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| **2023 Awards** |  |  |  |  |
| **TECH** | **Recipient** | **Hours** |  |  |
| **Captain America (Total Hours Worked)** |  |  |  |  |
| LR MR | Lee Pettey | 1,899 |  |  |
| LR HR | Johnathan Kirkpatrick | 2,279 |  |  |
| ML MR | Nigel Hill | 2,466 |  |  |
| ML HR | Lee Stansell | 2,912 |  |  |
| **Duct Tape (Total Overtime Hours Worked)** |  |  |  |  |
| LR MR | Trevor Hall | 370 |  |  |
| ML MR | Nigel Hill | 450 |  |  |
| **Golden Phone (Most Service Call Hours Worked)** |  |  |  |  |
| LR HR | Johnathan Kirkpatrick | 955 |  |  |
| ML HR | Lee Stansell | 1,146 |  |  |
| **Inspector Gadget (Most Inspection Hours Worked)** |  |  |  |  |
| LR HR | Joseph Potter | 848 |  |  |
| ML HR | John Farmer | 1,086 |  |  |
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|  | **Outside Sales** |  | **Inside Sales** |  |
| **Inside & OUTSIDE Sales** | **Area/Rep** | **Result** | **Area/Rep** | **Result** |
| Margin % Leader | Wayne Vannucci | 40.22% | Seth Blanton | 37.29% |
| Revenue Leader | Travis Payne |  $ 4,995,028  | Sherry Sullivan |  $ 2,927,410  |
| Growth Leader Y/Y% | Brendan Zahn | 38.87% | Sherry Sullivan | 80.03% |
| Growth Leader Y/Y$ | Brendan Zahn | $901,100  | Sherry Sullivan |  $ 1,301,356  |
| New Account Leader | Travis Payne | 77 | Sherry Sullivan | 243 |
| New Accounts $ Leader | Troy Glover | $473,552  | Sherry Sullivan |  $ 384,771  |
| Growth in Sales Margin % | Wayne Vannucci | 4.90% |  |  |
| HI+RI Growth Leader Y/Y % | Caleb Champion | 49.82% |  |  |
| HI+RI Growth Leader Y/Y $ | Caleb Champion |  $ 259,291  |  |  |
| HI+RI Growth Leader Y/Y Count | Wayne | 50 |  |  |
| Total Activity | Travis Payne | 3672 | Sherry Sullivan | 5423 |
| Call King | Travis Payne | 520 |  |  |
| President's Club (Ann. Budget Margin $) | Brendan, Caleb, Travis, Troy |  |  |  |
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| **Operating Manager of the Year** |  |  |  |  |
| Sales Profitability | ML Motor | 46.80% |  |  |
| Margin Improvement  | ML Crane | $'s +63.65%; $'s +7.90% |  |  |
| Revenue Growth in Territory | LR Crane | 80.79% |  |  |
| Sales Volume Growth Award | ML Parts | $1,138,652  |  |  |
| Growth in Sales Margin | ML Crane | 7.90% |  |  |
| Growth in Sales Margin $ | ML Parts |  $ 242,433  |  |  |
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| High Margin Jobs Improvement |   | # of HM Jobs% | # of HM Jobs | % of Jobs HM |
|  | ML MR | 32.88% | ML HR: 99 | ML MR: 15.58% |
| Low Margin Jobs Improvement | LM # Jobs Y/Y | LR MR | -21 |  |
|  | LM # Jobs Y/Y % | LR MR | -19.63% |  |
|  | LM $ Y/Y | ML CS |  $ (449,512) |  |
|  | LM# % of Total# | LR HR | -1.93% |  |
|  | Missed Margin  | ML HR |  $ (56,878) |  |
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| Profit Contribution Improvement % Growth and Volume Growth | ML CS +$343,085 | LR CS +120.6% |  |  |
|  | Revenue $ | Revenue % | Profit Contr $ | Profit Contr $ |
| Budget Achievement by Department | ML Parts +$759,678 | ML Parts +120.3% | ML CS +$225,942 | ML CS +151.1% |
| Inside Sales Budget Achievement | Sales +110.9% | Profit Contr +113.5% |   |   |
| Inside Sales Department Rocks Achievement % | 49% |  |  |  |
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| **Zones/Planners** |  |  |  |  |
| Growth in New Inspections | Zone 1C | 25 |  |  |
|  |  |  |  |  |
|  | Wayne | 50 |  |  |
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| Growth in RAI Hit Rate | Zone 1B | 129.23% |  |  |
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| Planner of the year | Danielle Jackson |  |  |  |
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| Admin of the Year | Ashley Summerfield |  |  |  |
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