

YOUR REPAIR SHOP
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Tire Margin Mix By Service Writer

Report Date: 7/28/2005 5:14 pm

For Dates From **1/1/2005** To **7/28/2005**

Grouped and sorted by
 Manufacturer - descending order of Total Sales
 Service Writer - decending order of Total Sales

	Tires Sold	Tire Sales	Tire Cost	Tire Margin \$	Tire Margin %	% of Total Tires Sold	% of Total Sales	% of Total Margin \$
FIR FIRESTONE								
Maddox, Don	142	\$9,151.46	\$7,162.68	\$1,988.78	21.73%	7.09%	6.48%	6.77%
Florek, Carl	121	\$8,311.73	\$6,155.68	\$2,156.05	25.94%	6.04%	5.88%	7.34%
Newman, Jesse	118	\$8,118.31	\$6,308.60	\$1,809.71	22.29%	5.89%	5.75%	6.16%
Swift, Joe	124	\$8,007.09	\$6,404.46	\$1,602.63	20.02%	6.19%	5.67%	5.46%
Freman, Robert	117	\$6,983.03	\$5,428.82	\$1,554.21	22.26%	5.84%	4.94%	5.29%
Lanley, Corey	37	\$2,429.18	\$1,833.49	\$595.69	24.52%	1.85%	1.72%	2.03%
Non Profit, Sales	23	\$1,636.67	\$1,639.26	(\$2.59)	-0.16%	1.15%	1.16%	-0.01%
Zz Unassigned Srv Wr	4	\$187.96	\$133.48	\$54.48	28.98%	0.20%	0.13%	0.19%
Totals for FIR FIRESTONE	686	\$44,825.43	\$35,066.47	\$9,758.96	21.77%	34.25%	31.73%	33.22%
BRI BRIDGESTONE								
Swift, Joe	66	\$6,853.73	\$5,354.87	\$1,498.86	21.87%	3.30%	4.85%	5.10%
Newman, Jesse	65	\$6,832.68	\$5,312.59	\$1,520.09	22.25%	3.25%	4.84%	5.17%
Florek, Carl	55	\$5,243.45	\$3,662.34	\$1,581.11	30.15%	2.75%	3.71%	5.38%
Maddox, Don	38	\$4,349.94	\$3,392.71	\$957.23	22.01%	1.90%	3.08%	3.26%
Freman, Robert	39	\$4,054.77	\$3,046.28	\$1,008.49	24.87%	1.95%	2.87%	3.43%
Lanley, Corey	28	\$3,227.72	\$2,423.62	\$804.10	24.91%	1.40%	2.28%	2.74%
Non Profit, Sales	27	\$2,055.94	\$2,141.64	(\$85.70)	-4.17%	1.35%	1.46%	-0.29%
Totals for BRI BRIDGESTONE	318	\$32,618.23	\$25,334.05	\$7,284.18	22.33%	15.88%	23.09%	24.80%
DYT DAYTON								
Newman, Jesse	100	\$4,359.27	\$3,609.12	\$750.15	17.21%	4.99%	3.09%	2.55%
Maddox, Don	90	\$3,719.81	\$3,021.00	\$698.81	18.79%	4.49%	2.63%	2.38%

