

PLEASE PRINT YOUR ANSWERS INTO THE YELLOW FIELDS

#1 Facility Name?	#1		
#2 Current shop labor rate or average for last 6 months?	#2	LABOR RATE	
#3 Number of hours worked daily?	#3	HOURS PER DAY WORKED	
#4 Number of full and part time techs?	#4	NUMBER OF TECHNICIANS	
#5 Labor to Parts split (if unknown insert 50/50.)	#5	LABOR TO PARTS SPLIT	
#6 The average number of vehicles invoiced monthly.	#6	AVERAGE MONTHLY CAR COUNT	
#7 The number of months your data represents	#7	Number of months calc'd for>>>>	
		Gross Income	Monthly Avg. Year to Date
#8 Gross LABOR sales for the above time period.	#8	Sales = Labor Sales	
#9 Gross PARTS sales for the above time period.	#9	Sales = Part Sales	
		Cost of Sales	
#10 Costs for TECHNICIAN labor only for given time period.	#10	Cost of labor (tech only)	
#11 Costs for PARTS only for given time period.	#11	Parts Cost	
#12 Expenses for given time period--Expenses are everything NOT associated with Technician Labor, Parts costs, or Sublet costs.	#12	FIXED EXPENSES	
#13 Write a short description of any expenses that may not normally be listed on a P&L. This includes any principal or other payments that show on the Balance Sheet.	#13		#14
#14 Additional Monthly expenses listed in #13 for given time period.			
		ADDITIONAL QUESTIONS	
		Number of Service Writers	
		Number of Technicians	
		Number of Apprentices	
		Number of Office personnel	