

0039 SHAWN VIGUE

Hired 10/98

District: AU 0314

06/21 Sales: 45,220.08

**Sales Rep Performance****Daily Sales Plan : \$2422.73 Daily Sales Plan%: 84.8**

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	13	26,275	30,603	26,275	281	44,500	59.1%	5.2	2,225	85	4.3	326.1	28.4	7.1	46.1	1	1	0	11.5	0
Feb	20	16	35,604	30,955	35,714	609	47,700	74.9%	5.3	2,385	124	6.2	291.0	49.0	7.9	36.9	1	2	0	13.8	0
Mar	23	22	40,123	38,723	40,123	869	53,200	75.4%	5.5	2,313	155	6.7	356.9	52.0	8.0	44.4	1	6	2	13.3	0
Apr	22	22	49,297	6,794	49,381	767	51,800	95.3%	5.8	2,355	173	7.9	295.7	60.3	7.8	37.8	2	4	1	14.1	0
May	20	20	49,371	19	49,371	723	47,100	104.8%	5.2	2,355	151	7.6	286.6	58.1	8.0	35.7	1	6	0	14.1	0
Jun	22	22	45,220	67,199	45,220	469	53,300	84.8%	5.7	2,423	150	6.8	366.3	50.2	7.7	47.6	1	5	0	13.7	0
Jul	21	00	0	52,354	0	0	50,100		0.0	2,386	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	43,461	0	0	53,100		0.0	2,414	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	51,536	0	0	50,900		0.0	2,424	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	50,931	0	0	51,100		0.0	2,433	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	47,953	0	0	49,100		0.0	2,455	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	52,280	0	0	53,500		0.0	2,432	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	115	245,890	174,293	246,084	3,718	297,600	82.7%	5.4	111	838	6.6	320.4	49.9	7.8	41.4	7	24	3	13.6	0
EST	254	242	517,439	472,809																	

**Sales Territory 362 Development****Customer Monthly Growth% : 4.21**

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	59,534	50,286	42,566	51,536	50,931	48,164	52,220	26,275	35,714	40,447	49,381	49,371	45,220	542,111	24.0-%
YTD Sales	205,296	255,582	298,148	349,684	400,615	448,779	500,999	26,275	61,989	102,437	151,818	201,188	246,408		20.0 %
Terr. Dly Sales	2,706	2,286	2,027	2,454	2,315	2,535	2,487	1,314	1,786	1,759	2,245	2,469	2,055	2,168	24.0-%
Cust. Growth%	41.74	19.72	6.17	31.16	23.73	35.48	32.90	33.34-	9.39-	10.77-	13.80	25.15	4.21		
Credits	973	1,100	276	852	99	519	85	40	238	3,204	1,049	1,906	1,504	10,871	54.7 %
Credit %	1.6	2.1	0.6	1.6	0.2	1.1	0.2	0.2	0.7	7.3	2.1	3.7	3.2	2.0	1.6 %
Lines	1,367	1,253	1,302	1,113	1,255	1,065	1,152	562	979	1,200	1,320	1,142	1,089	13,432	20.3-%
# Cust. sold	52	55	53	48	55	52	43	39	51	52	55	54	47	92	9.6-%
Avg. Cust \$	1082.43	914.29	773.93	1051.75	893.53	908.76	1186.81	640.86	700.27	749.03	881.80	897.65	962.13	5,892.51	11.1-%
#E-com Orders	5	3	3	0	2	6	2	4	2	1	0	3	0	26	
E-com Sales\$	2,164	439	871	0	244	1,008	459	2,014	1,917	34-	0	1,238	0	8,155	
E-com % Sales	3.63	0.87	2.05	0.00	0.48	2.09	0.88	7.67	5.37	0.09-	0.00	2.51	0.00	1.50	

**Customer Structure**

Buying (>\$500):	67	537,940.25 \$
Active:	90	542,111.17 \$
Active-Net Change:	0	14,313.71-\$
Zero:	54	
Total:	144	542,111.17 \$
NA/RKAM :	9	37,873.98 \$
Cust. Sold to:	47	
Cust. Sold to%:	52.2 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	92983	GRAPPONE HONDA	BOW		NF	01	2,427	2,327	3,734	4,830	3,240	3,850	20,408	20,933	2.5-%	58.8%
2	100556	CONCORD NISSAN INC	CONCORD		NF	01	1,077	2,177	1,668	2,420	10,674	2,118	20,133	9,164	119.7 %	49.1%
3	92961	GRAPPONE FORD MAZD	BOW		NF	01	1,907	3,745	3,308	4,132	2,210	2,750	18,052	14,857	21.5 %	61.6%
4	59218	MERCHANTS AUTO GRO	HOOKSETT		NF	01	2,258	2,380	2,650	3,177	3,093	3,077	16,635	13,229	25.8 %	63.3%
5	90543	GRAPPONE TOYOTA	BOW		NF	01	695	1,786	2,456	4,053	3,036	2,242	14,267	15,687	9.1-%	65.7%
6	162982	CUMMINS	CONCORD		NF	01	1,405	1,414	3,711	3,867	545	3,180	14,121	9,402	50.2 %	55.8%
7	90892	KDF INC	KEENE		NF	01	876	1,729	2,082	1,952	1,247	1,239	9,125	9,056	0.8 %	73.1%
8	8103871	BOBCAT OF NEW HAMP	CHICHESTER		NF	01	745	1,458	995	1,263	1,239	2,370	8,070	9,527	15.3-%	62.8%
9	104115	QUIRK CHEVY BUICK	MANCHESTER		NF	01	4,658	432	1,672-	446	144-	4,144	7,864	84,615	90.7-%	68.3%
10	VL0033	ALCO MOTORS INC	CONCORD	VL	NF	01	634	1,076	2,022	1,464	1,332	1,183	7,711	6,356	21.3 %	72.9%
11	92774	GRAPPONE HYUNDAI	BOW		NF	01	1,052	299	1,334	1,455	1,614	1,571	7,325	6,531	12.2 %	51.5%
12	VL0085	TOYOTA/VOLVO OF KE	EAST SWANZEY	VL		01	661	1,149	1,018	1,737	829	617	6,011	5,382	11.7 %	70.2%
13	155765	PRIME SUBARU OF MA	MANCHESTER		NF	01	0	0	159	344	1,704	3,625	5,831	192	2933.7%	63.9%
14	154737	MCLANE NORTHEAST O	HOPKINTON		NF	01	883	0	1,235	943	1,139	1,083	5,284	4,819	9.7 %	72.7%
15	147039	QUIRK KIA	MANCHESTER	KI	NF	01	700	579	851	1,351	896	880	5,257	5,235	0.4 %	67.5%
16	164412	ADAMS AUTO CARE	HOOKSETT		NF	01	94	363	1,376	866	946	1,187	4,833	4,716	2.5 %	70.3%
17	163932	GUIMOND'S AUTO BOD	CONCORD		NF	01	647	602	515	1,011	463	740	3,977	2,917	36.4 %	85.2%
18	134836	TIM'S TRUCK CAPITO	EPSOM		NF	01	293	917	164	1,055	743	714	3,885	4,139	6.1-%	78.9%
19	11948	WEED FAMILY AUTO	CONCORD		NF	01	271	1,082	612	769	667	419	3,820	2,764	38.2 %	69.8%
20	62215	HYUNDAI OF KEENE	KEENE		NF	01	356	607	995	701	422	592	3,674	4,303	14.6-%	74.9%
21	167131	AAMCO TRANSMISSION	CONCORD		NF	01	0	909	1,515	564	543	36	3,567	969	268.2 %	76.0%
22	165526	MANCHESTER HARLEY	MANCHESTER			01	318	0	487	978	1,179	520	3,481	4,118	15.5-%	73.1%
23	60770	MOTORCYCLES OF MAN	MANCHESTER		NF	01	101	549	551	394	864	912	3,370	3,386	0.5-%	75.0%
24	27089	HONDA OF KEENE	SWANZEY		NF	01	281	538	420	636	773	473	3,119	3,797	17.8-%	70.8%
25	66351	FREEDOM CYCLE	CONCORD		NF	01	369	502	446	650	623	467	3,056	2,578	18.6 %	80.1%
26	133499	CARLSON'S MOTOR SA	CONCORD		NF	01	531	421	752	530	419	336	2,987	3,990	25.1-%	71.5%
27	80329	STERLING AUTO	MANCHESTER			01	306	346	602	622	861	0	2,737	2,025	35.2 %	70.8%
28	146686	FAMILY CAR CARE	CONCORD		NF	01	161	232	1,006	239	113	308	2,060	1,653	24.7 %	62.0%
29	36122	A V A SERVICES	DUBLIN		NF	07	185	518	128	362	299	447	1,940	3,542	45.2-%	72.3%
30	91669	NOYES VOLKSWAGEN	KEENE		NF		351	197	141	0	1,238	0	1,926	1,227	57.0 %	70.5%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	61	48	44	32	15	14	3	90.2 %	41,352	849.20	129,580	44.1 %	489,140	64.1%
VENDING	1	0	0	0	0	0	0		0	0.00	0		0	
SIS	4	4	3	2	1	1	0	0.9 %	459	104.01	1,339	67.2 %	4,992	81.2%
Best price	77	57	43	37	18	16	3	91.9 %	42,851	728.17	132,072	42.7 %	498,068	64.1%
No freight	71	52	40	35	18	14	3	88.3 %	42,084	766.96	126,463	44.1 %	478,585	63.7%
NA/RKAM	9	7	5	4	1	2	1	7.0 %	2,750	450.88	10,573	17.3 %	37,874	70.3%
Ecommerce	12	9	4	0	0	0	0	1.5 %	0	75.51	1,238	68.2-%	8,155	67.6%

Category sales based on 3 months

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	7,305.83 \$	5.0 %	5.2 %	5,138.11 \$	70.3 %	65.5 %	5.4 %	5.5 %	152	4.3 %	4.9 %
AUBODY CLIPS&FASTNRS	13,653.19 \$	9.3 %	9.9 %	11,174.88 \$	81.9 %	80.7 %	11.8 %	13.0 %	523	14.7 %	21.6 %
CHEMICAL PRODUCT	32,386.98 \$	22.1 %	25.9 %		58.1 %	57.9 %	20.0 %	24.4 %	345	9.7 %	14.5 %
ELECTRICAL	8,925.74 \$	6.1 %	7.0 %	7,202.66 \$	80.7 %	75.5 %	7.6 %	8.6 %	385	10.9 %	12.8 %
HARDWARE	20,677.92 \$	14.1 %	7.1 %	17,669.74 \$	85.5 %	81.1 %	18.7 %	9.4 %	932	26.3 %	14.7 %
SHOPSUPPLIES&SAFETY	24,449.79 \$	16.7 %	17.4 %	11,940.48 \$	48.8 %	43.9 %	12.7 %	12.4 %	130	3.7 %	6.9 %
TOOLS	3,636.54 \$	2.5 %	4.2 %	2,455.45 \$	67.5 %	60.7 %	2.6 %	4.2 %	88	2.5 %	3.4 %
WHEEL WEIGHTS	13,592.64 \$	9.3 %	9.0 %	7,475.65 \$	55.0 %	57.8 %	7.9 %	8.4 %	647	18.2 %	10.8 %

Top Products 3 Months TotalTop 500 WURTH Products not sold 3 Months

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	089093000	MULTI PURPOSE SOLVENT	11,936	8.2	53.5 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	XLKP2001	3D ELITE KEY MACHINE	8,800	6.0	31.8 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	2,254	1.5	56.8 %	6	1890991046	LOW VOC BRAKE & PARTS CLEANER	49.0 %
4	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	2,250	1.5	41.8 %	8	9501007138	Blue Nitrile Gloves- LG-CASE P	50.0 %
5	0890991055	10% VOC Brake and Parts cleane	1,822	1.3	21.2 %	9	183024560	STL STRIP WT COAT 1 OZ INCR.	61.9 %
6	18992002C	HD LATEX GLOVES NO PWDER XLGE-	1,799	1.2	29.0 %	11	0827940751	Ergo Power Underhood LED Work	50.4 %
7	150159452	CHRY SLTD HX WASH HD ZN	1,766	1.2	77.1 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
8	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	1,676	1.2	59.6 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
9	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	1,644	1.1	56.3 %	15	0899470399	NitrileGlove Texture Blk 5mil	29.5 %
10	0893106050	HHS-K	1,573	1.1	67.9 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
11	189311069	SBS BRAKE TREATMENT II	1,553	1.1	72.1 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
12	0899470124	PROTGLOV-NITRILE-GRIP-ORANGE-X	1,519	1.0	42.5 %	20	0899470400	NitrileGlove Texture Blk 5mil	28.2 %
13	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	1,408	1.0	76.0 %	24	0899900967	16x18" MW GRAY PERF ABSORB PAD	62.7 %
14	18791321	VALVE CORE CHROME	1,350	0.9	89.6 %	25	089099104	45% VOC Brake & Parts Cleaner	52.4 %
15	9501007138	NITRILE DISPOS GLOVE BLUE - L	1,345	0.9	60.3 %	26	0879024056	DUAL FREQ 315/433MHZ TPMS/META	58.9 %
16	021038	LP HEX/SLOT 1/4X3/4 FORD	1,323	0.9	86.9 %	31	183024570	STL STRIP WT COAT 8 1/2oz inc	77.1 %
17	8859800125	CU 800 ANTI-SEIZE LUBRICANT 12	1,188	0.8	65.3 %	34	0892140029	Flexible Trim Paint Satin Blac	78.9 %
18	1899440151	Latex Gloves Powder Free-L (10	1,173	0.8	54.2 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
19	0899900966	16x18" LW GRAY PERF ABSORB PAD	1,157	0.8	51.1 %	40	1902553827	MARKF-FPR3012	77.2 %
20	1965128T2G	Hand Sanitizer & Dispenser Pac	1,120	0.8	1.0 %	42	1830242960	STL STRIP WT COAT 1/4 OZ INCR.	76.6 %
21	8890925	Glass Cleaner 19oz	1,055	0.7	64.0 %	44	089090901	Eco Super Spray All 1L Spray P	84.3 %
22	18992002	HD LATEX GLOVES NO PWDER XLGE	1,053	0.7	53.5 %	46	089099110	10% VOC BRAKE AND PARTS CLEANE	59.9 %
23	9501007140	NITRILE DISPOS GLOVE BLUE - XL	1,035	0.7	60.1 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
24	08939020	CLEAN GREEN HAND CLEANER 1GAL	960	0.7	59.1 %	49	18992000C	HD LATEX GLOVES NO POWDR MED-C	26.3 %
25	05884210	SURF PREP DISC 2" R - BROWN CO	953	0.7	66.4 %	50	1899470329	GlovePlus Blk Nitrile PF Ind L	30.4 %
26	07155526	BRAKE CALIPER BRUSH	941	0.7	65.7 %	54	089091003	THROTTLE BODY CLEANER 14oz AER	79.0 %
27	CVGWON4410	GLOVEWORKS HD ORANG NR DIAMOND	906	0.6	61.1 %	56	183038062	BLACK ZINC LP ADH WW 60 GRAMS	63.2 %
28	0892764030	UNIVERSAL A/C DYE 8oz CARTRIDG	856	0.6	71.3 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %

Customer PotentialActual Sales SML

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	0	0	0	0	0		0 :<=\$0	50	0	0	100.0-%
1-2	18	10	54,000	8	11,570	42,430	78.6 %	S :\$1-\$1800	44	27,162	1,817	43.0-%
3-5	239	60	717,000	39	100,412	616,588	86.0 %	M1 :\$1801-\$3600	16	40,478	2,327	4.6-%
6-8	264	40	792,000	25	114,926	677,074	85.5 %	M2 :\$3601-\$12000	18	129,414	13,354	32.4 %
9-12	226	21	678,000	11	208,301	469,699	69.3 %	L1 :\$12001-\$36000	9	209,249	19,730	21.7 %
13-40	143	8	429,000	6	104,913	324,087	75.5 %	L2 :\$36001-\$12000	2	133,820	7,994	75.8 %
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	890	139	2,670,000	89	540,123	2,129,877	79.8 %	Total	139	540,123		20.5 %
								Total(M + L)		512,961	43,404	32.2 %

Customer Structure by Wurth SIC code

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	25	17.4 %	23.0 %	5,956	13.2 %	18.4 %	50,474	9.3 %	14.9 %	67.9 %	60.5 %
1 Service/Repair	104	72.2 %	50.9 %	38,467	85.1 %	63.1 %	479,651	88.5 %	65.5 %	64.6 %	62.8 %
00 Auto Dealership - Do	10	6.9 %	5.6 %	6,894	15.2 %	10.1 %	129,365	23.9 %	10.9 %	56.2 %	60.8 %
01 Auto Dealership - Eu	5	3.5 %	2.7 %	1,183	2.6 %	11.9 %	19,893	3.7 %	12.4 %	72.1 %	61.0 %
02 Auto Dealership - As	15	10.4 %	3.7 %	16,751	37.0 %	13.6 %	166,889	30.8 %	13.3 %	63.0 %	60.5 %
03 Auto Dealership - Mi	1	0.7 %	1.0 %	617	1.4 %	1.4 %	11,394	2.1 %	1.6 %	72.2 %	61.9 %
08 Motorcycle Dealershi	4	2.8 %	0.8 %	520	1.2 %	1.8 %	10,084	1.9 %	1.6 %	73.2 %	67.3 %
10 Motorcycle Dealershi	2	1.4 %	0.6 %	0		0.5 %	1,549	0.3 %	0.6 %	85.7 %	70.6 %
16 Truck/Bus/RV Dealers	5	3.5 %	1.2 %	0		2.7 %	0		2.9 %		59.0 %
17 Independent - Truck/	7	4.9 %	2.5 %	522	1.2 %	2.8 %	4,479	0.8 %	2.6 %	64.5 %	61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	4	2.8 %	2.0 %	0		1.4 %	5,216	1.0 %	1.8 %	74.5 %	62.3 %
22 Construction/Landsca	7	4.9 %	1.6 %	2,398	5.3 %	1.4 %	18,801	3.5 %	1.5 %	63.4 %	62.5 %
25 Commercial Fleet	5	3.5 %	1.7 %	1,083	2.4 %	1.3 %	10,420	1.9 %	1.6 %	72.6 %	60.7 %
26 Building/Grounds/Fac	1	0.7 %	0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	7	4.9 %	17.1 %	478	1.1 %	14.5 %	7,103	1.3 %	15.5 %	78.9 %	71.9 %
3 Industrial	3	2.1 %	2.8 %	0		2.4 %	418	0.1 %	2.2 %	69.8 %	61.4 %
4 Facility/Grounds Mai	2	1.4 %	1.8 %	0		0.8 %	0		0.9 %		63.9 %
0 Others	3	2.1 %	4.4 %	320	0.7 %	0.9 %	4,465	0.8 %	1.0 %	81.7 %	57.8 %

**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
158308	MONADNOCK FORD	07/2020 Reac.	123.30	0	0	0	0	0	0	0	0	0	0	0	123.30
52685	CHAD'S AUTO BODY	08/2020 Reac.	76.36	0	0	76.36-	0	0	0	0	0	0	0	0	0.00
167131	AAMCO TRANSMISSIO	09/2020 New	86.73	398.57	249.52	233.88	0	909.01	1514.86	563.66	543.12	35.87	0	*	4535.22
164125	KEZAR AUTOMOTIVE	10/2020 New	62.90	0	0	0	0	0	0	0	0	0	*	*	62.90
165991	COUNTRY CAMPER	10/2020 New	49.95	0	0	0	0	0	0	0	0	0	*	*	49.95
167811	CHAPPEL TRACTOR	10/2020 New	62.90	391.91	0	0	0	0	667.75	0	0	0	*	*	1122.56
99200993	FAIRFIELD KIA	10/2020 New			49.95	0	0	0		0	0	0	0	0	0
0	*	*	49.95												
G133098	FAIRFIELD'S CADIL	10/2020 Reac.	140.89	0	0	0	0	0	0	0	0	0	*	*	140.89
168905	GERMAN AUTOWERKS	01/2021 New	75.42	45.58	168.64	248.94	262.39	211.88	0	*	*	*	*	*	1012.85
169204	GILLS POINT S TIR	02/2021 New	127.61	0	0	118.35	0	0	*	*	*	*	*	*	245.96
32630	HILLSBORO FORD	03/2021 Reac.	72.39	0	0	0	0	*	*	*	*	*	*	*	72.39
127706	QUALITY CARE COLL	03/2021 Reac.	70.84	0	0	0	0	*	*	*	*	*	*	*	70.84
169612	AUTO SENSE NORTH	03/2021 New	413.93	0	0	0	0	*	*	*	*	*	*	*	413.93
31835	BONNEVILLE DODGE	04/2021 Reac.	65.50	125.95	0	0	*	*	*	*	*	*	*	*	191.45
169752	BOULAY'S GARAGE	04/2021 New	157.19	0	0	0	*	*	*	*	*	*	*	*	157.19
169783	REFLEX TUNING	04/2021 New	95.88	0	0	0	*	*	*	*	*	*	*	*	95.88
168092	AMBROSE EQUIPMENT	05/2021 New	53.99	27.63	0	*	*	*	*	*	*	*	*	*	81.62
170525	2 D DIESEL	06/2021 New	326.81	215	*	*	*	*	*	*	*	*	*	*	541.81

0095 PAUL ATWELL

Hired 09/98

District: AU 0314

06/21 Sales: 19,732.18

**Sales Rep Performance****Daily Sales Plan : \$ 0.00 Daily Sales Plan%: 0.0**

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frgh	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	00	5,206	11,956	230	167	0		5.0	0	23	1.2	255.1	7.3	6.6	38.9	0	0	0	0.0	0
Feb	20	00	1,263	9,087	132	0	0		2.3	0	14	0.7	232.5	3.0	5.9	39.7	0	0	0	0.0	0
Mar	23	00	97	12,965	116	0	0		6.0	0	1	0.0	97.3	0.1	2.0	48.7	0	0	0	0.0	0
Apr	22	00	24,120	34	152	154	0		5.2	0	90	4.1	289.8	26.6	6.8	42.3	0	0	0	0.0	1
May	20	00	25,691	0	477	405	0		4.8	0	95	4.8	274.9	30.0	6.8	40.7	1	0	0	0.0	0
Jun	22	00	19,732	3,019	618	181	0		5.4	0	82	3.7	250.4	23.1	6.5	38.3	0	0	1	0.0	0
Jul	21	00	0	3,402	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	489	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	191	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	10,288	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	16,186	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	9,563	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	0	76,108	37,061	1,724	907	0		5.0	1	305	2.4	233.3	15.0	6.7	41.4	1	0	1	0.0	1
EST	254	254	0	77,179																	

**Sales Territory 382 Development****Customer Monthly Growth% : \*53.13**

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	0	0	71	71	94	152	52	230	132	116	152	477	618	2,164	
YTD Sales	129	129	199	270	365	517	569	230	362	478	630	1,107	1,724		1238.5%
Terr. Dly Sales	0	0	3	3	4	8	2	12	7	5	7	24	28	9	
Cust. Growth%	*0.00-	*0.00-	160.47	162.02	232.56	519.38	91.47	413.39	195.09	125.00	207.59	964.73	*53.13		
Credits	0	0	0	32	0	0	0	0	0	0	0	0	0	32	
Credit %	0.0	0.0	0.0	30.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4	
Lines	0	0	4	4	5	6	5	9	3	4	4	32	15	91	
# Cust. sold	0	0	1	1	1	1	1	2	1	1	2	2	3	4	
Avg. Cust \$	0.00	0.00	70.62	71.00	94.45	151.78	51.88	115.03	132.17	115.86	75.80	238.49	205.83	540.97	
#E-com Orders	0	0	0	0	0	0	0	0	0	0	1	0	0	1	
E-com Sales\$	0	0	0	0	0	0	0	0	0	0	43	0	0	43	
E-com % Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.12	0.00	0.00	1.97	

**Customer Structure**

Buying (>\$500):	2	1,951.07 \$
Active:	4	2,163.89 \$
Active-Net Change:	1	617.50 \$
Zero:	51	
Total:	55	2,163.89 \$
NA/RKAM :	0	
Cust. Sold to:	3	
Cust. Sold to%:	75.0 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	165078	STEPHENS CJD RAM O	BENNINGTON		NF	01	159	132	116	109	172	177	865	440	96.6 %	51.2%
2	170160	KNIGHT AUTOMOTIVE	PLATTSBURGH		NF	01	0	0	0	0	305	342	647	0		67.2%
3	2639	ALAN AUTO	PORTLAND				71	0	0	43	0	0	114	0		73.6%
4	158762	MAZZIOTTI	PORTLAND			01	0	0	0	0	0	99	99	0		70.8%
5	144330	GOWEN INC	PORTLAND				0	0	0	0	0	0	0	0		
6	143679	JCW DISTRIBUTORS	AUBURN				0	0	0	0	0	0	0	0		
7	147966	JEWETT & NOONAN TR	GORHAM				0	0	0	0	0	0	0	0		
8	8102259	PIATEK MACHINE CO.	PAWTUCKET				0	0	0	0	0	0	0	0		
9	142662	KARDEX REMSTARDIVI	WESTBROOK				0	0	0	0	0	0	0	0		
10	127409	LEONARD AUTOMOTIVE	CARMEL				0	0	0	0	0	0	0	0		
11	8200006	VINYL TECH GRAPHIC	NEWMARKET				0	0	0	0	0	0	0	0		
12	8102677	SUNDOWN CORP.	STOWE				0	0	0	0	0	0	0	0		
13	8100026	KELLEY TRUCKING IN	GORHAM				0	0	0	0	0	0	0	0		
14	128771	DR AUTO LLC	WATERVILLE				0	0	0	0	0	0	0	0		
15	120971	LAKE REGION IMPORT	WESTBROOK				0	0	0	0	0	0	0	0		
16	92484	COURTESY MOTORS TO	BERLIN			07	0	0	0	0	0	0	0	0		
17	88399	WASHBURN'S SERVICE	RICHMOND			07	0	0	0	0	0	0	0	0		
18	84965	HOLDEN FAMILY RV S	HOLDEN				0	0	0	0	0	0	0	0		
19	62444	NEW ENGLAND IMPORT	PORTLAND				0	0	0	0	0	0	0	0		
20	54054	B & D MARINE	BREWER				0	0	0	0	0	0	0	0		
21	48082	RELIANCE EQUIPMENT	VASSALBORO				0	0	0	0	0	0	0	0		
22	42354	JOHNS SERVICE	SOUTH PORTLA				0	0	0	0	0	0	0	0		
23	37225	PARRITTS AUTOBODY	STEUBEN				0	0	0	0	0	0	0	0		
24	37650	HASTINGS SERVICE C	GUILD				0	0	0	0	0	0	0	0		
25	27351	WYMANS AUTOBODY	GORHAM			99	0	0	0	0	0	0	0	0		
26	23305	BANGOR RADIATOR SH	BANGOR				0	0	0	0	0	0	0	0		
27	8682	MOWATTS AUTOMOTIVE	PORTLAND				0	0	0	0	0	0	0	0		
28	3778	CARROLL'S BODY SHO	WINSLOW				0	0	0	0	0	0	0	0		
29	7012	NEW ENGLAND IMPORT	SOUTH CHINA				0	0	0	0	0	0	0	0		
30	8130038	T.C. HEAVY EQUIPME	RUMNEY				0	0	0	0	0	0	0	0		

