

**Service Department Sales And Gross (Labor Only)**

Category	Sales	Gross	Gross as % of Sales	%Sales Contribution
Customer Car			0%	0%
Customer Truck			0%	0.00%
Customer Other	\$ 99,378	\$ 20,032	20.16%	46.49%
Warranty	\$ 50,961	\$ 37,215	73.03%	23.84%
Warranty Other			0%	0.00%
Internal	\$ 63,428	\$ 50,937	80.31%	29.67%
NVI / Road Ready			0%	0%
Adj. Cost Of Labor			0%	0.00%
<b>Total</b>	<b>\$ 213,767</b>	<b>\$ 108,184</b>	<b>50.61%</b>	<b>100.00%</b>

**Service Department Profit Centering**

Expense Category	Dollar Amount	% of Gross
Department Gross	\$ 110,672	
Variable Expense		0.00%
Selling Expense	\$ 65,347	59.05%
Personnel Expense		0.00%
Semi-Fixed Expense		0.00%
Fixed Expense	\$ 79,989	72.28%
Unallocated Expense		0.00%
Dealer's Salary		0.00%
Total Expenses	\$ 145,336	131.32%
Net Profit	\$ (34,664)	-31.32%

Profile

**NADA ACT**

**Performance**

<i>Labor Sales / Month</i>	
Customer Car*	
Customer Truck*	\$ -
Customer Other*	\$ 99,378
Warranty	\$ 50,961
Internal	\$ 63,428
New Vehicle Prep	
<b>Total</b>	<b>\$ 213,767</b>

**POTENTIAL**

**\$ 213,767**

Total labor sales for month

15.50

# Service mechanical techni

**3,100.0**

Clock Hours Available

How proficient are your technicians ?

2,133.0

Hours Produced

**Customer labor divide by the Cust**

## UAL SERVICE ANALYSIS

	Hourly Labor Rate	=	Hours Billed
÷		=	0.00
÷		=	0.00
÷	89.45	=	1111.0
÷	99.02	=	514.7
÷	125.00	=	507.4
÷		=	0.00
			2133.1

$$\div \quad \boxed{2133.07} = \boxed{\$ 100.22}$$

Total hours billed                      Effective Labor Rate

$$\text{ans } \times \quad \boxed{8} \quad \times \quad \boxed{25} = \boxed{3,100.0}$$

# Hours/Day                      Working Days/Month                      Clock Hour Aval

$$\times \quad \boxed{\$ 100.22} = \boxed{\$ 310,669}$$

Effective Labor Rate                      Labor sales potential

$$\div \quad \boxed{3,100.00} = \boxed{68.81\%}$$

Hours Available                      Tech Proficiency

**omer Effevtive Labor rate from the R. O. Analysis**

**FACILITY POTENTIAL**

Number of Bays		27
	x	
Number of Days		25
	x	
Number of Hours		8.5
	x	
Effective Labor Rate		100.22
		<i>equals</i>
FACILITY POTENTIAL	\$	575,012

**FACILITY UTILIZATION**

Total Labor Sales	\$	213,767
	÷	
Facility Potential	\$	575,012
		<i>equals</i>
FACILITY UTILIZATION		37.18%