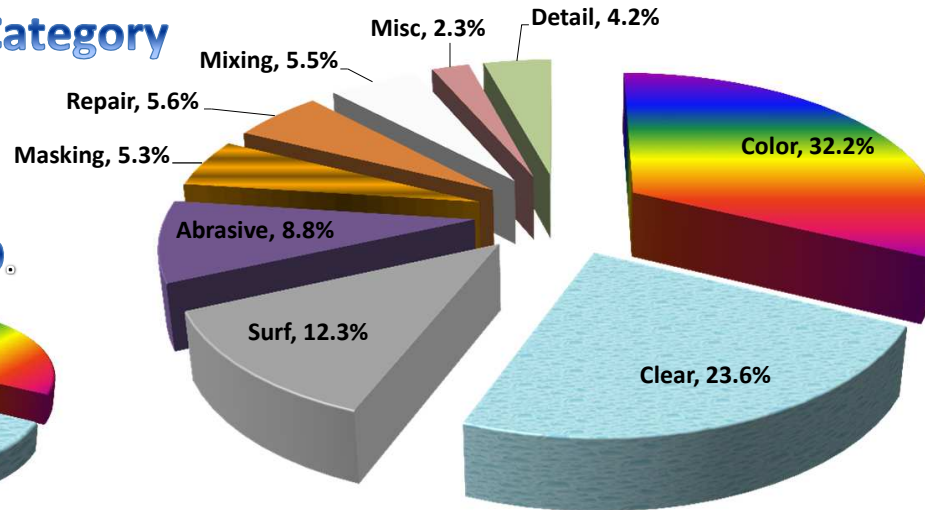
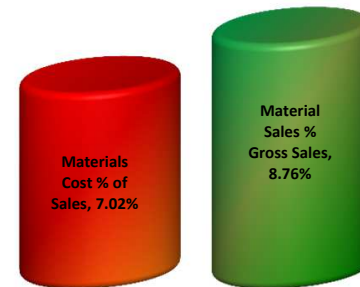


Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	YTD %	Average	Regional
Color	6,987.08	7,260.10	8,589.31	7,571.28	7,481.02	8,874.91	7,745.41	7,099.52	7,431.91	6,987.08	7,481.02	8,874.91	\$ 92,384	32.2%	\$ 7,699	32.9%
Clear	5,421.50	5,217.80	6,228.70	6,221.50	4,678.50	6,345.25	5,984.25	5,958.20	5,243.15	5,421.50	4,678.50	6,345.25	\$ 67,744	23.6%	\$ 5,645	27.0%
Surf	2,669.69	3,590.55	2,891.25	3,569.65	2,891.45	2,641.65	3,454.50	2,966.30	2,490.52	2,669.69	2,891.45	2,641.65	\$ 35,368	12.3%	\$ 2,947	12.1%
Abrasive	1,824.30	1,847.46	2,990.17	2,644.27	1,921.28	1,695.39	2,766.57	2,107.81	2,058.32	1,824.30	1,921.28	1,695.39	\$ 25,297	8.8%	\$ 2,108	8.7%
Masking	995.20	1,563.25	1,481.69	1,279.09	1,285.17	1,328.52	1,319.81	1,414.01	829.91	995.20	1,285.17	1,328.52	\$ 15,106	5.3%	\$ 1,259	5.7%
Repair	1,163.51	1,392.00	1,872.74	2,036.49	1,381.60	1,457.43	770.52	1,012.60	908.43	1,163.51	1,381.60	1,457.43	\$ 15,998	5.6%	\$ 1,333	4.0%
Mixing	1,277.96	1,279.87	1,443.44	1,281.22	1,157.51	1,610.44	1,346.69	1,253.67	1,163.26	1,277.96	1,157.51	1,610.44	\$ 15,860	5.5%	\$ 1,322	3.5%
Misc	576.01	609.06	636.72	838.13	358.99	640.67	619.49	475.40	335.29	576.01	358.99	640.67	\$ 6,665	2.3%	\$ 555	3.4%
Detail	705.77	979.71	988.36	759.41	1,110.77	1,091.14	983.03	1,191.82	1,350.06	705.77	1,110.77	1,091.14	\$ 12,068	4.2%	\$ 1,006	2.2%
Waste	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$ -	0.0%	\$ -	0.5%
Equip	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$ -	0.0%	\$ -	0.0%
Totals	21,621.02	23,739.80	27,122.38	26,201.04	22,266.29	25,685.40	24,990.27	23,479.33	21,810.85	21,621.02	22,266.29	25,685.40	\$ 286,489	100.0%	\$ 23,874	100.0%
Net CGS	15,134.71	16,617.86	18,985.67	18,340.73	15,586.40	17,979.78	17,493.19	16,435.53	15,267.60	15,134.71	15,586.40	17,979.78	\$ 200,542		\$ 16,712	
Gross Sales *	236,253.69	232,350.63	263,858.99	233,114.69	233,991.27	260,952.09	225,591.48	229,208.63	213,662.73	236,253.69	233,991.27	260,952.09	\$ 2,860,181		\$ 238,348	
Materials Cost % of Sales	6.41%	7.15%	7.20%	7.87%	6.66%	6.89%	7.75%	7.17%	7.15%	6.41%	6.66%	6.89%	7.01%		7.02%	
Paint Hours*	727.9	694.8	787.1	740.2	761.1	783.2	771.8	685.6	648.9	730.0	755.0	790.0	8,876		740	
Material Cost / Hour Gross	29.70	34.17	34.46	35.40	29.26	32.80	32.38	34.25	33.61	29.62	29.49	32.51	\$ 32.28		\$ 32.30	
Material Sales *	20,766	19,021	22,233	20,167	20,742	22,365	20,833	20,801	19,478	20,766	20,742	22,365	\$ 250,280			
Material GP %	27.12%	12.63%	14.61%	9.06%	24.86%	19.61%	16.03%	20.99%	21.62%	27.12%	24.86%	19.61%	19.87%		19.84%	
Material Sales % Gross Sales	8.79%	8.19%	8.43%	8.65%	8.86%	8.57%	9.23%	9.08%	9.12%	8.79%	8.86%	8.57%	8.75%		8.76%	
Material Sale / Hour	28.53	27.38	28.25	27.25	27.25	28.56	26.99	30.34	30.02	28.45	27.47	28.31	\$ 28.20		\$ 28.23	
RO Count*	138	135	162	122	136	161	139	159	129	138	136	161	1,716			
Cost / RO	\$ 110	\$ 123	\$ 117	\$ 150	\$ 115	\$ 112	\$ 126	\$ 103	\$ 118	\$ 110	\$ 115	\$ 112	\$ 117			
Average RO\$	\$ 1,712	\$ 1,721	\$ 1,629	\$ 1,911	\$ 1,721	\$ 1,621	\$ 1,623	\$ 1,442	\$ 1,656	\$ 1,712	\$ 1,721	\$ 1,621	\$ 1,667			
Material Sales per RO	\$ 150	\$ 141	\$ 137	\$ 165	\$ 153	\$ 139	\$ 150	\$ 131	\$ 151	\$ 150	\$ 153	\$ 139	\$ 146			

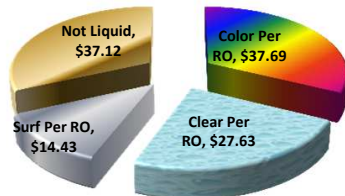
Cost per Category



Material Sales & Cost as % of Gross



Cost per R.O.



* These are Customer Supplied #s
Remaining values are calculated

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Color Per RO	35.44	37.64	37.11	43.44	38.51	38.59	39.01	31.26	40.33	35.44	38.51	38.59	37.69
Clear Per RO	27.50	27.06	26.91	35.70	24.08	27.59	30.14	26.23	28.45	27.50	24.08	27.59	27.63
Surf Per RO	13.54	18.62	12.49	20.48	14.88	11.49	17.40	13.06	13.51	13.54	14.88	11.49	14.43
Liquid Per RO	76.48	83.32	76.52	99.62	77.47	77.66	86.54	70.55	82.29	76.48	77.47	77.66	79.75
Not Liquid	33.19	39.78	40.67	50.71	37.14	34.02	39.31	32.82	36.06	33.19	37.14	34.02	37.12
Material Cost Per RO	109.67	123.10	117.20	150.33	114.61	111.68	125.85	103.37	118.35	109.67	114.61	111.68	116.87