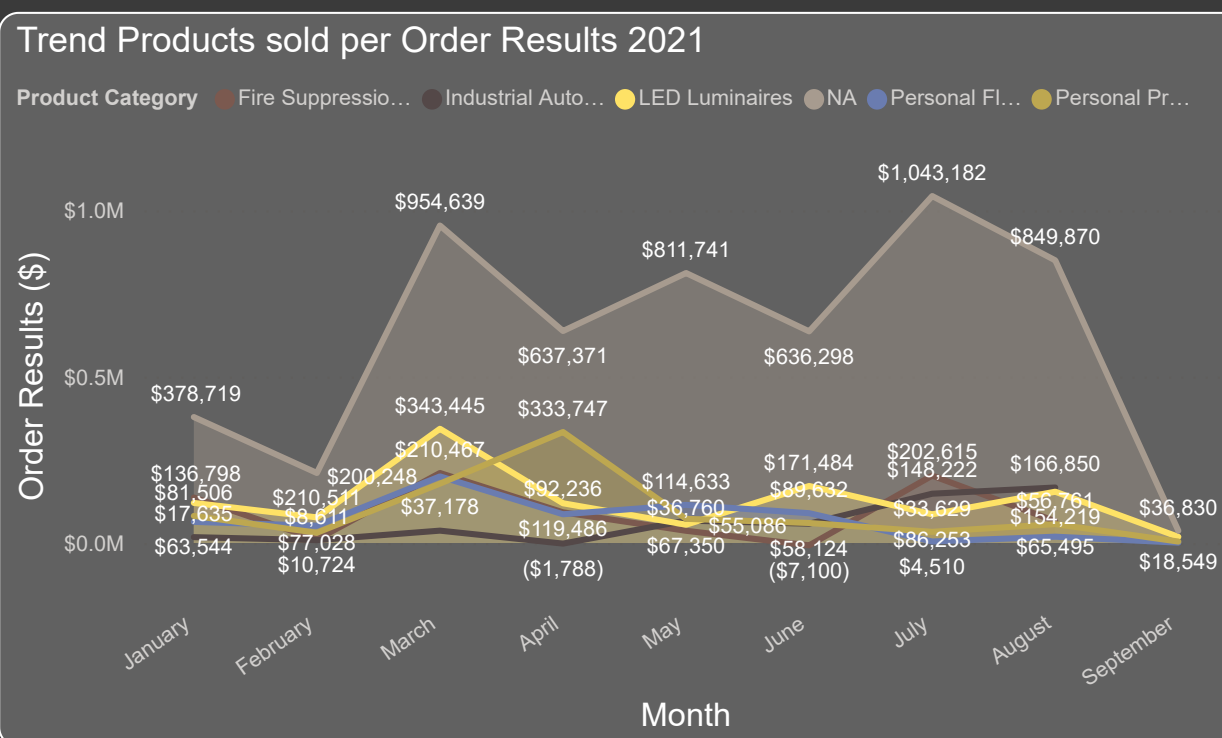
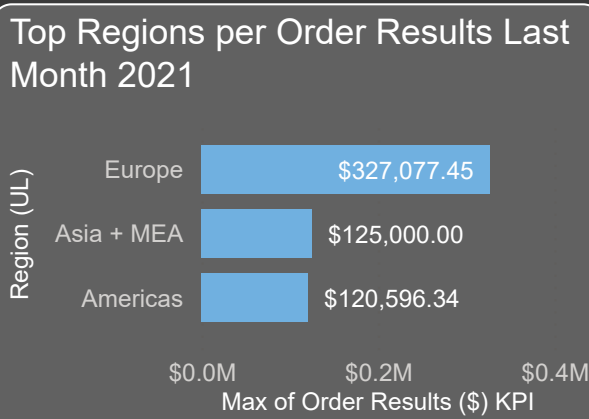
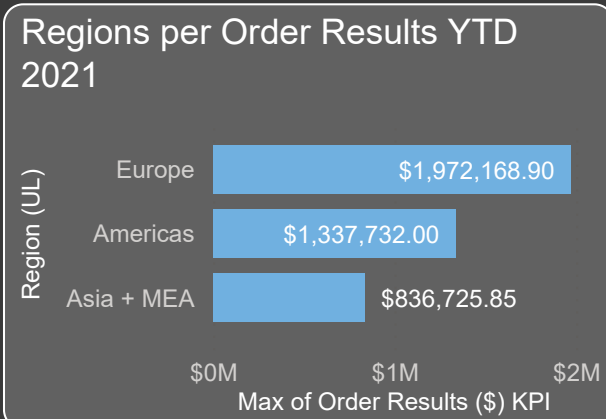
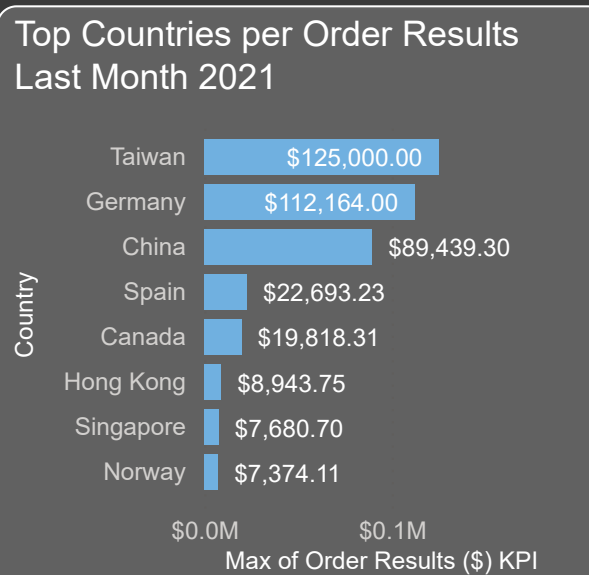
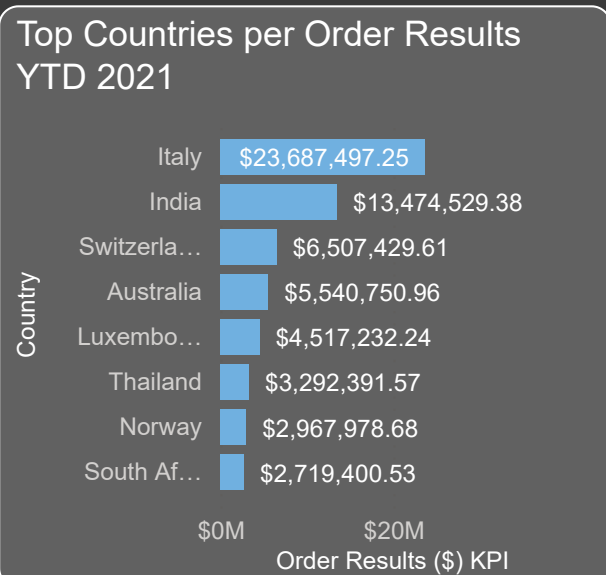
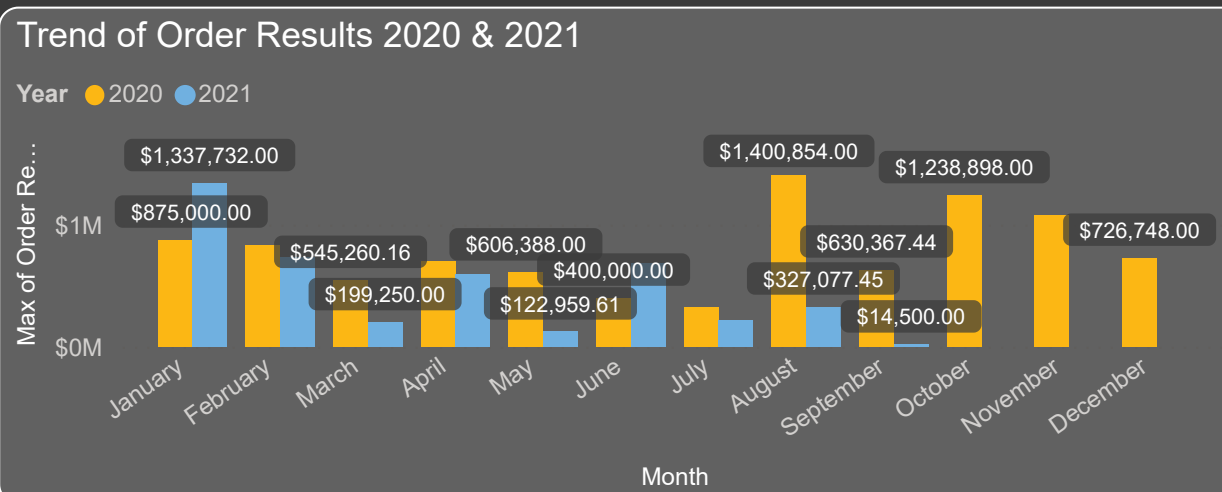
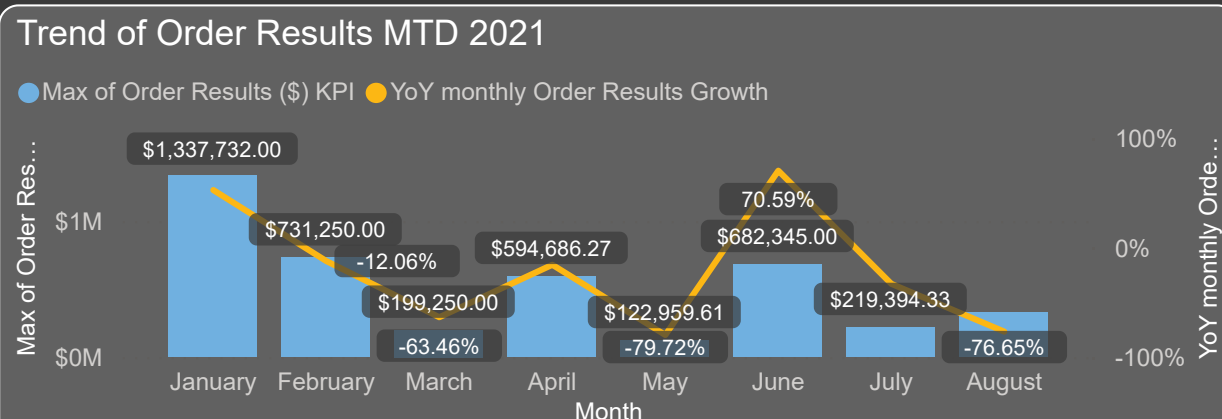
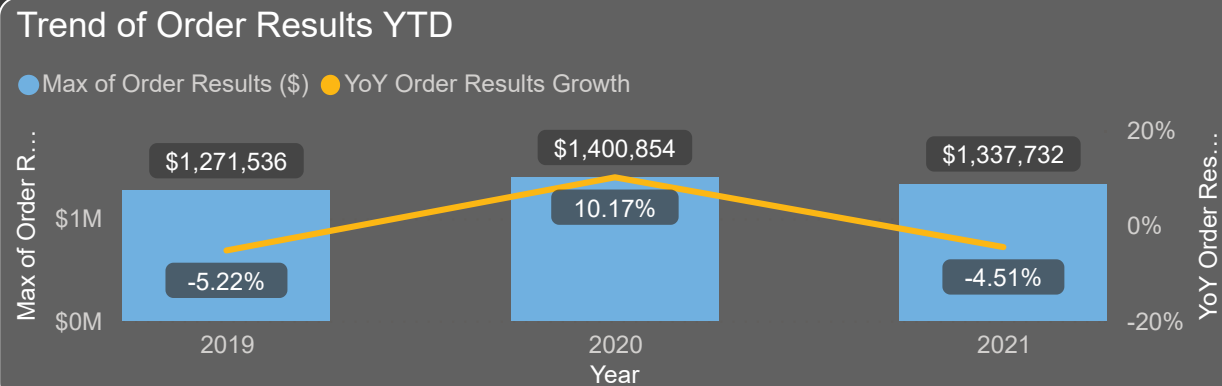
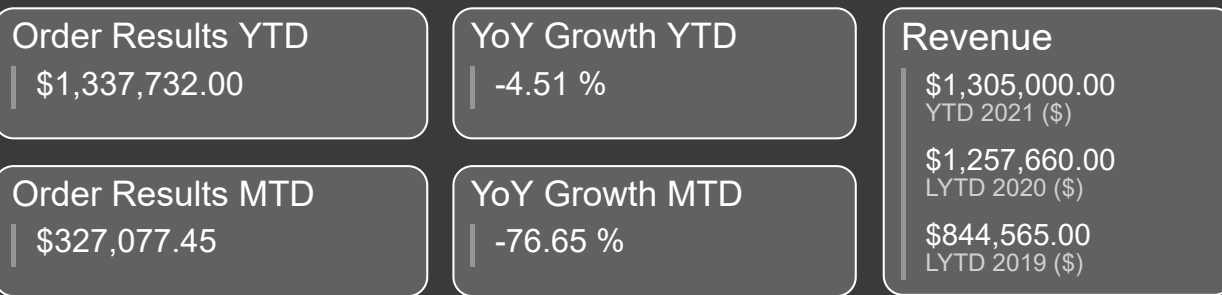
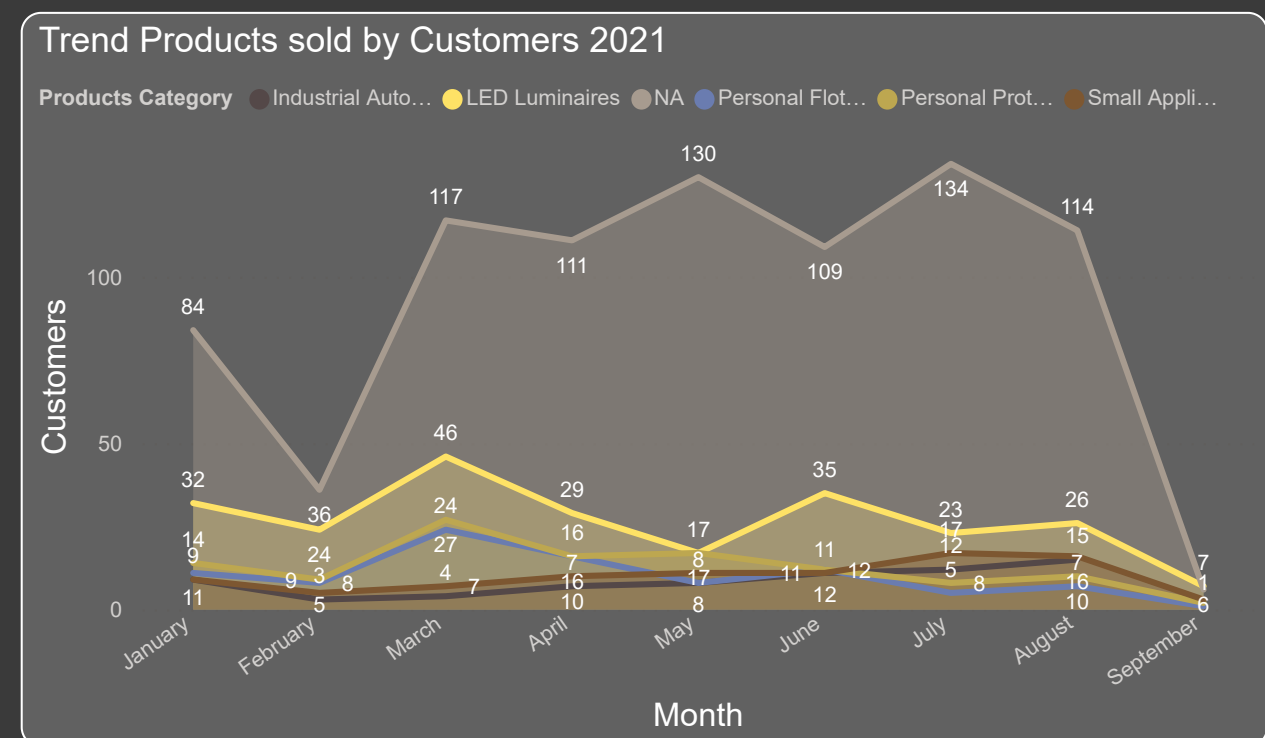
