



ONLINE FIXED OPERATIONS PROFIT EVALUATION FORM

Name of Dealership:

Address:

City:

State:

ZIP:

Phone Number:

Fax:

Contact Email:

Contact Name:

The financial statement used for this data is

(Month)

SALES & GROSS PROFIT

Retail Labor Sales

YTD # of Repair Orders-Customer Labor Mechanical

YTD Customer Labor Mechanical Sales

YTD Customer Labor Mechanical Gross Profit

Warranty Labor Sales

YTD # of Repair Orders-Warranty Labor Mechanical

YTD Warranty Labor Mechanical Sales

YTD Warranty Labor Mechanical Gross Profit

Road Ready Labor Sales

YTD # of Repair Orders-Road Ready Labor

YTD Road Ready Labor Sales

YTD Road Ready Labor Gross Profit

Internal Labor Sales

YTD # of Repair Orders-Internal Mechanical

YTD Labor Internal Mechanical Sales

YTD Labor Internal Mechanical Gross Profit

YTD Total Mechanical Department Gross Profit

YTD P & A Customer R.O. Mechanical Sales

YTD P & A Customer R.O. Mechanical Gross Profit

YTD Total P & A Department Gross Profit

YTD Total Body & Paint Dept. Gross Profit

Expenses

YTD Mechanical Sales Expenses

YTD Body & Paint Sales Expenses

YTD Parts Dept Sales Expenses

YTD Total Fixed Expenses

Sales

YTD # of New Vehicles Sold-Retail

YTD # of Used Vehicles Sold-Retail

Productivity

Number of Flat Rate Hours (Previous Month)

Number of Clock Hours (Previous Month)

Personnel

Number of Hourly Technicians

Number of Flat Rate Technicians

Number of Service Advisors

Total Support Staff, excluding Advisors

Labor Rates

Labor Rate-Mechanical

Labor Rate-Warranty

Labor Rate-Road Ready

Labor Rate-Internal

Customer Effective Labor Rate

Service Absorption

Service Absorption

Calculation: The Sum of Total Parts, Service & Body Shop
Gross Profits DIVIDED By the Sum of Total Fixed Expense plus
Dealer Salary Plus Parts, Service & Body Shop Sales Expense.

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