

Adv#	Advisor	CP Hrs	CP Sale Lbr	CP ELR	GP%	W Hrs	W Sale Lbr	W ELR	GP%	Int Hrs	Int Sale Lbr	Int ELR	GP%	Tot Hrs	Tot Sale Lbr	Tot ELR	GP%	#ROs
111	BULLWINKLE MOOSE	887.4	\$70,332	79.26	73%	466.2	\$38,156	81.84	73%	15.9	\$1,307	82.23	74%	1,369.5	\$109,796	80.17	73%	1,013
112	ROCKY J SQUIRREL	0.0	\$0	0.00	0%	338.4	\$27,911	82.47	80%	1,065.4	\$62,358	58.53	76%	1,403.8	\$90,270	64.30	77%	608
115	DUDLEY DOORIGHT	0.0	\$0	0.00	0%	0.0	\$0	0.00	0%	0.0	\$0	0.00	0%	0.0	\$0	0.00	0%	1
116	SNIDLEY WHIPLASH	1,761.5	\$82,962	47.10	66%	7.2	\$585	81.25	82%	121.1	\$5,246	43.32	65%	1,889.8	\$88,793	46.99	66%	157
117	NELL	1,188.0	\$89,504	75.34	72%	388.4	\$30,849	79.43	74%	9.1	\$680	74.77	73%	1,585.4	\$121,034	76.34	73%	1,207
121	BORIS BADINUFF	586.2	\$41,399	70.63	74%	515.3	\$44,944	87.22	79%	4.1	\$395	96.44	80%	1,105.6	\$86,739	78.46	77%	806
122	NATASHIA	44.0	\$2,142	48.68	69%	0.0	\$0	0.00	0%	1.5	\$60	40.00	61%	45.5	\$2,202	48.40	69%	5
131	FOGHORN LEGHORN	351.0	\$25,173	71.72	73%	268.0	\$22,358	83.42	76%	2.0	\$160	80.06	76%	621.0	\$47,691	76.80	74%	552
141	BUGS BUNNY	46.6	\$4,048	86.87	72%	58.6	\$4,879	83.32	75%	5.0	\$391	77.73	78%	110.2	\$9,318	84.57	74%	89
142	DAFFY DUCK	267.9	\$20,762	77.50	67%	203.2	\$16,927	83.29	70%	23.4	\$1,895	80.98	65%	494.5	\$39,584	80.04	68%	279
143	ELMER FUDD	84.8	\$7,294	86.02	78%	38.1	\$3,096	81.26	77%	3.2	\$186	58.17	69%	126.1	\$10,576	83.87	77%	107
TOTALS		5,217.3	\$343,616	65.86	71%	2,283.4	\$189,706	83.08	76%	1,250.7	\$72,680	58.11	75%	8,751.4	\$606,003	69.25	73%	4,824

ELR (Effective Labor Rate) Report

Separate calculations for:

- Customer Pay
- Warranty
- Internal