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	5	0	0	0	0	0	0		0	0.00	0		0	
VENDING	0	0	0	0	0	0	0		0	0.00	0		0	
SIS	0	0	0	0	0	0	0		0	0.00	0		0	
Best price	4	3	2	3	3	0	0	94.7 %	618	56.94	1,203	195.9 %	2,050	61.2%
No freight	6	2	2	2	2	0	0	90.2 %	519	81.29	1,105	171.7 %	1,951	60.8%
NA/RKAM	0	0	0	0	0	0	0		0	0.00	0		0	
Ecommerce	1	1	0	0	0	0	0	2.0 %	0	3.55	43		43	64.7%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	4,323.84 \$	6.3 %	5.2 %	2,875.42 \$	66.5 %	65.5 %	6.7 %	5.5 %	80	4.8 %	4.9 %
AUBODY CLIPS&FASTNRS	4,251.67 \$	6.2 %	9.9 %	3,505.88 \$	82.5 %	80.7 %	8.1 %	13.0 %	208	12.4 %	21.6 %
CHEMICAL PRODUCT	15,830.19 \$	22.9 %	25.9 %		59.4 %	57.9 %	21.7 %	24.4 %	212	12.6 %	14.5 %
ELECTRICAL	3,470.13 \$	5.0 %	7.0 %	2,789.24 \$	80.4 %	75.5 %	6.5 %	8.6 %	157	9.3 %	12.8 %
HARDWARE	7,231.73 \$	10.5 %	7.1 %	5,840.47 \$	80.8 %	81.1 %	13.5 %	9.4 %	271	16.1 %	14.7 %
SHOPSUPPLIES&SAFETY	10,226.34 \$	14.8 %	17.4 %	4,107.38 \$	40.2 %	43.9 %	9.5 %	12.4 %	101	6.0 %	6.9 %
TOOLS	1,158.80 \$	1.7 %	4.2 %	788.73 \$	68.1 %	60.7 %	1.8 %	4.2 %	28	1.7 %	3.4 %
WHEEL WEIGHTS	14,273.97 \$	20.7 %	9.0 %	7,995.95 \$	56.0 %	57.8 %	18.5 %	8.4 %	451	26.8 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	089093000	MULTI PURPOSE SOLVENT	4,741	6.9	46.0 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	2,501	3.6	69.1 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0879024056	DUAL FREQ 315/433MHZ TPMS/META	1,632	2.4	56.8 %	6	1890991046	LOW VOC BRAKE & PARTS CLEANER	49.0 %
4	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	1,496	2.2	60.1 %	12	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	44.7 %
5	0899900966	16x18" LW GRAY PERF ABSORB PAD	1,324	1.9	54.4 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
6	0899470400	NitrileGlove Texture Blk 5mil	1,108	1.6	22.5 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
7	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	1,068	1.6	49.0 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
8	18992001C	HD LATEX GLOVES NO PWDER LGE-C	1,000	1.5	20.7 %	23	0890991055	10% VOC Brake and Parts cleane	39.1 %
9	05884210	SURF PREP DISC 2" R - BROWN CO	989	1.4	57.7 %	25	089099104	45% VOC Brake & Parts Cleaner	52.4 %
10	183024570	STL STRIP WT COAT 8 1/2oz inc	943	1.4	72.4 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
11	183014300	STL COAT ADHS WHL WGT .25OZ IN	942	1.4	54.6 %	28	8890925	Glass Cleaner 19oz	75.1 %
12	08900301	SKS STONEGUARD BLACK WINTERPRO	856	1.2	67.3 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
13	183024560	STL STRIP WT COAT 1 OZ INCR.	721	1.0	52.1 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
14	X55193	1/2oz BADA STICKY WEIGHT 125PC	711	1.0	59.7 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
15	189311069	SBS BRAKE TREATMENT II	639	0.9	74.7 %	40	1902553827	MARKF-FPR3012	77.2 %
16	083014515	16.5LB (5G) STEEL WHEEL WEIGHT	627	0.9	51.5 %	43	089188113	EMPTY LOW VOC B&P CLEANER REFI	64.4 %
17	18791329	TPMS High Temp (red) Nalve Cor	623	0.9	74.1 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
18	18992002C	HD LATEX GLOVES NO PWDER XLGE-	600	0.9	17.6 %	51	187913673	2" LEAD WIRE COMBO W/ 1/4" STE	80.0 %
19	1899470378	Ammex Nitrile Gloves Blue XL-C	580	0.8	30.6 %	54	089091003	THROTTLE BODY CLEANER 14oz AER	79.0 %
20	9501007138	Blue Nitrile Gloves- LG-CASE P	580	0.8	50.0 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %
21	88909071	High Build Under Seal (black)	543	0.8	67.5 %	64	0899900968	16x18" HW GRAY PERF ABSORB PAD	62.9 %
22	146401220	DP SL TOY AL/COATED 12X20	528	0.8	83.7 %	68	0893301907	WURTH FIXALL 207ML	68.3 %
23	08901221	TIRE MOUNTING PASTE 11LB PAIL	511	0.7	79.3 %	69	0899470399	Nitrile Gloves Texture Blk 5mi	43.3 %
24	0899900967	16x18" MW GRAY PERF ABSORB PAD	490	0.7	56.0 %	73	0899470121	PROTGLOV-NITRILE-GRIP-ORANGE-M	42.8 %
25	15852130	3" BLUE NYLON DISC W/HUB	486	0.7	69.7 %	74	0899470400	Nitrile Gloves Texture Blk 5mi	42.7 %
26	0890991030	10% VOC Brake and Parts cleane	485	0.7	29.3 %	75	885591050	BARE METAL SEAM SEALER	60.4 %
27	0899470399	NitrileGlove Texture Blk 5mil	449	0.7	23.6 %	77	0893450100	POWER PANEL BOND	63.2 %
28	0580400536	MINI RESIN FIBER DISC ZEE SUPR	409	0.6	63.5 %	78	0893844100	DIELECTRIC GREASE 3 OZ	84.0 %



**Customer Potential****Actual Sales SML**

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	1	0	0	0	0		0 :<=\$0	46	0	0	
1-2	0	0	0	0	0	0		S :\$1-\$1800	4	2,164	618	761.9 %
3-5	135	39	405,000	3	859	404,141	99.8 %	M1 :\$1801-\$3600	0	0	0	
6-8	30	5	90,000	0	0	90,000	100.0 %	M2 :\$3601-\$12000	0	0	0	
9-12	40	4	120,000	1	1,304	118,696	98.9 %	L1 :\$12001-\$36000	0	0	0	
13-40	40	1	120,000	0	0	120,000	100.0 %	L2 :\$36001-\$12000	0	0	0	
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	245	50	735,000	4	2,164	732,836	99.7 %	Total	50	2,164		761.9 %
								Total(M + L)		0	0	

**Customer Structure by Wurth SIC code**

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	8	14.6 %	23.0 %	618	100.0 %	18.4 %	2,050	94.7 %	14.9 %	61.2 %	60.5 %
1 Service/Repair	35	63.6 %	50.9 %	0		63.1 %	114	5.3 %	65.5 %	73.6 %	62.8 %
00 Auto Dealership - Do	0		5.6 %	0		10.1 %	0		10.9 %		60.8 %
01 Auto Dealership - Eu	0		2.7 %	0		11.9 %	0		12.4 %		61.0 %
02 Auto Dealership - As	1	1.8 %	3.7 %	0		13.6 %	0		13.3 %		60.5 %
03 Auto Dealership - Mi	0		1.0 %	0		1.4 %	0		1.6 %		61.9 %
08 Motorcycle Dealershi	0		0.8 %	0		1.8 %	0		1.6 %		67.3 %
10 Motorcycle Dealershi	0		0.6 %	0		0.5 %	0		0.6 %		70.6 %
16 Truck/Bus/RV Dealers	0		1.2 %	0		2.7 %	0		2.9 %		59.0 %
17 Independent - Truck/	3	5.5 %	2.5 %	0		2.8 %	0		2.6 %		61.2 %
19 Manufacturing/Fabric	2	3.6 %	0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	2	3.6 %	2.0 %	0		1.4 %	0		1.8 %		62.3 %
22 Construction/Landsca	2	3.6 %	1.6 %	0		1.4 %	0		1.5 %		62.5 %
25 Commercial Fleet	1	1.8 %	1.7 %	0		1.3 %	0		1.6 %		60.7 %
26 Building/Grounds/Fac	0		0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	4	7.3 %	17.1 %	0		14.5 %	0		15.5 %		71.9 %
3 Industrial	1	1.8 %	2.8 %	0		2.4 %	0		2.2 %		61.4 %
4 Facility/Grounds Mai	5	9.1 %	1.8 %	0		0.8 %	0		0.9 %		63.9 %
0 Others	2	3.6 %	4.4 %	0		0.9 %	0		1.0 %		57.8 %

**0095 PAUL ATWELL****Hired 09/98****District: AU 0314****06/21 Sales: 19,732.18****12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
165078	STEPHENS CJD RAM	08/2020 New	70.62	71	94.45	151.78	51.88	158.63	132.17	115.86	108.96	172.19	176.88	0	1304.42
170160	KNIGHT AUTOMOTIVE	05/2021 New	304.79	341.86	0	*	*	*	*	*	*	*	*	*	646.65
158762	MAZZIOTTI	06/2021 Reac.	98.76	0	*	*	*	*	*	*	*	*	*	*	98.76

Sales Rep Performance

Daily Sales Plan : \$2586.36    Daily Sales Plan%: 83.6

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	19	47,779	48,501	47,779	627	47,100	101.4%	5.6	2,355	127	6.4	393.8	69.9	11.2	35.0	1	0	1	10.0	0
Feb	20	18	44,962	42,329	44,962	229	50,500	89.0%	5.5	2,525	121	6.1	381.2	75.9	12.8	29.8	1	0	0	10.0	4
Mar	23	22	51,938	45,550	52,008	947	56,800	91.6%	5.3	2,470	122	5.3	437.0	63.0	12.2	35.9	0	0	1	10.0	0
Apr	22	20	51,998	37,218	51,725	168	55,300	93.5%	5.3	2,514	134	6.1	391.1	70.8	11.9	33.0	0	0	0	9.8	0
May	20	19	46,699	47,838	45,143	539	50,300	89.8%	5.5	2,515	128	6.4	381.7	72.9	11.8	32.3	0	0	1	10.0	1
Jun	22	14	47,257	51,572	47,565	501	56,900	83.6%	5.5	2,586	135	6.1	369.6	67.4	11.9	31.0	0	0	1	9.6	0
Jul	21	00	0	47,456	0	0	53,400		0.0	2,543	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	47,372	0	0	56,600		0.0	2,573	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	53,559	0	0	54,300		0.0	2,586	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	51,448	0	0	54,500		0.0	2,595	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	46,064	0	0	52,400		0.0	2,620	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	48,755	0	0	57,100		0.0	2,595	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	112	290,633	273,008	289,182	3,011	316,900	91.3%	5.4	118	767	6.0	392.4	69.8	12.0	32.9	2	0	4	9.9	5
EST	254	239	620,190	567,663																	

Sales Territory 399 Development

Customer Monthly Growth% : 0.58-

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	50,904	48,398	47,497	53,559	51,448	46,064	48,755	47,779	45,096	52,008	51,725	45,143	47,565	585,038	6.6-%
YTD Sales	256,668	305,066	352,563	406,122	457,570	503,634	552,389	47,779	92,875	144,883	196,609	241,752	289,316		12.7 %
Terr. Dly Sales	2,314	2,200	2,262	2,550	2,339	2,424	2,322	2,389	2,255	2,261	2,351	2,257	2,162	2,340	6.6-%
Cust. Growth%	3.15-	7.92-	5.33-	6.77	2.10-	1.50	2.81-	10.56	4.36	3.98	8.11	3.79	0.58-		
Credits	0	200	562	0	712	224	432	242	320	290	0	0	0	2,982	
Credit %	0.0	0.4	1.2	0.0	1.4	0.5	0.9	0.5	0.7	0.6	0.0	0.0	0.0	0.5	
Lines	1,506	1,332	1,276	1,554	1,488	1,230	1,489	1,387	1,502	1,446	1,519	1,359	1,462	17,044	2.9-%
# Cust. sold	45	40	43	41	46	41	39	45	39	44	42	42	43	69	4.4-%
Avg. Cust \$	1131.20	1209.95	1104.58	1306.33	1118.44	1123.51	1250.13	1061.75	1156.32	1155.74	1231.55	1074.84	1106.16	8,478.81	2.2-%
#E-com Orders	3	2	4	0	3	3	3	3	3	2	2	1	2	28	
E-com Sales\$	460	710	304	0	251	292	134	961	259	270	500	43	182	3,905	
E-com % Sales	0.90	1.47	0.64	0.00	0.49	0.63	0.28	2.01	0.57	0.52	0.97	0.10	0.38	0.67	

Customer Structure

Buying (>\$500):	57	582,265.74 \$
Active:	69	585,037.82 \$
Active-Net Change:	1	3,339.04-\$
Zero:	51	
Total:	120	585,037.82 \$
NA/RKAM :	6	48,082.30 \$
Cust. Sold to:	43	
Cust. Sold to%:	62.3 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	83417	TOYOTA OF PORTLAND	PORTLAND		NF	01	4,504	4,591	4,337	4,584	3,792	3,460	25,268	23,966	5.4 %	57.0%
2	71593	PATRIOT SUBARU	SACO	PM	NF	01	3,808	2,417	3,550	5,298	3,230	4,527	22,830	24,558	7.0-%	59.6%
3	108100	PAPE SUBARU	SOUTH PORTLA		NF	01	3,047	1,785	3,301	3,803	3,895	3,408	19,239	23,002	16.4-%	58.5%
4	VE18875	ROWE FORD	WESTBROOK		NF	01	2,440	3,776	3,308	2,911	2,811	2,878	18,123	17,337	4.5 %	50.3%
5	22187	MAINE MALL MOTORS	SOUTH PORTLA		NF	01	2,051	2,299	2,936	2,073	3,296	1,942	14,597	28,247	48.3-%	53.4%
6	53249	MOODY'S COLLISION	SCARBOROUGH		NF	01	2,207	2,766	2,230	1,550	2,522	1,925	13,200	11,619	13.6 %	68.7%
7	109949	MOODY'S COLLISION	PORTLAND		NF	01	2,097	2,321	2,025	1,654	1,497	1,838	11,432	8,856	29.1 %	68.7%
8	52117	MOODY'S COLLISION	GORHAM		NF	01	1,762	2,033	1,904	2,100	1,644	1,776	11,218	8,629	30.0 %	71.1%
9	168587	BERLIN CITY NISSAN	PORTLAND		NF	01	1,794	1,172	1,918	1,723	1,898	1,638	10,143	0		51.9%
10	VE28780	FALMOUTH PORSCHE A	FALMOUTH		NF	01	1,609	1,805	1,117	1,741	1,421	2,254	9,947	7,742	28.5 %	49.0%
11	71909	MOODYS COLLISION C	BIDDEFORD		NF	01	2,091	1,958	1,358	1,850	1,084	1,562	9,903	8,249	20.1 %	71.6%
12	VE105277	LEE AUTO MALL	WESTBROOK		NF	01	1,520	1,335	2,358	1,718	1,145	1,309	9,384	9,925	5.5-%	53.5%
13	130040	MOODY'S COLLISION	SOUTH PORTLA		NF	01	1,017	1,478	1,123	1,145	1,323	1,500	7,585	5,696	33.2 %	71.6%
14	18875	ROWE FORD	WESTBROOK		NF	01	1,317	503	1,187	1,669	1,146	1,714	7,537	10,206	26.2-%	48.2%
15	139354	BERLIN CITY OF POR	PORTLAND		NF	01	860	919	964	1,646	1,380	985	6,754	6,218	8.6 %	51.6%
16	28780	FALMOUTH PORSCHE A	FALMOUTH		NF	01	878	448	1,468	801	1,732	1,046	6,373	6,375	0.0-%	70.0%
17	VE156427	ROWE HYUNDAI	WESTBROOK		NF	01	319	2,056	1,119	686	1,054	980	6,214	6,615	6.1-%	43.7%
18	151617	MOODYS COLLISION C	WELLS		NF	01	988	1,009	1,064	533	603	370	4,567	4,479	2.0 %	73.5%
19	117374	MOODYS COLLISION C	SPRINGVALE		NF	01	945	896	760	794	806	312	4,514	4,255	6.1 %	72.6%
20	105383	ARUNDEL FORD	ARUNDEL		NF	01	266	778	1,109	435	370	1,334	4,292	4,271	0.5 %	60.1%
21	156427	ROWE HYUNDAI	WESTBROOK		NF	01	1,006	392	1,087	696	572	457	4,210	3,958	6.4 %	55.1%
22	105277	LEE AUTO MALL	WESTBROOK		NF	01	905	432	419	834	353	746	3,689	3,837	3.9-%	70.8%
23	26992	YANKEE FORD SALES	SOUTH PORTLA		NF	01	1,225	843	1,539	0	0	0	3,607	8,738	58.7-%	74.1%
24	138696	BERLIN CITY HONDA	SOUTH PORTLA		NF	01	507	412	530	962	385	786	3,583	8,394	57.3-%	53.9%
25	94451	BILL DODGE COLLISI	WESTBROOK		NF	01	302	904	331	834	267	544	3,183	3,853	17.4-%	76.0%
26	VE105383	ARUNDEL FORD	KENNEBUNKPOR		NF	01	216	971	474	416	380	679	3,135	4,622	32.2-%	62.3%
27	62061	NEIL'S MOTORS	BIDDEFORD		NF	01	925	471	58	687	545	422	3,108	4,827	35.6-%	64.7%
28	161920	ROWE COLLISION CEN	WESTBROOK		NF	01	393	700	683	647	178	461	3,062	2,718	12.6 %	73.9%
29	102858	OCONNOR MOTOR COMP	PORTLAND		NF	01	744	506	240	585	311	514	2,900	1,165	149.0 %	55.5%
30	28367	BRUCES AUTO REPAIR	ARUNDEL				179	124	1,479	0	412	404	2,599	2,414	7.7 %	72.5%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	39	29	27	21	11	10	0	66.9 %	29,828	1125.05	93,205	3.1-%	391,517	64.9%
VENDING	10	8	5	5	4	1	0	16.0 %	8,098	977.72	22,584	8.5-%	93,861	54.5%
SIS	9	6	6	4	3	1	0	13.6 %	5,563	1107.11	17,092	26.3-%	79,712	70.9%
Best price	64	49	42	35	22	13	0	94.5 %	43,992	940.67	135,703	1.4-%	553,111	62.5%
No freight	66	48	41	33	20	13	0	94.0 %	43,002	954.54	134,777	1.2-%	549,815	62.4%
NA/RKAM	6	2	2	2	1	1	0	8.2 %	4,569	2003.43	13,261	30.5 %	48,082	64.9%
Ecommerce	12	10	5	2	1	1	0	0.7 %	182	32.54	725	51.3-%	3,905	59.4%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	12,071.50	\$ 8.3 %	5.2 %	8,213.94	\$ 68.0 %	65.5 %	9.4 %	5.5 %	243	5.5 %	4.9 %
AUBODY CLIPS&FASTNRS	22,284.00	\$ 15.4 %	9.9 %	16,952.59	\$ 76.1 %	80.7 %	19.4 %	13.0 %	1,553	34.9 %	21.6 %
CHEMICAL PRODUCT	28,510.56	\$ 19.7 %	25.9 %		60.1 %	57.9 %	19.6 %	24.4 %	542	12.2 %	14.5 %
ELECTRICAL	4,154.81	\$ 2.9 %	7.0 %	3,076.99	\$ 74.1 %	75.5 %	3.5 %	8.6 %	240	5.4 %	12.8 %
HARDWARE	11,406.47	\$ 7.9 %	7.1 %	9,877.28	\$ 86.6 %	81.1 %	11.3 %	9.4 %	536	12.1 %	14.7 %
SHOPSUPPLIES&SAFETY	36,986.55	\$ 25.6 %	17.4 %	14,537.74	\$ 39.3 %	43.9 %	16.7 %	12.4 %	325	7.3 %	6.9 %
TOOLS	5,229.40	\$ 3.6 %	4.2 %	3,363.90	\$ 64.3 %	60.7 %	3.9 %	4.2 %	117	2.6 %	3.4 %
WHEEL WEIGHTS	18,287.20	\$ 12.6 %	9.0 %	10,171.42	\$ 55.6 %	57.8 %	11.7 %	8.4 %	703	15.8 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	18992001C	HD LATEX GLOVES NO PWDER LGE-C	6,197	4.3	25.4 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	1890991046	LOW VOC BRAKE & PARTS CLEANER	4,919	3.4	34.1 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	4,382	3.0	60.9 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
4	18992002C	HD LATEX GLOVES NO PWDER XLGE-	4,198	2.9	26.9 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
5	9501007140	Blue Nitrile Glove XL -CASE PK	3,589	2.5	47.4 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
6	0899900966	16x18" LW GRAY PERF ABSORB PAD	3,163	2.2	52.3 %	23	0890991055	10% VOC Brake and Parts cleane	39.1 %
7	8859800125	CU 800 ANTI-SEIZE LUBRICANT 12	3,011	2.1	62.5 %	31	183024570	STL STRIP WT COAT 8 1/2oz inc	77.1 %
8	18992000C	HD LATEX GLOVES NO POWDR MED-C	2,999	2.1	25.1 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
9	9501007138	Blue Nitrile Gloves- LG-CASE P	2,919	2.0	46.0 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
10	0893920250	BRAKE PROTECTION PASTE PRESSUR	2,688	1.9	63.0 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
11	083014415	STEEL WHEEL WEIGHTS ON A ROLL	2,446	1.7	78.5 %	40	1902553827	MARKF-FPR3012	77.2 %
12	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	2,149	1.5	34.6 %	42	1830242960	STL STRIP WT COAT 1/4 OZ INCR.	76.6 %
13	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	2,011	1.4	71.2 %	46	089099110	10% VOC BRAKE AND PARTS CLEANE	59.9 %
14	15852120	2" BLUE NYLON DISC W/ HUB	1,805	1.3	75.4 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
15	0893241002	Rost Off Max Ice	1,774	1.2	65.6 %	50	1899470329	GlovePlus Blk Nitrile PF Ind L	30.4 %
16	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	1,469	1.0	33.8 %	51	187913673	2" LEAD WIRE COMBO W/ 1/4" STE	80.0 %
17	0879024056	DUAL FREQ 315/433MHZ TPMS/META	1,418	1.0	57.6 %	53	0893243050	DOS THREADLOCKER BLUE 1.76oz	81.2 %
18	089188113	EMPTY LOW VOC B&P CLEANER REFI	1,206	0.8	54.6 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %
19	150121420	BUMP, ENG COVER, FEND & GRILL	1,204	0.8	83.7 %	62	9501007138	NITRILE DISPOS GLOVE BLUE - L	60.8 %
20	189311069	SBS BRAKE TREATMENT II	1,191	0.8	69.3 %	64	0899900968	16x18" HW GRAY PERF ABSORB PAD	62.9 %
21	0827940751	Ergo Power Underhood LED Work	1,188	0.8	50.4 %	68	0893301907	WURTH FIXALL 207ML	68.3 %
22	183024560	STL STRIP WT COAT 1 OZ INCR.	1,033	0.7	49.8 %	69	0899470399	Nitrile Gloves Texture Blk 5mi	43.3 %
23	07108801	8MM x 80MM HSCO TIN SPOT WELD	999	0.7	56.5 %	70	1899470330	GlovePlus Nitrile Gloves Blk X	30.4 %
24	0893301900	wurth fixall 50 ml	991	0.7	50.2 %	74	0899470400	Nitrile Gloves Texture Blk 5mi	42.7 %
25	0893106050	HHS-K	968	0.7	65.2 %	75	885591050	BARE METAL SEAM SEALER	60.4 %
26	0899103210	ELEMENT SAFE GLASS BLK FRM/CLR	961	0.7	52.7 %	77	0893450100	POWER PANEL BOND	63.2 %
27	5518598422	MINI CLOTH DISC GR PW ZIRC 2"	885	0.6	67.0 %	80	08923344	DISSOLVING WASHER FLUID TABLET	72.8 %
28	0899470121	PROTGLOV-NITRILE-GRIP-ORANGE-M	870	0.6	37.7 %	82	9501007140	NITRILE DISPOS GLOVE BLUE - XL	60.8 %

Customer PotentialActual Sales SML

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	0	0	0	0	0		0 :<=\$0	50	0	0	100.0-%
1-2	11	7	33,000	3	3,389	29,611	89.7 %	S :\$1-\$1800	22	12,780	1,340	63.7-%
3-5	186	48	558,000	24	120,148	437,852	78.5 %	M1 :\$1801-\$3600	14	37,413	3,804	15.5-%
6-8	227	33	681,000	19	94,770	586,230	86.1 %	M2 :\$3601-\$12000	16	115,659	9,320	11.8 %
9-12	247	23	741,000	16	212,209	528,791	71.4 %	L1 :\$12001-\$36000	13	237,480	19,764	15.3 %
13-40	127	8	381,000	7	154,522	226,478	59.4 %	L2 :\$36001-\$12000	4	181,706	13,337	22.2 %
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	798	119	2,394,000	69	585,038	1,808,962	75.6 %	Total	119	585,038		5.8 %
								Total(M + L)		572,258	46,224	13.9 %

Customer Structure by Wurth SIC code

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	14	11.7 %	23.0 %	3,138	6.6 %	18.4 %	21,087	3.6 %	14.9 %	59.0 %	60.5 %
1 Service/Repair	82	68.3 %	50.9 %	34,058	71.6 %	63.1 %	433,942	74.2 %	65.5 %	60.7 %	62.8 %
00 Auto Dealership - Do	15	12.5 %	5.6 %	9,510	20.0 %	10.1 %	115,987	19.8 %	10.9 %	59.2 %	60.8 %
01 Auto Dealership - Eu	11	9.2 %	2.7 %	3,342	7.0 %	11.9 %	32,802	5.6 %	12.4 %	59.3 %	61.0 %
02 Auto Dealership - As	14	11.7 %	3.7 %	16,841	35.4 %	13.6 %	236,647	40.5 %	13.3 %	59.3 %	60.5 %
03 Auto Dealership - Mi	0		1.0 %	0		1.4 %	0		1.6 %		61.9 %
08 Motorcycle Dealershi	1	0.8 %	0.8 %	0		1.8 %	0		1.6 %		67.3 %
10 Motorcycle Dealershi	0		0.6 %	0		0.5 %	0		0.6 %		70.6 %
16 Truck/Bus/RV Dealers	6	5.0 %	1.2 %	361	0.8 %	2.7 %	2,063	0.4 %	2.9 %	49.2 %	59.0 %
17 Independent - Truck/	4	3.3 %	2.5 %	0		2.8 %	0		2.6 %		61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	2	1.7 %	2.0 %	0		1.4 %	1,283	0.2 %	1.8 %	76.7 %	62.3 %
22 Construction/Landsca	0		1.6 %	0		1.4 %	0		1.5 %		62.5 %
25 Commercial Fleet	2	1.7 %	1.7 %	0		1.3 %	2,456	0.4 %	1.6 %	67.2 %	60.7 %
26 Building/Grounds/Fac	2	1.7 %	0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	19	15.8 %	17.1 %	10,369	21.8 %	14.5 %	129,396	22.1 %	15.5 %	72.0 %	71.9 %
3 Industrial	1	0.8 %	2.8 %	0		2.4 %	0		2.2 %		61.4 %
4 Facility/Grounds Mai	4	3.3 %	1.8 %	0		0.8 %	614	0.1 %	0.9 %	66.2 %	63.9 %
0 Others	0		4.4 %	0		0.9 %	0		1.0 %		57.8 %

**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
166346	CUSTOM HOME IMPRO	06/2020 New	866.41	453.35	0	177.54	0	0	0	0	0	0	0	0	1497.30
167661	RICK DRYDEN SR CO	10/2020 New	349.68	0	0	0	0	390.96	0	0	0	0	*	*	740.64
167718	ROWE QUICK LANE	10/2020 New	301.09	312.97	787.58	0	575.28	315.6	396.68	240.27	438.31	0	*	*	3367.78
167951	VOLKHARD LINDNER	10/2020 New	64.75	0	0	0	0	0	0	0	0	0	*	*	64.75
VE104462	PRIME VOLKSWAGEN	11/2020		Reac.	352.05	0	0	0	0	0	0	0	0	0	0
*	*	*	352.05												
168587	BERLIN CITY NISSA	01/2021 New	1,794.31	1171.59	1917.79	1722.95	1898.02	1638.42	43.95	*	*	*	*	*	10187.03
VE104453	PRIME COLLISION C	01/2021		Reac.	261.87	0	0	0	35.7	0	0	0		*	*
*	*	*	297.57												
169190	ALLEGIANCE TRUCKS	02/2021 New	429.82	0	0	0	600.39	0	*	*	*	*	*	*	1030.21
66419	PRIME MOTOR CAR C	03/2021 Reac.	892.37	0	0	0	0	*	*	*	*	*	*	*	892.37
144663	PORTLAND PUBLIC S	05/2021 Reac.	821.13	0	0	*	*	*	*	*	*	*	*	*	821.13
155079	WHITED PETERBUILT	06/2021 Reac.	360.80	0	*	*	*	*	*	*	*	*	*	*	360.80

1734 MARK ELLIOTT

Hired 03/05

District: AU 0314

06/21 Sales: 32,676.10

**Sales Rep Performance****Daily Sales Plan : \$1709.09 Daily Sales Plan%: 86.9**

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	19	28,311	30,359	28,311	777	31,100	91.0%	5.7	1,555	116	5.8	255.6	36.1	6.5	39.4	0	11	1	13.0	0
Feb	20	19	28,466	31,806	28,466	603	33,300	85.5%	5.7	1,665	114	5.7	260.3	35.8	6.5	40.2	1	11	2	13.5	4
Mar	23	23	23,766	26,030	23,945	557	37,600	63.7%	6.2	1,635	129	5.6	191.1	31.1	5.6	34.0	1	14	1	13.8	0
Apr	22	22	31,726	5,416	31,726	888	36,600	86.7%	5.2	1,664	128	5.8	261.5	34.7	6.2	42.0	1	11	0	14.3	0
May	20	15	25,795	8-	25,795	749	33,300	77.5%	5.2	1,665	102	5.1	259.7	28.3	5.8	45.2	1	12	0	13.7	0
Jun	22	21	32,676	38,000	32,676	500	37,600	86.9%	5.4	1,709	142	6.5	256.6	35.6	6.0	43.0	1	8	0	12.9	1
Jul	21	00	0	31,211	0	0	35,400		0.0	1,686	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	31,893	0	0	37,500		0.0	1,705	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	28,657	0	0	36,000		0.0	1,714	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	32,926	0	0	36,100		0.0	1,719	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	30,894	0	0	34,700		0.0	1,735	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	32,026	0	0	37,800		0.0	1,718	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	119	170,740	131,604	170,920	4,073	209,500	81.6%	5.4	79	731	5.8	247.5	33.6	6.1	40.6	5	67	4	13.5	5
EST	254	246	352,959	319,211																	

