

AUTO DATA SAMPLE REPORTS

CONSOLIDATED DAILY SALES for QUICK LUBE

1/31/2004

Store # 0001

Back Office Report

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STORES INCLUDED for 01/04

0002 2,3,5,6,7,8,9,10,12,13,14,15,16,17,19,20,21,22,23,24,26,27,28,29,30,31,
 0003 2,3,5,6,7,8,9,10,12,13,14,15,16,17,19,20,21,22,23,24,26,27,28,29,30,31,
 0004 2,3,5,6,7,8,9,10,12,13,14,15,16,17,19,20,21,22,23,24,26,27,28,29,30,31,
 0005 3,5,6,7,8,9,10,12,13,14,15,16,17,19,20,21,22,23,24,26,27,28,29,30,31,
 0006 2,3,5,6,7,8,9,10,12,13,14,15,16,17,19,20,21,22,23,24,26,27,28,29,30,31,
 0007 2,3,5,6,7,8,9,10,12,13,14,15,16,17,19,20,21,22,23,24,26,27,28,29,30,31,

code	Description	Units	%	Amount	% of \$
1	FULL SERVICE OIL CHANGE_____	3,808	80%	\$100,013.92	59%
1	FULL SVC 4X4 OIL CHANGE_____	122	3%	\$4,392.78	3%
1	FULL SVC HIGH MILEAGE_____	400	8%	\$14,488.00	9%
1	FULL SVC SYNTHETIC_____	94	2%	\$4,309.06	3%
1	FULL SERVICE WINTER_____	37	1%	\$1,368.63	1%
1	FULL SVC WINTER_____	67	1%	\$2,392.33	1%
1	FULL SVC ENTERPRISE RENT_____	34	1%	\$543.66	0%
1	FULL SVC HIGH HORSEPOWER_____	9	0%	\$332.91	0%
1	OIL/LUBE/FILTER SVC_____	2	0%	\$43.98	0%
2	AIR FILTER_____	618	13%	\$7,727.82	5%
4	BREATHER_____	35	1%	\$171.73	0%
5	PCV VALVE_____	172	4%	\$862.28	1%
6	WIPER BLADE_____	728	15%	\$8,074.72	5%
7	TRANS FLUSH SPECIAL FLUID_____	16	0%	\$1,279.84	1%
7	TOTAL TRANS FLUID EXCHNGE_____	55	1%	\$3,849.45	2%
8	CABIN AIR FILTER_____	5	0%	\$165.95	0%
9	COOLANT FLUSH SERVICE_____	40	1%	\$1,999.60	1%
9	DEXCOOL FLUSH SERVICE_____	14	0%	\$979.86	1%
10	FRONT DIFFERENTIAL SERV._____	41	1%	\$819.59	0%
10	SYNTHETIC FRONT DIFF SRV_____	2	0%	\$59.98	0%
11	REAR DIFFERENTIAL SERVICE_____	40	1%	\$799.60	0%
11	SYNTHETIC REAR DIFF SRV_____	5	0%	\$149.95	0%
12	MANUAL TRANS SERVICE_____	2	0%	\$59.98	0%
13	TRANSFER CASE SERVICE_____	51	1%	\$1,019.49	1%
14	SERPENTINE BELT_____	21	0%	\$1,049.79	1%
17	ENVIRONMENTAL FEE_____	613	13%	\$1,226.00	1%
20	BULBS_____	340	7%	\$1,950.60	1%
21	SLICK 50 ADDITIVE_____	100	2%	\$1,099.00	1%
21	SLICK 50 SERVICE_____	15	0%	\$159.85	0%
22	GUMOUT_____	62	1%	\$1,859.38	1%
23	ADDITIVES_____	16	0%	\$79.84	0%
27	4X4 FULL SERVICE CHARGE_____	4	0%	\$8.00	0%
55	MISC SALE EMPLOYEE_____	10	0%	\$53.81	0%
55	MISCELLANEOUS SALES_____	20	0%	\$314.90	0%
61	EXTRA OIL_____	1,790	37%	\$3,670.46	2%
61	5w20 OIL CHANGE_____	143	3%	\$286.00	0%
61	NON QUAKER STATE OIL CHG_____	376	8%	\$752.00	0%
61	EXTRA CHARGE -OIL FILTER_____	95	2%	\$184.00	0%
61	CUSTOMER OWN OIL_____	14	0%	-\$56.00	0%

sub Total \$168,542.74

Base \$21.99 Above Below Total
 Cars : 4,714 66 4,780
 Average : \$35.59 \$11.37 \$35.26
 Aver-Coup: \$34.05 \$11.25 \$33.74
 Materials: \$58,099.25 34%

- coupons \$6,945.99

- Discounts \$325.27

Net sales \$161,271.48



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Profit Center	Cars	Average	Aver-Coup	Materials	Net Sales	%
QUICK LUBE	4,780	\$35.26	\$33.74	\$58,099.25	\$161,271.48	100%
TUNE UP	0			\$0.00	\$0.00	0%
CAR WASH	0			\$0.00	\$0.00	0%
FIRST RECEIPT # 5,129				TOTAL	\$161,271.48	
LAST RECEIPT # 5,149				-(0) Gift Cert	\$203.55	
NEW CUSTOMERS	2,625	-	38%	NET SALES	\$161,067.93	
REPEAT CUSTOMERS	4,310	-	62%	+ SALES TAX	\$5,271.53	
TOTAL CUSTOMERS	6,935			GROSS SALES	\$166,339.46	
TIME OPENED :	8:19 AM			-(0) Payouts	\$952.90	
TIME CLOSED :	6:41 PM			-(0) Fleets	\$10,192.11	
# OF VOIDS :	12			TOTAL RECEIPTS	\$155,194.45	

LABOR for Profit Center	Total Hours	Hours /Car	Total Cost	Cost /Car	% of Net
QUICK LUBE	4757.02	0.69	\$39,761.31	\$5.73	25%
TUNE UP	0.00	0.00	\$0.00	\$0.00	
CAR WASH	0.00	0.00	\$0.00	\$0.00	

