



DRB Systems, Inc.®

# SiteWatch®

Sample Quick Lube Reports

# Table of Contents

<b>Sales Reports</b>	<b>3</b>
General Sales (Wash)	4
Sales Analysis	5
Sales to Date	6
Two Period Comparison	7
Sales Comparison for Two (2) Sites	8
<b>Sales Statistics</b>	<b>9</b>
Sample Activity for One (1) Day	9
Sample Activity for One (1) Month	10
Sample Monthly Activity for One (1) Year	11
Employee Sales Statistic Report	12
<b>Inventory</b>	<b>13</b>
Inventory Transaction Audit	13
Inventory Activity	14
<b>Labor Reports Overview</b>	<b>15</b>
Labor Statistics	16
Labor Statistics by Date	17
<b>Employee Reports</b>	<b>18</b>
Employees Working	18
Employees Available	19

# Sales Reports

All Sales Reports can be generated with the following report options:

- By Site
- By Date or Range of Days
- By Employee
- By Shift
- By Terminal

# General Sales (Wash)

Shows sales information for one (1) day.

## General Sales Report

North Coast Quick Lube  
Akron, Ohio

From Wed, 10/31/2012  
Thru Wed, 10/31/2012

Description	Price	Qty	Amount	Description	Price	Qty	Amount
<b>BASIC LUBE SALES-</b>				<b>LUBE EXTRA SALES-</b>			
Full Svc Oil Change	\$25.99	33	\$857.67	Coolant Flush	55.00	1	\$55.00
Full Svc Oil Change Pkg	\$25.99	8	\$207.92	Differential	25.00	2	\$50.00
				Tire Rotation	15.00	3	\$45.00
				Power Steering Flush	40.00	1	\$40.00
<b>TOTAL:</b>		<b>41</b>	<b>\$1,065.59</b>			<b>7</b>	<b>\$190.00</b>
<b>LUBE PACKAGES-</b>				<b>TOTAL LUBE SALES:</b>			
Synthetic Oil Upcharge	\$20.00	3	\$60.00				<b>\$1,848.84</b>
Bottled Oil Upcharge	\$2.00	5	\$10.00				
<b>TOTAL:</b>		<b>8</b>	<b>\$70.00</b>	<b>LESS COUPONS-</b>			
<b>OIL SALES-</b>				Frequent Lube Disc.	3.00	23	\$69.00
<b>Bulk Oil Sales-</b>				\$1 off Package Lube	1.00	4	4.00
Bulk 5w30	\$0.00	28	\$0.00	Mgr Free Dsc		1	6.50
Bulk 10w30	\$0.00	117	\$0.00	Local News	0.50	0	0.00
Bulk 15w40	\$0.00	27	\$0.00	<b>TOTAL:</b>		<b>28</b>	<b>79.50</b>
<b>TOTAL:</b>		<b>172</b>	<b>\$0.00</b>	<b>LESS PAIDOUTS-</b>			
<b>Bottled Oil Sales-</b>				Refund			5.50
Bottle 5w30	\$0.00	5	\$0.00	Empl. Loan			10.00
Bottle 10w30	\$0.00	10	\$0.00	Misc. Payout			25.00
Bottle 15w40	\$0.00	0	\$0.00	Damage Claim			0.00
Bottle 10w20	\$0.00	10	\$0.00	<b>TOTAL:</b>			<b>40.50</b>
Bottle Synthetic Blend	\$0.00	5	\$0.00	<b>RCVD ON ACCOUNT-</b>		2	78.00
Bottle Synthetic	\$0.00	10	\$0.00	<b>SALES TAX:</b>	(	94.06)	5.41
<b>TOTAL:</b>		<b>40</b>	<b>\$0.00</b>	<b>TOTAL TO ACCOUNT FOR-</b>			<b>1812.25</b>
<b>TOTAL OIL SALES:</b>		<b>212</b>	<b>\$0.00</b>	<b>DEPOSITS-</b>			
<b>PARTS SALES-</b>				<b>AMOUNT</b>		<b>OVER/SHR</b>	
Oil Filters:		41	\$0.00	Cash/Check	1332.53		0.00
Air Filters:		11	\$148.50	Amex	0.00		0.00
Breathers:		5	\$27.50	Visa/MC	392.00		0.00
Fuel Filters:		3	\$85.50	In-House Charge	68.35		0.00
Headlights:		6	\$72.00	Gift Cert.	0.00		0.00
PCV Valves:		0	\$0.00	<b>TOTAL:</b>	<b>1792.88</b>		<b>0.00</b>
Serpentine Belts:		2	\$100.00	<b>CHARGE ACCOUNT USAGE-</b>		2	68.35
Wiper Blades:		4	\$51.00	<b>REPORT BALANCE (Should be \$0.00)</b>			<b>\$0.00</b>
Misc. Lube Parts:		2	\$38.75	<b>Manager On Duty:</b> _____			
<b>TOTAL PARTS SALES:</b>		<b>74</b>	<b>\$523.25</b>	<b>Cashier On Duty:</b> _____			

# Sales Analysis

This report analyzes sales information between two (2) sites for a one (1) month period.

