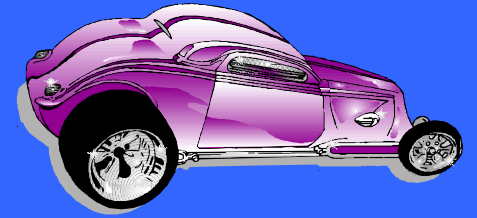




Alignment Profit Potential



- ◆ **Cars requiring Total 4-Wheel Alignment 80-90%**

List current production cars that have fixed non adjustable rear axle

- ◆ **National Average**

- ◆ Shop Hourly Labor Rate* _____ \$54.70

- ◆ Shop Bay Overhead (per day) _____ \$56

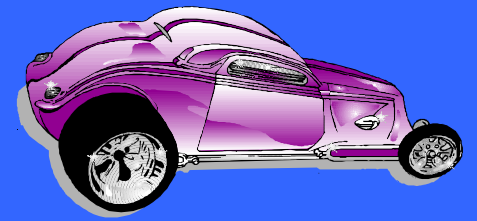
Not Including Capital Equipment

- ◆ Highest Paid Technician (per hr.)* _____ \$19.44

- ◆ Average 4-Wheel Alignment Charge* _____ \$65.40

- ◆ Average 2-Wheel Alignment Charge* _____ \$35

***Source Undercar Digest**

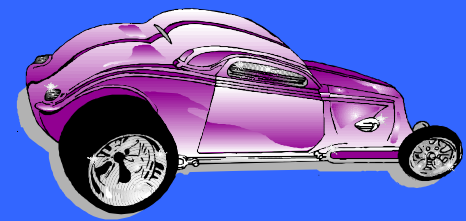


Alignment Profit Potential

Estimate Number of 4-Wheel Alignments Per Day

- ◆ Enter 4-Wheel Alignment Charge (average 65.40)
- ◆ 4-Wheel Alignment Revenue A x B = C
- ◆ Operating expenses (per hour)employee(highest average 19.44)
- ◆ Number of alignments x employee hourly cost A x D = E
- ◆ Bay cost per hour (excluding capital equipment)
- ◆ Bay hourly cost x number of alignments A x F = G
- ◆ Total overhead E + G = H
- ◆ Operating cash C - H = I
- ◆ Lease Payment (Per Day) J
- ◆ Net Profits Per Day I - J = K
- ◆ Net Profits Per Month K x 22 = L
- ◆ Net Profits Per Year L x 12 = M

A	1	←
B	\$65.40	←
C	\$65.40	
D	\$19.44	←
E	\$19.44	
F	\$7.00	←
G	\$7.00	
H	\$26.44	
I	\$38.96	
J	\$36.00	←
K	\$2.96	
L	\$65.12	
M	\$781.44	

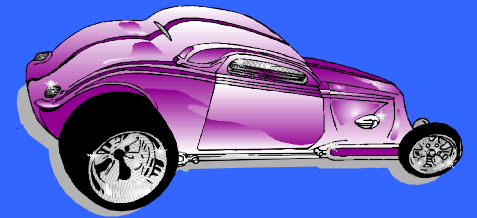


Alignment Profit Potential

Estimate Number of 4-Wheel Alignments Per Day

- ◆ Enter 4-Wheel Alignment Charge (average 65.40)
- ◆ 4-Wheel Alignment Revenue
- ◆ Operating expenses (per hour)employee(highest average 19.44)
- ◆ Number of alignments x employee hourly cost
- ◆ Bay cost per hour (excluding capital equipment)
- ◆ Bay hourly cost x number of alignments
- ◆ Total overhead
- ◆ Operating cash
- ◆ Lease Payment (Per Day)
- ◆ Net Profits Per Day
- ◆ Net Profits Per Month
- ◆ Net Profits Per Year

A	5	←
B	\$65.40	←
A x B = C	\$327.00	
D	\$19.44	←
A x D = E	\$97.20	
F	\$7.00	←
A x F = G	\$35.00	
E + G = H	\$132.20	
C - H = I	\$194.80	
J	\$36.00	←
I - J = K	\$158.80	
K x 22 = L	\$3,493.60	
L x 12 = M	\$41,923.20	



Alignment Profit Potential

Estimate Number of 4-Wheel Alignments Per Day

- ◆ Enter 4-Wheel Alignment Charge (average 65.40)
- ◆ 4-Wheel Alignment Revenue A x B = C
- ◆ Operating expenses (per hour)employee(highest average 19.44)
- ◆ Number of alignments x employee hourly cost A x D = E
- ◆ Bay cost per hour (excluding capital equipment)
- ◆ Bay hourly cost x number of alignments A x F = G
- ◆ Total overhead E + G = H
- ◆ Operating cash C - H = I
- ◆ Lease Payment (Per Day) J
- ◆ Net Profits Per Day I - J = K
- ◆ Net Profits Per Month K x 22 = L
- ◆ Net Profits Per Year L x 12 = M

A		←
B		←
C		
D		←
E		
F		←
G		
H		
I		
J		←
K		
L		
M		