

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

Category	Sales	Gross	Gross as % of Sales
Customer Car			0%
Customer Truck			0%
Customer Other			0%
Warranty			0%
Warranty Other			0%
Internal			0%
NVI / Road Ready			0%
Adj. Cost Of Labor			0%
<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.00%</b>

**Service Department Profit Centering**

%Sales Contribution
0%
0%
0%
0%
0%
0%
0%
0%
0%
0.00%

Expense Category	Dollar Amount
Department Gross	\$ -
Variable Expense	
Selling Expense	
Personnel Expense	
Semi-Fixed Expense	
Fixed Expense	
Unallocated Expense	
Dealer's Salary	
Total Expenses	\$ -
Net Profit	\$ -

% of Gross      Profile	
0.00%	
0.00%	
0.00%	
0.00%	
0.00%	
0.00%	
0.00%	
0.00%	
0.00%	
0.00%	

Performance

Customer Car*
Customer Truck*
Customer Other*
Warranty
Internal
New Vehicle Prep
Total

**POTENTIAL**

How proficient are you

**Customer labor di**

## NADA ACTUAL SERVICE ANALYSIS

Labor Sales / Month		Hourly Labor Rate		Hours Billed
\$ 155,367	÷	87.17	=	1782.3
\$ -	÷		=	0.00
\$ 20,364	÷	63.32	=	321.6
\$ 42,437	÷	93.74	=	452.7
\$ 62,705	÷	72.56	=	864.2
\$ 12,210	÷	129.77	=	94.1
\$ 293,083				3514.9

\$ 293,083	÷	3514.93	=	\$ 83.38	
Total labor sales for month		Total hours billed		Effective Labor Rate	

14.00	x	10	x	27	=	3,780.0
# Service mechanical technicians		# Hours/Day		Working Days/Month		Clock Hour Avail

3,780.0	x	\$ 83.38	=	\$ 315,185	
Clock Hours Available		Effective Labor Rate		Labor sales potential	

ur technicians ?

3,515.0	÷	3,780.00	=	92.99%	
Hours Produced		Hours Available		Tech Proficiency	

ivide by the Customer Effevtive Labor rate from the R. O. Analysis

### FACILITY POTENTIAL

Number of Bays		14
	x	
Number of Days		27
	x	
Number of Hours		10
	x	
Effective Labor Rate		78.08
		<i>equals</i>
FACILITY POTENTIAL	\$	295,142

### FACILITY UTILIZATION

Total Labor Sales	\$	293,083
	÷	
Facility Potential	\$	295,142
		<i>equals</i>
FACILITY UTILIZATION		99.30%