## Sales Analysis Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Wed, 10/31/2012

Description	Site: Prosperity Avenue				Site: Reed Street			
	Qty	Amount	\$ / Car	% of Cars	Qty	Amount	\$ / Car	% of Cars
<b>BASIC LUBE SALES-</b>								
Full Svc Oil Change	786	\$20,428.14	\$19.49	75%	859	\$22,325.41	\$19.18	74%
Full Svc Oil Change Pkg	262	\$6,809.38	\$6.50	25%	305	\$7,926.95	\$6.81	26%
<b>TOTAL:</b>	<b>1048</b>	<b>\$27,237.52</b>	<b>\$25.99</b>	<b>100%</b>	<b>1164</b>	<b>\$30,252.36</b>	<b>\$25.99</b>	<b>100%</b>
<b>LUBE PACKAGES-</b>								
Synthetic Oil Upcharge	125	\$2,500.00	\$3.10	12%	52	\$1,040.00	\$1.16	4%
Bottled Oil Upcharge	137	\$274.00	\$3.40	13%	253	\$506.00	\$5.65	22%
<b>TOTAL:</b>	<b>262</b>	<b>\$2,774.00</b>	<b>\$6.50</b>	<b>25%</b>	<b>305</b>	<b>\$1,546.00</b>	<b>\$6.81</b>	<b>26%</b>
<b>PARTS SALES-</b>								
Oil Filters	1048	\$0.00	\$0.00	0%	1164	\$0.00	\$0.00	0%
Air Filters	231	\$3,118.50	\$5.73	22%	254	\$3,429.00	\$5.67	22%
Breathers	98	\$539.00	\$2.43	9%	110	\$605.00	\$2.46	9%
Fuel Filters	63	\$1,795.50	\$1.56	6%	69	\$1,966.50	\$1.54	6%
Headlights	118	\$1,416.00	\$2.93	11%	123	\$1,476.00	\$2.75	11%
PCV Valves	50	\$285.00	\$1.24	5%	61	\$347.70	\$1.36	5%
Serpentine Belts	57	\$2,850.00	\$1.41	5%	63	\$3,150.00	\$1.41	5%
Wiper Blades	79	\$1,007.25	\$1.96	8%	87	\$1,109.25	\$1.94	7%
Misc. Lube Parts	51	\$988.38	\$1.26	5%	68	\$1,317.84	\$1.52	6%
<b>TOTAL:</b>	<b>1795</b>	<b>\$11,999.63</b>	<b>\$18.53</b>	<b>71%</b>	<b>1999</b>	<b>\$13,401.29</b>	<b>\$18.64</b>	<b>72%</b>
<b>LUBE EXTRA SALES-</b>								
Coolant Flush	28	\$1,540.00	\$0.69	3%	35	\$1,925.00	\$0.78	3%
Differential	43	\$1,075.00	\$1.07	4%	52	\$1,300.00	\$1.16	4%
Tire Rotation	115	\$1,725.00	\$2.85	11%	127	\$1,905.00	\$2.84	11%
Power Steering Flush	30	\$1,200.00	\$0.74	3%	33	\$1,320.00	\$0.74	3%
<b>TOTAL:</b>	<b>216</b>	<b>\$5,540.00</b>	<b>\$5.36</b>	<b>21%</b>	<b>247</b>	<b>\$6,450.00</b>	<b>\$5.52</b>	<b>21%</b>
<b>GROSS LUBE INCOME:</b>		<b>\$47,551.15</b>	<b>\$56.37</b>			<b>\$51,649.65</b>	<b>\$56.96</b>	
<b>LESS COUPONS-</b>								
Frequent Lube Disc.	424	\$1,272.00	\$10.52	40%	452	\$1,356.00	\$10.09	39%
Local News	35	\$17.50	\$0.87	3%	41	\$20.50	\$0.92	4%
\$1 Off Package Lube	76	\$76.00	\$1.88	7%	81	\$81.00	\$1.81	7%
<b>TOTAL:</b>	<b>535</b>	<b>\$1,365.50</b>	<b>\$13.27</b>	<b>51%</b>	<b>574</b>	<b>\$1,457.50</b>	<b>\$12.82</b>	<b>49%</b>
<b>PLUS SALES TAX-</b>	(1885.93)	\$113.16			(1972.82)	\$118.37		
<b>LESS PAIDOUTS-</b>								
Misc. Payout	18	\$465.00	\$0.45	2%	23	\$250.00	\$0.51	2%
Empl. Loan	10	\$230.00	\$0.25	1%	12	\$720.00	\$0.27	1%
<b>TOTAL:</b>	<b>28</b>	<b>\$695.00</b>	<b>\$0.69</b>	<b>3%</b>	<b>35</b>	<b>\$970.00</b>	<b>\$0.78</b>	<b>3%</b>
<b>TOTAL TO ACCOUNT FOR-</b>		<b>\$45,603.81</b>				<b>\$49,340.52</b>		
<b>DEPOSITS-</b>								
Cash / Check	27	(\$32,489.50)	-\$31.00	0%	27	(\$35,007.23)	-\$30.07	0%
Credit Cards	27	(\$8,779.49)	-\$8.38	0%	27	(\$9,146.65)	-\$7.86	0%
<b>TOTAL:</b>		<b>(\$41,268.99)</b>	<b>-\$39.38</b>	<b>0%</b>		<b>(\$44,153.88)</b>	<b>-\$37.93</b>	<b>0%</b>
In-House Charges	78	\$4,334.82	\$4.14	0%	86	\$5,186.64	\$4.46	0%
<b>TOTAL:</b>		<b>\$ 4,334.82</b>	<b>\$4.14</b>	<b>0%</b>		<b>\$ 5,186.64</b>	<b>\$4.46</b>	<b>0%</b>
<b>Cash / Check</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>Credit Cards</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>TOTAL OVER/(SHORT)-</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>
<b>REPORT BALANCE: (\$0.00)</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0%</b>

## Sales to Date

Comparison of sales information for a ten (10) month period versus sales for a one (1) month period, versus sales for one (1) day.

