

CONTRACT TYPE SCENARIO ANALYSIS TOOL

Actual Plow #	20	Ave Plow \$ \$	10,000	Ave Plow #	20	Overhead \$ \$	200,000
Actual Salt #	40	Ave Salt \$ \$	20,000	Ave Salt #	40	Gross Margin	40%
Percentage	25%	Percentage	25%	Percentage	25%	Percentage	25%
Unlimited Seasonal Plow		Unlimited Seasonal Plow		Limited Seasonal Plow (Ave)		Per Visit Plow	
Unlimited Seasonal Salt		Per App Salt		Per App Salt		Per App Salt	
Revenue		Revenue		Revenue		Revenue	
Plow \$	50,000	Plow \$	50,000	Plow \$	50,000	Plow \$	50,000
Salt \$	200,000	Salt \$	200,000	Salt \$	200,000	Salt \$	200,000
Total \$	250,000	Total \$	250,000	Total \$	250,000	Total \$	250,000
Costs		Costs		Costs		Costs	
Direct \$	150,000	Direct \$	150,000	Direct \$	150,000	Direct \$	150,000
Overhead \$	50,000	Overhead \$	50,000	Overhead \$	50,000	Overhead \$	50,000
Total \$	200,000	Total \$	200,000	Total \$	200,000	Total \$	200,000
Net Profit \$	50,000	Net Profit \$	50,000	Net Profit \$	50,000	Net Profit \$	50,000
Net Margin	20%	Net Margin	20%	Net Margin	20%	Net Margin	20%
						Total	
						Plow \$	200,000
						Salt \$	800,000
						Total \$	1,000,000
						Costs	
						Direct \$	600,000
						Overhead \$	200,000
						Total \$	800,000
						Net Profit \$	200,000
						Net Margin	20%

Copyrighted by Pro-Motion Consulting. Visit myPMcTeam.com for more information.

