

Automotive Service Leaders

Sales And Gross - YTD

December 2006

LN	COMPANY NUMBER	Sales And Gross - YTD					Group Average	December 2006				
		5 T. A.	9 S.M.	11 E. M.	6 D. D.	2 B. B.		15 M.V.	18 L.S.	10 M.W.	1 T. T.	8 D. W.
1	Date Received	01/25/2007	01/12/2007	01/09/2007	01/06/2007	01/24/2007		01/19/2007	01/22/2007	01/17/2007	01/31/2007	01/25/2007
2												
3	Customer Labor Sales	575,164	190,732	300,208	667,930	469,054	511,418	585,761	588,257	547,508	209,043	879,412
4	Cust. Labor Contra Sales	N/A	N/A	606	N/A	1,197	4,397	15,393	4,915	2,942	1,326	N/A
5	Customer Labor Cost	181,565	50,255	80,180	256,897	150,732	180,766	242,210	198,836	182,605	66,781	365,269
6	Gross Profit	393,599	140,477	219,422	411,033	317,125	328,254	328,158	384,506	361,961	140,936	514,143
7	Percentage of Sales	68.43%	73.65%	73.09%	61.54%	67.61%	65.72%	56.02%	65.36%	66.11%	67.42%	58.46%
8												
9	Sublet Labor Sales	8,195	9,542	16,519	23,986	23,358	16,597	3,935	2,258	3,330	15,570	N/A
10	Sub. Labor Contra Sales	N/A	N/A	N/A	N/A	74	74	N/A	N/A	N/A	N/A	N/A
11	Sublet Labor Cost	3,315	6,336	10,536	12,758	18,274	11,867	4,037	1,314	1,617	13,272	N/A
12	Gross Profit	4,880	3,206	5,983	11,228	5,010	4,722	(102)	944	1,713	2,298	N/A
13	Percentage of Sales	59.55%	33.60%	36.22%	46.81%	21.45%	32.34%	-2.59%	41.81%	51.44%	14.76%	N/A
14												
15	Total Labor Sales	583,359	200,274	316,727	691,916	492,412	526,506	589,696	590,515	550,838	224,613	879,412
16	Total Labor Contra Sales	N/A	N/A	606	N/A	1,271	4,409	15,393	4,915	2,942	1,326	N/A
17	Total Labor Costs	184,880	56,591	90,716	269,655	169,006	191,554	246,247	200,150	184,222	80,053	365,269
18	Gross Profit	398,479	143,683	225,405	422,261	322,135	332,546	328,056	385,450	363,674	143,234	514,143
19	Percentage of Sales	68.31%	71.74%	71.17%	61.03%	65.42%	64.37%	55.63%	65.27%	66.02%	63.77%	58.46%
20	Ranking of % of Sales	3	1	2	9	5	6/7	11	6	4	7	10
21												
22	Parts Shop Sales	633,667	144,809	305,510	550,075	446,420	470,347	663,612	514,502	487,262	173,987	728,648
23	Parts Shop Contra Sales	N/A	N/A	N/A	N/A	376	4,261	17,425	4,915	1,617	1,233	N/A
24	Parts Shop Cost	233,562	74,157	154,008	230,358	231,074	221,680	260,699	261,165	255,691	96,887	378,026
25	Gross Profit	400,105	70,652	151,502	319,717	214,970	246,343	385,488	248,422	229,954	75,867	350,622
26	Percentage of Sales	63.14%	48.79%	49.59%	58.12%	48.15%	51.19%	58.09%	48.28%	47.19%	43.60%	48.12%
27												
28	Parts Counter Sales	N/A	N/A	N/A	N/A	828	828	N/A	N/A	N/A	N/A	N/A
29	Parts Counter Contra Sales	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
30	Parts Counter Cost	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
31	Gross Profit	N/A	N/A	N/A	N/A	828	828	N/A	N/A	N/A	N/A	N/A
32	Percentage of Sales	N/A	N/A	N/A	N/A	100.00%	100.00%	N/A	N/A	N/A	N/A	N/A
33												
34	Total Parts Sales	633,667	144,809	305,510	550,075	447,248	470,423	663,612	514,502	487,262	173,987	728,648
35	Total Parts Contra Sales	N/A	N/A	N/A	N/A	376	4,261	17,425	4,915	1,617	1,233	N/A
36	Total Parts Cost	233,562	74,157	154,008	230,358	231,074	221,680	260,699	261,165	255,691	96,887	378,026
37	Gross Profit	400,105	70,652	151,502	319,717	215,798	246,418	385,488	248,422	229,954	75,867	350,622
38	Percentage of Sales	63.14%	48.79%	49.59%	58.12%	48.25%	51.20%	58.09%	48.28%	47.19%	43.60%	48.12%
39	Ranking of % of Sales	1	6	5	2	8	3/4	3	7	10	11	9

