

KPI Summary

Week Ended

Week Of	Sales					Profitability					Operations	
	Total Sales Revenue	Total Car Count	Paint Sales	Number of Overalls	Estimate Retention	ARO	Direct Labor %	Parts Margin	COGS %	Gross Profit %	CEBITDAR %	AR > 45 days
M1746	47,008	54	38%	5.0	26%	871	23%	34%	22%	55%		17%
M2684	34,341	13	42%	6.0	89%	2,642	26%	31%	30%	44%		20%
Consolidated	81,349	67	40%	11.0	42%	1,214	24%	33%	25%	51%		18%

Month

Month Of	Sales					Profitability					Operations	
	Total Sales Revenue	Total Car Count	Paint Sales	Number of Overalls	Estimate Retention	ARO	Direct Labor %	Parts Margin	COGS %	Gross Profit %	CEBITDAR %	AR > 45 days
M1746	128,118	53	40%	5.7	23%	801	25%	35%	23%	52%		17%
M2684	97,366	15	48%	5.3	81%	2,213	28%	34%	23%	50%		20%
Consolidated	225,484	68	43%	11.0	36%	1,105	26%	34%	23%	51%		18%

YTD

YTD	Sales					Profitability					Operations	
	Total Sales Revenue	Total Car Count	Paint Sales	Number of Overalls	Estimate Retention	ARO	Direct Labor %	Parts Margin	COGS %	Gross Profit %	CEBITDAR%	AR > 45 days
M1746	635,629	45	37%	5.7	21%	893	26%	40%	22%	52%	23%	17%
M2684	497,645	16	50%	4.2	77%	1,983	26%	27%	25%	49%	21%	20%
Consolidated	1,133,274	60	42%	9.9	34%	1,177	26%	35%	23%	51%	22%	18%

KPI - Budgets vs. Actuals

Center Consolidated Month

Budget												
Time Period	Sales					Profitability					Operations	
	Total Sales Revenue	Total Car Count	Paint Sales	Number of Overalls	Estimate Retention	ARO	Direct Labor %	Parts Margin	COGS %	Gross Profit %	CEBITDAR %	AR > 45 days
Week Ended	77,974		43%		60%		25%	31%	23%	52%	34%	20%
Week Ended	77,974		43%		60%		25%	31%	23%	52%	34%	20%
Week Ended	77,974		43%		60%		25%	31%	23%	52%	34%	20%
Week Ended												
Week Ended												
MTD	233,921		43%		60%		25%	31%	23%	52%	34%	20%
YTD	1,183,755		43%		60%		25%	31%	23%	51%	34%	20%

Actuals												
Time Period	Sales					Profitability					Operations	
	Total Sales Revenue	Total Car Count	Paint Sales	Number of Overalls	Estimate Retention	ARO	Direct Labor %	Parts Margin	COGS %	Gross Profit %	CEBITDAR %	AR > 45 days
Week Ended	77,777	63	43%	12.0	40%	1,235	26%	41%	22%	52%		17%
Week Ended	66,358	74	47%	10.0	30%	897	29%	24%	22%	49%		19%
Week Ended	81,349	67	40%	11.0	42%	1,214	24%	33%	25%	51%		18%
Week Ended												
Week Ended												
MTD	225,484	68	43%	11.0	36%	1,105	26%	34%	23%	51%		18%
YTD	1,133,274	60	42%	9.9	34%	1,177	26%	35%	23%	51%	22%	18%
MTD Variance	(8,437)	68	(0%)		(24%)	1,105	2%	3%	(1%)	(1%)		(2%)
YTD Variance	(50,481)	60	(1%)		(26%)	1,177	0%	4%	0%	(0%)	(12%)	(2%)

XXX
[M2684](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M2684

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M2684

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M2684

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M2684

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M2684

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M2684

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M2684

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

M2684

X REVENUE DETAIL

New Sales In vs. Unfinished

Payroll Analysis

X ARO DETAIL

New Sales In vs. Unfinished

Number of Overalls (A)	2	5	4	5
Total Cars	15	13	12	13

M2684

X REVENUE DETAIL

New Sales In vs. Unfinished

Payroll Analysis

X ARO DETAIL

New Sales In vs. Unfinished

Number of Overalls (A)	3	4	5	4	3	4	4	3	5	5
Total Cars	19	15	17	16	23	17	12	17	18	15

M2684

X REVENUE DETAIL

New Sales In vs. Unfinished

COST DETAIL	
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10	10
11	11
12	12
13	13
14	14
15	15
16	16
17	17
18	18
19	19
20	20
21	21
22	22
23	23
24	24
25	25
26	26
27	27
28	28
29	29
30	30
31	31
32	32
33	33
34	34
35	35
36	36
37	37
38	38
39	39
40	40
41	41
42	42
43	43
44	44
45	45
46	46
47	47
48	48
49	49
50	50
51	51
52	52
53	53
54	54
55	55
56	56
57	57
58	58
59	59
60	60
61	61
62	62
63	63
64	64
65	65
66	66
67	67
68	68
69	69
70	70
71	71
72	72
73	73
74	74
75	75
76	76
77	77
78	78
79	79
80	80
81	81
82	82
83	83
84	84
85	85
86	86
87	87
88	88
89	89
90	90
91	91
92	92
93	93
94	94
95	95
96	96
97	97
98	98
99	99
100	100

ACCOUNTS RECEIVABLE

[< APO DETAIL](#)

Sales Production - ARO

Car type	Number of cars	Number of accidents	Proportion of accidents
Small	100	10	0.10
Medium	200	20	0.10
Large	300	30	0.10
Very large	400	40	0.10
Super	500	50	0.10

[illegible]

M2684

X REVENUE DETAIL

New Sales In vs. Unfinished

COST DETAIL	
1	1000000
2	2000000
3	3000000
4	4000000
5	5000000
6	6000000
7	7000000
8	8000000
9	9000000
10	10000000
11	11000000
12	12000000
13	13000000
14	14000000
15	15000000
16	16000000
17	17000000
18	18000000
19	19000000
20	20000000
21	21000000
22	22000000
23	23000000
24	24000000
25	25000000
26	26000000
27	27000000
28	28000000
29	29000000
30	30000000
31	31000000
32	32000000
33	33000000
34	34000000
35	35000000
36	36000000
37	37000000
38	38000000
39	39000000
40	40000000
41	41000000
42	42000000
43	43000000
44	44000000
45	45000000
46	46000000
47	47000000
48	48000000
49	49000000
50	50000000
51	51000000
52	52000000
53	53000000
54	54000000
55	55000000
56	56000000
57	57000000
58	58000000
59	59000000
60	60000000
61	61000000
62	62000000
63	63000000
64	64000000
65	65000000
66	66000000
67	67000000
68	68000000
69	69000000
70	70000000
71	71000000
72	72000000
73	73000000
74	74000000
75	75000000
76	76000000
77	77000000
78	78000000
79	79000000
80	80000000
81	81000000
82	82000000
83	83000000
84	84000000
85	85000000
86	86000000
87	87000000
88	88000000
89	89000000
90	90000000
91	91000000
92	92000000
93	93000000
94	94000000
95	95000000
96	96000000
97	97000000
98	98000000
99	99000000
100	100000000

ACCOUNTS RECEIVABLE

ARO DETAIL

Sales Production - ARO

Car type	Number of cars	Number of accidents	Proportion of accidents
Small	10	1	0.1
Medium	10	2	0.2
Large	10	3	0.3
Very large	10	4	0.4
Super large	10	5	0.5

Week Number							
Week Ended							
x	REVENUE DETAIL						
<u>Sales Production - Revenue</u>							
<u>Sales Production - Mix</u>							
<u>Car Type</u>							
<u>Car Type - Mix</u>							
<u>New Sales In vs. Unfinished</u>							
COST DETAIL							
<u>P&L Accounts</u>							
<u>P&L Accounts - % of Sales</u>							
<u>COGS - Mix</u>							
<u>Payroll Analysis</u>							
ACCOUNTS RECEIVABLE							
x	ARO DETAIL						
<u>Sales Production - ARO</u>							
<u>Car Type</u>							
<u>New Sales In vs. Unfinished</u>							
Number of Overalls (A)		—	3.8	4.0	4.0	5	—
Total Cars		—	14.4	17.8	16.0	15	—

M2684

M2684

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

XXX
M1746

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>

M1746

Sales Production - Revenue

Sales Production - Mix

Car Type

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)

Total Cars

6	4	4	6	3
32	44	44	35	49

M1746

X **REVENUE DETAIL**

New Sales In vs. Unfinished

Payroll Analysis

X ARO DETAIL

New Sales In vs. Unfinished

Number of Overalls (A)	5	6	4	6	8	9	4	9
Total Cars	35	42	47	52	43	38	44	47

M1746

Week Ended

Sales Production -

New Sales In vs. Unfinished

ACCOUNTS RECEIVABLE

New Sales In vs. Unfinished

Total Cars

7	5	5	—	—	—	—
48	58	54	—	—	—	—

Week Number									
Week Ended									
x	REVENUE DETAIL								
	<u>Sales Production - Revenue</u>								
	<u>Sales Production - Mix</u>								
	<u>Car Type</u>								
	<u>Car Type - Mix</u>								
	<u>New Sales In vs. Unfinished</u>								
	COST DETAIL								
	<u>P&L Accounts</u>								
	<u>P&L Accounts - % of Sales</u>								
	<u>COGS - Mix</u>								
	<u>Payroll Analysis</u>								
	ACCOUNTS RECEIVABLE								
x	ARO DETAIL								
	<u>Sales Production - ARO</u>								
	<u>Car Type</u>								
	<u>New Sales In vs. Unfinished</u>								

M1746

M1746

XXX
M1746

Week Number												
Week Ended												
x	REVENUE DETAIL											
	Sales Production - Revenue											
	Sales Production - Mix											
	Car Type											
	Car Type - Mix											
	New Sales In vs. Unfinished											
	COST DETAIL											
	P&L Accounts											
	P&L Accounts - % of Sales											
	COGS - Mix											
	Payroll Analysis											
	ACCOUNTS RECEIVABLE											
x	ARO DETAIL											
	Sales Production - ARO											
	Car Type											
	New Sales In vs. Unfinished											
	Number of Overalls (A)	7.5	6	-	-	-	0	-	-	-	-	5.6875
	Total Cars	43.0	53	-	-	-	0	-	-	-	-	

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

XX

[Consolidated](#)

Week Number	
Week Ended	
x	ESTIMATE/RETENTION DETAIL
	<u>Estimates</u>
	<u>Estimates - Mix</u>
	<u>Retention</u>
	<u>Retention %</u>
x	CAR COUNT DETAIL
	<u>Sales Production</u>
	<u>Sales Production - Mix</u>
	<u>Car Type</u>
	<u>Car Type - Mix</u>
	<u>New Sales In vs. Unfinished</u>
	<u>Cycle Time / Days</u>
x	REVENUE DETAIL
	<u>Sales Production - Revenue</u>
	<u>Sales Production - Mix</u>

Week Number
Week Ended
<u>Car Type</u>

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)	8	9	8	11	6
Retail %	57.0%	57.0%	57.0%	57.0%	57.0%
Total Cars	47	57	56	48	68

Week Number
Week Ended
Car Type

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)	9	11	8	9	12	13	7	14	12	10
Retail %	57.3%	57.3%	57.3%	57.3%	0.572	57.2%	57.2%	57.2%	57.0%	57.0%
Total Cars	50	59	63	75	60	50	61	65	63	74

XX

Consolidated

Week Number
Week Ended

Car Type

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)	11	-	-	-	-	-	-	-
Retail %	57.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Cars	67	-	-	-	-	-	-	-