# Sales to Date Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Wed, 10/31/2012

Description	Price	01/1/2012 to 10/31/2012		10/1/2012 to 10/31/2012		On 10/31/2012	
		Quantity	Amount	Quantity	Amount	Quantity	Amount
<b>BASIC LUBE SALES-</b>							
Full Svc Oil Change	\$25.99	7954	\$206,724.46	786	\$20,428.14	33	\$857.67
Full Svc Oil Change Pkg.	\$25.99	2710	\$70,432.90	262	\$6,809.38	8	\$207.92
<b>TOTAL:</b>		<b>10664</b>	<b>\$277,157.36</b>	<b>1048</b>	<b>\$27,237.52</b>	<b>41</b>	<b>\$1,065.59</b>
<b>LUBE PACKAGES-</b>							
Synthetic Oil Upcharge	\$20.00	1263	\$25,260.00	125	\$2,500.00	3	\$60.00
Bottled Oil Upcharge	\$2.00	1372	\$2,744.00	137	\$274.00	5	\$10.00
<b>TOTAL:</b>		<b>2635</b>	<b>\$28,004.00</b>	<b>262</b>	<b>\$2,774.00</b>	<b>8</b>	<b>\$70.00</b>
<b>PARTS SALES-</b>							
Oil Filters	\$0.00	10530	\$0.00	1048	\$0.00	41	\$0.00
Air Filters	\$13.50	2354	\$31,779.00	231	\$3,118.50	11	\$148.50
Breathers	\$5.50	1007	\$5,538.50	98	\$539.00	5	\$27.50
Fuel Filters	\$28.50	627	\$17,869.50	63	\$1,795.50	3	\$85.50
Headlights	\$12.00	1204	\$14,448.00	118	\$1,416.00	6	\$72.00
PCV Valves	\$5.70	468	\$2,667.60	50	\$285.00	0	\$0.00
Serpentine Belts	\$50.00	563	\$28,150.00	57	\$2,850.00	2	\$100.00
Wiper Blades	\$12.75	811	\$10,340.25	79	\$1,007.25	4	\$51.00
Misc. Lube Parts	\$19.38	508	\$9,845.04	51	\$988.38	2	\$38.76
<b>TOTAL:</b>		<b>18072</b>	<b>\$120,637.89</b>	<b>1795</b>	<b>\$11,999.63</b>	<b>74</b>	<b>\$523.26</b>
<b>LUBE EXTRA SALES-</b>							
Coolant Flush	\$55.00	276	\$15,180.00	28	\$1,540.00	1	\$55.00
Differential	\$25.00	424	\$10,600.00	43	\$1,075.00	2	\$50.00
Tire Rotation	\$15.00	1163	\$17,445.00	115	\$1,725.00	3	\$45.00
Power Steering Flush	\$40.00	304	\$12,160.00	30	\$1,200.00	1	\$40.00
<b>TOTAL:</b>		<b>2167</b>	<b>\$55,385.00</b>	<b>216</b>	<b>\$5,540.00</b>	<b>7</b>	<b>\$190.00</b>
<b>GROSS LUBE INCOME:</b>			<b>\$481,184.25</b>		<b>\$47,551.15</b>		<b>\$1,848.85</b>
<b>LESS COUPONS-</b>							
Frequent Lube Disc.	\$3.00	4132	\$12,396.00	424	\$1,272.00	23	\$69.00
Local News	\$0.50	362	\$181.00	35	\$17.50	0	\$0.00
\$1 Off Package Lube	\$1.00	786	\$786.00	76	\$76.00	4	\$4.00
<b>TOTAL:</b>		<b>5280</b>	<b>\$ 13,363.00</b>	<b>535</b>	<b>\$ 1,365.50</b>	<b>27</b>	<b>\$73.00</b>
<b>PLUS SALES TAX-</b>		(18046.39)	\$1,082.78	(1885.93)	\$113.16	(94.06)	\$5.41
<b>LESS PAIDOUTS-</b>							
Misc. Payout		170	\$4,335.00	18	\$465.00	1	\$25.00
Empl. Loan		84	\$1,875.00	10	\$230.00	1	\$10.00
<b>TOTAL:</b>		<b>254</b>	<b>\$6,210.00</b>	<b>28</b>	<b>\$695.00</b>	<b>2</b>	<b>\$35.00</b>
<b>TOTAL TO ACCOUNT FOR-</b>			<b>\$462,694.03</b>		<b>\$45,603.81</b>		<b>\$1,746.26</b>
<b>DEPOSITS-</b>							
Cash / Check		210	(327,289.16)	27	(32,489.50)	2	(\$1,285.91)
Credit Cards		210	(89,478.50)	27	(8,779.49)	2	(\$392.00)
<b>TOTAL :</b>			<b>(416,767.66)</b>		<b>(41,268.99)</b>		<b>(\$1,677.91)</b>
In-House Charges		810	\$45,926.37	78	\$4,334.82	2	\$68.35
<b>TOTAL :</b>			<b>\$ 45,926.37</b>		<b>\$4,334.82</b>		<b>\$68.35</b>
<b>Cash / Check</b>			<b>\$0.00</b>		<b>\$0.00</b>		<b>0.00</b>
<b>Credit Cards</b>			<b>\$0.00</b>		<b>\$0.00</b>		<b>0.00</b>
<b>TOTAL OVER/(SHORT)-</b>			<b>\$0.00</b>		<b>\$0.00</b>		<b>0.00</b>
<b>REPORT BALANCE (Should be \$0)</b>			<b>\$0.00</b>		<b>\$0.00</b>		<b>0.00</b>

## Two Period Comparison

Shows the comparison of sales between two (2) months.