COMPANY NUMBER	5 T. A.	9 S.M.	11 E. M.	6 D. D.	2 B. B.	Group Average	15 M.V.	18 L.S.	10 M.W.	1 T. T.	8 D. W.
LN											
40											
41 Tire Sales	33,971	N/A	24,062	34,299	N/A	52,353	15,954	2,294	74,058	N/A	172,858
42 Tire Contra Sales	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
43 Tire Cost	17,704	N/A	15,744	23,677	N/A	35,127	12,482	1,474	51,636	N/A	115,557
44 Gross Profit	16,267	N/A	8,318	10,622	N/A	17,226	3,472	820	22,422	N/A	57,301
45 Percentage of Sales	47.88%	N/A	34.57%	30.97%	N/A	33.08%	21.76%	35.75%	30.28%	N/A	33.15%
46											
47 Towing Sales	15,163	N/A	N/A	6,717	N/A	8,505	8,182	7,895	4,566	N/A	N/A
48 Towing Contra Sales	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
49 Towing Costs	11,015	N/A	N/A	5,493	N/A	8,501	8,020	13,411	4,566	N/A	N/A
50 Gross Profit	4,148	N/A	N/A	1,224	N/A	4	162	(5,516)	0	N/A	N/A
51 Percentage of Sales	27.36%	N/A	N/A	18.22%	N/A	-4.46%	1.98%	-69.87%	0.00%	N/A	N/A
52											
53 Miscellaneous Sales	3,254	(138)	N/A	N/A	2,017	4,337	3,532	13,020	N/A	N/A	N/A
54 Total Misc. Contra Sales	N/A	N/A	N/A	N/A	N/A	42,122	N/A	N/A	N/A	N/A	N/A
55 Miscellaneous Cost	N/A	N/A	N/A	N/A	N/A	5,082	(157)	10,320	N/A	N/A	N/A
56 Gross Profit	3,254	(138)	N/A	N/A	2,017	(5,100)	3,689	2,700	N/A	N/A	N/A
57 Percentage of Sales	100.00%	100.00%	N/A	N/A	100.00%	70.86%	104.45%	20.74%	N/A	N/A	N/A
58											
59 Grand Total Sales	1,269,414	344,945	646,299	1,283,007	941,677	1,040,840	1,280,976	1,128,226	1,116,724	398,600	1,780,918
60 Grand Total Contra Sales	N/A	N/A	606	N/A	1,647	15,690	32,818	9,830	4,559	2,559	N/A
61 Grand Total Cost	447,161	130,748	260,468	529,183	400,080	443,569	527,291	486,520	496,115	176,940	858,852
62 Grand Total Gross Profit	822,253	214,197	385,225	753,824	539,950	588,713	720,867	631,876	616,050	219,101	922,066
63 Percentage of Sales	64.77%	62.10%	59.60%	58.75%	57.34%	57.13%	56.27%	56.01%	55.17%	54.97%	51.77%
64 Ranking of % of Sales	1	2	3	4	5	5/6	6	7	8	9	10
65											
66 % of Parts to Total	49.92%	41.98%	47.27%	42.87%	47.49%	45.17%	51.81%	45.60%	43.63%	43.65%	40.91%
67 % of Labor to Total	45.95%	58.06%	49.01%	53.93%	52.29%	51.46%	46.03%	52.34%	49.33%	56.35%	49.38%

Automotive Service Leaders

Personnel Expenses - YTD

December 2006

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COMPANY NUMBER	11	8	1	18	9	5	Group Average	10	17	6	15
LN	E. M.	D. W.	T. T.	L.S.	S.M.	T. A.		M.W.	J. S.	D. D.	M.V.
1 Grand Total Sales	646,299	1,780,918	398,600	1,128,226	344,945	1,269,414	1,040,840	1,116,724	1,258,453	1,283,007	1,280,976
2 Grand Total Gross Profit	385,225	922,066	219,101	631,876	214,197	822,253	588,713	616,050	650,432	753,824	720,867
3 % of Grand Total Sales	59.6%	51.8%	55.0%	56.0%	62.1%	64.8%	57.13%	55.2%	51.7%	58.8%	56.3%
4 Ranking - % of Total Sales	3	10	9	7	2	1	5/6	8	11	4	6
5											
6 Salaries - General Mngr.	52,500	61,600	13,608	N/A	8,000	50,200	39,205	42,628	45,500	N/A	60,206
7 Per Hour Billed	N/A	5.66	4.89	N/A	2.79	13.86	6.67	7.18	6.35	N/A	9.57
8											
9 Salaries - Service Writer	59,936	87,485	28,745	117,052	26,420	92,947	80,677	71,303	74,893	142,886	111,767
10 Per Hour Billed	N/A	8.05	10.33	15.16	9.20	25.65	14.72	12.01	10.44	26.24	17.77
11											
12 Salaries - Parts	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
13 Per Hour Billed	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
14											
15 Salaries - Clerical	111	18,933	4,537	22,020	505	34,410	20,268	39,009	31,305	29,337	31,078
16 Per Hour Billed	N/A	1.74	1.63	2.85	0.18	9.50	3.91	6.57	4.37	5.39	4.94
17											
18 Salaries - Shop Support	N/A	N/A	6,766	N/A	N/A	N/A	17,999	4,296	382	N/A	794
19 Per Hour Billed	N/A	N/A	2.43	N/A	N/A	N/A	3.26	0.72	0.05	N/A	0.13
20											
21 Salaries - Other	N/A	59,838	N/A	2,502	N/A	N/A	15,499	N/A	5,110	22,791	2,428
22 Per Hour Billed	N/A	5.50	N/A	0.32	N/A	N/A	1.86	N/A	0.71	4.18	0.39
23											
24 Total Salaries	112,547	227,856	53,656	141,574	34,925	177,557	149,657	157,236	157,190	195,014	206,273
25 % of Sales	17.41%	12.79%	13.46%	12.55%	10.12%	13.99%	14.32%	14.08%	12.49%	15.20%	16.10%
26 Ranking above the Line	10	4	5	3	1	6	7/8	7	2	8	9
27 Per Hour Billed	N/A	20.95	19.27	18.33	12.17	49.01	26.72	26.49	21.92	35.81	32.79
28											
29 Payroll Taxes	N/A	44,606	8,720	48,047	6,728	44,152	35,745	49,618	37,964	37,049	44,822
30 Employee Benefits	1,243	4,428	4,976	8,252	4,601	15,749	10,762	22,772	13,585	10,581	21,123
31 Insurance-Life & Health	N/A	34,856	4,516	24,613	14,345	28,750	21,597	6,153	45,604	33,467	22,466
32 Insurance Workmen's Comp.	N/A	7,998	3,291	10,548	4,985	N/A	8,122	474	11,354	15,761	9,753
33 Pension Fund	N/A	1,540	1,278	N/A	N/A	N/A	4,507	4,665	11,272	6,077	2,211
34 Misc. Personnel Exp.	N/A	8,184	425	431	6,680	1,486	9,215	N/A	N/A	N/A	N/A
35											
36 Total Benefits Expenses	1,243	101,612	23,206	91,891	37,339	90,137	64,099	83,682	119,779	102,935	100,375
37 % of Sales	0.19%	5.71%	5.82%	8.14%	10.82%	7.10%	5.13%	7.49%	9.52%	8.02%	7.84%
38 Ranking above the Line	1	2	3	9	11	5	1/2	6	10	8	7
39 Per Hour Billed	N/A	9.34	8.34	11.90	13.01	24.88	11.00	14.10	16.70	18.90	15.96
40											
41 Total Personnel Expenses	113,790	329,468	76,862	233,465	72,264	267,694	223,429	240,918	276,969	297,949	306,648
42 % of Sales	17.61%	18.50%	19.28%	20.69%	20.95%	21.09%	21.32%	21.57%	22.01%	23.22%	23.94%
43 Ranking above the Line	1	2	3	4	5	6	6/7	7	8	9	10
44 Per Hour Billed	N/A	30.30	27.61	30.23	25.17	73.89	31.55	40.59	38.62	54.71	48.75
45 Salaries - Service Writer											
46 % of Sales	9.27%	4.91%	7.21%	10.37%	7.66%	7.32%	7.89%	6.39%	5.95%	11.14%	8.73%
47 % of Gross Profit	15.56%	9.49%	13.12%	18.52%	12.33%	11.30%	13.78%	11.57%	11.51%	18.95%	15.50%