	Tires Sold	Tire Sales	Tire Cost	Tire Margin \$	Tire Margin %	% of Total Tires Sold	% of Total Sales	% of Total Margin \$
DYT DAYTON (continued)								
Florek, Carl	76	\$3,471.83	\$2,655.52	\$816.31	23.51%	3.79%	2.46%	2.78%
Swift, Joe	75	\$3,184.94	\$2,607.48	\$577.46	18.13%	3.74%	2.25%	1.97%
Freman, Robert	61	\$2,341.64	\$1,956.55	\$385.09	16.45%	3.05%	1.66%	1.31%
Lanley, Corey	37	\$1,510.79	\$1,157.13	\$353.66	23.41%	1.85%	1.07%	1.20%
Non Profit, Sales	14	\$345.72	\$403.90	(\$58.18)	-16.83%	0.70%	0.24%	-0.20%
Totals for DYT DAYTON	453	\$18,934.00	\$15,410.70	\$3,523.30	18.61%	22.62%	13.40%	11.99%
BFG BFGOODRICH								
Maddox, Don	51	\$3,750.13	\$2,883.85	\$866.28	23.10%	2.55%	2.65%	2.95%
Newman, Jesse	45	\$3,491.60	\$2,713.38	\$778.22	22.29%	2.25%	2.47%	2.65%
Freman, Robert	32	\$2,473.70	\$2,004.56	\$469.14	18.97%	1.60%	1.75%	1.60%
Florek, Carl	26	\$2,084.22	\$1,613.15	\$471.07	22.60%	1.30%	1.48%	1.60%
Non Profit, Sales	30	\$1,590.55	\$1,633.63	(\$43.08)	-2.71%	1.50%	1.13%	-0.15%
Swift, Joe	18	\$1,287.89	\$1,025.16	\$262.73	20.40%	0.90%	0.91%	0.89%
Lanley, Corey	1	\$78.99	\$59.00	\$19.99	25.31%	0.05%	0.06%	0.07%
Totals for BFG BFGOODRICH	203	\$14,757.08	\$11,932.73	\$2,824.35	19.14%	10.13%	10.45%	9.61%
YOK YOKOHAMA								
Swift, Joe	32	\$2,631.14	\$1,988.95	\$642.19	24.41%	1.60%	1.86%	2.19%
Freman, Robert	24	\$1,785.54	\$1,247.40	\$538.14	30.14%	1.20%	1.26%	1.83%
Newman, Jesse	19	\$1,648.55	\$1,124.89	\$523.66	31.76%	0.95%	1.17%	1.78%
Florek, Carl	16	\$1,098.38	\$829.08	\$269.30	24.52%	0.80%	0.78%	0.92%
Maddox, Don	7	\$512.33	\$416.48	\$95.85	18.71%	0.35%	0.36%	0.33%
Non Profit, Sales	4	\$353.20	\$353.20	\$0.00	0.00%	0.20%	0.25%	0.00%
Totals for YOK YOKOHAMA	102	\$8,029.14	\$5,960.00	\$2,069.14	25.77%	5.09%	5.68%	7.04%
MIH MICHELIN								
Swift, Joe	15	\$1,863.19	\$1,668.67	\$194.52	10.44%	0.75%	1.32%	0.66%
Maddox, Don	12	\$1,732.90	\$1,528.91	\$203.99	11.77%	0.60%	1.23%	0.69%
Newman, Jesse	12	\$1,513.88	\$1,309.54	\$204.34	13.50%	0.60%	1.07%	0.70%
Freman, Robert	6	\$788.94	\$711.93	\$77.01	9.76%	0.30%	0.56%	0.26%
Non Profit, Sales	4	\$405.68	\$405.68	\$0.00	0.00%	0.20%	0.29%	0.00%
Lanley, Corey	1	\$137.99	\$126.53	\$11.46	8.30%	0.05%	0.10%	0.04%
Totals for MIH MICHELIN	50	\$6,442.58	\$5,751.26	\$691.32	10.73%	2.50%	4.56%	2.35%
GOO GOODYEAR								
Florek, Carl	11	\$1,266.01	\$976.52	\$289.49	22.87%	0.55%	0.90%	0.99%

