Keel & Crane Supply

Sales Book

2026-11-29

The period shown on this page. PGOS, from the company file.

The 80/20 Institute

Contents

1. How to read this page 3
2. Profit rank and segments 4
3. Which customer holds the profit 5
4. Which open deal holds the revenue 6
5. Which rep holds the won revenue 7
6. Core account plans 8
7. A-account visits 12
8. Pipeline and weighted forecast 13
9. Win and loss reasons 62
10. Price discipline 64
11. Coverage 65
12. Quota and territory 66
13. Territory 67
14. Rep scorecard 68
15. Won revenue by month 69
16. Tail path 70
17. Whitespace 72
18. Approved wins 74
19. How to run sales 75

How to read this page

Sample company. These aren't your numbers.

Sales forecast. Open pipeline revenue 30328284.6. Weighted forecast 11868342.44. Rep call 6463999.76. On the Profit Bridge $117.8K from 3 approved wins plus the older commit rows. A forecast is revenue, not the Profit Bridge number. Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.

A blank stays off. Nothing here posts.

Profit rank and segments

57 of 480 customers hold 80.1% of profit.

Open pipeline $30.3M. Weighted forecast $11.9M.

These forecast figures are revenue. They are not on the Profit Bridge.

Which customer holds the profit

Jan 15–Dec 15, 2025. Profit by customer. Each bar is one customer. A customer with no profit figure stays off. A loss stays off. The longest bar holds the most profit. Nothing here posts.

Each bar is the profit already named for that customer. A blank profit stays off. It is not stored as zero. A loss stays off. A known zero stays on the chart. The longest bar holds the most profit. The chart shows the eight largest. The rest stay on the customer list. Nothing posts.

Nothing here posts.

442 more customers have a profit. They stay on the customer list.

Profit by customer

Customer	Profit
Bramble Facilities 001	$496.9K
Pellam Grain House 002	$488.8K
Northwick Packing Hall 003	$480.6K
Calder Clinic Plant 004	$472.5K
Hest Glass Works 005	$464.3K
Morrow Facilities 006	$456.2K
Quinlan Grain House 007	$448.1K
Sable Packing Hall 008	$439.9K

Which open deal holds the revenue

Jan 15–Dec 15, 2025. The current pipeline. Each bar is open revenue for one deal. A blank stays off. A loss stays off. A known zero stays on. A won deal stays off. A lost deal stays off. The longest bar holds the most. Nothing here posts.

Each bar is revenue on a deal that is still open. A won deal stays off. A lost deal stays off. A blank revenue stays off. A loss stays off. A known zero stays on the chart. Two deals for the same account stay apart when the stage is different. The longest bar holds the most. The chart shows the eight largest. The rest stay on the list. Nothing posts.

Nothing here posts.

132 more open deals stay on the list.

Open deal revenue

Deal	Revenue
Bramble Facilities 061	$228.6K
commit · Bramble Facilities 041	$228.6K
commit · Calder Clinic Plant 024	$228.6K
commit · Calder Clinic Plant 044	$228.6K
commit · Fenwick Clinic Plant 034	$228.6K
commit · Harlow Glass Works 035	$228.6K
commit · Hest Glass Works 025	$228.6K
commit · Hest Glass Works 045	$228.6K

Which rep holds the won revenue

Jan 15–Dec 15, 2025. The current book. Each bar is won revenue for one rep. A rep with no won revenue stays off. A known zero stays on. A loss stays off. The longest bar holds the most. Nothing here posts.

Each bar is revenue on deals already marked won for that rep. It is not the quota and it is not open pipeline. A rep with no won revenue stays off. A known zero stays on the chart. A loss stays off. Two spellings of the same name are one bar. The longest bar holds the most. The chart shows the eight largest. The rest stay on the scorecard. Nothing posts.

Nothing here posts.

1 more rep stays on the scorecard.

Won revenue by rep

Rep	Won revenue
Luis Ortega	$2.3M
Willa Fenwick	$1.8M
Vic Yarrow	$1.6M
Seth Morrow	$1.1M
Owen Pell	$1.0M
Ruth Quinlan	$944.0K
Nia Calder	$760.0K
Tara Vesper	$472.0K

Core account plans

Core plans current: 42 of 57.

Core account plans

Account	Status	Owner	Next action	Last review
Bramble Facilities 001	Current	Luis Ortega	Review the plan	2026-10-01
Pellam Grain House 002	Current	Luis Ortega	Review the plan	2026-10-01
Northwick Packing Hall 003	Current	Luis Ortega	Review the plan	2026-10-01
Calder Clinic Plant 004	Current	Luis Ortega	Review the plan	2026-10-01
Hest Glass Works 005	Current	Luis Ortega	Review the plan	2026-10-01
Morrow Facilities 006	Current	Luis Ortega	Review the plan	2026-10-01
Quinlan Grain House 007	Current	Luis Ortega	Review the plan	2026-10-01
Sable Packing Hall 008	Current	Luis Ortega	Review the plan	2026-10-01
Tern Clinic Plant 009	Current	Luis Ortega	Review the plan	2026-10-01
Vesper Glass Works 010	Current	Luis Ortega	Review the plan	2026-10-01
Weldon Facilities 011	Current	Luis Ortega	Review the plan	2026-10-01
Yarrow Grain House 012	Current	Luis Ortega	Review the plan	2026-10-01
Ostler Packing Hall 013	Current	Luis Ortega	Review the plan	2026-10-01
Fenwick Clinic Plant 014	Current	Luis Ortega	Review the plan	2026-10-01

Account	Status	Owner	Next action	Last review
Harlow Glass Works 015	Current	Luis Ortega	Review the plan	2026-10-01
Ives Facilities 016	Current	Luis Ortega	Review the plan	2026-10-01
Jasper Grain House 017	Current	Luis Ortega	Review the plan	2026-10-01
Kestrel Packing Hall 018	Current	Luis Ortega	Review the plan	2026-10-01
Linden Clinic Plant 019	Current	Luis Ortega	Review the plan	2026-10-01
Marlow Glass Works 020	Current	Luis Ortega	Review the plan	2026-10-01
Bramble Facilities 021	Current	Nia Calder	Review the plan	2026-10-01
Pellam Grain House 022	Current	Nia Calder	Review the plan	2026-10-01
Northwick Packing Hall 023	Current	Nia Calder	Review the plan	2026-10-01
Calder Clinic Plant 024	Current	Nia Calder	Review the plan	2026-10-01
Hest Glass Works 025	Current	Nia Calder	Review the plan	2026-10-01
Morrow Facilities 026	Current	Nia Calder	Review the plan	2026-10-01
Quinlan Grain House 027	Current	Nia Calder	Review the plan	2026-10-01
Sable Packing Hall 028	Current	Nia Calder	Review the plan	2026-10-01
Tern Clinic Plant 029	Current	Nia Calder	Review the plan	2026-10-01
Vesper Glass Works 030	Current	Nia Calder	Review the plan	2026-10-01

Account	Status	Owner	Next action	Last review
Weldon Facilities 031	Current	Nia Calder	Review the plan	2026-10-01
Yarrow Grain House 032	Current	Nia Calder	Review the plan	2026-10-01
Ostler Packing Hall 033	Current	Nia Calder	Review the plan	2026-10-01
Pellam Grain House 062	Current	Nia Calder	Review the plan	2026-10-01
Fenwick Clinic Plant 034	Current	Nia Calder	Review the plan	2026-10-01
Harlow Glass Works 035	Current	Nia Calder	Review the plan	2026-10-01
Ives Facilities 036	Current	Nia Calder	Review the plan	2026-10-01
Jasper Grain House 037	Current	Nia Calder	Review the plan	2026-10-01
Kestrel Packing Hall 038	Current	Nia Calder	Review the plan	2026-10-01
Linden Clinic Plant 039	Current	Nia Calder	Review the plan	2026-10-01
Marlow Glass Works 040	Current	Nia Calder	Review the plan	2026-10-01
Bramble Facilities 041	Current	Nia Calder	Review the plan	2026-10-01
Pellam Grain House 042	Stale	Nia Calder	Review the plan	2026-06-01
Pellam Grain House 162	Stale	Nia Calder	Review the plan	2026-06-01
Northwick Packing Hall 043	Stale	Nia Calder	Review the plan	2026-06-01
Calder Clinic Plant 044	Stale	Nia Calder	Review the plan	2026-06-01

Account	Status	Owner	Next action	Last review
Hest Glass Works 045	Stale	Nia Calder	Review the plan	2026-06-01
Morrow Facilities 046	Stale	Nia Calder	Review the plan	2026-06-01
Quinlan Grain House 047	Stale	Nia Calder	Review the plan	2026-06-01
Sable Packing Hall 048	Stale	Nia Calder	Review the plan	2026-06-01
Tern Clinic Plant 049	Stale	Nia Calder	Review the plan	2026-06-01
Vesper Glass Works 050	Stale	Nia Calder	Review the plan	2026-06-01
Weldon Facilities 051	No plan			
Yarrow Grain House 052	No plan			
Ostler Packing Hall 053	No plan			
Fenwick Clinic Plant 054	No plan			
Harlow Glass Works 055	No plan			

A-account visits

Oct 1 through Dec 31, 2026. Share of A accounts, visits against the plan.