COMPANY NUMBER	8	11	6	10	Group Average	17	5	18	1	15	2
LN	D. W.	E. M.	D. D.	M.W.		J. S.	T. A.	L.S.	T. T.	M.V.	B. B.
1 Grand Total Sales	1,780,918	646,299	1,283,007	1,116,724	1,040,840	1,258,453	1,269,414	1,128,226	398,600	1,280,976	941,677
2 Grand Total Gross Profit	922,066	385,225	753,824	616,050	588,713	650,432	822,253	631,876	219,101	720,867	539,950
3 % of Grand Total Sales	51.77%	59.60%	58.75%	55.17%	57.13%	51.69%	64.77%	56.01%	54.97%	56.27%	57.34%
4 Ranking - % of Total Sales	10	3	4	8	5/6	11	1	7	9	6	5
5											
6 Company Vehicle	9,047	9,295	5,201	9,600	8,281	7,632	16,881	6,278	3,819	9,817	5,239
7 Office Supplies	10,360	7,227	5,229	9,337	9,472	7,599	6,365	15,116	4,691	18,712	13,140
8 Shop Supplies	15,921	4,043	14,981	132	8,503	13,912	9,406	7,618	4,497	10,059	8,607
9 Less Recovery	32,153	6,264	43,907	18,826	21,170	28,127	28,665	21,756	8,469	17,422	20,856
10 Net	(16,232)	(2,221)	(28,926)	(18,694)	(12,667)	(14,215)	(19,259)	(14,138)	(3,972)	(7,363)	(12,249)
11 Per Hour Billed	(1.49)	N/A	(5.31)	(3.15)	(2.44)	(1.98)	(5.32)	(1.83)	(1.43)	(1.17)	(2.04)
12											
13 Tools & Equipment	2,515	1,519	8,414	952	4,445	6,247	6,749	2,761	3,755	2,783	8,755
14 Advertising	55,386	28,208	91,320	125,062	74,283	67,115	128,424	89,072	23,901	99,476	79,499
15 % of Sales	3.11%	4.36%	7.12%	11.20%	7.27%	5.33%	10.12%	7.89%	6.00%	7.77%	8.44%
16											
17 Contributions	2,479	335	N/A	2,020	3,307	N/A	1,720	N/A	7,927	9,376	172
18 Outside Services	12,507	N/A	18,357	2,064	7,090	13,885	1,822	9,043	1,265	8,882	2,017
19 % of Sales	0.70%	N/A	1.43%	0.18%	0.59%	1.10%	0.14%	0.80%	0.32%	0.69%	0.21%
20											
21 Enviromental Expenses	7,939	1,202	3,363	N/A	2,006	N/A	828	574	25	1,848	271
22 Less Recovery	430	50	5,038	N/A	6,415	3,406	3,252	21,756	N/A	78	15,353
23 Net	7,509	1,152	(1,675)	N/A	(4,169)	(3,406)	(2,424)	(21,182)	25	1,770	(15,082)
24 Per Hour Billed	0.69	N/A	(0.31)	N/A	(0.96)	(0.47)	(0.67)	(2.74)	0.01	0.28	(2.51)
25											
26 Travel & Entertainment	3,478	82	2,607	N/A	3,015	3,811	3,789	N/A	747	4,182	8,441
27 Dues & Subscriptions	5,803	16,637	2,665	5,035	7,325	4,687	8,115	N/A	4,414	1,161	21,375
28 Technical Publications	3,748	4,764	5,120	N/A	4,329	5,853	N/A	N/A	1,641	3,342	5,834
29 Legal & Audit	3,921	841	10,353	1,428	5,832	13,298	13,652	2,444	4,239	7,606	1,687
30 Insurance - Garage Liability	7,892	N/A	10,597	11,488	8,585	12,106	N/A	11,037	4,404	9,135	9,128
31 % of Sales	0.44%	N/A	0.83%	1.03%	0.83%	0.96%	N/A	0.98%	1.10%	0.71%	0.97%
32											
33 Telephone	7,429	1,170	8,667	6,793	6,027	6,678	6,840	8,088	3,608	7,287	7,415
34 Training - Management	18,413	300	13,521	2,959	14,568	25,432	11,497	32,925	3,840	18,540	8,999
35 Training - Employees	2,123	1,590	349	4,440	6,177	3,215	2,981	32,925	49	8,201	5,893
36 Interest - Notes Payable	N/A	N/A	2,251	2,529	4,100	3,700	N/A	6,243	1,687	1,598	10,692
37 Bank Charges	23,111	4,619	20,425	14,904	17,530	37,354	16,205	16,344	4,833	29,644	15,514
38 Freight	N/A	N/A	315	N/A	694	N/A	81	2,074	56	555	1,080
39 Other Operating Expenses	1,620	803	N/A	N/A	2,632	4,923	6,783	444	N/A	461	2,076
40											
41 Total Operating Expenses	161,109	76,321	174,790	179,917	161,096	205,914	210,221	199,474	70,929	235,165	179,625
42 % of Sales	9.05%	11.81%	13.62%	16.11%	16.29%	16.36%	16.56%	17.68%	17.79%	18.36%	19.08%
43 Ranking of % of Sales	1	2	3	4	4/5	5	6	7	8	9	10
44 Per Hour Billed	14.82	N/A	32.10	30.31	31.00	28.71	58.02	25.83	25.48	37.39	29.95
45											
46 Total Retained Gross	431,489	195,114	281,085	195,215	204,188	167,549	344,338	198,937	71,310	179,054	118,636
47 % of Sales	24.23%	30.2%	21.9%	17.5%	19.52%	13.3%	27.1%	17.6%	17.9%	14.0%	12.6%
48 Ranking of % of Sales	3	1	4	8	4/5	10	2	7	6	9	11
49 Per Hour Billed	39.68	N/A	51.61	32.89	36.43	23.36	95.04	25.76	25.61	28.47	19.78