Consolidated

Week Ended

Car Type - Mix

COST DETAIL

COGS - Mix

ACCOUNTS RECEIVABLE

Sales Production - ARO

New Sales In vs. Unfinished

Retail %

Total Cars

XX

Consolidated

Week Number
Week Ended

Car Type

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)	-	-	-	-	-	-	-	-
Retail %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Cars	-	-	-	-	-	-	-	-

Consolidated

Week Ended

Total Cars

Week Number
Week Ended
<u>Car Type</u>

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)	-	-
Retail %	0.0%	0.0%
Total Cars	-	-

XX

Consolidated

Week Number
Week Ended
<u>Car Type</u>

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)
Retail %
Total Cars

XX

Consolidated

Week Number
Week Ended
<u>Car Type</u>

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL
<u>P&L Accounts</u>

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
	<u>Sales Production - ARO</u>

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)
Retail %
Total Cars

XX

Consolidated

Week Number
Week Ended
<u>Car Type</u>

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)
Retail %
Total Cars

XX

Consolidated

Week Number
Week Ended
<u>Car Type</u>

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)
Retail %
Total Cars

XX

Consolidated

Week Number
Week Ended
<u>Car Type</u>

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)
Retail %
Total Cars

XX

Consolidated

Week Number	
Week Ended	
Car Type	

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL	
-------------	--

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE	
---------------------	--

x ARO DETAIL	
--------------	--

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)	8.4	9.3	11.5	11	—
Retail %	57.0%	57.3%	57.2%	57.0%	0.0%
Total Cars	55.2	61.8	59.0	68	—

XX

Consolidated

Week Number	
Week Ended	

Car Type

Car Type - Mix

New Sales In vs. Unfinished

COST DETAIL

P&L Accounts

P&L Accounts - % of Sales

COGS - Mix

Payroll Analysis

ACCOUNTS RECEIVABLE

x	ARO DETAIL
---	------------

Sales Production - ARO

Car Type

New Sales In vs. Unfinished

Number of Overalls (A)	-	-	-	-	-	-	-	9.875
Retail %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	57.1%
Total Cars	-	-	-	-	-	-	-	

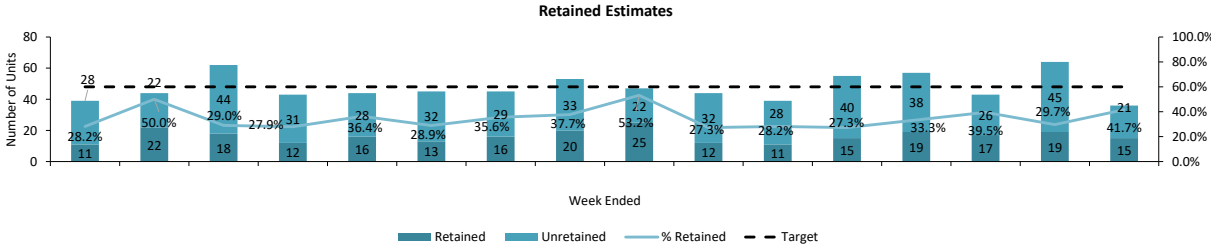
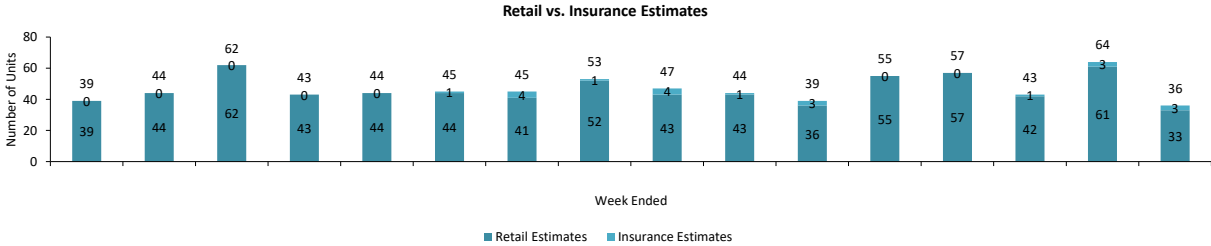
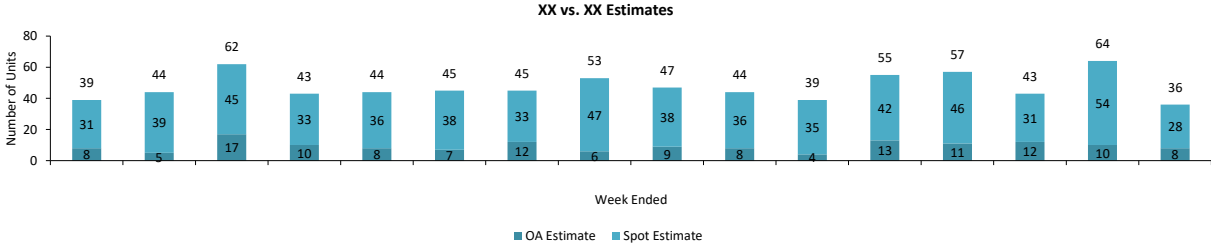
Center	Consolidated									
Week Number										
Week Ended										
XX Estimates	10	6	8	7	8	5	17	10	8	7
XX Estimates	51	22	25	32	31	39	45	33	36	38
Total	61	28	33	39	39	44	62	43	44	45
Retail Estimates	61	28	32	39	39	44	62	43	44	44
Insurance Estimates	-	-	1	-	-	-	-	-	-	1
Total	61	28	33	39	39	44	62	43	44	45
Retained	20	11	13	13	11	22	18	12	16	13
Unretained	41	17	20	26	28	22	44	31	28	32
% Retained	32.8%	39.3%	39.4%	33.3%	28.2%	50.0%	29.0%	27.9%	36.4%	28.9%
Target	0%	0%	0%	0%	60%	60%	60%	60%	60%	60%

Weekly Graphs

Customized Chart

From to

Press Here to Re-



Center														
Week Number														
Week Ended														
XX Estimates	12	6	9	8	4	13	11	12	10	8	-	-	-	-
XX Estimates	33	47	38	36	35	42	46	31	54	28	-	-	-	-
Total	45	53	47	44	39	55	57	43	64	36	-	-	-	-
Retail Estimates	41	52	43	43	36	55	57	42	61	33	-	-	-	-
Insurance Estimates	4	1	4	1	3	-	-	1	3	3	-	-	-	-
Total	45	53	47	44	39	55	57	43	64	36	-	-	-	-
Retained	16	20	25	12	11	15	19	17	19	15	-	-	-	-
Unretained	29	33	22	32	28	40	38	26	45	21	-	-	-	-
% Retained	35.6%	37.7%	53.2%	27.3%	28.2%	27.3%	33.3%	39.5%	29.7%	41.7%	-	-	-	-
Target	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	0%	0%	0%	0%

Monthly Graphs

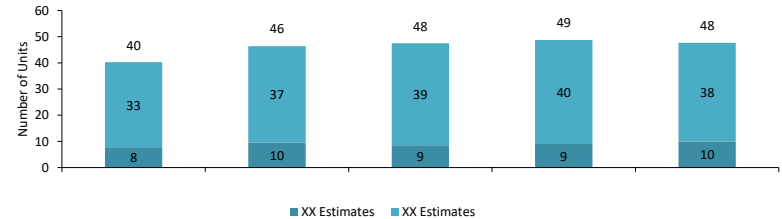
Customized Chart

Month

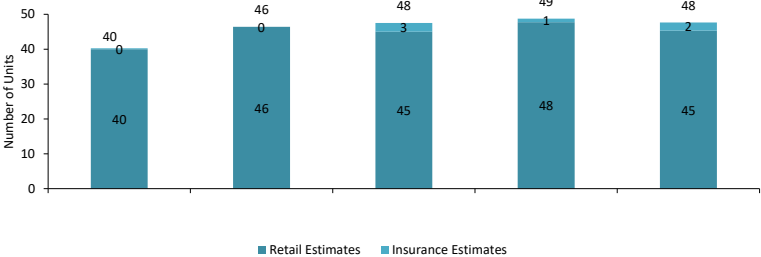
to

Press Here to Re-

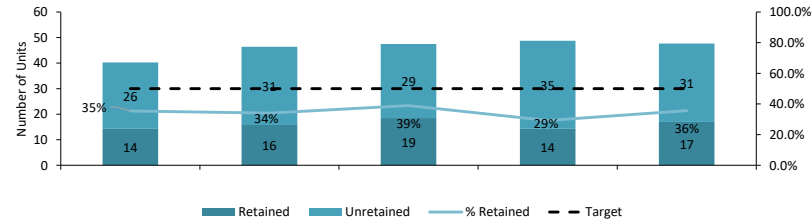
XX vs. XX Estimates



Retail vs. Insurance Estimates



Retained Estimates

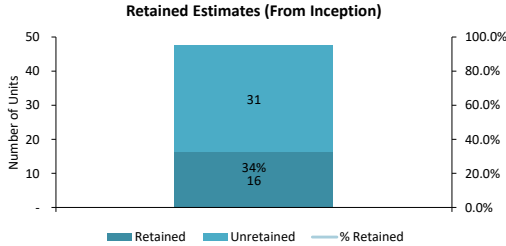
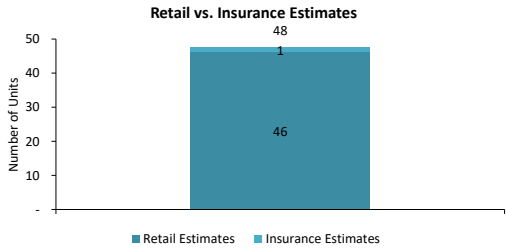
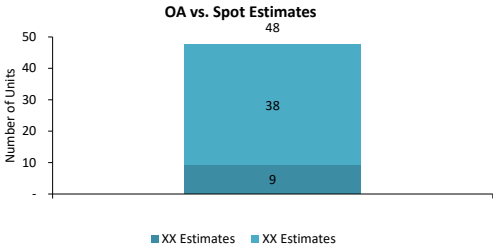


Center															
Week Number															
Week Ended															
XX Estimates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
XX Estimates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Retail Estimates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance Estimates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Retained	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unretained	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
% Retained	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Target	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Annual Graphs

Customized Chart

YTD



XXX

KPI - Estimate & Retention

[illegible]

KPI - Estimate & Retention

[illegible]

XXX

KPI - Estimate & Retention

[illegible]

XXX

KPI - Estimate & Retention

[illegible]

XXX

KPI - Estimate & Retention

[illegible]

XXX
KPI - Estimate & Retention

KPI - Estimate & Retention

Center																
Week Number																
Week Ended																
XX Estimates	-	-	-	-	-	31	48	34	36.0	30	-	-	-	#NUM!	-	-
XX Estimates	-	-	-	-	-	130	184	156	159	113	-	-	-	#NUM!	-	-
Total	-	-	-	-	-	161	232	190	195	143	-	-	-	#NUM!	-	-
Retail Estimates	-	-	-	-	-	160	232	180	191	136	-	-	-	#NUM!	-	-
Insurance Estimates	-	-	-	-	-	1	-	10	4	7	-	-	-	#NUM!	-	-
Total	-	-	-	-	-	161	232	190	195	143	-	-	-	#NUM!	-	-
Retained	-	-	-	-	-	57	79	74	57	51	-	-	-	#NUM!	-	-
Unretained	-	-	-	-	-	104	153	116	138	92	-	-	-	#NUM!	-	-
% Retained	-	-	-	-	-	35.4%	34.1%	38.9%	29.2%	35.7%	-	-	-	-	-	-
Target	0%	0%	0%	0%	0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%

XXX

KPI - Estimate & Retention

[illegible]

XXX

KPI - Estimate & Retention

[illegible]

