

Summary	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year 1	Year 2	Year 3
Net Turnover															
su5 Retail Vehicle Sales	1,057,000	726,200	2,082,750	1,067,600	1,054,000	1,058,700	970,950	737,600	1,833,150	1,025,400	958,600	721,050	13,293,000	13,557,373	14,153,742
su10 Business Centre	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su15 Service	60,686	72,562	78,730	67,232	65,927	74,721	79,294	67,846	81,094	80,912	76,392	46,154	851,550	874,679	900,562
su20 Parts	46,128	49,825	55,500	47,578	46,869	52,198	53,609	47,868	55,097	54,168	51,747	37,388	597,975	607,230	617,749
su25 Bodyshop	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su30 Other Departments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su35 Total Net Turnover	1,163,814	848,587	2,216,980	1,182,410	1,166,796	1,185,619	1,103,853	853,314	1,969,341	1,160,480	1,086,739	804,592	14,742,525	15,039,282	15,672,053
Gross Profit															
su40 Retail Vehicle Sales	73,189	52,145	180,446	75,434	74,828	100,223	68,868	52,586	158,398	72,683	68,355	68,970	1,046,125	1,069,251	1,119,357
su45 Business Centre	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su50 Service	42,466	50,936	57,326	47,146	46,170	54,676	55,811	47,579	59,183	56,908	53,759	34,571	606,531	621,886	639,198
su55 Parts	10,147	11,388	12,316	10,780	10,607	11,757	12,260	10,852	12,497	12,422	11,874	8,294	135,194	137,040	139,139
su60 Bodyshop	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su65 Other Departments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su70 Total Gross profit	125,802	114,469	250,088	133,360	131,605	166,656	136,939	111,017	230,078	142,013	133,988	111,835	1,787,850	1,828,177	1,897,694
su75 Gross Profit %	10.81%	13.49%	11.28%	11.28%	11.28%	14.06%	12.41%	13.01%	11.68%	12.24%	12.33%	13.90%	12.13%	12.16%	12.11%
Direct Expenses															
su80 Retail Vehicle Sales	62,496	57,323	80,337	62,496	62,271	62,945	61,146	57,548	76,514	62,271	60,921	57,773	764,041	768,180	777,147
su85 Business Centre	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su90 Service	27,108	25,113	23,927	26,015	26,207	24,722	24,026	25,909	23,628	23,721	24,523	29,677	304,576	304,576	304,576
su95 Parts	5,519	5,519	5,519	5,519	5,519	5,519	5,519	5,519	5,519	5,519	5,519	5,519	66,228	66,228	66,228
su100 Bodyshop	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su105 Other Departments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su110 Total Direct Expenses	95,123	87,955	109,783	94,030	93,997	93,186	90,691	88,976	105,661	91,511	90,963	92,969	1,134,845	1,138,984	1,147,951
Direct Profit															
su115 Retail Vehicle Sales	10,693	-5,178	100,109	12,938	12,557	37,278	7,722	-4,962	81,884	10,412	7,434	11,197	282,084	301,071	342,210
su120 Business Centre	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su125 Service	15,358	25,823	33,999	21,131	19,963	29,954	31,785	21,670	35,555	33,187	29,236	4,894	301,955	317,310	334,622
su130 Parts	4,628	5,869	6,797	5,261	5,088	6,238	6,741	5,333	6,978	6,903	6,355	2,775	68,966	70,812	72,911
su135 Bodyshop	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su140 Other Departments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su145 Total Direct Profit	30,679	26,514	140,305	39,330	37,608	73,470	46,248	22,041	124,417	50,502	43,025	18,866	653,005	689,193	749,743
su150 Direct Profit %	2.64%	3.12%	6.33%	3.33%	3.22%	6.20%	4.19%	2.58%	6.32%	4.35%	3.96%	2.34%	4.43%	4.58%	4.78%
Overheads															
su155 Operating	43,103	43,103	43,103	43,275	43,275	43,275	43,275	43,275	43,275	43,275	43,275	43,275	518,784	520,848	522,912