COMPANY NUMBER	10 M.W.	11 E. M.	6 D. D.	15 M.V.	1 T. T.	9 S.M.	Group Average	18 L.S.	17 J. S.	2 B. B.	8 D. W.
LN											
1 Grand Total Sales	1,116,724	646,299	1,283,007	1,280,976	398,600	344,945	1,040,840	1,128,226	1,258,453	941,677	1,780,918
2 Grand Total Gross Profit	616,050	385,225	753,824	720,867	219,101	214,197	588,713	631,876	650,432	539,950	922,066
3 % of Grand Total Sales	55.17%	59.60%	58.75%	56.27%	54.97%	62.10%	57.13%	56.01%	51.69%	57.34%	51.77%
4 Ranking - % of Total Sales	8	3	4	6	9	2	5/6	7	11	5	10
5											
6 Rent	N/A	18,000	48,345	43,600	16,164	6,000	57,741	60,000	88,250	61,200	124,841
7 Amortization - Leaseholds	N/A	N/A	N/A	N/A	N/A	N/A	2,198	N/A	748	3,648	N/A
8 Repair & Maint - Real Estate	2,175	3,758	N/A	10,103	1,450	490	4,374	N/A	N/A	4,966	5,494
9 Deprec - Bldg & Improv	N/A	N/A	N/A	5,460	N/A	N/A	16,967	N/A	N/A	44	33,565
10 Taxes - Real Estate	10,079	N/A	N/A	6,201	1,499	N/A	6,974	6,147	N/A	N/A	8,472
11 Insurance - Bldg & Improv	2,962	706	N/A	131	N/A	N/A	4,393	N/A	N/A	N/A	N/A
12 Interest - Mortgage	N/A	N/A	N/A	142	N/A	N/A	142	N/A	N/A	N/A	N/A
13 Utilities	12,299	4,021	7,990	12,934	3,219	5,866	9,283	16,670	3,996	8,810	17,040
14											
15 Total Rent Factor	27,515	26,485	56,335	78,571	22,332	12,356	76,939	82,817	92,994	78,668	189,412
16 % of Sales	2.46%	4.10%	4.39%	6.13%	5.60%	3.58%	6.73%	7.34%	7.39%	8.35%	10.64%
17 Per Hour Billed	4.64	N/A	10.34	12.49	8.02	4.30	14.34	10.72	12.97	13.12	17.42
18											
19 Insurance - Other	3,120	N/A	N/A	N/A	N/A	N/A	1,963	N/A	N/A	N/A	805
20 Taxes - Other	N/A	N/A	2,208	4,222	866	8,037	3,454	N/A	4,090	3,048	1,710
21 Repairs - Equipment	1,891	1,803	1,378	5,782	531	1,190	2,205	N/A	N/A	776	1,594
22 Depreciation - Equipment	N/A	N/A	9,310	N/A	N/A	N/A	10,349	N/A	17,538	4,200	N/A
23 Lease/Rental - Equipment	2,056	N/A	2,118	166	6,695	4,746	2,095	N/A	241	369	N/A
24 Other Fixed & Occupancy	N/A	N/A	N/A	N/A	N/A	N/A	8,186	12,634	N/A	6,931	11,493
25											
26 Total Fixed & Occup. Exp.	34,582	28,288	71,349	88,741	30,424	26,329	88,621	95,451	114,863	93,992	205,014
27 % of Sales	3.10%	4.38%	5.56%	6.93%	7.63%	7.63%	8.09%	8.46%	9.13%	9.98%	11.51%
28 Ranking - % of Sales	1	2	3	4	5	6	6/7	7	8	9	10
29 Per Hour Billed	5.83	N/A	13.10	14.11	10.93	9.17	16.73	12.36	16.02	15.67	18.85

