



Sample Report

YOUR LUBE SHOP
 Statistics Report
 For the ending date of 09/04/2003

Time: 1:54 PM
 Date: 09/04/2003
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| | TODAY | | | WEEK TO DATE | | | MONTH TO DATE | | | MONTHLY PROJECTION | | | LAST MONTH | | |
|-----------------------|-------|------|--------|--------------|------|----------|---------------|------|----------|--------------------|------|-----------|------------|------|-----------|
| | # | % | \$ | # | % | \$ | # | % | \$ | # | % | \$ | # | % | \$ |
| NET SALES | 27 | | 749.29 | 263 | | 7,699.88 | 192 | | 5,487.58 | 1248 | | 35,669.27 | 1064 | | 31,044.29 |
| REPEAT BUSINESS | 18 | 66.6 | 513.18 | 139 | 52.8 | 3,963.96 | 100 | 52.0 | 2,820.92 | 650 | 52.0 | 18,335.98 | 564 | 53.0 | 16,334.07 |
| STORE TICKET/SALES | 24 | 88.8 | 663.63 | 258 | 98.0 | 7,568.28 | 187 | 97.3 | 5,355.98 | 1215 | 97.3 | 34,813.87 | 1039 | 97.6 | 30,292.40 |
| GIFT CERTIFICATES SAL | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| FULL SERVICE OIL CHAN | 24 | 88.8 | 598.80 | 230 | 87.4 | 5,768.50 | 166 | 86.4 | 4,171.70 | 1079 | 86.4 | 27,116.05 | 905 | 85.0 | 22,729.75 |
| TRANSMISSION SERVICE | 0 | 0.0 | 0.00 | 11 | 4.1 | 559.45 | 10 | 5.2 | 499.50 | 65 | 5.2 | 3,246.75 | 27 | 2.5 | 1,329.65 |
| MANUAL TRANSMISSION S | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| TRANSFER CASE SERVICE | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| REAR DIFFERENTIAL SVC | 1 | 3.7 | 15.95 | 1 | 0.3 | 15.95 | 1 | 0.5 | 15.95 | 6 | 0.4 | 103.67 | 1 | 3.7 | 15.95 |
| FRONT DIFFERENTIAL SV | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| DIFFERENTIAL SERVICE | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| RADIATOR SERVICES | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| AIR CONDITIONING SERV | 0 | 0.0 | 0.00 | 6 | 2.2 | 113.70 | 4 | 2.0 | 75.80 | 26 | 2.0 | 492.70 | 24 | 2.2 | 454.80 |
| FUEL INJECTOR CLEANER | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| LABOR | 1 | 3.7 | 38.00 | 4 | 1.5 | 63.00 | 2 | 1.0 | 42.00 | 13 | 1.0 | 273.00 | 23 | 2.1 | 370.12 |
| LUBE/OIL/FILTER ONLY | 0 | 0.0 | 0.00 | 20 | 7.6 | 399.00 | 14 | 7.2 | 279.30 | 91 | 7.2 | 1,815.45 | 113 | 10.6 | 2,254.35 |
| LUBE ONLY | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 2 | 0.1 | 14.00 |
| MISCELLANEOUS CHARGES | 5 | 18.5 | 10.99 | 23 | 8.7 | 80.03 | 15 | 7.8 | 59.03 | 97 | 7.7 | 383.69 | 66 | 6.2 | 357.67 |
| AIR FILTERS | 6 | 22.2 | 54.70 | 56 | 21.2 | 563.24 | 38 | 19.7 | 353.10 | 247 | 19.7 | 2,295.15 | 167 | 15.6 | 1,820.06 |
| BREATHER FILTERS | 0 | 0.0 | 0.00 | 1 | 0.3 | 4.95 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 7 | 0.6 | 29.65 |