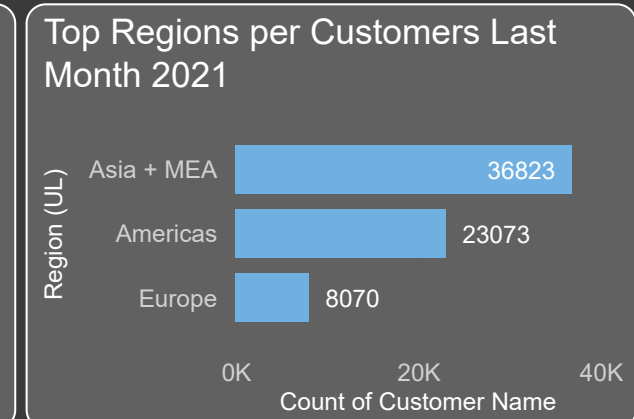
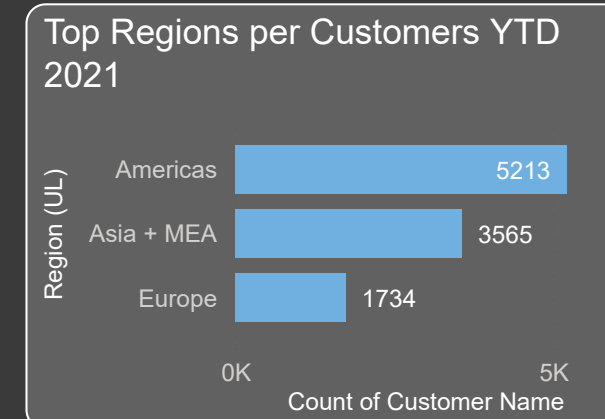
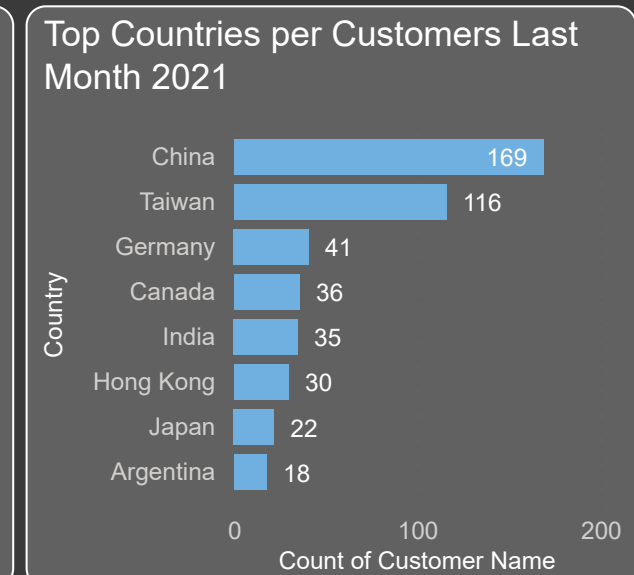
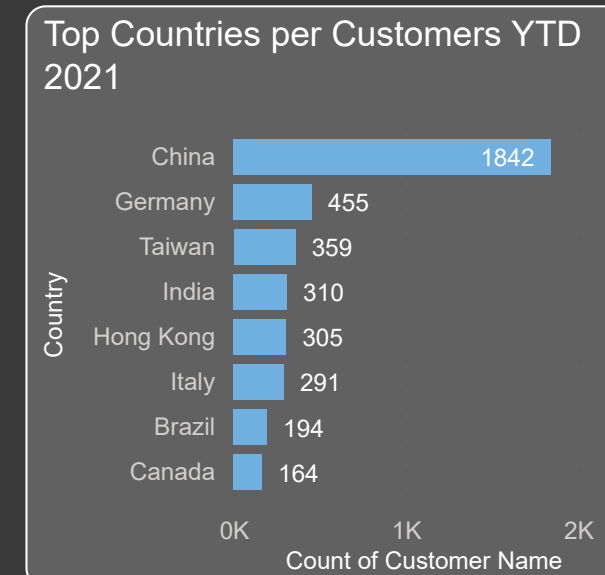
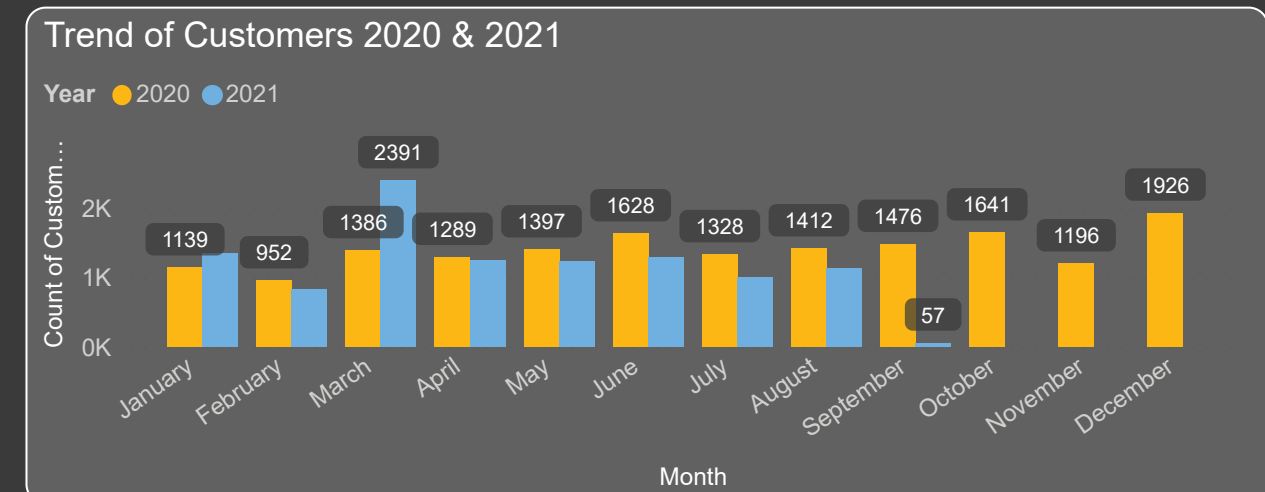
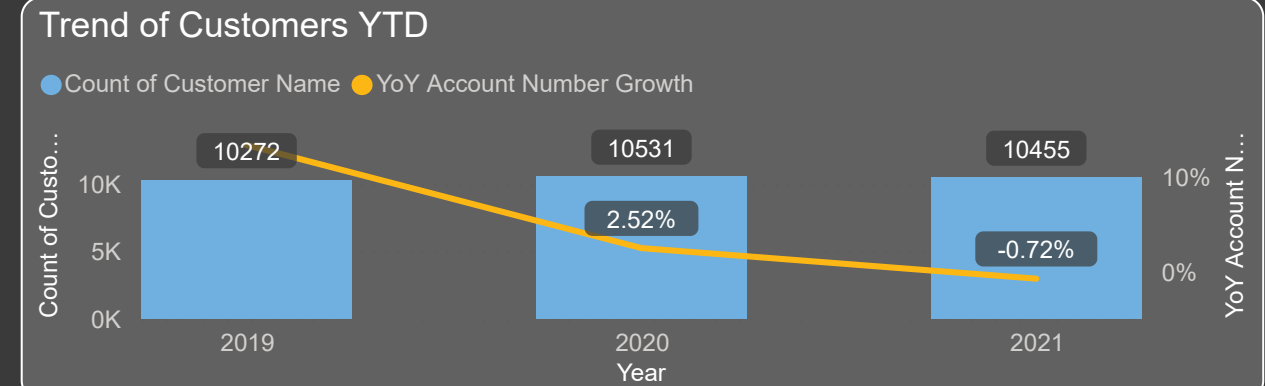
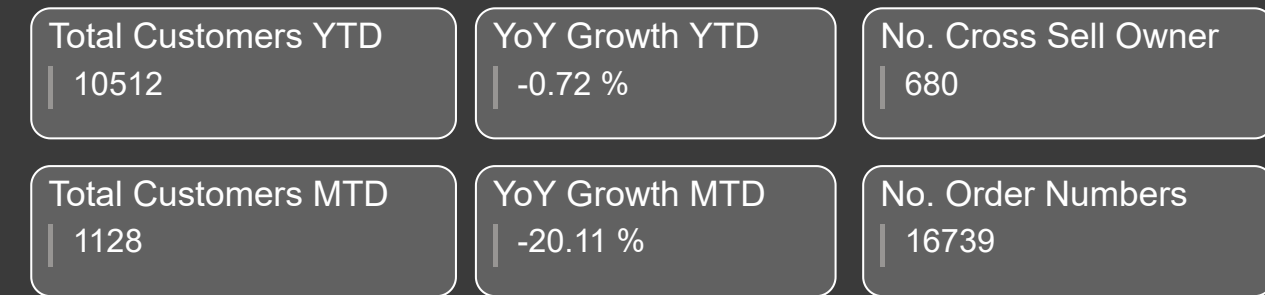


GENERAL ANALYSIS MONTHLY REPORT

ORDER RESULTS ANALYSIS



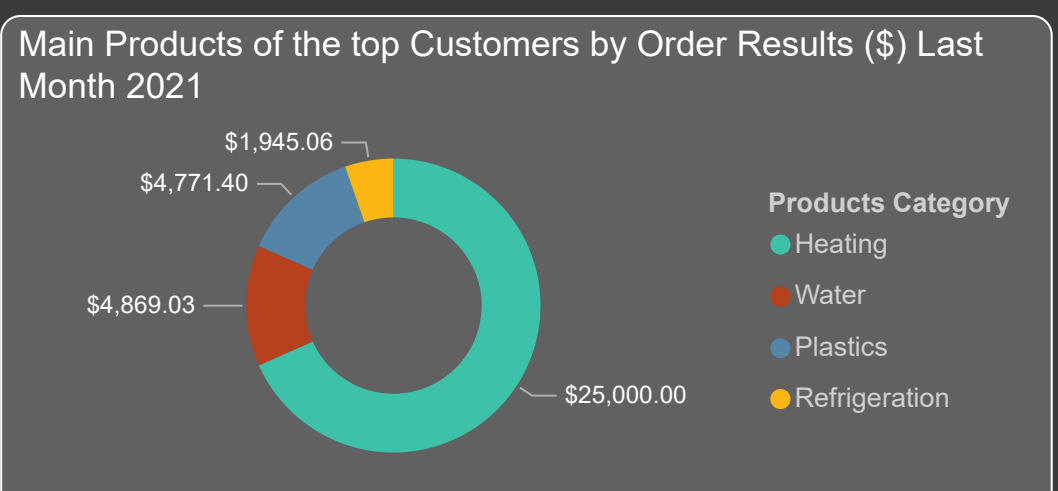
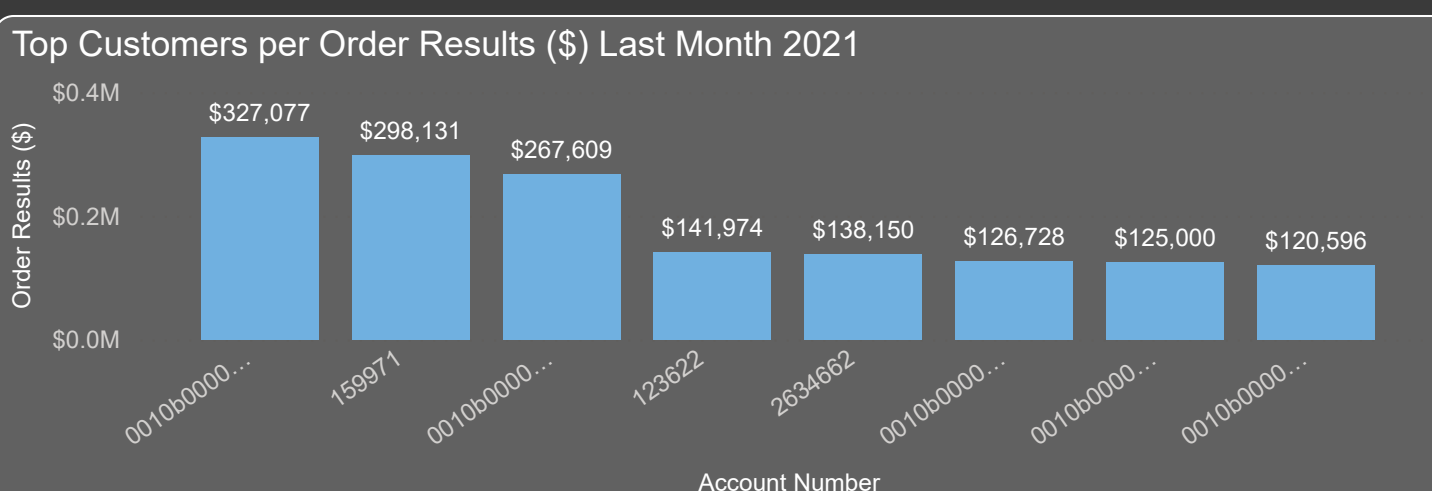