Automotive Service Leaders

Summary of Costs - YTD

December 2006

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COMPANY NUMBER	11 E. M.	6 D. D.	10 M.W.	8 D. W.	5 T. A.	Group Average	9 S.M.	1 T. T.	18 L.S.	15 M.V.	17 J. S.
LN											
1 Grand Total Sales (Less Contra)	645,693	1,283,007	1,112,165	1,780,918	1,269,414	1,025,150	344,945	396,041	1,118,396	1,248,158	1,216,331
2 Grand Total Gross Profit	385,225	753,824	616,050	922,066	822,253	588,713	214,197	219,101	631,876	720,867	650,432
3 % of Grand Total Sales	59.60%	58.75%	55.17%	51.77%	64.77%	57.13%	62.10%	54.97%	56.01%	56.27%	51.69%
4 Ranking - % of Total Sales	3	4	8	10	1	5/6	2	9	7	6	11
5 Per Hour Billed	N/A	235.59	187.36	163.78	350.38	186.91	120.16	142.26	144.83	198.44	169.62
6 Per Repair Order	N/A	379.03	276.73	212.72	237.76	253.90	195.10	195.87	217.00	289.33	283.20
7											
8 Total Personnel Expense	113,790	297,949	240,918	329,468	267,694	223,429	72,264	76,862	233,465	306,648	276,969
9 % of Sales	17.61%	23.22%	21.57%	18.50%	21.09%	21.32%	20.95%	19.28%	20.69%	23.94%	22.01%
10 Ranking - % of Sales	1	9	7	2	6	6/7	5	3	4	10	8
11 Per Hour Billed	N/A	54.71	40.59	30.30	73.89	41.02	25.17	27.61	30.23	48.75	38.62
12 Per Repair Order	N/A	88.02	59.94	39.35	50.14	56.21	40.87	38.01	45.30	71.08	64.49
13											
14 Total Operating Expense	76,321	174,790	179,917	161,109	210,221	161,096	78,592	70,929	199,474	235,165	205,914
15 % of Sales	11.81%	13.62%	16.11%	9.05%	16.56%	16.29%	22.78%	17.79%	17.68%	18.36%	16.36%
16 Ranking - % of Sales	2	3	4	1	6	4/5	11	8	7	9	5
17 Per Hour Billed	N/A	32.10	30.31	14.82	58.02	31.00	27.38	25.48	25.83	37.39	28.71
18 Per Repair Order	N/A	51.64	44.77	19.24	39.37	42.39	44.45	35.08	38.70	54.51	47.94
19											
20 Total Fixed & Occup. Exp.	28,288	71,349	34,582	205,014	185,800	88,621	26,329	30,424	95,451	88,741	114,863
21 % of Sales	4.38%	5.56%	3.10%	11.51%	14.64%	8.09%	7.63%	7.63%	8.46%	6.93%	9.13%
22 Ranking - % of Sales	2	3	1	10	11	6/7	6	5	7	4	8
23 Per Hour Billed	N/A	13.10	5.83	18.85	51.28	16.73	9.17	10.93	12.36	14.11	16.02
24 Per Repair Order	N/A	21.08	8.60	24.49	34.80	21.00	14.89	15.05	18.52	20.57	26.74
25											
26 Grand Total Expenses	218,399	544,088	455,417	695,591	663,715	473,146	177,185	178,215	528,390	630,554	597,746
27 % of Sales	33.79%	42.41%	40.78%	39.06%	52.29%	45.70%	51.37%	44.71%	46.83%	49.22%	47.50%
28 Ranking - % of Sales	1	4	3	2	10	5/6	9	5	6	8	7
29 Per Hour Billed	N/A	99.91	76.72	63.97	183.19	88.75	61.72	64.01	68.43	100.25	83.36
30 Per Repair Order	N/A	160.74	113.32	83.09	124.31	119.60	100.22	88.14	102.52	146.16	139.17
31											
32											
33 Additions & Deductions											
34											
35 Bad Debt Recovered	N/A	N/A	73	N/A	21,595	7,346	N/A	N/A	370	N/A	N/A
36 All Other Additions	2,227	N/A	N/A	N/A	678	1,912	N/A	N/A	N/A	638	N/A
37 Adj. For Bad Debt	274	N/A	N/A	679	22,990	6,205	159	792	6,557	1,264	9,866
38 All Other Deductions	N/A	N/A	N/A	N/A	N/A	2,865	N/A	N/A	N/A	2,865	N/A
39											
40 Net Additions & Deductions	1,953	N/A	73	(679)	(717)	(3,094)	(159)	(792)	(6,187)	(3,491)	(9,866)
41											
42 Net Income Before Taxes	168,779	209,736	160,706	225,796	157,821	112,754	36,853	40,094	97,299	86,822	42,820
43 % of Sales	26.11%	16.35%	14.39%	12.68%	12.43%	11.18%	10.68%	10.06%	8.62%	6.78%	3.40%
44 Ranking - % of Sales	1	2	3	4	5	5/6	6	7	8	9	10

Automotive Service Leaders

Year to Year Comparison

December 2006

LN	COMPANY NUMBER	Year to Year Comparison										
		9 S.M.	2 B. B.	15 M.V.	Group Average	18 L.S.	17 J. S.	6 D. D.	8 D. W.	10 M.W.	5 T. A.	1 T. T.
1	Total Labor Sales-Curr Yr.	200,274	492,412	589,696	526,506	590,515	671,799	691,916	879,412	550,838	583,359	224,613
2	Total Labor Sales-Prev Yr.	169,036	442,827	445,829	503,968	576,364	691,209	653,156	848,978	455,309	756,973	N/A
3	% Change	18.5%	11.2%	32.3%	6.9%	2.5%	-2.8%	5.9%	3.6%	21.0%	-22.9%	N/A
4												
5	Total Labor Gross-Curr Yr.	143,683	322,135	328,056	332,546	385,450	411,491	422,261	514,143	363,674	398,479	143,234
6	Total Labor Gross-Prev Yr.	99,110	269,067	237,239	303,422	318,915	417,142	414,649	476,149	328,869	473,080	N/A
7	% Change	45.0%	19.7%	38.3%	12.7%	20.9%	-1.4%	1.8%	8.0%	10.6%	-15.8%	N/A
8												
9	Total Parts Sales-Curr Yr.	144,809	447,248	663,612	470,423	514,502	525,329	550,075	728,648	487,262	633,667	173,987
10	Total Parts Sales-Prev Yr.	152,911	415,303	439,167	445,631	518,167	539,104	565,087	702,244	430,749	693,574	N/A
11	% Change	-5.3%	7.7%	51.1%	5.6%	-0.7%	-2.6%	-2.7%	3.8%	13.1%	-8.6%	N/A
12												
13	Total Parts Gross-Curr Yr.	70,652	215,798	385,488	246,418	248,422	262,476	319,717	350,622	229,954	400,105	75,867
14	Total Parts Gross-Prev Yr.	62,188	208,697	203,023	216,496	248,954	250,472	296,060	288,339	180,034	427,192	N/A
15	% Change	13.6%	3.4%	89.9%	16.2%	-0.2%	4.8%	8.0%	21.6%	27.7%	-6.3%	N/A
16												
17	Hours-Curr Yr.	2,871	5,998	6,290	5,871	7,722	7,171	5,446	10,874	5,936	3,623	2,784
18	No. of Billed Hours-Prev Yr.	2,636	6,135	6,442	6,709	9,317	8,397	7,516	N/A	6,521	N/A	N/A
19	% Change	8.9%	-2.2%	-2.4%	-9.1%	-17.1%	-14.6%	-27.5%	N/A	-9.0%	N/A	N/A
20												
21	Total Lbr Grs % Sls-Cr Yr.	71.7%	65.4%	55.6%	64.4%	65.3%	61.3%	61.0%	58.5%	66.0%	68.3%	63.8%
22	Total Lbr Grs % Sls-Pr Yr.	58.6%	60.8%	53.2%	54.3%	55.3%	60.3%	63.5%	56.1%	72.2%	62.5%	N/A
23	Change in % +/-	22.4%	7.6%	4.6%	5.5%	18.0%	1.6%	-3.9%	4.2%	-8.6%	9.3%	N/A
24												
25	Total Parts Grs % Sls-Cr Yr.	48.8%	48.3%	58.1%	51.2%	48.3%	50.0%	58.1%	48.1%	47.2%	63.1%	43.6%
26	Total Parts Grs % Sls-Pr Yr.	40.7%	50.3%	46.2%	42.9%	48.0%	46.5%	52.4%	41.1%	41.8%	61.6%	N/A
27	Change in % +/-	19.9%	-4.1%	25.7%	9.3%	0.6%	7.4%	10.9%	17.1%	12.9%	2.5%	N/A
28												
29	No. of Cust R.O.'s-Curr Yr.	1,768	N/A	4,314	3,867	5,154	4,295	3,385	8,372	4,019	5,339	2,022
30	No. of Cust R.O.'s-Prev Yr.	1,723	3,670	3,183	3,781	5,293	4,677	4,410	N/A	3,513	N/A	N/A
31	% Change	2.6%	N/A	35.5%	2.6%	-2.6%	-8.2%	-23.2%	N/A	14.4%	N/A	N/A
32												
33	Total Gross-Curr Yr.	214,197	539,950	720,867	588,713	631,876	650,432	753,824	922,066	616,050	822,253	219,101
34	Total Gross-Prev Yr.	165,531	484,865	439,729	528,130	575,960	659,467	724,577	806,903	514,427	909,841	N/A
35	% Change	29.4%	11.4%	63.9%	14.1%	9.7%	-1.4%	4.0%	14.3%	19.8%	-9.6%	N/A