su160 Property	6,525	6,525	6,525	6,659	6,659	6,659	6,659	6,659	6,659	6,659	6,659	6,659	79,506	81,114	82,722
su165 Interest	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	28,296	28,296	28,296
su170 Total Overheads	51,986	51,986	51,986	52,292	52,292	52,292	52,292	52,292	52,292	52,292	52,292	52,292	626,586	630,258	633,930
su175 Trading Profit	-21,307	-25,472	88,319	-12,962	-14,684	21,178	-6,044	-30,251	72,125	-1,790	-9,267	-33,426	26,419	58,935	115,813
Additional Income															
su180 Notional Addbacks	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su185 Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su190 Interest Received	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su195 VCI	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
su200 Net Profit	-21,307	-25,472	88,319	-12,962	-14,684	21,178	-6,044	-30,251	72,125	-1,790	-9,267	-33,426	26,419	58,935	115,813
su205 R.O.S.%	-1.83%	-3.00%	3.98%	-1.10%	-1.26%	1.79%	-0.55%	-3.55%	3.66%	-0.15%	-0.85%	-4.15%	0.18%	0.39%	0.74%
Health Check Ratios															
su210 Total Overhead Absorption%	38.44%	60.96%	77.32%	50.47%	47.91%	69.21%	73.67%	51.64%	81.34%	76.67%	68.06%	14.67%	59.20%	61.58%	64.29%
su215 Overall Expenses % Turnover	12.64%	16.49%	7.30%	12.37%	12.54%	12.27%	12.95%	16.56%	8.02%	12.39%	13.18%	18.05%	11.95%	11.76%	11.37%
su220 Used to New Ratio	1.45	5.63	0.46	1.45	1.50	1.36	1.80	5.00	0.56	1.50	1.88	4.50	1.32	1.27	1.16
su225 Retail Vehicle Expenses % GP	85.39%	109.93%	44.52%	82.85%	83.22%	62.80%	88.79%	109.44%	48.30%	85.67%	89.12%	83.77%	73.04%	71.84%	69.43%
su230 Sales per Salesman	182	127	341	182	180	187	168	130	300	180	166	132	190	193	201
su235 Used Days In Stock	51	44	64	57	51	51	51	44	61	57	51	51	53	53	53
su240 Return on Used Stock %	69.59%	80.30%	54.94%	61.40%	69.59%	69.59%	69.59%	80.30%	57.99%	61.40%	69.59%	69.59%	66.99%	66.99%	66.99%
su245 Used Car Absorption %	69.60%	75.88%	54.14%	69.60%	69.85%	69.10%	71.13%	75.58%	56.85%	69.85%	71.40%	75.29%	68.31%	67.95%	67.16%
su250 Overall Efficiency%	72.77%	88.38%	88.33%	88.39%	88.32%	88.32%	88.43%	88.38%	88.38%	88.40%	88.40%	73.27%	86.08%	88.26%	90.72%
su255 GP on Labour Sales%	76.84%	77.07%	76.82%	76.99%	76.90%	77.25%	77.25%	77.00%	77.24%	77.20%	76.89%	77.04%	77.04%	76.86%	76.68%
su260 Service Expenses % GP	63.83%	49.30%	41.74%	55.18%	56.76%	45.22%	43.05%	54.45%	39.92%	41.68%	45.62%	85.84%	50.22%	48.98%	47.65%
su265 Hours Per Retail Job Card	1.34	1.30	1.32	1.31	1.31	1.31	1.30	1.31	1.30	1.30	1.30	1.35	1.31	0.00	0.00
su270 Parts GP on Sales%	22.00%	22.86%	22.19%	22.66%	22.63%	22.52%	22.87%	22.67%	22.68%	22.93%	22.95%	22.18%	22.61%	22.57%	22.52%
su275 Parts Expenses % GP	54.39%	48.46%	44.81%	51.20%	52.03%	46.94%	45.02%	50.86%	44.16%	44.43%	46.48%	66.54%	48.99%	48.33%	47.60%
su280 Parts Stock Turn Times	17.27	18.45	20.73	17.66	17.41	19.41	19.85	17.77	20.45	20.04	19.14	13.97	18.51	18.81	19.14

Retail Vehicle Sales - Including Motability		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year 1	Year 2	Year 3
ve5	New Retail Units Sold	31	8	97	31	30	33	25	9	80	30	24	10	408	426	465
ve10	Used Retail Units Sold	45	45	45	45	45	45	45	45	45	45	45	45	540	540	540
ve1010	Used Retail Units Sold (month)	45	45	45	45	45	45	45	45	45	45	45	45			
ve1011	Used Retail Units Sold (year)													540	540	540
ve15	Trade Units Sold	24	24	24	24	24	24	24	24	24	24	24	24	288	288	288
ve20	Total Units	100	77	166	100	99	102	94	78	149	99	93	79	1,236	1,254	1,293
ve25	New Retail Sales Turnover (Including Incidental)	461,600	130,800	1,487,350	472,200	458,600	463,300	375,550	142,200	1,237,750	430,000	363,200	125,650	6,148,200	6,412,573	7,008,942