# Two Period Comparison Report

North Coast Quick Lube  
Akron, Ohio

From Wed, 09/12/2012  
Thru Wed, 10/31/2012

Description	Price	9/1/2012 to 9/30/2012		10/1/2012 to 10/31/2012		PERCENT DIFFERENCE	
		Qty	Amount	Qty	Amount	Qty	Amount
<b>BASIC LUBE SALES</b>							
Full Svc Oil Change	\$25.99	805	\$20,921.95	786	\$20,428.14	-2.36%	-2.36%
Full Svc Oil Change Pkg.	\$25.99	271	\$7,043.29	262	\$6,809.38	-3.32%	-3.32%
<b>TOTAL:</b>		<b>1076</b>	<b>\$27,965.24</b>	<b>1048</b>	<b>\$27,237.52</b>	<b>-2.60%</b>	<b>-2.60%</b>
<b>LUBE PACKAGES-</b>							
Synthetic Oil Upcharge	\$20.00	126	\$2,520.00	125	\$2,500.00	-0.79%	-0.79%
Bottled Oil Upcharge	\$2.00	145	\$290.00	137	\$274.00	-5.52%	-5.52%
<b>TOTAL:</b>		<b>271</b>	<b>\$2,810.00</b>	<b>262</b>	<b>\$2,774.00</b>	<b>-3.32%</b>	<b>-1.28%</b>
<b>PARTS SALES-</b>							
Oil Filters	\$0.00	1076	\$0.00	1048	\$0.00	-2.60%	0.00%
Air Filters	\$13.50	235	\$3,172.50	231	\$3,118.50	-1.70%	-1.70%
Breathers	\$5.50	103	\$566.50	98	\$539.00	-4.85%	-4.85%
Fuel Filters	\$28.50	68	\$1,938.00	63	\$1,795.50	-7.35%	-7.35%
Headlights	\$12.00	110	\$1,320.00	118	\$1,416.00	7.27%	7.27%
PCV Valves	\$5.70	61	\$347.70	50	\$285.00	-18.03%	-18.03%
Serpentine Belts	\$50.00	55	\$2,750.00	57	\$2,850.00	3.64%	3.64%
Wiper Blades	\$12.75	66	\$841.50	79	\$1,007.25	19.70%	19.70%
Misc. Lube Parts	\$19.38	63	\$1,220.94	51	\$988.38	-19.05%	-19.05%
<b>TOTAL:</b>		<b>423</b>	<b>\$8,418.14</b>	<b>418</b>	<b>\$8,342.13</b>	<b>-1.18%</b>	<b>-0.90%</b>
<b>LUBE EXTRA SALES-</b>							
Coolant Flush	\$55.00	30	\$1,650.00	28	\$1,540.00	-6.67%	-6.67%
Differential	\$25.00	46	\$1,150.00	43	\$1,075.00	-6.52%	-6.52%
Tire Rotation	\$15.00	126	\$1,890.00	115	\$1,725.00	-8.73%	-8.73%
Power Steering Flush	\$40.00	35	\$1,400.00	30	\$1,200.00	-14.29%	-14.29%
<b>TOTAL:</b>		<b>237</b>	<b>\$6,090.00</b>	<b>216</b>	<b>\$5,540.00</b>	<b>-8.86%</b>	<b>-9.03%</b>
<b>GROSS LUBE SALES:</b>			<b>\$45,283.38</b>		<b>\$43,893.65</b>		<b>-3.07%</b>

## Sales Comparison for Two (2) Sites

Shows the comparison of sales between two (2) different sites for a period of one (1) month.

# Sales Comparison Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Wed, 10/31/2012

Description	Price	Site: Prosperity Avenue		Site: Reed Street		PERCENT DIFFERENCE	
		Qty	Amount	Qty	Amount	Qty	Amount
<b>BASIC LUBE SALES-</b>							
Full Svc Oil Change	\$25.99	786	\$20,428.14	798	\$20,740.02	1.53%	1.53%
Full Svc Oil Change Pkg.	\$25.99	262	\$6,809.38	268	\$6,965.32	2.29%	2.29%
<b>TOTAL:</b>		<b>1048</b>	<b>\$27,237.52</b>	<b>1066</b>	<b>\$27,705.34</b>	<b>1.72%</b>	<b>1.72%</b>
<b>LUBE PACKAGES-</b>							
Synthetic Oil Upcharge	\$20.00	125	\$2,500.00	127	\$2,540.00	1.60%	1.60%
Bottled Oil Upcharge	\$2.00	137	\$274.00	141	\$282.00	2.92%	2.92%
<b>TOTAL:</b>		<b>262</b>	<b>\$2,774.00</b>	<b>268</b>	<b>\$2,822.00</b>	<b>2.29%</b>	<b>1.73%</b>
<b>PARTS SALES-</b>							
Oil Filters	\$0.00	1048	\$0.00	1075	\$0.00	2.58%	0.00%
Air Filters	\$13.50	231	\$3,118.50	241	\$3,253.50	4.33%	4.33%
Breathers	\$5.50	98	\$539.00	108	\$594.00	10.20%	10.20%
Fuel Filters	\$28.50	63	\$1,795.50	69	\$1,966.50	9.52%	9.52%
Headlights	\$12.00	118	\$1,416.00	121	\$1,452.00	2.54%	2.54%
PCV Valves	\$5.70	50	\$285.00	48	\$273.60	-4.00%	-4.00%
Serpentine Belts	\$50.00	57	\$2,850.00	59	\$2,950.00	3.51%	3.51%
Wiper Blades	\$12.75	79	\$1,007.25	82	\$1,045.50	3.80%	3.80%
Misc. Lube Parts	\$19.38	51	\$988.38	60	\$1,162.80	17.65%	17.65%
<b>TOTAL:</b>		<b>1795</b>	<b>\$11,999.63</b>	<b>1863</b>	<b>\$12,697.90</b>	<b>3.79%</b>	<b>5.82%</b>
<b>LUBE EXTRA SALES-</b>							
Coolant Flush	\$55.00	28	\$1,540.00	31	\$1,705.00	10.71%	10.71%
Differential	\$25.00	43	\$1,075.00	45	\$1,125.00	4.65%	4.65%
Tire Rotation	\$15.00	115	\$1,725.00	128	\$1,920.00	11.30%	11.30%
Power Steering Flush	\$40.00	30	\$1,200.00	36	\$1,440.00	20.00%	20.00%
<b>TOTAL:</b>		<b>216</b>	<b>\$5,540.00</b>	<b>240</b>	<b>\$6,190.00</b>	<b>11.11%</b>	<b>11.73%</b>
<b>GROSS LUBE INCOME:</b>			<b>\$47,551.15</b>		<b>\$49,415.24</b>		<b>3.92%</b>
<b>LESS COUPONS-</b>							
Frequent Lube Disc.	\$3.00	424	\$1,272.00	435	\$1,305.00	2.59%	2.59%
Local News	\$0.50	35	\$17.50	42	\$21.00	20.00%	20.00%
\$1 Off Package Lube	\$1.00	76	\$76.00	97	\$97.00	27.63%	27.63%
<b>TOTAL:</b>		<b>535</b>	<b>\$1,365.50</b>	<b>574</b>	<b>\$1,423.00</b>	<b>7.29%</b>	<b>4.21%</b>
<b>PLUS SALES TAX-</b>		(1885.93)	\$113.16	(1968.82)	\$118.13	4.40%	4.39%
<b>LESS PAIDOUTS-</b>							
Misc. Payout		18	\$465.00	19	\$530.00	5.56%	13.98%
Empl. Loan		10	\$230.00	15	\$330.00	50.00%	43.48%
<b>TOTAL:</b>		<b>28</b>	<b>\$695.00</b>	<b>34</b>	<b>\$860.00</b>	<b>21.43%</b>	<b>23.74%</b>
<b>TOTAL TO ACCOUNT FOR-</b>			<b>\$45,603.81</b>		<b>\$47,250.37</b>		<b>3.61%</b>
<b>DEPOSITS-</b>							
Cash / Check		27	(\$32,489.50)	27	(\$34,698.72)	0.00%	6.80%
Credit Cards		27	(8,779.49)	27	(\$8,973.62)	0.00%	2.21%
<b>TOTAL:</b>			<b>(41,268.99)</b>		<b>(\$43,672.34)</b>		<b>5.82%</b>
In-House Charges		78	\$4,334.82	85	\$3,578.03	8.97%	-17.46%
<b>TOTAL:</b>			<b>4,334.82</b>		<b>3,578.03</b>		<b>-17.46</b>
Cash / Check			<b>0.00</b>		<b>0.00</b>		<b>0.00</b>
Credit Cards			<b>0.00</b>		<b>0.00</b>		<b>0.00</b>
<b>TOTAL OVER/(SHORT)-</b>			<b>0.00</b>		<b>0.00</b>		<b>0.00</b>
<b>REPORT BALANCE (Should be \$0)</b>			<b>0.00</b>		<b>0.00</b>		<b>1.00</b>