Center	Consolidated				
	Particulars	Sales	Variance	Variance (%)	
		67	74	(7)	(9.5%)
MTD		204	239	(35)	(14.6%)
YTD		963	1088	(125)	(11.5%)

Week Number Week Ended												
Actuals		55	61	51	46	47	57	56	48	68	50	59
Previous Year Actuals		-	-	-	-	41	78	65	65	52	71	56
Variance		-	-	-	-	6	(21)	(9)	(17)	16	(21)	3
Variance (%)		0.0%	0.0%	0.0%	0.0%	14.6%	(26.9%)	(13.8%)	(26.2%)	30.8%	(29.6%)	5.4%

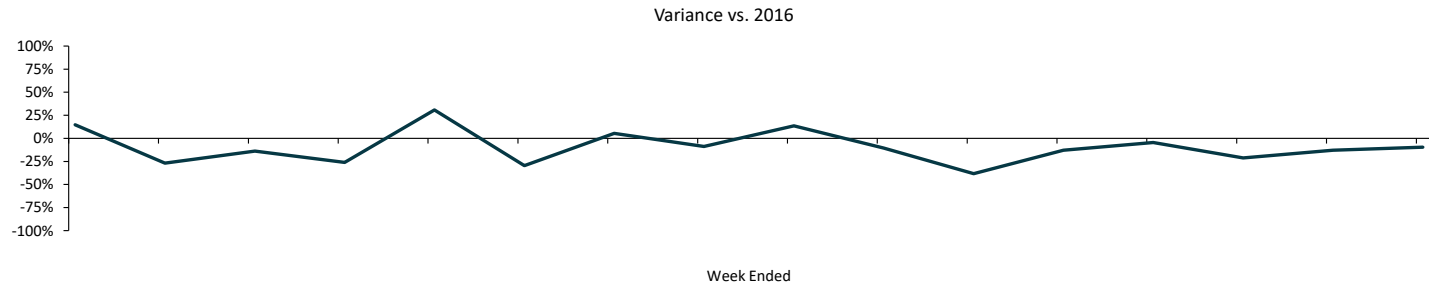
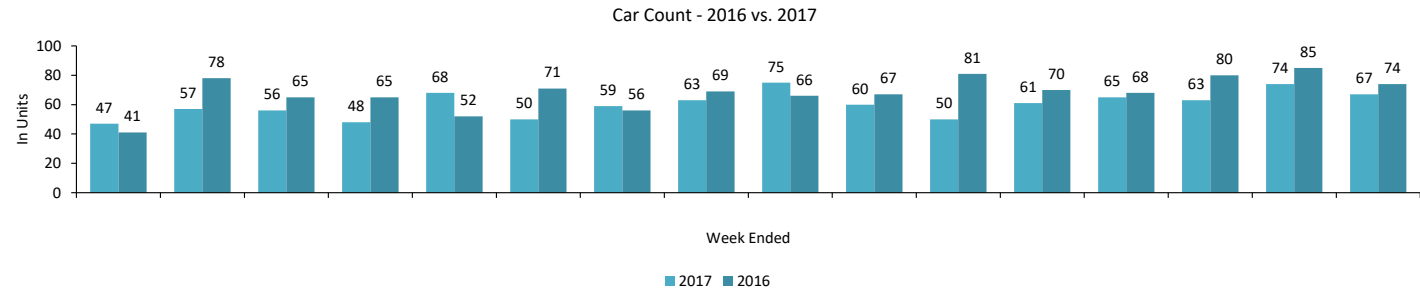
Weekly Graphs

Customized Charts

From

to

Press Here to Re-



Center

Week Number Week Ended														
Actuals	63	75	60	50	61	65	63	74	67	-	-	-	-	-
Previous Year Actuals	69	66	67	81	70	68	80	85	74	-	-	-	-	-
Variance	(6)	9	(7)	(31)	(9)	(3)	(17)	(11)	(7)	-	-	-	-	-
Variance (%)	(8.7%)	13.6%	(10.4%)	(38.3%)	(12.9%)	(4.4%)	(21.3%)	(12.9%)	(9.5%)	0.0%	0.0%	0.0%	0.0%	0.0%

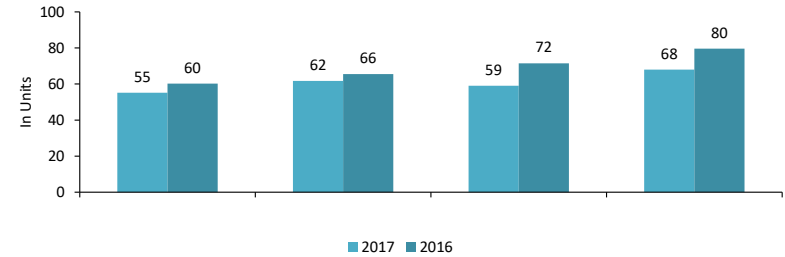
Monthly Graphs

Customized Chart

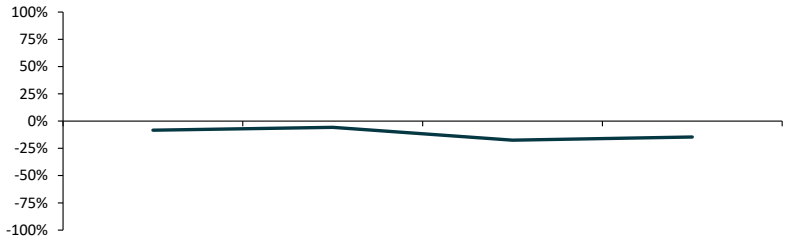
Month to

Press Here to Re-

Car Count - 2016 vs. 2017



Variance vs. 2016

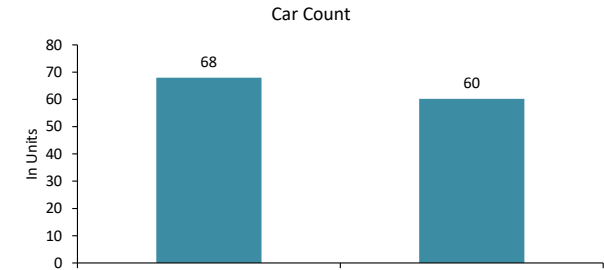


Center

Week Number Week Ended															
Actuals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Previous Year Actuals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Variance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Variance (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Annual Graphs

Customized Chart
YTD



XXX

KPI - Car Count #

Center

[illegible]

XXX

KPI - Car Count #

Center

[illegible]

XXX

KPI - Car Count #

Center

[illegible]

XXX

KPI - Car Count #

Center

[illegible]

XXX

KPI - Car Count #

Center

[illegible]

XXX

KPI - Car Count #

Center

[illegible]

Center

Week Number	Week Ended									
Actuals	-	-	-	-	-	-	213	276	247	236
Previous Year Actuals	-	-	-	-	-	-	-	301	262	286
Variance	-	-	-	-	-	-	-	(25)	(15)	(50)
Variance (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	(8.3%)	(5.7%)	(17.5%)

XXX

KPI - Car Count #

Center

[illegible]

XXX

KPI - Car Count #

Center

[illegible]

Center	Consolidated							
		81,349	77,974	72,044	3,376	9,305	4.3%	12.9%
MTD		225,484	233,921	233,505	(8,437)	(8,021)	(3.6%)	(3.4%)
YTD		1,133,274	1,183,755	1,212,846	(50,481)	(79,572)	(4.3%)	(6.6%)

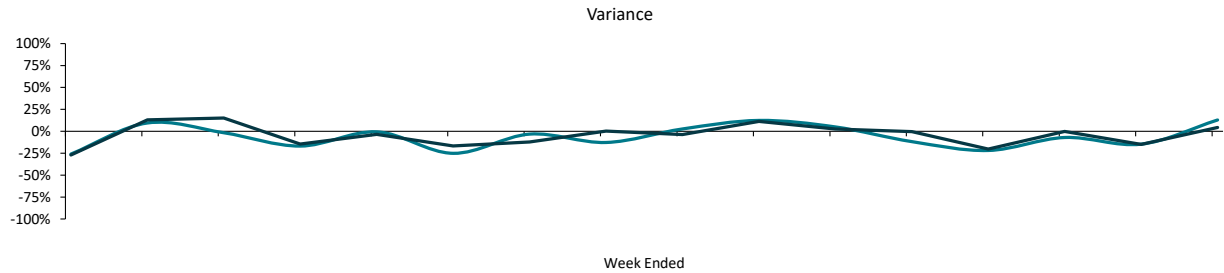
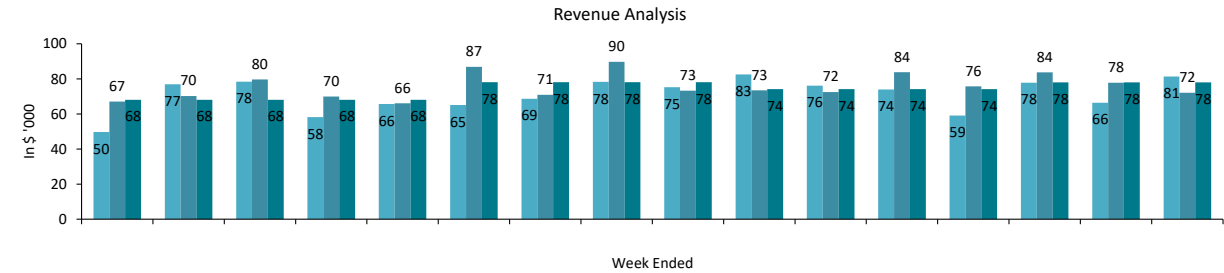
Week Number												
Week Ended												
Actuals	67,536	64,370	64,659	47,698	49,682	76,923	78,389	58,170	65,647	65,063	68,683	78,286
Previous Year Actuals	-	-	-	-	67,113	70,256	79,700	69,951	66,053	86,881	70,953	89,724
Budget	-	-	-	-	68,093	68,093	68,093	68,093	68,093	78,142	78,142	78,142
Variance (\$)	67,536	64,370	64,659	47,698	(17,431)	6,667	(1,312)	(11,781)	(406)	(21,819)	(2,270)	(11,438)
Variance (%)	0.0%	0.0%	0.0%	0.0%	(26.0%)	9.5%	(1.6%)	(16.8%)	(0.6%)	(25.1%)	(3.2%)	(12.7%)
Variance (\$)	67,536	64,370	64,659	47,698	(18,411)	8,830	10,296	(9,922)	(2,445)	(13,080)	(9,459)	143
Variance (%)	0.0%	0.0%	0.0%	0.0%	(27.0%)	13.0%	15.1%	(14.6%)	(3.6%)	(16.7%)	(12.1%)	0.2%