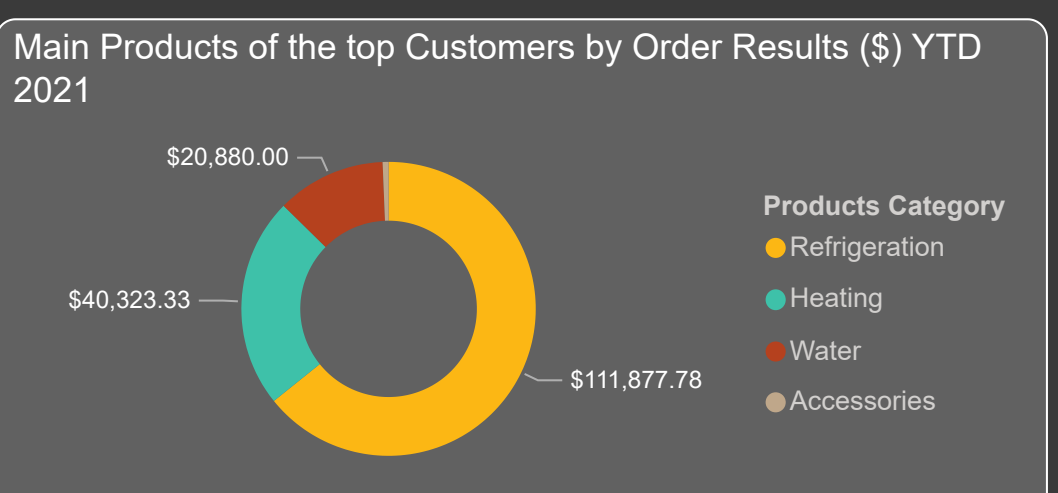
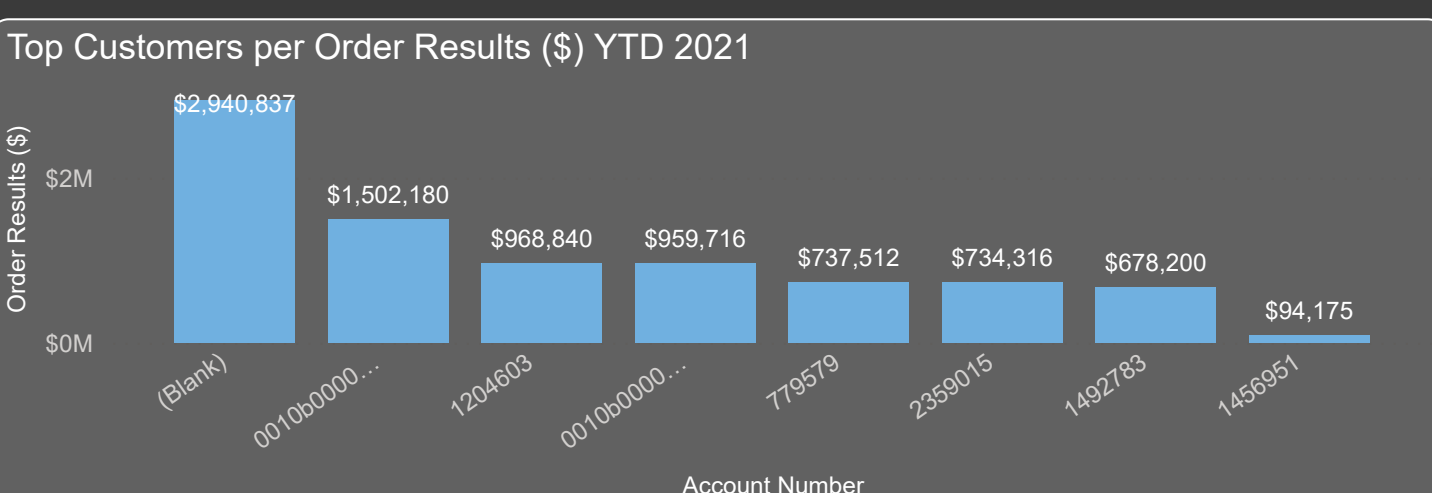
CUSTOMER ANALYSIS



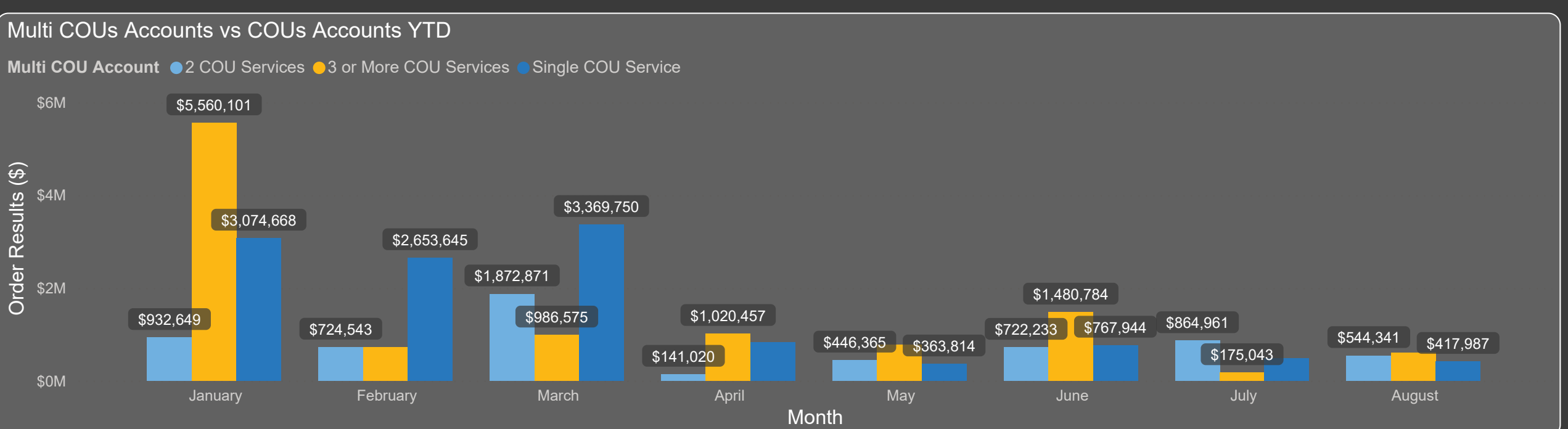
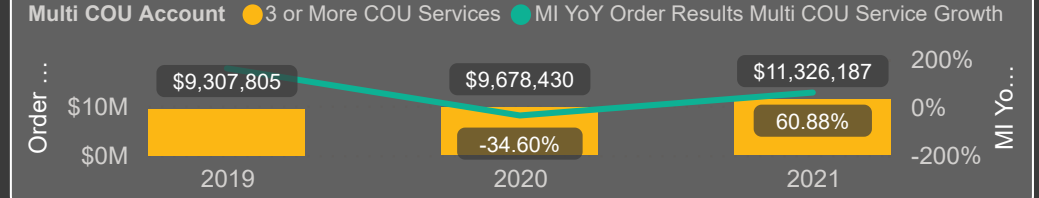
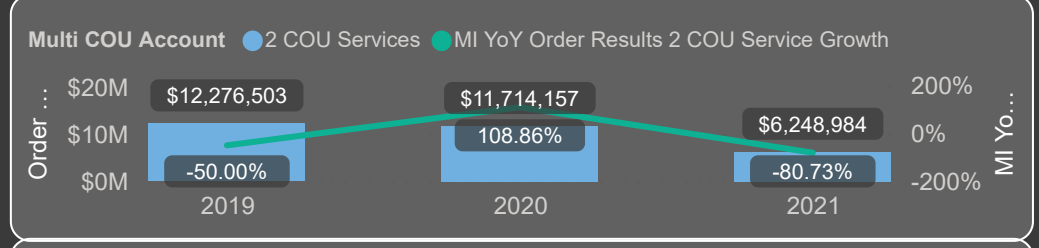
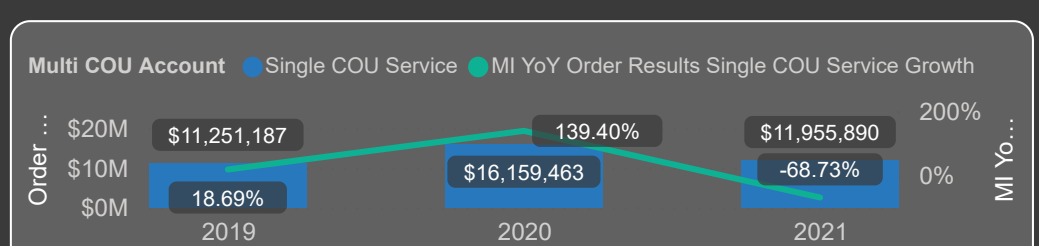
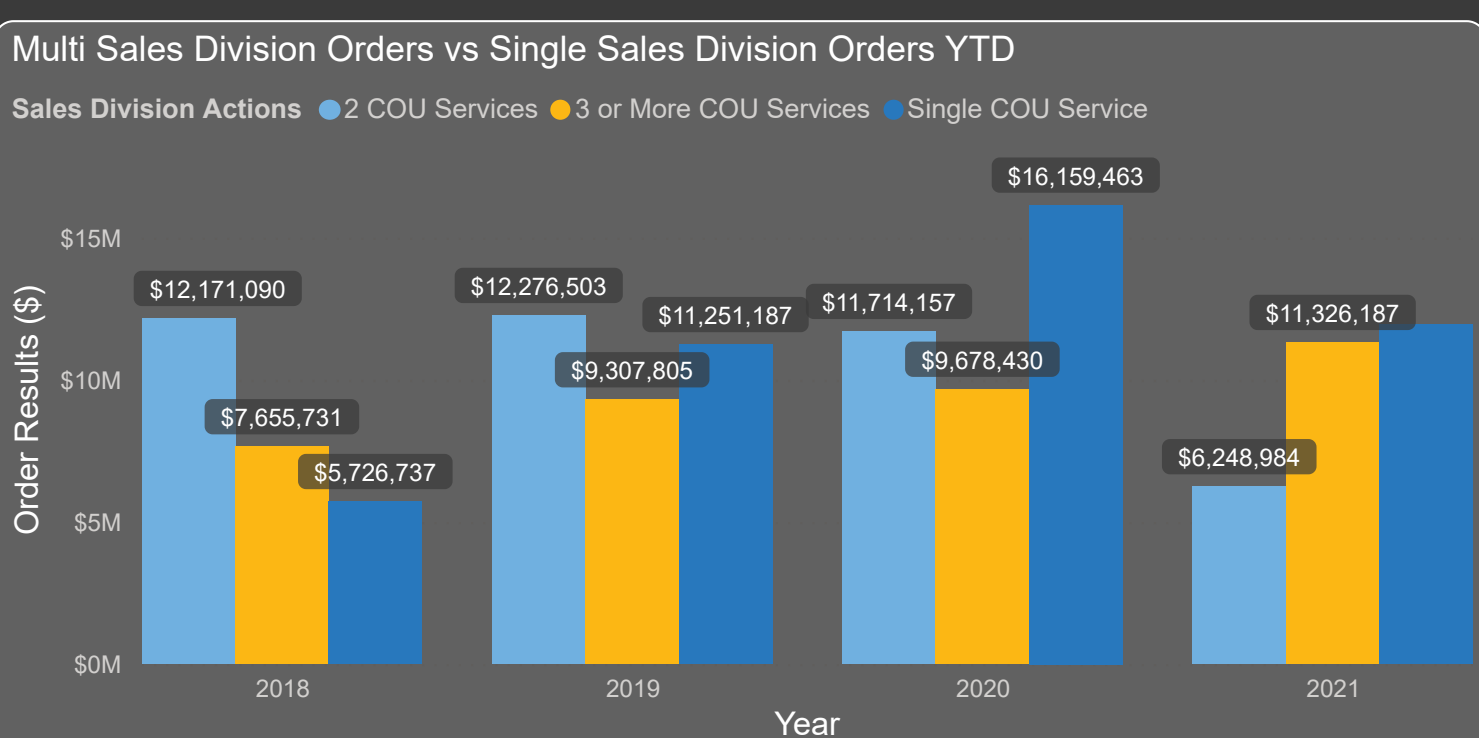
Products Category	Order Results LYTD	Order Results YTD	YoY Order Results Growth