**Sales Territory 383 Development****Customer Monthly Growth% : 8.80**

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	38,000	31,211	31,893	28,870	32,926	30,894	32,026	28,311	28,466	23,945	31,726	25,795	32,676	358,740	14.0-%
YTD Sales	158,912	190,122	222,016	250,886	283,812	314,706	346,732	28,311	56,777	80,723	112,449	138,244	170,920		7.6 %
Terr. Dly Sales	1,727	1,419	1,519	1,375	1,497	1,626	1,525	1,416	1,423	1,041	1,442	1,290	1,485	1,435	14.0-%
Cust. Growth%	23.78	1.66	8.83	1.48-	7.25	16.52	9.29	3.70	4.27	23.73-	5.64	5.52-	8.80		
Credits	497	561	70	0	0	0	1,631	526	316	626	783	59	28	4,601	94.4-%
Credit %	1.3	1.8	0.2	0.0	0.0	0.0	4.9	1.8	1.1	2.6	2.4	0.2	0.1	1.3	1.2-%
Lines	1,069	785	824	731	836	868	745	720	715	711	762	564	774	9,035	27.6-%
# Cust. sold	55	50	52	47	57	53	56	54	53	51	49	50	51	95	7.3-%
Avg. Cust \$	690.91	624.21	601.76	614.26	558.07	582.91	571.90	524.28	537.10	469.52	634.53	505.78	616.53	3,776.21	10.8-%
#E-com Orders	2	2	1	1	4	1	3	3	0	6	2	4	0	27	
E-com Sales\$	156	552	97	214	463	283	328	532	118	724	275	442	0	4,027	
E-com % Sales	0.41	1.77	0.30	0.74	1.41	0.92	1.02	1.88	0.42	3.02	0.87	1.71	0.00	1.12	

**Customer Structure**

Buying (>\$500):	72	354,199.17 \$
Active:	94	358,740.22 \$
Active-Net Change:	1	5,323.95-\$
Zero:	45	
Total:	139	358,740.22 \$
NA/RKAM :	5	15,125.04 \$
Cust. Sold to:	51	
Cust. Sold to%:	54.3 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_



**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	33901	LEE TOYOTA	TOPSHAM	99	NF	01	3,183	2,059	2,351	3,367	2,589	2,755	16,304	22,151	26.4-%	58.4%
2	VE125453	AUBURN MOTOR SALES	AUBURN		NF	01	1,963	1,411	1,144	1,820	1,350	1,951	9,639	12,892	25.2-%	46.5%
3	11808	CHARLIE'S BODY SHO	AUGUSTA	45	NF	01	1,785	1,475	1,574	1,730	1,373	1,496	9,432	9,999	5.7-%	73.9%
4	128974	MOODY COLLISION CE	LEWISTON		NF	01	1,616	1,824	1,732	1,437	1,072	1,587	9,269	8,712	6.4 %	74.1%
5	137652	MOODY'S COLLISION	AUGUSTA		NF	01	1,286	1,555	1,338	1,322	943	1,051	7,494	6,843	9.5 %	71.4%
6	90951	EVERGREEN SUBARU	AUBURN		NF	01	219	1,380	836	1,647	1,212	1,958	7,252	7,644	5.1-%	64.4%
7	96683	NORTHLAND INDUSTRI	LEWISTON		NF	01	973	1,260	667	1,446	1,011	1,766	7,124	7,005	1.7 %	49.1%
8	98989	DARLING'S CHRYSLER	AUGUSTA		NF	01	1,014	1,154	1,019	1,167	870	629	5,854	6,347	7.8-%	71.1%
9	96664	FOREIGN AUTO & SUP	HARPSWELL		NF	01	1,094	1,917	724	355	542	691	5,323	9,208	42.2-%	71.5%
10	127738	LEE NISSAN OF TOPS	TOPSHAM		NF	01	846	768	597	566	1,442	1,062	5,280	5,195	1.6 %	55.1%
11	22477	O'CONNOR GMC BUICK	AUGUSTA		NF	01	605	696	655	1,306	602	686	4,551	6,611	31.2-%	77.1%
12	G000306	O'CONNOR CHEV BU P	AUGUSTA	GM	NF	01	199	1,072	98	1,175	372	1,612	4,528	4,758	4.8-%	36.9%
13	62445	MORONG BRUNSWICK	BRUNSWICK		NF	01	360	855	826	1,502	0	889	4,431	3,127	41.7 %	48.2%
14	16213	WISCASSET FORD	WISCASSET	99	NF	01	216	338	600	1,199	128	520	3,001	1,549	93.7 %	33.8%
15	6830	CHARLIE'S TOYOTA	AUGUSTA	45	NF	01	487	123	585	661	438	549	2,844	3,845	26.0-%	68.8%
16	85957	DONS AUTOMOTIVE IN	LISBON FALLS		NF	01	951	227	182	468	267	694	2,790	2,029	37.5 %	60.2%
17	169339	DARLINGS BRUNSWICK	BRUNSWICK		NF	01	0	0	0	285	1,202	1,128	2,615	0		42.8%
18	28033	GOODWINS CHEV MAZA	BRUNSWICK		NF	01	153	326	730	552	475	361	2,597	2,816	7.8-%	79.9%
19	164722	INDEPENDENT AUTO	AUGUSTA				574	335	279	68	661	665	2,582	2,485	3.9 %	57.3%
20	G014122	LEE GMC TRUCK CENT	AUBURN	GM	NF	01	1,196	0	0	0	1,206	59	2,461	1,337	84.1 %	40.4%
21	125453	AUBURN MOTOR SALES	AUBURN		NF	01	276	594	0	1,522	0	0	2,391	3,859	38.0-%	47.8%
22	114759	WOODY'S PERFORMANC	TOPSHAM			01	318	136	516	248	309	785	2,312	1,847	25.2 %	76.5%
23	138659	EXPERT VOLVO REPAI	LISBON FALLS			07	456	242	216	1,002	161	68	2,145	1,052	103.8 %	62.1%
24	59818	B & M AUTO REPAIR	AUBURN				205	0	356	758	299	449	2,068	2,885	28.3-%	60.7%
25	90452	BILLS GARAGE	WEST BATH		NF	07	239	632	380	324	150	131	1,857	1,492	24.5 %	72.5%
26	25191	ADLEYS AUTO SALES/	RUMFORD		NF	01	126	110	306	327	332	575	1,776	1,880	5.6-%	79.7%
27	63150	HEWITTS AUTO SERVI	YARMOUTH		NF	07	99	578	146	527	141	193	1,684	1,249	34.9 %	76.7%
28	168809	ALLEGIANCE TRUCKS	AUBURN		NF	01	0	282	0	324	0	1,061	1,667	0		43.5%
29	152299	LEE CARS	NORWAY		NF	01	380	230	300	170	341	227	1,648	1,482	11.2 %	74.5%
30	42231	CHARLIES MOTOR MAL	AUGUSTA	45	NF	01	599	338	453	172	85	0	1,646	3,368	51.1-%	76.7%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	40	36	34	28	20	8	0	66.1 %	19,525	548.54	58,238	9.2 %	236,970	65.0%
VENDING	1	1	1	1	1	0	0	6.3 %	1,951	1877.64	5,121	13.4 %	22,532	54.2%
SIS	8	8	5	4	3	1	0	11.4 %	3,051	424.76	9,619	3.6 %	40,777	74.8%
Best price	73	56	47	34	28	6	0	85.9 %	27,966	458.34	76,877	13.8 %	308,007	64.2%
No freight	66	49	41	32	25	7	0	81.6 %	26,180	498.06	73,787	12.2 %	292,857	64.5%
NA/RKAM	5	5	4	3	2	1	0	4.2 %	1,833	252.08	4,800	72.5 %	15,125	41.7%
Ecommerce	12	10	3	0	0	0	0	1.1 %	0	33.56	717	47.8-%	4,027	59.5%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	7,798.01 \$	8.8 %	5.2 %	5,427.83 \$	69.6 %	65.5 %	10.2 %	5.5 %	161	7.7 %	4.9 %
AUBODY CLIPS&FASTNRS	14,119.05 \$	15.9 %	9.9 %	10,713.68 \$	75.9 %	80.7 %	20.1 %	13.0 %	715	34.1 %	21.6 %
CHEMICAL PRODUCT	21,833.04 \$	24.6 %	25.9 %		54.9 %	57.9 %	22.5 %	24.4 %	201	9.6 %	14.5 %
ELECTRICAL	4,340.35 \$	4.9 %	7.0 %	3,289.31 \$	75.8 %	75.5 %	6.2 %	8.6 %	193	9.2 %	12.8 %
HARDWARE	7,866.73 \$	8.9 %	7.1 %	6,752.78 \$	85.8 %	81.1 %	12.7 %	9.4 %	310	14.8 %	14.7 %
SHOPSUPPLIES&SAFETY	19,071.64 \$	21.5 %	17.4 %	6,532.70 \$	34.3 %	43.9 %	12.3 %	12.4 %	148	7.1 %	6.9 %
TOOLS	2,720.81 \$	3.1 %	4.2 %	1,726.62 \$	63.5 %	60.7 %	3.3 %	4.2 %	46	2.2 %	3.4 %
WHEEL WEIGHTS	6,349.34 \$	7.1 %	9.0 %	3,558.42 \$	56.0 %	57.8 %	6.7 %	8.4 %	235	11.2 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	1890991046	LOW VOC BRAKE & PARTS CLEANER	6,820	7.7	34.7 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	18992002C	HD LATEX GLOVES NO PWDER XLGE-	5,397	6.1	26.7 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	18992001C	HD LATEX GLOVES NO PWDER LGE-C	3,588	4.0	25.6 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
4	089099104	45% VOC Brake & Parts Cleaner	1,837	2.1	44.8 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
5	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	1,423	1.6	24.2 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
6	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	1,401	1.6	38.0 %	23	0890991055	10% VOC Brake and Parts cleane	39.1 %
7	0710008	HSCO SPOT WELD DRILL BIT - 8MM	1,390	1.6	68.1 %	26	0879024056	DUAL FREQ 315/433MHZ TPMS/META	58.9 %
8	0899900966	16x18" LW GRAY PERF ABSORB PAD	1,183	1.3	55.3 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
9	183024560	STL STRIP WT COAT 1 OZ INCR.	1,099	1.2	48.9 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
10	0893106050	HHS-K	1,084	1.2	71.5 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
11	0893920250	BRAKE PROTECTION PASTE PRESSUR	1,081	1.2	63.5 %	40	1902553827	MARKF-FPR3012	77.2 %
12	183014300	STL COAT ADHS WHL WGT .25OZ IN	964	1.1	60.6 %	46	089099110	10% VOC BRAKE AND PARTS CLEANE	59.9 %
13	0899470399	NitrileGlove Texture Blk 5mil	960	1.1	27.2 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
14	05884210	SURF PREP DISC 2" R - BROWN CO	903	1.0	64.6 %	50	1899470329	GlovePlus Blk Nitrile PF Ind L	30.4 %
15	0892764030	UNIVERSAL A/C DYE 8oz CARTRIDG	868	1.0	71.7 %	51	187913673	2" LEAD WIRE COMBO W/ 1/4" STE	80.0 %
16	089188113	EMPTY LOW VOC B&P CLEANER REFI	844	1.0	56.3 %	55	CVGWON4410	GLOVEWORKS HD ORANG NR DIA TEX	50.4 %
17	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	810	0.9	70.2 %	56	183038062	BLACK ZINC LP ADH WW 60 GRAMS	63.2 %
18	0892072	STONE GUARD BLACK NON-PAINTABL	793	0.9	68.4 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %
19	0899470400	NitrileGlove Texture Blk 5mil	720	0.8	28.4 %	62	9501007138	NITRILE DISPOS GLOVE BLUE - L	60.8 %
20	150121420	BUMP, ENG COVER, FEND & GRILL	673	0.8	81.7 %	68	0893301907	WURTH FIXALL 207ML	68.3 %
21	183024570	STL STRIP WT COAT 8 1/2oz inc	662	0.7	68.1 %	69	0899470399	Nitrile Gloves Texture Blk 5mi	43.3 %
22	1274612	10.9 ZN FLANGE BOLT M6-1.00 (1	630	0.7	82.7 %	70	1899470330	GlovePlus Nitrile Gloves Blk X	30.4 %
23	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	610	0.7	55.3 %	72	0899470398	NitrileGlove Texture Blk 5mil	29.7 %
24	08933300	WURTH FILM	595	0.7	74.3 %	73	0899470121	PROTGLOV-NITRILE-GRIP-ORANGE-M	42.8 %
25	0827940751	Ergo Power Underhood LED Work	594	0.7	50.4 %	74	0899470400	Nitrile Gloves Texture Blk 5mi	42.7 %
26	1710010	COBALT SPOT WELD DRILL 10	592	0.7	80.7 %	75	885591050	BARE METAL SEAM SEALER	60.4 %
27	8859800125	CU 800 ANTI-SEIZE LUBRICANT 12	571	0.6	61.9 %	77	0893450100	POWER PANEL BOND	63.2 %
28	089093000	MULTI PURPOSE SOLVENT	557	0.6	50.5 %	79	0893511050	PIPE SEALANT WITH PTFE	77.4 %

Customer PotentialActual Sales SML

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	0	0	0	0	0		0 :<=\$0	40	0	0	100.0-%
1-2	4	2	12,000	1	3,198	8,802	73.4 %	S :\$1-\$1800	48	34,369	4,327	12.8 %
3-5	264	68	792,000	45	95,867	696,133	87.9 %	M1 :\$1801-\$3600	18	47,934	4,717	8.4 %
6-8	258	38	774,000	27	92,783	681,217	88.0 %	M2 :\$3601-\$12000	18	107,085	9,747	11.9 %
9-12	175	17	525,000	12	67,591	457,409	87.1 %	L1 :\$12001-\$36000	8	130,038	11,129	4.9 %
13-40	144	8	432,000	8	98,443	333,557	77.2 %	L2 :\$36001-\$12000	1	38,455	2,755	5.1 %
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	845	133	2,535,000	93	357,882	2,177,118	85.9 %	Total	133	357,882		6.8 %
								Total(M + L)		323,513	28,349	7.7 %

Customer Structure by Wurth SIC code

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	35	25.2 %	23.0 %	4,415	13.5 %	18.4 %	22,002	6.1 %	14.9 %	60.5 %	60.5 %
1 Service/Repair	77	55.4 %	50.9 %	22,504	68.9 %	63.1 %	270,032	75.3 %	65.5 %	63.6 %	62.8 %
00 Auto Dealership - Do	17	12.2 %	5.6 %	5,426	16.6 %	10.1 %	64,904	18.1 %	10.9 %	54.6 %	60.8 %
01 Auto Dealership - Eu	2	1.4 %	2.7 %	889	2.7 %	11.9 %	8,161	2.3 %	12.4 %	56.0 %	61.0 %
02 Auto Dealership - As	9	6.5 %	3.7 %	6,474	19.8 %	13.6 %	79,930	22.3 %	13.3 %	63.3 %	60.5 %
03 Auto Dealership - Mi	7	5.0 %	1.0 %	1,217	3.7 %	1.4 %	20,868	5.8 %	1.6 %	73.5 %	61.9 %
08 Motorcycle Dealershi	2	1.4 %	0.8 %	0		1.8 %	1,167	0.3 %	1.6 %	85.5 %	67.3 %
10 Motorcycle Dealershi	1	0.7 %	0.6 %	785	2.4 %	0.5 %	4,159	1.2 %	0.6 %	73.7 %	70.6 %
16 Truck/Bus/RV Dealers	3	2.2 %	1.2 %	0		2.7 %	4,774	1.3 %	2.9 %	55.4 %	59.0 %
17 Independent - Truck/	1	0.7 %	2.5 %	0		2.8 %	0		2.6 %		61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	2	1.4 %	2.0 %	0		1.4 %	1,534	0.4 %	1.8 %	78.8 %	62.3 %
22 Construction/Landsca	3	2.2 %	1.6 %	485	1.5 %	1.4 %	2,934	0.8 %	1.5 %	79.2 %	62.5 %
25 Commercial Fleet	0		1.7 %	0		1.3 %	0		1.6 %		60.7 %
26 Building/Grounds/Fac	0		0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	24	17.3 %	17.1 %	5,757	17.6 %	14.5 %	66,097	18.4 %	15.5 %	72.6 %	71.9 %
3 Industrial	0		2.8 %	0		2.4 %	0		2.2 %		61.4 %
4 Facility/Grounds Mai	3	2.2 %	1.8 %	0		0.8 %	608	0.2 %	0.9 %	80.1 %	63.9 %
0 Others	0		4.4 %	0		0.9 %	0		1.0 %		57.8 %

**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
49424	CASCO BAY FORD	07/2020 Reac.	82.43	0	0	0	0	0	0	0	0	0	0	0	82.43
82520	EMERSON TOYOTA	07/2020 Reac.	50.00	0	0	0	0	0	0	0	0	0	0	0	50.00
165455	MAINE HEAVY- SABA	07/2020 New	296.41	0	0	289.47	0	0	0	0	553.06	280.55	0	0	1419.49
99200111	YANKEE FORD BRUNS	07/2020	New	399.80	0	0	0	0	0	0	0	0	0	0	0
0	0	0	399.80												
166835	HARTFORD'S FORKLI	08/2020 New	354.90	0	0	150.35	154.95	0	538.95	0	151.35	73.7	123.74	0	1547.94
167124	NICK'S SPEED SHOP	09/2020 New	52.95	178.54	0	0	392.04	0	0	76.34	0	0	0	*	699.87
167405	CHARLIE'S WHOLES	10/2020 New	52.64	52.64	105.28	0	0	0	0	0	0	0	*	*	210.56
167519	EVERGREEN SUBARU	10/2020 New	104.90	524.62	0	223.96	0	253.56	0	152.48	157.58	0	*	*	1417.10
99200957	CHARLIE'S KIA	10/2020	New	258.79	0	0	0	0	0	0	0	0	0	0	0
0	*	*	258.79												
6698	AYER EUROPEAN AUT	11/2020 Reac.	59.08	0	0	0	0	0	0	0	0	*	*	*	59.08
23339	RIPLEY & FLETCHER	12/2020 Reac.	200.64	0	0	0	0	0	0	0	*	*	*	*	200.64
33298	MERRYMEETING AUTO	01/2021 Reac.	88.95	0	0	0	0	0	0	*	*	*	*	*	88.95
35049	HILLSIDE COLLISIO	02/2021 Reac.	529.48	0	0	0	0	0	*	*	*	*	*	*	529.48
53353	CENTER STREET SER	02/2021 Reac.	79.89	0	0	0	0	0	*	*	*	*	*	*	79.89
168809	ALLEGIANCE TRUCKS	02/2021 New	282.03	0	324.09	0	1061.06	562.85	*	*	*	*	*	*	2230.03
143149	LEN'S AUTO INC	03/2021 Reac.	125.04	0	0	0	0	*	*	*	*	*	*	*	125.04
169651	SHREVES MOTORSPOR	03/2021 New	256.42	188.56	82.59	454.1	0	*	*	*	*	*	*	*	981.67
169339	DARLINGS BRUNSWIC	04/2021 New	285.32	1201.86	1127.84	0	*	*	*	*	*	*	*	*	2615.02
170221	PINE TREE WASTE	05/2021 New	91.20	0	0	*	*	*	*	*	*	*	*	*	91.20
170603	NEW AGE AUTOMOTIV	06/2021 New	463.65	0	*	*	*	*	*	*	*	*	*	*	463.65

2108 MATTHEW PETERS

Hired 11/07

District: AU 0314

06/21 Sales: 52,061.76

**Sales Rep Performance****Daily Sales Plan : \$2450.00 Daily Sales Plan%: 96.6**

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	18	39,617	50,620	39,617	231	45,000	88.0%	4.6	2,250	110	5.5	385.7	30.9	5.9	66.0	1	1	0	7.4	3
Feb	20	20	44,281	47,282	44,381	220	48,300	91.9%	4.8	2,415	105	5.3	431.9	37.7	7.4	58.7	3	2	2	8.3	3
Mar	23	14	35,407	46,722	35,384	319	53,800	65.8%	4.7	2,339	92	4.0	393.3	23.5	5.9	66.9	0	0	1	8.0	0
Apr	22	11	48,734	40,756	48,734	243	52,400	93.0%	3.9	2,382	93	4.2	535.5	30.3	7.3	73.6	0	1	0	8.4	0
May	20	18	50,273	70,861	50,467	356	47,700	105.8%	5.2	2,385	111	5.6	462.7	39.1	7.4	62.9	1	3	0	7.6	0
Jun	22	19	52,062	54,171	52,062	446	53,900	96.6%	4.5	2,450	110	5.0	526.1	38.7	8.1	64.7	1	1	3	7.5	2
Jul	21	00	0	48,942	0	0	50,700		0.0	2,414	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	50,462	0	0	53,700		0.0	2,441	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	61,033	0	0	51,500		0.0	2,452	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	47,933	0	0	51,700		0.0	2,462	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	51,785	0	0	49,700		0.0	2,485	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	43,435	0	0	54,200		0.0	2,464	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	100	270,374	310,412	270,644	1,816	301,100	89.9%	4.6	113	621	4.9	455.9	33.2	7.0	65.4	6	8	6	7.8	8
EST	254	227	613,749	614,002																	

**Sales Territory 333 Development****Customer Monthly Growth% : 15.74**

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	47,607	42,623	45,854	56,174	43,449	46,210	42,852	39,617	44,381	35,384	48,734	50,467	52,062	547,806	9.4 %
YTD Sales	242,154	284,777	330,632	386,806	430,254	476,464	519,316	39,617	83,997	119,381	168,115	218,582	270,644		11.8 %
Terr. Dly Sales	2,164	1,937	2,184	2,675	1,975	2,432	2,041	1,981	2,219	1,538	2,215	2,523	2,366	2,191	9.4 %
Cust. Growth%	1.87	8.79-	2.79	25.93	7.03-	14.49	7.87	3.12-	8.53	24.76-	8.35	23.42	15.74		
Credits	387	327	72	199	370	0	0	467	0	0	1,054	0	294	2,783	24.2-%
Credit %	0.8	0.8	0.2	0.4	0.8	0.0	0.0	1.2	0.0	0.0	2.1	0.0	0.6	0.5	0.3-%
Lines	1,030	676	827	814	783	766	660	588	741	532	663	768	835	8,653	18.9-%
# Cust. sold	36	35	35	39	45	39	35	39	40	38	33	39	44	74	22.2 %
Avg. Cust \$	1286.69	1217.80	1310.13	1440.35	924.44	1184.86	1224.34	966.26	1109.52	931.15	1392.41	1294.02	1156.93	7,402.78	10.1-%
#E-com Orders	0	2	3	1	4	16	12	13	8	2	3	10	2	76	
E-com Sales\$	0	391	127	75	422	1,666	1,336	936	1,505	247	868	1,255	715	9,543	
E-com % Sales	0.00	0.92	0.28	0.13	0.97	3.60	3.12	2.36	3.39	0.70	1.78	2.49	1.37	1.74	

**Customer Structure**

Buying (>\$500):	52	542,831.68 \$
Active:	74	547,805.59 \$
Active-Net Change:	4	4,454.35 \$
Zero:	36	
Total:	110	547,805.59 \$
NA/RKAM :	14	219,888.72 \$
Cust. Sold to:	44	
Cust. Sold to%:	59.5 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	VE140042	IRA TOYOTA OF MANC	MANCHESTER	GO	NF	01	7,361	3,861	3,987	3,938	3,694	5,130	27,970	22,969	21.8 %	42.1%
2	86308	BMW OF STRATHAM	STRATHAM	GO	NF	01	3,380	4,598	2,352	3,987	3,700	4,461	22,479	23,681	5.1-%	42.5%
3	VE158504	GRANITE SUBARU, IN	HUDSON		NF	01	1,705	3,372	3,464	3,033	2,059	3,701	17,335	7,691	125.4 %	45.9%
4	140042	IRA TOYOTA OF MANC	MANCHESTER	GO	NF	01	1,613	2,127	1,959	2,488	3,366	3,819	15,371	16,841	8.7-%	50.8%
5	50816	PETERS AUTO CENTER	NASHUA		NF	01	2,330	3,906	3,026	1,330	3,442	609	14,642	13,900	5.3 %	56.0%
6	113165	PETERS HONDA	NASHUA		NF	01	2,049	2,740	1,991	2,631	2,061	2,664	14,136	15,571	9.2-%	45.7%
7	VE63323	PORSCHE AUDI OF NA	NASHUA		NF	01	1,689	1,747	1,492	1,742	2,491	2,474	11,636	12,061	3.5-%	49.7%
8	26502	TULLEY BMW	NASHUA	11	NF	01	2,186	1,051	697	4,225	1,418	1,576	11,154	11,236	0.7-%	51.3%
9	134366	AUTO FAIR VOLKSWAG	MERRIMACK		NF	01	1,596	1,568	853	1,776	1,781	2,723	10,297	10,161	1.3 %	54.3%
10	158504	GRANITE SUBARU, IN	HUDSON		NF	01	1,209	898	1,109	1,662	1,092	2,790	8,761	13,612	35.6-%	49.8%
11	153417	VOLVO CARS EXETER	EXETER	VL	NF		672	984	1,007	2,952	1,629	1,247	8,490	14,020	39.5-%	52.0%
12	63323	PORSCHE AUDI OF NA	NASHUA		NF	01	1,348	617	712	1,373	2,500	728	7,277	7,985	8.9-%	47.7%
13	VE152138	IRA LEXUS	BEDFORD	GO	NF	01	894	1,599	544	1,287	1,729	1,060	7,113	8,502	16.3-%	43.4%
14	147636	AUTO FAIR SUBARU	HAVERHILL		NF	01	385	1,158	1,621	815	1,705	904	6,587	8,979	26.6-%	57.8%
15	149687	IRA PREOWNED OF EX	EXETER	GO	NF	01	360	982	389	1,418	1,339	2,043	6,530	7,229	9.7-%	58.1%
16	150027	INFINITI OF NASHUA	NASHUA	WF	NF	01	577	1,179	1,323	1,400	900	1,054	6,434	8,865	27.4-%	53.6%
17	141077	HM MOTOR WORKS	MERRIMACK		NF	01	566	721	1,226	611	1,260	1,358	5,742	4,700	22.2 %	63.7%
18	43301	CHAPPELL TRACTOR S	MILFORD				2,559	373	0	2,042	0	682	5,656	1,573	259.5 %	36.8%
19	152138	IRA LEXUS	BEDFORD	GO	NF	01	126	433	567	773	1,481	1,602	4,983	5,076	1.8-%	50.1%
20	VEG017189	TULLEY BUICK-GMC	NASHUA	GM	NF	01	0	239	1,704	1,029	878	1,067	4,918	0		34.5%
21	G017189	TULLEY BUICK-GMC	NASHUA	GM	NF	01	445	1,427	634	913	377	769	4,564	10,309	55.7-%	52.8%
22	VL0036	LOVERING VOLVO AT	NASHUA	VL	NF	01	497	1,572	0	1,090	378	573	4,111	4,343	5.4-%	50.1%
23	8118843	SKILLING & SONS IN	AMHERST				719	0	0	1,409	533	1,024	3,685	4,720	21.9-%	49.6%
24	133714	AUTOFAIR NISSAN	STRATHAM		NF	01	175	776	503	469	932	521	3,377	4,202	19.6-%	65.7%
25	134294	AUTO FAIR HYUNDAI	MANCHESTER		NF	01	0	398	308	1,128	690	615	3,139	0		56.7%
26	133380	FORD OF LONDONDERR	LONDONDERRY				0	0	1,501	0	1,014	201	2,716	1,319	105.9 %	50.7%
27	TL2108	MATTHEW PETERS	RAMSEY				920	570	247	0	930	0	2,668	3,720	28.3-%	44.2%
28	165540	NEPC-HUDSON	HUDSON		NF	01	266	626	0	713	438	588	2,630	3,131	16.0-%	54.8%
29	142555	MINI OF BEDFORD	BEDFORD		NF	01	357	755	0	452	422	508	2,494	2,203	13.2 %	57.9%
30	VE165540	NEPC-HUDSON	HUDSON		NF	01	0	240	462	1,011	345	289	2,347	1,801	30.3 %	58.5%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	50	43	35	28	19	9	0	66.8 %	33,573	709.23	96,328	33.1 %	365,962	55.6%
VENDING	6	6	6	6	3	2	1	22.7 %	13,721	1727.00	36,958	7.6 %	124,344	48.5%
SIS	0	0	0	0	0	0	0		0	0.00	0		0	
Best price	39	35	32	29	20	8	1	85.8 %	45,496	1119.16	129,421	24.7 %	470,045	53.0%
No freight	45	37	33	31	21	9	1	90.1 %	46,908	1112.05	137,089	29.0 %	493,751	53.3%
NA/RKAM	14	11	10	10	8	2	0	40.1 %	21,772	1665.82	60,216	28.9 %	219,889	49.6%
Ecommerce	7	7	4	2	2	0	0	1.7 %	715	113.61	2,838	5.6 %	9,543	46.9%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	6,219.50 \$	4.1 %	5.2 %	4,008.01 \$	64.4 %	65.5 %	5.3 %	5.5 %	132	5.8 %	4.9 %
AUBODY CLIPS&FASTNRS	1,570.95 \$	1.0 %	9.9 %	1,330.78 \$	84.7 %	80.7 %	1.8 %	13.0 %	61	2.7 %	21.6 %
CHEMICAL PRODUCT	37,429.58 \$	24.7 %	25.9 %		55.5 %	57.9 %	27.3 %	24.4 %	462	20.4 %	14.5 %
ELECTRICAL	4,106.71 \$	2.7 %	7.0 %	3,060.78 \$	74.5 %	75.5 %	4.0 %	8.6 %	185	8.2 %	12.8 %
HARDWARE	6,527.09 \$	4.3 %	7.1 %	5,533.26 \$	84.8 %	81.1 %	7.3 %	9.4 %	256	11.3 %	14.7 %
SHOPSUPPLIES&SAFETY	49,552.98 \$	32.8 %	17.4 %	16,231.37 \$	32.8 %	43.9 %	21.3 %	12.4 %	287	12.7 %	6.9 %
TOOLS	3,392.12 \$	2.2 %	4.2 %	2,294.68 \$	67.7 %	60.7 %	3.0 %	4.2 %	89	3.9 %	3.4 %
WHEEL WEIGHTS	22,270.70 \$	14.7 %	9.0 %	10,711.92 \$	48.1 %	57.8 %	14.1 %	8.4 %	592	26.1 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	089093000	MULTI PURPOSE SOLVENT	9,628	6.4	46.0 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	0879024056	DUAL FREQ 315/433MHZ TPMS/META	7,723	5.2	55.7 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	18992001C	HD LATEX GLOVES NO PWDER LGE-C	6,917	4.6	22.9 %	6	1890991046	LOW VOC BRAKE & PARTS CLEANER	49.0 %
4	0899470400	NitrileGlove Texture Blk 5mil	6,008	4.0	20.0 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
5	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	5,670	3.8	56.5 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
6	0899470399	NitrileGlove Texture Blk 5mil	5,120	3.4	22.8 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
7	189311069	SBS BRAKE TREATMENT II	4,443	3.0	69.5 %	24	0899900967	16x18" MW GRAY PERF ABSORB PAD	62.7 %
8	0899470310	CLASSIC WEIGHT BLU NITRILE (CA	4,233	2.8	39.9 %	25	089099104	45% VOC Brake & Parts Cleaner	52.4 %
9	18992000C	HD LATEX GLOVES NO POWDR MED-C	3,558	2.4	23.4 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
10	P890991055	10% VOC Brake&Parts Clean 55 -	3,402	2.3	31.5 %	30	88909071	High Build Under Seal (black)	76.9 %
11	9501007138	Blue Nitrile Gloves- LG-CASE P	2,951	2.0	47.8 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
12	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	2,927	2.0	29.8 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
13	0899900966	16x18" LW GRAY PERF ABSORB PAD	2,632	1.8	54.1 %	40	1902553827	MARKF-FPR3012	77.2 %
14	0827940751	Ergo Power Underhood LED Work	2,297	1.5	48.7 %	42	1830242960	STL STRIP WT COAT 1/4 OZ INCR.	76.6 %
15	083014515	16.5LB (5G) STEEL WHEEL WEIGHT	2,112	1.4	47.2 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
16	0879024054	DUAL FREQ 315/433MHZ TPMS/RUBB	1,858	1.2	55.4 %	50	1899470329	GlovePlus Blk Nitrile PF Ind L	30.4 %
17	1965715613	VOLVO EV INS HAND TOOLS W/CARR	1,628	1.1	42.0 %	54	089091003	THROTTLE BODY CLEANER 14oz AER	79.0 %
18	18992002C	HD LATEX GLOVES NO PWDER XLGE-	1,579	1.1	21.7 %	55	CVGWON4410	GLOVEWORKS HD ORANG NR DIA TEX	50.4 %
19	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	1,522	1.0	29.1 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %
20	189950015	Seat Covers 500/Roll	1,517	1.0	53.8 %	62	9501007138	NITRILE DISPOS GLOVE BLUE - L	60.8 %
21	0890991055	10% VOC Brake and Parts cleane	1,450	1.0	34.0 %	63	8858221	SILICONE SPRAY LUBRICANT	84.3 %
22	15852130	3" BLUE NYLON DISC W/HUB	1,434	1.0	67.9 %	64	0899900968	16x18" HW GRAY PERF ABSORB PAD	62.9 %
23	08901221	TIRE MOUNTING PASTE 11LB PAIL	1,178	0.8	74.6 %	66	150155445	REAR BUMPER COVER RET. TOYOTA	88.5 %
24	1899470330	GlovePlus Nitrile Gloves Blk X	1,160	0.8	25.7 %	68	0893301907	WURTH FIXALL 207ML	68.3 %
25	16907310	Positive Rake Bit W/3 Cutting	1,088	0.7	78.2 %	75	885591050	BARE METAL SEAM SEALER	60.4 %
26	183014360	UNCOAT LEAD ADH WHEEL WEIGHT 3	1,054	0.7	44.3 %	77	0893450100	POWER PANEL BOND	63.2 %
27	089090901	Eco Super Spray All 1L Spray P	1,035	0.7	68.2 %	80	08923344	DISSOLVING WASHER FLUID TABLET	72.8 %
28	083091240	CONTOURED ADHESIVE COATED ZINC	1,030	0.7	50.2 %	82	9501007140	NITRILE DISPOS GLOVE BLUE - XL	60.8 %

