

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

**Retail Exceptions By Category - Detail (Missed Profit)**

Report Date: 7/28/2005 4:55 pm

NOTE: Some differences between current and invoice amounts may be due to price increases.

For Dates From **12/1/2004** To **12/11/2004**

Grouped by Category. Sorted by Date Posted, Service Writer.

Date	Service Writer	Invoice	Part No.	Current Retail	Invoice Retail	Qty	Current Extended	Invoice Extended	Missed Profit
<b>Belts - 161</b>									
12-01-04	Carl Florek	19907	K060806	\$46.99	\$0.00	1	\$46.99	\$0.00	(\$46.99)
<b>Belts - 161</b>				<b>1 Missed Opportunities</b>		<b>1</b>	<b>\$46.99</b>	<b>\$0.00</b>	<b>(\$46.99)</b>
<b>Brake Pads - 156</b>									
12-01-04	Joe Swift	19912	RD601	\$49.99	\$0.00	1	\$49.99	\$0.00	(\$49.99)
12-06-04	Carl Florek	20236	RMD699	\$47.99	\$19.40	1	\$47.99	\$19.40	(\$28.59)
12-09-04	Joe Swift	20467	RMD679	\$57.99	\$44.99	1	\$57.99	\$44.99	(\$13.00)
<b>Brake Pads - 156</b>				<b>3 Missed Opportunities</b>		<b>3</b>	<b>\$155.97</b>	<b>\$64.39</b>	<b>(\$91.58)</b>
<b>Filters Air - 153</b>									
12-09-04	Jesse Newman	20500	26153	\$10.99	\$5.24	1	\$10.99	\$5.24	(\$5.75)
<b>Filters Air - 153</b>				<b>1 Missed Opportunities</b>		<b>1</b>	<b>\$10.99</b>	<b>\$5.24</b>	<b>(\$5.75)</b>
<b>Oil - 168</b>									
12-06-04	Carl Florek	20236	5W30	\$1.60	\$1.51	8	\$12.00	\$11.33	(\$0.68)
<b>Oil - 168</b>				<b>1 Missed Opportunities</b>		<b>8</b>	<b>\$12.00</b>	<b>\$11.33</b>	<b>(\$0.68)</b>
<b>Oil Change Cards - 149</b>									
12-01-04	Don Maddox	19913	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-01-04	Don Maddox	19966	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-01-04	Don Maddox	19974	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-01-04	Don Maddox	19910	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-01-04	Joe Swift	19931	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-01-04	Robert Freman	19963	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-01-04	Robert Freman	19967	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-02-04	Corey Lanley	20015	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-02-04	Don Maddox	20037	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-02-04	Jesse Newman	20033	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-02-04	Jesse Newman	20034	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-03-04	Carl Florek	20054	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-03-04	Don Maddox	20099	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-03-04	Don Maddox	20081	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-03-04	Jesse Newman	20118	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)