Fire Suppression Products	\$40,679.88	\$115,369.14	183.60 %
Industrial Automation	\$161,754.66	\$33,600.00	-79.23 %
LED Luminaires	\$25,229.25	\$22,360.20	-11.37 %
Medical Device/Equipment	\$14,520.00	\$28,900.00	99.04 %
NA	\$60,000.00	\$106,204.31	77.01 %
Oil & Gas	\$66,500.00	\$33,200.00	-50.08 %
Opening Protective Products	\$57,572.24	\$44,534.06	-22.65 %
Personal Flotation Devices (PFD)	\$38,720.00	\$35,280.00	-8.88 %
Personal Protection Equipment (PPE)	\$75,071.78	\$60,000.00	-20.08 %
Specialty Luminaires	\$18,000.00	\$39,520.00	119.56 %
Total	\$161,754.66	\$115,369.14	-28.68 %

Products Category	Customers LYTD	Customers YTD	YoY Customers Growth
Industrial Automation	108	111	2.78 %
LED Luminaires	1162	827	-28.83 %
Lighting/Luminaires	176	101	-42.61 %
NA	2604	2930	12.52 %
Oil & Gas	98	84	-14.29 %
Personal Flotation Devices (PFD)	123	185	50.41 %
Personal Protection Equipment (PPE)	182	148	-18.68 %
Power Distribution	63	103	63.49 %
Small Appliances	265	207	-21.89 %
Specialty Luminaires	102	101	-0.98 %
Total	4883	4797	-1.76 %

TOP CUSTOMERS & COUs BY ODER RESULTS



SALES DIVISION PERFORMANCE



VENDOR INCOME

Cross Seller	Orders Results LYTD	Order Results YTD	YoY Order Results Growth
Name of the cross sellers	\$163,752.60	\$164,061.95	0.19 %
