



CUSTOMER

2017

Liquid Rebate

0.00%

Non-Liquid Rebate

0.00%

Purchases

Category	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Totals	YTD %
Color	\$6,749.80	\$5,769.95	\$5,204.10	\$5,857.50	\$6,799.75	\$5,028.75	\$5,813.81	\$5,781.85	\$5,023.40	\$6,168.50	\$4,648.85	\$6,616.65	\$69,462.91	31.21%
Staples	\$3,596.04	\$3,039.41	\$2,903.99	\$2,755.24	\$2,279.28	\$2,279.28	\$3,067.57	\$2,359.70	\$2,857.70	\$2,710.40	\$2,661.38	\$2,489.28	\$32,999.27	14.83%
Hardeners	\$2,958.85	\$2,519.60	\$2,535.65	\$3,080.45	\$3,159.35	\$3,159.35	\$3,279.63	\$3,375.95	\$2,928.50	\$3,197.80	\$3,229.45	\$3,251.05	\$36,675.63	16.48%
Clear	\$2,180.15	\$1,868.70	\$1,557.25	\$1,868.70	\$1,868.70	\$1,868.70	\$2,404.39	\$1,953.00	\$1,627.50	\$1,953.00	\$1,953.00	\$2,278.50	\$23,381.59	10.51%
Surfacers	\$1,591.65	\$515.65	\$1,300.30	\$784.65	\$914.70	\$914.70	\$1,173.05	\$1,173.05	\$709.25	\$940.55	\$737.65	\$994.20	\$11,749.40	5.28%
P&M Allied	\$3,258.01	\$2,018.44	\$2,605.05	\$2,148.43	\$1,750.19	\$1,750.19	\$3,124.48	\$3,124.48	\$2,569.75	\$2,436.29	\$2,199.20	\$2,633.87	\$29,618.38	13.31%
Aftermarket / Chargeable	\$506.20	\$284.48	\$646.64	\$191.82	\$473.29	\$473.29	\$529.76	\$529.76	\$701.37	\$332.02	\$338.57	\$338.92	\$5,346.12	2.40%
Tools & Equipment	\$1,321.85	\$1,035.33	\$1,077.11	\$1,066.09	\$721.72	\$721.72	\$1,071.07	\$1,470.09	\$1,368.90	\$892.55	\$1,055.63	\$1,511.10	\$13,313.16	5.98%
Total Gross Purchases	\$22,162.55	\$17,051.56	\$17,830.09	\$17,752.88	\$17,966.98	\$16,195.98	\$20,463.76	\$19,767.88	\$17,786.37	\$18,631.11	\$16,823.73	\$20,113.57	\$222,546.46	100.00%
Net P&M Allied Purchases	\$3,258.01	\$2,018.44	\$2,605.05	\$2,148.43	\$1,750.19	\$1,750.19	\$3,124.48	\$3,124.48	\$2,569.75	\$2,436.29	\$2,199.20	\$2,633.87	\$29,618.38	
Net P&M Liquid Purchases	\$17,076.49	\$13,713.31	\$13,501.29	\$14,346.54	\$15,021.78	\$13,250.78	\$15,738.45	\$14,643.55	\$13,146.35	\$14,970.25	\$13,230.33	\$15,629.68	\$174,268.80	
Total Net P&M Purchases	\$20,334.50	\$15,731.75	\$16,106.34	\$16,494.97	\$16,771.97	\$15,000.97	\$18,862.93	\$17,768.03	\$15,716.10	\$17,406.54	\$15,429.53	\$18,263.55	\$203,887.18	

Inventory

Starting P&M Inventory	\$14,237.86	\$13,465.29	\$14,129.27	\$12,987.22	\$14,217.53	\$14,118.90	\$14,310.20	\$14,652.51	\$13,945.83	\$14,293.68	\$14,178.69	\$14,879.43	\$169,416.41
Total Gross P&M Purchases	\$20,334.50	\$15,731.75	\$16,106.34	\$16,494.97	\$16,771.97	\$15,000.97	\$18,862.93	\$17,768.03	\$15,716.10	\$17,406.54	\$15,429.53	\$18,263.55	\$203,887.18
Ending P&M Inventory	\$13,465.29	\$14,129.27	\$12,987.22	\$14,217.53	\$14,118.90	\$14,321.20	\$14,652.51	\$13,945.83	\$14,293.68	\$14,178.69	\$14,879.43	\$14,639.56	\$169,829.11
Total P&M Inventory Usage	\$21,107.07	\$15,067.77	\$17,248.39	\$15,264.66	\$16,870.60	\$14,798.67	\$18,520.62	\$18,474.71	\$15,368.25	\$17,521.53	\$14,728.79	\$18,503.42	\$203,474.48
P&M Inventory Surplus (Deficit)	(\$772.57)	\$663.98	(\$1,142.05)	\$1,230.31	(\$98.63)	\$202.30	\$342.31	(\$706.68)	\$347.85	(\$114.99)	\$700.74	(\$239.87)	\$412.70