Date	Service Writer	Invoice	Part No.	Current Retail	Invoice Retail	Qty	Current Extended	Invoice Extended	Missed Profit
<b>Oil Change Cards - 149</b>									
12-03-04	Joe Swift	20084	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Don Maddox	20016	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Don Maddox	20181	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Don Maddox	20155	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Don Maddox	20164	4PACK	\$44.99	\$39.99	3	\$134.97	\$119.97	(\$15.00)
12-04-04	Jesse Newman	20167	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Jesse Newman	20166	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Jesse Newman	20159	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Jesse Newman	20149	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Jesse Newman	20140	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Robert Freman	20136	4PACK	\$44.99	\$39.99	2	\$89.98	\$79.98	(\$10.00)
12-04-04	Robert Freman	20137	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-04-04	Robert Freman	20141	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-05-04	Don Maddox	20196	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-05-04	Robert Freman	20187	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-05-04	Robert Freman	20208	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-05-04	Robert Freman	20214	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-05-04	Robert Freman	20215	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-05-04	Robert Freman	20189	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-05-04	Robert Freman	20217	4PACK	\$44.99	\$39.99	2	\$89.98	\$79.98	(\$10.00)
12-06-04	Carl Florek	20235	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-06-04	Carl Florek	20239	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-06-04	Carl Florek	20261	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-06-04	Don Maddox	20290	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-06-04	Joe Swift	20299	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-06-04	Joe Swift	20302	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-06-04	Joe Swift	20258	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-07-04	Carl Florek	20361	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-07-04	Don Maddox	20353	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-07-04	Don Maddox	20292	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-08-04	Don Maddox	20104	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-08-04	Don Maddox	20396	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-08-04	Don Maddox	20399	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-08-04	Robert Freman	20390	4PACK	\$44.99	\$39.99	2	\$89.98	\$79.98	(\$10.00)
12-08-04	Robert Freman	20376	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-09-04	Carl Florek	20456	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-09-04	Carl Florek	20453	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-09-04	Joe Swift	20488	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-09-04	Robert Freman	20482	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-10-04	Don Maddox	20504	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
12-11-04	Corey Lanley	20571	4PACK	\$44.99	\$39.99	1	\$44.99	\$39.99	(\$5.00)
<b>Oil Change Cards - 149</b>				<b>56 Missed Opportunities</b>		<b>61</b>	<b>\$2,744.39</b>	<b>\$2,439.39</b>	<b>(\$305.00)</b>

### Oil Filters - 147

12-06-04	Carl Florek	20236	21522	\$7.99	\$1.57	1	\$7.99	\$1.57	(\$6.42)
<b>Oil Filters - 147</b>				<b>1 Missed Opportunities</b>		<b>1</b>	<b>\$7.99</b>	<b>\$1.57</b>	<b>(\$6.42)</b>

### Tire Disposal Fees - 170

12-01-04	Carl Florek	19610	TIREDISPOSE	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-01-04	Don Maddox	19914	WT1	\$2.99	\$1.00	18	\$53.82	\$18.00	(\$35.82)

Date	Service Writer	Invoice	Part No.	Current Retail	Invoice Retail	Qty	Current Extended	Invoice Extended	Missed Profit
<b>Tire Disposal Fees - 170</b>									
12-01-04	Joe Swift	19926	TIREDISPOSE	\$2.00	\$1.00	50	\$100.00	\$50.00	(\$50.00)
12-02-04	Don Maddox	20014	WT1	\$2.99	\$1.00	23	\$68.77	\$23.00	(\$45.77)
12-02-04	Don Maddox	20023	TIREDISPOSE	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-03-04	Carl Florek	19029	TIREDISPOSE	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-03-04	Joe Swift	20096	TIREDISPOSE	\$2.00	\$0.75	4	\$8.00	\$3.00	(\$5.00)
12-04-04	Joe Swift	20154	TIREDISPOSE	\$2.00	\$0.75	4	\$8.00	\$3.00	(\$5.00)
12-07-04	Carl Florek	20117	TIREDISPOSE	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-09-04	Carl Florek	20452	TIREDISPOSE	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-10-04	Don Maddox	20556	TIREDISPOSE	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-11-04	Corey Lanley	20574	TIREDISPOSE	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
<b>Tire Disposal Fees - 170</b>				<b>12 Missed Opportunities</b>		<b>127</b>	<b>\$294.59</b>	<b>\$125.00</b>	<b>(\$169.59)</b>

<b>Tire Services - 173</b>									
12-06-04	Jesse Newman	20256	Balance	\$7.99	\$6.00	4	\$31.96	\$24.00	(\$7.96)
12-07-04	Carl Florek	20259	Balance	\$7.99	\$6.00	1	\$7.99	\$6.00	(\$1.99)
12-07-04	Carl Florek	20330	Balance	\$7.99	\$6.00	4	\$31.96	\$24.00	(\$7.96)
<b>Tire Services - 173</b>				<b>3 Missed Opportunities</b>		<b>9</b>	<b>\$71.91</b>	<b>\$54.00</b>	<b>(\$17.91)</b>