COMPANY NUMBER	Year to Year Comparison										
	9 S.M.	2 B. B.	15 M.V.	Group Average	18 L.S.	17 J. S.	6 D. D.	8 D. W.	10 M.W.	5 T. A.	1 T. T.
36											
37 Total Personnel Exp-Cr Yr.	72,264	241,689	306,648	223,429	233,465	276,969	297,949	329,468	240,918	267,694	76,862
38 Total Personnel Exp-Pr Yr.	80,695	245,257	221,970	226,371	225,311	326,878	345,944	338,962	234,661	244,031	N/A
39 % Change	-10.4%	-1.5%	38.1%	1.0%	3.6%	-15.3%	-13.9%	-2.8%	2.7%	9.7%	N/A
40											
41 Total Operating Exp-Cr Yr.	78,592	179,625	235,165	161,096	199,474	205,914	174,790	161,109	179,917	210,221	70,929
42 Total Operating Exp-Pr Yr.	69,946	162,813	132,578	147,703	239,264	204,152	180,249	125,368	107,421	255,238	N/A
43 % Change	12.4%	10.3%	77.4%	16.0%	-16.6%	0.9%	-3.0%	28.5%	67.5%	-17.6%	N/A
44											
45 Total Fix/Occup Exp-Cr Yr.	26,329	93,992	88,741	88,621	95,451	114,863	71,349	205,014	34,582	185,800	30,424
46 Total Fix/Occup Exp-Pr Yr.	21,312	68,679	68,628	71,795	79,093	111,795	69,520	161,231	37,070	100,622	N/A
47 % Change	23.5%	36.9%	29.3%	22.1%	20.7%	2.7%	2.6%	27.2%	-6.7%	84.7%	N/A
48											
49 Total Expenses-Curr Yr.	177,185	515,306	630,554	473,146	528,390	597,746	544,088	695,591	455,417	663,715	178,215
50 Total Expenses-Prev Yr.	171,656	476,749	423,176	445,839	543,668	642,825	595,713	625,561	379,152	599,891	N/A
51 % Change	3.2%	8.1%	49.0%	8.4%	-2.8%	-7.0%	-8.7%	11.2%	20.1%	10.6%	N/A
52											
53 Net Profit Pre-Tax-Cr. Yr.	36,853	13,572	86,822	112,754	97,299	42,820	209,736	225,796	160,706	157,821	40,094
54 Net Profit Pre-Tax-Pr Yr.	(5,803)	1,870	14,378	81,229	30,856	15,464	128,864	181,342	135,371	309,950	N/A
55 % Change	735.1%	625.8%	503.9%	231.4%	215.3%	176.9%	62.8%	24.5%	18.7%	-49.1%	N/A
56 Ranking of Above Line	1	2	3	3/4	4	5	6	7	8	9	N/A