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GOO GOODYEAR (continued)								
Maddox, Don	13	\$1,174.88	\$1,007.93	\$166.95	14.21%	0.65%	0.83%	0.57%
Swift, Joe	10	\$1,161.90	\$900.55	\$261.35	22.49%	0.50%	0.82%	0.89%
Newman, Jesse	4	\$751.98	\$538.46	\$213.52	28.39%	0.20%	0.53%	0.73%
Lanley, Corey	3	\$291.90	\$210.60	\$81.30	27.85%	0.15%	0.21%	0.28%
Freman, Robert	2	\$266.98	\$205.59	\$61.39	22.99%	0.10%	0.19%	0.21%
Non Profit, Sales	1	\$0.00	\$207.57	(\$207.57)	0.00%	0.05%	0.00%	-0.71%
Totals for GOO GOODYEAR	44	\$4,913.65	\$4,047.22	\$866.43	17.63%	2.20%	3.48%	2.95%
CTL CONTINENTAL								
Florek, Carl	11	\$780.85	\$489.01	\$291.84	37.37%	0.55%	0.55%	0.99%
Swift, Joe	8	\$509.84	\$334.16	\$175.68	34.46%	0.40%	0.36%	0.60%
Newman, Jesse	8	\$380.18	\$316.11	\$64.07	16.85%	0.40%	0.27%	0.22%
Maddox, Don	7	\$356.62	\$291.64	\$64.98	18.22%	0.35%	0.25%	0.22%
Freman, Robert	2	\$100.90	\$80.11	\$20.79	20.60%	0.10%	0.07%	0.07%
Totals for CTL CONTINENTAL	36	\$2,128.39	\$1,511.03	\$617.36	29.01%	1.80%	1.51%	2.10%
KEL KELLY SPRINGFIELD								
Florek, Carl	15	\$1,112.39	\$772.49	\$339.90	30.56%	0.75%	0.79%	1.16%
Newman, Jesse	4	\$207.97	\$175.24	\$32.73	15.74%	0.20%	0.15%	0.11%
Freman, Robert	1	\$79.99	\$56.25	\$23.74	29.68%	0.05%	0.06%	0.08%
Swift, Joe	1	\$73.99	\$51.65	\$22.34	30.19%	0.05%	0.05%	0.08%
Maddox, Don	1	\$67.99	\$46.24	\$21.75	31.99%	0.05%	0.05%	0.07%
Lanley, Corey	1	\$50.99	\$34.45	\$16.54	32.44%	0.05%	0.04%	0.06%
Totals for KEL KELLY SPRINGFIELD	23	\$1,593.32	\$1,136.32	\$457.00	28.68%	1.15%	1.13%	1.56%
FUZ FUZION								
Maddox, Don	6	\$588.50	\$420.42	\$168.08	28.56%	0.30%	0.42%	0.57%
Newman, Jesse	2	\$273.98	\$176.96	\$97.02	35.41%	0.10%	0.19%	0.33%
Non Profit, Sales	4	\$253.52	\$240.88	\$12.64	4.99%	0.20%	0.18%	0.04%
Florek, Carl	1	\$137.99	\$89.20	\$48.79	35.36%	0.05%	0.10%	0.17%
Freman, Robert	1	\$105.99	\$65.83	\$40.16	37.89%	0.05%	0.08%	0.14%
Totals for FUZ FUZION	14	\$1,359.98	\$993.29	\$366.69	26.96%	0.70%	0.96%	1.25%
FMC AURORA								
Freman, Robert	4	\$524.00	\$442.44	\$81.56	15.56%	0.20%	0.37%	0.28%
Newman, Jesse	4	\$399.96	\$258.92	\$141.04	35.26%	0.20%	0.28%	0.48%
Maddox, Don	2	\$199.98	\$136.02	\$63.96	31.98%	0.10%	0.14%	0.22%