A plan visit is a dated step on the account plan in this quarter. A logged visit is the last review when it falls in this quarter, or a note on that account in this quarter. The same day counts once. This is not a forecast, and nothing posts.

42 on the plan. 10 short a visit. 5 with no plan.

A accounts short a visit

Account	Plan visits	Logged visits
Pellam Grain House 042	1	0
Pellam Grain House 162	1	0
Northwick Packing Hall 043	1	0
Calder Clinic Plant 044	1	0
Hest Glass Works 045	1	0
Morrow Facilities 046	1	0
Quinlan Grain House 047	1	0
Sable Packing Hall 048	1	0
Tern Clinic Plant 049	1	0
Vesper Glass Works 050	1	0

Pipeline and weighted forecast

Weighted forecast $11.9M. Rep call $6.5M.

A blank revenue stays Unknown. Nothing is emailed.

Locked months · rep call and what was won · one point per locked month

Each point is a locked month, in calendar order. The line is the rep call saved that month. Won is drawn when every locked month has a closed amount. Fewer than three locked months stays words.

Nothing here posts.

Pipeline

Account	Stage	Revenue	Next step
Approved Win 1	won	$80.0K	Confirm the order.
Approved Win 2	won	$90.0K	Confirm the order.
Approved Win 3	won	$90.0K	Confirm the order.
Pending Order Co	won	$70.0K	Confirm the order.
Verbal Yes Co	commit	$64.0K	Confirm the order.
Legacy Commit Co	commit	$150.0K	
Bramble Facilities 001	qualify	$228.6K	Check the stalled quote.
Pellam Grain House 002	qualify	$228.6K	Check the stalled quote.
Northwick Packing Hall 003	qualify	$228.6K	Check the stalled quote.
Calder Clinic Plant 004	qualify	$228.6K	Check the stalled quote.
Hest Glass Works 005	qualify	$228.6K	Check the stalled quote.
Morrow Facilities 006	qualify	$228.6K	Check the stalled quote.
Quinlan Grain House 007	qualify	$228.6K	Check the stalled quote.

Account	Stage	Revenue	Next step
Sable Packing Hall 008	qualify	$228.6K	Check the stalled quote.
Tern Clinic Plant 009	qualify	$228.6K	Check the stalled quote.
Vesper Glass Works 010	qualify	$228.6K	Check the stalled quote.
Weldon Facilities 011	qualify	$228.6K	Check the stalled quote.
Yarrow Grain House 012	qualify	$228.6K	Check the stalled quote.
Ostler Packing Hall 013	qualify	$228.6K	Check the stalled quote.
Fenwick Clinic Plant 014	qualify	$228.6K	Check the stalled quote.
Harlow Glass Works 015	qualify	$228.6K	Check the stalled quote.
Ives Facilities 016	qualify	$228.6K	Check the stalled quote.
Jasper Grain House 017	qualify	$228.6K	Check the stalled quote.
Kestrel Packing Hall 018	qualify	$228.6K	Check the stalled quote.
Linden Clinic Plant 019	qualify	$228.6K	
Marlow Glass Works 020	qualify	$228.6K	
Bramble Facilities 021	qualify	$228.6K	
Pellam Grain House 022	qualify	$228.6K	
Northwick Packing Hall 023	qualify	$228.6K	

Account	Stage	Revenue	Next step
Calder Clinic Plant 024	qualify	$228.6K	
Hest Glass Works 025	qualify	$228.6K	
Morrow Facilities 026	qualify	$228.6K	
Quinlan Grain House 027	qualify	$228.6K	
Sable Packing Hall 028	qualify	$228.6K	
Tern Clinic Plant 029	qualify	$228.6K	
Vesper Glass Works 030	qualify	$228.6K	
Weldon Facilities 031	qualify	$228.6K	
Yarrow Grain House 032	qualify	$228.6K	
Ostler Packing Hall 033	qualify	$228.6K	
Fenwick Clinic Plant 034	qualify	$228.6K	Send the quote.
Harlow Glass Works 035	qualify	$228.6K	Send the quote.
Ives Facilities 036	qualify	$228.6K	Send the quote.
Jasper Grain House 037	cover	$228.6K	Send the quote.
Kestrel Packing Hall 038	cover	$228.6K	Send the quote.
Linden Clinic Plant 039	cover	$228.6K	Send the quote.
Marlow Glass Works 040	cover	$228.6K	Send the quote.

Account	Stage	Revenue	Next step
Bramble Facilities 041	cover	$228.6K	Send the quote.
Pellam Grain House 042	cover	$228.6K	Send the quote.
Northwick Packing Hall 043	cover	$228.6K	Send the quote.
Calder Clinic Plant 044	cover	$228.6K	
Hest Glass Works 045	cover	$228.6K	Send the quote.
Morrow Facilities 046	cover	$228.6K	Send the quote.
Quinlan Grain House 047	cover	$228.6K	Send the quote.
Sable Packing Hall 048	cover	$228.6K	Send the quote.
Tern Clinic Plant 049	cover	$228.6K	Send the quote.
Vesper Glass Works 050	cover	$228.6K	Send the quote.
Weldon Facilities 051	cover	$228.6K	Send the quote.
Yarrow Grain House 052	cover	$228.6K	Send the quote.
Ostler Packing Hall 053	cover	$228.6K	Send the quote.
Fenwick Clinic Plant 054	cover	$228.6K	Send the quote.
Harlow Glass Works 055	cover	$228.6K	
Ives Facilities 056	cover	$228.6K	Send the quote.
Jasper Grain House 057	cover	$228.6K	Send the quote.

Account	Stage	Revenue	Next step
Kestrel Packing Hall 058	cover	$228.6K	Send the quote.
Linden Clinic Plant 059	cover	$228.6K	Send the quote.
Marlow Glass Works 060	cover	$228.6K	Send the quote.
Bramble Facilities 061	cover	$228.6K	Send the quote.
Pellam Grain House 062	cover	$228.6K	Send the quote.
Northwick Packing Hall 063	cover	$228.6K	Send the quote.
Calder Clinic Plant 064	cover	$228.6K	Send the quote.
Hest Glass Works 065	cover	$228.6K	Send the quote.
Morrow Facilities 066	cover	$228.6K	
Quinlan Grain House 067	cover	$228.6K	Send the quote.
Sable Packing Hall 068	cover	$228.6K	Send the quote.
Tern Clinic Plant 069	propose	$228.6K	Send the quote.
Vesper Glass Works 070	propose	$228.6K	Send the quote.
Weldon Facilities 071	propose	$228.6K	Send the quote.
Yarrow Grain House 072	propose	$228.6K	Send the quote.
Ostler Packing Hall 073	propose	$228.6K	Send the quote.
Fenwick Clinic Plant 074	propose	$228.6K	Send the quote.

Account	Stage	Revenue	Next step
Harlow Glass Works 075	propose	$228.6K	Send the quote.
Ives Facilities 076	propose	$228.6K	Send the quote.
Jasper Grain House 077	propose	$228.6K	
Kestrel Packing Hall 078	propose	$228.6K	Send the quote.
Linden Clinic Plant 079	propose	$228.6K	Send the quote.
Marlow Glass Works 080	propose	$228.6K	Send the quote.
Bramble Facilities 001	propose	$228.6K	Send the quote.
Pellam Grain House 002	propose	$228.6K	Send the quote.
Northwick Packing Hall 003	propose	$228.6K	Send the quote.
Calder Clinic Plant 004	propose	$228.6K	Send the quote.
Hest Glass Works 005	propose	$228.6K	Send the quote.
Morrow Facilities 006	propose	$228.6K	Send the quote.
Quinlan Grain House 007	propose	$228.6K	Send the quote.
Sable Packing Hall 008	propose	$228.6K	
Tern Clinic Plant 009	propose	$228.6K	Send the quote.
Vesper Glass Works 010	propose	$228.6K	Send the quote.
Weldon Facilities 011	propose	$228.6K	Send the quote.