| PCV VALVES | 0 | 0.0 | 0.00 | 2 | 0.7 | 14.90 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 8 | 0.7 | 59.60 |
| WIPER BLADES | 0 | 0.0 | 0.00 | 2 | 0.7 | 31.80 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 10 | 0.9 | 155.05 |
| ADDITIVES | 0 | 0.0 | 0.00 | 2 | 0.7 | 32.90 | 1 | 0.5 | 7.95 | 6 | 0.4 | 51.67 | 6 | 0.5 | 75.80 |
| OIL PAN PLUGS | 1 | 3.7 | 3.98 | 8 | 3.0 | 29.90 | 3 | 1.5 | 13.95 | 19 | 1.5 | 90.67 | 29 | 2.7 | 80.69 |
| PLUG WASHERS | 2 | 7.4 | 0.75 | 14 | 5.3 | 3.75 | 9 | 4.6 | 2.50 | 58 | 4.6 | 16.25 | 54 | 5.0 | 14.75 |
| AIR CONDITIONING PART | 1 | 3.7 | 5 | 5 | 1.9 | 128.38 | 3 | 1.5 | 76.55 | 19 | 1.5 | 497.57 | 26 | 2.4 | 586.88 |
| LUBE FITTINGS | 0 | 0.0 | 0 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| LIGHT BULBS | 0 | 0.0 | 0 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 6 | 0.5 | 39.98 |
| TIRE STEMS | 0 | 0.0 | 0 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 9 | 0.8 | 15.80 |
| FUSE | 0 | 0.0 | 0 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 | 0 | 0.0 | 0.00 |
| MOTOR OIL | 1 | 3.7 | 31 | 31 | 11.7 | 44.62 | 23 | 11.9 | 33.00 | 149 | 11.9 | 214.50 | 92 | 8.6 | 213.87 |
| TRAFFIC 7AM-8AM | 1 | 3.7 | 3 | 3 | 1.1 | 79.80 | 3 | 1.5 | 79.80 | 19 | 1.5 | 518.70 | 9 | 0.8 | 256.52 |
| TRAFFIC 8AM-9AM | 5 | 18.5 | 28 | 28 | 10.6 | 902.22 | 21 | 10.9 | 566.97 | 136 | 10.8 | 3,685.30 | 84 | 7.8 | 2,446.68 |
| TRAFFIC 9AM-10AM | 4 | 14.8 | 35 | 35 | 13.3 | 1058.46 | 29 | 15.1 | 885.02 | 188 | 15.0 | 5,752.63 | 131 | 12.3 | 4,167.24 |
| TRAFFIC 10AM-11AM | 6 | 22.2 | 37 | 37 | 14.0 | 1095.19 | 28 | 14.5 | 852.12 | 182 | 14.5 | 5,538.78 | 124 | 11.6 | 3,373.87 |
| TRAFFIC 11AM-12NOON | 1 | 3.7 | 29 | 29 | 11.0 | 811.73 | 20 | 10.4 | 511.90 | 130 | 10.4 | 3,327.35 | 137 | 12.8 | 3,979.07 |
| TRAFFIC 12NOON-1PM | 2 | 7.4 | 26 | 26 | 9.8 | 692.23 | 18 | 9.3 | 482.20 | 117 | 9.3 | 3,134.30 | 125 | 11.7 | 3,588.95 |
| TRAFFIC 1PM-2PM | 2 | 7.4 | 28 | 28 | 10.6 | 903.50 | 20 | 10.4 | 623.35 | 130 | 10.4 | 4,051.77 | 113 | 10.6 | 3,375.85 |
| TRAFFIC 2PM-3PM | 4 | 14.8 | 27 | 27 | 10.2 | 842.58 | 20 | 10.4 | 617.40 | 130 | 10.4 | 4,013.10 | 109 | 10.2 | 3,207.94 |
| TRAFFIC 3PM-4PM | 0 | 0.0 | 22 | 22 | 8.3 | 593.23 | 12 | 6.2 | 315.78 | 78 | 6.2 | 2,052.57 | 95 | 8.9 | 2,795.20 |
| TRAFFIC 4PM-5PM | 0 | 0.0 | 18 | 18 | 6.8 | 503.19 | 12 | 6.2 | 360.24 | 78 | 6.2 | 2,341.56 | 79 | 7.4 | 2,276.37 |
| TRAFFIC 5PM-6PM | 2 | 7.4 | 9 | 9 | 3.4 | 184.85 | 8 | 4.1 | 159.90 | 52 | 4.1 | 1,039.35 | 55 | 5.1 | 1,451.20 |
| TRAFFIC 6PM-7PM | 0 | 0.0 | 1 | 1 | 0.3 | 32.90 | 1 | 0.5 | 32.90 | 6 | 0.4 | 213.85 | 3 | 0.2 | 125.40 |