	Tires Sold	Tire Sales	Tire Cost	Tire Margin \$	Tire Margin %	% of Total Tires Sold	% of Total Sales	% of Total Margin \$
FMC AURORA (continued)								
Non Profit, Sales	2	\$0.00	\$93.54	(\$93.54)	0.00%	0.10%	0.00%	-0.32%
Totals for FMC AURORA	12	\$1,123.94	\$930.92	\$193.02	17.17%	0.60%	0.80%	0.66%
DLP DUNLOP								
Swift, Joe	4	\$493.98	\$414.80	\$79.18	16.03%	0.20%	0.35%	0.27%
Freman, Robert	2	\$191.98	\$142.78	\$49.20	25.63%	0.10%	0.14%	0.17%
Newman, Jesse	2	\$176.00	\$149.84	\$26.16	14.86%	0.10%	0.12%	0.09%
Maddox, Don	1	\$85.56	\$81.49	\$4.07	4.76%	0.05%	0.06%	0.01%
Non Profit, Sales	1	\$0.00	\$227.43	(\$227.43)	0.00%	0.05%	0.00%	-0.77%
Totals for DLP DUNLOP	10	\$947.52	\$1,016.34	(\$68.82)	-7.26%	0.50%	0.67%	-0.23%
zz Unassigned Mfr								
Newman, Jesse	6	\$734.96	\$630.53	\$104.43	14.21%	0.30%	0.52%	0.36%
Freman, Robert	1	\$130.00	\$98.59	\$31.41	24.16%	0.05%	0.09%	0.11%
Lanley, Corey	1	\$20.00	\$0.01	\$19.99	99.95%	0.05%	0.01%	0.07%
Totals for zz Unassigned Mfr	8	\$884.96	\$729.13	\$155.83	17.61%	0.40%	0.63%	0.53%
UNR UNIROYAL								
Swift, Joe	4	\$391.96	\$305.08	\$86.88	22.17%	0.20%	0.28%	0.30%
Freman, Robert	2	\$223.98	\$168.20	\$55.78	24.90%	0.10%	0.16%	0.19%
Newman, Jesse	2	\$185.98	\$139.90	\$46.08	24.78%	0.10%	0.13%	0.16%
Maddox, Don	1	\$74.00	\$58.45	\$15.55	21.01%	0.05%	0.05%	0.05%
Totals for UNR UNIROYAL	9	\$875.92	\$671.63	\$204.29	23.32%	0.45%	0.62%	0.70%
RUN RUNWAY								
Newman, Jesse	8	\$315.96	\$246.20	\$69.76	22.08%	0.40%	0.22%	0.24%
Maddox, Don	4	\$199.96	\$102.32	\$97.64	48.83%	0.20%	0.14%	0.33%
Swift, Joe	3	\$143.97	\$117.91	\$26.06	18.10%	0.15%	0.10%	0.09%
Non Profit, Sales	1	\$0.00	\$61.21	(\$61.21)	0.00%	0.05%	0.00%	-0.21%
Totals for RUN RUNWAY	16	\$659.89	\$527.64	\$132.25	20.04%	0.80%	0.47%	0.45%
MHK MOHAWK								
Maddox, Don	10	\$471.90	\$285.00	\$186.90	39.61%	0.50%	0.33%	0.64%
Totals for MHK MOHAWK	10	\$471.90	\$285.00	\$186.90	39.61%	0.50%	0.33%	0.64%
TRL TRAILER TIRES								
Swift, Joe	6	\$402.66	\$345.84	\$56.82	14.11%	0.30%	0.29%	0.19%

	Tires Sold	Tire Sales	Tire Cost	Tire Margin \$	Tire Margin %	% of Total Tires Sold	% of Total Sales	% of Total Margin \$
TRL TRAILER TIRES (continued)								
Totals for TRL TRAILER TIRES	6	\$402.66	\$345.84	\$56.82	14.11%	0.30%	0.29%	0.19%
KHT KUMHO								
Newman, Jesse	1	\$113.99	\$84.03	\$29.96	26.28%	0.05%	0.08%	0.10%
Totals for KHT KUMHO	1	\$113.99	\$84.03	\$29.96	26.28%	0.05%	0.08%	0.10%
COO COOPER								
Freman, Robert	1	\$92.99	\$74.56	\$18.43	19.82%	0.05%	0.07%	0.06%
Totals for COO COOPER	1	\$92.99	\$74.56	\$18.43	19.82%	0.05%	0.07%	0.06%
GNT GENERAL								
Swift, Joe	1	\$91.99	\$84.80	\$7.19	7.82%	0.05%	0.07%	0.02%
Totals for GNT GENERAL	1	\$91.99	\$84.80	\$7.19	7.82%	0.05%	0.07%	0.02%
Grand Totals	2,003	\$141,267.56	\$111,892.96	\$29,374.60	20.79%	100.00%	100.00%	100.00%