



YOUR PROFIT ANALYSIS

Calculate how much money *your* business can profit by having a *PowerMate*®. Fill in the blank areas and see how much you can profit from your *PowerMate*® investment.

- A. _____ Men per installation averaging a time of
- B. _____ Hours per installation at a rate of
- C. \$ _____ Per hour labor rate each
- D. \$ _____ Per hour billing rate
- E. _____ Installations per month

SAVE ON LABOR:

Make better use of your manpower by sending fewer people to do the installations and having the others out on other jobs.

CURRENT LABOR COSTS = A Men x C hourly rate x B hours
 = _____ x _____ x _____
 F. = \$ _____

PowerMate® LABOR COSTS = 1 Man x C hourly rate x B hours
 = 1 x _____ x _____
 G. = \$ _____

YOUR LABOR SAVINGS = F - G
 H. = \$ _____

CREATE ADDITIONAL BILLABLE REVENUE:

With *PowerMate*® on your team, you can send your second service man on other service calls while the first man is performing an installation.

HOURLY REVENUE = D Billing rate - C Labor rate
 = \$ _____ - \$ _____
 I. = \$ _____

YOUR ADDITIONAL BILLABLE REVENUE = I
 I. = \$ _____

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AVERAGE SAVINGS + PROFITS EACH MONTH:

MONTHLY LABOR SAVINGS = E Installations x H labor savings
 = _____ x _____
 J. = \$ _____

MONTHLY ADDITIONAL REVENUE = B Hours x I additional revenue
 = _____ x _____
 K. = \$ _____

YOUR SAVINGS + PROFITS EACH MONTH = J + K
 L. = \$ _____

AVERAGE SAVINGS + PROFITS EACH YEAR:

ANNUAL SAVINGS = 12 Months x L Monthly Savings + Compensation Savings
 = 12 x \$ _____ + \$29,000
 M. = \$ _____

YOUR SAVINGS + PROFITS EACH YEAR = "M for MONEY"
 M. = \$ _____

**The Bottom Line Remains...
 ... PowerMate® is an investment that will produce profits...not a cost.**

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