

YOUR REPAIR SHOP
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Service Writer Category Sales Recap

Report Date: 7/28/2005 5:52 pm

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

Grouped by Service Writer, alphabetical order
Categories listed in alphabetical order
Each Service Writer starts on a new page

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|---------------------------------|------------|--------------|------------|--------------|-------------|------------|--------------|-------------|--------------|-----------------|----------------|
| Florek, Carl (continued) | | | | | | | | | | | |
| Unassigned | 0 | \$0.00 | \$0.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| A/c | 37 | \$29.97 | \$5.18 | 82.72% | 2 | \$90.00 | \$0.00 | \$0.00 | \$119.97 | \$114.79 | 95.68% |
| Alignments | 0 | \$0.00 | \$0.00 | 0.00% | 24 | \$1,437.76 | \$0.00 | \$0.00 | \$1,437.76 | \$1,437.76 | 100.00% |
| Alignments (fleet) | 0 | \$0.00 | \$0.00 | 0.00% | 5 | \$199.95 | \$0.00 | \$0.00 | \$199.95 | \$199.95 | 100.00% |
| Batteries (only) | 3 | \$234.97 | \$137.16 | 41.63% | 3 | \$29.97 | \$0.00 | \$0.00 | \$264.94 | \$127.78 | 48.23% |
| Belts | 11 | \$562.87 | \$227.03 | 59.67% | 8 | \$670.00 | \$0.00 | \$0.00 | \$1,232.87 | \$1,005.84 | 81.59% |
| Brake Clean & Adjust Rear | 0 | \$0.00 | \$0.00 | 0.00% | 3 | \$74.97 | \$0.00 | \$0.00 | \$74.97 | \$74.97 | 100.00% |
| Brake Drums | 4 | \$206.74 | \$74.36 | 64.03% | 0 | \$0.00 | \$0.00 | \$0.00 | \$206.74 | \$132.38 | 64.03% |
| Brake Pads | 8 | \$406.88 | \$159.84 | 60.72% | 0 | \$0.00 | \$0.00 | \$0.00 | \$406.88 | \$247.04 | 60.72% |
| Brake Rotors | 9 | \$491.11 | \$186.67 | 61.99% | 0 | \$0.00 | \$0.00 | \$0.00 | \$491.11 | \$304.44 | 61.99% |
| Brake Shoes | 3 | \$134.97 | \$48.52 | 64.05% | 0 | \$0.00 | \$0.00 | \$0.00 | \$134.97 | \$86.45 | 64.05% |
| Brake System Front | 3 | \$113.19 | \$52.56 | 53.56% | 8 | \$625.00 | \$0.00 | \$0.00 | \$738.19 | \$685.63 | 92.88% |
| Brake Sytem Rear | 6 | \$157.28 | \$49.43 | 68.57% | 4 | \$530.00 | \$0.00 | \$0.00 | \$687.28 | \$637.85 | 92.81% |
| Charging/starting System | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$19.99 | \$0.00 | \$0.00 | \$19.99 | \$19.99 | 100.00% |
| Cooling System Services | 2 | \$128.77 | \$38.01 | 70.48% | 2 | \$260.00 | \$0.00 | \$0.00 | \$388.77 | \$350.76 | 90.22% |
| Dealer Parts | 1 | \$69.99 | \$55.04 | 21.36% | 1 | \$90.00 | \$0.00 | \$0.00 | \$159.99 | \$104.95 | 65.60% |
| Discount Labor | 0 | \$0.00 | \$0.00 | 0.00% | 104 | (\$797.45) | \$0.00 | \$0.00 | (\$797.45) | (\$797.45) | -100.00% |
| Discount Parts | -109 | (\$1,777.97) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$1,777.97) | (\$1,777.97) | -100.00% |
| Discount Tires | -26 | (\$408.14) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$408.14) | (\$408.14) | -100.00% |
| Dot Registration | 2 | \$0.00 | \$0.02 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$0.02) | 0.00% |
| Drivability / Eng Lights | 0 | \$0.00 | \$0.00 | 0.00% | 3 | \$129.97 | \$0.00 | \$0.00 | \$129.97 | \$129.97 | 100.00% |
| Electrical | 6 | \$590.66 | \$322.99 | 45.32% | 6 | \$455.00 | \$0.00 | \$0.00 | \$1,045.66 | \$722.67 | 69.11% |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|---------------------------------|--------------|--------------------|--------------------|---------------|-------------|-------------------|---------------|---------------|--------------------|--------------------|----------------|
| Florek, Carl (continued) | | | | | | | | | | | |
| Engine Mechanical Repair | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$140.00 | \$0.00 | \$0.00 | \$140.00 | \$140.00 | 100.00% |
| Engine Tuneup | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$89.99 | \$0.00 | \$0.00 | \$89.99 | \$89.99 | 100.00% |
| Filter Fuel | 5 | \$133.95 | \$54.81 | 59.08% | 5 | \$300.00 | \$0.00 | \$0.00 | \$433.95 | \$379.14 | 87.37% |
| Filters Air | 18 | \$217.84 | \$110.00 | 49.50% | 0 | \$0.00 | \$0.00 | \$0.00 | \$217.84 | \$107.84 | 49.50% |
| Filters Cabin | 4 | \$127.96 | \$44.76 | 65.02% | 0 | \$0.00 | \$0.00 | \$0.00 | \$127.96 | \$83.20 | 65.02% |
| Fluids (misc) | 11 | \$129.98 | \$57.20 | 55.99% | 0 | \$0.00 | \$0.00 | \$0.00 | \$129.98 | \$72.78 | 55.99% |
| Flushes Wynns | 23 | \$804.39 | \$293.15 | 63.56% | 23 | \$875.39 | \$0.00 | \$0.00 | \$1,679.78 | \$1,386.63 | 82.55% |
| Light Bulbs | 6 | \$33.83 | \$10.99 | 67.51% | 4 | \$37.00 | \$0.00 | \$0.00 | \$70.83 | \$59.84 | 84.48% |
| Moog Front End Parts | 14 | \$905.33 | \$369.67 | 59.17% | 12 | \$1,640.00 | \$0.00 | \$0.00 | \$2,545.33 | \$2,175.66 | 85.48% |
| Oil | 667 | \$1,134.68 | \$868.68 | 23.44% | 111 | \$444.00 | \$0.00 | \$0.00 | \$1,578.68 | \$710.00 | 44.97% |
| Oil Change Cards | 12 | \$539.88 | \$240.00 | 55.55% | 0 | \$0.00 | \$0.00 | \$0.00 | \$539.88 | \$299.88 | 55.55% |
| Oil Filters | 111 | \$892.62 | \$192.11 | 78.48% | 0 | \$0.00 | \$0.00 | \$0.00 | \$892.62 | \$700.51 | 78.48% |
| Oil/filter Environmental | 45 | \$88.60 | \$0.45 | 99.49% | 0 | \$0.00 | \$0.00 | \$0.00 | \$88.60 | \$88.15 | 99.49% |
| Shocks | 2 | \$79.98 | \$52.18 | 34.76% | 1 | \$70.00 | \$0.00 | \$0.00 | \$149.98 | \$97.80 | 65.21% |
| Tire Disposal Fees | 187 | \$334.79 | \$121.55 | 63.69% | 0 | \$0.00 | \$0.00 | \$0.00 | \$334.79 | \$213.24 | 63.69% |
| Tire Services | 15 | \$105.94 | \$0.15 | 99.86% | 185 | \$642.73 | \$0.00 | \$0.00 | \$748.67 | \$748.52 | 99.98% |