<b>TIRE SHOP SUPPLIES - 172</b>									
12-10-04	Don Maddox	20534	TIRESHOP	\$3.00	\$1.00	1	\$3.00	\$1.00	(\$2.00)
<b>TIRE SHOP SUPPLIES - 172</b>				<b>1 Missed Opportunities</b>		<b>1</b>	<b>\$3.00</b>	<b>\$1.00</b>	<b>(\$2.00)</b>

<b>Tires - 121</b>									
12-01-04	Carl Florek	19855	098-019	\$55.99	\$40.00	2	\$111.98	\$80.00	(\$31.98)
12-01-04	Carl Florek	19855	CEN6524	\$47.99	\$30.00	2	\$95.98	\$60.00	(\$35.98)
12-01-04	Don Maddox	19944	93437	\$66.99	\$54.00	2	\$133.98	\$108.00	(\$25.98)
12-01-04	Don Maddox	19939	298-573	\$146.99	\$100.00	4	\$587.96	\$400.00	(\$187.96)
12-01-04	Jesse Newman	19968	026-359	\$73.99	\$65.99	2	\$147.98	\$131.98	(\$16.00)
12-01-04	Joe Swift	19953	098-000	\$37.99	\$35.99	1	\$37.99	\$35.99	(\$2.00)
12-01-04	Robert Freman	19886	137-930-039	\$151.99	\$131.99	4	\$607.96	\$527.96	(\$80.00)
12-01-04	Robert Freman	19952	098-078	\$47.99	\$46.99	2	\$95.98	\$93.98	(\$2.00)
12-01-04	Robert Freman	19936	030-541	\$119.99	\$95.99	4	\$479.96	\$383.96	(\$96.00)
12-01-04	Robert Freman	19970	042-277	\$41.99	\$32.99	4	\$167.96	\$131.96	(\$36.00)
12-01-04	Robert Freman	19897	097-713	\$39.99	\$38.99	2	\$79.98	\$77.98	(\$2.00)
12-01-04	Robert Freman	19967	064-440	\$57.99	\$56.99	2	\$115.98	\$113.98	(\$2.00)
12-02-04	Corey Lanley	19989	024-727	\$86.99	\$79.99	4	\$347.96	\$319.96	(\$28.00)
12-02-04	Don Maddox	20023	098-329	\$39.99	\$38.00	4	\$159.96	\$152.00	(\$7.96)
12-02-04	Don Maddox	20049	093-637	\$61.99	\$60.99	1	\$61.99	\$60.99	(\$1.00)
12-02-04	Don Maddox	20009	31527	\$99.99	\$79.00	2	\$199.98	\$158.00	(\$41.98)
12-02-04	Don Maddox	20032	042-145	\$31.00	\$29.00	2	\$62.00	\$58.00	(\$4.00)
12-02-04	Jesse Newman	20025	062-898	\$122.99	\$104.99	2	\$245.98	\$209.98	(\$36.00)
12-02-04	Jesse Newman	20018	067-857	\$61.99	\$60.99	2	\$123.98	\$121.98	(\$2.00)
12-02-04	Jesse Newman	19999	026-325	\$68.99	\$52.00	1	\$68.99	\$52.00	(\$16.99)
12-02-04	Jesse Newman	20010	15465810000	\$58.95	\$56.78	1	\$58.95	\$56.78	(\$2.17)
12-02-04	Jesse Newman	20047	098-035	\$55.99	\$54.99	4	\$223.96	\$219.96	(\$4.00)
12-02-04	Robert Freman	20011	042-226	\$36.00	\$24.00	4	\$144.00	\$96.00	(\$48.00)
12-02-04	Sales Non Profit	20029	062-944	\$149.99	\$95.25	4	\$599.96	\$381.00	(\$218.96)
12-02-04	Sales Non Profit	20029	071-323	\$31.99	\$30.18	4	\$127.96	\$120.72	(\$7.24)

