

**PARTS DEPARTMENT - PROFORMA CALCULATION**

	Repair Order Mechanical	Body Shop	Counter Retail	Internal (new/used)	Wholesale	Warranty	TOTAL
<b>YTD Sales</b>	\$345,555.00	\$289,252.00	\$105,808.00	\$346,007.00	\$356,715.00	\$222,777.00	<b>\$1,666,114.00</b>
<b>YTD Gross Profit</b>	\$110,507.00	\$33,801.00	\$30,041.00	\$50,996.00	\$100,001.00	\$51,661.00	<b>\$377,007.00</b>
<b>YTD Cost of Sales</b>	\$235,048.00	\$255,451.00	\$75,767.00	\$295,011.00	\$256,714.00	\$171,116.00	<b>\$1,289,107.00</b>
<b>NEW Mark-Up Factor</b>	<b>1.69</b>	<b>1.33</b>	<b>1.69</b>	<b>1.69</b>	<b>1.39</b>	<b>1.39</b>	<b>1.53</b>
<b>Desired Gross %</b>	41.00	25.00	41.00	41.00	28.10	28.00	<b>34.02</b>
<b>NEW YTD Sales</b>	\$398,386.44	\$340,601.33	\$128,418.64	\$500,018.64	\$356,832.46	\$237,661.11	<b>\$1,961,918.63</b>
<b>OLD YTD Sales</b>	\$345,555.00	\$289,252.00	\$105,808.00	\$346,007.00	\$356,715.00	\$222,777.00	<b>\$1,666,114.00</b>
<b>Additional Gross Profit</b>	\$52,831.44	\$51,349.33	\$22,610.64	\$154,011.64	\$117.46	\$14,884.11	<b>\$295,804.63</b>