| Tire Shop Supplies | 72 | \$216.00 | \$0.80 | 99.63% | 0 | \$0.00 | \$0.00 | \$0.00 | \$216.00 | \$215.20 | 99.63% |
| Tires | 163 | \$11,942.54 | \$8,852.01 | 25.88% | 0 | \$0.00 | \$0.00 | \$0.00 | \$11,942.54 | \$3,090.53 | 25.88% |
| Tires Lifetime Balance | 169 | \$1,247.96 | \$1.69 | 99.86% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,247.96 | \$1,246.27 | 99.86% |
| Tires Tpp Warranties | 36 | \$20.00 | \$0.36 | 98.20% | 0 | \$0.00 | \$0.00 | \$0.00 | \$20.00 | \$19.64 | 98.20% |
| Tpp Free Replacement | 118 | \$672.00 | \$1.18 | 99.82% | 0 | \$0.00 | \$0.00 | \$0.00 | \$672.00 | \$670.82 | 99.82% |
| Tune Up | 29 | \$380.41 | \$171.12 | 55.02% | 8 | \$570.00 | \$0.00 | \$0.00 | \$950.41 | \$779.29 | 82.00% |
| Valve Stems | 168 | \$303.62 | \$42.00 | 86.17% | 0 | \$0.00 | \$0.00 | \$0.00 | \$303.62 | \$261.62 | 86.17% |
| Wheels | 1 | \$249.99 | \$134.00 | 46.40% | 0 | \$0.00 | \$0.00 | \$0.00 | \$249.99 | \$115.99 | 46.40% |
| Wiper Blades | 13 | \$117.87 | \$42.78 | 63.71% | 0 | \$0.00 | \$0.00 | \$0.00 | \$117.87 | \$75.09 | 63.71% |
| Totals For: | 1,849 | \$21,621.45 | \$13,018.45 | 39.79% | 525 | \$8,624.27 | \$0.00 | \$0.00 | \$30,245.72 | \$17,227.27 | 56.96% |
| Florek, Carl | | | | | | | | | | | |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|---------------------------|------------|--------------|------------|--------------|-------------|------------|--------------|-------------|--------------|-----------------|----------------|
| Freman, Robert | | | | | | | | | | | |
| Unassigned | 0 | \$0.00 | \$0.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Alignments | 0 | \$0.00 | \$0.00 | 0.00% | 17 | \$988.23 | \$0.00 | \$0.00 | \$988.23 | \$988.23 | 100.00% |
| Alignments (fleet) | 0 | \$0.00 | \$0.00 | 0.00% | 3 | \$119.97 | \$0.00 | \$0.00 | \$119.97 | \$119.97 | 100.00% |
| Batteries (only) | 2 | \$162.98 | \$96.72 | 40.66% | 2 | \$50.00 | \$0.00 | \$0.00 | \$212.98 | \$116.26 | 54.59% |
| Belts | 6 | \$204.89 | \$80.32 | 60.80% | 7 | \$350.00 | \$0.00 | \$0.00 | \$554.89 | \$474.57 | 85.53% |
| Brake Clean & Adjust Rear | 0 | \$0.00 | \$0.00 | 0.00% | 4 | \$99.96 | \$0.00 | \$0.00 | \$99.96 | \$99.96 | 100.00% |
| Brake Hoses | 2 | \$69.72 | \$26.49 | 62.01% | 0 | \$0.00 | \$0.00 | \$0.00 | \$69.72 | \$43.23 | 62.01% |
| Brake Pads | 8 | \$667.29 | \$284.29 | 57.40% | 0 | \$0.00 | \$0.00 | \$0.00 | \$667.29 | \$383.00 | 57.40% |
| Brake Rotors | 12 | \$1,324.36 | \$531.46 | 59.87% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,324.36 | \$792.90 | 59.87% |
| Brake Shoes | 1 | \$44.99 | \$10.39 | 76.91% | 0 | \$0.00 | \$0.00 | \$0.00 | \$44.99 | \$34.60 | 76.91% |
| Brake System Front | 2 | \$51.00 | \$69.38 | -36.04% | 9 | \$769.99 | \$0.00 | \$0.00 | \$820.99 | \$751.61 | 91.55% |
| Brake Sytem Rear | 3 | \$99.98 | \$42.07 | 57.92% | 3 | \$485.00 | \$0.00 | \$0.00 | \$584.98 | \$542.91 | 92.81% |
| Cooling System Services | 1 | \$17.11 | \$5.99 | 64.99% | 2 | \$89.99 | \$0.00 | \$0.00 | \$107.10 | \$101.11 | 94.41% |
| Discount Labor | 0 | \$0.00 | \$0.00 | 0.00% | 152 | (\$824.87) | \$0.00 | \$0.00 | (\$824.87) | (\$824.87) | -100.00% |
| Discount Parts | -119 | (\$1,665.95) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$1,665.95) | (\$1,665.95) | -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 | -9 | (\$155.00) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$155.00) | (\$155.00) | -100.00% |
| Dot Registration | 2 | \$0.00 | \$0.02 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$0.02) | 0.00% |
| Drivability / Eng Lights | 0 | \$0.00 | \$0.00 | 0.00% | 6 | \$549.94 | \$0.00 | \$0.00 | \$549.94 | \$549.94 | 100.00% |
| Drive Axles C-v/rear End | 3 | \$39.39 | \$12.27 | 68.85% | 2 | \$580.00 | \$0.00 | \$0.00 | \$619.39 | \$607.12 | 98.02% |
| Electrical | 2 | \$306.88 | \$121.61 | 60.37% | 2 | \$240.00 | \$0.00 | \$0.00 | \$546.88 | \$425.27 | 77.76% |
| Engine Mechanical Repair | 15 | \$996.47 | \$433.99 | 56.45% | 10 | \$1,520.00 | \$0.00 | \$0.00 | \$2,516.47 | \$2,082.48 | 82.75% |
| Engine Tuneup | 3 | \$141.97 | \$56.66 | 60.09% | 0 | \$0.00 | \$0.00 | \$0.00 | \$141.97 | \$85.31 | 60.09% |
| Exhaust | 1 | \$160.00 | \$60.00 | 62.50% | 1 | \$80.00 | \$0.00 | \$0.00 | \$240.00 | \$180.00 | 75.00% |
| Filter Fuel | 2 | \$62.55 | \$22.54 | 63.96% | 2 | \$160.00 | \$0.00 | \$0.00 | \$222.55 | \$200.01 | 89.87% |
| Filters Air | 23 | \$266.05 | \$126.22 | 52.56% | 0 | \$0.00 | \$0.00 | \$0.00 | \$266.05 | \$139.83 | 52.56% |
| Fluids (misc) | 4 | \$59.98 | \$20.10 | 66.49% | 0 | \$0.00 | \$0.00 | \$0.00 | \$59.98 | \$39.88 | 66.49% |
| Flushes Wynns | 10 | \$371.94 | \$178.92 | 51.90% | 10 | \$357.96 | \$0.00 | \$0.00 | \$729.90 | \$550.98 | 75.49% |
| Gift Certificates | -1 | (\$70.00) | (\$70.00) | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$70.00) | \$0.00 | 0.00% |
| Light Bulbs | 6 | \$72.69 | \$25.81 | 64.49% | 6 | \$80.00 | \$0.00 | \$0.00 | \$152.69 | \$126.88 | 83.10% |
| Lug Nuts/studs | 4 | \$20.00 | \$13.32 | 33.40% | 1 | \$20.00 | \$0.00 | \$0.00 | \$40.00 | \$26.68 | 66.70% |
| Moog Front End Parts | 11 | \$565.03 | \$312.47 | 44.70% | 9 | \$1,180.00 | \$0.00 | \$0.00 | \$1,745.03 | \$1,432.56 | 82.09% |
| Oil | 712 | \$1,206.92 | \$1,014.73 | 15.92% | 135 | \$548.00 | \$0.00 | \$0.00 | \$1,754.92 | \$740.19 | 42.18% |
| Oil Change Cards | 17 | \$764.83 | \$340.00 | 55.55% | 0 | \$0.00 | \$0.00 | \$0.00 | \$764.83 | \$424.83 | 55.55% |
