



Tradie Gauge™

Gauge on the Outside; Profit on the Inside

Any tradie can now simply see if their a manual quote meets the expectations of the business before work starts.

Tradie Gauge™ Labour & Materials - Are you making enough or what discount can you give?

Instructions: Enter data in grey, yellow and green cells only

Organisation: Job Bane Tyres, Inc.

Quote No. - demo only:

94386

| Labour Rate Paid: | Name | Waste | Twist | Rate (hr) | Hours Charged | Mark-up | Call out fee (hrs) | Retail | No of Workers |
|-------------------|-----------------|-------|--------|-----------|---------------|---------|--------------------|--------|---------------|
| To Worker 1: | Fred Flintstone | 5.00% | 10.00% | \$ 60.00 | 1 | 100% | 0 | \$120 | 1 |
| To Worker 2: | Worker2 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 3: | Worker3 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 4: | Worker4 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 5: | Worker5 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 6: | Worker6 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 7: | Worker7 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 8: | Worker8 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 9: | Worker9 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |
| To Worker 10: | Worker10 | 0.00% | 0.00% | \$ - | 0 | 100% | 0 | \$0 | 0 |

Wasted or Idle Time (%): Wasted time is planned to be 5.00% of allocated time. 0 \$120 1

How much time wasted (e.g. 20% = 20% of the time worker is allocated to the job is wasted)

Twist Factor (%): Your job is planned to take 90.00% of allocated time.

Twist is leverage (e.g. 20% = The task takes 20% less than the time charged or 80% of the time allocated); Enter 0% if no Twist.

Fixed Costs (monthly): \$ 2,000.00

This model includes fixed costs; allocates to hours to ensure projects 'contribute to overheads'.

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| | Name of Material | Cost | Mark-up | Retail |
|---------------------|------------------|-----------|---------|-----------|
| Material 1: | Tyres | \$ 150.00 | 100% | \$ 300.00 |
| Material 2: | Material2 | \$ - | 100% | \$ - |
| Material 3: | Material3 | \$ - | 100% | \$ - |
| Material 4: | Material4 | \$ - | 100% | \$ - |
| Material 5: | Material5 | \$ - | 100% | \$ - |
| Material 6: | Material6 | \$ - | 100% | \$ - |
| Material 7: | Material7 | \$ - | 100% | \$ - |
| Material 8: | Material8 | \$ - | 100% | \$ - |
| Material 9: | Material9 | \$ - | 100% | \$ - |
| Material 10: | Material10 | \$ - | 100% | \$ - |

