

**YOUR REPAIR SHOP**  
 123 MAIN STREET  
 ANYTOWN, MN 55555  
 Phone - 612-123-1234 Fax - 612-123-1235

**Sales/Profit/Margin By Category - Summary Only**

Report Date: 7/28/2005 5:58 pm

For Dates From 1/1/2005 To 1/31/2005

	Parts Sold	Parts Sale	Parts Cost	Parts Margin%	Labor Units	Labor Sale	Sublet Labor	Sublet Cost	Total Sales	Total Margin \$	Total Margin %
Unassigned	0	\$0.00	\$0.00	0.00%	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
A/c	109	\$377.95	\$152.21	59.73%	7	\$350.00	\$0.00	\$0.00	\$727.95	\$575.74	79.09%
Alignments	0	\$0.00	\$0.00	0.00%	96	\$5,491.06	\$0.00	\$0.00	\$5,491.06	\$5,491.06	100.00%
Alignments (fleet)	0	\$0.00	\$0.00	0.00%	28	\$1,119.72	\$0.00	\$0.00	\$1,119.72	\$1,119.72	100.00%
Batteries (only)	18	\$1,341.66	\$826.47	38.40%	12	\$179.91	\$0.00	\$0.00	\$1,521.57	\$695.10	45.68%
Belts	41	\$2,040.20	\$857.45	57.97%	33	\$2,404.99	\$0.00	\$0.00	\$4,445.19	\$3,587.74	80.71%
Brake Clean & Adjust Rear	0	\$0.00	\$0.00	0.00%	13	\$323.88	\$0.00	\$0.00	\$323.88	\$323.88	100.00%
Brake Drums	9	\$429.76	\$227.14	47.15%	0	\$0.00	\$0.00	\$0.00	\$429.76	\$202.62	47.15%
Brake Hoses	2	\$69.72	\$26.49	62.01%	0	\$0.00	\$0.00	\$0.00	\$69.72	\$43.23	62.01%
Brake Pads	50	\$2,816.09	\$1,302.16	53.76%	5	\$375.00	\$0.00	\$0.00	\$3,191.09	\$1,888.93	59.19%
Brake Rotors	46	\$3,189.66	\$1,386.42	56.53%	0	\$0.00	\$0.00	\$0.00	\$3,189.66	\$1,803.24	56.53%
Brake Shoes	9	\$326.81	\$140.69	56.95%	0	\$0.00	\$0.00	\$0.00	\$326.81	\$186.12	56.95%
Brake System Front	18	\$811.78	\$440.01	45.80%	49	\$3,824.99	\$0.00	\$0.00	\$4,636.77	\$4,196.76	90.51%
Brake Sytem Rear	30	\$1,452.49	\$624.34	57.02%	19	\$2,294.99	\$0.00	\$0.00	\$3,747.48	\$3,123.14	83.34%
Charging/starting System	0	\$0.00	\$0.00	0.00%	4	\$49.96	\$0.00	\$0.00	\$49.96	\$49.96	100.00%
Cooling System Services	16	\$741.62	\$395.97	46.61%	15	\$1,739.98	\$0.00	\$0.00	\$2,481.60	\$2,085.63	84.04%
Dealer Parts	14	\$1,011.67	\$849.33	16.05%	8	\$630.00	\$0.00	\$0.00	\$1,641.67	\$792.34	48.26%
Discount Labor	0	\$0.00	\$0.00	0.00%	838	(\$5,003.99)	\$0.00	\$0.00	(\$5,003.99)	(\$5,003.99)	-100.00%
Discount Parts	-731	(\$10,888.32)	(\$0.01)	-100.00%	0	\$0.00	\$0.00	\$0.00	(\$10,888.32)	(\$10,888.31)	-100.00%
Discount Parts/labor	0	\$0.00	\$0.00	0.00%	1	\$75.00	\$0.00	\$0.00	\$75.00	\$75.00	100.00%
Discount Tires	-84	(\$1,815.96)	\$0.00	-100.00%	0	\$0.00	\$0.00	\$0.00	(\$1,815.96)	(\$1,815.96)	-100.00%
Dot Registration	13	\$0.00	\$0.13	0.00%	0	\$0.00	\$0.00	\$0.00	\$0.00	(\$0.13)	0.00%