| Oil Filters | 135 | \$1,078.21 | \$246.44 | 77.14% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,078.21 | \$831.77 | 77.14% |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|-----------------------------------|--------------|--------------------|--------------------|---------------|-------------|-------------------|---------------|---------------|--------------------|--------------------|----------------|
| Freman, Robert (continued) | | | | | | | | | | | |
| Oil/filter Environmental | 61 | \$121.39 | \$0.61 | 99.50% | 0 | \$0.00 | \$0.00 | \$0.00 | \$121.39 | \$120.78 | 99.50% |
| Paid Outs -03 | -2 | (\$42.19) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$42.19) | (\$42.19) | -100.00% |
| Shocks | 4 | \$139.98 | \$101.56 | 27.45% | 2 | \$200.00 | \$0.00 | \$0.00 | \$339.98 | \$238.42 | 70.13% |
| Steering Pumps,racks,hose | 1 | \$29.99 | \$22.12 | 26.24% | 0 | \$0.00 | \$0.00 | \$0.00 | \$29.99 | \$7.87 | 26.24% |
| Steering Services (ps) | 1 | \$64.99 | \$27.55 | 57.61% | 0 | \$0.00 | \$0.00 | \$0.00 | \$64.99 | \$37.44 | 57.61% |
| Struts | 6 | \$324.68 | \$137.68 | 57.60% | 2 | \$250.00 | \$0.00 | \$0.00 | \$574.68 | \$437.00 | 76.04% |
| Tire Disposal Fees | 137 | \$260.51 | \$89.05 | 65.82% | 0 | \$0.00 | \$0.00 | \$0.00 | \$260.51 | \$171.46 | 65.82% |
| Tire Services | 29 | \$209.87 | \$0.29 | 99.86% | 256 | \$914.61 | \$0.00 | \$0.00 | \$1,124.48 | \$1,124.19 | 99.97% |
| Tire Shop Supplies | 91 | \$274.42 | \$1.07 | 99.61% | 0 | \$0.00 | \$0.00 | \$0.00 | \$274.42 | \$273.35 | 99.61% |
| Tires | 162 | \$11,256.69 | \$8,940.54 | 20.58% | 0 | \$0.00 | \$0.00 | \$0.00 | \$11,256.69 | \$2,316.15 | 20.58% |
| Tires Lifetime Balance | 143 | \$1,116.01 | \$1.43 | 99.87% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,116.01 | \$1,114.58 | 99.87% |
| Tires Tpp Warranties | 62 | \$24.00 | \$0.62 | 97.42% | 0 | \$0.00 | \$0.00 | \$0.00 | \$24.00 | \$23.38 | 97.42% |
| Tpp Free Replacement | 65 | \$390.00 | \$0.65 | 99.83% | 0 | \$0.00 | \$0.00 | \$0.00 | \$390.00 | \$389.35 | 99.83% |
| Tune Up | 21 | \$331.15 | \$129.89 | 60.78% | 7 | \$530.00 | \$0.00 | \$0.00 | \$861.15 | \$731.26 | 84.92% |
| Valve Stems | 152 | \$295.52 | \$38.00 | 87.14% | 0 | \$0.00 | \$0.00 | \$0.00 | \$295.52 | \$257.52 | 87.14% |
| Wheel Bearing | 4 | \$917.92 | \$361.92 | 60.57% | 2 | \$300.00 | \$0.00 | \$0.00 | \$1,217.92 | \$856.00 | 70.28% |
| Wheels | 2 | \$239.00 | \$173.00 | 27.62% | 0 | \$0.00 | \$0.00 | \$0.00 | \$239.00 | \$66.00 | 27.62% |
| Wiper Blades | 28 | \$306.01 | \$105.42 | 65.55% | 0 | \$0.00 | \$0.00 | \$0.00 | \$306.01 | \$200.59 | 65.55% |
| Totals For: | 1,825 | \$23,124.22 | \$14,193.61 | 38.62% | 653 | \$9,713.78 | \$0.00 | \$0.00 | \$32,838.00 | \$18,644.39 | 56.78% |
| Freman, Robert | | | | | | | | | | | |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|--------------------------|------------|-------------------|-------------------|---------------|-------------|-------------------|---------------|---------------|-------------------|-------------------|----------------|
| Lanley, Corey | | | | | | | | | | | |
| Unassigned | 0 | \$0.00 | \$0.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Alignments | 0 | \$0.00 | \$0.00 | 0.00% | 3 | \$179.67 | \$0.00 | \$0.00 | \$179.67 | \$179.67 | 100.00% |
| Alignments (fleet) | 0 | \$0.00 | \$0.00 | 0.00% | 2 | \$79.98 | \$0.00 | \$0.00 | \$79.98 | \$79.98 | 100.00% |
| Belts | 1 | \$56.23 | \$24.09 | 57.16% | 1 | \$60.00 | \$0.00 | \$0.00 | \$116.23 | \$92.14 | 79.27% |
| Brake Pads | 2 | \$128.09 | \$62.94 | 50.86% | 0 | \$0.00 | \$0.00 | \$0.00 | \$128.09 | \$65.15 | 50.86% |
| Brake Rotors | 2 | \$149.98 | \$51.98 | 65.34% | 0 | \$0.00 | \$0.00 | \$0.00 | \$149.98 | \$98.00 | 65.34% |
| Brake System Front | 0 | \$0.00 | \$0.00 | 0.00% | 3 | \$170.00 | \$0.00 | \$0.00 | \$170.00 | \$170.00 | 100.00% |
| Discount Labor | 0 | \$0.00 | \$0.00 | 0.00% | 46 | (\$215.61) | \$0.00 | \$0.00 | (\$215.61) | (\$215.61) | -100.00% |
| Discount Parts | -40 | (\$546.33) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$546.33) | (\$546.33) | -100.00% |
| Discount Tires | -1 | (\$2.99) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$2.99) | (\$2.99) | -100.00% |
| Drivability / Eng Lights | 0 | \$0.00 | \$0.00 | 0.00% | 2 | \$59.98 | \$0.00 | \$0.00 | \$59.98 | \$59.98 | 100.00% |
| Engine Mechanical Repair | 1 | \$89.53 | \$35.81 | 60.00% | 1 | \$360.00 | \$0.00 | \$0.00 | \$449.53 | \$413.72 | 92.03% |
| Filter Fuel | 1 | \$18.99 | \$17.63 | 7.16% | 1 | \$80.00 | \$0.00 | \$0.00 | \$98.99 | \$81.36 | 82.19% |
| Filters Air | 3 | \$32.97 | \$14.97 | 54.60% | 0 | \$0.00 | \$0.00 | \$0.00 | \$32.97 | \$18.00 | 54.60% |
| Fluids (misc) | 1 | \$10.00 | \$5.30 | 47.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$10.00 | \$4.70 | 47.00% |
| Flushes Wynns | 4 | \$131.97 | \$37.59 | 71.52% | 4 | \$147.99 | \$0.00 | \$0.00 | \$279.96 | \$242.37 | 86.57% |
| Lug Nuts/studs | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$40.00 | \$0.00 | \$0.00 | \$40.00 | \$40.00 | 100.00% |
| Oil | 272 | \$457.88 | \$371.28 | 18.91% | 45 | \$180.00 | \$0.00 | \$0.00 | \$637.88 | \$266.60 | 41.79% |
| Oil Change Cards | 5 | \$224.95 | \$100.00 | 55.55% | 0 | \$0.00 | \$0.00 | \$0.00 | \$224.95 | \$124.95 | 55.55% |
| Oil Filters | 45 | \$361.96 | \$72.26 | 80.04% | 0 | \$0.00 | \$0.00 | \$0.00 | \$361.96 | \$289.70 | 80.04% |