ve30	Used Retail Sales Turnover (Including Incidental)	518,900	518,900	518,900	518,900	518,900	518,900	518,900	518,900	518,900	518,900	518,900	518,900	6,226,800	6,226,800	6,226,800
ve35	Trade Turnover	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	918,000	918,000	918,000
ve40	Total Turnover	1,057,000	726,200	2,082,750	1,067,600	1,054,000	1,058,700	970,950	737,600	1,833,150	1,025,400	958,600	721,050	13,293,000	13,557,373	14,153,742
ve45	New Retail Sales Gross profit (Including Incidental)	29,694	8,650	136,951	31,939	31,333	56,728	25,373	9,091	114,903	29,188	24,860	25,475	524,185	547,311	597,417
ve50	Used Retail Gross Profit (Including Incidental)	43,495	43,495	43,495	43,495	43,495	43,495	43,495	43,495	43,495	43,495	43,495	43,495	521,940	521,940	521,940
ve55	Trade Gross Profit													0		
ve60	Total Gross Profit	73,189	52,145	180,446	75,434	74,828	100,223	68,868	52,586	158,398	72,683	68,355	68,970	1,046,125	1,069,251	1,119,357
ve1045	New Retail Sales Cost of Sales	431,906	122,150	1,350,399	440,261	427,267	406,572	350,177	133,109	1,122,847	400,812	338,340	100,175	5,624,015	5,865,262	6,411,525
ve1050	Used Retail Cost of Sales	475,405	475,405	475,405	475,405	475,405	475,405	475,405	475,405	475,405	475,405	475,405	475,405	5,704,860	5,704,860	5,704,860
ve1055	Trade Cost of Sales	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	918,000	918,000	918,000
ve65	Fixed Expenses	44,961	44,618	48,942	44,961	44,946	44,990	44,871	44,633	48,689	44,946	44,856	44,648	546,061	546,061	546,061
ve70	Variable Expenses	17,535	12,705	31,395	17,535	17,325	17,955	16,275	12,915	27,825	17,325	16,065	13,125	217,980	222,119	231,086
ve75	Total Sales Expenses	62,496	57,323	80,337	62,496	62,271	62,945	61,146	57,548	76,514	62,271	60,921	57,773	764,041	768,180	777,147
ve80	Retail Vehicle Sales Direct Profit	10,693	-5,178	100,109	12,938	12,557	37,278	7,722	-4,962	81,884	10,412	7,434	11,197	282,084	301,071	342,210
ve85	Direct Profit %	1.01%	-0.71%	4.81%	1.21%	1.19%	3.52%	0.80%	-0.67%	4.47%	1.02%	0.78%	1.55%	2.12%	2.22%	2.42%
Business Centre Vehicle Sales																
ve90	Passenger Car Units Sold													0		
ve95	LCV Units Sold													0		
ve100	Direct Invoiced Units													0		
ve105	Total Units	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve110	Passenger Car Turnover (Including Incidental)													0		
ve115	LCV Turnover (Including Incidental)													0		
ve120	Total Turnover	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve125	Passenger Car Gross profit (Including Incidental)													0		
ve130	LCV Gross Profit (Including Incidental)													0		
ve135	Direct Invoice Gross Profit (Including Incidental)													0		
ve140	Business Centre Development Programme													0		
ve145	Total Gross Profit	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve1125	Passenger Car Cost of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve1130	LCV Cost of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve150	Fixed Expenses													0		
ve155	Variable Expenses													0		
ve160	Total Sales Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve165	Business Centre Direct Profit	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve170	Direct Profit %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ve175	New Retail PPU £	958	1,081	1,412	1,030	1,044	1,719	1,015	1,010	1,436	973	1,036	2,548	1,285	1,285	1,285
ve180	New Business PPU £	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve185	Overall New PPU £	958	1,081	1,412	1,030	1,044	1,719	1,015	1,010	1,436	973	1,036	2,548	1,285	1,285	1,285