Customer PotentialActual Sales SML

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	1	0	1	276	0		0 :<=\$0	30	0	0	100.0-%
1-2	27	15	81,000	14	80,218	782	1.0 %	S :\$1-\$1800	34	17,083	3,421	23.4-%
3-5	153	41	459,000	22	58,312	400,688	87.3 %	M1 :\$1801-\$3600	8	20,536	2,100	10.9 %
6-8	160	24	480,000	16	104,790	375,210	78.2 %	M2 :\$3601-\$12000	14	89,411	8,788	24.2 %
9-12	151	14	453,000	14	217,797	235,203	51.9 %	L1 :\$12001-\$36000	15	317,289	28,161	9.0 %
13-40	94	6	282,000	5	47,812	234,188	83.1 %	L2 :\$36001-\$12000	2	97,099	9,592	19.6 %
>40	92	2	276,000	1	32,212	243,788	88.3 %	L3 :>\$120000	0	0	0	
Total	677	103	2,031,000	73	541,418	1,489,582	73.3 %	Total	103	541,418		11.5 %
								Total(M + L)		524,335	48,641	13.3 %

Customer Structure by Wurth SIC code

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	37	33.6 %	23.0 %	2,996	5.8 %	18.4 %	27,451	5.0 %	14.9 %	54.8 %	60.5 %
1 Service/Repair	67	60.9 %	50.9 %	48,892	93.9 %	63.1 %	519,182	94.8 %	65.5 %	53.6 %	62.8 %
00 Auto Dealership - Do	5	4.6 %	5.6 %	2,037	3.9 %	10.1 %	23,827	4.4 %	10.9 %	48.5 %	60.8 %
01 Auto Dealership - Eu	11	10.0 %	2.7 %	15,775	30.3 %	11.9 %	166,918	30.5 %	12.4 %	52.7 %	61.0 %
02 Auto Dealership - As	16	14.6 %	3.7 %	24,471	47.0 %	13.6 %	257,790	47.1 %	13.3 %	52.6 %	60.5 %
03 Auto Dealership - Mi	0		1.0 %	0		1.4 %	0		1.6 %		61.9 %
08 Motorcycle Dealershi	0		0.8 %	0		1.8 %	0		1.6 %		67.3 %
10 Motorcycle Dealershi	1	0.9 %	0.6 %	0		0.5 %	3,082	0.6 %	0.6 %	70.8 %	70.6 %
16 Truck/Bus/RV Dealers	2	1.8 %	1.2 %	736	1.4 %	2.7 %	3,262	0.6 %	2.9 %	76.6 %	59.0 %
17 Independent - Truck/	2	1.8 %	2.5 %	0		2.8 %	0		2.6 %		61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	1	0.9 %	2.0 %	0		1.4 %	0		1.8 %		62.3 %
22 Construction/Landsca	4	3.6 %	1.6 %	2,081	4.0 %	1.4 %	21,351	3.9 %	1.5 %	51.5 %	62.5 %
25 Commercial Fleet	2	1.8 %	1.7 %	0		1.3 %	0		1.6 %		60.7 %
26 Building/Grounds/Fac	0		0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	5	4.6 %	17.1 %	174	0.3 %	14.5 %	1,172	0.2 %	15.5 %	67.6 %	71.9 %
3 Industrial	0		2.8 %	0		2.4 %	0		2.2 %		61.4 %
4 Facility/Grounds Mai	0		1.8 %	0		0.8 %	0		0.9 %		63.9 %
0 Others	1	0.9 %	4.4 %	0		0.9 %	0		1.0 %		57.8 %



**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
VE165540	NEPC-HUDSON		08/2020	New	1,057.35	581.18	162.42	0		0	0	240		461.71	
1010.78	345.23	288.8	0		4147.47										
160981	1A AUTO INC	09/2020 Reac.	188.43	297.85	0	0	0	0	167.7	0	0	0	0	*	653.98
167922	PIONEER TREE SERV	10/2020 New	62.90	0	223.05	0	0	0	0	296.16	0	0	*	*	582.11
167696	KTR AUTOMOTIVE DI	10/2020 New	62.90	0	0	0	0	0	0	0	0	0	*	*	62.90
167561	HANLEY AUTOMOTIVE	10/2020 New	57.06	0	0	0	111.01	0	0	0	0	0	*	*	168.07
167514	DNG AUTO TRUCK &	10/2020 New	57.06	0	0	0	0	0	0	0	0	0	*	*	57.06
167412	EUROPEAN AUTO SOL	10/2020 New	62.90	0	71.45	0	0	0	0	0	0	0	*	*	134.35
166999	NEMRS	10/2020 New	203.15	0	0	0	0	0	0	0	0	0	*	*	203.15
166763	TERMINAL VELOCITY	11/2020 New	59.56	0	0	0	0	0	0	0	0	*	*	*	59.56
168444	HALL AND SONS TOO	11/2020 New	268.05	0	0	0	0	0	69.99	34.4	0	*	*	*	372.44
166533	AUTOFAIR FORD OF	12/2020 New	1,237.47	21.4	0	0	0	0	0	0	*	*	*	*	1258.87
168814	SAFELITE AUTO GLA	01/2021 New	204.38	187.18	65.44	0	0	0	0	*	*	*	*	*	457.00
134294	AUTO FAIR HYUNDAI	02/2021 Reac.	398.32	307.97	1127.76	689.88	615.07	0	*	*	*	*	*	*	3139.00
86095	AUTO FAIR HONDA	02/2021 Reac.	402.28	0	0	1333.16	0	0	*	*	*	*	*	*	1735.44
168661	MacMulkin Chevrol	02/2021 New	354.89	33	0	0	0	0	*	*	*	*	*	*	387.89
169226	MODERN AUTO SALES	02/2021 New	105.42	0	0	0	170.82	0	*	*	*	*	*	*	276.24
VEG017189	TULLEY BUICK-GMC	02/2021		New	239.46	1704.45	1029.36	878.21		1066.81	403.06		*	*	*
*	*	*	5321.35												
35918	TWO DAVE'S AUTOMO	03/2021 Reac.	124.68	0	0	0	0	*	*	*	*	*	*	*	124.68
170341	603 MERCEDES BENZ	05/2021 New	337.15	0	0	*	*	*	*	*	*	*	*	*	337.15
165807	NORTHERN FOREIGN	06/2021 Reac.	67.98	0	*	*	*	*	*	*	*	*	*	*	67.98
141149	BAILEYS TOWING &	06/2021 Reac.	84.72	0	*	*	*	*	*	*	*	*	*	*	84.72
57539	S & J MOTORS COMP	06/2021 Reac.	327.19	0	*	*	*	*	*	*	*	*	*	*	327.19
170371	PMG AUTOMOTIVE	06/2021 New	1,126.30	0	*	*	*	*	*	*	*	*	*	*	1126.30

Sales Rep Performance

Daily Sales Plan : \$2436.36    Daily Sales Plan%:104.5

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	00	46,315	54,196	48,284	478	46,100	104.7%	6.8	2,305	101	5.1	455.7	70.6	14.0	32.5	0	0	1	0.0	4
Feb	20	00	48,638	46,825	48,638	184	48,100	101.1%	6.3	2,405	98	4.9	522.9	76.9	16.0	32.8	0	0	0	0.0	0
Mar	23	00	53,862	32,882	54,117	219	53,500	101.2%	6.2	2,326	102	4.4	542.5	77.5	17.9	30.3	0	0	0	0.0	0
Apr	22	00	52,330	41,874	52,330	534	52,100	100.4%	6.3	2,368	106	4.8	501.9	70.5	15.0	33.5	1	0	0	0.0	0
May	20	00	50,513	81,029	50,559	446	47,400	106.7%	6.6	2,370	97	4.9	528.6	79.0	16.4	32.2	1	0	0	0.0	0
Jun	22	00	56,015	70,964	56,015	723	53,600	104.5%	6.1	2,436	109	5.0	530.7	74.1	15.5	34.2	1	0	0	0.0	0
Jul	21	00	0	45,986	0	0	50,300		0.0	2,395	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	48,223	0	0	53,400		0.0	2,427	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	50,734	0	0	51,200		0.0	2,438	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	40,259	0	0	51,400		0.0	2,448	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	45,469	0	0	49,400		0.0	2,470	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	50,828	0	0	53,800		0.0	2,445	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127		0307,672	327,769	309,942	2,584	300,800	103.0%	6.3	113	613	4.8	513.7	74.7	15.8	32.6	3	0	1	0.0	4
EST	254	254	0	609,268																	

Sales Territory 19M Development

Customer Monthly Growth% : 33.87

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	33,278	41,754	47,908	50,734	40,259	45,469	50,764	48,284	48,638	54,117	52,330	50,559	56,015	586,831	68.3 %
YTD Sales	206,200	247,954	295,863	346,596	386,855	432,324	483,088	48,284	96,921	151,039	203,369	253,928	309,942		50.3 %
Terr. Dly Sales	1,513	1,898	2,281	2,416	1,830	2,393	2,417	2,414	2,432	2,353	2,379	2,528	2,546	2,347	68.3 %
Cust. Growth%	27.89-	9.52-	8.76	15.17	12.76-	14.08	15.24	26.93	27.86	23.71	25.07	32.92	33.87		
Credits	0	1,627	0	0	0	0	0	789	1,497	215	0	460	811	5,398	
Credit %	0.0	3.8	0.0	0.0	0.0	0.0	0.0	1.6	3.0	0.4	0.0	0.9	1.4	0.9	1.4 %
Lines	1,000	1,190	1,236	1,432	1,282	1,260	1,403	1,420	1,534	1,789	1,549	1,563	1,608	17,266	60.8 %
# Cust. sold	39	35	46	44	50	46	41	46	43	45	47	41	45	71	15.4 %
Avg. Cust \$	853.29	1159.84	1041.49	1153.04	805.17	988.46	1208.67	1027.32	1131.11	1176.47	1113.40	1233.14	1217.71	8,150.43	42.7 %
#E-com Orders	5	4	10	3	6	5	1	6	4	4	4	1	4	52	
E-com Sales\$	870	588	2,434	422	1,377	756	117	1,133	454	722	753	249	1,198	10,203	
E-com % Sales	2.61	1.41	5.08	0.83	3.42	1.66	0.23	2.35	0.93	1.33	1.44	0.49	2.14	1.74	

Customer Structure

Buying (>\$500):	57	583,689.35 \$
Active:	71	586,830.65 \$
Active-Net Change:	1	22,736.59 \$
Zero:	149	
Total:	220	586,830.65 \$
NA/RKAM :	32	261,835.39 \$
Cust. Sold to:	45	
Cust. Sold to%:	63.4 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	161231	ALBANY RV	LATHAM	RV	NF	01	2,984	7,036	6,301	5,225	7,116	8,515	37,177	28,798	29.1 %	75.9%
2	156659	GOLDSTEIN COLLISIO	ALBANY	DS	NF	01	3,033	2,880	3,646	2,793	3,525	3,699	19,576	17,684	10.7 %	84.6%
3	136730	GOLDSTEIN SUBARU	ALBANY	DS	NF	01	1,611	3,113	1,929	3,971	2,899	3,465	16,987	19,569	13.2-%	51.4%
4	71717	METRO FORD COLLISI	SCHENECTADY	DS	NF	01	2,412	2,484	2,515	3,088	2,466	1,881	14,846	12,006	23.7 %	86.6%
5	30143	LUSSIERS AUTOBODY	CLIFTON PARK	DS	NF	01	1,636	1,891	2,329	2,241	3,297	2,561	13,955	9,795	42.5 %	85.6%
6	70238	TOWNLINE AUTO	GREENVILLE	DS	NF	01	1,829	2,027	1,787	1,885	2,141	1,794	11,463	8,684	32.0 %	86.2%
7	68854	LIA COLLISION CENT	SCHENECTADY	DS	NF	01	1,845	1,763	2,176	1,676	1,747	1,595	10,802	10,470	3.2 %	86.8%
8	18120	LIA TOYOTA	SCHENECTADY	DS	NF	01	1,646	2,176	2,821	1,443	1,522	1,158	10,766	16,097	33.1-%	78.2%
9	158933	CALIBER COLLISION	TROY	CR	NF	01	1,356	1,967	1,801	1,815	1,822	1,734	10,496	7,469	40.5 %	76.4%
10	71800	GOLDSTEIN CHRSLER	LATHAM	DS	NF	01	1,831	1,200	2,049	1,402	1,070	1,159	8,712	7,092	22.8 %	76.8%
11	134651	MOHAWK COLLISION C	SCOTIA	DS	NF	01	1,621	1,041	1,586	1,589	839	1,447	8,123	7,454	9.0 %	74.4%
12	78686	LIA HONDA	ALBANY	DS	NF	01	2,056	871	1,101	868	1,997	629	7,522	8,534	11.9-%	68.2%
13	170332	MOHAWK CHEVROLET	BALLSTON SPA	DS		01	0	0	0	0	1,115	6,349	7,464	0		73.6%
14	155339	LIA NISSAN OF SARA	BALLSTON SPA	DS	NF	01	1,184	1,035	1,609	1,085	1,109	1,028	7,050	9,552	26.2-%	73.4%
15	158874	CALIBER COLLISION	SARATOGA SPR	CR	NF	01	1,111	943	1,309	901	1,321	1,309	6,893	5,461	26.2 %	75.2%
16	157770	DELLA BUICK GMC CA	QUEENSBURY	DS	NF	01	1,112	997	1,114	1,558	984	1,017	6,783	6,879	1.4-%	85.1%
17	158849	CALIBER COLLISION	COLONIE	CR	NF	01	1,723	821	1,387	935	463	1,386	6,715	1,474	355.7 %	75.3%
18	40866	WHITEMAN CHEVROLET	GLENS FALLS	DS	NF	01	912	930	1,011	1,586	986	1,065	6,490	4,585	41.6 %	80.7%
19	158864	CALIBER COLLISION	CLIFTON PARK	CR	NF	01	944	795	1,380	934	1,241	884	6,177	3,954	56.2 %	75.1%
20	158893	CALIBER COLLISION	QUEENSBURY	CR	NF	01	815	874	887	1,305	872	892	5,645	4,758	18.7 %	77.4%
21	105239	THE HUDSON RIVER T	FULTONVILLE		NF	01	2,079	400	132	536	1,853	600	5,599	5,898	5.1-%	62.3%
22	12674	SPORTLINE	QUEENSBURY		NF		1,130	679	1,165	703	877	820	5,374	4,007	34.1 %	78.7%
23	72120	KEELER MOTORCAR	LATHAM	DS	NF	01	673	1,148	615	750	1,393	384	4,963	3,762	31.9 %	73.7%
24	136911	CARBONE SUBARU LLC	TROY	DS	NF	01	731	1,103	610	860	838	725	4,868	5,601	13.1-%	78.4%
25	147138	LIA NISSAN OF GLEN	QUEENSBURY	DS	NF	01	598	773	834	1,341	532	782	4,861	4,345	11.9 %	74.5%
26	158944	CALIBER COLLISION	SCHENECTADY	CR	NF	01	327	889	908	1,243	435	915	4,717	3,232	45.9 %	75.1%
27	126412	MOHAWK HONDA	SCOTIA	DS	NF	01	221	1,290	2,439	211	167	305	4,634	6,445	28.1-%	47.9%
28	167230	ROMEO TOYOTA OF GL	GLENS FALLS		NF	01	789	366	687	700	863	691	4,097	1,882	117.7 %	85.6%
29	137519	LIA NISSAN	SCHENECTADY	DS	NF	01	616	1,574	1,230	668	0	0	4,087	7,638	46.5-%	77.7%
30	66814	MOHAWK AUTO SALES,	SCHENECTADY	DS	NF	01	833	144	873	804	498	797	3,948	2,779	42.1 %	49.3%

**Special Programs**

			Jun/21		Jun/21	Jun/21	Jun/21			Jun/21	Roll.12	Apr/21			GP
	# Cust	# Act.	# Buy.	# Act	# incr	# decr	# stab	% of Sales	Sales	Avg.	- Jun/21	Growth	Roll.12		
ORSY	55	40	36	28	16	11	1	75.3 %	42,657	921.13	118,875	7.2 %	442,143		75.3%
VENDING	0	0	0	0	0	0	0		0	0.00	0		0		
SIS	4	3	2	2	1	1	0	5.6 %	2,660	908.24	8,655	0.2 %	32,697		82.6%
Best price	78	48	45	37	19	16	2	94.3 %	51,970	961.18	149,875	5.8 %	553,641		75.1%
No freight	78	44	41	35	16	17	2	93.2 %	45,562	1035.25	142,061	0.6-%	546,613		75.4%
NA/RKAM	32	20	20	16	10	5	1	44.6 %	32,150	1090.98	79,286	21.7 %	261,835		76.9%
Ecommerce	15	15	7	3	2	1	0	1.7 %	1,198	56.68	2,200	4.7-%	10,203		63.8%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	8,275.17 \$	5.2 %	5.2 %	5,811.92 \$	70.2 %	65.5 %	4.9 %	5.5 %	137	2.9 %	4.9 %
AUBODY CLIPS&FASTNRS	60,546.28 \$	38.2 %	9.9 %	50,460.76 \$	83.3 %	80.7 %	42.7 %	13.0 %	2,883	61.1 %	21.6 %
CHEMICAL PRODUCT	21,920.48 \$	13.8 %	25.9 %		66.8 %	57.9 %	12.4 %	24.4 %	207	4.4 %	14.5 %
ELECTRICAL	16,084.98 \$	10.2 %	7.0 %	13,209.61 \$	82.1 %	75.5 %	11.2 %	8.6 %	497	10.5 %	12.8 %
HARDWARE	19,770.36 \$	12.5 %	7.1 %	16,852.30 \$	85.2 %	81.1 %	14.3 %	9.4 %	601	12.7 %	14.7 %
SHOPSUPPLIES&SAFETY	17,479.29 \$	11.0 %	17.4 %	8,689.80 \$	49.7 %	43.9 %	7.4 %	12.4 %	87	1.8 %	6.9 %
TOOLS	1,966.12 \$	1.2 %	4.2 %	1,435.37 \$	73.0 %	60.7 %	1.2 %	4.2 %	43	0.9 %	3.4 %
WHEEL WEIGHTS	5,786.74 \$	3.7 %	9.0 %	3,886.13 \$	67.2 %	57.8 %	3.3 %	8.4 %	118	2.5 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	0899470400	Nitrile Gloves Texture Blk 5mi	3,887	2.5	41.4 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	1890991065	ZERO VOC BRAKE AND PARTS CLEAN	3,388	2.1	75.2 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0899470399	Nitrile Gloves Texture Blk 5mi	3,077	1.9	42.3 %	6	1890991046	LOW VOC BRAKE & PARTS CLEANER	49.0 %
4	150122289	RADIATOR GRILL NUT	2,756	1.7	87.6 %	8	9501007138	Blue Nitrile Gloves- LG-CASE P	50.0 %
5	1899470378	Ammex Nitrile Gloves Blue XL	2,169	1.4	42.7 %	9	183024560	STL STRIP WT COAT 1 OZ INCR.	61.9 %
6	089093000	MULTI PURPOSE SOLVENT	2,047	1.3	60.2 %	10	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	44.9 %
7	150152052	HNDA WTHRSTRP RET 5X15	1,953	1.2	95.1 %	11	0827940751	Ergo Power Underhood LED Work	50.4 %
8	1967150115	AB CLIP ASSORTMENT WITH SCANNE	1,900	1.2		12	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	44.7 %
9	021038	LP HEX/SLOT 1/4X3/4 FORD	1,798	1.1	90.8 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
10	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	1,730	1.1	65.5 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
11	08909104	RTV SILICONE-CLEAR 8 OZ	1,727	1.1	72.5 %	15	0899470399	NitrileGlove Texture Blk 5mil	29.5 %
12	150155507	NISSAN DRIVE RETAINER REUSABLE	1,722	1.1	90.4 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
13	150120986	FRONT BUMPER PUSH TYPE RETAINE	1,551	1.0	82.0 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
14	0890991055	10% VOC Brake and Parts cleane	1,500	1.0	36.2 %	20	0899470400	NitrileGlove Texture Blk 5mil	28.2 %
15	01155519	PAN HD SCR PH ZN 12X3/4	1,393	0.9	93.5 %	21	18992001C	HD LATEX GLOVES NO PWDER LGE-C	26.8 %
16	150121420	BUMP, ENG COVER, FEND & GRILL	1,349	0.9	86.2 %	24	0899900967	16x18" MW GRAY PERF ABSORB PAD	62.7 %
17	150121192	COWL, BUMPER & FENDER LINER RE	1,302	0.8	77.0 %	25	089099104	45% VOC Brake & Parts Cleaner	52.4 %
18	1559743	BUTT CON YELL KRIMPA10-12	1,254	0.8	75.2 %	26	0879024056	DUAL FREQ 315/433MHZ TPMS/META	58.9 %
19	150153165	HON/ACRA HOOD WEATHER CLP	1,219	0.8	87.8 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
20	1899470376	AMMEX 200 NITRILE PF EXAM GLOV	1,200	0.8	42.3 %	31	183024570	STL STRIP WT COAT 8 1/2oz inc	77.1 %
21	150155640	HONDA HOOD SEAL RETAINER CLIP	1,159	0.7	86.4 %	32	0893241002	Rost Off Max Ice	72.8 %
22	150121146	BUMPER,FENDER,GRILL, INT & EXT	1,146	0.7	79.9 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
23	150155514	HONDA/ACU DRIVE RETAINER M8	1,127	0.7	90.0 %	37	18992002C	HD LATEX GLOVES NO PWDER XLGE-	25.6 %
24	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	1,111	0.7	73.9 %	38	08909380	CLEAN PREP 15 oz AEROSOL	82.6 %
25	150121651	Fender Push Type Retainer	1,098	0.7	83.1 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
26	089099110	10% VOC BRAKE AND PARTS CLEANE	1,067	0.7	57.0 %	40	1902553827	MARKF-FPR3012	77.2 %
27	0899900966	16x18" LW GRAY PERF ABSORB PAD	980	0.6	61.5 %	42	1830242960	STL STRIP WT COAT 1/4 OZ INCR.	76.6 %
28	0893403	SUPER GLUE GEL .11oz	955	0.6	56.9 %	44	089090901	Eco Super Spray All 1L Spray P	84.3 %

**3275 HENRY RUSH****Hired 07/18****District: AU 0314****06/21 Sales: 56,014.72****Customer Potential****Actual Sales SML**

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	1	0	1	3,899	0		0 :<=\$0	122	0	0	100.0-%
1-2	16	8	48,000	5	1,780	46,220	96.3 %	S :\$1-\$1800	23	12,442	662	27.5-%
3-5	273	79	819,000	17	32,400	786,600	96.0 %	M1 :\$1801-\$3600	9	21,937	1,447	11.1-%
6-8	368	51	1,104,000	17	114,619	989,381	89.6 %	M2 :\$3601-\$12000	24	185,758	20,916	23.6 %
9-12	468	43	1,404,000	23	305,395	1,098,605	78.3 %	L1 :\$12001-\$36000	12	226,903	17,312	28.2 %
13-40	178	11	534,000	8	128,737	405,263	75.9 %	L2 :\$36001-\$12000	3	139,791	15,678	48.8 %
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	1,303	193	3,909,000	71	586,831	3,322,169	85.0 %	Total	193	586,831		24.2 %
								Total(M + L)		574,389	55,353	28.8 %

**Customer Structure by Wurth SIC code**

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	36	16.4 %	23.0 %	16,605	29.6 %	18.4 %	87,429	14.9 %	14.9 %	76.1 %	60.5 %
1 Service/Repair	128	58.2 %	50.9 %	21,811	38.9 %	63.1 %	302,575	51.6 %	65.5 %	72.7 %	62.8 %
00 Auto Dealership - Do	17	7.7 %	5.6 %	4,716	8.4 %	10.1 %	54,258	9.3 %	10.9 %	83.9 %	60.8 %
01 Auto Dealership - Eu	13	5.9 %	2.7 %	5,465	9.8 %	11.9 %	78,979	13.5 %	12.4 %	63.1 %	61.0 %
02 Auto Dealership - As	17	7.7 %	3.7 %	3,686	6.6 %	13.6 %	76,588	13.1 %	13.3 %	72.2 %	60.5 %
03 Auto Dealership - Mi	1	0.5 %	1.0 %	0		1.4 %	0		1.6 %		61.9 %
08 Motorcycle Dealershi	4	1.8 %	0.8 %	807	1.4 %	1.8 %	4,820	0.8 %	1.6 %	74.6 %	67.3 %
10 Motorcycle Dealershi	1	0.5 %	0.6 %	0		0.5 %	0		0.6 %		70.6 %
16 Truck/Bus/RV Dealers	6	2.7 %	1.2 %	758	1.4 %	2.7 %	5,547	1.0 %	2.9 %	65.8 %	59.0 %
17 Independent - Truck/	9	4.1 %	2.5 %	103	0.2 %	2.8 %	252	0.0 %	2.6 %	68.1 %	61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	3	1.4 %	2.0 %	0		1.4 %	731	0.1 %	1.8 %	66.3 %	62.3 %
22 Construction/Landsca	7	3.2 %	1.6 %	797	1.4 %	1.4 %	14,178	2.4 %	1.5 %	64.5 %	62.5 %
25 Commercial Fleet	8	3.6 %	1.7 %	0		1.3 %	0		1.6 %		60.7 %
26 Building/Grounds/Fac	0		0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	29	13.2 %	17.1 %	15,582	27.8 %	14.5 %	165,633	28.2 %	15.5 %	78.9 %	71.9 %
3 Industrial	9	4.1 %	2.8 %	552	1.0 %	2.4 %	3,595	0.6 %	2.2 %	56.9 %	61.4 %
4 Facility/Grounds Mai	14	6.4 %	1.8 %	0		0.8 %	73	0.0 %	0.9 %	70.3 %	63.9 %
0 Others	4	1.8 %	4.4 %	1,465	2.6 %	0.9 %	27,525	4.7 %	1.0 %	74.0 %	57.8 %