| Oil/filter Environmental | 21 | \$41.79 | \$0.21 | 99.50% | 0 | \$0.00 | \$0.00 | \$0.00 | \$41.79 | \$41.58 | 99.50% |
| Tire Disposal Fees | 46 | \$92.00 | \$29.90 | 67.50% | 0 | \$0.00 | \$0.00 | \$0.00 | \$92.00 | \$62.10 | 67.50% |
| Tire Services | 6 | \$46.00 | \$0.06 | 99.87% | 74 | \$200.97 | \$0.00 | \$0.00 | \$246.97 | \$246.91 | 99.98% |
| Tire Shop Supplies | 25 | \$72.00 | \$0.27 | 99.63% | 0 | \$0.00 | \$0.00 | \$0.00 | \$72.00 | \$71.73 | 99.63% |
| Tires | 44 | \$3,492.13 | \$2,614.36 | 25.14% | 0 | \$0.00 | \$0.00 | \$0.00 | \$3,492.13 | \$877.77 | 25.14% |
| Tires Lifetime Balance | 47 | \$387.96 | \$0.47 | 99.88% | 0 | \$0.00 | \$0.00 | \$0.00 | \$387.96 | \$387.49 | 99.88% |
| Tires Tpp Warranties | 9 | \$0.00 | \$0.09 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$0.09) | 0.00% |
| Tpp Free Replacement | 27 | \$162.00 | \$0.27 | 99.83% | 0 | \$0.00 | \$0.00 | \$0.00 | \$162.00 | \$161.73 | 99.83% |
| Tune Up | 6 | \$60.84 | \$24.54 | 59.66% | 1 | \$140.00 | \$0.00 | \$0.00 | \$200.84 | \$176.30 | 87.78% |
| Valve Stems | 47 | \$94.00 | \$11.75 | 87.50% | 0 | \$0.00 | \$0.00 | \$0.00 | \$94.00 | \$82.25 | 87.50% |
| Wiper Blades | 6 | \$59.94 | \$22.15 | 63.05% | 0 | \$0.00 | \$0.00 | \$0.00 | \$59.94 | \$37.79 | 63.05% |
| Totals For: | 580 | \$5,621.89 | \$3,497.92 | 37.78% | 184 | \$1,482.98 | \$0.00 | \$0.00 | \$7,104.87 | \$3,606.95 | 50.77% |
| Lanley, Corey | | | | | | | | | | | |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|---------------------------|------------|--------------|------------|--------------|-------------|------------|--------------|-------------|--------------|-----------------|----------------|
| Maddox, Don | | | | | | | | | | | |
| Unassigned | 0 | \$0.00 | \$0.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| A/c | 17 | \$303.11 | \$139.33 | 54.03% | 2 | \$140.00 | \$0.00 | \$0.00 | \$443.11 | \$303.78 | 68.56% |
| Alignments | 0 | \$0.00 | \$0.00 | 0.00% | 19 | \$1,048.31 | \$0.00 | \$0.00 | \$1,048.31 | \$1,048.31 | 100.00% |
| Alignments (fleet) | 0 | \$0.00 | \$0.00 | 0.00% | 6 | \$239.94 | \$0.00 | \$0.00 | \$239.94 | \$239.94 | 100.00% |
| Batteries (only) | 3 | \$212.97 | \$121.32 | 43.03% | 3 | \$59.98 | \$0.00 | \$0.00 | \$272.95 | \$151.63 | 55.55% |
| Belts | 11 | \$497.33 | \$200.85 | 59.61% | 8 | \$370.00 | \$0.00 | \$0.00 | \$867.33 | \$666.48 | 76.84% |
| Brake Clean & Adjust Rear | 0 | \$0.00 | \$0.00 | 0.00% | 2 | \$48.99 | \$0.00 | \$0.00 | \$48.99 | \$48.99 | 100.00% |
| Brake Pads | 9 | \$562.08 | \$201.82 | 64.09% | 0 | \$0.00 | \$0.00 | \$0.00 | \$562.08 | \$360.26 | 64.09% |
| Brake Rotors | 8 | \$418.81 | \$156.75 | 62.57% | 0 | \$0.00 | \$0.00 | \$0.00 | \$418.81 | \$262.06 | 62.57% |
| Brake Shoes | 1 | \$45.12 | \$15.91 | 64.74% | 0 | \$0.00 | \$0.00 | \$0.00 | \$45.12 | \$29.21 | 64.74% |
| Brake System Front | 5 | \$181.44 | \$70.85 | 60.95% | 10 | \$885.00 | \$0.00 | \$0.00 | \$1,066.44 | \$995.59 | 93.36% |
| Brake Sytem Rear | 5 | \$607.16 | \$301.55 | 50.33% | 3 | \$345.00 | \$0.00 | \$0.00 | \$952.16 | \$650.61 | 68.33% |
| Cooling System Services | 4 | \$257.94 | \$173.52 | 32.73% | 6 | \$549.99 | \$0.00 | \$0.00 | \$807.93 | \$634.41 | 78.52% |
| Dealer Parts | 5 | \$323.60 | \$381.36 | -17.85% | 1 | \$10.00 | \$0.00 | \$0.00 | \$333.60 | (\$47.76) | -14.32% |
| Discount Labor | 0 | \$0.00 | \$0.00 | 0.00% | 189 | (\$950.21) | \$0.00 | \$0.00 | (\$950.21) | (\$950.21) | -100.00% |
| Discount Parts | -159 | (\$2,501.90) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$2,501.90) | (\$2,501.90) | -100.00% |
| Discount Tires | -12 | (\$309.68) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$309.68) | (\$309.68) | -100.00% |
| Dot Registration | 2 | \$0.00 | \$0.02 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$0.02) | 0.00% |
| Drivability / Eng Lights | 0 | \$0.00 | \$0.00 | 0.00% | 4 | \$359.96 | \$0.00 | \$0.00 | \$359.96 | \$359.96 | 100.00% |
| Drive Axles C-v/rear End | 3 | \$284.97 | \$194.75 | 31.66% | 3 | \$360.00 | \$0.00 | \$99.00 | \$644.97 | \$351.22 | 54.46% |
| Electrical | 3 | \$349.74 | \$190.13 | 45.64% | 2 | \$189.99 | \$0.00 | \$0.00 | \$539.73 | \$349.60 | 64.77% |
| Engine Mechanical Repair | 4 | \$726.40 | \$342.96 | 52.79% | 3 | \$1,200.00 | \$0.00 | \$0.00 | \$1,926.40 | \$1,583.44 | 82.20% |
| Exhaust | 3 | \$334.00 | \$170.14 | 49.06% | 2 | \$127.00 | \$0.00 | \$0.00 | \$461.00 | \$290.86 | 63.09% |
| Filter Fuel | 4 | \$108.95 | \$37.89 | 65.22% | 4 | \$220.00 | \$0.00 | \$0.00 | \$328.95 | \$291.06 | 88.48% |
| Filters Air | 18 | \$206.82 | \$90.85 | 56.07% | 0 | \$0.00 | \$0.00 | \$0.00 | \$206.82 | \$115.97 | 56.07% |
| Fluids (misc) | 14 | \$180.95 | \$71.45 | 60.51% | 0 | \$0.00 | \$0.00 | \$0.00 | \$180.95 | \$109.50 | 60.51% |
| Flushes Wynns | 24 | \$852.39 | \$358.40 | 57.95% | 23 | \$857.38 | \$0.00 | \$0.00 | \$1,709.77 | \$1,351.37 | 79.04% |
| Fuel Delivery System | 2 | \$187.39 | \$78.00 | 58.38% | 2 | \$300.00 | \$0.00 | \$0.00 | \$487.39 | \$409.39 | 84.00% |
| Intake Manifolds | 1 | \$133.33 | \$58.32 | 56.26% | 2 | \$630.00 | \$0.00 | \$0.00 | \$763.33 | \$705.01 | 92.36% |
| Light Bulbs | 3 | \$15.00 | \$3.10 | 79.33% | 1 | \$10.00 | \$0.00 | \$0.00 | \$25.00 | \$21.90 | 87.60% |
| Lug Nuts/studs | 3 | \$7.50 | \$3.07 | 59.07% | 0 | \$0.00 | \$0.00 | \$0.00 | \$7.50 | \$4.43 | 59.07% |
| Maintenance | 4 | \$81.81 | \$28.60 | 65.04% | 3 | \$219.45 | \$0.00 | \$0.00 | \$301.26 | \$272.66 | 90.51% |
