



FIXED ABSORPTION

Page Colm Line

YTD Service Gross Profit		3,075,666	2	YTD	4
YTD Parts Gross Profit	+	1,693,749	2	YTD	4
YTD Body Shop Gross Profit	+	0		YTD	
YTD Total Fixed Operations Gross Profit	=	4,769,415	A		
YTD Total Expense	÷	7,565,957	1	YTD	56
Fixed Absorption Percentage	=	63.0%	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		4,769,415	A		
YTD Pre-Owned Gross Profit	+	4,708,404	2	YTD	4 and 4, 38
YTD Gross Profit Total	=	9,477,819			
YTD Total Expenses	÷	7,565,957	0	YTD	0
Total Absorption Percentage	=	125.3%	Guide = 100%		

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

Fixed Absorption	63.0%	Guide = 60%
Pre-Owned Absorption	62.2%	Guide = 40%
New Vehicle Dependency	-25.3%	