ve190	Used PPU £	967	967	967	967	967	967	967	967	967	967	967	967	967	967	967
ve195	Combined Retail New & Used PPU £	963	984	1,271	993	998	1,285	984	974	1,267	969	991	1,254	1,104	1,107	1,114
ve200	Total New Retail Transaction Price PU £	14,890	16,350	15,334	15,232	15,287	14,039	15,022	15,800	15,472	14,333	15,133	12,565	15,069	15,053	15,073
ve205	Total Business Transaction Price PU £	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ve210	Total New Transaction Price PU £	14,890	16,350	15,334	15,232	15,287	14,039	15,022	15,800	15,472	14,333	15,133	12,565	15,069	15,053	15,073
ve215	Used Retail Transaction Price PU £	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531	11,531
ve220	Combined New & Used Retail Transaction Price PU £	12,901	12,258	14,129	13,041	13,033	12,592	12,778	12,243	14,053	12,652	12,784	11,719	13,054	13,084	13,170
ve225	Retail Vehicle Expenses % GP	85.39%	109.93%	44.52%	82.85%	83.22%	62.80%	88.79%	109.44%	48.30%	85.67%	89.12%	83.77%	73.04%	71.84%	69.43%
ve230	Business Vehicle Expenses % GP	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ve235	Total Vehicle Expenses % GP	85.39%	109.93%	44.52%	82.85%	83.22%	62.80%	88.79%	109.44%	48.30%	85.67%	89.12%	83.77%	73.04%	71.84%	69.43%
ve240	New Retail Finance Pen %	90.32%	100.00%	90.72%	90.32%	90.00%	90.91%	92.00%	100.00%	90.00%	90.00%	91.67%	90.00%	90.93%	90.85%	90.97%
ve245	Used Retail Finance Pen %	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%	35.56%
ve250	Business Finance Pen %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ve255	Total Vehicle Finance Pen %	57.89%	45.28%	73.24%	57.89%	57.33%	58.97%	55.71%	46.30%	70.40%	57.33%	55.07%	45.45%	59.39%	59.94%	61.19%
New Units Summary																
ve265	New Retail Sales													408	426	465
ve270	New BC Sales													0	0	

ve275	New Direct Invoiced & Online Sales			
		0	0	0
ve280	Used (Ex) Demonstrators			
ve285	Used Franchise < 1 year old			
ve288	Total New Units	408	426	465

Service		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year 1	Year 2	Year 3
la5	Franchise Retail Hours Sold	371	493	490	441	416	503	582	446	558	583	556	280	5,719	5,919	6,138
la10	Non Franchise Retail Hours Sold	60	60	60	60	60	60	60	60	60	60	60	60	720	720	720
la15	Warranty Hours Sold	129	134	172	130	136	142	127	131	150	135	123	94	1,603	1,523	1,447
la20	Internal Hours Sold	151	157	201	153	159	165	148	154	175	159	145	106	1,873	2,004	2,144
la25	Total Hours Sold	711	844	923	784	771	870	917	791	943	937	884	540	9,915	10,166	10,449
la30	Franchise - Retail Labour Turnover	25,895	34,402	34,201	30,767	29,036	35,105	40,574	31,121	38,936	40,667	38,750	19,530	398,984	412,937	428,215
la31	Non Franchise - Retail Labour Turnover	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	3,975	47,700	47,700	47,700
la35	Warranty Labour Turnover	6,747	7,008	8,996	6,799	7,113	7,427	6,642	6,851	7,845	7,061	6,433	4,916	83,838	79,654	75,679
la40	Internal Labour Turnover	9,453	9,828	12,583	9,578	9,953	10,329	9,265	9,640	10,955	9,953	9,077	6,636	117,250	125,451	134,215
la45	Total Service Other Turnover	14,616	17,349	18,975	16,113	15,850	17,885	18,838	16,259	19,383	19,256	18,157	11,097	203,778	208,937	214,753
la50	Total Turnover	60,686	72,562	78,730	67,232	65,927	74,721	79,294	67,846	81,094	80,912	76,392	46,154	851,550	874,679	900,562
la55	Total Labour Gross Profit	35,401	42,550	45,904	39,357	38,508	43,781	46,705	39,720	47,563	47,600	44,982	26,957	499,028	511,661	525,905
la60	Total Service Other Gross Profit	7,065	8,386	11,422	7,789	7,662	10,895	9,106	7,859	11,620	9,308	8,777	7,614	109,503	110,225	113,293
la65	Total Gross Profit	42,466	50,936	57,326	47,146	46,170	54,676	55,811	47,579	59,183	56,908	53,759	34,571	606,531	621,886	639,198