# Sales Statistics

## Sample Activity for One (1) Day

A one day report showing key lube statistics.

### Lube Sales Statistics Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Mon, 10/01/2012

Time (Hour)	Total Cars	Count Cars	Sales \$	\$/Car	Extra \$	Ex \$/Car	Ex %/Cars	Svc Min	Sls\$/Min
7:00 AM	1	1	29.99	29.99	4.00	4.00	100.00%	27.3	1.10
8:00 AM	1	1	25.99	25.99	0.00	0.00	0.00%	32.5	0.80
9:00 AM	2	2	65.98	32.99	15.00	7.50	50.00%	25.26	1.31
10:00 AM	2	2	89.65	44.83	19.50	9.75	100.00%	23.46	1.91
11:00 AM	5	5	215.30	43.06	21.50	4.30	80.00%	11	3.91
12:00 PM	4	4	225.50	56.38	30.50	7.63	50.00%	13	4.34
1:00 PM	8	8	536.25	67.03	55.00	6.88	37.50%	17.23	3.89
2:00 PM	1	1	39.99	39.99	15.00	15.00	100.00%	24.36	1.64
3:00 PM	1	1	35.99	35.99	10.00	10.00	100.00%	23.46	1.53
4:00 PM	2	2	85.95	42.98	17.00	8.50	50.00%	15.23	2.82
5:00 PM	7	7	354.20	50.60	19.00	2.71	28.57%	12.39	4.08
6:00 PM	5	5	185.45	37.09	11.00	2.20	40.00%	21.32	1.74
7:00 PM	2	2	105.65	52.83	54.00	27.00	50.00%	25.37	2.08
	-----	-----	-----	-----	-----	-----	-----	-----	-----
<b>TOTALS</b>	<b>41</b>	<b>41</b>	<b>1995.89</b>	<b>48.68</b>	<b>271.50</b>	<b>6.62</b>	<b>51.22%</b>	<b>20.91</b>	<b>2.33</b>
<b>AVERAGE</b>	<b>3</b>	<b>3</b>	<b>153.53</b>	<b>48.68</b>	<b>20.88</b>	<b>6.62</b>	<b>51.22%</b>	<b>20.91</b>	<b>2.33</b>

## Sample Activity for One (1) Month

Shows the lube statistics for a one (1) month period.