Account	Stage	Revenue	Next step
Yarrow Grain House 012	propose	$228.6K	Send the quote.
Ostler Packing Hall 013	propose	$228.6K	Send the quote.
Fenwick Clinic Plant 014	propose	$228.6K	Send the quote.
Harlow Glass Works 015	propose	$228.6K	Send the quote.
Ives Facilities 016	propose	$228.6K	Send the quote.
Jasper Grain House 017	propose	$228.6K	Send the quote.
Kestrel Packing Hall 018	propose	$228.6K	Send the quote.
Linden Clinic Plant 019	propose	$228.6K	
Marlow Glass Works 020	propose	$228.6K	Send the quote.
Bramble Facilities 021	propose	$228.6K	Send the quote.
Pellam Grain House 022	propose	$228.6K	Send the quote.
Northwick Packing Hall 023	commit	$228.6K	Send the quote.
Calder Clinic Plant 024	commit	$228.6K	Send the quote.
Hest Glass Works 025	commit	$228.6K	Send the quote.
Morrow Facilities 026	commit	$228.6K	Send the quote.
Quinlan Grain House 027	commit	$228.6K	Send the quote.
Sable Packing Hall 028	commit	$228.6K	Send the quote.

Account	Stage	Revenue	Next step
Tern Clinic Plant 029	commit	$228.6K	Send the quote.
Vesper Glass Works 030	commit	$228.6K	
Weldon Facilities 03 1	commit	$228.6K	Send the quote.
Yarrow Grain House 032	commit	$228.6K	Send the quote.
Ostler Packing Hall 0 33	commit	$228.6K	Send the quote.
Fenwick Clinic Plant 034	commit	$228.6K	Send the quote.
Harlow Glass Works 035	commit	$228.6K	Send the quote.
Ives Facilities 036	commit	$228.6K	Send the quote.
Jasper Grain House 037	commit	$228.6K	Send the quote.
Kestrel Packing Hall 038	commit	$228.6K	Send the quote.
Linden Clinic Plant 0 39	commit	$228.6K	Send the quote.
Marlow Glass Works 040	commit	$228.6K	Send the quote.
Bramble Facilities 04 1	commit	$228.6K	
Pellam Grain House 042	commit	$228.6K	Send the quote.
Northwick Packing H all 043	commit	$228.6K	Send the quote.
Calder Clinic Plant 0 44	commit	$228.6K	Send the quote.
Hest Glass Works 0 45	commit	$228.6K	Send the quote.

Account	Stage	Revenue	Next step
Morrow Facilities 046	commit	$228.6K	Send the quote.
Quinlan Grain House 047	commit	$228.6K	Send the quote.
Sable Packing Hall 048	commit	$228.6K	Send the quote.
Tern Clinic Plant 049	commit	$228.6K	Send the quote.
Vesper Glass Works 050	commit	$228.6K	Send the quote.
Weldon Facilities 051	won	$80.0K	Send the quote.
Yarrow Grain House 052	won	$80.0K	
Ostler Packing Hall 053	won	$80.0K	Send the quote.
Fenwick Clinic Plant 054	won	$80.0K	Send the quote.
Harlow Glass Works 055	won	$80.0K	Send the quote.
Ives Facilities 056	won	$80.0K	Send the quote.
Jasper Grain House 057	won	$80.0K	Send the quote.
Kestrel Packing Hall 058	won	$80.0K	Send the quote.
Linden Clinic Plant 059	won	$80.0K	Send the quote.
Marlow Glass Works 060	won	$80.0K	Send the quote.
Pellam Grain House 062	qualify	$50.0K	Send the quote.
Northwick Packing Hall 063	qualify	$50.0K	Send the quote.

Account	Stage	Revenue	Next step
Calder Clinic Plant 064	qualify	$50.0K	
Hest Glass Works 065	qualify	$50.0K	Send the quote.
Morrow Facilities 066	qualify	$50.0K	Send the quote.
Quinlan Grain House 067	qualify	$50.0K	Send the quote.
Sable Packing Hall 068	qualify	$50.0K	Send the quote.
Tern Clinic Plant 069	qualify	$50.0K	Send the quote.
Bramble Facilities 041	won	$20.0K	
Pellam Grain House 042	won	$28.0K	
Northwick Packing Hall 043	won	$36.0K	
Calder Clinic Plant 044	won	$44.0K	
Hest Glass Works 045	won	$52.0K	
Morrow Facilities 046	lost	$60.0K	
Quinlan Grain House 047	won	$68.0K	
Sable Packing Hall 048	won	$76.0K	
Tern Clinic Plant 049	won	$84.0K	
Vesper Glass Works 050	won	$20.0K	
Weldon Facilities 051	won	$28.0K	

Account	Stage	Revenue	Next step
Yarrow Grain House 052	won	$36.0K	
Ostler Packing Hall 053	won	$44.0K	
Fenwick Clinic Plant 054	lost	$52.0K	
Harlow Glass Works 055	lost	$60.0K	
Ives Facilities 056	won	$68.0K	
Jasper Grain House 057	won	$76.0K	
Kestrel Packing Hall 058	won	$84.0K	
Linden Clinic Plant 059	won	$20.0K	
Marlow Glass Works 060	won	$28.0K	
Bramble Facilities 061	won	$36.0K	
Pellam Grain House 062	won	$44.0K	
Northwick Packing Hall 063	lost	$52.0K	
Calder Clinic Plant 064	lost	$60.0K	
Hest Glass Works 065	won	$68.0K	
Morrow Facilities 066	won	$76.0K	
Quinlan Grain House 067	won	$84.0K	
Sable Packing Hall 068	won	$20.0K	

Account	Stage	Revenue	Next step
Tern Clinic Plant 069	won	$28.0K	
Vesper Glass Works 070	won	$36.0K	
Weldon Facilities 07 1	won	$44.0K	
Yarrow Grain House 072	lost	$52.0K	
Ostler Packing Hall 0 73	lost	$60.0K	
Fenwick Clinic Plant 074	won	$68.0K	
Harlow Glass Works 075	won	$76.0K	
Ives Facilities 076	won	$84.0K	
Jasper Grain House 077	won	$20.0K	
Kestrel Packing Hall 078	won	$28.0K	
Linden Clinic Plant 0 79	won	$36.0K	
Marlow Glass Works 080	won	$44.0K	
Bramble Facilities 08 1	won	$52.0K	
Pellam Grain House 082	lost	$60.0K	
Northwick Packing H all 083	won	$68.0K	
Calder Clinic Plant 0 84	won	$76.0K	
Hest Glass Works 0 85	won	$84.0K	

Account	Stage	Revenue	Next step
Morrow Facilities 086	won	$20.0K	
Quinlan Grain House 087	won	$28.0K	
Sable Packing Hall 088	won	$36.0K	
Tern Clinic Plant 089	won	$44.0K	
Vesper Glass Works 090	lost	$52.0K	
Weldon Facilities 091	lost	$60.0K	
Yarrow Grain House 092	won	$68.0K	
Ostler Packing Hall 093	won	$76.0K	
Fenwick Clinic Plant 094	won	$84.0K	
Harlow Glass Works 095	won	$20.0K	
Ives Facilities 096	won	$28.0K	
Jasper Grain House 097	won	$36.0K	
Kestrel Packing Hall 098	won	$44.0K	
Linden Clinic Plant 099	lost	$52.0K	
Marlow Glass Works 100	lost	$60.0K	
Bramble Facilities 101	won	$68.0K	
Pellam Grain House 102	won	$76.0K	