Weekly Graphs

Customized Charts

From to

Press Here to Re-



Center

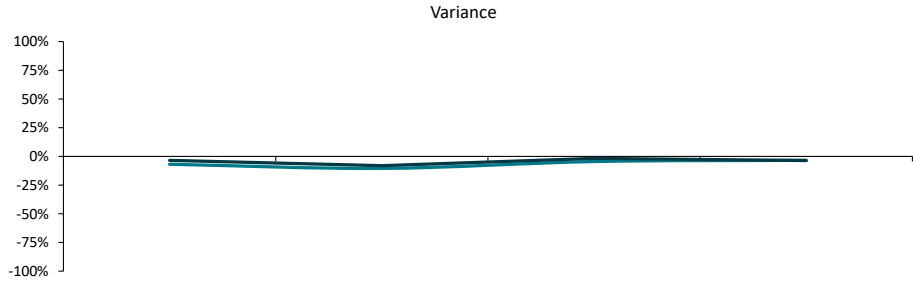
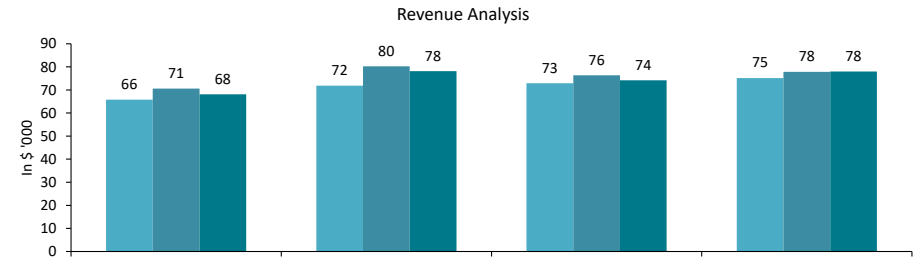
Week Number														
Week Ended														
Actuals	75,265	82,537	76,090	73,922	59,134	77,777	66,358	81,349	-	-	-	-	-	-
Previous Year Actuals	73,305	73,441	72,479	83,784	75,701	83,685	77,776	72,044	-	-	-	-	-	-
Budget	78,142	74,201	74,201	74,201	74,201	77,974	77,974	77,974	-	-	-	-	-	-
Variance (\$)	1,960	9,096	3,611	(9,861)	(16,567)	(5,907)	(11,418)	9,305	-	-	-	-	-	-
Variance (%)	2.7%	12.4%	5.0%	(11.8%)	(21.9%)	(7.1%)	(14.7%)	12.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Variance (\$)	(2,877)	8,336	1,890	(278)	(15,067)	(196)	(11,616)	3,376	-	-	-	-	-	-
Variance (%)	(3.7%)	11.2%	2.5%	(0.4%)	(20.3%)	(0.3%)	(14.9%)	4.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Monthly Graphs

Customized Chart

Month to

Press Here to Re-



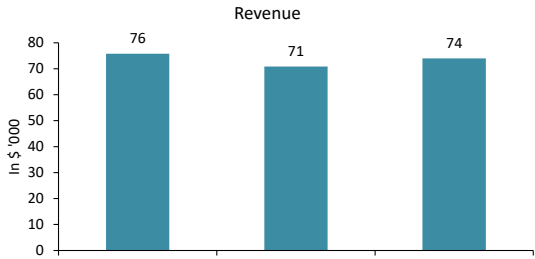
Center

Week Number															
Week Ended															
Actuals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Previous Year Actuals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Budget	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Variance (\$)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Variance (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Variance (\$)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Variance (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Annual Graphs

Customized Chart

YTD



XXX

KPI - Revenue

Center

[illegible]

XXX

KPI - Revenue

Center

[illegible]

XXX

KPI - Revenue

Center

[illegible]

XXX

KPI - Revenue

Center

[illegible]

XX

KPI - Revenue Mix

Center	Consolidated											
Week Number												
Week Ended												
Overall	25.7%	24.0%	45.9%	11.7%	29.0%	21.5%	19.1%	30.2%	28.7%	36.0%	33.4%	19.3%
Spot	74.3%	76.0%	54.1%	88.3%	71.0%	78.5%	80.9%	69.8%	71.3%	64.0%	66.6%	80.7%
Trade	55.5%	43.7%	41.5%	35.6%	44.9%	39.1%	20.0%	37.5%	40.1%	52.9%	39.7%	33.8%
Retail	44.5%	55.4%	58.5%	64.4%	53.3%	60.9%	80.0%	62.3%	59.9%	47.1%	50.8%	48.0%
Insurance	—	0.7%	—	—	1.8%	—	—	—	—	—	9.5%	18.2%
Warranty/Re-Do	—	0.2%	—	—	—	—	—	0.2%	—	—	—	—
Paint/dry goods	46.8%	51.6%	47.3%	43.7%	46.5%	43.3%	36.4%	44.0%	45.5%	52.8%	53.5%	47.6%
Surface recon	2.7%	0.8%	1.3%	0.5%	3.8%	2.0%	1.1%	3.4%	2.3%	1.3%	1.7%	0.8%
Body shop	23.0%	22.4%	25.9%	23.0%	25.5%	23.1%	22.2%	25.2%	30.2%	20.8%	25.1%	29.3%
Parts	25.7%	22.2%	16.0%	30.9%	23.0%	30.1%	39.1%	22.5%	17.5%	11.9%	16.8%	19.9%
Sublet / misc.	1.8%	3.1%	9.6%	1.9%	1.2%	1.5%	4.9%	4.5%	13.2%	2.9%	2.4%	—

Weekly Graphs

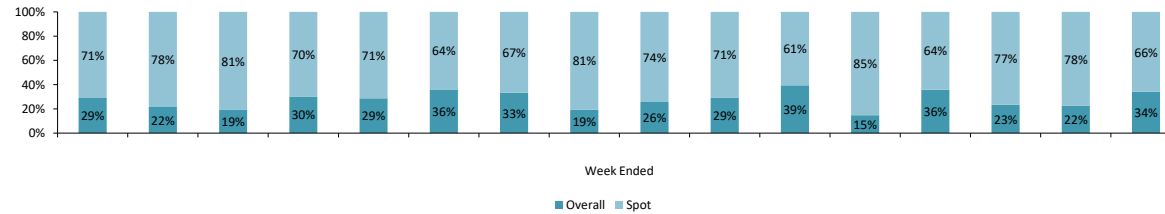
Customized Charts

From

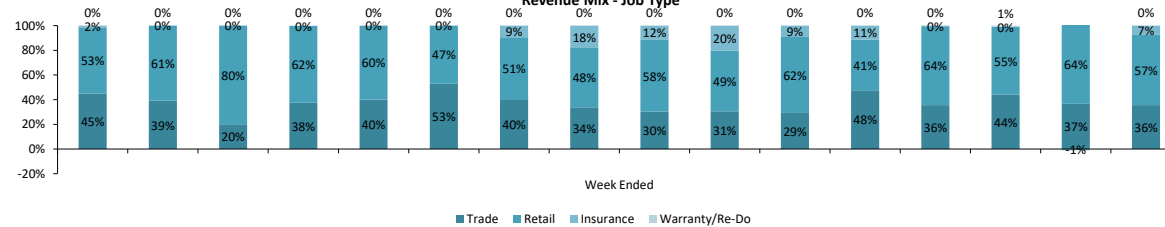
to

Press Here to Re-

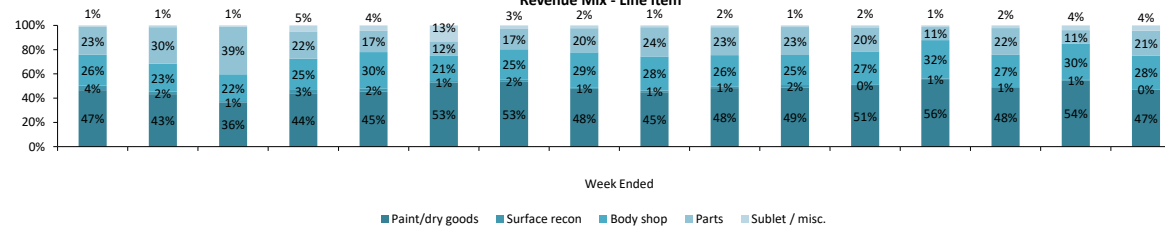
Overall vs. Spot



Revenue Mix - Job Type



Revenue Mix - Line Item



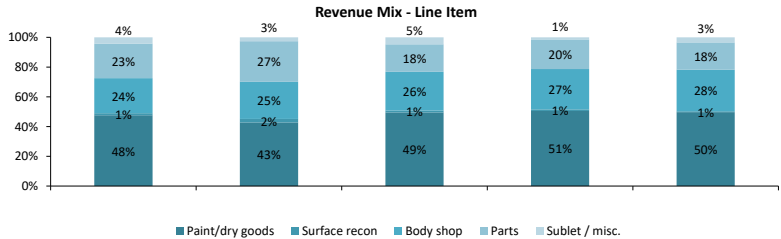
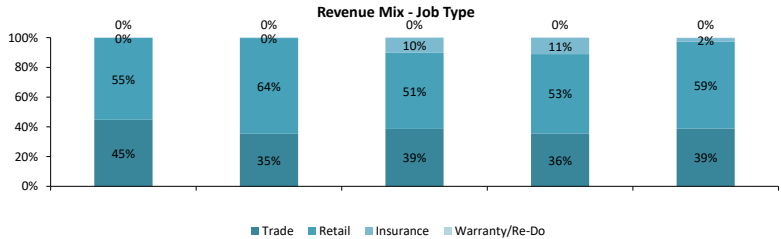
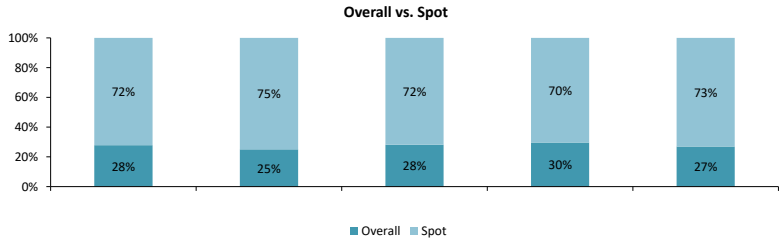
Center															
Week Number															
Week Ended															
Overall	25.7%	29.4%	39.4%	14.8%	35.8%	23.4%	22.5%	34.0%	-	-	-	-	-	-	-
Spot	74.3%	70.6%	60.6%	85.2%	64.2%	76.6%	77.5%	66.0%	-	-	-	-	-	-	-
Trade	30.3%	30.6%	29.3%	47.7%	35.6%	44.0%	36.7%	35.6%	-	-	-	-	-	-	-
Retail	58.2%	49.3%	61.5%	40.9%	64.0%	55.0%	64.3%	57.2%	-	-	-	-	-	-	-
Insurance	11.5%	20.2%	9.2%	11.4%	0.5%	-	(1.0%)	7.2%	-	-	-	-	-	-	-
Warranty/Re-Do	-	-	-	-	-	1.0%	-	-	-	-	-	-	-	-	-
Paint/dry goods	44.8%	48.3%	48.7%	50.8%	55.7%	48.4%	54.4%	47.0%	-	-	-	-	-	-	-
Surface recon	1.4%	1.1%	2.1%	0.2%	0.6%	0.7%	0.6%	0.4%	-	-	-	-	-	-	-
Body shop	28.2%	26.2%	24.8%	27.1%	31.5%	26.6%	29.8%	27.7%	-	-	-	-	-	-	-
Parts	24.2%	23.0%	23.0%	20.4%	10.8%	22.1%	11.2%	20.6%	-	-	-	-	-	-	-
Sublet / misc.	1.4%	1.5%	1.3%	1.5%	1.3%	2.2%	3.9%	4.2%	-	-	-	-	-	-	-

Monthly Graphs

Customized Chart

Month to

Press Here to Re-



XX

KPI - Revenue Mix

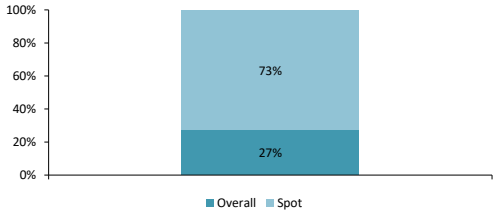
Center															
Week Number															
Week Ended															
Overall	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spot	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Trade	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Warranty/Re-Do	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Paint/dry goods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Surface recon	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Body shop	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Parts	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sublet / misc.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Annual Graphs

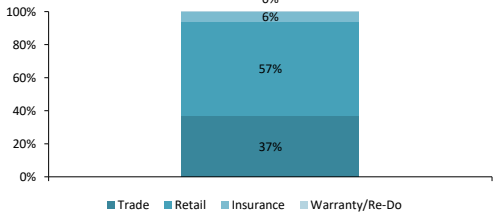
Customized Chart

YTD

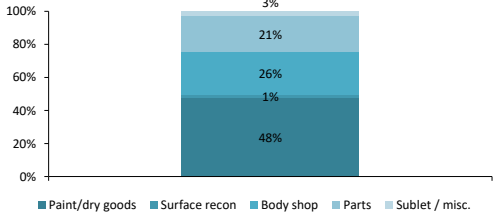
Overall vs. Spot



Revenue Mix - Job Type



Revenue Mix - Line Item



XX

KPI - Revenue Mix

Center

Week Number

Week Ended

Overall

Spot

Trade

Retail

Insurance
 Mortgage/

Warranty/Re-Do

Paint/dry goods

Surface recon

Body shop
Doris

Parts

Subplot

Sublet / misc.