### Lube Statistics Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Sat, 10/27/2012

DATE	Total Cars	Count Cars	Total \$	\$/Car	Extra \$	Ex \$/Car	Ex %/Cars	Svc Min	Slss\$/Min
10/1/2012	36	36	1359.60	37.77	240.00	6.67	41.67%	16.23	2.33
10/2/2012	36	36	1308.75	36.35	220.00	6.11	36.11%	15.45	2.35
10/3/2012	30	30	1256.86	41.90	120.00	4.00	36.67%	18.44	2.27
10/4/2012	58	58	2863.45	49.37	340.00	5.86	34.48%	11.23	4.40
10/5/2012	36	36	1545.30	42.93	105.00	2.92	41.67%	21.90	1.96
10/6/2012	37	37	1437.89	38.86	87.00	2.35	67.57%	18.17	2.14
10/7/2012	37	37	1398.56	37.80	120.00	3.24	48.65%	19.5	1.94
10/8/2012	36	36	2180.20	60.56	360.00	10.00	55.56%	18.23	3.32
10/9/2012	38	38	2269.20	59.72	65.00	1.71	52.63%	19.36	3.08
10/10/2012	54	54	2745.20	50.84	355.00	6.57	55.56%	10.43	4.87
10/11/2012	36	36	1530.20	42.51	160.00	4.44	55.56%	11.36	3.74
10/12/2012	37	37	1620.45	43.80	210.00	5.68	40.54%	17.28	2.53
10/13/2012	37	37	1890.62	51.10	155.25	4.20	48.65%	15.32	3.34
10/14/2012	36	36	1470.98	40.86	205.30	5.70	44.44%	14.37	2.84
10/15/2012	38	38	1838.07	48.37	105.00	2.76	52.63%	14.45	3.35
10/16/2012	56	56	2890.49	51.62	405.00	7.23	53.57%	11.25	4.59
10/17/2012	42	42	1952.34	46.48	300.50	7.15	47.62%	13.52	3.44
10/18/2012	38	38	1765.24	46.45	188.00	4.95	52.63%	14.58	3.19
10/19/2012	37	37	1698.30	45.90	200.00	5.41	35.14%	17.42	2.63
10/20/2012	40	40	1904.98	47.62	275.00	6.88	37.50%	16.32	2.92
10/21/2012	36	36	1872.36	52.01	250.00	6.94	41.67%	18.32	2.84
10/22/2012	53	53	2992.36	56.46	405.00	7.64	56.60%	14.23	3.97
10/23/2012	43	43	1846.28	42.94	160.00	3.72	41.86%	11.25	3.82
10/24/2012	45	45	1932.48	42.94	180.00	4.00	44.44%	13.45	3.19
10/25/2012	43	43	1731.09	40.26	160.00	3.72	41.86%	12.39	3.25
10/26/2012	42	42	1697.20	40.41	130.00	3.10	38.10%	16.32	2.48
10/27/2012	43	43	1792.88	41.69	190.00	4.42	46.51%	15.29	2.73
-----									
<b>Average Day:</b>	<b>41</b>	<b>41</b>	<b>1881.16</b>	<b>46.17</b>	<b>210.78</b>	<b>5.17</b>	<b>40.46%</b>	<b>14.53</b>	<b>3.18</b>
<b>Range Total:</b>	<b>1100</b>	<b>1100</b>	<b>50791.33</b>	<b>46.17</b>	<b>5691.05</b>	<b>5.17</b>	<b>46.45%</b>	<b>14.80</b>	<b>3.12</b>

# Sample Monthly Activity for One (1) Year

Shows the lube statistics for a one (1) year period.

## Lube Sales Statistics Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Wed, 10/31/2012

DATE	Total Cars	Count Cars	Total \$	\$/Car	Extra \$	Ex \$/Car	Ex %/Cars	Svc Min	Sls\$/Min	Extra Service Cars
October '11	1016	1016	45876.31	45.15	5575.50	5.49	39.37%	14.36	2.62	400
November '11	1038	1038	46857.25	45.14	5620.00	5.41	38.54%	15.45	2.49	400
December '11	1005	1005	47253.36	47.02	5585.50	5.56	41.79%	18.44	2.02	420
January '12	1109	1109	48726.35	43.94	5620.00	5.07	40.58%	11.23	3.66	450
February '12	1101	1101	48825.32	44.35	5710.00	5.19	41.78%	21.90	1.86	460
March '12	1026	1026	47028.95	45.84	5590.00	5.45	40.94%	18.17	2.09	420
April '12	1007	1007	46889.25	46.56	5345.00	5.31	42.70%	19.5	1.91	430
May '12	1037	1037	46925.94	45.25	5650.00	5.45	38.57%	18.23	2.11	400
June '12	987	987	45792.01	46.40	4965.00	5.03	40.53%	19.36	1.89	400
July '12	1003	1003	46358.31	46.22	5590.00	5.57	40.88%	10.43	3.56	410
August '12	998	998	45968.32	46.06	4894.00	4.90	42.08%	11.36	3.25	420
September '12	1046	1046	52936.87	50.61	5630.50	5.38	36.33%	17.28	2.24	380
October '12	1048	1048	47551.15	45.37	5540.00	1.69	40.08%	15.32	2.53	420
-----										
<b>Average Day:</b>	<b>41.94</b>	<b>41.94</b>	<b>1928.09</b>	<b>45.97</b>	<b>222.86</b>	<b>5.31</b>	<b>2.53%</b>	<b>16.23</b>	<b>2.58</b>	<b>1.06</b>
<b>Average Month:</b>	<b>1032</b>	<b>1032</b>	<b>47461</b>	<b>45.97</b>	<b>5486</b>	<b>5.31</b>	<b>40.68%</b>	<b>16.23</b>	<b>63.60</b>	<b>420</b>
<b>Range Total:</b>	<b>13421.00</b>	<b>13421</b>	<b>616989.39</b>	<b>45.97</b>	<b>71315.5</b>	<b>5.31</b>	<b>3.13%</b>	<b>16.23</b>	<b>826.77</b>	<b>420</b>

## Employee Sales Statistic Report

A comparison of sales statistics between employees for a one (1) week period.

### Lube Sales Statistics Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Mon, 10/08/2012

Employee	TCars	CCars	Sales \$	Sls\$/CCar	Extra \$	Ex \$/CCar	Ex %	Svc Min	Sls\$/Min
Johnson, Mike	75	75	2534.28	33.79	435.50	5.81	42.67%	18.74	4.00
Cinkaid, Lloyd	54	54	1098.50	20.34	310.00	5.74	37.04%	16.34	3.30
Sheldon, Karl	38	38	1275.90	33.58	178.00	4.68	47.37%	15.47	2.46
Yorkshire, Bobby	53	53	1897.65	35.80	279.00	5.26	47.17%	12.46	4.25
Pringle, Linda	69	69	2242.50	32.50	350.00	5.07	43.48%	11.37	6.07
<b>TOTALS</b>	<b>289</b>	<b>289</b>	<b>9048.83</b>	<b>31.31</b>	<b>1552.50</b>	<b>5.37</b>	<b>43.25%</b>	<b>14.88</b>	<b>2.78</b>
<b>AVERAGE</b>	<b>58</b>	<b>58</b>	<b>1809.77</b>	<b>31.31</b>	<b>310.50</b>	<b>5.37</b>	<b>43.25%</b>	<b>14.88</b>	<b>3.89</b>

# Inventory

## Inventory Transaction Audit

### Inventory Transaction Audit Report

North Coast Quick Lube  
Akron, Ohio

Report for: 1 Inventory Transaction(s)

