

The Monthly Roll-Up

August close · prepared for the president of a two-shop electrical equipment manufacturer, ~\$36M combined (fictional). One shop on the legacy ERP, the acquisition on QuickBooks — one picture anyway, the Friday after close. Nobody stitches it.

THREE THINGS THAT NEED YOU THIS MONTH

- 1

Decide RM-408 this week — overtime or move the build to the main plant. SERIOUS · \$280K
Panel-shop hours run 96% loaded through October; the Sep 26 promise date slips without one of the two. The hours math is attached.
- 2

Have the acquired shop's labor burden re-mapped — half its margin gap is accounting. WATCH · ~\$14K/MO
Its margin reads 3.5 points under the main plant; about half is labor-burden accounting, not shop performance. The normalized number below is the honest comparison.
- 3

Fix the intercompany order at the source — it booked in both systems in August. WATCH · BOOKS ONLY
The roll-up nets it out automatically, so the combined numbers are clean — but each shop's own books still carry the double count.

THE MONTH IN FOUR NUMBERS — WITH THE TWELVE MONTHS BEHIND THEM



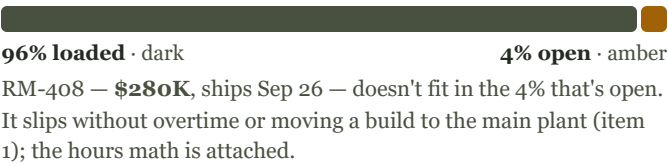
BY ENTITY — TWO SYSTEMS, ONE TABLE

ENTITY	BOOKINGS	SHIPMENTS	BACKLOG	MARGIN	— 27% PLAN	NOTE
Main plant (ERP)	\$2.14M	\$1.48M	\$6.9M		28.3%	on plan
Acquired shop (QuickBooks)	\$1.27M	\$0.78M	\$2.9M		24.8%	labor loads differently — see item 2 above
Combined	\$3.41M	\$2.26M	\$9.8M		27.1%	intercompany netted out — see item 3 above

TOP OPEN ORDERS — \$3.07M, PROMISE DATES AGAINST THE SHOP LOAD

\$1.24M SG-2214	\$940K PD-1187	\$610K SG-2231	\$280K RM-408
SG-2214 utility switchgear — ships Nov 14, on plan. PD-1187 data-center PDUs — ships Oct 30; copper bus arrives Sep 12. SG-2231 hospital retrofit — ships Dec 5; submittals approved. RM-408 retrofit kits — ships Sep 26, at risk on panel-shop hours (item 1).			

PANEL SHOP — LOAD THROUGH OCTOBER



This is a sample with made-up numbers. Yours is built from your real systems — QuickBooks, Excel, your ERP, your dispatch sheets — in your format, on your schedule. Flat \$1,500/month, month to month, and your first invoice doesn't go out until your first correct report lands. · [databrosftw.com/standing-reports](#)