Automotive Service Leaders

Supplemental Statistics - YTD

December 2006

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COMPANY NUMBER	Group Average										
	5 T. A.	9 S.M.	8 D. W.		2 B. B.	10 M.W.	18 L.S.	6 D. D.	17 J. S.	1 T. T.	15 M.V.
LN											
1 No. of Owners	2.00	1.00	1.00	1.08	1.00	2.00	1.00	1.00	0.00	1.00	1.00
2 No. of General Mgr/Managers	1.00	0.00	1.00	0.64	0.00	1.00	0.00	1.00	1.00	0.30	1.00
3 No of Service Writers	2.00	1.00	2.00	1.85	2.00	3.00	3.00	2.00	2.00	1.00	2.00
4 No. of Parts Emp.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5 No. of Clerical Emp.	1.00	0.00	0.50	0.89	1.00	2.00	2.00	1.00	1.00	0.10	3.00
6 No. of Shop Support Emp.	0.00	0.00	4.00	1.32	4.50	1.00	3.00	4.00	0.00	0.60	0.00
7 No. of Technicians	1.00	1.00	4.00	3.38	3.00	3.00	4.00	3.00	5.00	2.00	9.00
8 No. of Other Employees	4.00	0.00	0.00	0.46	0.00	2.00	0.00	0.00	0.00	0.00	0.00
9											
10 Total Personnel W/O Owners	9.00	2.00	11.50	6.54	10.50	12.00	12.00	11.00	9.00	4.00	15.00
11											
12 No. of Square Feet-Shop	10,000	766	6,000	3,660	3,600	3,500	3,200	2,200	2,604	1,750	2,865
13 No. of Square Feet-Office	2,000	234	1,000	833	840	1,200	900	520	418	300	520
14 No. of Square Feet-Parts/Stor.	500	0	500	372	0	250	875	100	297	200	830
15 Total No. of Square Feet	12,500	1,000	7,500	4,865	4,440	4,950	4,975	2,820	3,319	2,250	4,215
16 No. of Work Areas	14	2	10	7	8	8	7	6	6	4	7
17 No. of Racks/Lifts	9	1	8	6	8	6	7	5	6	3	7
18 No. of R.O.'s/No. of Parts Inv.	5,339/0	1,768/0	8,372/0	4,254/6	3,460/6	4,019/0	5,154/0	3,385/0	4,295/0	2,022/0	4,721/0
19											
20 Customer Labor Sales (Less Contra)	575,164	190,732	879,412	481,783	467,857	544,566	583,342	667,930	612,524	207,717	570,368
21 Hours Billed Per Tech	3,623.00	2,870.80	2,718.48	2,046.11	1,999.27	1,978.64	1,930.50	1,815.33	1,434.20	1,392.00	698.89
22 Ranking of Above Line	1	2	3	3/4	4	5	6	7	8	9	10
23 Per Hour Billed	158.75	66.44	80.87	92.47	78.00	91.74	75.54	122.65	85.42	74.61	90.68
24 Per R.O. Invoice	107.73	107.88	105.04	126.98	125.57	135.50	113.18	197.32	142.61	102.73	132.21
25 Per Technician	575,164	190,732	219,853	198,144	155,952	181,522	145,836	222,643	122,505	103,859	63,374
26 Per Shop Square Foot	57.52	249.00	146.57	177.75	129.96	155.59	182.29	303.60	235.22	118.70	199.08
27 Per Rack/Lift	63,907	190,732	109,927	98,354	58,482	90,761	83,335	133,586	102,087	69,239	81,481
28											
29 Shop Parts Sales (Less Contra)	633,667	144,809	728,648	440,325	446,872	485,645	509,587	550,075	525,329	172,754	646,187
30 Per Hour Billed	174.90	50.44	67.01	85.37	74.51	81.81	65.99	101.01	73.26	62.05	102.73
31 Per R.O. Invoice	118.69	81.91	87.03	114.73	119.93	120.84	98.87	162.50	122.31	85.44	149.79
32 Per Technician	633,667	144,809	182,162	184,547	148,957	161,882	127,397	183,358	105,066	86,377	71,799
33 Per Shop Square Foot	63.37	189.05	121.44	157.20	124.13	138.76	159.25	250.03	201.74	98.72	225.55
34 Per Rack/Lift	70,407	144,809	91,081	86,336	55,859	80,941	72,798	110,015	87,555	57,585	92,312
35											
36 Total Labor/Parts Sales	1,208,831	335,541	1,608,060	922,108	914,729	1,030,211	1,092,929	1,218,005	1,137,853	380,471	1,216,555
37 Per Hour Billed	333.65	116.88	147.88	177.84	152.51	173.56	141.53	223.65	158.67	136.66	193.41
38 Per R.O. Invoice	226.42	189.79	192.08	241.71	245.50	256.34	212.05	359.82	264.93	188.17	282.00
39 Per Technician	1,208,831	335,541	402,015	382,691	304,910	343,404	273,232	406,002	227,571	190,236	135,173
40 Per Shop Square Foot	120.88	438.04	268.01	334.96	254.09	294.35	341.54	553.64	436.96	217.41	424.63
41 Per Rack/Lift	134,315	335,541	201,008	184,690	114,341	171,702	156,133	243,601	189,642	126,824	173,794
42											
43 Per Employee											
44 Sales	141,046	172,473	154,862	107,072	89,527	92,680	93,200	116,637	135,148	99,010	83,211
45 Gross	91,361	107,099	80,180	61,608	51,424	51,338	52,656	68,529	72,270	54,775	48,058
46 Expense	73,746	88,593	60,486	50,578	49,077	37,951	44,033	49,463	66,416	44,554	42,037
47 Net Profit Pre Tax	17,536	18,427	19,634	10,730	1,293	13,392	8,108	19,067	4,758	10,024	5,788
48											
50 Per Hour Billed											
51 Tech cost of Sales	50.11	17.51	33.59	32.22	25.13	30.76	25.75	47.17	29.72	23.99	38.51
52 All Expenses	183.19	61.72	63.97	88.75	85.92	76.72	68.43	99.91	83.36	64.01	100.25
53 Total of Above	233.31	79.23	97.56	120.97	111.05	107.48	94.18	147.08	113.07	88.00	138.75
54 Net Profit Befor Taxes	43.56	12.84	20.76	19.18	2.26	27.07	12.60	38.51	5.97	14.40	13.80