From Wed, 10/31/2012  
Thru Wed, 10/31/2012

#	Item Number, & Name	Received	Adjusted	Net Change	OK?
10/31/2012, 9:35 a.m. (Logged by Bill Smith at CASHIERSTATION - 10/31/2012, 9:00 A.M.)					
1	FLTIOF:OF43	5		5	_____
2	FLTIOF:OF4386	6		6	_____
3	FLTIOF:OF4536	5		5	_____
4	FLTIOF:OF4670	7		7	_____
5	FLTIOF:OF4780	3		3	_____
6	FLTIOF:OF4885	1		1	_____
7	FLTIOF:OF5230	5		5	_____
8	FLTIOF:OF5240	7		7	_____
9	FLTIOF:OF5350	3		3	_____
10	FLTIOF:OF5360	2		2	_____
11	FLTIOF:OF5370	3		3	_____
12	900 HEADLIGHT:H4351	2		2	_____
13	901 HEADLIGHT:H4352	2		2	_____
14	902 HEADLIGHT:H4353	2		2	_____
15	903 HEADLIGHT:H4354	2		2	_____
16	904 HEADLIGHT:H4355	2		2	_____
17	905 HEADLIGHT:H4356	2		2	_____
18	906 HEADLIGHT:H4357	2		2	_____
19	907 HEADLIGHT:H4358	2		2	_____
20	908 HEADLIGHT:H4359	2		2	_____
21	909 HEADLIGHT:H4360	2		2	_____
22	910 HEADLIGHT:H4361	2		2	_____
23	FLTIPC:PCV1001	1		1	_____
24	FLTIPC:PCV1002	3		3	_____
25	FLTIPC:PCV1003	2		2	_____
26	FLTIPC:PCV1004	1		1	_____
27	FLTIPC:PCV1005	4		4	_____
28	FLTIPC:PCV1006	1		1	_____
29	FLTIPC:PCV1007	2		2	_____
30	FLTIPC:PCV1008	1		1	_____
31	FLTIPC:PCV1009	2		2	_____
32	FLTIPC:PCV1010	1		1	_____
33	FLTIPC:PCV1011	2		2	_____
34	FLTIPC:PCV1012	2		2	_____
35	FLTIPC:PCV1013	1		1	_____
<b>Total items: 35</b>		<b>92</b>	<b>0</b>	<b>92</b>	

# Inventory Activity Report

North Coast Quick Lube  
Akron, Ohio

Item Group: Lube Items

From Wed, 10/31/2012  
Thru Wed, 10/31/2012

Item Description	Price	B-Bal	Received	Adjusted	Sold	E-Bal	OnHand
FLTIOF:OF43	1.00	7	5	0	3	9	_____
FLTIOF:OF4386	1.25	5	6	0	2	9	_____
FLTIOF:OF4536	1.00	4	5	0	3	6	_____
FLTIOF:OF4670	0.79	5	7	0	5	7	_____
FLTIOF:OF4780	1.50	3	3	0	3	3	_____
FLTIOF:OF4885	0.89	8	1	0	8	1	_____
FLTIOF:OF5230	1.00	7	5	0	8	4	_____
FLTIOF:OF5240	2.25	2	7	0	5	4	_____
FLTIOF:OF5350	1.00	8	3	0	6	5	_____
FLTIOF:OF5360	0.89	9	2	0	4	7	_____
FLTIOF:OF5370	1.25	8	3	0	2	9	_____
900 HEADLIGHT:H4351	6.99	2	2	0	2	2	_____
901 HEADLIGHT:H4352	6.99	2	2	0	2	2	_____
902 HEADLIGHT:H4353	6.99	2	2	0	2	2	_____
903 HEADLIGHT:H4354	7.99	4	2	0	2	4	_____
904 HEADLIGHT:H4355	7.99	4	2	0	2	4	_____
905 HEADLIGHT:H4356	15.99	2	2	0	2	2	_____
906 HEADLIGHT:H4357	8.99	2	2	0	2	2	_____
907 HEADLIGHT:H4358	8.99	2	2	0	2	2	_____
908 HEADLIGHT:H4359	7.99	2	2	0	2	2	_____
909 HEADLIGHT:H4360	7.99	2	2	0	2	2	_____
910 HEADLIGHT:H4361	6.99	2	2	0	2	2	_____
FLTIPC:PCV1001	0.99	4	1	0	1	4	_____
FLTIPC:PCV1002	0.99	2	3	0	1	4	_____
FLTIPC:PCV1003	0.99	4	2	0	1	5	_____
FLTIPC:PCV1004	0.99	4	1	0	1	4	_____
FLTIPC:PCV1005	0.99	4	4	0	1	7	_____
FLTIPC:PCV1006	0.99	2	1	0	1	2	_____
FLTIPC:PCV1007	0.99	2	2	0	1	3	_____
FLTIPC:PCV1008	0.99	2	1	0	1	2	_____
FLTIPC:PCV1009	0.99	2	2	0	1	3	_____
FLTIPC:PCV1010	0.99	2	1	0	1	2	_____
FLTIPC:PCV1011	0.99	0	2	0	2	0	_____
FLTIPC:PCV1012	0.99	1	2	0	1	2	_____
FLTIPC:PCV1013	0.99	1	1	0	1	1	_____

**Total items: 35**

**122**

**92**

**0**

**85**

**129**

# Labor Reports Overview

All labor reports can be generated with the following report options:

- By Site
- By Employee Role
- By Employee Data
  - Search Name Only
  - Name (First, Last)
  - Name (First, Middle, Last)
  - Name (Last, First, Middle)
  - Social Security #
  - Search Name + SS#
  - Search Name + Empl #
  - SS# + Search Name
  - Empl # + Search Name
- By Date or Date Range
- Average
- Customize Data to Show
  - Regular Hours
  - Overtime Hours
  - Non-Work Hours
  - Labor Hours
  - Regular Labor Dollars
  - Overtime Labor Dollars
  - Total Labor Dollars
  - Adjustments
  - Grand Total Dollars

## Labor Statistics

Shows hourly labor statistics for a one (1) day period.