	Parts Sold	Parts Sale	Parts Cost	Parts Margin%	Labor Units	Labor Sale	Sublet Labor	Sublet Cost	Total Sales	Total Margin \$	Total Margin %
Drivability / Eng Lights	2	\$175.31	\$78.71	55.10%	32	\$2,469.73	\$0.00	\$0.00	\$2,645.04	\$2,566.33	97.02%
Drive Axles C-v/rear End	8	\$392.35	\$225.61	42.50%	7	\$1,132.00	\$0.00	\$99.00	\$1,524.35	\$1,199.74	78.71%
Electrical	26	\$2,648.42	\$1,645.47	37.87%	22	\$1,674.99	\$0.00	\$0.00	\$4,323.41	\$2,677.94	61.94%
Engine Mechanical Repair	34	\$2,759.92	\$1,357.40	50.82%	24	\$4,879.99	\$0.00	\$0.00	\$7,639.91	\$6,282.51	82.23%
Engine Tuneup	4	\$221.96	\$89.38	59.73%	1	\$89.99	\$0.00	\$0.00	\$311.95	\$222.57	71.35%
Exhaust	8	\$1,189.26	\$682.54	42.61%	8	\$497.00	\$0.00	\$0.00	\$1,686.26	\$1,003.72	59.52%
Filter Fuel	19	\$480.37	\$192.37	59.95%	19	\$1,115.00	\$0.00	\$0.00	\$1,595.37	\$1,403.00	87.94%
Filters Air	72	\$857.79	\$419.09	51.14%	0	\$0.00	\$0.00	\$0.00	\$857.79	\$438.70	51.14%
Filters Cabin	6	\$202.94	\$72.92	64.07%	0	\$0.00	\$0.00	\$0.00	\$202.94	\$130.02	64.07%
Fluids (misc)	39	\$479.39	\$197.25	58.85%	0	\$0.00	\$0.00	\$0.00	\$479.39	\$282.14	58.85%
Flushes Wynns	78	\$2,781.61	\$1,149.99	58.66%	78	\$2,931.65	\$0.00	\$0.00	\$5,713.26	\$4,563.27	79.87%
Fuel Delivery System	5	\$947.46	\$501.21	47.10%	4	\$560.00	\$0.00	\$0.00	\$1,507.46	\$1,006.25	66.75%
Gift Certificates	-2	(\$270.00)	(\$270.00)	0.00%	0	\$0.00	\$0.00	\$0.00	(\$270.00)	\$0.00	0.00%
Intake Manifolds	2	\$138.83	\$63.82	54.03%	2	\$630.00	\$0.00	\$0.00	\$768.83	\$705.01	91.70%
Light Bulbs	33	\$226.26	\$84.82	62.51%	17	\$181.97	\$0.00	\$0.00	\$408.23	\$323.41	79.22%
Lug Nuts/studs	17	\$172.76	\$130.74	24.32%	3	\$90.00	\$0.00	\$0.00	\$262.76	\$132.02	50.24%
Maintenance	5	\$114.80	\$46.47	59.52%	6	\$359.45	\$0.00	\$0.00	\$474.25	\$427.78	90.20%
Misc Sales Waste Oil Inc	4	\$672.36	\$0.04	99.99%	0	\$0.00	\$0.00	\$0.00	\$672.36	\$672.32	99.99%
Moog Front End Parts	52	\$2,867.05	\$1,303.22	54.55%	45	\$4,971.99	\$0.00	\$0.00	\$7,839.04	\$6,535.82	83.38%
Oil	4,279	\$7,226.46	\$6,067.25	16.04%	791	\$3,165.00	\$0.00	\$0.00	\$10,391.46	\$4,324.21	41.61%
Oil Change Cards	93	\$4,049.10	\$1,860.00	54.06%	0	\$0.00	\$0.00	\$0.00	\$4,049.10	\$2,189.10	54.06%
Oil Filters	791	\$6,292.36	\$1,313.64	79.12%	0	\$0.00	\$0.00	\$0.00	\$6,292.36	\$4,978.72	79.12%
Oil/filter Environmental	311	\$612.97	\$3.11	99.49%	0	\$0.00	\$0.00	\$0.00	\$612.97	\$609.86	99.49%
Paid Outs -03	-11	(\$249.73)	(\$0.02)	-99.99%	0	\$0.00	\$0.00	\$0.00	(\$249.73)	(\$249.71)	-99.99%
Shocks	10	\$419.92	\$255.30	39.20%	5	\$430.00	\$0.00	\$0.00	\$849.92	\$594.62	69.96%
Steering Pumps,racks,hose	6	\$787.83	\$437.56	44.46%	4	\$740.00	\$0.00	\$0.00	\$1,527.83	\$1,090.27	71.36%
Steering Services (ps)	2	\$134.99	\$62.55	53.66%	2	\$336.00	\$0.00	\$0.00	\$470.99	\$408.44	86.72%

