

Table 1

CHANGING LABOR PROFIT MARGINS

Section I Typical Labor Usage

A Flat Rate Pay

	Labor Margin \$	Labor Margin %
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Heavy Hit	\$1,345	60%
Medium Hit	\$616	60%
Light Hit	\$315	60%

B Hourly Pay

	Labor Margin \$	Labor Margin %
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Heavy Hit	\$1,429	64%
Medium Hit	\$693	68%
Light Hit	\$390	74%

Section II Segmented Labor Usage

C Flat Rate Pay

	Labor Margin \$	Labor Margin %
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Heavy Hit	\$1,502	67%
Medium Hit	\$681	66%
Light Hit	\$362	69%

D Hourly Pay

	Labor Margin \$	Labor Margin %
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Heavy Hit	\$1,632	73%
Medium Hit	\$730	71%
Light Hit	\$402	77%

Graph 1

LABOR USAGE & WAGE COMPARISON

