

PARTS DEPARTMENT - PERFORMA CALCULATION

	Repair Order Mechanical	Tires	Counter Retail	Internal (new/used)	Wholesale	Warranty	TOTAL
YTD Sales	\$85,541.00	\$56,755.00	\$21,849.00	\$13,323.00	\$132,968.00	\$50,719.00	\$361,155.00
YTD Gross Profit	\$37,396.00	\$11,135.00	\$7,671.00	\$3,357.00	\$38,291.00	\$17,851.00	\$115,701.00
YTD Cost of Sales	\$48,145.00	\$45,620.00	\$14,178.00	\$9,966.00	\$94,677.00	\$32,868.00	\$245,454.00
NEW Mark-Up Factor	1.78	1.33	1.69	1.69	1.40	1.54	1.57
Desired Gross %	43.72	25.00	41.00	41.00	28.80	35.20	35.79
NEW YTD Sales	\$85,545.49	\$60,826.67	\$24,030.51	\$16,891.53	\$132,973.31	\$50,722.22	\$370,989.72
OLD YTD Sales	\$85,541.00	\$56,755.00	\$21,849.00	\$13,323.00	\$132,968.00	\$50,719.00	\$361,155.00
Additional Gross Profit	\$4.49	\$4,071.67	\$2,181.51	\$3,568.53	\$5.31	\$3.22	\$9,834.72