XX

KPI - Revenue Mix

Center

Week Number

Week Ended

Overall

Spot

Trade

Retail

Insurance

Warranty/Re-Do

Paint/dr

Paint/dry goods
Surface recon

Body shop

Parts

Subplot

Sublet / misc.

XX

KPI - Revenue Mix

Center

Week Number

Week Ended

Overall

Spot

Trade

Retail

Insurance

Warranty/Re-Do

Paint/dr

Paint/dry goods
Surface recon

Body shop

Parts

Subplot

Sublet / misc.

XX

KPI - Revenue Mix

Center

[illegible]

XX

KPI - Revenue Mix

Center

[illegible]

XX

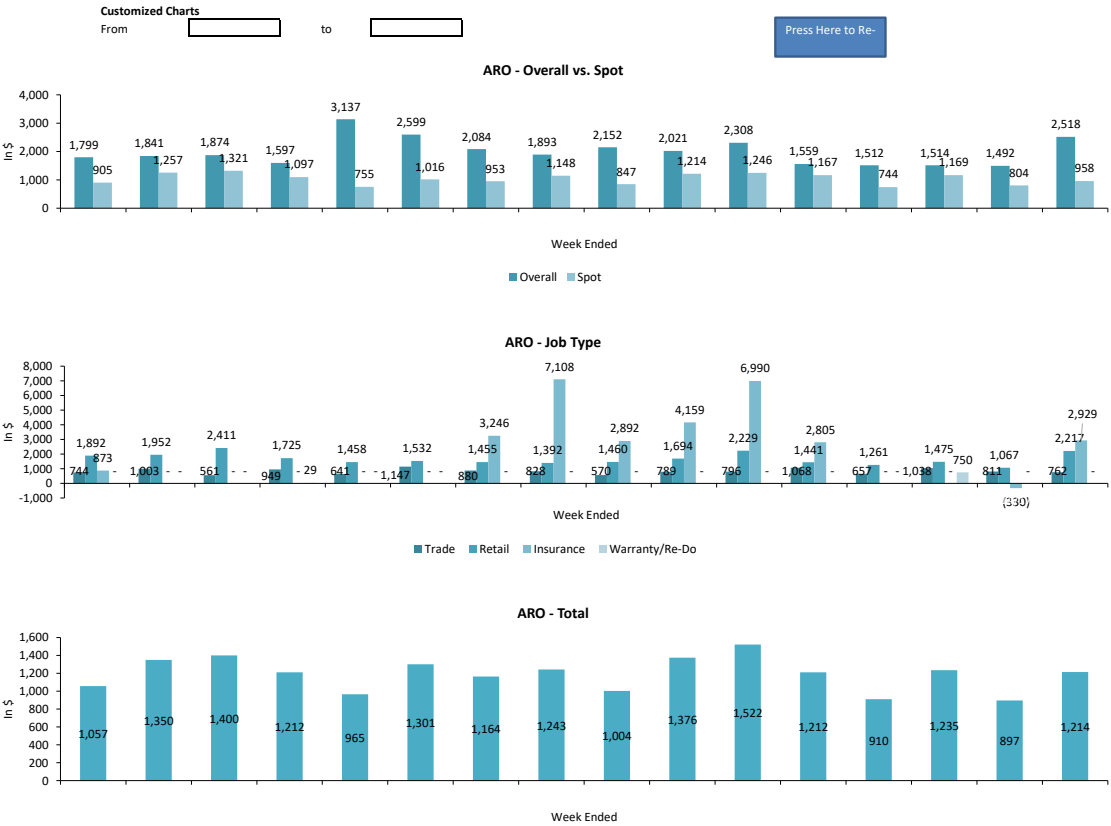
KPI - Revenue Mix

Center													
Week Number													
Week Ended													
Overall	-	-	-	-	-	-	-	-	-	-	41.9%	-	-
Spot	-	-	-	-	-	-	-	-	-	-	58.1%	-	-
Trade	-	-	-	-	-	-	-	-	-	-	39.6%	-	-
Retail	-	-	-	-	-	-	-	-	-	-	60.2%	-	-
Insurance	-	-	-	-	-	-	-	-	-	-	0.2%	-	-
Warranty/Re-Do	-	-	-	-	-	-	-	-	-	-	0.0%	-	-
Paint/dry goods	-	-	-	-	-	-	-	-	-	-	49.0%	-	-
Surface recon	-	-	-	-	-	-	-	-	-	-	3.8%	-	-
Body shop	-	-	-	-	-	-	-	-	-	-	26.0%	-	-
Parts	-	-	-	-	-	-	-	-	-	-	17.9%	-	-
Sublet / misc.	-	-	-	-	-	-	-	-	-	-	3.3%	-	-

Center	Consolidated							
	Particulars	ARO						
		Overall	Spot	Trade	Retail	Insurance	Warranty/Re-Do	Total
		2,518	958	762	2,217	2,929	-	1,214
	MTD	1,842	963	867	1,467	1,300	83	1,105
	YTD	1,964	1,022	819	1,619	3,388	26	1,177

Week Number												
Week Ended												
Overall			1,932	1,543	2,698	1,117	1,799	1,841	1,874	1,597	3,137	2,599
Spot			1,090	960	874	1,027	905	1,257	1,321	1,097	755	1,016
Trade			1,103	969	993	586	744	1,003	561	949	641	1,147
Retail			1,431	1,229	1,802	2,362	1,892	1,952	2,411	1,725	1,458	1,532
Insurance			-	469	-	-	873	-	-	-	-	-
Warranty/Re-Do			-	75	-	-	-	-	-	29	-	-
Total			1,228	1,055	1,268	1,037	1,057	1,350	1,400	1,212	965	1,301

Weekly Graphs



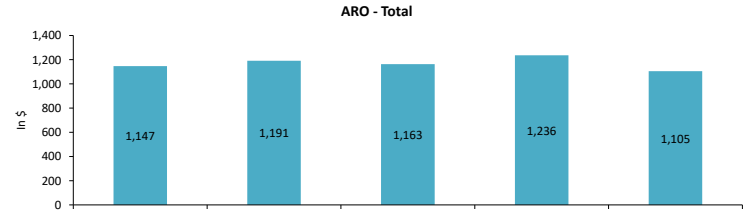
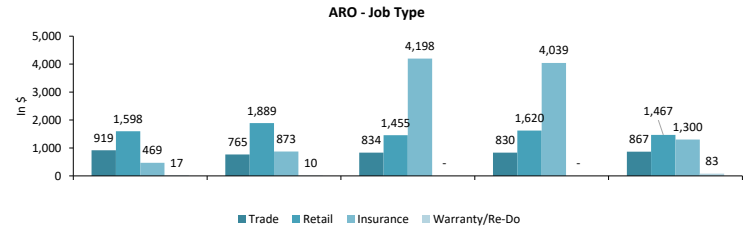
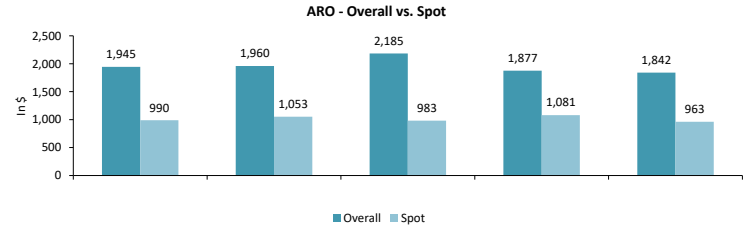
Week Number											
Week Ended											
Overall	2,084	1,893	2,152	2,021	2,308	1,559	1,512	1,514	1,492	2,518	-
Spot	953	1,148	847	1,214	1,246	1,167	744	1,169	804	958	-
Trade	880	828	570	789	796	1,068	657	1,038	811	762	-
Retail	1,455	1,392	1,460	1,694	2,229	1,441	1,261	1,475	1,067	2,217	-
Insurance	3,246	7,108	2,892	4,159	6,990	2,805	-	-	(330)	2,929	-
Warranty/Re-Do	-	-	-	-	-	-	-	750	-	-	-
Total	1,164	1,243	1,004	1,376	1,522	1,212	910	1,235	897	1,214	-

Monthly Graphs

Customized Chart

Month to

Press Here to Re-

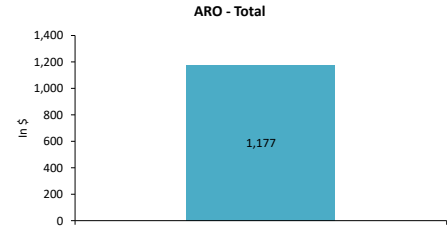
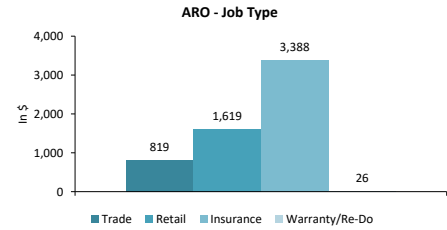
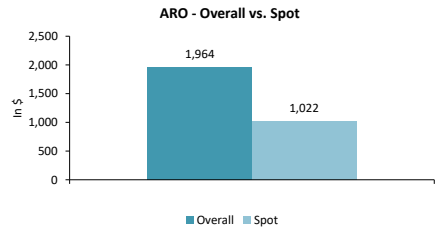


Center

Week Number													
Week Ended													
Overall	-	-	-	-	-	-	-	-	-	-	-	-	-
Spot	-	-	-	-	-	-	-	-	-	-	-	-	-
Trade	-	-	-	-	-	-	-	-	-	-	-	-	-
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-
Warranty/Re-Do	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	-	-	-	-	-	-	-	-	-	-	-	-	-

Annual Graphs

Customized Chart
YTD



XXX
KPI - ARO

Center

XXX
KPI - ARO

Center

XXX
KPI - ARO

Center

XXX
KPI - ARO

Center

XXX
KPI - ARO

Center

XXX
KPI - ARO

Center

XXX
KPI - ARO

Center

Week Number											
Week Ended											
Overall	-	-	1,945	1,960	2,185	1,877	1,842	-	-	-	-
Spot	-	-	990	1,053	983	1,081	963	-	-	-	-
Trade	-	-	919	765	834	830	867	-	-	-	-
Retail	-	-	1,598	1,889	1,455	1,620	1,467	-	-	-	-
Insurance	-	-	469	873	4,198	4,039	1,300	-	-	-	-
Warranty/Re-Do	-	-	17	10	-	-	83	-	-	-	-
Total	-	-	1,147	1,191	1,163	1,236	1,105	-	-	-	-