Date	Service Writer	Invoice	Part No.	Current Retail	Invoice Retail	Qty	Current Extended	Invoice Extended	Missed Profit
<b>Tires - 121</b>									
12-02-04	Sales Non Profit	19791	15465760000	\$50.95	\$43.08	1	\$50.95	\$43.08	(\$7.87)
12-03-04	Carl Florek	20061	042-188	\$36.00	\$27.00	3	\$108.00	\$81.00	(\$27.00)
12-03-04	Carl Florek	20064	067-873	\$69.99	\$65.99	2	\$139.98	\$131.98	(\$8.00)
12-03-04	Carl Florek	19029	040-656	\$159.99	\$144.99	4	\$639.96	\$579.96	(\$60.00)
12-03-04	Carl Florek	20080	148-189	\$45.99	\$44.99	4	\$183.96	\$179.96	(\$4.00)
12-03-04	Don Maddox	20092	067-636	\$45.99	\$44.99	2	\$91.98	\$89.98	(\$2.00)
12-03-04	Don Maddox	20097	369K34	\$71.99	\$58.00	4	\$287.96	\$232.00	(\$55.96)
12-03-04	Don Maddox	20088	148-104	\$42.99	\$33.86	4	\$171.96	\$135.44	(\$36.52)
12-03-04	Don Maddox	20078	184-329	\$133.99	\$111.00	4	\$535.96	\$444.00	(\$91.96)
12-03-04	Jesse Newman	20095	042-277	\$41.99	\$32.99	1	\$41.99	\$32.99	(\$9.00)
12-03-04	Jesse Newman	20022	042-250	\$43.99	\$42.99	1	\$43.99	\$42.99	(\$1.00)
12-03-04	Jesse Newman	20017	062-820	\$128.99	\$36.33	1	\$128.99	\$36.33	(\$92.66)
12-03-04	Jesse Newman	20113	107-522	\$79.99	\$50.00	4	\$319.96	\$200.00	(\$119.96)
12-03-04	Joe Swift	19780	30226	\$59.99	\$49.99	4	\$239.96	\$199.96	(\$40.00)
12-03-04	Joe Swift	20096	042-277	\$41.99	\$32.99	4	\$167.96	\$131.96	(\$36.00)
12-03-04	Robert Freman	20083	146-812	\$84.99	\$82.99	4	\$339.96	\$331.96	(\$8.00)
12-04-04	Don Maddox	20168	146-999	\$84.99	\$82.99	2	\$169.98	\$165.98	(\$4.00)
12-04-04	Don Maddox	20152	148-138	\$44.99	\$43.99	2	\$89.98	\$87.98	(\$2.00)
12-04-04	Don Maddox	20134	042-137	\$31.00	\$24.00	4	\$124.00	\$96.00	(\$28.00)
12-04-04	Don Maddox	20175	299-251	\$91.99	\$89.99	1	\$91.99	\$89.99	(\$2.00)
12-04-04	Jesse Newman	20172	064-475	\$60.99	\$59.95	4	\$243.96	\$239.80	(\$4.16)
12-04-04	Joe Swift	20154	024-999	\$96.99	\$68.00	4	\$387.96	\$272.00	(\$115.96)
12-04-04	Joe Swift	20130	15475750000	\$71.99	\$69.99	4	\$287.96	\$279.96	(\$8.00)
12-04-04	Robert Freman	20129	026-257	\$63.99	\$56.99	1	\$63.99	\$56.99	(\$7.00)
12-04-04	Robert Freman	19892	064-459	\$58.99	\$57.95	2	\$117.98	\$115.90	(\$2.08)
12-04-04	Robert Freman	20003	149-362	\$135.99	\$126.99	4	\$543.96	\$507.96	(\$36.00)