KPI Calculations

P&M Liquid to Allied Purchase Ratio	84%	87%	84%	87%	90%	88%	83%	82%	84%	86%	86%	86%	85%	75%
Gross Sales	\$312,995.24	\$266,241.41	\$311,272.96	\$282,896.62	\$389,586.32	\$327,396.21	\$306,748.56	\$312,539.74	\$295,746.88	\$292,644.57	\$290,212.58	\$297,447.73	\$3,685,728.83	
P&M Sales as a % of Gross Sales	10.76%	11.32%	10.80%	10.11%	9.12%	10.61%	10.04%	10.64%	9.81%	11.02%	11.36%	11.60%	10.56%	11.00%
P&M Cost as a % of Gross Sales	6.74%	5.66%	5.54%	5.40%	4.33%	4.52%	6.04%	5.91%	5.20%	5.99%	5.08%	6.22%	5.52%	7.00%
P&M Sales	\$33,678.29	\$30,138.53	\$33,617.48	\$28,600.85	\$35,517.73	\$34,728.83	\$30,790.41	\$33,268.90	\$29,000.75	\$32,251.14	\$32,965.43	\$34,491.16	\$389,049.49	
P&M GP%	37.33%	50.00%	48.69%	46.63%	52.50%	57.39%	39.85%	44.47%	47.01%	45.67%	55.32%	46.35%	47.70%	36.00%
Paint Hours	928.8	842.8	1100.8	799.8	1238.4	1247.0	885.8	1221.2	799.8	877.2	997.6	946.0	11885.2	
P&M Sales Per Hr.	\$36.26	\$35.76	\$30.54	\$35.76	\$28.68	\$27.85	\$34.76	\$27.24	\$36.26	\$36.77	\$33.04	\$36.46	\$32.73	\$32.00
P&M Cost Per Hr.	\$22.73	\$17.88	\$15.67	\$19.09	\$13.62	\$11.87	\$20.91	\$15.13	\$19.22	\$19.97	\$14.76	\$19.56	\$17.12	\$20.35
RO Count	108.0	98.0	128.0	93.0	144.0	145.0	103.0	142.0	93.0	102.0	116.0	110.0	1382.0	
P&M Sales per RO	\$311.84	\$307.54	\$262.64	\$307.54	\$246.65	\$239.51	\$298.94	\$234.29	\$311.84	\$316.19	\$284.18	\$313.56	\$281.51	\$288.00
P&M Cost per RO	\$195.44	\$153.75	\$134.75	\$164.14	\$117.16	\$102.06	\$179.81	\$130.10	\$165.25	\$171.78	\$126.97	\$168.21	\$147.23	\$183.00
Paint Hours per RO	8.60	8.60	8.60	8.60	8.60	8.60	8.60	8.60	8.60	8.60	8.60	8.60	8.60	9.00
Gross Sales per RO (Severity Rate)	\$2,898.10	\$2,716.75	\$2,431.82	\$3,041.90	\$2,705.46	\$2,257.90	\$2,978.14	\$2,200.98	\$3,180.07	\$2,869.06	\$2,501.83	\$2,704.07	\$2,666.95	\$2,618.00

Net Cost Per Hr Breakdown (not including inventory surplus)

Category	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Avg
Color	\$7.27	\$6.85	\$4.73	\$7.32	\$5.49	\$4.03	\$6.56	\$4.73	\$6.28	\$7.03	\$4.66	\$6.99	\$5.84
Staples	\$3.87	\$3.61	\$2.64	\$3.44	\$1.84	\$1.83	\$3.46	\$1.93	\$3.57	\$3.09	\$2.67	\$2.63	\$2.78
Hardener	\$3.19	\$2.99	\$2.30	\$3.85	\$2.55	\$2.53	\$3.70	\$2.76	\$3.66	\$3.65	\$3.24	\$3.44	\$3.09
Clear	\$2.35	\$2.22	\$1.41	\$2.34	\$1.51	\$1.50	\$2.71	\$1.60	\$2.03	\$2.23	\$1.96	\$2.41	\$1.97
Surfacers	\$1.71	\$0.61	\$1.18	\$0.98	\$0.74	\$0.73	\$1.32	\$0.96	\$0.89	\$1.07	\$0.74	\$1.05	\$0.99
P&M Liquid	\$18.39	\$16.27	\$12.26	\$17.94	\$12.13	\$10.63	\$17.77	\$11.99	\$16.44	\$17.07	\$13.26	\$16.52	\$14.66
P&M Allied	\$3.51	\$2.39	\$2.37	\$2.69	\$1.41	\$1.40	\$3.53	\$2.56	\$3.21	\$2.78	\$2.20	\$2.78	\$2.49
Clear Purchases--5 ltr	0	0	0	0	0	0	0	0	0	0	0	0	0
Clear Purchases--Gallon	10	8	6	8	10	8	9	8	7	8	8	9	99
Paint Hrs per Gallon of Clear	92.88	105.35	183.47	99.98	123.84	155.88	98.42	152.65	114.26	109.65	124.70	105.11	120.05