

Labor	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Avg	Percent	Regional
Paint Labor Sales	95,748	80,739	75,882	77,230	-	-	-	-	-	-	-	-	329,599	82,400	20.4%	19.7%
Body Labor Sales	152,505	132,534	114,559	116,026	-	-	-	-	-	-	-	-	515,623	128,906	32.0%	33.6%
Internal Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	1.3%
Sublet	15,781	22,071	26,407	25,811	-	-	-	-	-	-	-	-	90,070	22,518	5.6%	4.4%
Paint Materials	42,010	35,930	33,135	33,564	-	-	-	-	-	-	-	-	144,639	36,160	9.0%	9.1%
Body Part Sales	142,130	128,792	132,508	122,589	-	-	-	-	-	-	-	-	526,020	131,505	32.6%	31.9%
Total Body Shop Sales	450,071	401,238	384,334	377,214	-	-	-	-	-	-	-	-	1,612,856	403,214	100.0%	100.0%

Part vs Labor																
Total Labor	248,252	213,273	190,442	193,256	-	-	-	-	-	-	-	-	845,222	211,306	62%	
Parts	142,130	128,792	132,508	122,589	-	-	-	-	-	-	-	-	526,020	131,505	38%	
Total Parts & Labor	390,383	342,065	322,950	315,845	-	-	-	-	-	-	-	-	1,371,242	342,811	100%	
Labor vs. Parts	174.7%	165.6%	143.7%	157.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	160.7%	160.7%		

Paint Labor Efficiency	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Avg
Flag Hours	1310.3	1106.9	1044.1	1047.6	0	0	0	0	0	0	0	0	4508.9	375.74167
Clock Hours	800	760	680	740									2980	745
Efficiency	164%	146%	154%	142%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	151%	50%

Body Labor Efficiency														
Flag Hours	2435	2516	2398	2496									9845	2461.25
Clock Hours	1200	1200	1200	1200									4800	1200
Efficiency	203%	210%	200%	208%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	205%	205%