	Parts Sold	Parts Sale	Parts Cost	Parts Margin%	Labor Units	Labor Sale	Sublet Labor	Sublet Cost	Total Sales	Total Margin \$	Total Margin %
Struts	17	\$1,239.70	\$649.60	47.60%	8	\$1,080.00	\$0.00	\$0.00	\$2,319.70	\$1,670.10	72.00%
Tire Disposal Fees	985	\$1,793.90	\$640.25	64.31%	0	\$0.00	\$0.00	\$0.00	\$1,793.90	\$1,153.65	64.31%
Tire Services	176	\$1,257.74	\$1.76	99.86%	1,389	\$3,824.38	\$0.00	\$0.00	\$5,082.12	\$5,080.36	99.97%
Tire Shop Supplies	446	\$1,330.42	\$4.91	99.63%	0	\$0.00	\$0.00	\$0.00	\$1,330.42	\$1,325.51	99.63%
Tires	1,064	\$77,309.29	\$60,982.41	21.12%	0	\$0.00	\$0.00	\$0.00	\$77,309.29	\$16,326.88	21.12%
Tires Lifetime Balance	921	\$7,117.93	\$9.21	99.87%	0	\$0.00	\$0.00	\$0.00	\$7,117.93	\$7,108.72	99.87%
Tires Tpp Warranties	429	\$68.00	\$4.29	93.69%	0	\$0.00	\$0.00	\$0.00	\$68.00	\$63.71	93.69%
Towing/courier/(sublet)	0	\$0.00	\$0.00	0.00%	4	\$0.00	\$539.00	\$289.00	\$539.00	\$250.00	46.38%
Tpp Free Replacement	419	\$2,414.00	\$4.19	99.83%	0	\$0.00	\$0.00	\$0.00	\$2,414.00	\$2,409.81	99.83%
Tune Up	90	\$1,202.34	\$510.89	57.51%	30	\$1,940.00	\$0.00	\$0.00	\$3,142.34	\$2,631.45	83.74%
Valve Stems	950	\$1,813.07	\$237.50	86.90%	0	\$0.00	\$0.00	\$0.00	\$1,813.07	\$1,575.57	86.90%
Wheel Bearing	21	\$2,068.06	\$856.29	58.59%	11	\$2,080.00	\$0.00	\$0.00	\$4,148.06	\$3,291.77	79.36%
Wheels	19	\$2,887.80	\$2,189.59	24.18%	0	\$0.00	\$0.00	\$0.00	\$2,887.80	\$698.21	24.18%
Wiper Blades	91	\$904.59	\$331.64	63.34%	1	\$100.00	\$0.00	\$0.00	\$1,004.59	\$672.95	66.99%
Z Misc Labor	0	\$0.00	\$0.00	0.00%	2	\$67.50	\$0.00	\$0.00	\$67.50	\$67.50	100.00%

**TOTALS**

Category	Parts Sold	Parts Sale	Parts Cost	Parts Margin %	Labor Units	Labor Sale	Sublet Labor	Sublet Cost	Total Sales	Total Margin \$	Total Margin %
<b>Grand Totals</b>	11,081	\$139,644.71	\$91,621.77	34.39%	3,643	\$49,202.13	\$539.00	\$388.00	\$189,385.84	\$97,376.07	51.42%
							Shop Supply Revenue		\$3,167.52	\$3,167.52	100.00%
							Haz Waste Revenue		\$0.00	\$0.00	0.00%
<b>GRAND TOTALS</b>	<b>11,081</b>	<b>\$139,644.71</b>	<b>\$91,621.77</b>	<b>34.39%</b>	<b>3,643</b>	<b>\$49,202.13</b>	<b>\$539.00</b>	<b>\$388.00</b>	<b>\$192,553.36</b>	<b>\$100,543.59</b>	<b>52.22%</b>
							Taxes Collected		\$7,462.43		
									<u>\$200,015.79</u>		

**History Table Summary**

History Table	Parts	Labor	Shop Supplies	Parts+Labor+Shop	Discount	Tax	Haz Waste	Invoice
<b>Grand Totals:</b>	<b>\$139,644.71</b>	<b>\$49,741.13</b>	<b>\$3,167.52</b>	<b>\$192,553.36</b>	<b>\$0.00</b>	<b>\$7,462.43</b>	<b>\$0.00</b>	<b>\$200,015.79</b>