Account	Stage	Revenue	Next step
Northwick Packing Hall 103	won	$84.0K	
Calder Clinic Plant 104	won	$20.0K	
Hest Glass Works 105	won	$28.0K	
Morrow Facilities 106	won	$36.0K	
Quinlan Grain House 107	won	$44.0K	
Sable Packing Hall 108	lost	$52.0K	
Tern Clinic Plant 109	lost	$60.0K	
Vesper Glass Works 110	won	$68.0K	
Weldon Facilities 111	won	$76.0K	
Yarrow Grain House 112	won	$84.0K	
Ostler Packing Hall 113	won	$20.0K	
Fenwick Clinic Plant 114	won	$28.0K	
Harlow Glass Works 115	won	$36.0K	
Ives Facilities 116	won	$44.0K	
Jasper Grain House 117	won	$52.0K	
Kestrel Packing Hall 118	lost	$60.0K	
Linden Clinic Plant 119	won	$68.0K	

Account	Stage	Revenue	Next step
Marlow Glass Works 120	won	$76.0K	
Bramble Facilities 121	won	$84.0K	
Pellam Grain House 122	won	$20.0K	
Northwick Packing Hall 123	won	$28.0K	
Calder Clinic Plant 124	won	$36.0K	
Hest Glass Works 125	won	$44.0K	
Morrow Facilities 126	lost	$52.0K	
Quinlan Grain House 127	lost	$60.0K	
Sable Packing Hall 128	won	$68.0K	
Tern Clinic Plant 129	won	$76.0K	
Vesper Glass Works 130	won	$84.0K	
Weldon Facilities 131	won	$20.0K	
Yarrow Grain House 132	won	$28.0K	
Ostler Packing Hall 133	won	$36.0K	
Fenwick Clinic Plant 134	won	$44.0K	
Harlow Glass Works 135	lost	$52.0K	
Ives Facilities 136	lost	$60.0K	

Account	Stage	Revenue	Next step
Jasper Grain House 137	won	$68.0K	
Kestrel Packing Hall 138	won	$76.0K	
Linden Clinic Plant 139	won	$84.0K	
Marlow Glass Works 140	won	$20.0K	
Bramble Facilities 141	won	$28.0K	
Pellam Grain House 142	won	$36.0K	
Northwick Packing Hall 143	won	$44.0K	
Calder Clinic Plant 144	lost	$52.0K	
Hest Glass Works 145	lost	$60.0K	
Morrow Facilities 146	won	$68.0K	
Quinlan Grain House 147	won	$76.0K	
Sable Packing Hall 148	won	$84.0K	
Tern Clinic Plant 149	won	$20.0K	
Vesper Glass Works 150	won	$28.0K	
Weldon Facilities 151	won	$36.0K	
Yarrow Grain House 152	won	$44.0K	
Ostler Packing Hall 153	won	$52.0K	

Account	Stage	Revenue	Next step
Fenwick Clinic Plant 154	lost	$60.0K	
Harlow Glass Works 155	won	$68.0K	
Ives Facilities 156	won	$76.0K	
Jasper Grain House 157	won	$84.0K	
Kestrel Packing Hall 158	won	$20.0K	
Linden Clinic Plant 159	won	$28.0K	
Marlow Glass Works 160	won	$36.0K	
Bramble Facilities 161	won	$44.0K	
Pellam Grain House 162	lost	$52.0K	
Northwick Packing Hall 163	lost	$60.0K	
Calder Clinic Plant 164	won	$68.0K	
Hest Glass Works 165	won	$76.0K	
Morrow Facilities 166	won	$84.0K	
Quinlan Grain House 167	won	$20.0K	
Sable Packing Hall 168	won	$28.0K	
Tern Clinic Plant 169	won	$36.0K	
Vesper Glass Works 170	won	$44.0K	

Account	Stage	Revenue	Next step
Weldon Facilities 171	lost	$52.0K	
Yarrow Grain House 172	lost	$60.0K	
Ostler Packing Hall 173	won	$68.0K	
Fenwick Clinic Plant 174	won	$76.0K	
Harlow Glass Works 175	won	$84.0K	
Ives Facilities 176	won	$20.0K	
Jasper Grain House 177	won	$28.0K	
Kestrel Packing Hall 178	won	$36.0K	
Linden Clinic Plant 179	won	$44.0K	
Marlow Glass Works 180	lost	$52.0K	
Bramble Facilities 181	lost	$60.0K	
Pellam Grain House 182	won	$68.0K	
Northwick Packing Hall 183	won	$76.0K	
Calder Clinic Plant 184	won	$84.0K	
Hest Glass Works 185	won	$20.0K	
Morrow Facilities 186	won	$28.0K	
Quinlan Grain House 187	won	$36.0K	

Account	Stage	Revenue	Next step
Sable Packing Hall 188	won	$44.0K	
Tern Clinic Plant 189	won	$52.0K	
Vesper Glass Works 190	lost	$60.0K	
Weldon Facilities 191	won	$68.0K	
Yarrow Grain House 192	won	$76.0K	
Ostler Packing Hall 193	won	$84.0K	
Fenwick Clinic Plant 194	won	$20.0K	
Harlow Glass Works 195	won	$28.0K	
Ives Facilities 196	won	$36.0K	
Jasper Grain House 197	won	$44.0K	
Kestrel Packing Hall 198	lost	$52.0K	
Linden Clinic Plant 199	lost	$60.0K	
Marlow Glass Works 200	won	$68.0K	
Bramble Facilities 201	won	$76.0K	
Pellam Grain House 202	won	$84.0K	
Northwick Packing Hall 203	won	$20.0K	
Calder Clinic Plant 204	won	$28.0K	

Account	Stage	Revenue	Next step
Hest Glass Works 205	won	$36.0K	
Morrow Facilities 206	won	$44.0K	
Quinlan Grain House 207	lost	$52.0K	
Sable Packing Hall 208	lost	$60.0K	
Tern Clinic Plant 209	won	$68.0K	
Vesper Glass Works 210	won	$76.0K	
Weldon Facilities 211	won	$84.0K	
Yarrow Grain House 212	won	$20.0K	
Ostler Packing Hall 213	won	$28.0K	
Fenwick Clinic Plant 214	won	$36.0K	
Harlow Glass Works 215	won	$44.0K	
Ives Facilities 216	lost	$52.0K	
Jasper Grain House 217	lost	$60.0K	
Kestrel Packing Hall 218	won	$68.0K	
Linden Clinic Plant 219	won	$76.0K	
Marlow Glass Works 220	won	$84.0K	
Bramble Facilities 221	won	$20.0K	

Account	Stage	Revenue	Next step
Pellam Grain House 222	won	$28.0K	
Northwick Packing Hall 223	won	$36.0K	
Calder Clinic Plant 224	won	$44.0K	
Hest Glass Works 225	won	$52.0K	
Morrow Facilities 226	lost	$60.0K	
Quinlan Grain House 227	won	$68.0K	
Sable Packing Hall 228	won	$76.0K	
Tern Clinic Plant 229	won	$84.0K	
Vesper Glass Works 230	won	$20.0K	
Weldon Facilities 231	won	$28.0K	
Yarrow Grain House 232	won	$36.0K	
Ostler Packing Hall 233	won	$44.0K	
Fenwick Clinic Plant 234	lost	$52.0K	
Harlow Glass Works 235	lost	$60.0K	
Ives Facilities 236	won	$68.0K	
Jasper Grain House 237	won	$76.0K	
Kestrel Packing Hall 238	won	$84.0K	

Account	Stage	Revenue	Next step
Linden Clinic Plant 239	won	$20.0K	
Marlow Glass Works 240	won	$28.0K	
Bramble Facilities 241	won	$36.0K	
Pellam Grain House 242	won	$44.0K	
Northwick Packing Hall 243	lost	$52.0K	
Calder Clinic Plant 244	lost	$60.0K	
Hest Glass Works 245	won	$68.0K	
Morrow Facilities 246	won	$76.0K	
Quinlan Grain House 247	won	$84.0K	
Sable Packing Hall 248	won	$20.0K	
Tern Clinic Plant 249	won	$28.0K	
Vesper Glass Works 250	won	$36.0K	
Weldon Facilities 251	lost	$44.0K	
Yarrow Grain House 252	lost	$52.0K	
Ostler Packing Hall 253	lost	$60.0K	
Fenwick Clinic Plant 254	lost	$68.0K	
Harlow Glass Works 255	lost	$76.0K	