| Moog Front End Parts | 13 | \$727.82 | \$276.98 | 61.94% | 10 | \$970.00 | \$0.00 | \$0.00 | \$1,697.82 | \$1,420.84 | 83.69% |
| Oil | 940 | \$1,593.77 | \$1,340.21 | 15.91% | 174 | \$696.00 | \$0.00 | \$0.00 | \$2,289.77 | \$949.56 | 41.47% |
| Oil Change Cards | 21 | \$944.79 | \$420.00 | 55.55% | 0 | \$0.00 | \$0.00 | \$0.00 | \$944.79 | \$524.79 | 55.55% |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|--------------------------------|--------------|--------------------|--------------------|---------------|-------------|--------------------|-----------------|-----------------|--------------------|--------------------|----------------|
| Maddox, Don (continued) | | | | | | | | | | | |
| Oil Filters | 174 | \$1,390.26 | \$273.67 | 80.32% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,390.26 | \$1,116.59 | 80.32% |
| Oil/filter Environmental | 49 | \$97.51 | \$0.49 | 99.50% | 0 | \$0.00 | \$0.00 | \$0.00 | \$97.51 | \$97.02 | 99.50% |
| Paid Outs -03 | -1 | (\$20.00) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$20.00) | (\$20.00) | -100.00% |
| Steering Pumps,racks,hose | 1 | \$84.98 | \$33.99 | 60.00% | 1 | \$100.00 | \$0.00 | \$0.00 | \$184.98 | \$150.99 | 81.63% |
| Struts | 6 | \$469.04 | \$237.54 | 49.36% | 2 | \$310.00 | \$0.00 | \$0.00 | \$779.04 | \$541.50 | 69.51% |
| Tire Disposal Fees | 221 | \$380.00 | \$143.65 | 62.20% | 0 | \$0.00 | \$0.00 | \$0.00 | \$380.00 | \$236.35 | 62.20% |
| Tire Services | 53 | \$378.75 | \$0.53 | 99.86% | 309 | \$844.64 | \$0.00 | \$0.00 | \$1,223.39 | \$1,222.86 | 99.96% |
| Tire Shop Supplies | 89 | \$265.00 | \$0.94 | 99.65% | 0 | \$0.00 | \$0.00 | \$0.00 | \$265.00 | \$264.06 | 99.65% |
| Tires | 204 | \$14,597.72 | \$11,386.65 | 22.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$14,597.72 | \$3,211.07 | 22.00% |
| Tires Lifetime Balance | 181 | \$1,432.00 | \$1.81 | 99.87% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,432.00 | \$1,430.19 | 99.87% |
| Tires Tpp Warranties | 135 | \$0.00 | \$1.35 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$1.35) | 0.00% |
| Towing/courier/(sublet) | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$0.00 | \$250.00 | \$100.00 | \$250.00 | \$150.00 | 60.00% |
| Tpp Free Replacement | 44 | \$264.00 | \$0.44 | 99.83% | 0 | \$0.00 | \$0.00 | \$0.00 | \$264.00 | \$263.56 | 99.83% |
| Tune Up | 14 | \$250.85 | \$109.93 | 56.18% | 6 | \$260.00 | \$0.00 | \$0.00 | \$510.85 | \$400.92 | 78.48% |
| Valve Stems | 204 | \$399.00 | \$51.00 | 87.22% | 0 | \$0.00 | \$0.00 | \$0.00 | \$399.00 | \$348.00 | 87.22% |
| Wheel Bearing | 6 | \$601.79 | \$252.57 | 58.03% | 4 | \$890.00 | \$0.00 | \$0.00 | \$1,491.79 | \$1,239.22 | 83.07% |
| Wiper Blades | 18 | \$179.82 | \$57.94 | 67.78% | 0 | \$0.00 | \$0.00 | \$0.00 | \$179.82 | \$121.88 | 67.78% |
| Totals For: | 2,357 | \$28,104.33 | \$17,980.63 | 36.02% | 805 | \$11,291.42 | \$250.00 | \$199.00 | \$39,645.75 | \$21,466.12 | 54.14% |
| Maddox, Don | | | | | | | | | | | |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|---------------------------|------------|--------------|------------|--------------|-------------|--------------|--------------|-------------|--------------|-----------------|----------------|
| Newman, Jesse | | | | | | | | | | | |
| Unassigned | 0 | \$0.00 | \$0.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| A/c | 55 | \$44.87 | \$7.70 | 82.84% | 3 | \$120.00 | \$0.00 | \$0.00 | \$164.87 | \$157.17 | 95.33% |
| Alignments | 0 | \$0.00 | \$0.00 | 0.00% | 15 | \$838.75 | \$0.00 | \$0.00 | \$838.75 | \$838.75 | 100.00% |
| Alignments (fleet) | 0 | \$0.00 | \$0.00 | 0.00% | 5 | \$199.95 | \$0.00 | \$0.00 | \$199.95 | \$199.95 | 100.00% |
| Batteries (only) | 2 | \$153.98 | \$91.44 | 40.62% | 1 | \$9.99 | \$0.00 | \$0.00 | \$163.97 | \$72.53 | 44.23% |
| Belts | 8 | \$371.92 | \$173.58 | 53.33% | 5 | \$404.99 | \$0.00 | \$0.00 | \$776.91 | \$603.33 | 77.66% |
| Brake Clean & Adjust Rear | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$24.99 | \$0.00 | \$0.00 | \$24.99 | \$24.99 | 100.00% |
| Brake Pads | 11 | \$508.88 | \$261.01 | 48.71% | 5 | \$375.00 | \$0.00 | \$0.00 | \$883.88 | \$622.87 | 70.47% |
| Brake Rotors | 8 | \$393.13 | \$253.23 | 35.59% | 0 | \$0.00 | \$0.00 | \$0.00 | \$393.13 | \$139.90 | 35.59% |
| Brake Shoes | 1 | \$11.75 | \$11.19 | 4.77% | 0 | \$0.00 | \$0.00 | \$0.00 | \$11.75 | \$0.56 | 4.77% |
| Brake System Front | 1 | \$65.05 | \$26.02 | 60.00% | 8 | \$520.00 | \$0.00 | \$0.00 | \$585.05 | \$559.03 | 95.55% |
| Brake Sytem Rear | 10 | \$378.81 | \$135.78 | 64.16% | 5 | \$404.99 | \$0.00 | \$0.00 | \$783.80 | \$648.02 | 82.68% |
| Cooling System Services | 6 | \$238.83 | \$125.20 | 47.58% | 2 | \$230.00 | \$0.00 | \$0.00 | \$468.83 | \$343.63 | 73.30% |
| Dealer Parts | 2 | \$193.98 | \$108.31 | 44.16% | 1 | \$90.00 | \$0.00 | \$0.00 | \$283.98 | \$175.67 | 61.86% |
| Discount Labor | 0 | \$0.00 | \$0.00 | 0.00% | 179 | (\$1,038.76) | \$0.00 | \$0.00 | (\$1,038.76) | (\$1,038.76) | -100.00% |
| Discount Parts | -149 | (\$2,106.98) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$2,106.98) | (\$2,106.98) | -100.00% |
| Discount Tires | -14 | (\$262.28) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$262.28) | (\$262.28) | -100.00% |
| Drivability / Eng Lights | 1 | \$75.32 | \$30.13 | 60.00% | 9 | \$589.94 | \$0.00 | \$0.00 | \$665.26 | \$635.13 | 95.47% |
| Drive Axles C-v/rear End | 1 | \$38.00 | \$7.87 | 79.29% | 1 | \$112.00 | \$0.00 | \$0.00 | \$150.00 | \$142.13 | 94.75% |
