



FIXED ABSORPTION

Page Colm Line

YTD Service Gross Profit		281,537	0	YTD	0
YTD Parts Gross Profit	+	176,174		YTD	
YTD Body Shop Gross Profit	+	0		YTD	
YTD Total Fixed Operations Gross Profit	=	457,711	A		
YTD Total Expense	÷	466,844	0	YTD	0
Fixed Absorption Percentage	=	98.0%	Guide = 60%		

The reciprocal of your Fixed Absorption Percentage represents your New and Pre-Owned gross profit dependency to break even.

TOTAL APSORPTION

Page Colm Line

YTD Gross Profit Total Fixed Opeations		457,711	A		
YTD Pre-Owned Gross Profit	+	234,932		YTD	
YTD Gross Profit Total	=	692,643			
YTD Total Expenses	÷	466,844	0	YTD	0
Total Absorption Percentage	=	148.4%	Guide = 100%		

The reciprocal of your Total Absorption Percentage represents your dependency on New Vehicle gross profit to break even.

Fixed Absorption	98.0%	Guide = 60%
Pre-Owned Absorption	50.3%	Guide = 40%
New Vehicle Dependency	-48.4%	