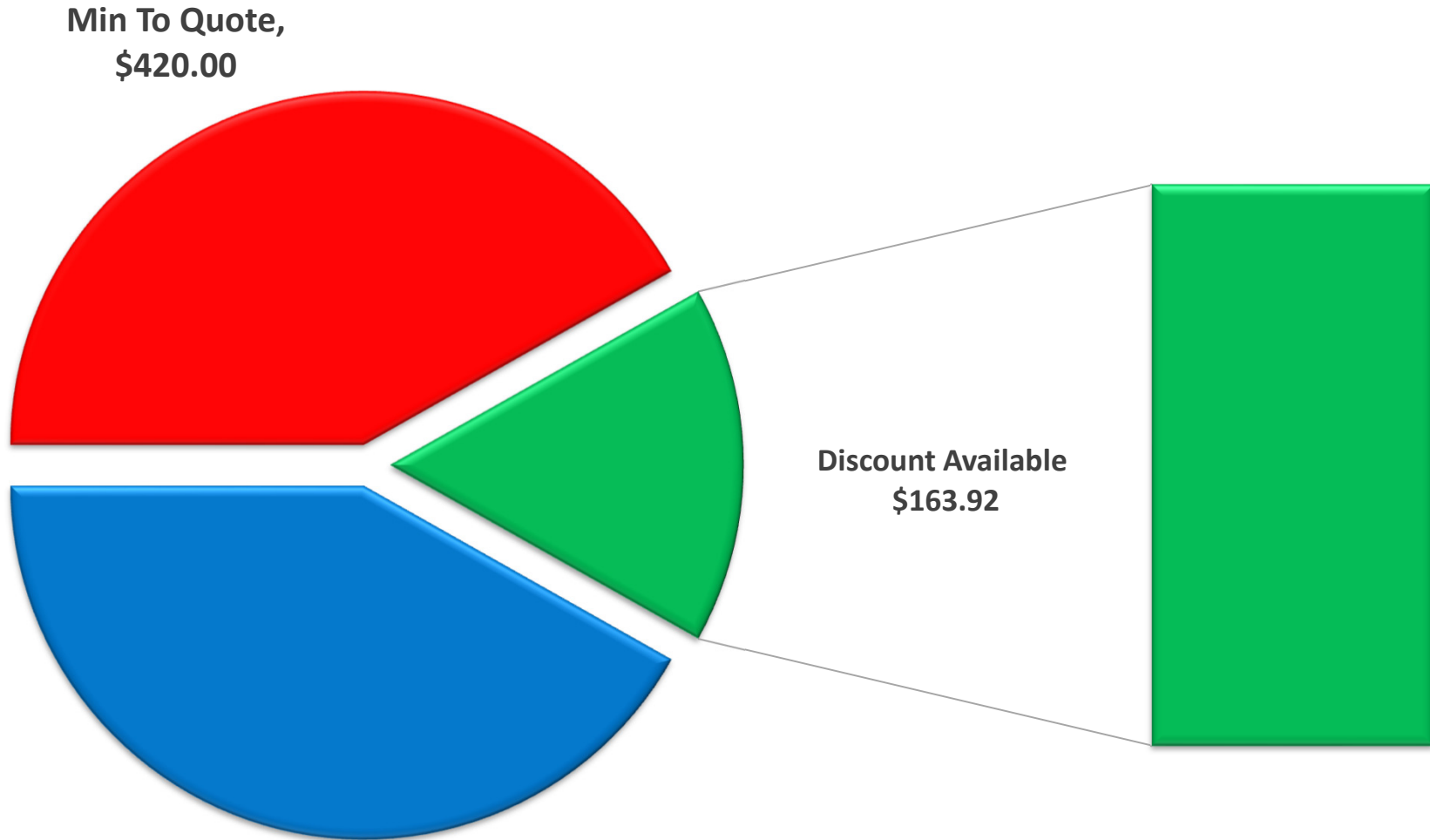
Target Monthly Profit: \$ 6,500.00
Earning months per year: 12

Target Annual Profit: \$78,000

Target Annual Costs: \$24,000



Results at a glance



Quote Amount
\$420.00

Min To Quote,
\$420.00

Discount Available
\$163.92

■ Quote Amount ■ Min To Quote ■ Discount Available ■

Job Bane Tyres, Inc.

Tradie Gauge™ Labour & Materials - SCOREBOARD - Are you making enough or what discount can you give?

| | Estimated Labour Costs Position | | |
|---------------------------------------|---------------------------------|-------------------|-----------|
| | Hourly | No. Hours Charged | \$ Total |
| Charge to Client (ph, hrs, tot) | \$ 120.00 | 1.00 | \$ 120.00 |
| Includes Call out Fee (in hours) | | 0.00 | |
| Av. rate to Workers (ph, tot) | \$ 60.00 | | \$ 60.00 |
| Average Mark-up (%) on labour | | | 100.00% |
| Gross Profit (%) on labour | | | 50.00% |
| Estimated Gross Profit (\$) on labour | | | \$ 60.00 |

| | | Real Labour Costs Position | |
|---|-----------------------|----------------------------|------------------------------|
| No. Hours Wasted | Allow Wasted Time (%) | Cost of wasted time | Start Labour Position |
| 0.05 | 5.00% | \$3.00 | \$ 60.00 |
| No. Hours with Twist | Twist Savings (%) | Benefit of Twist | After Waste & Twist |
| 0.10 | 10.00% | \$6.00 | \$ 57.00 |
| Warning: You are wasting some time | | | Net Waste & Twist |
| | | | \$ 3.00 |