XXX
KPI - ARO

Center

XXX
KPI - ARO

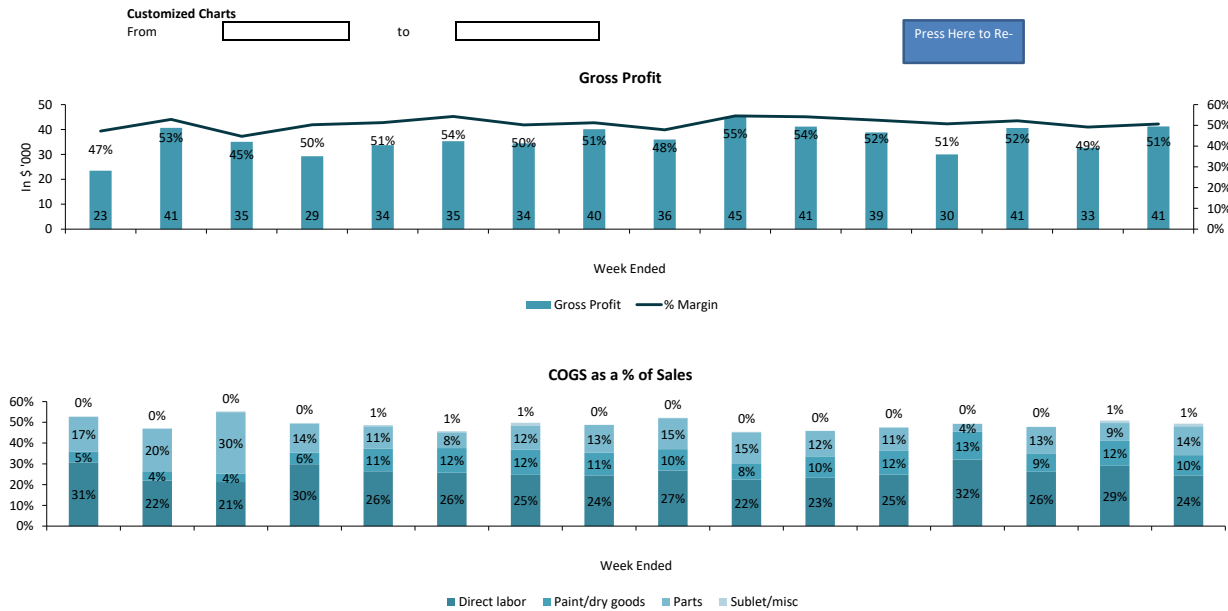
Center

Week Number							
Week Ended							
Overall	-	-	-	-	2,278	-	-
Spot	-	-	-	-	1,854	-	-
Trade	-	-	-	-	1,612	-	-
Retail	-	-	-	-	2,433	-	-
Insurance	-	-	-	-	3,567	-	-
Warranty/Re-Do	-	-	-	-	3	-	-
Total	-	-	-	-	2,011	-	-

Center	Consolidated						
	\$	%	Direct labor	Paint/dry goods	Parts	Sublet/misc	
	41,205	50.7%	24.4%	9.8%	13.9%	1.2%	
MTD	114,426	50.7%	26.4%	10.0%	12.0%	0.8%	
YTD	577,493	51.0%	25.5%	9.3%	13.8%	0.4%	

Week Number													
Week Ended													
Gross Profit		31,831	32,617	32,814	20,779	23,470	40,678	35,058	29,262	33,699	35,301	34,467	40,116
% Margin		47.1%	50.7%	50.7%	43.6%	47.2%	52.9%	44.7%	50.3%	51.3%	54.3%	50.2%	51.2%
Direct labor		27.9%	27.9%	26.5%	33.0%	30.7%	21.9%	21.2%	29.9%	26.4%	25.8%	24.7%	24.4%
Paint/dry goods		7.9%	5.2%	5.1%	5.5%	5.3%	4.5%	4.1%	5.6%	11.0%	11.8%	12.1%	11.0%
Parts		16.7%	15.9%	9.9%	17.9%	16.7%	20.4%	29.6%	13.8%	10.7%	7.6%	11.8%	13.4%
Sublet/misc		0.4%	0.3%	7.8%	0.0%	0.1%	0.3%	0.4%	0.4%	0.5%	0.5%	1.3%	0.0%

Weekly Graphs



Center

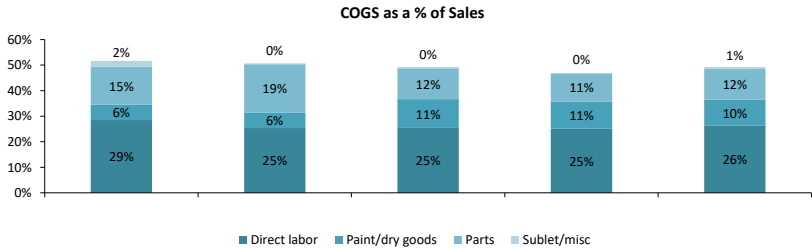
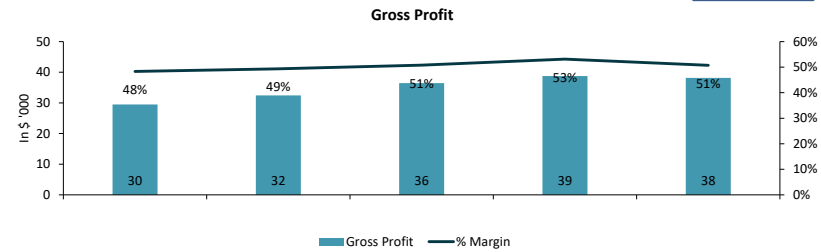
Week Number														
Week Ended														
Gross Profit	35,996	45,037	41,185	38,800	29,999	40,588	32,633	41,205	—	—	—	—	—	—
% Margin	47.8%	54.6%	54.1%	52.5%	50.7%	52.2%	49.2%	50.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Direct labor	26.8%	22.4%	23.3%	24.8%	32.0%	26.2%	29.1%	24.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Paint/dry goods	10.3%	7.8%	10.3%	11.7%	13.4%	8.6%	12.0%	9.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Parts	14.9%	15.0%	12.3%	11.0%	3.8%	13.0%	8.6%	13.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Sublet/misc	0.2%	0.2%	0.0%	0.0%	0.0%	0.0%	1.2%	1.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Monthly Graphs

Customized Chart

Month to

Press Here to Re-

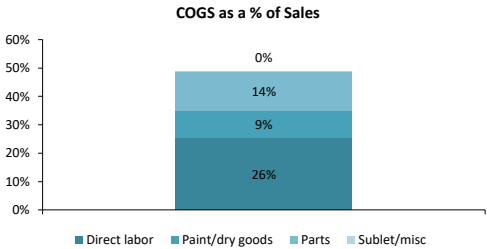
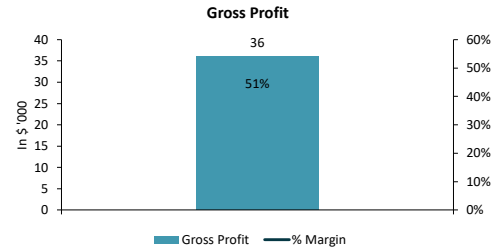


Center

Week Number															
Week Ended															
Gross Profit	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
% Margin	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Direct labor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Paint/dry goods	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Parts	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Sublet/misc	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Annual Graphs

Customized Chart
YTD



XXX

KPI - COGS and GP Margin

Center

[illegible]

XXX

KPI - COGS and GP Margin

Center

[illegible]

XXX

KPI - COGS and GP Margin

Center

[illegible]

XXX

KPI - COGS and GP Margin

Center

[illegible]

XXX

KPI - COGS and GP Margin

Center

[illegible]

XXX

KPI - COGS and GP Margin

Center

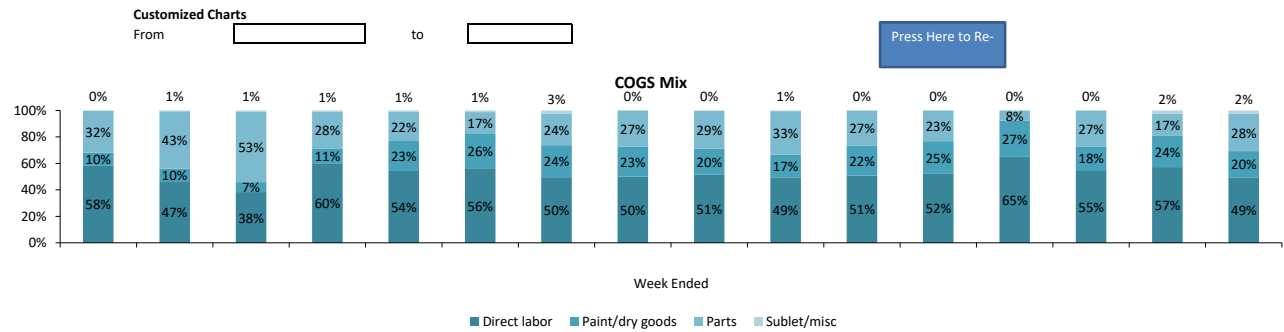
[illegible]

Center

Week Number													
Week Ended													
Gross Profit	-	-	-	-	-	-	-	-	-	-	780,283	#NUM!	-
% Margin	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	49.0%	0.0%	0.0%
Direct labor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	24.7%	0.0%	0.0%
Paint/dry goods	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	12.5%	0.0%	0.0%
Parts	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	13.1%	0.0%	0.0%
Sublet/misc	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%	0.0%	0.0%

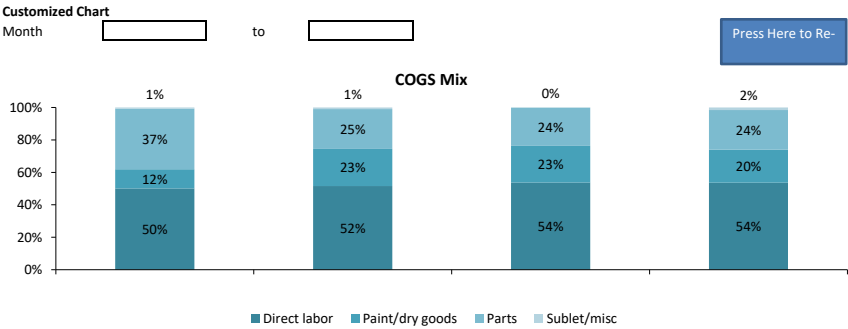
Center	Consolidated									
Week Number										
Week Ended										
Direct labor	52.7%	56.6%	53.8%	58.5%	58.2%	46.6%	38.3%	60.1%	54.2%	56.3%
Paint/dry goods	15.0%	10.5%	10.3%	9.7%	10.0%	9.5%	7.5%	11.3%	22.6%	25.9%
Parts	31.6%	32.3%	20.1%	31.8%	31.7%	43.3%	53.5%	27.8%	22.1%	16.6%
Sublet/misc	0.8%	0.6%	15.8%	—	0.1%	0.6%	0.7%	0.8%	1.1%	1.2%

Weekly Graphs



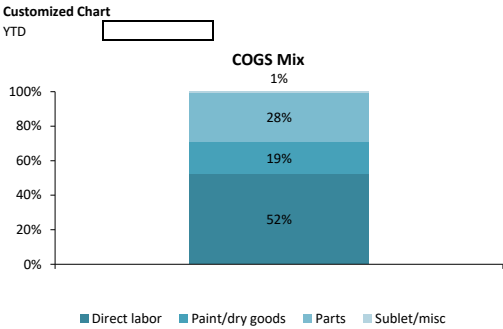
Center												
Week Number												
Week Ended												
Direct labor	49.6%	50.0%	51.3%	49.4%	50.8%	52.2%	65.0%	54.8%	57.2%	49.5%	-	-
Paint/dry goods	24.2%	22.5%	19.7%	17.1%	22.4%	24.6%	27.3%	17.9%	23.6%	19.8%	-	-
Parts	23.6%	27.5%	28.6%	32.9%	26.8%	23.2%	7.8%	27.2%	16.9%	28.2%	-	-
Sublet/misc	2.6%	-	0.3%	0.5%	-	-	-	-	2.3%	2.5%	-	-

