

Enter Business Name

Menu Package Design Analysis - Labor & Parts Gross Profit

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Sales Package Description	Menu (1) Package	Menu (2) Package	Menu (3) Package	Menu (4) Package	Menu (5) Package	Menu (6) Package	Menu (7) Package	Menu (8) Package	Menu (9) Package	Menu (10) Package	Menu (11) Package	Menu (12) Package	Menu (13) Package	Menu (14) Package	Menu (15) Package	Menu (16) Package
Service Operation Code																
Menu Package Identification #																
Package Cost Structure																
Package - Parts Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Parts Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Flat Rate Hours Sold Per	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Labor <input type="text" value="**"/> Avg Cost \$ <input type="text" value="-"/>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Cost of Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retail Service Pricing																
Package - Parts Retail Price	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Parts Retail	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Sale Price Retail	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retail Sale - Total Price	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Profit Margins - Parts & ELR																
Parts Margin	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required
Effective Labor Rate per Item	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Sale - Gross Profit Analysis																
Parts Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Forecasted Monthly and Yearly Gross Profit - Labor & Parts Sales Analysis																
Projected Monthly Unit Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Parts Gross Profit - Monthly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Gross Profit - Monthly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Monthly Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Total Monthly Gross Profit \$ -

Parts Gross Profit - Yearly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Gross Profit - Yearly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Yearly Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Total Yearly Gross Profit \$ -

Insert Brand Name

Enter Business Name

Menu Package Design Analysis - Labor & Parts Gross Profit

Exit Package Design Print Analysis Report Help & FAQ Screen

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Sales Package Description	Menu (1) Package	Menu (2) Package	Menu (3) Package	Menu (4) Package	Menu (5) Package	Menu (6) Package	Menu (7) Package	Menu (8) Package	Menu (9) Package	Menu (10) Package	Menu (11) Package	Menu (12) Package	Menu (13) Package	Menu (14) Package	Menu (15) Package	Menu (16) Package
Service Operation Code																
Menu Package Identification #																
Package Cost Structure																
Package - Parts Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Parts Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Flat Rate Hours Sold Per	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Labor <input type="text" value="**"/> Avg Cost \$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Cost of Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retail Service Pricing																
Package - Parts Retail Price	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Parts Retail	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Sale Price Retail	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retail Sale - Total Price	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Sales Package Description:
Within these cells enter a description for each packaged item that you currently are making available for sale or would like to make available in the future.

These are the entries which will describe your packages throughout this program. Due to the extensive reporting within this workbook it is suggested descriptions are kept at a maximum of 25 characters.

Service Operation Code:
Many organizations which use Automotive DMS Service Providers assign job operation codes to individual sales items. Enter your desired code for easy cross referencing or leave blank. This is **not** a required entry.

Average Labor Cost Per Hour:
Enter an approximate Average Hourly Rate Paid Technicians for work performed. This Average Hourly Rate will be used to approximate your Labor cost for all Maintenance & Menu Packages sold. The 'Help Screen' does offer a simple worksheet to assist you in determining this dollar value.

Package - Parts Retail Price:
Enter your desired Retail Selling Price of the Bundled Parts Package only. The Parts Profit Margin % and Gross Profit will automatically calculate on the worksheet below.

Additional Parts Retail:
If selling parts in addition to the Bundled Parts Package, enter the Retail Selling Price for those parts within the cells to the right.

Additional Parts and Bundled Parts Packages are combined when calculating Total Parts Profit Margin % and Gross Profit.

Effective Labor Rate per Item:
Enter your desired Effective Labor Rate for each Flat Rate Hour Sold.

Profit Margins - Parts & ELR																
Parts Margin	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required	Retail Price Required
Effective Labor Rate per Item	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Sale - Gross Profit Analysis																
Parts Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Forecasted Sales Routine:
Simply click this forms button to access the forecasting worksheet which allows you to **project sales** for a complete year.

Forecasted Monthly and Yearly Gross Profit - Labor & Parts Sales Analysis																
Projected Monthly Unit Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Parts Gross Profit - Monthly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Gross Profit - Monthly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Monthly Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

All the blue cells will automatically calculate, Gross Profit for both Monthly and Yearly for all Menu items.

Total Monthly Gross Profit \$ -

Parts Gross Profit - Yearly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Labor Gross Profit - Yearly	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Yearly Gross Profit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Total Yearly Gross Profit \$ -

Insert Brand Name