| Electrical | 6 | \$786.67 | \$422.75 | 46.26% | 5 | \$400.00 | \$0.00 | \$0.00 | \$1,186.67 | \$763.92 | 64.38% |
| Engine Mechanical Repair | 7 | \$558.65 | \$299.86 | 46.32% | 6 | \$1,479.99 | \$0.00 | \$0.00 | \$2,038.64 | \$1,738.78 | 85.29% |
| Exhaust | 3 | \$395.27 | \$300.40 | 24.00% | 4 | \$210.00 | \$0.00 | \$0.00 | \$605.27 | \$304.87 | 50.37% |
| Filter Fuel | 4 | \$85.96 | \$31.41 | 63.46% | 4 | \$225.00 | \$0.00 | \$0.00 | \$310.96 | \$279.55 | 89.90% |
| Filters Air | 6 | \$81.15 | \$46.13 | 43.15% | 0 | \$0.00 | \$0.00 | \$0.00 | \$81.15 | \$35.02 | 43.15% |
| Filters Cabin | 1 | \$24.99 | \$8.39 | 66.43% | 0 | \$0.00 | \$0.00 | \$0.00 | \$24.99 | \$16.60 | 66.43% |
| Fluids (misc) | 4 | \$51.98 | \$16.70 | 67.87% | 0 | \$0.00 | \$0.00 | \$0.00 | \$51.98 | \$35.28 | 67.87% |
| Flushes Wynns | 8 | \$323.97 | \$143.30 | 55.77% | 8 | \$335.97 | \$0.00 | \$0.00 | \$659.94 | \$516.64 | 78.29% |
| Fuel Delivery System | 1 | \$113.63 | \$45.45 | 60.00% | 1 | \$70.00 | \$0.00 | \$0.00 | \$183.63 | \$138.18 | 75.25% |
| Gift Certificates | -1 | (\$200.00) | (\$200.00) | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$200.00) | \$0.00 | 0.00% |
| Light Bulbs | 11 | \$81.80 | \$36.92 | 54.87% | 5 | \$44.97 | \$0.00 | \$0.00 | \$126.77 | \$89.85 | 70.88% |
| Lug Nuts/studs | 5 | \$125.26 | \$95.60 | 23.68% | 1 | \$30.00 | \$0.00 | \$0.00 | \$155.26 | \$59.66 | 38.43% |
| Maintenance | 1 | \$32.99 | \$17.87 | 45.83% | 2 | \$120.00 | \$0.00 | \$0.00 | \$152.99 | \$135.12 | 88.32% |
| Moog Front End Parts | 4 | \$278.72 | \$106.60 | 61.75% | 6 | \$620.00 | \$0.00 | \$0.00 | \$898.72 | \$792.12 | 88.14% |
| Oil | 829 | \$1,382.81 | \$1,208.21 | 12.63% | 162 | \$648.00 | \$0.00 | \$0.00 | \$2,030.81 | \$822.60 | 40.51% |
| Oil Change Cards | 22 | \$989.78 | \$440.00 | 55.55% | 0 | \$0.00 | \$0.00 | \$0.00 | \$989.78 | \$549.78 | 55.55% |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|----------------------------------|--------------|--------------------|--------------------|---------------|-------------|--------------------|-----------------|-----------------|--------------------|--------------------|----------------|
| Newman, Jesse (continued) | | | | | | | | | | | |
| Oil Filters | 162 | \$1,294.38 | \$264.34 | 79.58% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,294.38 | \$1,030.04 | 79.58% |
| Oil/filter Environmental | 71 | \$139.30 | \$0.71 | 99.49% | 0 | \$0.00 | \$0.00 | \$0.00 | \$139.30 | \$138.59 | 99.49% |
| Shocks | 4 | \$199.96 | \$101.56 | 49.21% | 2 | \$160.00 | \$0.00 | \$0.00 | \$359.96 | \$258.40 | 71.79% |
| Steering Pumps,racks,hose | 2 | \$565.88 | \$288.41 | 49.03% | 2 | \$540.00 | \$0.00 | \$0.00 | \$1,105.88 | \$817.47 | 73.92% |
| Steering Services (ps) | 1 | \$70.00 | \$35.00 | 50.00% | 1 | \$176.00 | \$0.00 | \$0.00 | \$246.00 | \$211.00 | 85.77% |
| Struts | 4 | \$365.99 | \$234.38 | 35.96% | 3 | \$410.00 | \$0.00 | \$0.00 | \$775.99 | \$541.61 | 69.80% |
| Tire Disposal Fees | 224 | \$427.00 | \$145.60 | 65.90% | 0 | \$0.00 | \$0.00 | \$0.00 | \$427.00 | \$281.40 | 65.90% |
| Tire Services | 58 | \$397.25 | \$0.58 | 99.85% | 285 | \$681.70 | \$0.00 | \$0.00 | \$1,078.95 | \$1,078.37 | 99.95% |
| Tire Shop Supplies | 103 | \$308.00 | \$1.10 | 99.64% | 0 | \$0.00 | \$0.00 | \$0.00 | \$308.00 | \$306.90 | 99.64% |
| Tires | 232 | \$17,043.33 | \$13,189.94 | 22.61% | 0 | \$0.00 | \$0.00 | \$0.00 | \$17,043.33 | \$3,853.39 | 22.61% |
| Tires Lifetime Balance | 208 | \$1,664.00 | \$2.08 | 99.88% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,664.00 | \$1,661.92 | 99.88% |
| Tires Tpp Warranties | 116 | \$24.00 | \$1.16 | 95.17% | 0 | \$0.00 | \$0.00 | \$0.00 | \$24.00 | \$22.84 | 95.17% |
| Towing/courier/(sublet) | 0 | \$0.00 | \$0.00 | 0.00% | 2 | \$0.00 | \$220.00 | \$120.00 | \$220.00 | \$100.00 | 45.45% |
| Tpp Free Replacement | 83 | \$498.00 | \$0.83 | 99.83% | 0 | \$0.00 | \$0.00 | \$0.00 | \$498.00 | \$497.17 | 99.83% |
| Tune Up | 13 | \$108.50 | \$46.27 | 57.35% | 4 | \$250.00 | \$0.00 | \$0.00 | \$358.50 | \$312.23 | 87.09% |
| Valve Stems | 210 | \$418.66 | \$52.50 | 87.46% | 0 | \$0.00 | \$0.00 | \$0.00 | \$418.66 | \$366.16 | 87.46% |
| Wheel Bearing | 10 | \$548.35 | \$214.79 | 60.83% | 4 | \$780.00 | \$0.00 | \$0.00 | \$1,328.35 | \$1,113.56 | 83.83% |
| Wheels | 14 | \$1,968.83 | \$1,588.34 | 19.33% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,968.83 | \$380.49 | 19.33% |
| Wiper Blades | 12 | \$119.62 | \$41.60 | 65.22% | 0 | \$0.00 | \$0.00 | \$0.00 | \$119.62 | \$78.02 | 65.22% |
| Z Misc Labor | 0 | \$0.00 | \$0.00 | 0.00% | 2 | \$67.50 | \$0.00 | \$0.00 | \$67.50 | \$67.50 | 100.00% |
| Totals For: | 2,381 | \$31,379.94 | \$20,460.24 | 34.80% | 749 | \$10,130.97 | \$220.00 | \$120.00 | \$41,730.91 | \$21,150.67 | 50.68% |
| Newman, Jesse | | | | | | | | | | | |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|--------------------------|------------|-------------------|-------------------|----------------|-------------|-----------------|---------------|---------------|-------------------|-------------------|----------------|
| Non Profit, Sales | | | | | | | | | | | |
| Unassigned | 0 | \$0.00 | \$0.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Alignments | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Batteries (only) | 1 | \$49.05 | \$46.60 | 4.99% | 0 | \$0.00 | \$0.00 | \$0.00 | \$49.05 | \$2.45 | 4.99% |