12-04-04	Robert Freman	20139	044-474	\$44.99	\$34.99	4	\$179.96	\$139.96	(\$40.00)
12-05-04	Don Maddox	20209	042-277	\$41.99	\$32.99	1	\$41.99	\$32.99	(\$9.00)
12-05-04	Don Maddox	20219	147-050	\$94.99	\$79.00	2	\$189.98	\$158.00	(\$31.98)
12-05-04	Don Maddox	20222	147-050	\$94.99	\$92.99	4	\$379.96	\$371.96	(\$8.00)
12-05-04	Don Maddox	20204	069-159	\$62.99	\$61.99	4	\$251.96	\$247.96	(\$4.00)
12-05-04	Jesse Newman	20192	024-710	\$85.99	\$76.99	2	\$171.98	\$153.98	(\$18.00)
12-05-04	Robert Freman	20195	042-188	\$36.00	\$24.00	4	\$144.00	\$96.00	(\$48.00)
12-05-04	Robert Freman	20191	042-285	\$39.99	\$34.99	1	\$39.99	\$34.99	(\$5.00)
12-05-04	Robert Freman	20184	148-104	\$42.99	\$41.99	2	\$85.98	\$83.98	(\$2.00)
12-06-04	Carl Florek	20270	044-474	\$44.99	\$34.99	4	\$179.96	\$139.96	(\$40.00)
12-06-04	Carl Florek	20224	105-597	\$223.99	\$203.99	2	\$447.98	\$407.98	(\$40.00)
12-06-04	Carl Florek	20229	1474100	\$158.99	\$114.74	4	\$635.96	\$458.96	(\$177.00)
12-06-04	Carl Florek	20244	109-355	\$106.99	\$101.99	4	\$427.96	\$407.96	(\$20.00)
12-06-04	Carl Florek	20282	058-491	\$29.99	\$28.00	2	\$59.98	\$56.00	(\$3.98)
12-06-04	Carl Florek	20241	146-999	\$84.99	\$82.99	4	\$339.96	\$331.96	(\$8.00)
12-06-04	Don Maddox	19370	110-736	\$167.99	\$131.99	4	\$671.96	\$527.96	(\$144.00)
12-06-04	Don Maddox	20297	55170	\$64.99	\$55.00	4	\$259.96	\$220.00	(\$39.96)
12-06-04	Jesse Newman	20262	042-277	\$41.99	\$32.99	2	\$83.98	\$65.98	(\$18.00)
12-06-04	Jesse Newman	20226	107-530	\$78.99	\$51.79	4	\$315.96	\$207.16	(\$108.80)
12-06-04	Jesse Newman	20278	146-914	\$71.99	\$31.81	1	\$71.99	\$31.81	(\$40.18)
12-06-04	Joe Swift	20237	021-735	\$71.99	\$54.95	1	\$71.99	\$54.95	(\$17.04)
12-06-04	Joe Swift	20246	042-145	\$31.00	\$24.00	2	\$62.00	\$48.00	(\$14.00)
12-06-04	Joe Swift	20249	093-645	\$63.99	\$60.99	4	\$255.96	\$243.96	(\$12.00)
12-06-04	Joe Swift	20274	093-645	\$63.99	\$60.99	4	\$255.96	\$243.96	(\$12.00)
12-06-04	Joe Swift	20283	024-982	\$95.99	\$65.00	4	\$383.96	\$260.00	(\$123.96)
12-06-04	Joe Swift	20225	069-191	\$47.99	\$46.99	1	\$47.99	\$46.99	(\$1.00)
12-06-04	Joe Swift	20252	067-776	\$61.99	\$60.99	4	\$247.96	\$243.96	(\$4.00)