Monthly Graphs



Center												
Week Number												
Week Ended												
Direct labor	-	-	-	-	-	-	-	-	-	-	-	-
Paint/dry goods	-	-	-	-	-	-	-	-	-	-	-	-
Parts	-	-	-	-	-	-	-	-	-	-	-	-
Sublet/misc	-	-	-	-	-	-	-	-	-	-	-	-

Annual Graphs



XXX

KPI - COGS Mix

Center

Week Number

Week Ended

Direct labor

Paint/dry goods

Parts

Sublet/misc

XXX

KPI - COGS Mix

Center

Week Number

Week Ended

Direct labor

Paint/dry goods

Parts

Sublet/misc

XXX

KPI - COGS Mix

Center

Week Number

Week Ended

Direct labor

Paint/dry goods

Parts
Sublet

sublet/misc

XXX

KPI - COGS Mix

Center

Week Number

Week Ended

Direct labor

Paint/dry goods

Parts

Sublet/misc

XXX

KPI - COGS Mix

Center

Week Number

Week Ended

Direct labor

Paint/dry goods

Parts

Sublet/misc

XXX

KPI - COGS Mix

Center

Week Number

Week Ended

Direct labor

Paint/dry goods

Parts

Sublet/misc

XXX
KPI - COGS Mix

Center											
Week Number Week Ended											
Direct labor	-	-	55.2%	50.1%	51.6%	53.8%	53.6%	-	-	-	-
Paint/dry goods	-	-	11.5%	11.9%	22.9%	22.6%	20.3%	-	-	-	-
Parts	-	-	28.9%	37.4%	24.6%	23.5%	24.4%	-	-	-	-
Sublet/misc	-	-	4.4%	0.7%	1.0%	0.1%	1.6%	-	-	-	-

XXX

KPI - COGS Mix

Center

Week Number

Week Ended

Direct labor

Paint/dry goods

Parts

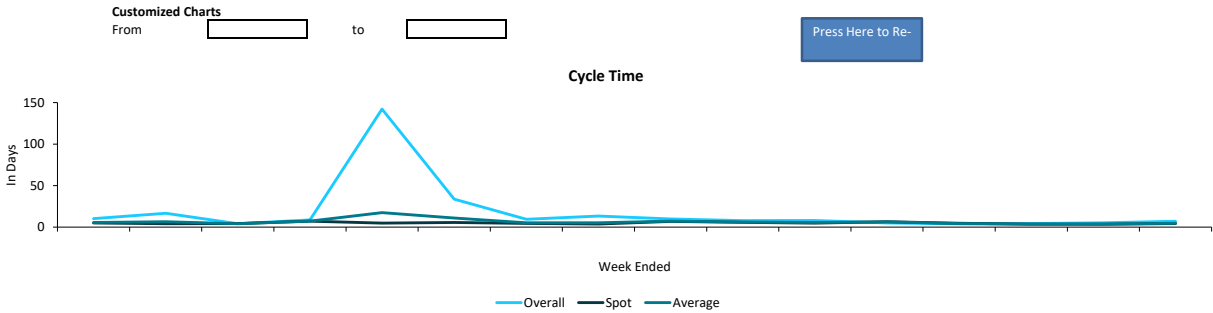
Sublet/misc

XXX
KPI - COGS Mix

Center								
Week Number								
Week Ended								
Direct labor	-	-	-	-	48.4%	#NUM!	-	-
Paint/dry goods	-	-	-	-	24.4%	#NUM!	-	-
Parts	-	-	-	-	25.6%	#NUM!	-	-
Sublet/misc	-	-	-	-	1.5%	#NUM!	-	-

Center		Consolidated										
Week Number												
Week Ended												
Overall		5.9	4.8	8.8	3.1	10.3	16.6	4.2	8.8	142.2	33.8	9.4
Spot		6.1	5.2	4.3	5.0	5.0	4.1	4.2	7.1	4.8	5.6	4.5
Average		3.6	4.2	4.4	4.0	5.6	6.4	4.1	7.3	17.4	10.9	5.2

Weekly Graphs



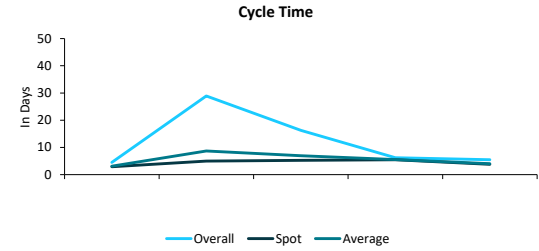
Center													
Week Number													
Week Ended													
Overall	13.3	9.8	7.8	8.0	5.0	3.9	4.3	5.2	7.0	–	–	–	–
Spot	3.8	6.9	5.8	4.8	6.5	4.6	3.5	3.4	4.4	–	–	–	–
Average	5.1	7.2	6.1	5.5	6.3	4.4	3.6	3.7	4.7	–	–	–	–

Monthly Graphs

Customized Chart

Month to

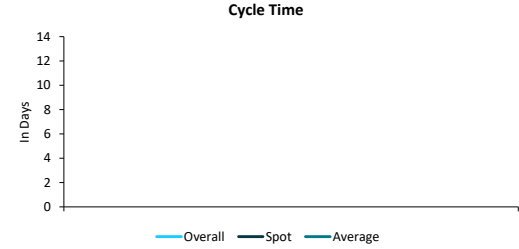
Press Here to Re-



Center														
Week Number														
Week Ended														
Overall	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spot	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Average	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Annual Graphs

Customized Chart
YTD



XXX

KPI - Cycle Time

Center

Week Number

Week Ended

Overall

Spot

Average

XXX

KPI - Cycle Time

Center

Week Number

Week Ended

Overall

Spot

Average

XXX

KPI - Cycle Time

Center

Week Number

Week Ended

Overall

Spot

Average

XXX

KPI - Cycle Time

Center

Week Number

Week Ended

Overall

Spot

Average

XXX

KPI - Cycle Time

Center

Week Number

Week Ended

Overall

Spot

Average

XXX
[KPI - Cycle Time](#)

Center												
Week Number												
Week Ended												
Overall	-	-	-	-	-	-	4.5	28.9	16.3	6.2	5.5	-
Spot	-	-	-	-	-	-	2.9	4.9	5.3	5.5	3.8	-
Average	-	-	-	-	-	-	3.1	8.7	7.0	5.6	4.0	-

XXX

KPI - Cycle Time

Center

Week Number

Week Ended

Overall

Spot

Average

XXX
[KPI - Cycle Time](#)

Center									
Week Number									
Week Ended									
Overall	-	-	-	-	-	-	4.5	#NUM!	-
Spot	-	-	-	-	-	-	2.9	#NUM!	-
Average	-	-	-	-	-	-	3.1	#NUM!	-

Center	Consolidated									
Week Number										
Week Ended										
A/R (BB)	229,728	180,101	230,383	258,642	123,410	131,730	173,998	207,825	217,394	217,449
New Sales	69,896	66,783	67,465	48,849	50,698	80,645	81,847	60,930	67,787	67,592
Collections	21,345	16,501	39,320	51,187	42,617	37,651	48,020	50,093	67,699	53,559
Adjustments	98,178	-	-	132,019	(239)	727	-	1,268	33	228
A/R (New)	180,101	230,383	258,529	124,285	131,730	173,998	207,825	217,394	217,449	231,254

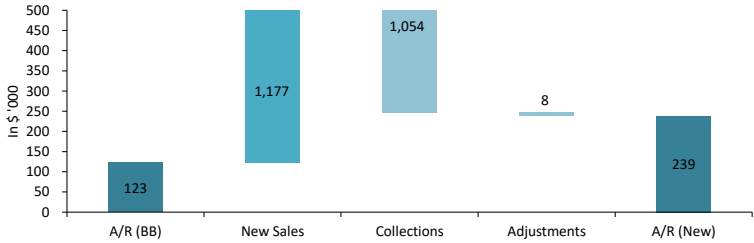
Weekly Graphs

Customized Charts

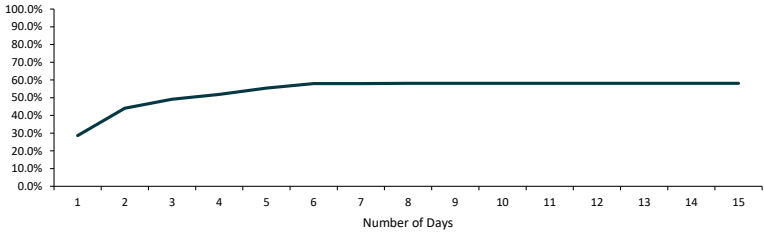
From to

Press Here to Re-

Accounts Receivable



Cash Collection



Center												
Week Number												
Week Ended												
A/R (BB)	231,254	213,874	234,351	241,996	221,086	255,577	247,943	231,537	214,937	227,533	—	—
New Sales	70,498	81,321	77,843	85,436	78,949	76,362	61,386	81,427	69,010	85,154	—	—
Collections	87,827	60,844	70,198	102,509	44,115	83,563	77,792	97,043	56,415	74,142	—	—
Adjustments	50	—	—	3,835	344	433	—	984	—	—	—	—
A/R (New)	213,874	234,351	241,996	221,086	255,577	247,943	231,537	214,937	227,533	238,544	—	—

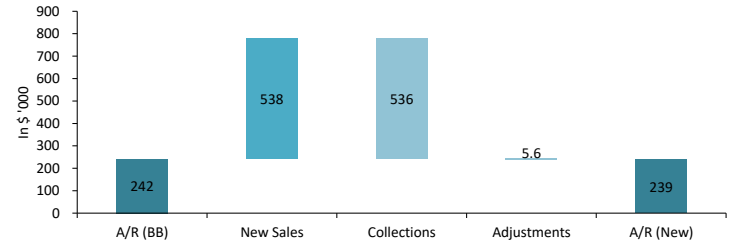
Monthly Graphs

Customized Chart

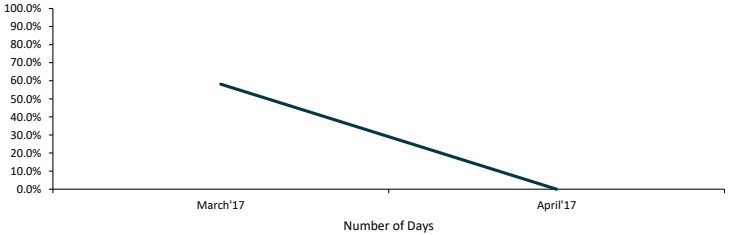
Month to

Press Here to Re-

Accounts Recievable



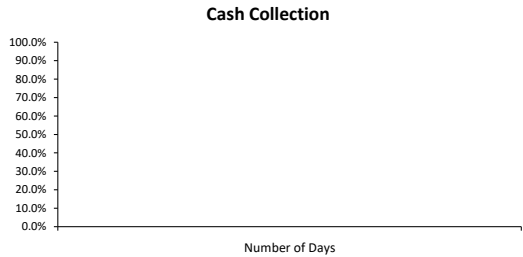
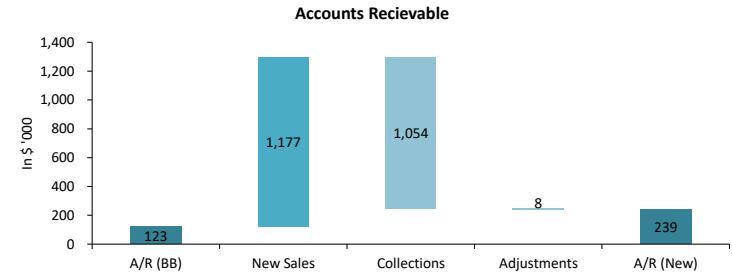
Cash Collection