**3275 HENRY RUSH****Hired 07/18****District: AU 0314****06/21 Sales: 56,014.72****12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
77265	SPITZIE'S MOTORCY	07/2020 Reac.	121.48	0	0	0	0	0	0	0	0	0	0	0	121.48
G009610	MANGINO CHEVROLET	09/2020 Reac.	56.87	0	0	55.64	0	107.35	0	271.55	815.78	0	0	*	1307.19
84531	TOWN OF BALLSTON	10/2020 Reac.	141.40	103.34	0	0	0	0	0	0	0	0	*	*	244.74
136630	BETHLEHEM CENTRAL	10/2020 Reac.	346.12	0	0	0	0	140	0	0	0	0	*	*	486.12
148227	TOWN LINE MOTORSP	10/2020 Reac.	151.73	0	0	0	0	0	0	0	0	0	*	*	151.73
167230	ROMEO TOYOTA OF G	10/2020 New	713.32	530.69	638.43	789.28	366.36	687.36	700.39	862.81	690.91	0	*	*	5979.55
167920	BIGELOW'S ENERGY	10/2020 New	90.75	0	0	0	0	0	0	0	0	0	*	*	90.75
167923	FRANK ADAMS JEWEL	10/2020 New	72.83	0	0	0	0	0	0	0	0	0	*	*	72.83
167925	KEN'S AUTO	10/2020 New	62.85	0	0	0	0	0	0	0	0	0	*	*	62.85
161513	NEW YORK BUS SALE	11/2020 New	412.42	1044.97	648.8	454.49	505.31	485.11	0	560.44	0	*	*	*	4111.54
167995	CALIBER COLLISION	12/2020 New	2,900.17	0	0	440.09	69.32	0	489.84	0	*	*	*	*	3899.42
159635	ALL TECH AUTOMOTI	01/2021 Reac.	288.81	0	0	0	86.48	0	0	*	*	*	*	*	375.29
159180	DENOYER COLLISIO	04/2021 New	1,900.00	0	0	0	*	*	*	*	*	*	*	*	1900.00
170332	MOHAWK CHEVROLET	05/2021 New	1,115.15	6348.88	1094.39	*	*	*	*	*	*	*	*	*	8558.42
158053	ALPIN HAUS	06/2021 New	103.26	0	*	*	*	*	*	*	*	*	*	*	103.26

3367 DAVE JANSEN

Hired 12/18

District: AU 0314

06/21 Sales: 26,962.95

**Sales Rep Performance****Daily Sales Plan : \$1222.73 Daily Sales Plan%:100.4**

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	20	16,563	25,996	16,404	554	21,700	75.6%	5.4	1,085	78	3.9	219.8	16.6	4.6	48.2	2	31	0	14.1	1
Feb	20	20	20,135	21,499	20,003	591	23,200	86.2%	5.7	1,160	81	4.1	247.5	17.3	4.4	57.0	2	21	1	16.9	0
Mar	23	22	17,424	18,691	17,308	553	26,800	64.6%	5.0	1,165	97	4.2	208.0	16.7	4.2	49.3	3	47	2	16.5	1
Apr	22	16	23,023	3,003	22,914	542	26,100	87.8%	4.6	1,186	87	4.0	274.9	18.6	4.8	57.0	1	27	0	14.4	1
May	20	09	20,472	0	20,300	533	23,700	85.7%	5.3	1,185	98	4.9	238.9	22.6	4.9	48.6	4	14	1	12.9	1
Jun	22	10	26,963	857	27,011	721	26,900	100.4%	4.9	1,223	113	5.1	256.4	18.6	4.1	63.0	2	2	3	12.5	2
Jul	21	00	0	14,220	0	0	25,200		0.0	1,200	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	22,427	0	0	26,800		0.0	1,218	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	19,996	0	0	25,700		0.0	1,224	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	23,509	0	0	25,800		0.0	1,229	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	20,913	0	0	24,800		0.0	1,240	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	25,342	0	0	27,000		0.0	1,227	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127		97124,580	70,045	123,940	3,494	148,400	83.5%	5.0	56	554	4.4	240.9	18.3	4.5	53.8	14	142	7	15.0	6
EST	254		224287,690	196,452																	

**Sales Territory 385 Development****Customer Monthly Growth% : 52.39**

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	11,168	17,074	22,035	19,925	23,415	20,761	25,290	16,404	20,003	17,308	22,914	20,300	27,011	252,441	141.9 %
YTD Sales	76,144	93,218	115,253	135,178	158,593	179,354	204,645	16,404	36,407	53,715	76,629	96,929	123,940		62.8 %
Terr. Dly Sales	508	776	1,049	949	1,064	1,093	1,204	820	1,000	753	1,042	1,015	1,228	1,010	141.9 %
Cust. Growth%	51.18-	25.35-	0.93	8.74-	2.37	5.10	15.83	1.80	24.14	6.60-	29.27	25.98	52.39		
Credits	390	0	85	58	0	149	500	60	79	761	527	288	57	2,564	85.5-%
Credit %	3.4	0.0	0.4	0.3	0.0	0.7	1.9	0.4	0.4	4.2	2.3	1.4	0.2	1.0	3.2-%
Lines	175	346	395	371	427	376	438	316	336	368	404	429	397	4,603	126.9 %
# Cust. sold	18	33	48	52	53	39	48	43	51	46	43	50	53	110	194.4 %
Avg. Cust \$	558.38	487.83	459.07	362.28	441.79	506.37	495.89	364.54	392.22	346.15	498.13	369.09	457.81	2,294.92	18.0-%
#E-com Orders	18	9	14	12	11	4	4	9	8	10	8	8	10	107	
E-com Sales\$	4,036	2,090	2,690	2,209	2,493	621	480	1,423	1,451	1,124	1,392	1,413	1,546	18,934	
E-com % Sales	36.14	12.24	12.21	11.08	10.65	2.99	1.90	8.67	7.26	6.49	6.08	6.96	5.73	7.50	

**Customer Structure**

Buying (>\$500):	72	243,918.73 \$
Active:	110	252,440.67 \$
Active-Net Change:	5	15,842.99 \$
Zero:	48	
Total:	158	252,440.67 \$
NA/RKAM :	8	26,937.78 \$
Cust. Sold to:	53	
Cust. Sold to%:	48.2 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	84040	WHITE RIVER TOYOTA	WHITE RIVER		NF	01	1,052	1,071	2,439	2,957	2,620	2,623	12,762	13,934	8.4-%	62.0%
2	162815	KEY CHEVROLET OF W	WHITE RIVER		NF	01	1,590	1,601	1,495	1,764	1,516	2,607	10,573	5,917	78.7 %	57.4%
3	129885	ALDERMAN'S CHEVROL	RUTLAND	GM	NF	01	875	940	1,049	1,105	873	383	5,225	4,165	25.5 %	75.0%
4	169034	POINT S TIRE	SPRINGFIELD		NF	01	0	1,041	506	1,355	1,455	764	5,122	0		63.7%
5	42384	UPPER VALLEY HONDA	WHITE RIVER	PM	NF	01	604	622	183	1,706	84	1,351	4,550	4,727	3.7-%	44.4%
6	G003021	SPRINGFIELD BUICK	NORTH SPRING	GM	NF	01	544	1,035	347	557	566	1,375	4,424	4,019	10.1 %	58.4%
7	116289	R & D AUTOMOTIVE	CASTLETON		NF	01	385	832	172	1,460	424	293	3,566	2,374	50.2 %	56.1%
8	53540	KINNEY MOTORS LTD	RUTLAND		NF	01	388	229	1,097	378	130	1,262	3,484	5,434	35.9-%	47.8%
9	169395	COGGINS COLLISION	BENNINGTON	DS		01	0	0	1,619	423	598	542	3,182	0		46.7%
10	168756	COGGINS TOYOTA OF	BENNINGTON	DS		01	736	426	0	1,312	0	544	3,018	0		51.8%
11	120266	JAS INC AUTO SALES	WHITE RIVER		NF	01	396	495	284	413	891	361	2,840	3,602	21.2-%	75.2%
12	63391	NORTHERN MOTOR SPO	WILDER		NF	01	161	88	490	1,037	202	781	2,760	3,292	16.2-%	59.3%
13	55571	ALDERMAN TOYOTA	RUTLAND		NF	01	0	170	774	677	183	927	2,731	3,601	24.1-%	61.8%
14	267	MIDAS SERVICE CENT	RUTLAND			01	156	346	50	1,052	595	393	2,592	2,187	18.5 %	64.5%
15	156464	RUTLAND DODGE RAM	RUTLAND		NF	01	393	396	259	647	236	652	2,583	2,752	6.2-%	79.6%
16	119025	CARROLL CONCRETE	WEST LEBANON		NF	01	742	0	350	347	742	297	2,476	3,508	29.4-%	55.1%
17	159498	FORMULA FORD LINCO	RUTLAND		NF	01	530	421	250	190	580	290	2,260	3,797	40.5-%	48.0%
18	167281	MCGEE CHRYSLER JEE	SPRINGFIELD		NF	01	430	193	67	268	625	414	1,998	1,193	67.5 %	62.9%
19	35330	ROSS CHEVROLET INC	WHITEHALL	DS	NF	01	258	232	374	567	0	533	1,964	1,650	19.0 %	64.2%
20	24894	MITCHELLS AUTO BOD	SPRINGFIELD		NF	01	1,564	150	0	0	0	0	1,714	2,343	26.8-%	45.5%
21	170125	KEY CHEVROLET BUIC	NEWPORT		NF	01	0	0	0	0	1,426	287	1,713	0		48.6%
22	24451	RICHMOND AUTO REPA	GUILFORD		NF		266	215	174	223	393	318	1,589	1,883	15.6-%	84.9%
23	24793	CHRIS RIZZON AUTO	DORSET				0	422	0	234	70	808	1,534	2,282	32.8-%	69.1%
24	126870	JOE'S FAMILY CAR C	CLAREMONT		NF	01	108	173	483	446	173-	457	1,494	1,040	43.8 %	66.9%
25	G014010	AUTO MALL INC	BRATTLEBORO	GM	NF	01	126	564	108	51	215	366	1,431	1,031	38.9 %	56.2%
26	60603	COLLISION WORKS	WHITE RIVER	74	NF	01	0	602	0	155	0	626	1,382	2,961	53.3-%	73.4%
27	163778	BOBS SERVICE CENTE	WHITE RIVER		NF	01	0	68	339	288	348	227	1,271	273	366.0 %	64.8%
28	169952	GRANITE STATE AUTO	CHARLESTOWN			01	0	0	0	0	679	534	1,213	0		51.1%
29	155973	LEBANON AUTOMOBILE	LEBANON		NF	01	230	0	0	311	122	548	1,211	178	580.3 %	49.5%
30	160928	MOUNT SUNAPEE RESO	NEWBURY		NF	01	308	897	0	0	0	0	1,205	0		53.9%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	39	36	33	24	16	7	1	63.4 %	17,129	370.58	42,129	26.5 %	160,092	61.5%
VENDING	1	1	0	1	1	0	0		0	0.00	0		0	*9800.0%
SIS	4	4	4	3	2	1	0	4.5 %	964	234.84	2,094	51.5 %	11,272	71.3%
Best price	79	66	49	37	21	15	1	83.4 %	20,973	265.67	59,248	28.1 %	210,407	60.3%
No freight	65	55	41	34	21	12	1	79.3 %	19,364	303.25	52,733	27.8 %	200,145	61.3%
NA/RKAM	8	7	5	5	3	2	0	10.7 %	3,211	320.69	9,002	7.5 %	26,938	62.9%
Ecommerce	18	16	9	6	6	0	0	7.5 %	1,546	98.61	4,352	8.9 %	18,934	59.3%



Category sales based on 3 months

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	6,140.05 \$	8.8 %	5.2 %	4,041.23 \$	65.8 %	65.5 %	9.9 %	5.5 %	108	8.7 %	4.9 %
AUBODY CLIPS&FASTNRS	6,016.46 \$	8.7 %	9.9 %	4,856.53 \$	80.7 %	80.7 %	11.9 %	13.0 %	267	21.5 %	21.6 %
CHEMICAL PRODUCT	20,326.77 \$	29.2 %	25.9 %		54.4 %	57.9 %	27.2 %	24.4 %	181	14.5 %	14.5 %
ELECTRICAL	1,777.71 \$	2.6 %	7.0 %	1,295.25 \$	72.9 %	75.5 %	3.2 %	8.6 %	72	5.8 %	12.8 %
HARDWARE	3,434.98 \$	4.9 %	7.1 %	2,943.97 \$	85.7 %	81.1 %	7.2 %	9.4 %	123	9.9 %	14.7 %
SHOPSUPPLIES&SAFETY	10,816.18 \$	15.6 %	17.4 %	4,179.02 \$	38.6 %	43.9 %	10.3 %	12.4 %	87	7.0 %	6.9 %
TOOLS	2,413.57 \$	3.5 %	4.2 %	1,517.57 \$	62.9 %	60.7 %	3.7 %	4.2 %	41	3.3 %	3.4 %
WHEEL WEIGHTS	8,588.60 \$	12.4 %	9.0 %	4,509.97 \$	52.5 %	57.8 %	11.1 %	8.4 %	252	20.2 %	10.8 %

Top Products 3 Months TotalTop 500 WURTH Products not sold 3 Months

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	089093000	MULTI PURPOSE SOLVENT	3,484	5.0	50.7 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	0879024056	DUAL FREQ 315/433MHZ TPMS/META	2,763	4.0	56.5 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0890991055	10% VOC Brake and Parts cleane	2,430	3.5	21.2 %	10	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	44.9 %
4	8859800125	CU 800 ANTI-SEIZE LUBRICANT 12	2,321	3.3	55.9 %	12	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	44.7 %
5	1890991046	LOW VOC BRAKE & PARTS CLEANER	1,979	2.9	38.6 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
6	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	1,739	2.5	66.7 %	15	0899470399	NitrileGlove Texture Blk 5mil	29.5 %
7	183024560	STL STRIP WT COAT 1 OZ INCR.	1,714	2.5	49.6 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
8	0879024054	DUAL FREQ 315/433MHZ TPMS/RUBB	1,691	2.4	53.4 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
9	5518598422	MINI CLOTH DISC GR PW ZIRC 2"	1,660	2.4	68.1 %	20	0899470400	NitrileGlove Texture Blk 5mil	28.2 %
10	0899470619	NitrileGlove Texture Blk 4mil	1,571	2.3	21.6 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
11	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	1,418	2.0	55.1 %	30	88909071	High Build Under Seal (black)	76.9 %
12	189311069	SBS BRAKE TREATMENT II	1,287	1.9	70.3 %	31	183024570	STL STRIP WT COAT 8 1/2oz inc	77.1 %
13	089333300	WURTH FILM	1,259	1.8	75.9 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
14	05884210	SURF PREP DISC 2" R - BROWN CO	1,184	1.7	59.5 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
15	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	940	1.4	55.3 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
16	0891703140	Top Gun (Cleaning Gun)	926	1.3	53.8 %	40	1902553827	MARKF-FPR3012	77.2 %
17	0899470620	NitrileGlove Texture Blk 4mil	890	1.3	21.2 %	42	1830242960	STL STRIP WT COAT 1/4 OZ INCR.	76.6 %
18	1899470330	GlovePlus Nitrile Gloves Blk X	870	1.3	31.0 %	44	089090901	Eco Super Spray All 1L Spray P	84.3 %
19	089099110	10% VOC BRAKE AND PARTS CLEANE	829	1.2	46.7 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
20	0893106050	HHS-K	723	1.0	65.6 %	49	18992000C	HD LATEX GLOVES NO POWDR MED-C	26.3 %
21	15852130	3" BLUE NYLON DISC W/HUB	631	0.9	70.8 %	50	1899470329	GlovePlus Blk Nitrile PF Ind L	30.4 %
22	15852120	2" BLUE NYLON DISC W/ HUB	605	0.9	74.4 %	54	089091003	THROTTLE BODY CLEANER 14oz AER	79.0 %
23	0893923284	CE 1650 CERAMIC PASTE	572	0.8	71.4 %	55	CVGWON4410	GLOVEWORKS HD ORANG NR DIA TEX	50.4 %
24	0899470619	Nitrile Gloves Texture Blk 4mi	572	0.8	42.3 %	56	183038062	BLACK ZINC LP ADH WW 60 GRAMS	63.2 %
25	0899900967	16x18" MW GRAY PERF ABSORB PAD	567	0.8	51.1 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %
26	01195519	S/T PHI PAN SS 12 X 3/4	492	0.7	87.7 %	63	8858221	SILICONE SPRAY LUBRICANT	84.3 %
27	150155445	REAR BUMPER COVER RET. TOYOTA	422	0.6	78.3 %	72	0899470398	NitrileGlove Texture Blk 5mil	29.7 %
28	150159056	HX HD S-TAP SC 6X1.0X20MM	421	0.6	87.7 %	73	0899470121	PROTGLOV-NITRILE-GRIP-ORANGE-M	42.8 %

**Customer Potential****Actual Sales SML**

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	0	0	0	0	0		0 :<=\$0	46	0	0	100.0-%
1-2	14	7	42,000	7	10,312	31,688	75.5 %	S :\$1-\$1800	70	43,784	5,869	41.2 %
3-5	320	79	960,000	52	66,333	893,667	93.1 %	M1 :\$1801-\$3600	15	39,041	4,433	36.2 %
6-8	318	48	954,000	38	97,378	856,622	89.8 %	M2 :\$3601-\$12000	21	126,095	11,479	18.1 %
9-12	192	18	576,000	10	68,138	507,862	88.2 %	L1 :\$12001-\$36000	2	43,188	5,230	22.9 %
13-40	31	2	93,000	2	9,946	83,054	89.3 %	L2 :\$36001-\$12000	0	0	0	
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	875	154	2,625,000	109	252,107	2,372,893	90.4 %	Total	154	252,107		23.4 %
								Total(M + L)		208,323	21,141	22.2 %

**Customer Structure by Wurth SIC code**

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	47	29.8 %	23.0 %	7,118	26.4 %	18.4 %	45,290	17.9 %	14.9 %	58.8 %	60.5 %
1 Service/Repair	86	54.4 %	50.9 %	17,820	66.0 %	63.1 %	179,268	71.0 %	65.5 %	62.3 %	62.8 %
00 Auto Dealership - Do	16	10.1 %	5.6 %	4,147	15.4 %	10.1 %	41,882	16.6 %	10.9 %	63.4 %	60.8 %
01 Auto Dealership - Eu	2	1.3 %	2.7 %	1,262	4.7 %	11.9 %	9,301	3.7 %	12.4 %	51.8 %	61.0 %
02 Auto Dealership - As	10	6.3 %	3.7 %	5,799	21.5 %	13.6 %	46,236	18.3 %	13.3 %	57.3 %	60.5 %
03 Auto Dealership - Mi	5	3.2 %	1.0 %	0		1.4 %	5,466	2.2 %	1.6 %	52.6 %	61.9 %
08 Motorcycle Dealershi	0		0.8 %	0		1.8 %	0		1.6 %		67.3 %
10 Motorcycle Dealershi	1	0.6 %	0.6 %	0		0.5 %	0		0.6 %		70.6 %
16 Truck/Bus/RV Dealers	1	0.6 %	1.2 %	0		2.7 %	60	0.0 %	2.9 %	74.1 %	59.0 %
17 Independent - Truck/	5	3.2 %	2.5 %	493	1.8 %	2.8 %	5,102	2.0 %	2.6 %	68.9 %	61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	4	2.5 %	2.0 %	0		1.4 %	1,134	0.5 %	1.8 %	55.7 %	62.3 %
22 Construction/Landsca	4	2.5 %	1.6 %	392	1.5 %	1.4 %	1,036	0.4 %	1.5 %	76.5 %	62.5 %
25 Commercial Fleet	6	3.8 %	1.7 %	1,160	4.3 %	1.3 %	9,164	3.6 %	1.6 %	58.5 %	60.7 %
26 Building/Grounds/Fac	0		0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	16	10.1 %	17.1 %	1,769	6.6 %	14.5 %	22,041	8.7 %	15.5 %	65.2 %	71.9 %
3 Industrial	5	3.2 %	2.8 %	0		2.4 %	3,250	1.3 %	2.2 %	71.3 %	61.4 %
4 Facility/Grounds Mai	4	2.5 %	1.8 %	303	1.1 %	0.8 %	2,592	1.0 %	0.9 %	62.9 %	63.9 %
0 Others	0		4.4 %	0		0.9 %	0		1.0 %		57.8 %

**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
67992	PRECISION AUTO BO 07/2020	Reac.	359.30	0	364.85	0	137.98	134.06	71.95	0	269	0	140.07	0	1477.21
166678	GOLDEN CROSS AMBU 08/2020	New	79.34	0	0	0	0	0	0	0	0	0	0	0	79.34
165650	FORD OF CLAREMONT 08/2020	New	106.21	0	0	0	0	0	0	0	0	0	0	0	106.21
155973	LEBANON AUTOMOBIL 08/2020	Reac.	66.00	0	112	0	0	230.1	0	0	310.8	122.21	547.76	155.94	1544.81
140483	VTRANS/AGENCY OF 08/2020	Reac.	90.35	0	267.86	0	0	179.2	0	0	0	0	0	0	537.41
165819	GREEN MOUNTAIN PO 09/2020	New	183.89	0	0	0	0	0	0	0	329.85	0	0	*	513.74
163778	BOBS SERVICE CENT 09/2020	New	79.46	0	75.46	117.75	0	67.91	339.02	288.17	348.17	227.34	0	*	1543.28
152325	GARVEY NISSAN 09/2020	Reac.	114.60	0	0	0	0	0	0	0	0	0	0	*	114.60
138404	VTRANS 09/2020	Reac.	165.24	0	0	0	248.8	0	0	0	0	0	0	*	414.04
126872	TOWN OF HANOVER, 09/2020	Reac.	55.98	57.19	0	0	0	0	0	0	0	0	0	*	113.17
22808	MARBLE VALLEY REG 09/2020	Reac.	69.80	0	0	0	0	0	0	0	0	0	0	*	69.80
167974	R & K AUTOMOTIVE 10/2020	New	62.45	0	0	0	0	0	0	0	0	0	*	*	62.45
134084	SUMMIT CHRYSLER D 10/2020	Reac.	171.23	0	0	84.95	0	0	0	0	0	0	*	*	256.18
167391	FAITH'S TOYOTA FO 10/2020	New	115.70	0	0	111.98	0	114.83	0	115.7	0	0	*	*	458.21
167281	MCGEE CHRYSLER JE 10/2020	New	293.91	702.87	196.43	430.17	193.47	66.96	267.84	625.29	414.36	0	*	*	3191.30
24894	MITCHELLS AUTO BO 10/2020	Reac.	344.39	0	1999	1564.47	150	0	0	0	0	0	*	*	4057.86
155820	SDC AUTO 10/2020	Reac.	66.44	0	0	0	0	0	0	0	0	0	*	*	66.44
167179	FORD OF BRATTLEBO 10/2020	New	99.00	660.63	0	0	0	89.64	89.64-	0	66.24	0	*	*	825.87
167533	BMF AUTO DETAILIN 11/2020	New	266.83	0	0	0	0	0	214.95	0	0	*	*	*	481.78
168351	DEXTER'S TOWING A 12/2020	New	49.83	103.66	0	0	0	73.15	0	0	*	*	*	*	226.64
168078	MERCHAND BROTHERS 12/2020	New	159.71	0	103.89	132.81	60.5	62.37	0	29.1-	*	*	*	*	490.18
113376	TWIN STATE TRUCK 12/2020	Reac.	53.31	0	0	0	295.56	101.58-	0	0	*	*	*	*	247.29
87966	WILDER AUTO / TIP 12/2020	Reac.	126.25	47.5	30.91	0	0	0	0	0	*	*	*	*	204.66
168833	JS AUTOMOTIVE 01/2021	New	228.74	487.98	0	0	0	0	0	*	*	*	*	*	716.72
168756	COGGINS TOYOTA OF 01/2021	New	735.76	426.05	0	1312.1	0	543.75	0	*	*	*	*	*	3017.66
14451	OKEMO MOUNTAIN, I 02/2021	Reac.	616.23	0	196.83	132.47	0	443.87	*	*	*	*	*	*	1389.40
169034	POINT S TIRE 02/2021	New	1,041.02	506.03	1355.37	1455.07	764.4	0	*	*	*	*	*	*	5121.89
169065	TOWN OF SPRINGFIE 02/2021	New	556.13	0	0	0	0	0	*	*	*	*	*	*	556.13
46530	JASMIN AUTO SALES 03/2021	Reac.	437.88	0	0	0	0	*	*	*	*	*	*	*	437.88
168041	MCGEE COLLISION C 03/2021	New	346.89	0	0	0	0	*	*	*	*	*	*	*	346.89

**3367 DAVE JANSEN****Hired 12/18****District: AU 0314****06/21 Sales: 26,962.95****12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
20652	CHRIS SPANOS AUTO	03/2021 Reac.	651.37	51.56	0	219.38	0	*	*	*	*	*	*	*	922.31
169395	COGGINS COLLISION	03/2021 New	1,619.20	422.65	598.3	542.31	0	*	*	*	*	*	*	*	3182.46
169625	COGGINS FORD	03/2021 New	292.41	26.46	0	0	0	*	*	*	*	*	*	*	318.87
169920	MONTSHIRE AUTOMOT	04/2021 New	77.13	0	164.25	0	*	*	*	*	*	*	*	*	241.38
24407	MONARCH AUTO BODY	05/2021 Reac.	174.21	0	0	*	*	*	*	*	*	*	*	*	174.21
169952	GRANITE STATE AUT	05/2021 New	679.48	533.84	0	*	*	*	*	*	*	*	*	*	1213.32
170125	KEY CHEVROLET BUI	05/2021 New	1,426.28	287.09	0	*	*	*	*	*	*	*	*	*	1713.37
170193	JARVIS DETAILING	05/2021 New	166.94	0	0	*	*	*	*	*	*	*	*	*	166.94
170239	LUNDGREN SUBARU O	05/2021 New	188.06	323.2	0	*	*	*	*	*	*	*	*	*	511.26
33409	ROD'S TOWING & RE	06/2021 Reac.	212.94	0	*	*	*	*	*	*	*	*	*	*	212.94
12112	MOORE BROS BODY P	06/2021 Reac.	383.78	0	*	*	*	*	*	*	*	*	*	*	383.78
159778	BENNINGTON NISSAN	06/2021 Reac.	181.93	0	*	*	*	*	*	*	*	*	*	*	181.93
170209	EAST CREEK MOTORS	06/2021 New	158.99	0	*	*	*	*	*	*	*	*	*	*	158.99
VE84040	WHITE RIVER TOYOT	06/2021 New	0.02	0	*	*	*	*	*	*	*	*	*	*	0.02

Sales Rep Performance

Daily Sales Plan : \$1836.36    Daily Sales Plan%:115.6

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	20	38,041	21,596	38,041	573	34,500	110.3%	5.6	1,725	168	8.4	228.2	53.6	6.4	35.4	0	5	1	13.4	0
Feb	20	20	35,939	21,893	35,939	392	35,000	102.7%	5.0	1,750	167	8.4	223.8	51.2	6.3	35.6	1	6	1	14.4	5
Mar	23	23	34,076	20,733	34,076	467	40,300	84.6%	5.6	1,752	163	7.1	210.6	45.4	6.6	31.7	0	10	0	12.9	0
Apr	22	19	54,159	23,353	54,320	670	39,200	138.6%	4.8	1,782	218	9.9	257.1	65.7	6.8	37.7	1	7	0	13.5	0
May	20	20	43,596	51,589	43,728	497	35,700	122.5%	5.2	1,785	192	9.6	236.2	57.6	6.2	38.4	0	6	0	12.9	0
Jun	22	22	46,691	34,107	46,691	249	40,400	115.6%	5.3	1,836	205	9.3	236.6	59.0	6.7	35.6	1	8	0	13.3	0
Jul	21	00	0	38,069	0	0	37,900		0.0	1,805	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	33,388	0	0	40,200		0.0	1,827	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	40,933	0	0	38,600		0.0	1,838	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	42,420	0	0	38,700		0.0	1,843	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	36,280	0	0	37,200		0.0	1,860	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	42,127	0	0	40,600		0.0	1,845	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	124	252,503	173,270	252,796	2,849	225,100	112.3%	5.2	84	1,113	8.8	232.1	55.4	6.5	35.7	3	42	2	13.4	5
EST	254	251	511,115	406,487																	