Date	Service Writer	Invoice	Part No.	Current Retail	Invoice Retail	Qty	Current Extended	Invoice Extended	Missed Profit
<b>Tires - 121</b>									
12-06-04	Robert Freman	20203	067-776	\$61.99	\$60.99	4	\$247.96	\$243.96	(\$4.00)
12-07-04	Carl Florek	20333	148-138	\$44.99	\$35.13	2	\$89.98	\$70.26	(\$19.72)
12-07-04	Carl Florek	20344	148-206	\$46.99	\$36.76	4	\$187.96	\$147.04	(\$40.92)
12-07-04	Carl Florek	20363	31024	\$81.99	\$60.75	4	\$327.96	\$243.00	(\$84.96)
12-07-04	Carl Florek	20315	042-226	\$36.00	\$24.00	1	\$36.00	\$24.00	(\$12.00)
12-07-04	Carl Florek	20267	042-226	\$36.00	\$24.00	4	\$144.00	\$96.00	(\$48.00)
12-07-04	Carl Florek	20117	110-213	\$149.99	\$134.00	4	\$599.96	\$536.00	(\$63.96)
12-07-04	Don Maddox	20306	137-212-568	\$153.99	\$149.99	1	\$153.99	\$149.99	(\$4.00)
12-07-04	Jesse Newman	20313	123-838	\$89.99	\$86.99	4	\$359.96	\$347.96	(\$12.00)
12-07-04	Jesse Newman	20348	067-830	\$61.99	\$60.99	1	\$61.99	\$60.99	(\$1.00)
12-07-04	Joe Swift	20372	148-189	\$45.99	\$44.99	4	\$183.96	\$179.96	(\$4.00)
12-07-04	Joe Swift	20366	097-705	\$37.99	\$35.99	1	\$37.99	\$35.99	(\$2.00)
12-07-04	Robert Freman	20334	064-475	\$60.99	\$59.95	4	\$243.96	\$239.80	(\$4.16)
12-07-04	Sales Non Profit	20310	49050	\$69.99	\$58.60	1	\$69.99	\$58.60	(\$11.39)
12-07-04	Sales Non Profit	20340	146-965	\$77.99	\$58.97	2	\$155.98	\$117.94	(\$38.04)
12-08-04	Carl Florek	20412	026-138	\$63.99	\$51.99	4	\$255.96	\$207.96	(\$48.00)
12-08-04	Carl Florek	20436	062-324	\$112.99	\$100.99	4	\$451.96	\$403.96	(\$48.00)
12-08-04	Carl Florek	20415	042-188	\$36.00	\$24.99	4	\$144.00	\$99.96	(\$44.04)
12-08-04	Carl Florek	20269	102-040	\$135.99	\$114.99	4	\$543.96	\$459.96	(\$84.00)
12-08-04	Corey Lanley	20441	097-942	\$36.99	\$35.99	1	\$36.99	\$35.99	(\$1.00)
12-08-04	Don Maddox	20429	042-218	\$36.00	\$24.00	4	\$144.00	\$96.00	(\$48.00)
12-08-04	Don Maddox	20394	098-329	\$39.99	\$38.99	4	\$159.96	\$155.96	(\$4.00)
12-08-04	Don Maddox	20104	110-736	\$167.99	\$114.99	4	\$671.96	\$459.96	(\$212.00)
12-08-04	Don Maddox	20435	024-778	\$88.99	\$76.99	4	\$355.96	\$307.96	(\$48.00)
12-08-04	Don Maddox	20388	069-221	\$49.99	\$41.08	2	\$99.98	\$82.16	(\$17.82)