Account	Stage	Revenue	Next step
Ives Facilities 256	lost	$84.0K	
Jasper Grain House 257	lost	$20.0K	
Kestrel Packing Hall 258	lost	$28.0K	
Linden Clinic Plant 259	lost	$36.0K	
Marlow Glass Works 260	lost	$44.0K	
Bramble Facilities 261	lost	$52.0K	
Pellam Grain House 262	lost	$60.0K	
Northwick Packing Hall 263	lost	$68.0K	
Calder Clinic Plant 264	lost	$76.0K	
Hest Glass Works 265	lost	$84.0K	
Morrow Facilities 266	won	$20.0K	
Quinlan Grain House 267	lost	$28.0K	
Sable Packing Hall 268	lost	$36.0K	
Tern Clinic Plant 269	lost	$44.0K	
Vesper Glass Works 270	lost	$52.0K	
Weldon Facilities 271	lost	$60.0K	
Yarrow Grain House 272	lost	$68.0K	

Account	Stage	Revenue	Next step
Ostler Packing Hall 273	lost	$76.0K	
Fenwick Clinic Plant 274	lost	$84.0K	
Harlow Glass Works 275	lost	$20.0K	
Ives Facilities 276	won	$28.0K	
Jasper Grain House 277	lost	$36.0K	
Kestrel Packing Hall 278	lost	$44.0K	
Linden Clinic Plant 279	lost	$52.0K	
Marlow Glass Works 280	lost	$60.0K	
Bramble Facilities 281	lost	$68.0K	
Pellam Grain House 282	lost	$76.0K	
Northwick Packing Hall 283	lost	$84.0K	
Calder Clinic Plant 284	lost	$20.0K	
Hest Glass Works 285	lost	$28.0K	
Morrow Facilities 286	lost	$36.0K	
Quinlan Grain House 287	lost	$44.0K	
Sable Packing Hall 288	lost	$52.0K	
Tern Clinic Plant 289	lost	$60.0K	

Account	Stage	Revenue	Next step
Vesper Glass Works 290	lost	$68.0K	
Weldon Facilities 29 1	lost	$76.0K	
Yarrow Grain House 292	lost	$84.0K	
Ostler Packing Hall 2 93	lost	$20.0K	
Fenwick Clinic Plant 294	lost	$28.0K	
Harlow Glass Works 295	lost	$36.0K	
Ives Facilities 296	lost	$44.0K	
Jasper Grain House 297	lost	$52.0K	
Kestrel Packing Hall 298	lost	$60.0K	
Linden Clinic Plant 2 99	lost	$68.0K	
Marlow Glass Works 300	lost	$76.0K	
Bramble Facilities 30 1	lost	$84.0K	
Pellam Grain House 302	lost	$20.0K	
Northwick Packing H all 303	lost	$28.0K	
Calder Clinic Plant 3 04	lost	$36.0K	
Hest Glass Works 3 05	lost	$44.0K	
Morrow Facilities 30 6	lost	$52.0K	

Account	Stage	Revenue	Next step
Quinlan Grain House 307	lost	$60.0K	
Sable Packing Hall 308	lost	$68.0K	
Tern Clinic Plant 309	lost	$76.0K	
Vesper Glass Works 310	lost	$84.0K	
Weldon Facilities 311	won	$20.0K	
Yarrow Grain House 312	lost	$28.0K	
Ostler Packing Hall 313	lost	$36.0K	
Fenwick Clinic Plant 314	lost	$44.0K	
Harlow Glass Works 315	lost	$52.0K	
Ives Facilities 316	lost	$60.0K	
Jasper Grain House 317	lost	$68.0K	
Kestrel Packing Hall 318	lost	$76.0K	
Linden Clinic Plant 319	lost	$84.0K	
Marlow Glass Works 320	lost	$20.0K	
Bramble Facilities 321	won	$28.0K	
Pellam Grain House 322	lost	$36.0K	
Northwick Packing Hall 323	lost	$44.0K	

Account	Stage	Revenue	Next step
Calder Clinic Plant 324	lost	$52.0K	
Hest Glass Works 325	lost	$60.0K	
Morrow Facilities 326	lost	$68.0K	
Quinlan Grain House 327	lost	$76.0K	
Sable Packing Hall 328	lost	$84.0K	
Tern Clinic Plant 329	lost	$20.0K	
Vesper Glass Works 330	lost	$28.0K	
Weldon Facilities 331	lost	$36.0K	
Yarrow Grain House 332	lost	$44.0K	
Ostler Packing Hall 333	lost	$52.0K	
Fenwick Clinic Plant 334	lost	$60.0K	
Harlow Glass Works 335	lost	$68.0K	
Ives Facilities 336	lost	$76.0K	
Jasper Grain House 337	lost	$84.0K	
Kestrel Packing Hall 338	lost	$20.0K	
Linden Clinic Plant 339	lost	$28.0K	
Marlow Glass Works 340	lost	$36.0K	

Account	Stage	Revenue	Next step
Bramble Facilities 341	lost	$44.0K	
Pellam Grain House 342	lost	$52.0K	
Northwick Packing Hall 343	lost	$60.0K	
Calder Clinic Plant 344	lost	$68.0K	
Hest Glass Works 345	lost	$76.0K	
Morrow Facilities 346	lost	$84.0K	
Quinlan Grain House 347	lost	$20.0K	
Sable Packing Hall 348	lost	$28.0K	
Tern Clinic Plant 349	lost	$36.0K	
Vesper Glass Works 350	lost	$44.0K	
Weldon Facilities 351	lost	$52.0K	
Yarrow Grain House 352	lost	$60.0K	
Ostler Packing Hall 353	lost	$68.0K	
Fenwick Clinic Plant 354	lost	$76.0K	
Harlow Glass Works 355	lost	$84.0K	
Ives Facilities 356	won	$20.0K	
Jasper Grain House 357	lost	$28.0K	

Account	Stage	Revenue	Next step
Kestrel Packing Hall 358	lost	$36.0K	
Linden Clinic Plant 359	lost	$44.0K	
Marlow Glass Works 360	lost	$52.0K	
Bramble Facilities 361	lost	$60.0K	
Pellam Grain House 362	lost	$68.0K	
Northwick Packing Hall 363	lost	$76.0K	
Calder Clinic Plant 364	lost	$84.0K	
Hest Glass Works 365	lost	$20.0K	
Morrow Facilities 366	won	$28.0K	
Quinlan Grain House 367	lost	$36.0K	
Sable Packing Hall 368	lost	$44.0K	
Tern Clinic Plant 369	lost	$52.0K	
Vesper Glass Works 370	lost	$60.0K	
Weldon Facilities 371	lost	$68.0K	
Yarrow Grain House 372	lost	$76.0K	
Ostler Packing Hall 373	lost	$84.0K	
Fenwick Clinic Plant 374	lost	$20.0K	

Account	Stage	Revenue	Next step
Harlow Glass Works 375	lost	$28.0K	
Ives Facilities 376	lost	$36.0K	
Jasper Grain House 377	lost	$44.0K	
Kestrel Packing Hall 378	lost	$52.0K	
Linden Clinic Plant 379	lost	$60.0K	
Marlow Glass Works 380	lost	$68.0K	
Bramble Facilities 381	lost	$76.0K	
Pellam Grain House 382	lost	$84.0K	
Northwick Packing Hall 383	lost	$20.0K	
Calder Clinic Plant 384	lost	$28.0K	
Hest Glass Works 385	lost	$36.0K	
Morrow Facilities 386	lost	$44.0K	
Quinlan Grain House 387	lost	$52.0K	
Sable Packing Hall 388	lost	$60.0K	
Tern Clinic Plant 389	lost	$68.0K	
Vesper Glass Works 390	lost	$76.0K	
Weldon Facilities 391	lost	$84.0K	

Account	Stage	Revenue	Next step
Yarrow Grain House 392	lost	$20.0K	
Ostler Packing Hall 393	lost	$28.0K	
Fenwick Clinic Plant 394	lost	$36.0K	
Harlow Glass Works 395	lost	$44.0K	
Ives Facilities 396	lost	$52.0K	
Jasper Grain House 397	lost	$60.0K	
Kestrel Packing Hall 398	lost	$68.0K	
Linden Clinic Plant 399	lost	$76.0K	
Marlow Glass Works 400	lost	$84.0K	
Bramble Facilities 401	won	$20.0K	
Pellam Grain House 402	lost	$28.0K	
Northwick Packing Hall 403	lost	$36.0K	
Calder Clinic Plant 404	lost	$44.0K	
Hest Glass Works 405	lost	$52.0K	
Morrow Facilities 406	lost	$60.0K	
Quinlan Grain House 407	lost	$68.0K	
Sable Packing Hall 408	lost	$76.0K	