| Brake Pads | 2 | \$0.00 | \$35.08 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$35.08) | 0.00% |
| Brake System Front | 2 | \$0.00 | \$24.82 | 0.00% | 1 | \$75.00 | \$0.00 | \$0.00 | \$75.00 | \$50.18 | 66.91% |
| Cooling System Services | 1 | \$0.00 | \$8.88 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$8.88) | 0.00% |
| Discount Labor | 0 | \$0.00 | \$0.00 | 0.00% | 4 | (\$180.45) | \$0.00 | \$0.00 | (\$180.45) | (\$180.45) | -100.00% |
| Discount Parts | -2 | (\$31.95) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$31.95) | (\$31.95) | -100.00% |
| Electrical | 1 | \$0.00 | \$190.11 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$190.11) | 0.00% |
| Engine Mechanical Repair | 2 | \$0.00 | \$37.90 | 0.00% | 1 | \$80.00 | \$0.00 | \$0.00 | \$80.00 | \$42.10 | 52.63% |
| Fuel Delivery System | 1 | \$106.45 | \$106.45 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$106.45 | \$0.00 | 0.00% |
| Intake Manifolds | 1 | \$5.50 | \$5.50 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$5.50 | \$0.00 | 0.00% |
| Lug Nuts/studs | 5 | \$20.00 | \$18.75 | 6.25% | 0 | \$0.00 | \$0.00 | \$0.00 | \$20.00 | \$1.25 | 6.25% |
| Moog Front End Parts | 3 | \$36.36 | \$65.82 | -81.02% | 2 | \$140.00 | \$0.00 | \$0.00 | \$176.36 | \$110.54 | 62.68% |
| Oil | 15 | \$23.10 | \$21.45 | 7.14% | 3 | \$10.00 | \$0.00 | \$0.00 | \$33.10 | \$11.65 | 35.20% |
| Oil Change Cards | 3 | \$0.00 | \$60.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$60.00) | 0.00% |
| Oil Filters | 3 | \$11.13 | \$4.47 | 59.84% | 0 | \$0.00 | \$0.00 | \$0.00 | \$11.13 | \$6.66 | 59.84% |
| Oil/filter Environmental | 1 | \$1.00 | \$0.01 | 99.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1.00 | \$0.99 | 99.00% |
| Paid Outs -03 | -6 | (\$172.39) | (\$0.02) | -99.99% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$172.39) | (\$172.37) | -99.99% |
| Tire Services | 0 | \$0.00 | \$0.00 | 0.00% | 18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Tires | 65 | \$4,352.16 | \$4,648.49 | -6.81% | 0 | \$0.00 | \$0.00 | \$0.00 | \$4,352.16 | (\$296.33) | -6.81% |
| Totals For: | 98 | \$4,400.41 | \$5,274.31 | -19.86% | 30 | \$124.55 | \$0.00 | \$0.00 | \$4,524.96 | (\$749.35) | -16.56% |
| Non Profit, Sales | | | | | | | | | | | |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|---------------------------|------------|--------------|------------|--------------|-------------|------------|--------------|-------------|--------------|-----------------|----------------|
| Swift, Joe | | | | | | | | | | | |
| Unassigned | 0 | \$0.00 | \$0.00 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Alignments | 0 | \$0.00 | \$0.00 | 0.00% | 17 | \$998.34 | \$0.00 | \$0.00 | \$998.34 | \$998.34 | 100.00% |
| Alignments (fleet) | 0 | \$0.00 | \$0.00 | 0.00% | 7 | \$279.93 | \$0.00 | \$0.00 | \$279.93 | \$279.93 | 100.00% |
| Batteries (only) | 7 | \$527.71 | \$333.23 | 36.85% | 3 | \$29.97 | \$0.00 | \$0.00 | \$557.68 | \$224.45 | 40.25% |
| Belts | 4 | \$346.96 | \$151.58 | 56.31% | 4 | \$550.00 | \$0.00 | \$0.00 | \$896.96 | \$745.38 | 83.10% |
| Brake Clean & Adjust Rear | 0 | \$0.00 | \$0.00 | 0.00% | 3 | \$74.97 | \$0.00 | \$0.00 | \$74.97 | \$74.97 | 100.00% |
| Brake Drums | 5 | \$223.02 | \$152.78 | 31.49% | 0 | \$0.00 | \$0.00 | \$0.00 | \$223.02 | \$70.24 | 31.49% |
| Brake Pads | 10 | \$542.87 | \$297.18 | 45.26% | 0 | \$0.00 | \$0.00 | \$0.00 | \$542.87 | \$245.69 | 45.26% |
| Brake Rotors | 7 | \$412.27 | \$206.33 | 49.95% | 0 | \$0.00 | \$0.00 | \$0.00 | \$412.27 | \$205.94 | 49.95% |
| Brake Shoes | 3 | \$89.98 | \$54.68 | 39.23% | 0 | \$0.00 | \$0.00 | \$0.00 | \$89.98 | \$35.30 | 39.23% |
| Brake System Front | 5 | \$401.10 | \$196.38 | 51.04% | 10 | \$780.00 | \$0.00 | \$0.00 | \$1,181.10 | \$984.72 | 83.37% |
| Brake Sytem Rear | 6 | \$209.26 | \$95.51 | 54.36% | 4 | \$530.00 | \$0.00 | \$0.00 | \$739.26 | \$643.75 | 87.08% |
| Charging/starting System | 0 | \$0.00 | \$0.00 | 0.00% | 3 | \$29.97 | \$0.00 | \$0.00 | \$29.97 | \$29.97 | 100.00% |
| Cooling System Services | 2 | \$98.97 | \$44.37 | 55.17% | 3 | \$610.00 | \$0.00 | \$0.00 | \$708.97 | \$664.60 | 93.74% |
| Dealer Parts | 6 | \$424.10 | \$304.62 | 28.17% | 5 | \$440.00 | \$0.00 | \$0.00 | \$864.10 | \$559.48 | 64.75% |
| Discount Labor | 0 | \$0.00 | \$0.00 | 0.00% | 164 | (\$996.64) | \$0.00 | \$0.00 | (\$996.64) | (\$996.64) | -100.00% |
| Discount Parts | -153 | (\$2,257.24) | (\$0.01) | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$2,257.24) | (\$2,257.23) | -100.00% |
| Discount Tires | -22 | (\$677.87) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$677.87) | (\$677.87) | -100.00% |
| Dot Registration | 7 | \$0.00 | \$0.07 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$0.07) | 0.00% |
| Drivability / Eng Lights | 1 | \$99.99 | \$48.58 | 51.42% | 8 | \$779.94 | \$0.00 | \$0.00 | \$879.93 | \$831.35 | 94.48% |
| Drive Axles C-v/rear End | 1 | \$29.99 | \$10.72 | 64.25% | 1 | \$80.00 | \$0.00 | \$0.00 | \$109.99 | \$99.27 | 90.25% |
| Electrical | 8 | \$614.47 | \$397.88 | 35.25% | 7 | \$390.00 | \$0.00 | \$0.00 | \$1,004.47 | \$606.59 | 60.39% |
| Engine Mechanical Repair | 5 | \$388.87 | \$206.88 | 46.80% | 2 | \$100.00 | \$0.00 | \$0.00 | \$488.87 | \$281.99 | 57.68% |
| Engine Tuneup | 1 | \$79.99 | \$32.72 | 59.09% | 0 | \$0.00 | \$0.00 | \$0.00 | \$79.99 | \$47.27 | 59.09% |