		\$115,369.14	0.00 %
	\$33,237.02	\$106,204.31	219.54 %
	\$150,665.65	\$106,121.02	-29.57 %
		\$89,439.30	0.00 %
	\$355,622.39	\$83,672.36	-76.47 %
		\$83,099.08	0.00 %
	\$10,000.00	\$80,000.00	700.00 %
	\$181,289.00	\$70,448.00	-61.14 %
	\$43,900.00	\$65,000.00	48.06 %
		\$65,000.00	0.00 %
Total	\$355,622.39	\$164,061.95	-53.87 %

Cross Sell Owner (Lookup)	Order Results LMTD	Order Results MTD	YoY monthly Order Results Growth
Name of the cross sellers	\$137,119.51	\$327,077.45	138.53 %
	\$140,000.00	\$125,000.00	-10.71 %
	\$11,050.00	\$112,164.00	915.06 %
		\$89,439.30	0.00 %
	\$355,622.39	\$63,393.56	-82.17 %
		\$62,400.00	0.00 %
		\$61,610.00	0.00 %
	\$8,125.00	\$60,000.00	638.46 %
	\$384.75	\$60,000.00	15494.54 %
	\$4,485.00	\$57,600.00	1184.28 %
	\$355,622.39	\$327,077.45	-8.03 %