Account	Stage	Revenue	Next step
Tern Clinic Plant 409	lost	$84.0K	
Vesper Glass Works 410	lost	$20.0K	
Weldon Facilities 41 1	won	$28.0K	
Yarrow Grain House 412	lost	$36.0K	
Ostler Packing Hall 4 13	lost	$44.0K	
Fenwick Clinic Plant 414	lost	$52.0K	
Harlow Glass Works 415	lost	$60.0K	
Ives Facilities 416	lost	$68.0K	
Jasper Grain House 417	lost	$76.0K	
Kestrel Packing Hall 418	lost	$84.0K	
Linden Clinic Plant 4 19	lost	$20.0K	
Marlow Glass Works 420	lost	$28.0K	
Bramble Facilities 42 1	lost	$36.0K	
Pellam Grain House 422	lost	$44.0K	
Northwick Packing H all 423	lost	$52.0K	
Calder Clinic Plant 4 24	lost	$60.0K	
Hest Glass Works 4 25	lost	$68.0K	

Account	Stage	Revenue	Next step
Morrow Facilities 426	lost	$76.0K	
Quinlan Grain House 427	lost	$84.0K	
Sable Packing Hall 428	lost	$20.0K	
Tern Clinic Plant 429	lost	$28.0K	
Vesper Glass Works 430	lost	$36.0K	
Weldon Facilities 431	lost	$44.0K	
Yarrow Grain House 432	lost	$52.0K	
Ostler Packing Hall 433	lost	$60.0K	
Fenwick Clinic Plant 434	lost	$68.0K	
Harlow Glass Works 435	lost	$76.0K	
Ives Facilities 436	lost	$84.0K	
Jasper Grain House 437	lost	$20.0K	
Kestrel Packing Hall 438	lost	$28.0K	
Linden Clinic Plant 439	lost	$36.0K	
Marlow Glass Works 440	lost	$44.0K	
Bramble Facilities 441	lost	$52.0K	
Pellam Grain House 442	lost	$60.0K	

Account	Stage	Revenue	Next step
Northwick Packing Hall 443	lost	$68.0K	
Calder Clinic Plant 444	lost	$76.0K	
Hest Glass Works 445	lost	$84.0K	
Morrow Facilities 446	won	$20.0K	
Quinlan Grain House 447	lost	$28.0K	
Sable Packing Hall 448	lost	$36.0K	
Tern Clinic Plant 449	lost	$44.0K	
Vesper Glass Works 450	lost	$52.0K	
Weldon Facilities 451	lost	$60.0K	
Yarrow Grain House 452	lost	$68.0K	
Ostler Packing Hall 453	lost	$76.0K	
Fenwick Clinic Plant 454	lost	$84.0K	
Harlow Glass Works 455	lost	$20.0K	
Ives Facilities 456	won	$28.0K	
Jasper Grain House 457	lost	$36.0K	
Kestrel Packing Hall 458	lost	$44.0K	
Linden Clinic Plant 459	lost	$52.0K	

Account	Stage	Revenue	Next step
Marlow Glass Works 460	lost	$60.0K	
Bramble Facilities 461	lost	$68.0K	
Pellam Grain House 462	lost	$76.0K	
Northwick Packing Hall 463	lost	$84.0K	
Calder Clinic Plant 464	lost	$20.0K	
Hest Glass Works 465	lost	$28.0K	
Morrow Facilities 466	lost	$36.0K	
Quinlan Grain House 467	lost	$44.0K	
Sable Packing Hall 468	lost	$52.0K	
Tern Clinic Plant 469	lost	$60.0K	
Vesper Glass Works 470	lost	$68.0K	
Weldon Facilities 471	lost	$76.0K	
Yarrow Grain House 472	lost	$84.0K	
Ostler Packing Hall 473	lost	$20.0K	
Fenwick Clinic Plant 474	lost	$28.0K	
Harlow Glass Works 475	lost	$36.0K	
Ives Facilities 476	lost	$44.0K	

Account	Stage	Revenue	Next step
Jasper Grain House 477	lost	$52.0K	
Kestrel Packing Hall 478	lost	$60.0K	
Linden Clinic Plant 479	lost	$68.0K	
Marlow Glass Works 480	lost	$76.0K	
Bramble Facilities 001	lost	$84.0K	
Pellam Grain House 002	lost	$20.0K	
Northwick Packing Hall 003	lost	$28.0K	
Calder Clinic Plant 004	lost	$36.0K	
Hest Glass Works 005	lost	$44.0K	
Morrow Facilities 006	lost	$52.0K	
Quinlan Grain House 007	lost	$60.0K	
Sable Packing Hall 008	lost	$68.0K	
Tern Clinic Plant 009	lost	$76.0K	
Vesper Glass Works 010	lost	$84.0K	
Weldon Facilities 011	won	$20.0K	
Yarrow Grain House 012	lost	$28.0K	
Ostler Packing Hall 013	lost	$36.0K	

Account	Stage	Revenue	Next step
Fenwick Clinic Plant 014	lost	$44.0K	
Harlow Glass Works 015	lost	$52.0K	
Ives Facilities 016	lost	$60.0K	
Jasper Grain House 017	lost	$68.0K	
Kestrel Packing Hall 018	lost	$76.0K	
Linden Clinic Plant 019	lost	$84.0K	
Marlow Glass Works 020	lost	$20.0K	
Bramble Facilities 021	won	$28.0K	
Pellam Grain House 022	lost	$36.0K	
Northwick Packing Hall 023	lost	$44.0K	
Calder Clinic Plant 024	lost	$52.0K	
Hest Glass Works 025	lost	$60.0K	
Morrow Facilities 026	lost	$68.0K	
Quinlan Grain House 027	lost	$76.0K	
Sable Packing Hall 028	lost	$84.0K	
Tern Clinic Plant 029	lost	$20.0K	
Vesper Glass Works 030	lost	$28.0K	

Account	Stage	Revenue	Next step
Weldon Facilities 031	lost	$36.0K	
Yarrow Grain House 032	lost	$44.0K	
Ostler Packing Hall 033	lost	$52.0K	
Fenwick Clinic Plant 034	lost	$60.0K	
Harlow Glass Works 035	lost	$68.0K	
Ives Facilities 036	lost	$76.0K	
Jasper Grain House 037	lost	$84.0K	
Kestrel Packing Hall 038	lost	$20.0K	
Linden Clinic Plant 039	lost	$28.0K	
Marlow Glass Works 040	lost	$36.0K	
Bramble Facilities 041	lost	$44.0K	
Pellam Grain House 042	lost	$52.0K	
Northwick Packing Hall 043	lost	$60.0K	
Calder Clinic Plant 044	lost	$68.0K	
Hest Glass Works 045	lost	$76.0K	
Morrow Facilities 046	lost	$84.0K	
Quinlan Grain House 047	lost	$20.0K	

Account	Stage	Revenue	Next step
Sable Packing Hall 048	lost	$28.0K	
Tern Clinic Plant 049	lost	$36.0K	
Vesper Glass Works 050	lost	$44.0K	
Weldon Facilities 051	lost	$52.0K	
Yarrow Grain House 052	lost	$60.0K	
Ostler Packing Hall 053	lost	$68.0K	
Fenwick Clinic Plant 054	lost	$76.0K	
Harlow Glass Works 055	lost	$84.0K	
Ives Facilities 056	won	$20.0K	
Jasper Grain House 057	lost	$28.0K	
Kestrel Packing Hall 058	lost	$36.0K	
Linden Clinic Plant 059	lost	$44.0K	
Marlow Glass Works 060	lost	$52.0K	
Bramble Facilities 061	lost	$60.0K	
Pellam Grain House 062	lost	$68.0K	
Northwick Packing Hall 063	lost	$76.0K	
Calder Clinic Plant 064	lost	$84.0K	