| Exhaust | 1 | \$299.99 | \$152.00 | 49.33% | 1 | \$80.00 | \$0.00 | \$0.00 | \$379.99 | \$227.99 | 60.00% |
| Filter Fuel | 3 | \$69.97 | \$28.09 | 59.85% | 3 | \$130.00 | \$0.00 | \$0.00 | \$199.97 | \$171.88 | 85.95% |
| Filters Air | 4 | \$52.96 | \$30.92 | 41.62% | 0 | \$0.00 | \$0.00 | \$0.00 | \$52.96 | \$22.04 | 41.62% |
| Filters Cabin | 1 | \$49.99 | \$19.77 | 60.45% | 0 | \$0.00 | \$0.00 | \$0.00 | \$49.99 | \$30.22 | 60.45% |
| Fluids (misc) | 5 | \$46.50 | \$26.50 | 43.01% | 0 | \$0.00 | \$0.00 | \$0.00 | \$46.50 | \$20.00 | 43.01% |
| Flushes Wynns | 9 | \$296.95 | \$138.63 | 53.32% | 10 | \$356.96 | \$0.00 | \$0.00 | \$653.91 | \$515.28 | 78.80% |
| Fuel Delivery System | 1 | \$539.99 | \$271.31 | 49.76% | 1 | \$190.00 | \$0.00 | \$0.00 | \$729.99 | \$458.68 | 62.83% |
| Light Bulbs | 7 | \$22.94 | \$8.00 | 65.13% | 1 | \$10.00 | \$0.00 | \$0.00 | \$32.94 | \$24.94 | 75.71% |
| Maintenance | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$20.00 | \$0.00 | \$0.00 | \$20.00 | \$20.00 | 100.00% |
| 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% |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|-------------------------------|--------------|--------------------|--------------------|---------------|-------------|-------------------|----------------|----------------|--------------------|--------------------|----------------|
| Swift, Joe (continued) | | | | | | | | | | | |
| Moog Front End Parts | 7 | \$353.79 | \$171.68 | 51.47% | 6 | \$421.99 | \$0.00 | \$0.00 | \$775.78 | \$604.10 | 77.87% |
| Oil | 844 | \$1,427.30 | \$1,242.69 | 12.93% | 161 | \$639.00 | \$0.00 | \$0.00 | \$2,066.30 | \$823.61 | 39.86% |
| Oil Change Cards | 13 | \$584.87 | \$260.00 | 55.55% | 0 | \$0.00 | \$0.00 | \$0.00 | \$584.87 | \$324.87 | 55.55% |
| Oil Filters | 161 | \$1,263.80 | \$260.35 | 79.40% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,263.80 | \$1,003.45 | 79.40% |
| Oil/filter Environmental | 63 | \$123.38 | \$0.63 | 99.49% | 0 | \$0.00 | \$0.00 | \$0.00 | \$123.38 | \$122.75 | 99.49% |
| Paid Outs -03 | -2 | (\$15.15) | \$0.00 | -100.00% | 0 | \$0.00 | \$0.00 | \$0.00 | (\$15.15) | (\$15.15) | -100.00% |
| Steering Pumps,racks,hose | 2 | \$106.98 | \$93.04 | 13.03% | 1 | \$100.00 | \$0.00 | \$0.00 | \$206.98 | \$113.94 | 55.05% |
| Steering Services (ps) | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$160.00 | \$0.00 | \$0.00 | \$160.00 | \$160.00 | 100.00% |
| Struts | 1 | \$79.99 | \$40.00 | 49.99% | 1 | \$110.00 | \$0.00 | \$0.00 | \$189.99 | \$149.99 | 78.95% |
| Tire Disposal Fees | 170 | \$299.60 | \$110.50 | 63.12% | 0 | \$0.00 | \$0.00 | \$0.00 | \$299.60 | \$189.10 | 63.12% |
| Tire Services | 15 | \$119.93 | \$0.15 | 99.87% | 262 | \$539.73 | \$0.00 | \$0.00 | \$659.66 | \$659.51 | 99.98% |
| Tire Shop Supplies | 66 | \$195.00 | \$0.73 | 99.63% | 0 | \$0.00 | \$0.00 | \$0.00 | \$195.00 | \$194.27 | 99.63% |
| Tires | 194 | \$14,624.72 | \$11,350.42 | 22.39% | 0 | \$0.00 | \$0.00 | \$0.00 | \$14,624.72 | \$3,274.30 | 22.39% |
| Tires Lifetime Balance | 173 | \$1,270.00 | \$1.73 | 99.86% | 0 | \$0.00 | \$0.00 | \$0.00 | \$1,270.00 | \$1,268.27 | 99.86% |
| Tires Tpp Warranties | 71 | \$0.00 | \$0.71 | 0.00% | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | (\$0.71) | 0.00% |
| Towing/courier/(sublet) | 0 | \$0.00 | \$0.00 | 0.00% | 1 | \$0.00 | \$69.00 | \$69.00 | \$69.00 | \$0.00 | 0.00% |
| Tpp Free Replacement | 82 | \$428.00 | \$0.82 | 99.81% | 0 | \$0.00 | \$0.00 | \$0.00 | \$428.00 | \$427.18 | 99.81% |
| Tune Up | 7 | \$70.59 | \$29.14 | 58.72% | 4 | \$190.00 | \$0.00 | \$0.00 | \$260.59 | \$231.45 | 88.82% |
| Valve Stems | 169 | \$302.27 | \$42.25 | 86.02% | 0 | \$0.00 | \$0.00 | \$0.00 | \$302.27 | \$260.02 | 86.02% |
| Wheel Bearing | 1 | \$0.00 | \$27.01 | 0.00% | 1 | \$110.00 | \$0.00 | \$0.00 | \$110.00 | \$82.99 | 75.45% |
| Wheels | 2 | \$429.98 | \$294.25 | 31.57% | 0 | \$0.00 | \$0.00 | \$0.00 | \$429.98 | \$135.73 | 31.57% |
| Wiper Blades | 14 | \$121.33 | \$61.75 | 49.11% | 1 | \$100.00 | \$0.00 | \$0.00 | \$221.33 | \$159.58 | 72.10% |
| Totals For: | 1,991 | \$25,392.47 | \$17,196.61 | 32.28% | 697 | \$7,834.16 | \$69.00 | \$69.00 | \$33,295.63 | \$16,030.02 | 48.14% |
| Swift, Joe | | | | | | | | | | | |

| TOTALS | | | | | | | | | | | |
|---------------|------------|--------------|-------------|--------------|-------------|-------------|---------------------|-------------|--------------|-----------------|----------------|
| Grand Totals | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
| | 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% |

| Category | Parts Sold | Parts Sale | Parts Cost | Parts Margin | Labor Units | Labor Sale | Sublet Labor | Sublet Cost | Total Sales | Total Margin \$ | Total Margin % |
|---------------------|------------|--------------|-------------|--------------|-------------|-------------|--------------|-------------|-----------------|---------------------|----------------|
| GRAND TOTALS | 11,081 | \$139,644.71 | \$91,621.77 | 34.39% | 3,643 | \$49,202.13 | \$539.00 | \$388.00 | \$192,553.36 | \$100,543.59 | 52.22% |
| | | | | | | | | | 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 |
|----------------------|--------------|-------------|---------------|------------------|----------|------------|-----------|--------------|
| Grand Totals: | \$139,644.71 | \$49,741.13 | \$3,167.52 | \$192,553.36 | \$0.00 | \$7,462.43 | \$0.00 | \$200,015.79 |