la1055	Total Labour Cost of Sales	10,669	12,663	13,851	11,762	11,569	13,055	13,751	11,867	14,148	14,056	13,253	8,100	148,744	154,081	159,904
la1060	Total Service Other Cost of Sales	7,551	8,963	7,553	8,324	8,188	6,990	9,732	8,400	7,763	9,948	9,380	3,483	96,275	98,712	101,460
la70	Fixed Expenses	21,688	21,688	21,688	21,688	21,688	21,688	21,688	21,688	21,688	21,688	21,688	21,688	260,256	260,256	260,256
la75	Variable Expenses	5,420	3,425	2,239	4,327	4,519	3,034	2,338	4,221	1,940	2,033	2,835	7,989	44,320	44,320	44,320
la80	Total Service Expenses	27,108	25,113	23,927	26,015	26,207	24,722	24,026	25,909	23,628	23,721	24,523	29,677	304,576	304,576	304,576
la85	Service Direct Profit	15,358	25,823	33,399	21,131	19,963	29,954	31,785	21,670	35,555	33,187	29,236	4,894	301,955	317,310	334,622
la90	Service Direct Profit %	25.31%	35.59%	42.42%	31.43%	30.28%	40.09%	40.09%	31.94%	43.84%	41.02%	38.27%	10.60%	35.46%	36.28%	37.16%
Service KPI's																
la180	Overall Recovery Rate £	£64.80	£65.42	£64.74	£65.20	£64.95	£65.33	£65.93	£65.22	£65.44	£65.80	£65.88	£64.92	£65.33	£65.49	£65.63
la181	Franchise retail Recovery £	£69.80	£69.78	£69.80	£69.77	£69.80	£69.79	£69.71	£69.78	£69.78	£69.75	£69.69	£69.75	£69.76	£69.76	£69.76
la185	Service labour Margin £	£49.79	£50.41	£49.73	£50.20	£49.95	£50.32	£50.93	£50.21	£50.44	£50.80	£50.88	£49.92	£50.33	£50.33	£50.33
la190	Service Total Selling Price £ per Hour	£85.35	£85.97	£85.30	£85.76	£85.51	£85.89	£86.47	£85.77	£86.00	£86.35	£86.42	£85.47	£85.89	£86.04	£86.19
la195	Service Total Margin £	£59.73	£60.35	£62.11	£60.14	£59.88	£62.85	£60.86	£60.15	£62.76	£60.73	£61.17	£64.02	£61.17	£61.17	£61.17
la200	Service Hours Sold per Technician	109.38	129.85	142.00	120.62	118.62	133.85	141.08	121.69	145.08	144.15	136.00	83.08	1,525.38	1,564.00	1,607.54
Bodyshop																
la95	Retail Hours Sold													0		
la100	Warranty Hours Sold													0		
la105	Internal Hours Sold													0		
la110	Total Hours Sold	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
la115	Retail Labour Turnover													0		
la120	Warranty Labour Turnover													0		
la125	Internal Labour Turnover													0		
la130	Total Bodyshop Other Turnover (Inc. Paint)													0		
la135	Total Turnover	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
la140	Total Labour Gross Profit													0		
la145	Total Bodyshop Other Gross Profit (Inc. Paint)													0		
la150	Total Gross Profit	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
la1140	Total Labour Cost of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
la1145	Total Bodyshop Other Cost of Sales (Inc. Paint)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
la155	Fixed Expenses													0		
la160	Variable Expenses													0		
la165	Total Bodyshop Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
la170	Bodyshop Direct Profit	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
la175	Bodyshop Direct Profit%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bodyshop KPI's																
la210	Bodyshop Labour Recovery Rate £	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
la215	Bodyshop labour Margin £	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
la220	Bodyshop Total Selling Price £ per Hour	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
la225	Bodyshop Total Margin £	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
la230	Bodyshop Hours Sold per Technician	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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