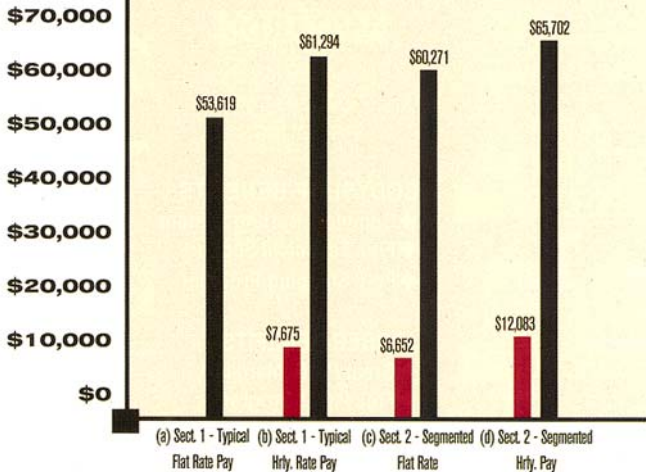


# LABOR PROFIT MARGINS

(BASED ON 100 JOBS; AVG. JOB SIZE \$2,110 LABOR SALES = 42% OF JOB)



## KEY

■ Dollar Increase in Profit Margin (a) as base

■ Labor Profit Margin

This is a visual example of how much more money a shop can make by improving labor profit margins. By improving the labor profit margins on 100 jobs – using the percentages in column “(d)” of Table 1 – a shop can add to the bottom line an additional \$12,000 when comparing labor profit margins that would be generated using percentages shown in column “(a)”. The savings can add up quickly.