Account	Stage	Revenue	Next step
Hest Glass Works 065	lost	$20.0K	
Morrow Facilities 066	won	$28.0K	
Quinlan Grain House 067	lost	$36.0K	
Sable Packing Hall 068	lost	$44.0K	
Tern Clinic Plant 069	lost	$52.0K	
Vesper Glass Works 070	lost	$60.0K	
Weldon Facilities 071	lost	$68.0K	
Yarrow Grain House 072	lost	$76.0K	
Ostler Packing Hall 073	lost	$84.0K	
Fenwick Clinic Plant 074	lost	$20.0K	
Harlow Glass Works 075	lost	$28.0K	
Ives Facilities 076	lost	$36.0K	
Jasper Grain House 077	lost	$44.0K	
Kestrel Packing Hall 078	lost	$52.0K	
Linden Clinic Plant 079	lost	$60.0K	
Marlow Glass Works 080	lost	$68.0K	
Bramble Facilities 081	lost	$76.0K	

Account	Stage	Revenue	Next step
Pellam Grain House 082	lost	$84.0K	
Northwick Packing Hall 083	lost	$20.0K	
Calder Clinic Plant 084	lost	$28.0K	
Hest Glass Works 085	lost	$36.0K	
Morrow Facilities 086	lost	$44.0K	
Quinlan Grain House 087	lost	$52.0K	
Sable Packing Hall 088	lost	$60.0K	
Tern Clinic Plant 089	lost	$68.0K	
Vesper Glass Works 090	lost	$76.0K	
Weldon Facilities 091	lost	$84.0K	
Yarrow Grain House 092	lost	$20.0K	
Ostler Packing Hall 093	lost	$28.0K	
Fenwick Clinic Plant 094	lost	$36.0K	
Harlow Glass Works 095	lost	$44.0K	
Ives Facilities 096	lost	$52.0K	
Jasper Grain House 097	lost	$60.0K	
Kestrel Packing Hall 098	lost	$68.0K	

Account	Stage	Revenue	Next step
Linden Clinic Plant 099	lost	$76.0K	
Marlow Glass Works 100	lost	$84.0K	
Bramble Facilities 101	won	$20.0K	
Pellam Grain House 102	lost	$28.0K	
Northwick Packing Hall 103	lost	$36.0K	
Calder Clinic Plant 104	lost	$44.0K	
Hest Glass Works 105	lost	$52.0K	
Morrow Facilities 106	lost	$60.0K	
Quinlan Grain House 107	lost	$68.0K	
Sable Packing Hall 108	lost	$76.0K	
Tern Clinic Plant 109	lost	$84.0K	
Vesper Glass Works 110	lost	$20.0K	
Weldon Facilities 111	won	$28.0K	
Yarrow Grain House 112	lost	$36.0K	
Ostler Packing Hall 113	lost	$44.0K	
Fenwick Clinic Plant 114	lost	$52.0K	
Harlow Glass Works 115	lost	$60.0K	

Account	Stage	Revenue	Next step
Ives Facilities 116	lost	$68.0K	
Jasper Grain House 117	lost	$76.0K	
Kestrel Packing Hall 118	lost	$84.0K	
Linden Clinic Plant 119	lost	$20.0K	
Marlow Glass Works 120	lost	$28.0K	
Bramble Facilities 121	lost	$36.0K	
Pellam Grain House 122	lost	$44.0K	
Northwick Packing Hall 123	lost	$52.0K	
Calder Clinic Plant 124	lost	$60.0K	
Hest Glass Works 125	lost	$68.0K	
Morrow Facilities 126	lost	$76.0K	
Quinlan Grain House 127	lost	$84.0K	
Sable Packing Hall 128	lost	$20.0K	
Tern Clinic Plant 129	lost	$28.0K	
Vesper Glass Works 130	lost	$36.0K	
Weldon Facilities 131	lost	$44.0K	
Yarrow Grain House 132	lost	$52.0K	

Account	Stage	Revenue	Next step
Ostler Packing Hall 133	lost	$60.0K	
Fenwick Clinic Plant 134	lost	$68.0K	
Harlow Glass Works 135	lost	$76.0K	
Ives Facilities 136	lost	$84.0K	
Jasper Grain House 137	lost	$20.0K	
Kestrel Packing Hall 138	lost	$28.0K	
Linden Clinic Plant 139	lost	$36.0K	
Marlow Glass Works 140	lost	$44.0K	
Bramble Facilities 141	lost	$52.0K	
Pellam Grain House 142	lost	$60.0K	
Northwick Packing Hall 143	lost	$68.0K	
Calder Clinic Plant 144	lost	$76.0K	
Hest Glass Works 145	lost	$84.0K	
Morrow Facilities 146	won	$20.0K	
Quinlan Grain House 147	lost	$28.0K	
Sable Packing Hall 148	lost	$36.0K	
Tern Clinic Plant 149	lost	$44.0K	

Account	Stage	Revenue	Next step
Vesper Glass Works 150	lost	$52.0K	
Weldon Facilities 151	lost	$60.0K	
Yarrow Grain House 152	lost	$68.0K	
Ostler Packing Hall 153	lost	$76.0K	
Fenwick Clinic Plant 154	lost	$84.0K	
Harlow Glass Works 155	lost	$20.0K	
Ives Facilities 156	won	$28.0K	
Jasper Grain House 157	lost	$36.0K	
Kestrel Packing Hall 158	lost	$44.0K	
Linden Clinic Plant 159	lost	$52.0K	
Marlow Glass Works 160	lost	$60.0K	
Bramble Facilities 161	lost	$68.0K	
Pellam Grain House 162	lost	$76.0K	
Northwick Packing Hall 163	lost	$84.0K	
Calder Clinic Plant 164	lost	$20.0K	
Hest Glass Works 165	lost	$28.0K	
Morrow Facilities 166	lost	$36.0K	

Account	Stage	Revenue	Next step
Quinlan Grain House 167	lost	$44.0K	
Sable Packing Hall 168	lost	$52.0K	
Tern Clinic Plant 169	lost	$60.0K	
Vesper Glass Works 170	lost	$68.0K	
Weldon Facilities 171	lost	$76.0K	
Yarrow Grain House 172	lost	$84.0K	
Ostler Packing Hall 173	lost	$20.0K	
Fenwick Clinic Plant 174	lost	$28.0K	
Harlow Glass Works 175	lost	$36.0K	
Ives Facilities 176	lost	$44.0K	
Jasper Grain House 177	lost	$52.0K	
Kestrel Packing Hall 178	lost	$60.0K	
Linden Clinic Plant 179	lost	$68.0K	
Marlow Glass Works 180	lost	$76.0K	
Bramble Facilities 181	lost	$84.0K	
Pellam Grain House 182	lost	$20.0K	
Northwick Packing Hall 183	lost	$28.0K	

Account	Stage	Revenue	Next step
Calder Clinic Plant 184	lost	$36.0K	
Hest Glass Works 185	lost	$44.0K	
Morrow Facilities 186	lost	$52.0K	
Quinlan Grain House 187	lost	$60.0K	
Sable Packing Hall 188	lost	$68.0K	
Tern Clinic Plant 189	lost	$76.0K	
Vesper Glass Works 190	lost	$84.0K	
Weldon Facilities 191	won	$20.0K	
Yarrow Grain House 192	lost	$28.0K	
Ostler Packing Hall 193	lost	$36.0K	
Fenwick Clinic Plant 194	lost	$44.0K	
Harlow Glass Works 195	lost	$52.0K	
Ives Facilities 196	lost	$60.0K	
Jasper Grain House 197	lost	$68.0K	
Kestrel Packing Hall 198	lost	$76.0K	
Linden Clinic Plant 199	lost	$84.0K	
Marlow Glass Works 200	lost	$20.0K	

Account	Stage	Revenue	Next step
Bramble Facilities 201	won	$28.0K	
Pellam Grain House 202	lost	$36.0K	
Northwick Packing Hall 203	lost	$44.0K	
Calder Clinic Plant 204	lost	$52.0K	
Hest Glass Works 205	lost	$60.0K	
Morrow Facilities 206	lost	$68.0K	
Quinlan Grain House 207	lost	$76.0K	
Sable Packing Hall 208	lost	$84.0K	
Tern Clinic Plant 209	lost	$20.0K	
Vesper Glass Works 210	lost	$28.0K	
Weldon Facilities 211	lost	$36.0K	
Yarrow Grain House 212	lost	$44.0K	
Ostler Packing Hall 213	lost	$52.0K	
Fenwick Clinic Plant 214	lost	$60.0K	
Harlow Glass Works 215	lost	$68.0K	
Ives Facilities 216	lost	$76.0K	
Jasper Grain House 217	lost	$84.0K	