# Labor Statistics Report

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Mon, 10/01/2012

Time (Hour)	Total Cars	Total \$	Man Hrs	Cars/MH	TTL\$/MH	Labor \$	Labor\$/Car	Labor %
8:00 AM	2	55.98	2.00	1.00	27.99	16.00	8.00	28.58
9:00 AM	2	65.98	2.00	1.00	32.99	16.00	8.00	24.25
10:00 AM	2	89.65	2.00	1.00	44.83	16.00	8.00	17.85
11:00 AM	5	215.30	4.00	1.25	53.83	65.50	13.10	30.42
12:00 PM	4	225.50	4.00	1.00	56.38	65.50	16.38	29.05
1:00 PM	8	536.25	4.00	2.00	134.06	65.50	8.19	12.21
2:00 PM	1	39.99	4.00	0.25	10.00	65.50	65.50	163.79
3:00 PM	1	35.99	4.00	0.25	9.00	65.50	65.50	181.99
4:00 PM	2	85.95	4.00	0.50	21.49	65.50	32.75	76.21
5:00 PM	7	354.20	4.00	1.75	88.55	65.50	9.36	18.49
6:00 PM	5	185.45	4.00	1.25	46.36	65.50	13.10	35.32
7:00 PM	1	105.65	2.00	0.50	52.83	16.00	16.00	15.14
<b>TOTALS</b>	<b>40</b>	<b>1995.89</b>	<b>40.00</b>	<b>1.00</b>	<b>49.90</b>	<b>588.00</b>	<b>14.70</b>	<b>29.46</b>
<b>AVERAGE</b>	<b>3</b>	<b>166.32</b>	<b>3.33</b>	<b>1.00</b>	<b>49.90</b>	<b>49.00</b>	<b>14.70</b>	<b>29.46</b>

## Labor Statistics by Date

Displays employees' hours worked for a six (6) day period.

### Labor By Employee, By Day

North Coast Quick Lube  
Akron, Ohio

From Mon, 10/01/2012  
Thru Sat, 10/06/2012

Employee	Mon 10/01	Tue 10/02	Wed 10/03	Thu 10/04	Fri 10/05	Sat 10/06	Total
<b>Tommy Brown</b>							
Regular Hours	8.00	0.00	5.00	6.75	8.00	5.50	33.25
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Lloyd Cinkaid</b>							
Regular Hours	8.00	0.00	10.00	10.25	0.00	0.00	28.25
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Jordan Freeman</b>							
Regular Hours	5.50	8.00	5.00	8.25	5.50	4.00	36.25
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Mike Johnson</b>							
Regular Hours	0.00	9.00	7.25	5.00	0.00	4.50	25.75
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	5.00	5.00
<b>Ralph Lipowitz</b>							
Regular Hours	0.00	8.00	3.50	5.25	0.00	0.00	16.75
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Jerry McAllise</b>							
Regular Hours	8.00	0.00	0.00	0.00	8.00	5.00	21.00
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Linda Pringle</b>							
Regular Hours	4.00	4.00	0.00	0.00	4.00	8.00	20.00
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Karl Sheldon</b>							
Regular Hours	0.00	0.00	7.25	6.50	9.25	0.00	23.00
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	7.50	0.00	0.00	0.00	7.50
<b>Fred Weygandt</b>							
Regular Hours	0.00	7.50	8.00	7.75	0.00	6.50	29.75
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Bobby Yorkshire</b>							
Regular Hours	6.50	3.50	0.00	0.00	5.25	6.75	22.00
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Grand Totals:</b>							
Regular Hours	40.00	40.00	46.00	49.75	40.00	40.25	256.00
Overtime Hours	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Employee Loan	0.00	0.00	7.50	0.00	0.00	5.00	12.50

# Employee Reports

## Employees Working

### Employees Working Listing

North Coast Quick Lube  
Akron, Ohio

(Any Category - All Security Roles)

All Records, This Site  
As of Wed, 10/31/2012

Name	Phone Numbers	Role	Description	In Time	Rem Week Hours	Hours Worked Week
Cinkaid, Lloyd	(360) 555-9963	Lube	Upper Bay	10/31/2012 8:05	15.90	24.10
Freeman, Jordan	(360) 555-1349	Lube	Pit	10/31/2012 7:58	21.50	18.50
Johnson, Mike	(360) 555-2973	Lube	Upper Bay	10/31/2012 7:59	20.94	19.06
Lipowitz, Ralph	(360) 555-8147	Lube	Pit	10/31/2012 7:46	23.63	16.37
Pringle, Linda	(360) 555-9980	Lube	Upper Bay	10/31/2012 8:10	29.94	10.06
Sheldon, Karl	(360) 555-6947	Lube	Upper Bay	10/31/2012 6:45	9.96	30.04

### Employees Available Listing

North Coast Quick Lube  
Akron, Ohio

(Any Category - All Security Roles)

All Records, This Site  
As of Wed, 10/31/2012

Name	Phone Numbers	Role	Description	Rem Week Hours	Hours Worked Week
Brown, Tommy	(360) 555-5140	Lube	Pit	28.80	11.20
Cinkaid, Lloyd	(360) 555-9963	Lube	Upper Bay	30.50	9.50
Freeman, Jordan	(360) 555-1349	Lube	Pit	21.50	18.50
Johnson, Mike	(360) 555-2973	Lube	Upper Bay	20.94	19.06
Lipowitz, Ralph	(360) 555-8147	Lube	Pit	29.50	10.50
McAllise, Jerry	(360) 555-6307	Lube	Pit	23.63	16.37
Pringle, Linda	(360) 555-9980	Lube	Upper Bay	23.51	16.49
Sheldon, Karl	(360) 555-6947	Lube	Upper Bay	25.64	14.36
Weygandt, Fred	(360) 555-9366	Lube	Pit	29.94	10.06
Yorkshire, Bobby	(306) 555-4475	Lube	Upper Bay	9.96	30.04