Sales Territory 390 Development

Customer Monthly Growth% : 42.56

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	34,007	37,851	33,388	40,933	42,568	36,280	42,127	38,041	35,939	34,076	54,320	43,728	46,691	485,943	37.3 %
YTD Sales	144,989	182,840	216,228	257,161	299,729	336,010	378,136	38,041	73,980	108,056	162,376	206,104	252,796		74.4 %
Terr. Dly Sales	1,546	1,720	1,590	1,949	1,935	1,910	2,006	1,902	1,797	1,482	2,469	2,186	2,122	1,944	37.3 %
Cust. Growth%	84.41	106.72	91.03	134.20	132.76	129.71	141.32	27.76	20.70	0.48-	65.85	46.86	42.56		
Credits	284	301	265	463	565	1,306	1,132	355	342	245	619	177	463	6,233	62.7 %
Credit %	0.8	0.8	0.8	1.1	1.3	3.5	2.6	0.9	0.9	0.7	1.1	0.4	1.0	1.3	0.2 %
Lines	936	861	944	1,220	1,058	940	1,002	1,053	1,002	1,022	1,425	1,121	1,267	12,915	35.4 %
# Cust. sold	77	77	72	79	83	73	82	92	81	76	86	94	88	137	14.3 %
Avg. Cust \$	441.65	479.12	463.72	511.66	512.87	490.28	495.61	409.04	433.00	448.36	610.34	465.19	524.62	3,547.03	18.8 %
#E-com Orders	14	15	16	18	19	12	19	20	20	13	15	24	22	213	
E-com Sales\$	1,765	2,320	2,581	3,712	2,717	2,754	6,159	2,579	3,639	1,872	1,937	4,433	5,676	40,379	
E-com % Sales	5.19	6.13	7.73	9.07	6.38	7.59	14.62	6.78	10.13	5.49	3.57	10.14	12.16	8.31	

Customer Structure

Buying (>\$500):	110	478,616.27 \$
Active:	136	485,942.61 \$
Active-Net Change:	0	12,684.44 \$
Zero:	35	
Total:	171	485,942.61 \$
NA/RKAM :	3	16,403.55 \$
Cust. Sold to:	88	
Cust. Sold to%:	64.7 %	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

Top Customers

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	4969	DARLING'S AUTO MAL	ELLSWORTH		NF	01	1,967	775	2,165	2,756	1,435	2,055	11,153	14,710	24.2-%	52.7%
2	135537	BDS WASTE DISPOSAL	FAIRFIELD		NF	01	1,021	1,239	1,325	1,393	1,256	4,196	10,430	9,609	8.5 %	63.4%
3	154614	HARVEY RVS	GLENBURN		NF	01	894	893	784	3,441	2,035	1,730	9,778	8,544	14.4 %	64.8%
4	8118841	NORTHEAST TRUCK &	UNITY		NF	01	853	870	1,867	1,923	2,126	1,870	9,510	7,006	35.7 %	61.6%
5	36219	MAINE COLLISION CE	BANGOR		NF	01	1,852	1,954	1,703	1,519	671	968	8,667	7,534	15.0 %	69.8%
6	150993	VAN SYCKLE KIA	BANGOR	KI	NF	01	1,064	1,398	1,029	2,573	1,233	1,224	8,521	7,805	9.2 %	43.2%
7	117064	ROCKLAND FORD	THOMASTON		NF	01	1,533	1,683	1,286	990	1,318	1,626	8,436	7,260	16.2 %	59.2%
8	166781	DAIGLE & HOUGHTON	HERMON		NF	01	999	926	1,395	1,574	1,863	1,451	8,208	5,481	49.8 %	64.9%
9	140284	RAY HASKELL FORD	OAKLAND		NF	01	1,589	959	863	1,866	1,253	926	7,457	7,102	5.0 %	55.8%
10	4042	J C AUTO	VEAZIE		NF	01	568	0	226	6,045	54	454	7,346	554	1227.2%	33.5%
11	25186	CENTRAL MAINE CHRY	WATERVILLE		NF	01	1,098	983	1,661	653	1,380	1,156	6,933	5,124	35.3 %	48.2%
12	16385	DARLINGS BANGOR FO	BANGOR		NF	01	1,130	448	370	1,693	777	1,611	6,029	5,656	6.6 %	55.1%
13	19037	MAURICE & SON COLL	WATERVILLE		NF	01	714	992	576	1,188	709	1,560	5,738	4,479	28.1 %	61.0%
14	165193	FABIAN OIL INC	OAKLAND		NF	01	1,918	1,313	1,054	1,139	91	0	5,515	5,634	2.1-%	60.8%
15	164675	MOODY'S COLLISION	ELLSWORTH		NF	01	506	913	875	1,368	1,261	478	5,401	4,450	21.4 %	60.9%
16	164561	PELLETIER FORD OF	LINCOLN		NF	01	460	1,641	722	890	687	763	5,164	2,182	136.7 %	66.8%
17	132925	HARRY J SMITH COMP	WATERVILLE		NF	01	229	578	1,097	1,126	949	687	4,666	5,287	11.8-%	53.2%
18	164603	MOODY'S COLLISION	BANGOR		NF	01	887	908	578	988	623	392	4,377	3,323	31.7 %	68.8%
19	8118847	BOULET'S TRUCK SER	FAIRFIELD		NF	01	733	541	1,150	426	483	1,039	4,373	3,039	43.9 %	66.9%
20	2444	JOHN T CYR BUS	OLD TOWN	DN	NF	01	541	646	462	769	632	1,147	4,197	5,950	29.5-%	65.4%
21	164575	GREEN POINT	BREWER		NF	01	360	422	523	784	624	1,015	3,728	2,955	26.2 %	64.5%
22	8103	BILLING DIESEL MAR	STONINGTON		NF	01	254	722	0	300	1,168	1,260	3,703	3,180	16.4 %	45.2%
23	168949	MOODY'S COLLISION	BANGOR		NF	01	0	654	601	1,164	713	344	3,477	0		59.5%
24	VL3151	DARLINGS HONDA NIS	BANGOR	VL	NF	01	62	632	160	589	547	1,185	3,175	3,596	11.7-%	60.6%
25	146785	THOMPSON VW AUDI	WATERVILLE		NF	01	481	394	218	589	915	518	3,115	4,189	25.7-%	66.3%
26	167524	TRUCKWORKS & MORE	BANGOR		NF	01	637	510	216	548	819	310	3,040	599	407.8 %	65.6%
27	164190	IRISH COLLISION CE	PALMYRA		NF	01	783	331	332	482	399	639	2,967	4,836	38.7-%	66.6%
28	62617	DOWNEAST TOYOTA	BREWER		NF		550	647	416	599	495	227	2,933	1,417	107.0 %	52.9%
29	34684	DICKS BODY SHOP	NORTHEAST HA		NF		251	0	298	403	805	1,084	2,840	1,338	112.2 %	61.5%
30	19857	CENTRAL MAIN MTRS	WATERVILLE		NF	01	0	668	522	783	560	260	2,792	4,842	42.3-%	53.8%

Special Programs

			Jun/21		Jun/21	Jun/21	Jun/21			Jun/21	Roll.12	Apr/21				
	# Cust	# Act.	# Buy.	# Act	# incr	# decr	# stab	% of Sales	Sales	Avg.	- Jun/21	Growth	Roll.12		GP	
ORSY	63	58	57	47	22	24	1	74.5 %	32,948	520.32	101,874	25.4 %	362,145		60.9%	
VENDING	0	0	0	0	0	0	0		0	0.00	0		0			
SIS	3	2	2	2	1	1	0	3.2 %	714	647.24	8,155	311.4 %	15,534		37.3%	
Best price	91	75	66	58	29	28	1	84.4 %	38,459	455.92	121,270	32.1 %	410,324		60.6%	
No freight	104	92	80	74	38	35	1	92.3 %	42,937	406.16	133,932	32.6 %	448,401		61.4%	
NA/RKAM	3	2	1	1	0	0	1	3.4 %	1,224	683.48	5,029	44.0 %	16,404		45.4%	
Ecommerce	56	50	17	13	10	3	0	8.3 %	5,676	67.30	12,046	48.9 %	40,379		56.4%	

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	15,330.57 \$	10.6 %	5.2 %	10,250.73 \$	66.9 %	65.5 %	11.8 %	5.5 %	376	9.9 %	4.9 %
AUBODY CLIPS&FASTNRS	9,439.60 \$	6.5 %	9.9 %	7,363.92 \$	78.0 %	80.7 %	8.5 %	13.0 %	543	14.3 %	21.6 %
CHEMICAL PRODUCT	20,861.69 \$	14.5 %	25.9 %		58.7 %	57.9 %	14.2 %	24.4 %	347	9.1 %	14.5 %
ELECTRICAL	10,415.59 \$	7.2 %	7.0 %	7,926.51 \$	76.1 %	75.5 %	9.2 %	8.6 %	475	12.5 %	12.8 %
HARDWARE	17,114.06 \$	11.9 %	7.1 %	12,470.09 \$	72.9 %	81.1 %	14.4 %	9.4 %	907	23.8 %	14.7 %
SHOPSUPPLIES&SAFETY	26,620.35 \$	18.5 %	17.4 %	11,100.84 \$	41.7 %	43.9 %	12.8 %	12.4 %	272	7.1 %	6.9 %
TOOLS	13,034.78 \$	9.0 %	4.2 %	6,007.41 \$	46.1 %	60.7 %	6.9 %	4.2 %	144	3.8 %	3.4 %
WHEEL WEIGHTS	12,793.32 \$	8.9 %	9.0 %	7,195.76 \$	56.3 %	57.8 %	8.3 %	8.4 %	468	12.3 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	920055859	Wurth SpeedPress 8T Push-Pull	5,250	3.6	21.3 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	4,085	2.8	68.1 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	3,299	2.3	37.5 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
4	0899470400	NitrileGlove Texture Blk 5mil	2,639	1.8	26.1 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
5	0899470399	NitrileGlove Texture Blk 5mil	1,919	1.3	24.0 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
6	1890991046	LOW VOC BRAKE & PARTS CLEANER	1,814	1.3	33.0 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
7	88909071	High Build Under Seal (black)	1,773	1.2	59.6 %	23	0890991055	10% VOC Brake and Parts cleane	39.1 %
8	0899900966	16x18" LW GRAY PERF ABSORB PAD	1,765	1.2	53.0 %	26	0879024056	DUAL FREQ 315/433MHZ TPMS/META	58.9 %
9	089099104	45% VOC Brake & Parts Cleaner	1,756	1.2	39.5 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
10	183024560	STL STRIP WT COAT 1 OZ INCR.	1,749	1.2	48.1 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
11	0899470124	PROTGLOV-NITRILE-GRIP-ORANGE-X	1,549	1.1	37.0 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
12	8890971	STONE GUARD BLACK	1,319	0.9	61.8 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
13	02003301	WHEEL NUT FLAG SAFETY YELLOW 3	1,252	0.9	65.5 %	40	1902553827	MARKF-FPR3012	77.2 %
14	19211510	1/4 STEEL MONOBOLT GRIP .080-	1,238	0.9	67.4 %	46	089099110	10% VOC BRAKE AND PARTS CLEANE	59.9 %
15	0893241002	Rost Off Max Ice	1,101	0.8	57.8 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
16	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	1,071	0.7	59.1 %	49	18992000C	HD LATEX GLOVES NO POWDR MED-C	26.3 %
17	158591	Rubber Eraser For DBS 3600	1,062	0.7	59.9 %	54	089091003	THROTTLE BODY CLEANER 14oz AER	79.0 %
18	9501006737	PROTGLOVE-VINYL-DISPOSABLE-4.5	1,019	0.7	20.3 %	55	CVGWON4410	GLOVEWORKS HD ORANG NR DIA TEX	50.4 %
19	08909380	CLEAN PREP 15 oz AEROSOL	991	0.7	65.8 %	56	183038062	BLACK ZINC LP ADH WW 60 GRAMS	63.2 %
20	07033601	DBS3600 BRUSH GRINDER KIT ORSY	973	0.7	41.1 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %
21	05884210	SURF PREP DISC 2" R - BROWN CO	895	0.6	59.5 %	62	9501007138	NITRILE DISPOS GLOVE BLUE - L	60.8 %
22	089093000	MULTI PURPOSE SOLVENT	891	0.6	55.9 %	63	8858221	SILICONE SPRAY LUBRICANT	84.3 %
23	08180721	PORTABLE AUTO MASK REFILL 72"	891	0.6	43.6 %	64	0899900968	16x18" HW GRAY PERF ABSORB PAD	62.9 %
24	088588820	OIL ABSR PAD LGt 16"X20" (200/	856	0.6	63.3 %	70	1899470330	GlovePlus Nitrile Gloves Blk X	30.4 %
25	05884211	SURF PREP DISC 2" R - MAROON M	810	0.6	61.3 %	72	0899470398	NitrileGlove Texture Blk 5mil	29.7 %
26	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	810	0.6	33.2 %	73	0899470121	PROTGLOV-NITRILE-GRIP-ORANGE-M	42.8 %
27	0893106050	HHS-K	796	0.6	62.2 %	77	0893450100	POWER PANEL BOND	63.2 %
28	0827940751	Ergo Power Underhood LED Work	787	0.6	50.1 %	80	08923344	DISSOLVING WASHER FLUID TABLET	72.8 %

**Customer Potential**

**Actual Sales SML**

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	0	0	0	0	0		0 :<=\$0	32	0	0	100.0-%
1-2	15	9	45,000	6	9,596	35,404	78.7 %	S :\$1-\$1800	69	51,573	4,361	41.3 %
3-5	283	77	849,000	66	156,635	692,365	81.6 %	M1 :\$1801-\$3600	25	62,446	6,828	79.3 %
6-8	291	43	873,000	36	156,712	716,288	82.1 %	M2 :\$3601-\$12000	31	201,701	18,300	92.1 %
9-12	298	26	894,000	20	121,638	772,362	86.4 %	L1 :\$12001-\$36000	10	169,267	17,203	101.0 %
13-40	195	11	585,000	7	40,406	544,594	93.1 %	L2 :\$36001-\$12000	0	0	0	
>40	200	1	600,000	0	0	600,000	100.0 %	L3 :>\$120000	0	0	0	
<b>Total</b>	<b>1,282</b>	<b>167</b>	<b>3,846,000</b>	<b>135</b>	<b>484,986</b>	<b>3,361,014</b>	<b>87.4 %</b>	<b>Total</b>	<b>167</b>	<b>484,986</b>		<b>84.6 %</b>
								<b>Total(M + L)</b>		<b>433,414</b>	<b>42,330</b>	<b>93.5 %</b>

**Customer Structure by Wurth SIC code**

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	32	18.7 %	23.0 %	4,930	10.6 %	18.4 %	51,724	10.6 %	14.9 %	63.9 %	60.5 %
1 Service/Repair	107	62.6 %	50.9 %	34,780	74.5 %	63.1 %	338,227	69.6 %	65.5 %	61.3 %	62.8 %
00 Auto Dealership - Do	13	7.6 %	5.6 %	6,730	14.4 %	10.1 %	78,470	16.2 %	10.9 %	55.5 %	60.8 %
01 Auto Dealership - Eu	2	1.2 %	2.7 %	1,703	3.7 %	11.9 %	14,075	2.9 %	12.4 %	63.8 %	61.0 %
02 Auto Dealership - As	4	2.3 %	3.7 %	1,285	2.8 %	13.6 %	17,468	3.6 %	13.3 %	46.5 %	60.5 %
03 Auto Dealership - Mi	9	5.3 %	1.0 %	3,830	8.2 %	1.4 %	37,254	7.7 %	1.6 %	59.6 %	61.9 %
08 Motorcycle Dealershi	0		0.8 %	0		1.8 %	0		1.6 %		67.3 %
10 Motorcycle Dealershi	1	0.6 %	0.6 %	0		0.5 %	542	0.1 %	0.6 %	44.0 %	70.6 %
16 Truck/Bus/RV Dealers	4	2.3 %	1.2 %	3,327	7.1 %	2.7 %	29,933	6.2 %	2.9 %	64.4 %	59.0 %
17 Independent - Truck/	7	4.1 %	2.5 %	3,456	7.4 %	2.8 %	37,407	7.7 %	2.6 %	63.4 %	61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	1	0.6 %	2.0 %	0		1.4 %	254	0.1 %	1.8 %	54.0 %	62.3 %
22 Construction/Landsca	5	2.9 %	1.6 %	193	0.4 %	1.4 %	2,381	0.5 %	1.5 %	70.8 %	62.5 %
25 Commercial Fleet	5	2.9 %	1.7 %	4,196	9.0 %	1.3 %	31,186	6.4 %	1.6 %	61.9 %	60.7 %
26 Building/Grounds/Fac	0		0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	23	13.5 %	17.1 %	6,461	13.8 %	14.5 %	91,777	18.9 %	15.5 %	61.4 %	71.9 %
3 Industrial	3	1.8 %	2.8 %	0		2.4 %	1,025	0.2 %	2.2 %	60.9 %	61.4 %
4 Facility/Grounds Mai	6	3.5 %	1.8 %	520	1.1 %	0.8 %	3,190	0.7 %	0.9 %	71.1 %	63.9 %
0 Others	0		4.4 %	0		0.9 %	0		1.0 %		57.8 %



**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
166352	HONDA SUZUKI WORL	06/2020 New	213.36	303.09	0	0	0	71.85	21.15-	41.25	0	0	0	0	608.40
165795	DOUG'S GARAGE INC	06/2020 New	110.99	1039.18	370.35	0	0	91.06	236.29	175.04	180.6	287.72	0	487.18	2978.41
165006	IMAGE AUTO BODY	06/2020 New	1,555.12	100.58	483.62	384.99	130.75	313.92	0	72.86	194.03	147.03	218.63	169.89	3771.42
166859	STANLEY CHEVROLET	07/2020 New	62.39	81.84	74.63	257.7	76.53	242.8	406.15	75.87	168.92	267.31	167.47	177.57	2059.18
166519	PINE TREE WASTE	07/2020 New	75.53	0	239.88	0	114	319.9	0	239.88	0	0	83.88	188.83	1261.90
166501	BATTEN MOTORSPORT	07/2020 New	206.00	0	0	150.97	136.74	205.05	387.93	38.7	0	234.56	744.2	417.47	2521.62
166396	JUNIOR JUNIOR LLC	07/2020 New	245.62	119.94	157.04	230.7	171.99	0	0	293.98	212.91	0	0	69.53	1501.71
38592	FORREST AUTO BODY	07/2020 Reac.	2,520.34	368.57	307.12	202.9	86.73	290.95	243.6	146.13	276.17	265.43	253.43	152.02	5113.39
60874	WEBB'S RV CENTER	08/2020 Reac.	59.67	0	0	0	0	0	0	0	0	0	0	0	59.67
42740	CENTRAL MAINE MOT	08/2020 Reac.	319.80	109.9	0	0	55	0	0	0	0	57.68	0	0	542.38
G014140	FULLER CHEVROLET-	09/2020 New	77.32	0	0	0	0	0	0	0	0	0	0	*	77.32
163437	MANCON-MEDOT BANG	09/2020 New	189.90	0	0	0	0	0	0	0	0	0	0	*	189.90
145711	EURO - K	09/2020 Reac.	158.43	41.03	61	0	87.9	214.94	0	0	0	203.65	0	*	766.95
166781	DAIGLE & HOUGHTON	09/2020 New	1,533.35	918.89	1540.83	1487.65	998.89	926.14	1394.53	1574.29	1863.09	1451.07	0	*	13688.73
166954	BERNATCHE AUTO BO	09/2020 New	247.25	0	0	0	0	187.09	141.95	52.5	0	0	0	*	628.79
167558	KENNEBEC EQUIPMEN	10/2020 New	138.95	0	0	0	68.34	0	0	162.07	85.46	0	*	*	454.82
111777	HIGHT FORD MERCUR	10/2020 Reac.	1,036.00	0	86.6	80.89	0	0	0	0	0	0	*	*	1203.49
167524	TRUCKWORKS & MORE	10/2020 New	552.72	141.8-	187.64	636.88	510.12	215.54	548.31	818.5	310.32	0	*	*	3638.23
167328	COOP'S LLC	10/2020 New	49.95	0	0	74.99	0	0	0	0	189.9	0	*	*	314.84
167168	NH BRAGG HORIZON	10/2020 New	148.40	0	0	0	0	0	0	0	0	0	*	*	148.40
34684	DICKS BODY SHOP	11/2020 Reac.	736.87	601.53	250.57	0	297.63	403.41	804.74	1083.61	0	*	*	*	4178.36
167350	HIGHT CHEVROLET B	12/2020 New	973.74	178.13	0	116.22	0	460.3	263.13	0	*	*	*	*	1991.52
167881	CORVETTE'S NORTH	12/2020 New	268.46	180.7	0	213.75	89.2	488.46	74.47	0	*	*	*	*	1315.04
149250	NEW ENGLAND KENWO	12/2020 New	307.74	0	0	0	0	0	0	0	*	*	*	*	307.74
151986	DYSARTS SERVICE	01/2021 Reac.	84.19	0	0	0	0	0	0	*	*	*	*	*	84.19
98183	R.F. JORDAN & SON	02/2021 Reac.	74.78	0	0	0	0	0	*	*	*	*	*	*	74.78
168949	MOODY'S COLLISION	02/2021 New	653.62	601.49	1164.42	713.18	344.05	155.52	*	*	*	*	*	*	3632.28
169183	RIVER ROAD RV REP	04/2021 New	240.72	0	158.23	0	*	*	*	*	*	*	*	*	398.95
170199	SIRONEN'S RADIATO	06/2021 New	152.10	0	*	*	*	*	*	*	*	*	*	*	152.10

**Sales Rep Performance****Daily Sales Plan : \$1140.91    Daily Sales Plan%: 98.5**

Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	18	17,620	0	17,620	571	19,000	92.7%	5.3	950	109	5.5	167.8	23.6	4.4	38.4	3	15	3	10.3	2
Feb	20	17	13,637	0	13,159	260	20,300	64.8%	4.8	1,015	84	4.2	177.1	20.0	4.5	39.4	4	11	2	10.1	2
Mar	23	22	28,142	0	28,142	1,215	25,000	112.6%	4.0	1,087	169	7.4	200.5	29.8	4.6	44.1	3	21	1	11.5	1
Apr	22	20	33,712	0	33,613	739	24,400	137.8%	4.2	1,109	169	7.7	195.3	30.6	4.2	46.6	3	14	2	10.8	2
May	20	17	23,775	0	23,775	818	22,200	107.1%	4.8	1,110	138	6.9	184.0	27.7	4.3	43.0	1	5	0	10.8	0
Jun	22	18	24,714	0	24,714	718	25,100	98.5%	5.4	1,141	148	6.7	176.6	27.6	4.4	40.0	0	6	0	11.3	2
Jul	21	00	0	13,348	0	0	23,600		0.0	1,124	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	19,773	0	0	25,000		0.0	1,136	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	27,034	0	0	24,000		0.0	1,143	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	22,769	0	0	24,100		0.0	1,148	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	24,381	0	0	23,100		0.0	1,155	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	21,844	0	0	25,200		0.0	1,145	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	112	141,599	0	141,023	4,322	136,000	103.7%	4.5	51	817	6.4	183.6	26.7	4.4	41.9	14	72	8	10.8	9
EST	254	239	302,162	129,149																	

**Sales Territory 387 Development****Customer Monthly Growth% : 31.90**

Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth
Net Sales	17,274	18,968	20,104	29,918	25,556	27,272	24,695	18,756	16,616	28,142	33,613	23,775	24,714	292,129	43.1 %
YTD Sales	69,818	88,786	108,890	138,808	164,363	191,636	216,330	18,756	35,372	63,514	97,127	120,902	145,616		108.6 %
Terr. Dly Sales	785	862	957	1,425	1,162	1,435	1,176	938	831	1,224	1,528	1,189	1,123	1,169	43.1 %
Cust. Growth%	36.29-	22.20-	13.61-	28.57	6.31	31.36	7.62	23.78	9.66	43.66	79.39	39.58	31.90		
Credits	484	926	346	205	884	632	871	458	967	1,565	718	83	557	8,212	14.9 %
Credit %	2.7	4.7	1.7	0.7	3.3	2.3	3.4	2.4	5.5	5.3	2.1	0.4	2.2	2.7	0.5-%
Lines	318	344	378	605	632	605	561	504	479	677	658	539	605	6,587	90.3 %
# Cust. sold	33	34	43	55	62	61	65	58	53	69	65	60	58	116	75.8 %
Avg. Cust \$	523.47	541.94	456.91	534.25	399.30	419.57	357.89	307.47	302.12	402.02	494.31	389.76	418.88	2,518.35	20.0-%
#E-com Orders	16	13	10	8	14	21	23	2	5	4	10	9	1	120	
E-com Sales\$	2,479	3,365	1,287	1,771	2,434	3,120	2,856	210	1,764	469	1,907	1,909	53	21,146	
E-com % Sales	14.35	17.74	6.40	5.92	9.52	11.44	11.57	1.12	10.61	1.67	5.67	8.03	0.22	7.24	