Account	Stage	Revenue	Next step
Kestrel Packing Hall 218	lost	$20.0K	
Linden Clinic Plant 2 19	lost	$28.0K	
Marlow Glass Works 220	lost	$36.0K	

Locked months

Month	Rep call	Won
2025-09	$1.8M	$1.3M
2025-10	$1.8M	$1.3M
2025-11	$1.8M	$1.4M
2025-12	$1.8M	$1.5M
2026-01	$1.8M	$1.6M
2026-02	$1.9M	$1.3M
2026-03	$1.9M	$1.4M
2026-04	$1.9M	$1.5M
2026-05	$1.9M	$1.6M
2026-06	$1.9M	$1.7M
2026-07	$1.9M	$1.4M
2026-08	$2.0M	$1.5M
2026-09	$2.0M	$1.6M
2026-10	$2.0M	$1.7M

Win and loss reasons

Win and loss reasons

Reason	Won	Lost	Revenue
relationship	3	0	$260.0K
product fit	1	0	$70.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
Unknown	1	0	$80.0K
price	3	0	$60.0K
product fit	1	2	$84.0K
service level	1	2	$108.0K
lead time or availability	1	2	$132.0K
relationship	1	2	$156.0K
timing	0	3	$180.0K
incumbent or status quo	1	2	$204.0K
no decision	1	2	$228.0K
in-house	1	2	$252.0K
other	1	2	$60.0K
price	3	0	$84.0K
product fit	1	2	$108.0K

Reason	Won	Lost	Revenue
service level	1	2	$132.0K

Price discipline

A floor read from Pricing is not edited here.

Discount and win rate

Band	Deals	Win rate
0 to 5%	162	0.5062
5 to 10%	439	0.2255
Over 10%	73	0.3151

Coverage

Cost to serve is typed. It is not invented.

Coverage

Segment	Mode	Accounts	Profit	Cost to serve
Core	key account manager	57	$15.6M	$294.0K
Middle	inside rep	89	$2.9M	$144.0K
Tail	field rep	334	$223.2K	$8.0M

Quota and territory

Quota is an aim. It does not post. No individual pay is stored.

Quota

Rep	Quota	Potential
Nia Calder	$723.8K	$2.3M
Owen Pell	$1.1M	$2.3M
Ruth Quinlan	$1.2M	$2.2M
Seth Morrow	$1.6M	$2.2M
Tara Vesper	$1.1M	$2.3M
Uma Weld	$95.2K	$2.1M
Vic Yarrow	$3.0M	$2.0M
Willa Fenwick	$3.8M	$2.2M
Luis Ortega	$2.5M	$1.9M

Territory

Balance index 3.9726.

Territories

Territory	Owner	Profit
North	Nia Calder	$18.0M
South	Owen Pell	$1.1M
East	Ruth Quinlan	$389.4K
West	Seth Morrow	−$663.1K

Rep scorecard

For coaching. No pay is stored.

Rep scorecard

Rep	Revenue attainment	Profit attainment	Word
Nia Calder	105%	Unknown	On track
Owen Pell	96%	Unknown	On track
Ruth Quinlan	78%	Unknown	Watch
Seth Morrow	70%	Unknown	Watch
Tara Vesper	42%	Unknown	Off track
Uma Weld	84%	Unknown	Watch
Vic Yarrow	55%	Unknown	Off track
Willa Fenwick	48%	Unknown	Off track
Luis Ortega	92%	Unknown	On track

Won revenue by month

2026-01 to 2027-01 · won revenue · one total per month

Won revenue is the closed-won dollar in that month. A month with no won deal stays off the line. It is not on the Profit Bridge.

Nothing here posts.

Closed-won dollars

Month	Won revenue
2026-01	$608.0K
2026-02	$628.0K
2026-03	$744.0K
2026-04	$628.0K
2026-05	$628.0K
2026-06	$612.0K
2026-07	$740.0K
2026-08	$664.0K
2026-09	$612.0K
2026-10	$858.0K
2026-12	$640.0K
2027-01	$160.0K

Tail path

The cost to serve released by a move is an estimate, not a dollar.

Tail path

Account	Path or guard	Owner
Weldon Facilities 451		
Bramble Facilities 461		
Calder Clinic Plant 464		
Fenwick Clinic Plant 454		
Fenwick Clinic Plant 474		
Harlow Glass Works 455		
Harlow Glass Works 475		
Hest Glass Works 465		
Ives Facilities 456		
Ives Facilities 476		
Jasper Grain House 457		
Jasper Grain House 477		
Kestrel Packing Hall 458		
Kestrel Packing Hall 478		
Linden Clinic Plant 459		
Linden Clinic Plant 479		
Marlow Glass Works 460		
Marlow Glass Works 480		
Morrow Facilities 466		
Northwick Packing Hall 463		
Ostler Packing Hall 453		
Ostler Packing Hall 473		
Pellam Grain House 462		
Quinlan Grain House 467		

Account	Path or guard	Owner
Sable Packing Hall 468		
Sable Packing Hall 168	emerging	
Tern Clinic Plant 169	new	
Vesper Glass Works 170	under contract	
Sable Packing Hall 328	emerging	
Tern Clinic Plant 329	new	
Vesper Glass Works 330	under contract	

Whitespace

Peer median spend is an estimate, not a dollar.

Whitespace

Account	Family	Mark
Bramble Facilities 001	Drive belt 03	estimate, not a dollar
Bramble Facilities 001	Filter element 05	estimate, not a dollar
Bramble Facilities 001	Gasket set 06	estimate, not a dollar
Bramble Facilities 021	Bearing kit 01	estimate, not a dollar
Bramble Facilities 021	Seal pack 02	estimate, not a dollar
Bramble Facilities 041	Coupling 04	estimate, not a dollar
Bramble Facilities 041	Drive belt 03	estimate, not a dollar
Bramble Facilities 081	Bearing kit 01	estimate, not a dollar
Bramble Facilities 081	Seal pack 02	estimate, not a dollar
Bramble Facilities 101	Drive belt 03	estimate, not a dollar
Bramble Facilities 101	Coupling 04	estimate, not a dollar
Bramble Facilities 121	Filter element 05	estimate, not a dollar
Bramble Facilities 121	Gasket set 06	estimate, not a dollar
Bramble Facilities 141	Bearing kit 01	estimate, not a dollar
Bramble Facilities 141	Seal pack 02	estimate, not a dollar
Calder Clinic Plant 004	Seal pack 02	estimate, not a dollar
Calder Clinic Plant 004	Drive belt 03	estimate, not a dollar
Calder Clinic Plant 024	Coupling 04	estimate, not a dollar
Calder Clinic Plant 024	Filter element 05	estimate, not a dollar
Calder Clinic Plant 044	Bearing kit 01	estimate, not a dollar
Calder Clinic Plant 044	Gasket set 06	estimate, not a dollar
Calder Clinic Plant 064	Drive belt 03	estimate, not a dollar
Calder Clinic Plant 064	Seal pack 02	estimate, not a dollar
Calder Clinic Plant 084	Coupling 04	estimate, not a dollar

Account	Family	Mark
Calder Clinic Plant 084	Filter element 05	estimate, not a dollar

Approved wins

Only an approved win is on the Profit Bridge from the new path.

Approved wins

Account	Dollar	Evidence	Approver
Approved Win 1	$18.0K	SO-2401	Luis Ortega
Approved Win 2	$26.5K	SO-2402	Luis Ortega
Approved Win 3	$31.2K	SO-2403	Luis Ortega

How to run sales

Key accounts. Put the plan on the few customers who hold most of the profit. Core is the smallest set that reaches 80% of known profit. A Core account without a plan, an owner, and a dated next step is the first fix this week. The tail does not get Core time.

Win and loss discipline. Every closed deal needs a reason from the list: price, product fit, service level, lead time or availability, relationship, timing, incumbent or status quo, no decision, in-house, or other. No decision is kept apart. It is not a loss to someone else. A desk decision of won, lost, or slipped records that reason. It does not change the Profit Bridge.

Raving-fan account growth. Grow the accounts that already buy and already pay. Ask what else they buy elsewhere, then earn the next line by moving a number they care about. A raving-fan account is a Core account that buys again, brings the next customer, and is reviewed within 90 days. Do not invent a dollar for that growth. Name it, write the assumption, and approve it before it reaches the bridge.