Service Department Monthly Productivity and Compensation Analysis Central City Imports - <u>Before</u> Re-Organization



Department Manager	
16	Productive Employees
8.50%	Compensation %
\$11,098	Compensation Amount



Garry House & Assocoates Co.

	Advisor 1
489	Customers Per Month
23.3	Customers Per Day
1.23	Hours Per Customer
600	C-P & War. Hours
<u>200</u>	Internal Hours
800	Total Hours
\$52,500	C-P & War. Labor Sales
<u>\$15,000</u>	Internal Labor Sales
\$67,500	Total Labor Sales
\$45,900	Total Labor Gross
13.00%	Advisor Comp. %
\$5,967	Advisor Comp. Amount

	Advisor 2
396	Customers Per Month
18.9	Customers Per Day
1.39	Hours Per Customer
550	C-P & War. Hours
<u>200</u>	Internal Hours
750	Total Hours
\$48,125	C-P & War. Labor Sales
<u>\$15,000</u>	Internal Labor Sales
\$63,125	Total Labor Sales
\$42,925	Total Labor Gross
12.00%	Advisor Comp. %
\$5,151	Advisor Comp. Amount

	Advisor 3
315	Customers Per Month
15.0	Customers Per Day
1.68	Hours Per Customer
530	C-P & War. Hours
<u>200</u>	Internal Hours
730	Total Hours
\$46,375	C-P & War. Labor Sales
<u>\$15,000</u>	Internal Labor Sales
\$61,375	Total Labor Sales
\$41,735	Total Labor Gross
11.50%	Advisor Comp. %
\$4,800	Advisor Comp. Amount

Group 1 (5 Techs)	
800	Group Hours
160.0	Hours Per Tech.
32.00%	Tech. COS %
\$4,320	Avg. Tech. Comp.

Group 2 (4 Techs)	
750	Group Hours
187.5	Hours Per Tech.
32.00%	Tech. COS %
\$5,050	Avg. Tech. Comp.

Gr	Group 3 (4 Techs)		
730	Group Hours		
182.5	Hours Per Tech.		
32.00%	Tech. COS %		
\$4,910	Avg. Tech. Comp.		

Chart 1 - Case Study - Central City Imports