COMPANY NUMBER	18	1	6	17	Group Average	2	9	15	20	4	5
	L.S.	T. T.	D. D.	J. S.		B. B.	S.M.	M.V.	J. W.	B. B.	T. A.
LN											
1 Parts Inventory	25,768	N/A	6,725	24,286	12,225	7,896	58	8,620	N/A	N/A	N/A
2 No. of Days Supply	40.1	N/A	12.9	36.8	19.28	14.2	0.2	11.5	N/A	N/A	N/A
3 Excess over 30 Days Supply	6,490	N/A	0	4,488	1,830	0	0	0	N/A	N/A	N/A
4											
5 Accounts Receivable	9,110	5,954	2,815	226	7,873	16,630	13,813	9,433	5,000	N/A	N/A
6 % of Month Sales	10.32%	22.40%	2.86%	0.22%	17.22%	23.45%	63.42%	8.45%	6.64%	N/A	N/A
7 No. of Days Receivable	3.1	6.7	0.9	0.1	5.16	7.0	19.0	2.5	2.0	N/A	N/A
8 Excess Receivables > 10 days	0	0	0	0	0	0	0	0	0	N/A	N/A
9											
10 Current Accts Receivable %	70.00%	37.00%	0.00%	52.00%	41.13%	55.00%	0.00%	40.0%	75.00%	N/A	N/A
11 59 Days %	1.00%	18.00%	0.00%	13.00%	12.04%	26.00%	9.30%	4.0%	25.00%	N/A	N/A
12 89 Days %	23.00%	6.00%	0.00%	5.00%	5.72%	1.00%	1.76%	9.0%	0.00%	N/A	N/A
13 Over 90 Days %	6.00%	39.00%	100.00%	30.00%	41.12%	18.00%	88.94%	47.0%	0.00%	N/A	N/A
14											
15 Total Excess Investment	6,490	0	0	4,488	1,568	0	0	0	0	N/A	N/A
16 Total Current Assets Listed	28,388	5,954	9,540	20,025	17,908	24,526	13,871	18,053	5,000	N/A	N/A
17 Excess as % of Assets	18.61%	0.00%	0.00%	18.31%	5.27%	0.00%	0.00%	0.00%	0.00%	N/A	N/A
18 Ranking of % of Assets	1	3	3	2	2/3	3	3	3	3	N/A	N/A
19											
20 Total Expenses-Curr Month	41,856	20,104	45,493	56,006	39,240	49,643	24,895	67,779	35,675	16,330	50,696
21 Cash Available	33,594	14,568	30,000	35,740	23,532	19,994	8,977	20,866	988	N/A	N/A
22 % of 1 Months Expenses	80.26%	72.46%	65.94%	63.81%	56.05%	40.28%	36.06%	30.79%	2.77%	N/A	N/A
23 Ranking of % of Mnth Exp	1	2	3	4	4/5	5	6	7	8	N/A	N/A
24											
25 Accounts Payable	N/A	5,384	38,029	73,169	41,064	25,906	1,342	41,754	60,800	N/A	N/A
26 % of 1 Months Expenses	N/A	26.78%	83.59%	130.64%	88.44%	52.18%	5.39%	61.60%	170.43%	N/A	N/A
27 Ranking of % of Mnth Exp	N/A	6	3	2	2/3	5	7	4	1	N/A	N/A
28											
29 Technicians Payroll-YTD	200,150	80,053	269,655	260,308	191,554	169,006	56,591	246,247	N/A	N/A	184,880
30 Support Payroll-YTD	141,574	53,656	195,014	157,190	149,657	182,400	34,925	206,273	N/A	N/A	177,557
31 Per Cent Tech Pay	58.6%	59.9%	58.0%	62.3%	55.85%	48.1%	61.8%	54.4%	N/A	N/A	51.0%
32											
33 No. of Hours Worked	652	425	446	550	710	N/A	357	1,773	949	480	1,023
34 No. of Hours Available	513	400	620	722	614	N/A	357	907	1050	480	N/A
35 Productivity Ratio	1.27	1.06	0.72	0.76	1.07	N/A	1.00	1.95	0.90	1.00	N/A
36											
37 No. of Hours Billed	601	197	386	554	468	409	185	632	473	352	370
38 No. of Hours Worked	652	425	446	550	710	N/A	357	1,773	949	480	1,023
39 Efficiency Ratio	0.92	0.46	0.87	1.01	0.70	N/A	0.52	0.36	0.50	0.73	0.36
40											
41 No. of Hours Billed	601	197	386	554	468	409	185	632	473	352	370
42 No. of Hours Available	513	400	620	722	614	N/A	357	907	1,050	480	N/A
43 Utilization Ratio	1.17	0.49	0.62	0.77	0.74	N/A	0.52	0.70	0.45	0.73	N/A

Rank	Gross Profit As % of Sales						Expense Group As % of Sales						Net Income As % of Sales			
	Labor		Parts		Total		Personnel		Operating		Fixed		Total			
	MBR #		MBR #		MBR #		MBR #		MBR #		MBR #		MBR #		MBR #	
1	9	71.74%	5	63.14%	5	64.77%	11	17.61%	8	9.05%	10	3.10%	11	33.79%	11	26.11%
2	11	71.17%	6	58.12%	9	62.10%	8	18.50%	11	11.81%	11	4.38%	8	39.06%	6	16.35%
3	5	68.31%	15	58.09%	11	59.60%	1	19.28%	6	13.62%	6	5.56%	10	40.78%	10	14.39%
4	10	66.02%	17	49.96%	6	58.75%	18	20.69%	10	16.11%	15	6.93%	6	42.41%	8	12.68%
5	2	65.42%	11	49.59%	2	57.34%	9	20.95%	17	16.36%	1	7.63%	1	44.71%	5	12.43%
6	18	65.27%	9	48.79%	15	56.27%	5	21.09%	5	16.56%	9	7.63%	18	46.83%	9	10.68%
7	1	63.77%	18	48.28%	18	56.01%	10	21.57%	18	17.68%	18	8.46%	17	47.50%	1	10.06%
8	17	61.25%	2	48.25%	10	55.17%	17	22.01%	1	17.79%	17	9.13%	15	49.22%	18	8.62%
9	6	61.03%	8	48.12%	1	54.97%	6	23.22%	15	18.36%	2	9.98%	9	51.37%	15	6.78%
10	8	58.46%	10	47.19%	8	51.77%	15	23.94%	2	19.08%	8	11.51%	5	52.29%	17	3.40%
11	15	55.63%	1	43.60%	17	51.69%	2	25.67%	9	22.78%	5	14.64%	2	54.72%	2	1.44%
12	4	N/A	4	N/A	4	N/A	4	N/A	4	N/A	4	N/A	4	N/A	4	N/A
13	20	N/A	20	N/A	20	N/A	20	N/A	20	N/A	20	N/A	20	N/A	20	N/A
14	3	N/A	3	N/A	3	N/A	3	N/A	3	N/A	3	N/A	3	N/A	3	N/A
15	7	N/A	7	N/A	7	N/A	7	N/A	7	N/A	7	N/A	7	N/A	7	N/A
16	12	N/A	12	N/A	12	N/A	12	N/A	12	N/A	12	N/A	12	N/A	12	N/A
17	13	N/A	13	N/A	13	N/A	13	N/A	13	N/A	13	N/A	13	N/A	13	N/A
18	14	N/A	14	N/A	14	N/A	14	N/A	14	N/A	14	N/A	14	N/A	14	N/A
19	16	N/A	16	N/A	16	N/A	16	N/A	16	N/A	16	N/A	16	N/A	16	N/A
20	19	N/A	19	N/A	19	N/A	19	N/A	19	N/A	19	N/A	19	N/A	19	N/A
AVG		64.37%		51.20%		57.13%		21.32%		16.29%		8.09%		45.70%		11.18%