

Schrute Paper

Annual South region summary

May 12, 2022



1 Schrute Paper South region annual summary

1.1 Industry and Schrute summary

We are Schrute Paper, the foremost purveyor of fine paper and paper accessories. At Schrute Paper, a Scranton, PA-based family-owned business since 1945, we search the world over for paper products from nitrogen-rich soils and bring those products to our customers with a zero-downtime guarantee.

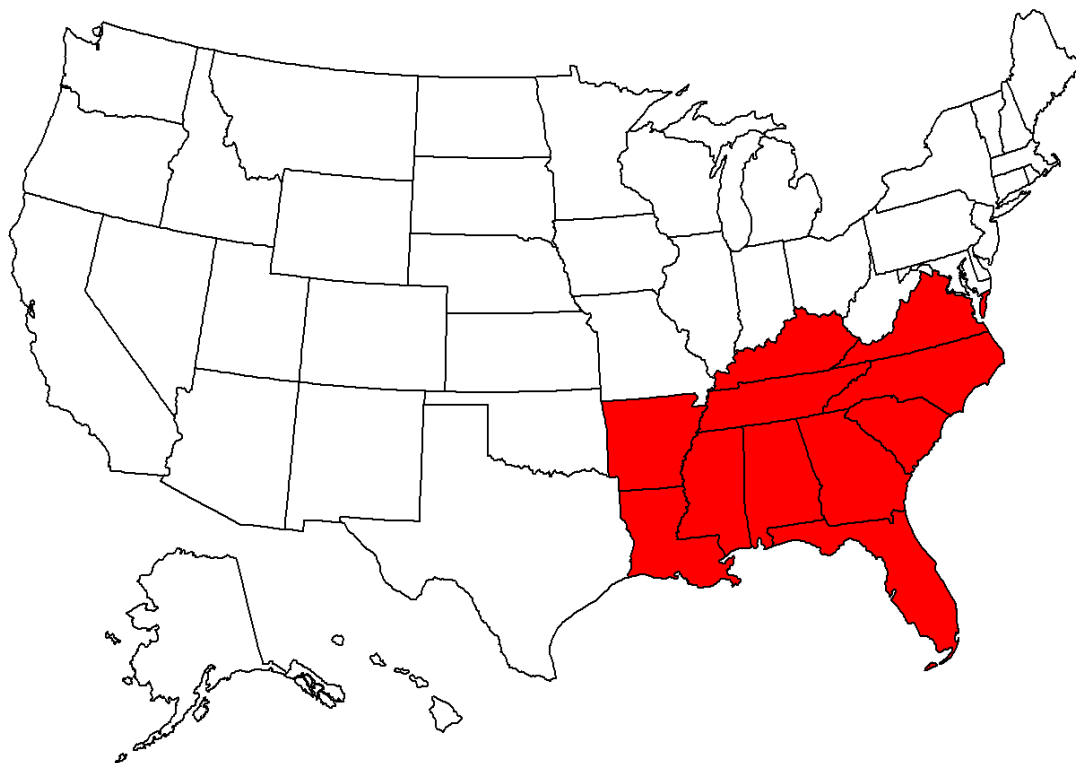


Figure 1.1: Schrute South region map.

1.2 Schrute Paper South region financial summary

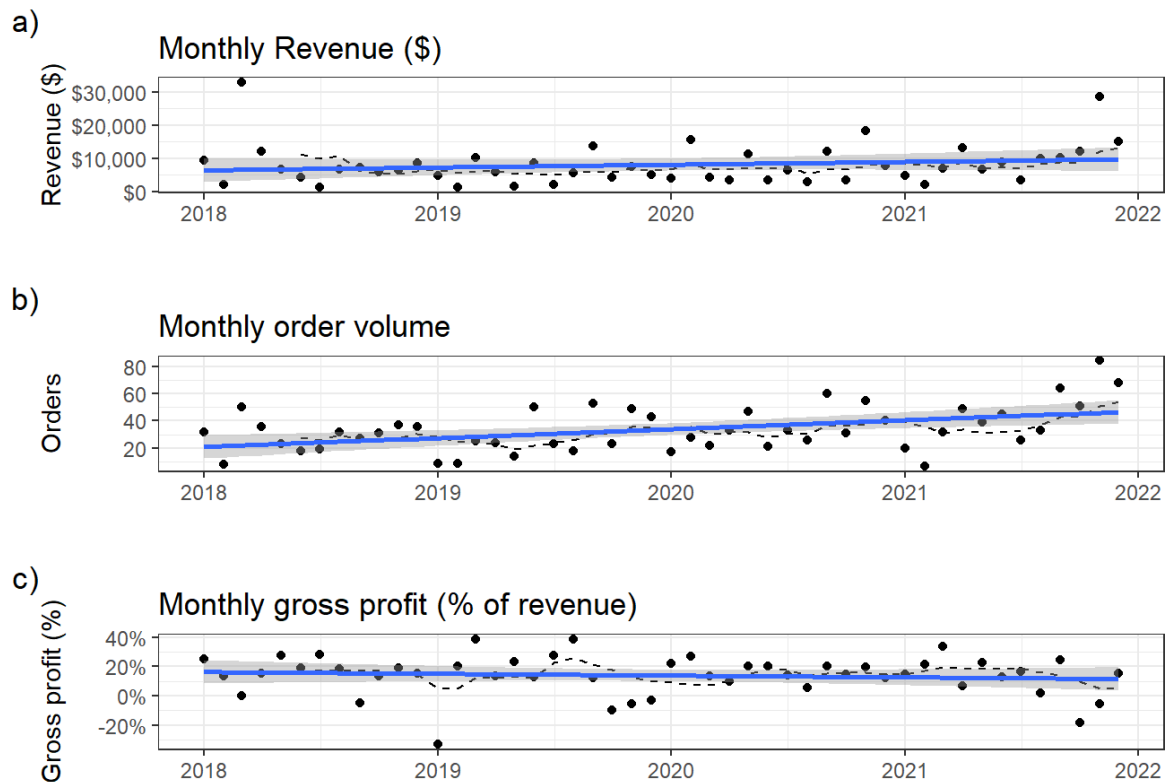
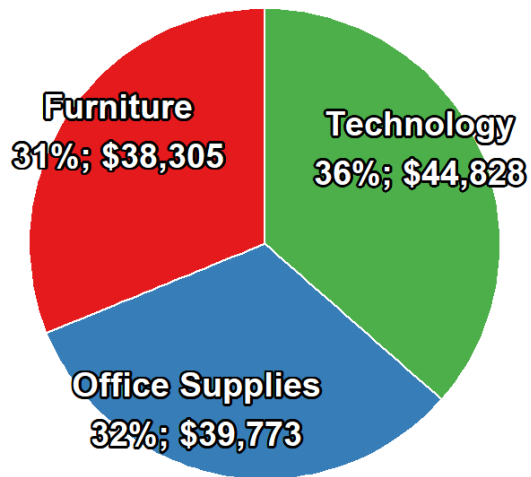