12-08-04	Jesse Newman	20424	147-016	\$88.99	\$86.99	4	\$355.96	\$347.96	(\$8.00)
12-08-04	Joe Swift	20398	106-895	\$70.99	\$0.00	1	\$70.99	\$0.00	(\$70.99)
12-08-04	Joe Swift	20426	067-830	\$61.99	\$60.99	2	\$123.98	\$121.98	(\$2.00)
12-08-04	Sales Non Profit	20392	66888	\$70.99	\$46.48	4	\$283.96	\$185.92	(\$98.04)
12-09-04	Carl Florek	20461	067-865	\$69.99	\$62.64	4	\$279.96	\$250.56	(\$29.40)
12-09-04	Carl Florek	20454	042-137	\$31.00	\$28.32	2	\$62.00	\$56.64	(\$5.36)
12-09-04	Carl Florek	20447	107-417	\$99.99	\$98.99	3	\$299.97	\$296.97	(\$3.00)
12-09-04	Carl Florek	20452	098-035	\$55.99	\$39.76	4	\$223.96	\$159.04	(\$64.92)
12-09-04	Joe Swift	20457	31008	\$48.95	\$45.00	2	\$97.90	\$90.00	(\$7.90)
12-09-04	Joe Swift	20677	102-032	\$119.99	\$80.00	4	\$479.96	\$320.00	(\$159.96)
12-09-04	Robert Freman	20494	067-776	\$61.99	\$60.99	2	\$123.98	\$121.98	(\$2.00)
12-09-04	Robert Freman	20325	147-067	\$106.99	\$104.99	4	\$427.96	\$419.96	(\$8.00)
12-09-04	Sales Non Profit	20462	021-735	\$71.99	\$49.17	4	\$287.96	\$196.68	(\$91.28)
12-10-04	Carl Florek	20522	098-051	\$39.99	\$37.99	1	\$39.99	\$37.99	(\$2.00)
12-10-04	Carl Florek	20503	044-474	\$44.99	\$34.99	1	\$44.99	\$34.99	(\$10.00)
12-10-04	Carl Florek	20465	067-776	\$61.99	\$60.99	4	\$247.96	\$243.96	(\$4.00)
12-10-04	Carl Florek	20403	025-220	\$96.99	\$81.99	4	\$387.96	\$327.96	(\$60.00)
12-10-04	Carl Florek	20508	5118	\$126.99	\$96.00	2	\$253.98	\$192.00	(\$61.98)
12-10-04	Don Maddox	20534	042-285	\$39.99	\$34.99	2	\$79.98	\$69.98	(\$10.00)
12-10-04	Don Maddox	20536	058-467	\$24.99	\$24.00	2	\$49.98	\$48.00	(\$1.98)
12-10-04	Don Maddox	20531	73527	\$160.99	\$159.00	2	\$321.98	\$318.00	(\$3.98)
12-10-04	Don Maddox	20556	027-209	\$102.99	\$78.07	4	\$411.96	\$312.28	(\$99.68)
12-10-04	Don Maddox	20528	024-727	\$86.99	\$81.99	4	\$347.96	\$327.96	(\$20.00)
12-10-04	Don Maddox	20519	042-153	\$31.00	\$24.00	1	\$31.00	\$24.00	(\$7.00)
12-10-04	Jesse Newman	20555	069-183	\$46.99	\$36.59	4	\$187.96	\$146.36	(\$41.60)
12-10-04	Joe Swift	20526	042-153	\$31.00	\$24.00	4	\$124.00	\$96.00	(\$28.00)
12-10-04	Joe Swift	20541	058-491	\$29.99	\$28.00	1	\$29.99	\$28.00	(\$1.99)
12-10-04	Robert Freman	20498	098-051	\$39.99	\$26.59	1	\$39.99	\$26.59	(\$13.40)