**Customer Structure**

Buying (>\$500):	82	285,607.28	\$
Active:	115	292,530.30	\$
Active-Net Change:	0	7,439.48	\$
Zero:	38	401.41-	\$
Total:	153	292,128.89	\$
NA/RKAM :	6	28,670.84	\$
Cust. Sold to:	58		
Cust. Sold to%:	50.4	%	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	117414	FORMULA FORD INC	MONTPELIER		NF	01	1,137	935	1,531	2,742	1,462	1,315	9,122	9,245	1.3-%	58.2%
2	G009030	CODY CHEVROLET-CAD	MONTPELIER	GM	NF	01	796	851	1,007	1,257	906	1,615	6,432	6,234	3.2 %	57.3%
3	135744	TWIN CITY SUBARU	BERLIN		NF	01	148	627	2,058	1,311	1,742	540	6,427	9,721	33.9-%	63.9%
4	105366	CAPITOL CITY AUTOM	MONTPELIER		NF	01	2,078	680	797	1,075	297	1,431	6,358	4,636	37.1 %	61.0%
5	139413	802 HONDA	BERLIN		NF	01	656	333	967	1,504	1,473	779	5,712	6,388	10.6-%	52.9%
6	95421	NATE'S AUTOMOTIVE	ESSEX JUNCTI		NF	01	76	1,241	204	2,319	580	146	4,567	5,171	11.7-%	53.8%
7	12002	BOUCHARD & SON GAR	SOUTH BURLIN		NF	01	1,026	284	700	672	590	844	4,116	4,128	0.3-%	78.0%
8	5420	THE AUTOMASTER	SHELBURNE		NF	01	868	564	774	891	240	760	4,098	3,093	32.5 %	38.0%
9	70509	R P M	VERGENNES				855	0	407	682	0	2,101	4,044	2,069	95.5 %	54.4%
10	34943	WES WARD AUTOMOTIV	SAINT JOHNSB		NF		0	1,556	135-	1,890	239	392	3,943	3,263	20.8 %	44.3%
11	167896	AUTOSAVER BUICK GM	SAINT JOHNSB	GM	NF	01	627	202	618	1,315	751	297	3,811	1,235	208.7 %	58.0%
12	42453	BERLIN CITY CAR CT	WILLISTON		NF	01	453	374	258	921	665	1,094	3,765	5,148	26.9-%	64.9%
13	114544	SHEARER ACURA AUDI	SOUTH BURLIN		NF	01	459	152	1,344	1,160	178	182	3,475	4,202	17.3-%	63.0%
14	164684	CAPITOL CITY IMPOR	BARRE		NF	01	390	24-	687	1,184	712	407	3,355	3,360	0.1-%	46.7%
15	16638	BLONDIN BROS AUTO	WILLISTON	74	NF	01	485	445	366	496	985	560	3,337	3,600	7.3-%	69.5%
16	137955	FORMULA NISSAN	BARRE		NF	01	0	446	57	1,408	1,002	270	3,183	5,415	41.2-%	62.0%
17	76410	SNOWFIRE, LLC	WATERBURY	99	NF	01	435	101	296	588	810	837	3,066	6,442	52.4-%	66.5%
18	159520	SOUTH BURLINGTON A	SOUTH BURLIN		NF	01	274	81	536	728	313	1,123	3,055	4,828	36.7-%	64.8%
19	48027	SHEARER VW	SOUTH BURLIN	74	NF	01	455	507	72	620	1,205	0	2,860	2,827	1.2 %	53.1%
20	192484	COURTESY TOYOTA	BERLIN		NF	01	167	553	512	312	344	703	2,591	2,038	27.1 %	71.1%
21	137117	QUALITY MITSUBISHI	SAINT JOHNSB		NF	01	0	230	200	841	796	433	2,501	2,386	4.8 %	53.7%
22	157632	CODY'S COLLISION C	MONTPELIER		NF	01	328	457	628	219	203	370	2,205	1,627	35.5 %	85.9%
23	VL0023	ALMARTIN VOLVO	SHELBURNE	VL	NF	01	172	208	1,044	235-	776	112	2,077	1,692	22.7 %	51.0%
24	15305	JUNCTION AUTO CENT	NEW HAVEN		NF	01	477	209	228	360	336	431	2,042	3,114	34.4-%	63.6%
25	168342	ST JOHNSBURY AUTOM	SAINT JOHNSB		NF	01	238	131	20	1,017	294	327	2,026	1,499	35.2 %	68.4%
26	169390	CHRIS AUTO SHOP	WILLISTON				0	0	692	235	97	789	1,813	0		60.7%
27	6090	GOSS DODGE INC	SOUTH BURLIN	74	NF	01	60	242	270	435	452	300	1,760	1,299	35.5 %	67.7%
28	141658	CLARKS TRUCK CENTE	JERICHO		NF	01	185	42-	1,462	79	49	0	1,733	1,160	49.4 %	41.1%
29	165700	STONE MOTORS LLC	MIDDLEBURY		NF	01	363	145	408	412	119	255	1,702	1,067	59.6 %	72.2%
30	1526	WOOD'S CRW	WILLISTON		NF	01	15-	0	737	68-	603	386	1,644	0		64.7%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	63	54	48	38	25	13	0	81.0 %	20,469	365.29	64,405	31.0 %	236,706	60.9%
VENDING	0	0	0	0	0	0	0		0	0.00	0		0	
SIS	7	6	6	4	2	2	0	9.2 %	1,710	373.45	7,688	43.4 %	26,888	65.7%
Best price	79	62	50	41	24	17	0	80.4 %	18,580	315.56	65,586	32.7 %	234,780	61.4%
No freight	79	65	55	45	27	18	0	85.3 %	19,465	319.54	70,697	34.5 %	249,242	61.3%
NA/RKAM	6	4	4	4	2	2	0	9.8 %	2,784	597.31	8,685	12.3 %	28,671	52.2%
Ecommerce	28	25	10	1	1	0	0	7.2 %	53	70.49	3,869	58.4 %	21,146	60.4%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	8,824.97 \$	10.9 %	5.2 %	5,873.69 \$	66.6 %	65.5 %	12.0 %	5.5 %	179	9.9 %	4.9 %
AUBODY CLIPS&FASTNRS	5,409.50 \$	6.7 %	9.9 %	4,495.58 \$	83.1 %	80.7 %	9.2 %	13.0 %	246	13.6 %	21.6 %
CHEMICAL PRODUCT	20,451.73 \$	25.2 %	25.9 %		53.1 %	57.9 %	22.1 %	24.4 %	219	12.1 %	14.5 %
ELECTRICAL	2,306.05 \$	2.8 %	7.0 %	1,853.09 \$	80.4 %	75.5 %	3.8 %	8.6 %	127	7.0 %	12.8 %
HARDWARE	7,813.23 \$	9.6 %	7.1 %	6,445.40 \$	82.5 %	81.1 %	13.2 %	9.4 %	285	15.8 %	14.7 %
SHOPSUPPLIES&SAFETY	8,656.47 \$	10.7 %	17.4 %	3,713.86 \$	42.9 %	43.9 %	7.6 %	12.4 %	127	7.0 %	6.9 %
TOOLS	2,532.35 \$	3.1 %	4.2 %	1,609.89 \$	63.6 %	60.7 %	3.3 %	4.2 %	49	2.7 %	3.4 %
WHEEL WEIGHTS	17,850.11 \$	22.0 %	9.0 %	9,123.57 \$	51.1 %	57.8 %	18.6 %	8.4 %	464	25.7 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	0830142014	20LB 1/4OZ STEEL WHEEL WEIGHT	5,281	6.5	56.3 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	8859800125	CU 800 ANTI-SEIZE LUBRICANT 12	3,654	4.5	63.1 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	3,296	4.1	69.2 %	11	0827940751	Ergo Power Underhood LED Work	50.4 %
4	089093000	MULTI PURPOSE SOLVENT	2,905	3.6	36.1 %	12	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	44.7 %
5	183024560	STL STRIP WT COAT 1 OZ INCR.	2,820	3.5	44.9 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
6	0899900966	16x18" LW GRAY PERF ABSORB PAD	1,961	2.4	50.0 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
7	1964093000	Multi Purpose Solvent Pallet 7	1,825	2.3	38.2 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
8	1890991046	LOW VOC BRAKE & PARTS CLEANER	1,624	2.0	25.2 %	23	0890991055	10% VOC Brake and Parts cleane	39.1 %
9	15852130	3" BLUE NYLON DISC W/HUB	1,451	1.8	68.3 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
10	5518598422	MINI CLOTH DISC GR PW ZIRC 2"	1,287	1.6	65.1 %	31	183024570	STL STRIP WT COAT 8 1/2oz inc	77.1 %
11	0879024054	DUAL FREQ 315/433MHZ TPMS/RUBB	1,168	1.4	55.6 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
12	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	1,119	1.4	51.3 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
13	05884210	SURF PREP DISC 2" R - BROWN CO	946	1.2	57.8 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
14	08901221	TIRE MOUNTING PASTE 11LB PAIL	943	1.2	72.0 %	40	1902553827	MARKF-FPR3012	77.2 %
15	0893920250	BRAKE PROTECTION PASTE PRESSUR	852	1.1	63.5 %	42	1830242960	STL STRIP WT COAT 1/4 OZ INCR.	76.6 %
16	021012	L/P SCREW 6X15 HEX WASHER HEAD	847	1.0	89.5 %	43	089188113	EMPTY LOW VOC B&P CLEANER REFI	64.4 %
17	0893106050	HHS-K	844	1.0	66.1 %	44	089090901	Eco Super Spray All 1L Spray P	84.3 %
18	189311069	SBS BRAKE TREATMENT II	763	0.9	64.5 %	46	089099110	10% VOC BRAKE AND PARTS CLEANE	59.9 %
19	09651777	1/4", 3/8" AND 1/2" SOCKET WRE	737	0.9	72.9 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
20	013404895	BL SLF-TP PHI-WSH HD 10X3/8	653	0.8	75.7 %	49	18992000C	HD LATEX GLOVES NO POWDR MED-C	26.3 %
21	1830235050	MC Zinc coated .50 OZ	652	0.8	43.6 %	50	1899470329	GlovePlus Blk Nitrile PF Ind L	30.4 %
22	0699715	BLUE PUSH BUTTN 1/4 FEMALE COU	621	0.8	69.1 %	54	089091003	THROTTLE BODY CLEANER 14oz AER	79.0 %
23	0899470399	NitrileGlove Texture Blk 5mil	600	0.7	21.6 %	56	183038062	BLACK ZINC LP ADH WW 60 GRAMS	63.2 %
24	0899470400	NitrileGlove Texture Blk 5mil	600	0.7	19.9 %	60	169992002	WURTH COUPLER 1/4 FEM SHORT	71.7 %
25	150159463	INDENT HEX WITH WSH 6X16	544	0.7	85.7 %	62	9501007138	NITRILE DISPOS GLOVE BLUE - L	60.8 %
26	0899470310	CLASSIC WEIGHT BLU NITRILE (CA	538	0.7	5.5 %	64	0899900968	16x18" HW GRAY PERF ABSORB PAD	62.9 %
27	1830235075	MC Zinc coated .75 OZ	528	0.7	41.6 %	68	0893301907	WURTH FIXALL 207ML	68.3 %
28	P596406329	Hole Saw Kit 16 Pieces NO CASE	515	0.6	62.2 %	69	0899470399	Nitrile Gloves Texture Blk 5mi	43.3 %

Customer PotentialActual Sales SML

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	0	0	0	0	0		0 :<=\$0	34	401-	0	118.7-%
1-2	13	7	39,000	7	7,563	31,437	80.6 %	S :\$1-\$1800	73	47,717	4,186	96.7 %
3-5	315	84	945,000	66	85,226	859,774	91.0 %	M1 :\$1801-\$3600	16	40,374	3,263	121.7 %
6-8	216	32	648,000	21	73,460	574,540	88.7 %	M2 :\$3601-\$12000	21	143,293	13,015	29.9 %
9-12	228	22	684,000	18	116,201	567,799	83.0 %	L1 :\$12001-\$36000	4	59,281	4,250	5.7 %
13-40	47	3	141,000	2	8,216	132,784	94.2 %	L2 :\$36001-\$12000	0	0	0	
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	819	148	2,457,000	114	290,666	2,166,334	88.2 %	Total	148	290,264		37.6 %
								Total(M + L)		242,948	20,528	31.6 %

Customer Structure by Wurth SIC code

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	46	30.1 %	23.0 %	4,449	18.0 %	18.4 %	40,862	14.0 %	14.9 %	58.4 %	60.5 %
1 Service/Repair	90	58.8 %	50.9 %	18,814	76.1 %	63.1 %	231,657	79.3 %	65.5 %	61.1 %	62.8 %
00 Auto Dealership - Do	12	7.8 %	5.6 %	4,420	17.9 %	10.1 %	45,399	15.5 %	10.9 %	57.4 %	60.8 %
01 Auto Dealership - Eu	5	3.3 %	2.7 %	1,166	4.7 %	11.9 %	24,877	8.5 %	12.4 %	53.9 %	61.0 %
02 Auto Dealership - As	9	5.9 %	3.7 %	1,706	6.9 %	13.6 %	35,453	12.1 %	13.3 %	63.8 %	60.5 %
03 Auto Dealership - Mi	2	1.3 %	1.0 %	342	1.4 %	1.4 %	1,508	0.5 %	1.6 %	77.4 %	61.9 %
08 Motorcycle Dealershi	1	0.7 %	0.8 %	0		1.8 %	121	0.0 %	1.6 %	74.6 %	67.3 %
10 Motorcycle Dealershi	1	0.7 %	0.6 %	0		0.5 %	63	0.0 %	0.6 %	59.5 %	70.6 %
16 Truck/Bus/RV Dealers	2	1.3 %	1.2 %	386	1.6 %	2.7 %	4,537	1.6 %	2.9 %	55.3 %	59.0 %
17 Independent - Truck/	1	0.7 %	2.5 %	0		2.8 %	43	0.0 %	2.6 %	65.2 %	61.2 %
19 Manufacturing/Fabric	0		0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	2	1.3 %	2.0 %	0		1.4 %	0		1.8 %		62.3 %
22 Construction/Landsca	2	1.3 %	1.6 %	0		1.4 %	1,138	0.4 %	1.5 %	43.7 %	62.5 %
25 Commercial Fleet	3	2.0 %	1.7 %	0		1.3 %	0		1.6 %		60.7 %
26 Building/Grounds/Fac	1	0.7 %	0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	16	10.5 %	17.1 %	1,451	5.9 %	14.5 %	19,315	6.6 %	15.5 %	69.7 %	71.9 %
3 Industrial	1	0.7 %	2.8 %	0		2.4 %	295	0.1 %	2.2 %	68.6 %	61.4 %
4 Facility/Grounds Mai	0		1.8 %	0		0.8 %	0		0.9 %		63.9 %
0 Others	0		4.4 %	0		0.9 %	0		1.0 %		57.8 %

**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
166833	DAVE'S FOSTER CAR	08/2020 New	159.65	0	71.69	0	69.95	97.73	26.84	151.95	173.22	52.43	78.09	0	881.55
32074	CARONS COLLISION	08/2020 Reac.	65.75	142.59	0	278.5	70.31	6.59	68.21	0	0	0	0	0	631.95
166616	PRESTON'S KIA	08/2020 New	196.01	40.95	0	0	0	0	0	0	0	0	257.65	0	494.61
58306	AUTO-TECH INC	08/2020 Reac.	98.95	0	274.4	65.42	0	305.98	0	0	0	0	0	0	744.75
167082	KEY AUTO	09/2020 New	134.19	328.47	0	0	0	0	331.36	0	231.84	0	0	*	1025.86
166938	LAMOILLE VALLEY C	09/2020 New	190.65	59.44	232.1	217.8	249.92	0	986.94	75	148.35	85.97	0	*	2246.17
166706	DRIVEN TRANSPORT	09/2020 New	214.95	0	112.75	75.95	148.43	0	0	0	64.95	0	0	*	617.03
46756	LOWERY'S AUTO SAL	09/2020 Reac.	427.65	149.7	0	0	0	239.52	0	0	0	0	0	*	816.87
136716	MCLEAODS/BAILEYS	09/2020 Reac.	11.30	31.96	0	0	0	0	0	0	0	0	0	*	43.26
61830	WILLISTON AUTOMOT	09/2020 Reac.	95.93	0	0	0	0	0	0	0	0	0	0	*	95.93
136078	POULIN AUTO SALES	09/2020 Reac.	1,240.42	118.09	0	164.85	0	0	89.76	0	0	91.29	0	*	1704.41
135597	G STONE MOTORS IN	09/2020 Reac.	68.72	0	173.92	288.84	391.48	52.92	0	215.88	274.38	58.8	0	*	1524.94
120111	CHAMPLAIN VALLEY	09/2020 Reac.	214.95	0	0	0	97.94	72.7	0	322.11	0	0	0	*	707.70
167621	LAND AIR	10/2020 New	232.95	40.37	0	0	0	0	0	0	0	0	*	*	273.32
167471	WILLISTON ECONOMY	10/2020 New	73.24	63.87	0	0	233.16	135.95	0	176.85	258.85	0	*	*	941.92
167451	DAVE'S WILLISTON	10/2020 New	62.90	0	0	0	0	0	0	0	0	0	*	*	62.90
167343	A-1 AUTO REPAIR	10/2020 New	437.85	260.35	0	0	87.94	524.9	196.04	96.51	236.97	0	*	*	1840.56
167123	PHIL'S AUTOMOTIVE	10/2020 New	207.28	283.68	128.15	110.61	0	0	0	0	0	0	*	*	729.72
136172	SUMMER STREET AUT	10/2020 Reac.	208.87	0	0	0	0	0	0	0	0	0	*	*	208.87
132025	A & D AUTOMOTIVE	10/2020 Reac.	62.90	0	245.44	87.94	0	126.91	175.86	0	320.17	0	*	*	1019.22
99005	CYCLEWISE	10/2020 Reac.	62.90	0	0	0	0	0	0	0	0	0	*	*	62.90
61422	KEVIN'S GARAGE	10/2020 Reac.	455.97	94.24-	0	0	0	0	291.14	0	0	0	*	*	652.87
34581	HERITAGE FORD	10/2020 Reac.	37.08	0	236.7	0	0	0	0	0	0	0	*	*	273.78
12718	BOB'S SUNOCO	10/2020 Reac.	260.54	96.36	128.67	70.79	48.7	0	0	0	67.91	0	*	*	672.97
3714	MIDSTATE DODGE	10/2020 Reac.	215.98	42.01	0	0	0	0	0	0	0	0	*	*	257.99
112605	VIANOR-WILLISTON	11/2020 Reac.	93.89	62.33	0	0	0	0	0	0	0	*	*	*	156.22
168084	EAST BARRE AUTO S	11/2020 New	62.78	274.66	0	212.84	248.98	0	472.6	396.58	0	*	*	*	1668.44
28249	DAVE WHITCOMBS SE	11/2020 Reac.	239.10	351.56	246.6	0	325.73	441.21	89.99	144.5	0	*	*	*	1838.69
168066	KLEENTECH DETAILI	11/2020 New	65.40	0	0	0	0	0	0	0	0	*	*	*	65.40
168463	5 STAR AUTO INC.	12/2020 New	110.94	0	28.95-	0	0	0	0	0	*	*	*	*	81.99

**12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
168953	DEBLOIS AUTO	01/2021 New	153.93	0	0	0	0	0	0	*	*	*	*	*	153.93
168942	MOTO FAB LLC	01/2021 New	225.85	0	0	0	0	0	0	*	*	*	*	*	225.85
1396	RICKS TOWING & RE	01/2021 Reac.	281.28	9.38	0	0	0	0	0	*	*	*	*	*	290.66
1526	WOOD'S CRW	01/2021 Reac.	14.58-	0	737.28	67.5-	603.13	385.81	0	*	*	*	*	*	1644.14
167389	LAMOILLE VALLEY B	01/2021 New	217.34	0	10.66-	59.63	63.95	0	0	*	*	*	*	*	330.26
5102	PAYA'S NORTH INC	01/2021 Reac.	222.01	0	0	0	0	0	0	*	*	*	*	*	222.01
9134	AUTO MOTION	02/2021 Reac.	344.40	0	353.88	0	0	0	*	*	*	*	*	*	698.28
36437	VERMONT TIRE & SE	02/2021 Reac.	249.64	0	0	0	0	0	*	*	*	*	*	*	249.64
169301	DOLAN'S AUTO	02/2021 New	310.98	86.57	0	245.73	0	0	*	*	*	*	*	*	643.28
169094	GILLS POINT S TIR	02/2021 New	305.32	184.43	279.67	409.95	114.07	0	*	*	*	*	*	*	1293.44
169139	GILLS POINT S TIR	02/2021 New	147.82	0	218.4	159.9	47.5	47.5	*	*	*	*	*	*	621.12
169194	GILLS POINT S TIR	02/2021 New	66.02	215	0	0	87.93	0	*	*	*	*	*	*	368.95
169371	BOB'S AUTO	03/2021 New	99.82	0	0	0	0	*	*	*	*	*	*	*	99.82
168797	PETE'S EQUIPMENT	03/2021 New	169.47	9.1	0	644.68	0	*	*	*	*	*	*	*	823.25
169390	CHRIS AUTO SHOP	03/2021 New	692.19	235.42	96.62	788.72	0	*	*	*	*	*	*	*	1812.95
88397	WASHBURNS AUTO BO	03/2021 Reac.	705.70	336.34	0	0	0	*	*	*	*	*	*	*	1042.04
169453	RANDY'S MIDDLEBUR	04/2021 New	132.63	0	0	0	*	*	*	*	*	*	*	*	132.63
168709	G STONE COMMERCIA	04/2021 New	67.53	19.8	0	0	*	*	*	*	*	*	*	*	87.33
165850	GREEN MOUNTAIN PO	04/2021 New	219.21	0	0	0	*	*	*	*	*	*	*	*	219.21
58827	CLARK'S COLLISION	04/2021 Reac.	250.64	257.16	0	0	*	*	*	*	*	*	*	*	507.80
16573	ALLAN JONES & SON	04/2021 Reac.	63.85	0	0	0	*	*	*	*	*	*	*	*	63.85
169806	NVF AUTOMOTIVE	05/2021 New	41.26	0	0	*	*	*	*	*	*	*	*	*	41.26

Sales Rep Performance										Daily Sales Plan : \$1363.64    Daily Sales Plan%:108.4											
Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE	
Mon	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	00	0	0	0	0	0	0.0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Feb	20	00	0	0	0	0	0	0.0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Mar	23	00	0	0	0	0	0	0.0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Apr	22	05	9,969	0	20,518	86	29,200	70.3%	5.5	1,327	31	1.4	328.9	10.0	7.6	43.4	0	0	1	8.4	0
May	20	20	28,643	0	29,583	302	26,500	111.6%	5.3	1,325	111	5.6	271.4	34.6	6.6	41.3	2	1	4	7.1	0
Jun	22	21	32,139	0	32,512	942	30,000	108.4%	4.9	1,364	129	5.9	270.9	37.0	7.0	38.5	4	7	0	7.2	5
Jul	21	00	0	0	0	0	28,200	0.0	1,343	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	0	0	0	29,900	0.0	1,359	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	0	0	0	28,700	0.0	1,367	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	0	0	0	28,800	0.0	1,371	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	0	0	0	27,700	0.0	1,385	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	0	0	0	30,100	0.0	1,368	0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	46	70,751	0	82,613	1,329	85,700	96.4%	5.0	32	271	2.1	145.2	13.6	6.9	20.5	6	8	5	7.3	5
EST	254	173	266,087	0																	

Sales Territory 358 Development										Customer Monthly Growth% : 52.51									
Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth				
Net Sales	25,722	27,452	27,791	24,953	22,704	20,946	22,440	22,209	15,956	20,526	20,518	29,583	32,512	287,589	26.4	%			
YTD Sales	99,845	127,297	155,088	180,041	202,745	223,691	246,131	22,209	38,165	58,691	79,209	108,792	141,303		41.5	%			
Terr. Dly Sales	1,169	1,248	1,323	1,188	1,032	1,102	1,069	1,110	798	892	933	1,479	1,478	1,150	26.4	%			
Cust. Growth%	74.43	57.37	66.90	42.99	24.19	35.54	31.79	35.37	2.74-	7.90-	3.76-	52.64	52.51						
Credits	228	347	804	2,786	102	582	615	0	127	1,368	12	51	120	6,915	47.1-	%			
Credit %	0.9	1.3	2.8	10.0	0.5	2.7	2.7	0.0	0.8	6.3	0.1	0.2	0.4	2.4	0.5-	%			
Lines	572	746	781	850	657	586	611	602	460	599	429	699	802	7,822	40.2	%			
# Cust. sold	52	54	62	50	52	54	46	57	41	48	41	53	61	105	17.3	%			
Avg. Cust \$	485.33	490.22	434.23	489.28	420.44	374.04	477.44	389.63	379.91	418.89	500.44	547.83	500.18	2,738.95	3.1	%			
#E-com Orders	10	1	8	8	10	5	5	6	5	5	8	8	8	77					
E-com Sales\$	1,488	118	1,301	1,150	1,382	660	754	1,478	415	682	1,428	1,149	1,562	12,080					
E-com % Sales	5.78	0.43	4.68	4.61	6.09	3.15	3.36	6.65	2.60	3.32	6.96	3.89	4.81	4.20					

### Customer Structure

Buying (>\$500):	76	281,051.32	\$
Active:	102	287,695.46	\$
Active-Net Change:	3	6,895.36	\$
Zero:	42	106.05-	\$
Total:	144	287,589.41	\$
NA/RKAM :	6	21,189.21	\$
Cust. Sold to:	61		
Cust. Sold to%:	59.8	%	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_ DM signature: \_\_\_\_\_



3570 Shea Santy

Hired 04/21

District: AU 0314

06/21 Sales: 32,138.77

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	110260	LACONIA HARLEY DAV	MEREDITH		NF	01	890	880	1,459	1,505	2,828	2,007	9,568	6,947	37.7 %	58.4%
2	154154	NORTHLAND INDUSTRI	CONCORD		NF	01	773	1,386	1,114	1,700	1,610	1,845	8,428	5,447	54.7 %	50.1%
3	166389	IRWIN ZONE COLLISI	LACONIA		NF	01	908	2,365	1,401	641	1,072	1,308	7,695	8,230	6.5-%	70.0%
4	64561	BELKNAP SUBARU	TILTON		NF	01	984	1,639	706	939	953	776	5,997	6,696	10.4-%	57.1%
5	129227	IRWIN HYUNDAI	LACONIA		NF	01	445	415	320	1,013	2,416	501	5,110	3,466	47.4 %	53.9%
6	97972	HARLEY-DAVIDSON OF	ROCHESTER		NF	01	357	266	828	1,257	818	1,193	4,719	6,052	22.0-%	59.4%
7	VE154154	NORTHLAND INDUSTRI	CONCORD		NF	01	889	609	793	506	799	623	4,218	4,981	15.3-%	61.4%
8	10423	LAKES REGION FIRE	TAMWORTH		NF	01	818	346	419	172	999	1,344	4,098	7,244	43.4-%	63.7%
9	157329	KEY BUICK GMC OF S	SOMERSWORTH	GM	NF	01	932	0	835	277	343	1,572	3,958	1,824	117.0 %	53.4%
10	110858	BERLIN CITY FORD I	GORHAM		NF	01	576	736	512	1,649	0	0	3,473	10,224	66.0-%	47.7%
11	118845	CROSTOWN MOTORS	LITTLETON		NF	01	258	207	1,229	0	541	1,235	3,469	2,202	57.5 %	51.5%
12	50677	R & J AUTO BODY	ROCHESTER		NF	01	387	0	1,096	711	582	560	3,336	2,232	49.4 %	73.8%
13	VL0034	RICHLIND LLC	MEREDITH	VL	NF	01	687	57	529	1,127	379	486	3,265	3,159	3.4 %	62.2%
14	21361	PROFILE SUBARU INC	CONWAY		NF	01	380	242	1,028	614	667	259	3,189	4,197	24.0-%	53.8%
15	121628	LITTLETON CHEVROLE	LITTLETON		NF	01	507	220	245	739	690	727	3,128	2,409	29.9 %	53.1%
16	G010873	BERLIN CITY CHEV-B	GORHAM	GM	NF	01	403	215	551	290	669	609	2,736	4,353	37.1-%	56.1%
17	156544	ROCHESTER FORD	ROCHESTER		NF	01	1,023	84	214	495	0	830	2,646	1,621	63.2 %	54.9%
18	48190	SOMERSWORTH NISSAN	SOMERSWORTH		NF	01	399	253	448	434	629	433	2,595	2,675	3.0-%	62.8%
19	5573	ALVIN J COLEMAN &	CONWAY		NF	01	720	345	317	181	433	583	2,579	3,652	29.4-%	69.5%
20	131229	DANA'S COLLISION R	FARMINGTON		NF	01	443	352	345	278	657	495	2,569	2,168	18.5 %	65.7%
21	21670	SQUAM LAKES AUTOMO	HOLDERNESS		NF	01	74	0	1,301	254	239	502	2,370	1,314	80.3 %	53.8%
22	31496	PROFILE RV INC	CONWAY		NF	01	371	111	91	523	599	640	2,335	1,796	30.0 %	65.2%
23	4630	MACDONALD MOTORS	CENTER CONWA		NF	01	330	891	126	140	402	353	2,242	2,134	5.1 %	69.6%
24	133134	COUNTRY TIRE & SER	ROCHESTER		NF	01	506	45	420	1,099	149	0	2,219	457	385.2 %	67.5%
25	60095	FINISHING TOUCHES	PLYMOUTH		NF	01	326	317	340	432	293	426	2,134	3,404	37.3-%	82.2%
26	130516	H K POWERSPORTS	LACONIA		NF	01	445	0	141	258	678	530	2,053	1,783	15.1 %	68.5%
27	156129	GOODHUE MEREDITH L	MEREDITH		NF	01	453	0	0	0	808	708	1,969	1,172	68.0 %	66.5%
28	18234	ROCHESTER MOTORSP	ROCHESTER		NF	01	0	231	0	274	0	1,335	1,839	2,485	26.0-%	76.2%
29	122218	LAKE CITY AUTO BOD	GILFORD		NF	01	244	0	0	0	1,284	162	1,690	1,127	50.1 %	78.5%
30	168598	THUNDER ROAD REPAI	PARSONSFIELD		NF	01	494	106	0	0	419	478	1,497	360	315.4 %	68.4%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	58	53	47	40	21	19	0	81.7 %	25,358	369.20	68,247	42.3 %	234,810	64.1%
VENDING	1	1	1	1	0	1	0	3.2 %	623	766.64	1,928	15.9-%	9,200	60.4%
SIS	6	5	4	3	1	2	0	5.3 %	1,130	252.92	4,101	22.3 %	15,175	73.4%
Best price	102	79	64	52	31	21	0	93.6 %	30,295	283.99	78,115	42.5 %	269,219	64.0%
No freight	100	76	62	52	31	21	0	92.9 %	30,295	293.04	78,049	43.7 %	267,254	63.9%
NA/RKAM	6	6	4	4	3	1	0	7.4 %	3,530	294.29	7,036	67.2 %	21,189	57.8%
Ecommerce	25	22	8	6	6	0	0	4.2 %	1,562	45.76	4,140	60.8 %	12,080	63.6%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	5,567.89 \$	8.0 %	5.2 %	3,406.07 \$	61.2 %	65.5 %	8.5 %	5.5 %	109	6.4 %	4.9 %
AUBODY CLIPS&FASTNRS	5,780.02 \$	8.3 %	9.9 %	4,520.99 \$	78.2 %	80.7 %	11.3 %	13.0 %	293	17.3 %	21.6 %
CHEMICAL PRODUCT	15,810.11 \$	22.7 %	25.9 %		55.8 %	57.9 %	21.9 %	24.4 %	251	14.8 %	14.5 %
ELECTRICAL	5,558.83 \$	8.0 %	7.0 %	4,264.01 \$	76.7 %	75.5 %	10.6 %	8.6 %	288	17.0 %	12.8 %
HARDWARE	5,743.78 \$	8.3 %	7.1 %	4,659.56 \$	81.1 %	81.1 %	11.6 %	9.4 %	334	19.7 %	14.7 %
SHOPSUPPLIES&SAFETY	18,240.21 \$	26.2 %	17.4 %	6,798.86 \$	37.3 %	43.9 %	16.9 %	12.4 %	144	8.5 %	6.9 %
TOOLS	1,632.09 \$	2.4 %	4.2 %	936.66 \$	57.4 %	60.7 %	2.3 %	4.2 %	28	1.7 %	3.4 %
WHEEL WEIGHTS	4,731.96 \$	6.8 %	9.0 %	2,640.54 \$	55.8 %	57.8 %	6.6 %	8.4 %	126	7.4 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	089093000	MULTI PURPOSE SOLVENT	4,062	5.8	47.3 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	18992002C	HD LATEX GLOVES NO PWDER XLGE-	3,798	5.5	27.2 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	18992001C	HD LATEX GLOVES NO PWDER LGE-C	2,799	4.0	27.3 %	6	1890991046	LOW VOC BRAKE & PARTS CLEANER	49.0 %
4	0890991055	10% VOC Brake and Parts cleane	2,083	3.0	31.1 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
5	0879024054	DUAL FREQ 315/433MHZ TPMS/RUBB	1,178	1.7	54.2 %	15	0899470399	NitrileGlove Texture Blk 5mil	29.5 %
6	0899900966	16x18" LW GRAY PERF ABSORB PAD	1,080	1.6	51.1 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
7	8859800125	CU 800 ANTI-SEIZE LUBRICANT 12	959	1.4	61.3 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
8	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	870	1.3	37.6 %	24	0899900967	16x18" MW GRAY PERF ABSORB PAD	62.7 %
9	9501007138	Blue Nitrile Gloves- LG-CASE P	710	1.0	38.7 %	25	089099104	45% VOC Brake & Parts Cleaner	52.4 %
10	0899470310	CLASSIC WEIGHT BLU NITRILE (CA	710	1.0	4.4 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
11	183014360	UNCOAT LEAD ADH WHEEL WEIGHT 3	703	1.0	50.3 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
12	089188110	REFILLO CAN FOR 10% BRAKE AND	625	0.9	47.4 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
13	0893106050	HHS-K	602	0.9	72.1 %	40	1902553827	MARKF-FPR3012	77.2 %
14	18992000C	HD LATEX GLOVES NO POWDR MED-C	600	0.9	25.8 %	43	089188113	EMPTY LOW VOC B&P CLEANER REFI	64.4 %
15	05884210	SURF PREP DISC 2" R - BROWN CO	548	0.8	59.3 %	46	089099110	10% VOC BRAKE AND PARTS CLEANE	59.9 %
16	1965158588	ABRASIVE STARTER ASSORTMENT	525	0.8	34.6 %	51	187913673	2" LEAD WIRE COMBO W/ 1/4" STE	80.0 %
17	18305001	POWER CHROME LEAD ADH WEIGHT 4	510	0.7	63.2 %	54	089091003	THROTTLE BODY CLEANER 14oz AER	79.0 %
18	18305000	POWER BLACK LEAD ADH WEIGHT 40	479	0.7	68.4 %	55	CVGWON4410	GLOVEWORKS HD ORANG NR DIA TEX	50.4 %
19	0893106026	HHS Plus 500 ml (aerosol)	467	0.7	64.9 %	56	183038062	BLACK ZINC LP ADH WW 60 GRAMS	63.2 %
20	183024560	STL STRIP WT COAT 1 OZ INCR.	460	0.7	43.7 %	61	1827912	LITHIUM COIN BATT. 3V CR2032	75.1 %
21	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	450	0.7	28.2 %	64	0899900968	16x18" HW GRAY PERF ABSORB PAD	62.9 %
22	0899900965	16"x18" HW High Vis Absorb Pad	414	0.6	54.6 %	68	0893301907	WURTH FIXALL 207ML	68.3 %
23	0879024056	DUAL FREQ 315/433MHZ TPMS/META	403	0.6	58.9 %	69	0899470399	Nitrile Gloves Texture Blk 5mi	43.3 %
24	0827940751	Ergo Power Underhood LED Work	396	0.6	50.4 %	70	1899470330	GlovePlus Nitrile Gloves Blk X	30.4 %
25	183024570	STL STRIP WT COAT 8 1/2oz inc	384	0.6	66.1 %	72	0899470398	NitrileGlove Texture Blk 5mil	29.7 %
26	0899900970	Spilfyter Grab&Go Spunlace Wip	380	0.6	46.9 %	74	0899470400	Nitrile Gloves Texture Blk 5mi	42.7 %
27	0890200125	Rost OFF 48	352	0.5	65.3 %	77	0893450100	POWER PANEL BOND	63.2 %
28	0827940370	Ergo Power Mini LED Work Light	350	0.5	61.8 %	80	08923344	DISSOLVING WASHER FLUID TABLET	72.8 %