| Materials | |
|----------------------|-----------|
| Materials Sell Price | \$ 300.00 |
| Materials Cost Price | \$ 150.00 |
| Mark-up (%) | 100.00% |
| Gross Profit % | 50.00% |



| Overheads and Target NP for LABOUR ONLY | | IN FRONT OR NOT |
|---|-----------------|--------------------|
| Overheads (per earning months) | \$ 2,000.00 | \$ 13.92 |
| Target Net Profit (TNP) (per earning months) | \$ 6,500.00 | In Front on GP :-) |
| Overheads cost (173.2 per month) | \$ 11.55 | |
| Target NP (173.2 per month) | \$ 37.53 | |
| Labour GP on this quote must exceed this | \$ 49.08 | |
| Est. Gross Profit on Labour this quote | \$ 63.00 | |

| Total Job Performance - the dollars | | | |
|-------------------------------------|-----------|-----------|-----------|
| Job Statistics | Labour | Materials | Total Job |
| Revenue Ratios | 29% | 71% | |
| Revenue | \$ 120.00 | \$ 300.00 | \$ 420.00 |
| Real Labour & Material Costs | \$ 57.00 | \$ 150.00 | \$ 207.00 |
| Likely Gross Profit (LGP) | \$ 63.00 | \$ 150.00 | \$ 213.00 |
| Gross Profit % | 52.50% | 50.00% | 50.71% |
| Overheads (this job) | \$ 11.55 | | \$ 11.55 |
| Net Profit after OHDS | \$ 51.45 | \$ 150.00 | \$ 201.45 |
| Target NP (TNP) (this job) | \$ 37.53 | | \$ 37.53 |
| Net Profit after OHDS & Target NP | \$ 13.92 | | \$ 163.92 |
| Real GP % after Ohds& TNP | 11.60% | 50.00% | 39.03% |
| Ahead or behind | \$ 13.92 | \$ - | \$ 163.92 |

| How near to the pin are you? | |
|--|------------------|
| Labour hours to reach breakeven (cover overheads) | 0.192 |
| Labour Sales \$ to reach breakeven (cover overheads) | \$ 23.09 |
| Labour Sales \$ to reach target Net Profit | \$ 98.15 |
| Actual Labour Hours Charged | 1.000 |
| How far ahead in hours without eating into ohds | 0.808 |
| Labour hours deficiency to reach Target NP (TNP) | 0.000 |
| Extra hours to expend to waste all the Likely Gross Profit | 3.550 |
| Extra hours to expend to when GP falls to 20% | 2.840 |
| On labour charge out you are this far ahead / behind | \$ 21.85 |
| Labour contribution to revenue on this job | \$ 120.00 |
| Materials contribution to revenue on this job | \$ 300.00 |
| Waste | \$ 3.00 |
| Benefits of Twist | \$ 6.00 |
| How much Twist benefit being eaten by waste | \$ 3.00 |
| HOW FAR AHEAD ARE YOU = Discount Available | \$ 163.92 |
| YOU MUST CHARGE THIS AS A MINIMUM | \$ 256.08 |
| YOU ARE CHARGING | \$ 420.00 |

| Traffic Lights - as a guide | | | |
|-------------------------------------|--------|-------------------------------|--------|
| Ahead on Labour \$ | RED | GP on the worker | GREEN |
| Ahead on Job \$ | GREEN | GP on the materials | GREEN |
| Reasonable rate to customer <=\$100 | YELLOW | Job maybe too big? (>=\$5000) | GREEN |
| Is labour rate too low? <=\$50 | GREEN | Job too small (<=\$500) | YELLOW |
| | | Is time idle? | GREEN |
| | | Is twist reasonable? | GREEN |
| | | Are ohds p/h > \$50? | GREEN |
| | | Are You Ahead? | GREEN |