Center													
Week Number													
Week Ended													
A/R (BB)	-	-	-	-	-	-	-	-	-	-	-	-	-
New Sales	-	-	-	-	-	-	-	-	-	-	-	-	-
Collections	-	-	-	-	-	-	-	-	-	-	-	-	-
Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-
A/R (New)	-	-	-	-	-	-	-	-	-	-	-	-	-

Annual Graphs

Customized Chart
YTD



XXX

KPI - Cash Collection

Center

Week Number

Week Ended

A/R (BB)

New Sales

Collections
Adjustments

A/R (New)

XXX

KPI - Cash Collection

Center

Week Number

Week Ended

A/R (BB)

New Sales

Collections

Adjustments

A/R (New)

XXX

KPI - Cash Collection

Center

Week Number

Week Ended

A/R (BB)

New Sales

Collections
Adjustments

A/R (New)

XXX

KPI - Cash Collection

Center

Week Number

Week Ended

A/R (BB)

New Sales

Collections

Adjustments

A/R (New)

XXX

KPI - Cash Collection

Center

Week Number

Week Ended

A/R (BB)

New Sales

Collections

Adjustments

A/R (New)

XXX

KPI - Cash Collection

Center

Week Number

Week Ended

A/R (BB)

New Sales

Collections
Adjustments

A/R (New)

Center											
Week Number											
Week Ended											
A/R (BB)	-	-	229,728	123,410	217,449	241,996	231,537	238,544	238,544	238,544	238,544
New Sales	-	-	252,993	341,907	297,253	302,133	235,591	-	-	-	#NUM!
Collections	-	-	128,353	246,080	272,428	307,979	227,600	-	-	-	#NUM!
Adjustments	-	-	230,197	1,789	278	4,612	984	-	-	-	#NUM!
A/R (New)	-	-	124,172	217,449	241,996	231,537	238,544	238,544	238,544	238,544	#NUM!

XXX

KPI - Cash Collection

Center

[illegible]

XXX

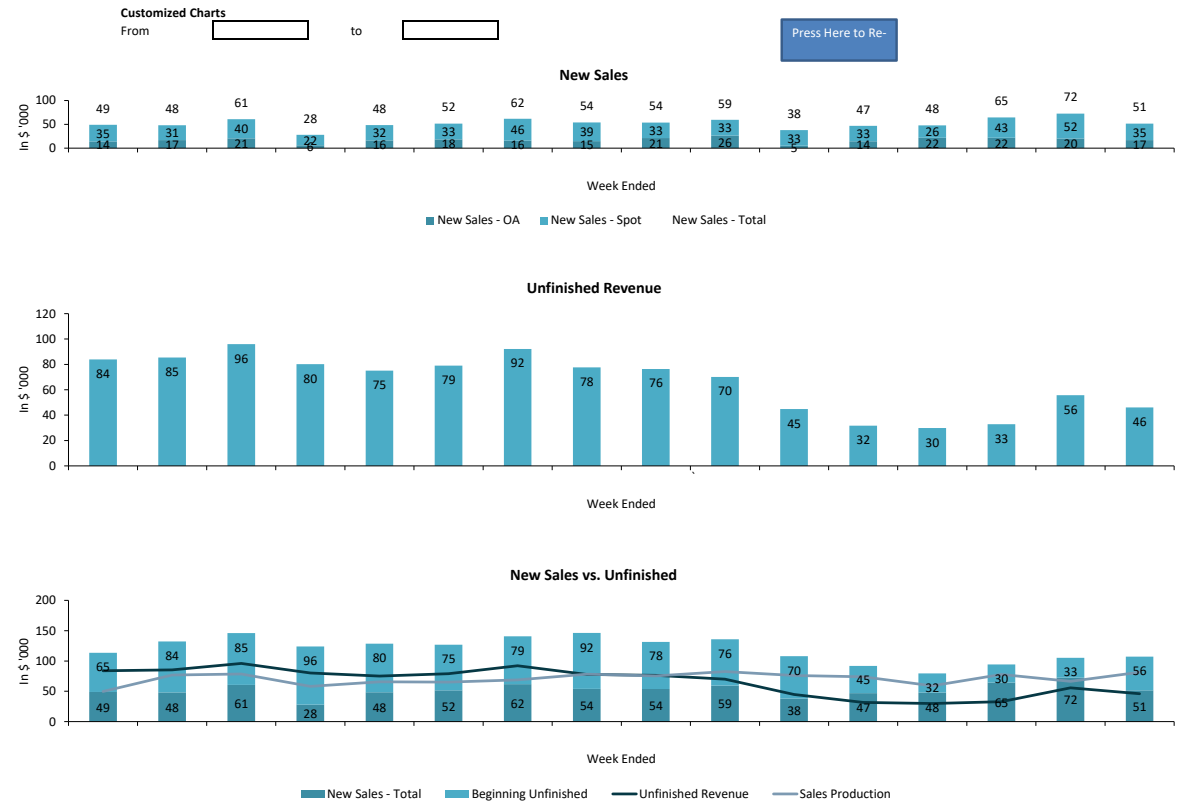
KPI - Cash Collection

Center

Week Number Week Ended							
A/R (BB)	#NUM!	#NUM!	#NUM!	#NUM!	67,679	123,410	#NUM!
New Sales	-	-	-	-	1,647,162	#NUM!	
Collections	-	-	-	-	1,551,454	#NUM!	
Adjustments	-	-	-	-	104,256	#NUM!	
A/R (New)	#NUM!	#NUM!	#NUM!	#NUM!	59,130	#NUM!	#NUM!

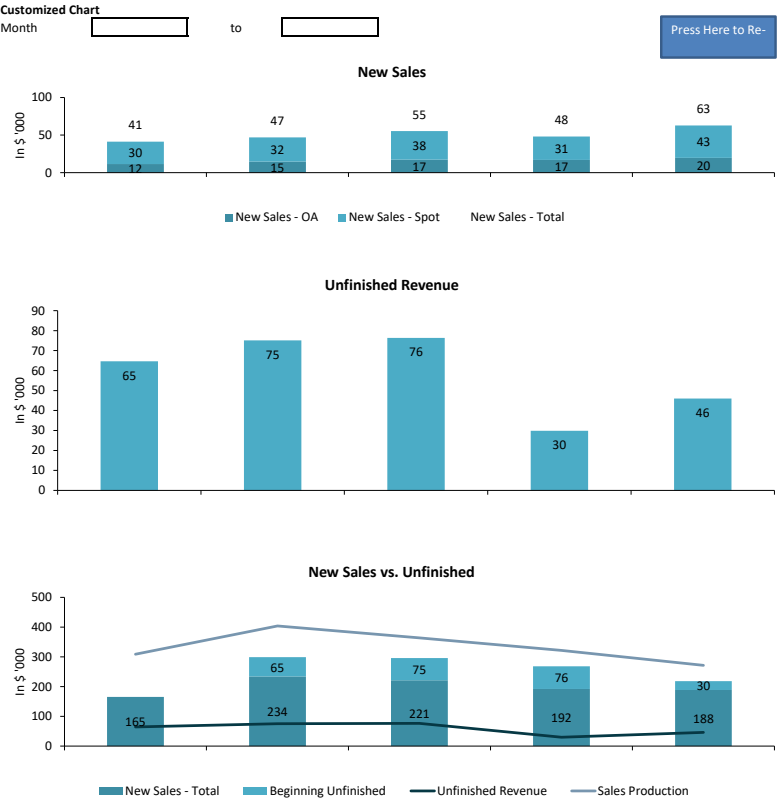
Center	Consolidated												
Week Number													
Week Ended													
New Sales - OA	24,952	8,975	5,922	6,315	14,183	16,881	20,588	5,995	16,184	18,394	15,591	14,588	
New Sales - Spot	38,902	22,961	28,288	29,036	34,756	31,295	40,051	22,057	32,225	33,238	46,108	39,457	
New Sales - Total	63,855	31,936	34,211	35,351	48,939	48,176	60,639	28,053	48,408	51,631	61,699	54,045	
Unfinished Revenue	101,987	81,505	62,687	64,627	83,900	85,378	95,954	80,233	75,092	79,016	92,133	77,685	

Weekly Graphs



Center													
Week Number													
Week Ended													
New Sales - OA	21,102	26,395	5,120	14,338	21,786	21,789	20,421	16,908	-	-	-	-	-
New Sales - Spot	32,581	33,005	32,728	32,614	26,117	42,715	51,992	34,568	-	-	-	-	-
New Sales - Total	53,682	59,400	37,848	46,952	47,903	64,504	72,413	51,475	-	-	-	-	-
Unfinished Revenue	76,387	70,070	44,822	31,669	29,828	32,845	55,738	46,031	-	-	-	-	-

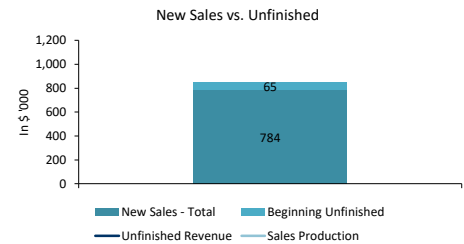
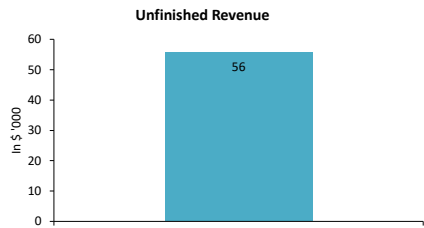
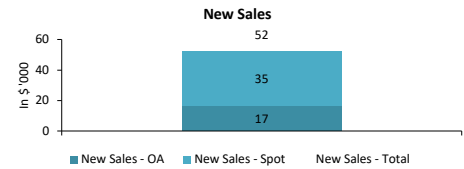
Monthly Graphs



Center																
Week Number																
Week Ended																
New Sales - OA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Sales - Spot	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
New Sales - Total	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unfinished Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Annual Graphs

Customized Chart
YTD



XXX

KPI - New Sales & Unfinished

Center

Week Number

Week Ended

New Sales - OA

New Sales - Spot

New Sales - Total

Unfinished Revenue

XXX

KPI - New Sales & Unfinished

Center

Week Number

Week Ended

New Sales - OA

New Sales - Spot

New Sales - Total

Unfinished Revenue

XXX

KPI - New Sales & Unfinished

Center

Week Number

Week Ended

New Sales - OA

New Sales - Spot

New Sales - Total

Unfinished Revenue

XXX

KPI - New Sales & Unfinished

Center

Week Number

Week Ended

New Sales - OA

New Sales - Spot

New Sales - Total

Unfinished Revenue

XXX

KPI - New Sales & Unfinished

Center

[illegible]

XXX

KPI - New Sales & Unfinished

Center

[illegible]

XXX
[KPI - New Sales & Unfinished](#)

Center													
Week Number													
Week Ended													
New Sales - OA	-	-	-	-	-	-	-	-	-	-	601,480	#NUM!	-
New Sales - Spot	-	-	-	-	-	-	-	-	-	-	625,379	#NUM!	-
New Sales - Total	-	-	-	-	-	-	-	-	-	-	1,226,859	#NUM!	-
Unfinished Revenue	-	-	-	-	-	-	-	-	-	-	49,209	46,031	-

XXX
[KPI - New Sales & Unfinished](#)

Center					
Week Number					
Week Ended					
New Sales - OA	11,541.3	14,766.0	17,418.5	16,909.8	19,706.0
New Sales - Spot	29,796.8	32,076.9	37,845.8	31,116.0	43,091.7
New Sales - Total	41,338.1	46,843.0	55,264.3	48,025.8	62,797.7
Unfinished Revenue	16,156.9	15,018.5	19,096.9	7,456.9	15,343.8