3570 Shea Santy

Hired 04/21

District: AU 0314

06/21 Sales: 32,138.77

Customer PotentialActual Sales SML

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	0	0	0	0	0		0 :<=\$0	40	106-	0	100.9-%
1-2	31	22	93,000	16	27,369	65,631	70.6 %	S :\$1-\$1800	56	37,429	7,295	12.6 %
3-5	266	70	798,000	51	113,214	684,786	85.8 %	M1 :\$1801-\$3600	18	46,849	3,897	3.9 %
6-8	217	32	651,000	22	93,161	557,839	85.7 %	M2 :\$3601-\$12000	21	129,742	15,234	31.8 %
9-12	102	9	306,000	5	31,467	274,533	89.7 %	L1 :\$12001-\$36000	5	72,706	5,936	94.3 %
13-40	125	7	375,000	6	21,516	353,484	94.3 %	L2 :\$36001-\$12000	0	0	0	
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	741	140	2,223,000	100	286,726	1,936,274	87.1 %	Total	140	286,620		26.4 %
								Total(M + L)		249,297	25,067	37.8 %

Customer Structure by Wurth SIC code

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	38	26.4 %	23.0 %	7,095	21.8 %	18.4 %	45,432	15.8 %	14.9 %	69.5 %	60.5 %
1 Service/Repair	78	54.2 %	50.9 %	22,429	69.0 %	63.1 %	204,388	71.1 %	65.5 %	61.6 %	62.8 %
00 Auto Dealership - Do	14	9.7 %	5.6 %	5,584	17.2 %	10.1 %	34,249	11.9 %	10.9 %	58.1 %	60.8 %
01 Auto Dealership - Eu	2	1.4 %	2.7 %	486	1.5 %	11.9 %	6,953	2.4 %	12.4 %	63.5 %	61.0 %
02 Auto Dealership - As	9	6.3 %	3.7 %	2,114	6.5 %	13.6 %	36,474	12.7 %	13.3 %	62.0 %	60.5 %
03 Auto Dealership - Mi	2	1.4 %	1.0 %	0		1.4 %	13,697	4.8 %	1.6 %	48.3 %	61.9 %
08 Motorcycle Dealershi	3	2.1 %	0.8 %	3,669	11.3 %	1.8 %	30,639	10.7 %	1.6 %	60.8 %	67.3 %
10 Motorcycle Dealershi	1	0.7 %	0.6 %	1,335	4.1 %	0.5 %	4,325	1.5 %	0.6 %	71.2 %	70.6 %
16 Truck/Bus/RV Dealers	1	0.7 %	1.2 %	0		2.7 %	0		2.9 %		59.0 %
17 Independent - Truck/	7	4.9 %	2.5 %	1,344	4.1 %	2.8 %	11,341	3.9 %	2.6 %	68.3 %	61.2 %
19 Manufacturing/Fabric	1	0.7 %	0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	0		2.0 %	0		1.4 %	0		1.8 %		62.3 %
22 Construction/Landsca	6	4.2 %	1.6 %	3,051	9.4 %	1.4 %	30,066	10.5 %	1.5 %	59.7 %	62.5 %
25 Commercial Fleet	3	2.1 %	1.7 %	190	0.6 %	1.3 %	2,787	1.0 %	1.6 %	44.4 %	60.7 %
26 Building/Grounds/Fac	1	0.7 %	0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	23	16.0 %	17.1 %	2,725	8.4 %	14.5 %	33,692	11.7 %	15.5 %	73.9 %	71.9 %
3 Industrial	3	2.1 %	2.8 %	263	0.8 %	2.4 %	3,580	1.2 %	2.2 %	66.6 %	61.4 %
4 Facility/Grounds Mai	2	1.4 %	1.8 %	0		0.8 %	497	0.2 %	0.9 %	55.5 %	63.9 %
0 Others	0		4.4 %	0		0.9 %	0		1.0 %		57.8 %

**3570 Shea Santy****Hired 04/21****District: AU 0314****06/21 Sales: 32,138.77****12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
8455	NORTH COUNTRY FOR	04/2021 Reac.	104.45	64.95	121.16	0	*	*	*	*	*	*	*	*	290.56
84030	TRI-CITY SUBARU	05/2021 Reac.	79.74	0	0	*	*	*	*	*	*	*	*	*	79.74
111879	FORREST HOWES AUT	05/2021 Reac.	315.95	0	0	*	*	*	*	*	*	*	*	*	315.95
131264	PATSY'S AUTOBODY	05/2021 Reac.	904.07	361.56	0	*	*	*	*	*	*	*	*	*	1265.63
152124	PAINTWORKS UNLIMI	05/2021 Reac.	246.72	0	0	*	*	*	*	*	*	*	*	*	246.72
169896	BERLIN CITY KIA	05/2021 New	355.80	862.68	0	*	*	*	*	*	*	*	*	*	1218.48
170224	VENTURE POWERSPOR	05/2021 New	619.49	194.44	0	*	*	*	*	*	*	*	*	*	813.93
168385	NUCAR AUTOMALL OF	06/2021 New	599.70	0	*	*	*	*	*	*	*	*	*	*	599.70
169472	MOMS JERICHO	06/2021 New	235.95	0	*	*	*	*	*	*	*	*	*	*	235.95
170443	NUCAR PRE-OWNED S	06/2021 New	83.68	0	*	*	*	*	*	*	*	*	*	*	83.68
170625	PLANET HONDA	06/2021 New	1,234.34	0	*	*	*	*	*	*	*	*	*	*	1234.34

Sales Rep Performance										Daily Sales Plan : \$1286.36    Daily Sales Plan%:118.2											
Mon	Sel	Wrk	Net	PYR	TerrNet		Sales	Sales	Comm.	Daily		Ord	Avg.	Lines	Lines	Avg.	New		Ract	Visit	NewE
day	day	day	Sales	Sales	Sales	Frght	Plan	Plan%	%	Target	Ord.	/SDay	Ord.\$	/SDay	/Ord.	Lin\$	Acc	Pros	Acc	/WDay	Acc
Jan	20	00	0	0	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Feb	20	00	0	0	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Mar	23	00	0	0	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Apr	22	00	0	0	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
May	20	00	0	0	0	0	0		0.0	0	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Jun	22	12	25,873	0	33,448	719	28,300	118.2%	4.6	1,286	86	3.9	321.5	24.6	6.6	48.6	1	10	3	11.3	1
Jul	21	00	0	0	0	0	26,500		0.0	1,262	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Aug	22	00	0	0	0	0	28,200		0.0	1,282	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Sep	21	00	0	0	0	0	27,000		0.0	1,286	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Oct	21	00	0	0	0	0	27,100		0.0	1,290	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Nov	20	00	0	0	0	0	26,100		0.0	1,305	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
Dec	22	00	0	0	0	0	28,400		0.0	1,291	0	0.0	0.0	0.0	0.0	0.0	0	0	0	0.0	0
YTD	127	12	25,873	0	33,448	719	28,300	118.2%	4.5	10	86	0.7	53.6	4.3	6.6	8.1	1	10	3	11.3	1
EST	254		139299,691	0																	

Sales Territory A85 Development										Customer Monthly Growth% : 55.25											
Key figure	Jun.20	Jul.20	Aug.20	Sep.20	Oct.20	Nov.20	Dec.20	Jan.21	Feb.21	Mar.21	Apr.21	May.21	Jun.21	Roll.12	Growth						
Net Sales	24,774	25,665	24,662	20,229	14,961	19,274	21,038	20,628	15,043	17,731	17,784	15,737	33,448	246,200	35.0 %						
YTD Sales	122,913	148,578	173,241	193,469	208,431	227,704	248,743	20,628	35,671	53,402	71,186	86,923	120,370		2.1-%						
Terr. Dly Sales	1,126	1,167	1,174	963	680	1,014	1,002	1,031	752	771	808	787	1,520	985	35.0 %						
Cust. Growth%	0.93-	2.63	3.32	15.29-	40.20-	10.79-	4.97	20.87	11.86-	21.28-	17.46-	19.65-	55.25								
Credits	120	0	0	144	708	120	860	90	568	0	454	659	1,169	4,771	876.4 %						
Credit %	0.5	0.0	0.0	0.7	4.5	0.6	3.9	0.4	3.6	0.0	2.5	4.0	3.4	1.9	2.9 %						
Lines	651	580	572	438	319	424	420	456	412	460	473	372	700	5,626	7.5 %						
# Cust. sold	37	41	35	34	28	34	33	42	35	33	38	29	52	70	40.5 %						
Avg. Cust \$	635.23	611.07	685.06	577.97	498.71	566.87	584.40	468.82	406.57	506.59	468.00	462.84	631.09	3,517.14	0.7-%						
#E-com Orders	4	2	3	1	8	7	2	3	1	8	6	2	6	49							
E-com Sales\$	768	56	206	501	706	1,136	734	712	87	862	1,792	694	1,378	8,866							
E-com % Sales	3.10	0.22	0.84	2.48	4.72	5.89	3.49	3.45	0.58	4.86	10.08	4.41	4.12	3.60							

### Customer Structure

Buying (>\$500):	53	242,733.88	\$
Active:	68	246,199.79	\$
Active-Net Change:	2	8,674.15	\$
Zero:	71	0.19-	\$
Total:	139	246,199.60	\$
NA/RKAM :	7	36,582.41	\$
Cust. Sold to:	52		
Cust. Sold to%:	76.5	%	

Discussion Topic: \_\_\_\_\_

Comments: \_\_\_\_\_

\_\_\_\_\_

Today's date: \_\_\_\_\_

TSR signature: \_\_\_\_\_      DM signature: \_\_\_\_\_

**Top Customers**

Nr	Customer	Name	City	NA	NF	BP	Jan/21	Feb/21	Mar/21	Apr/21	May/21	Jun/21	Roll.6	PRoll.6	Growth	GP
1	150690	MERCEDES - BENZ OF	GREENLAND		NF	01	2,285	2,200	1,901	921	2,586	3,621	13,513	16,150	16.3-%	55.2%
2	G161177	PORTSMOUTH CHEVROL	PORTSMOUTH	GM	NF	01	1,661	665	1,392	965	1,185	2,688	8,557	10,186	16.0-%	54.9%
3	6532	SEACOAST HARLEY DA	NORTH HAMPTO		NF	01	993	595	1,093	1,134	1,906	2,179	7,899	9,389	15.9-%	58.1%
4	57671	TOYOTA OF PORTSMOU	PORTSMOUTH		NF	01	1,237	1,228	1,930	1,254	649	1,101	7,400	7,094	4.3 %	66.4%
5	163807	MCGEE TOYOTA OF EP	EPPING		NF	01	991	1,146	1,166	1,721	896	1,268	7,187	8,438	14.8-%	55.7%
6	G015259	HOLLOWAY BUICK GMC	PORTSMOUTH	GM	NF	01	315	656	527	503	1,327	2,539	5,868	3,280	78.9 %	38.4%
7	155378	KEY ACURA OF PORTS	PORTSMOUTH		NF	01	588	1,666	833	1,140	294	385	4,906	4,626	6.1 %	60.7%
8	159686	KEY FORD OF YORK	YORK		NF	01	397	487	153	1,077	631	1,185	3,930	4,224	7.0-%	57.3%
9	19293	BEN'S AUTO BODY IN	PORTSMOUTH		NF	01	376	469	727	329	870	558	3,329	3,227	3.2 %	62.2%
10	47692	COMPETITION MOTORS	PORTSMOUTH			07	980	314	0	980	451	450	3,174	3,370	5.8-%	79.1%
11	161333	PATRIOT NISSAN OF	SALEM	PM	NF	01	731	89	754	91	218	1,279	3,162	3,877	18.4-%	69.8%
12	67878	PORT CITY NISSAN	PORTSMOUTH		NF	01	510	595	873	309	307	531	3,124	4,612	32.3-%	69.5%
13	72750	MARC MOTORS	SANFORD		NF	01	282	139	155	737	1,180	449	2,942	3,025	2.7-%	58.4%
14	151616	MOODYS COLLISION C	YORK		NF	01	409	300	542	584	401	557	2,793	3,064	8.9-%	72.4%
15	164154	PORSCHE STRATHAM	STRATHAM		NF	01	539	266	442	730	0	728	2,705	3,292	17.8-%	55.2%
16	139209	ROCKINGHAM HONDA	SALEM		NF	01	882	0	97	168	60	1,336	2,544	2,097	21.3 %	55.4%
17	95047	DUNCAN'S EUROPEAN	LONDONDERRY				399	176	494	369	86	671	2,194	2,171	1.1 %	76.9%
18	59723	RARE DRIVE	EAST KINGSTO				803	264	219	87	0	807	2,180	2,003	8.9 %	82.2%
19	51301	SEACOAST SPORT CYC	DERRY				304	323	299	299	266	667	2,157	603	257.8 %	75.6%
20	163415	FOSS MOTORS	EXETER		NF	01	169	75	82	449	628	413	1,816	0		60.8%
21	163614	ROCKINGHAM TOYOTA	SALEM		NF	01	635	0	120	0	0	978	1,733	652	165.9 %	49.6%
22	98356	KENSINGTON AUTOWOR	KENSINGTON		NF	01	440	97	0	345	350	484	1,716	1,441	19.1 %	63.2%
23	146565	DANA'S TOWING & RE	HAMPTON		NF		320	455	0	330	113	353	1,571	758	107.4 %	82.5%
24	158079	MARC CDJR LLC	SANFORD		NF	01	74	65	207	401	412	391	1,550	1,370	13.1 %	48.3%
25	30330	AUTOWORKS, INC	KITTERY	99	NF	01	380	0	223	340	201	360	1,505	2,427	38.0-%	79.5%
26	8200200	WC CRESSEY & SON I	KENNEBUNK	DN	NF	01	0	0	1,179	0	0	99	1,278	325	293.7 %	53.3%
27	154666	SAFELITE AUTOGLASS	PORTSMOUTH	SL	NF	01	166	0	601	0	0	372	1,138	674	69.0 %	74.3%
28	137208	A K RODS & CUSTOMS	LONDONDERRY				197	473	106	358	93-	87	1,130	1,209	6.6-%	79.8%
29	155762	ASP PERFORMANCE	SANFORD			01	246	203	0	500	0	165	1,114	1,679	33.7-%	77.1%
30	30141	PORTSMOUTH FORD	PORTSMOUTH		NF	01	289	210	217	3-	151	176	1,041	1,615	35.5-%	63.0%

**Special Programs**

	# Cust	# Act.	# Buy.	Jun/21 # Act	Jun/21 # incr	Jun/21 # decr	Jun/21 # stab	% of Sales	Jun/21 Sales	Roll.12 Avg.	Apr/21 - Jun/21	Growth	Roll.12	GP
ORSY	56	43	40	36	31	4	1	89.2 %	28,113	425.54	59,516	24.3 %	219,578	62.6%
VENDING	1	0	0	0	0	0	0		0	0.00	0		0	
SIS	5	3	3	1	0	0	1	3.9 %	450	265.53	2,048	10.2 %	9,559	79.4%
Best price	53	36	32	30	26	4	0	81.4 %	25,352	463.76	54,015	22.6 %	200,342	60.6%
No freight	58	36	33	31	27	4	0	82.2 %	25,761	468.55	54,367	21.8 %	202,414	60.6%
NA/RKAM	7	5	4	4	4	0	0	14.9 %	6,606	609.71	10,895	36.7 %	36,582	55.3%
Ecommerce	11	11	6	5	5	0	0	3.6 %	1,378	67.17	3,865	132.6 %	8,866	67.8%

**Category sales based on 3 months**

Category	Sales	Rep % Sales	Wurth % Sales	GP	Rep GP%	Wurth GP%	Rep % of GP	Wurth % of GP	Lines	Rep % Lines	Wurth % Lines
ABRASV/CUTNG/DRILNG	1,179.64 \$	4.6 %	5.2 %	684.94 \$	58.1 %	65.5 %	4.8 %	5.5 %	23	4.3 %	4.9 %
AUBODY CLIPS&FASTNRS	951.16 \$	3.7 %	9.9 %	737.54 \$	77.5 %	80.7 %	5.2 %	13.0 %	40	7.4 %	21.6 %
CHEMICAL PRODUCT	9,459.57 \$	36.6 %	25.9 %		55.3 %	57.9 %	36.7 %	24.4 %	123	22.9 %	14.5 %
ELECTRICAL	528.48 \$	2.1 %	7.0 %	400.92 \$	75.9 %	75.5 %	2.8 %	8.6 %	29	5.4 %	12.8 %
HARDWARE	2,549.53 \$	9.9 %	7.1 %	2,248.33 \$	88.2 %	81.1 %	15.8 %	9.4 %	94	17.5 %	14.7 %
SHOPSUPPLIES&SAFETY	4,750.16 \$	18.4 %	17.4 %	1,489.74 \$	31.4 %	43.9 %	10.4 %	12.4 %	21	3.9 %	6.9 %
TOOLS	1,136.35 \$	4.4 %	4.2 %	727.85 \$	64.1 %	60.7 %	5.1 %	4.2 %	26	4.8 %	3.4 %
WHEEL WEIGHTS	3,520.41 \$	13.6 %	9.0 %	1,731.25 \$	49.2 %	57.8 %	12.1 %	8.4 %	148	27.5 %	10.8 %

**Top Products 3 Months Total****Top 500 WURTH Products not sold 3 Months**

Rank	Item #	Description	\$ Sold	% Sls	GP	Rank	Item #	Description	GP
1	089093000	MULTI PURPOSE SOLVENT	1,670	6.5	53.1 %	1	1890991076	BRAKE & PARTS CLEANER 55 GAL	61.2 %
2	0890991055	10% VOC Brake and Parts cleane	1,440	5.6	33.5 %	5	089099107	Brake & Parts Cleaner	59.8 %
3	0899470400	NitrileGlove Texture Blk 5mil	1,047	4.1	10.5 %	8	9501007138	Blue Nitrile Gloves- LG-CASE P	50.0 %
4	0899470122	PROTGLOV-NITRILE-GRIP-ORANGE-L	1,043	4.1	45.5 %	9	183024560	STL STRIP WT COAT 1 OZ INCR.	61.9 %
5	0899470123	PROTGLOV-NITRILE-GRIP-ORANGE-X	687	2.7	36.6 %	11	0827940751	Ergo Power Underhood LED Work	50.4 %
6	1890991046	LOW VOC BRAKE & PARTS CLEANER	660	2.6	38.6 %	13	9501007140	Blue Nitrile Glove XL -CASE PK	50.2 %
7	0899470399	NitrileGlove Texture Blk 5mil	628	2.4	12.4 %	14	1890991751	BRAKE CLEANER PLUS 1	44.1 %
8	083014515	16.5LB (5G) STEEL WHEEL WEIGHT	429	1.7	52.7 %	16	1965715613	VOLVO EV INS HAND TOOLS W/CARR	52.4 %
9	183014300	STL COAT ADHS WHL WGT .25OZ IN	419	1.6	54.6 %	18	1890991086	MULTI PURPOSE SOLVENT 55 GALLO	63.2 %
10	18992001C	HD LATEX GLOVES NO PWDER LGE-C	400	1.6	28.9 %	25	089099104	45% VOC Brake & Parts Cleaner	52.4 %
11	0899470121	PROTGLOV-NITRILE-GRIP-ORANGE-M	380	1.5	42.7 %	26	0879024056	DUAL FREQ 315/433MHZ TPMS/META	58.9 %
12	05884210	SURF PREP DISC 2" R - BROWN CO	374	1.5	56.1 %	27	083014415	STEEL WHEEL WEIGHTS ON A ROLL	89.2 %
13	88909071	High Build Under Seal (black)	358	1.4	69.2 %	29	0879024054	DUAL FREQ 315/433MHZ TPMS/RUBB	57.1 %
14	0892082	BODY PROTECTION WAX TRANSPAREN	324	1.3	70.3 %	33	08918811	EMPTY B&P CLEANER REFILLO CAN	62.3 %
15	0893106050	HHS-K	313	1.2	73.3 %	35	0899900960	32"x150FT HW High Vis Absorb R	67.3 %
16	0890920284	Anti-Seize Copper Paste	286	1.1	46.7 %	37	18992002C	HD LATEX GLOVES NO PWDER XLGE-	25.6 %
17	189311069	SBS BRAKE TREATMENT II	275	1.1	68.8 %	38	08909380	CLEAN PREP 15 oz AEROSOL	82.6 %
18	089280011	FLOWABLE BLENDING & FINISHING	274	1.1	63.2 %	39	0890110	RUBBER CARE 10.0fl oz AEROSOL	77.2 %
19	08901221	TIRE MOUNTING PASTE 11LB PAIL	263	1.0	76.4 %	40	1902553827	MARKF-FPR3012	77.2 %
20	8859800125	CU 800 ANTI-SEIZE LUBRICANT 12	243	0.9	63.8 %	41	08939200	ROST OFF XTRA WITH P.T.F.E. 19	80.8 %
21	0892764038	UNIV A/C DYE 1oz BOTTLES W/LAB	242	0.9	81.4 %	42	1830242960	STL STRIP WT COAT 1/4 OZ INCR.	76.6 %
22	0893844100	DIELECTRIC GREASE 3 OZ	208	0.8	50.9 %	43	089188113	EMPTY LOW VOC B&P CLEANER REFI	64.4 %
23	1964274271	U-Nuts Washer Nuts Push Nuts R	205	0.8	13.9 %	44	089090901	Eco Super Spray All 1L Spray P	84.3 %
24	0892140029	Flexible Trim Paint Satin Blac	204	0.8	56.1 %	48	089391040	Non Sag Seam Sealer 300ml	66.7 %
25	0830142012	20LB 1/2OZ STEEL WW ON ROLL 64	204	0.8	76.3 %	49	18992000C	HD LATEX GLOVES NO POWDR MED-C	26.3 %
26	9501006438	Monk Disinfectant Wipes	199	0.8	49.8 %	50	1899470329	GlovePlus Blk Nitrile PF Ind L	30.4 %
27	150121531	Cowl Panel Vent Cap	196	0.8	71.3 %	51	187913673	2" LEAD WIRE COMBO W/ 1/4" STE	80.0 %
28	0899470124	PROTGLOV-NITRILE-GRIP-ORANGE-X	190	0.7	42.6 %	53	0893243050	DOS THREADLOCKER BLUE 1.76oz	81.2 %

3586 Edward Arnold

Hired 06/21

District: AU 0314

06/21 Sales: 25,872.57

**Customer Potential****Actual Sales SML**

Catg.			Pot.	Act.#Cust	Act.Sls	Pot.	Pot.	Account	Act.	Act.	MTD	Act.
#Techs	#Techs	#Cust	\$Sales	W.sales	\$Roll.12	\$Open	%Open	Category	#cust	\$Roll.12	\$Sales	%Growth
0	0	1	0	0	0	0		0 :<=\$0	69	0-	0	100.0-%
1-2	21	14	63,000	7	8,642	54,358	86.3 %	S :\$1-\$1800	34	23,901	5,421	25.8-%
3-5	195	52	585,000	22	36,257	548,743	93.8 %	M1 :\$1801-\$3600	15	36,835	5,334	8.6-%
6-8	323	48	969,000	32	160,132	808,868	83.5 %	M2 :\$3601-\$12000	14	89,651	11,836	8.7 %
9-12	195	17	585,000	6	40,097	544,903	93.2 %	L1 :\$12001-\$36000	5	95,812	10,857	3.7-%
13-40	84	5	252,000	1	1,072	250,928	99.6 %	L2 :\$36001-\$12000	0	0	0	
>40	0	0	0	0	0	0		L3 :>\$120000	0	0	0	
Total	818	137	2,454,000	68	246,200	2,207,800	90.0 %	Total	137	246,200		9.3-%
								Total(M + L)		222,299	28,027	0.0 %

**Customer Structure by Wurth SIC code**

SIC code	# Cust	% Cust	Wurth % Cust	Sales	% Sales	Wurth % Sales	Roll.12	%Roll.12	Wurth %Roll.12	GP	Wurth GP
w/o SIC Code	25	18.0 %	23.0 %	4,225	12.6 %	18.4 %	20,630	8.4 %	14.9 %	59.5 %	60.5 %
1 Service/Repair	87	62.6 %	50.9 %	26,663	79.7 %	63.1 %	196,546	79.8 %	65.5 %	62.5 %	62.8 %
00 Auto Dealership - Do	10	7.2 %	5.6 %	6,181	18.5 %	10.1 %	42,998	17.5 %	10.9 %	53.8 %	60.8 %
01 Auto Dealership - Eu	3	2.2 %	2.7 %	3,621	10.8 %	11.9 %	30,078	12.2 %	12.4 %	54.6 %	61.0 %
02 Auto Dealership - As	11	7.9 %	3.7 %	6,622	19.8 %	13.6 %	57,915	23.5 %	13.3 %	63.5 %	60.5 %
03 Auto Dealership - Mi	0		1.0 %	0		1.4 %	0		1.6 %		61.9 %
08 Motorcycle Dealershi	1	0.7 %	0.8 %	2,179	6.5 %	1.8 %	17,288	7.0 %	1.6 %	59.3 %	67.3 %
10 Motorcycle Dealershi	1	0.7 %	0.6 %	525	1.6 %	0.5 %	3,034	1.2 %	0.6 %	74.2 %	70.6 %
16 Truck/Bus/RV Dealers	1	0.7 %	1.2 %	0		2.7 %	0		2.9 %		59.0 %
17 Independent - Truck/	3	2.2 %	2.5 %	0		2.8 %	0		2.6 %		61.2 %
19 Manufacturing/Fabric	1	0.7 %	0.7 %	0		0.7 %	0		0.7 %		60.5 %
20 Government/Municipal	4	2.9 %	2.0 %	0		1.4 %	1,191	0.5 %	1.8 %	72.3 %	62.3 %
22 Construction/Landsca	3	2.2 %	1.6 %	0		1.4 %	0		1.5 %		62.5 %
25 Commercial Fleet	5	3.6 %	1.7 %	0		1.3 %	0		1.6 %		60.7 %
26 Building/Grounds/Fac	0		0.3 %	0		0.2 %	0		0.1 %		68.1 %
2 Body Shop	21	15.1 %	17.1 %	2,460	7.4 %	14.5 %	27,241	11.1 %	15.5 %	72.4 %	71.9 %
3 Industrial	1	0.7 %	2.8 %	0		2.4 %	179	0.1 %	2.2 %	54.7 %	61.4 %
4 Facility/Grounds Mai	0		1.8 %	0		0.8 %	0		0.9 %		63.9 %
0 Others	5	3.6 %	4.4 %	99	0.3 %	0.9 %	1,603	0.7 %	1.0 %	56.8 %	57.8 %



**3586 Edward Arnold****Hired 06/21****District: AU 0314****06/21 Sales: 25,872.57****12 month new and reactivated account development**

Acct#	Name	Opened Type	1st Month /\$	Month 2 /\$	Month 3 /\$	Month 4 /\$	Month 5 /\$	Month 6 /\$	Month 7 /\$	Month 8 /\$	Month 9 /\$	Month 10 /\$	Month 11 /\$	Month 12 /\$	Total /\$
110205	CHAMPION AUTO BOD	06/2021 Reac.	151.71	0	*	*	*	*	*	*	*	*	*	*	151.71
162085	MCCOYS ALIGNMENT	06/2021 Reac.	135.42	0	*	*	*	*	*	*	*	*	*	*	135.42
163213	AUTO SHOP SERVICE	06/2021 Reac.	210.17	0	*	*	*	*	*	*	*	*	*	*	210.17
170646	KINETIC MOTORWORK	06/2021 New	170.24	0	*	*	*	*	*	*	*	*	*	*	170.24