Figure 1.2: Sales trends for Schrute Paper South . Black points are monthly totals. The solid blue trendline is the simple (ordinary least squares) linear regression model of monthly averages. The gray band around the blue trendline shows the 95% confidence interval around model mean predictions. The dashed black line is the six-month moving average of monthly averages.

Schrute Paper South's business is seasonal. Historically, our 4 month busy season, September through December, accounted for 48% of orders and 43% of revenue (Figure 1.2 a and b).

Schrute Paper South's business grown over time. Since 2018, monthly mean revenue increased from \$6,517 to \$9,807. Monthly order volume matched this trend and increased from 21 orders in January 2018 to 47 orders in December 2021. Since 2018, monthly gross profit (as a percentage of revenue) decreased from 16% to 12% (Figure 1.2 c).

a) Product category



b) Shipment method

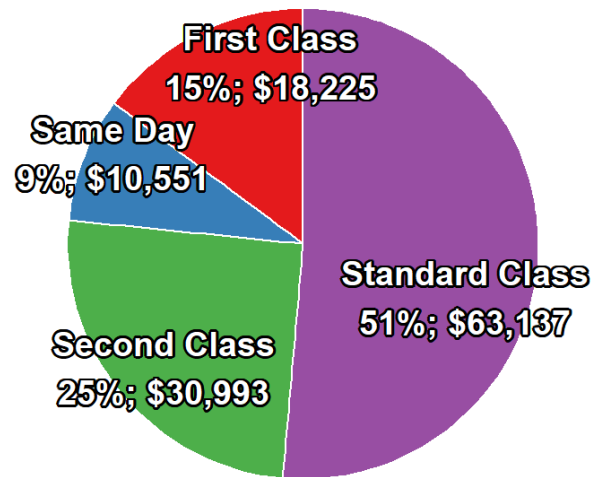


Figure 1.3: Schrute South region 2021 revenue by product category and shipment method.

Schrute Paper South's 2021 revenue was not evenly distributed among product categories. Technology contributed the most revenue at 36% whereas Furniture contributed the least revenue at 31% (Figure 1.3 a).

Schrute Paper South's 2021 revenue was not evenly distributed among shipment methods. Orders that shipped via Standard Class contributed the most revenue at 51% whereas orders that moved via Same Day contributed the least revenue at 9% (Figure 1.3 b).

Table 1. Three largest profit and loss centers for Schrute Paper South in 2021.

South region profit and cost centers 2021							
Customer	Per order			Annual totals			
	Revenue	Gross profit (\$)	Gross profit (%)	Revenue	Gross profit (\$)	Gross profit (%)	Order Volume
<i>Three largest cost centers</i>							
Grant Thornton	\$4,084	-\$1,913	-47%	\$8,167	-\$3,825	-47%	2
Tracy Hopkins	\$1,633	-\$1,307	-80%	\$1,633	-\$1,307	-80%	1
Dan Campbell	\$270	-\$125	-46%	\$2,433	-\$1,127	-46%	9
<i>Three largest profit centers</i>							
Jim Epp	\$1,033	\$496	48%	\$3,099	\$1,488	48%	3
Denise Monton	\$1,374	\$640	47%	\$2,747	\$1,281	47%	2
Alan Hwang	\$963	\$431	45%	\$1,926	\$862	45%	2

Schrute Paper South's 3 largest cost centers produced a loss of \$6,259 in 2021 (Table 1). Grant Thornton accounted for \$-3,825 or 61% of this loss. Grant Thornton's orders produced an average loss of \$-1,913 and -47%.

Schrute Paper South's 3 largest profit centers earned the region a profit of \$3,631 in 2021 (Table 1). Jim Epp accounted for \$1,488 or 41% of this profit. Jim Epp's orders produced an average profit of \$496 and 48%.

