

Table 3: Source Data for Tables 1 & 2 - "Heavy Hit" Job Category

Pay Option			SPECIALIZED LABOR USAGE					TYPICAL LABOR USAGE		
			Labor Segment (Job Task)	Avg. % of Job Each Labor Segment	Sold Hrs.	Labor Costs Each Segment		Labor Segment (Job Task)	Labor Costs Each Segment	
Technician Efficiency	Hrly. Pay Rate	Flat Rate (F/R)				Flat Rate	Hrly.		Flat Rate	Hrly.
150%	\$22	40%	A Tech - metal	15%	9	\$135	\$130	Non-paint (40% F/R)	\$55	\$537
150%	\$19	35%	B Tech - metal	18%	11	\$161	\$131	Paint (40% F/R)	\$341	\$277
150%	\$19	35%	B Tech - metal	8%	5	\$72	\$60			
150%	\$19	35%	B Tech - metal	4%	2	\$36	\$30			
150%	\$12	30%	C Tech - light metal	25%	15	\$168	\$118			
150%	\$12	30%	C Tech - paint prep	30%	18	\$202	\$142			
Totals					59	\$773	\$610		\$897	\$813
Profit Margin \$						\$1,502	\$1,632	Profit Margin \$	\$1,345	\$1,429
Profit Margin %						60%	73%	Profit Margin %	60%	64%

Source Data for Medium and Light Job Categories is not illustrated.

Tables 2 and 3 present the background information used in the spreadsheet that generated the answers in Table 1. For simplicity, "Source Data" shown in Table 3 doesn't include the numbers used to calculate the results shown for "Medium" and "Light Hits" in Table 1.

Table 2: Assumptions for Tables 1 & 3

	Avg. Job Size	Avg. Labor Sales: % of Each Job	Avg. Non-paint Sold Hrs. Per Job	Avg. Paint Sold Hrs Per. Job	Total Avg. Sold Hrs.	Avg. Labor Rate
Heavy Hit	\$5,300	42%	37	22	59	\$38
Medium Hit	\$2,400	42%	17	10	27	\$38
Light Hit	\$1,250	42%	9	5	14	\$38
Avg. Job Size - All	\$2,110					