Date	Service Writer	Invoice	Part No.	Current Retail	Invoice Retail	Qty	Current Extended	Invoice Extended	Missed Profit
<b>Tires - 121</b>									
12-10-04	Sales Non Profit	20549	147-033	\$93.99	\$70.38	4	\$375.96	\$281.52	(\$94.44)
12-11-04	Corey Lanley	20605	31520	\$81.99	\$70.00	1	\$81.99	\$70.00	(\$11.99)
12-11-04	Corey Lanley	20574	042-137	\$31.00	\$24.00	4	\$124.00	\$96.00	(\$28.00)
12-11-04	Don Maddox	20613	069-191	\$47.99	\$46.99	1	\$47.99	\$46.99	(\$1.00)
12-11-04	Jesse Newman	20573	026-274	\$66.99	\$57.99	4	\$267.96	\$231.96	(\$36.00)
12-11-04	Jesse Newman	20612	024-710	\$85.99	\$76.99	4	\$343.96	\$307.96	(\$36.00)
<b>Tires - 121</b>				<b>137 Missed Opportunities</b>		<b>391</b>	<b>\$29,738.36</b>	<b>\$24,974.23</b>	<b>(\$4,764.13)</b>

### Tires Lifetime Balance - 197

12-03-04	Joe Swift	20096	LTBALANCE	\$8.00	\$5.00	4	\$32.00	\$20.00	(\$12.00)
12-04-04	Joe Swift	20154	LTBALANCE	\$8.00	\$5.00	4	\$32.00	\$20.00	(\$12.00)
12-06-04	Carl Florek	20229	LTBALANCE	\$8.00	\$0.00	4	\$32.00	\$0.00	(\$32.00)
12-07-04	Carl Florek	20117	LTBALANCE	\$8.00	\$7.50	4	\$32.00	\$30.00	(\$2.00)
12-09-04	Carl Florek	20452	LTBALANCE	\$8.00	\$6.00	4	\$32.00	\$24.00	(\$8.00)
12-10-04	Don Maddox	20556	LTBALANCE	\$8.00	\$6.00	4	\$32.00	\$24.00	(\$8.00)
12-11-04	Corey Lanley	20574	LTBALANCE	\$8.00	\$6.00	4	\$32.00	\$24.00	(\$8.00)
<b>Tires Lifetime Balance - 197</b>				<b>7 Missed Opportunities</b>		<b>28</b>	<b>\$224.00</b>	<b>\$142.00</b>	<b>(\$82.00)</b>

### TPP Free Replacement - 208

12-09-04	Carl Florek	20452	TPP FREE	\$6.00	\$5.00	4	\$24.00	\$20.00	(\$4.00)
12-09-04	Carl Florek	20461	TPP FREE	\$6.00	\$5.00	4	\$24.00	\$20.00	(\$4.00)
<b>TPP Free Replacement - 208</b>				<b>2 Missed Opportunities</b>		<b>8</b>	<b>\$48.00</b>	<b>\$40.00</b>	<b>(\$8.00)</b>

### Valve Stems - 152

12-01-04	Carl Florek	19610	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-01-04	Robert Freman	19936	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-02-04	Don Maddox	20023	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-02-04	Jesse Newman	20010	PT10401	\$2.00	\$1.00	1	\$2.00	\$1.00	(\$1.00)
12-03-04	Carl Florek	19029	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-03-04	Joe Swift	20096	PT10401	\$2.00	\$0.50	4	\$8.00	\$2.00	(\$6.00)
12-04-04	Joe Swift	20154	PT10401	\$2.00	\$0.50	4	\$8.00	\$2.00	(\$6.00)
12-06-04	Don Maddox	20297	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-06-04	Joe Swift	20283	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-07-04	Carl Florek	20117	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-07-04	Carl Florek	20259	PT10401	\$2.00	\$1.00	1	\$2.00	\$1.00	(\$1.00)
12-08-04	Carl Florek	20269	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-09-04	Carl Florek	20452	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-10-04	Don Maddox	20556	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
12-11-04	Corey Lanley	20574	PT10401	\$2.00	\$1.00	4	\$8.00	\$4.00	(\$4.00)
<b>Valve Stems - 152</b>				<b>15 Missed Opportunities</b>		<b>54</b>	<b>\$108.00</b>	<b>\$50.00</b>	<b>(\$58.00)</b>

### Wiper Blades - 150

12-04-04	Jesse Newman	20128	31-22	\$12.99	\$9.99	2	\$25.98	\$19.98	(\$6.00)
12-09-04	Jesse Newman	20500	762-2227	\$9.99	\$3.55	2	\$19.98	\$7.10	(\$12.88)
<b>Wiper Blades - 150</b>				<b>2 Missed Opportunities</b>		<b>4</b>	<b>\$45.96</b>	<b>\$27.08</b>	<b>(\$18.88)</b>

<b>Date</b>	<b>Service Writer</b>	<b>Invoice</b>	<b>Part No.</b>	<b>Current Retail</b>	<b>Invoice Retail</b>	<b>Qty</b>	<b>Current Extended</b>	<b>Invoice Extended</b>	<b>Missed Profit</b>
<b>Grand Totals</b>				<b>242 Missed Opportunities</b>		<b>697</b>	<b>\$33,512.15</b>	<b>\$27,935.23</b>	<b>(\$5,576.93)</b>