

Sample Price Matrices

****Parts prices vary greatly with location, type of business and your average customer, these are only provided as a guide.****

Example 1

<u>Parts Cost</u>	<u>Multiply By:</u>	<u>Gross Margin</u>
0- \$3.00	3.5	71.4%
\$3.01-\$6.00	3	66.7%
\$6.01-\$10.00	2.5	60%
\$10.01-\$75.00	2	50%
\$75.01-\$150.00	1.85	46%
\$150.01-\$300	1.75	43%
\$300.01-\$750	1.67	40%
\$750.01+	1.6	37.5%

Example 2

<u>Parts Cost</u>	<u>Multiply By:</u>	<u>Gross Margin</u>
0-\$3.00	3	66.7%
\$3.01-\$50	2.5	60%
\$50.01-\$100	2	50%
\$100.01-\$250	1.5	33.3%
\$250.01-\$500	1.33	24.8%
\$500.01+	1.25	20%

Example 3

<u>Parts Cost</u>	<u>Multiply By:</u>	<u>Gross Margin</u>
0-\$5.00	3.25	69.2%
\$5.01-\$10	2.5	60%
\$10.01-\$75	2.25	55.6%
\$75.01-\$150	2	50%
\$150.01-\$350	1.85	46%
\$350.01-\$750	1.54	35%
\$750.01+	1.5	33%

Example 4

<u>Parts Cost</u>	<u>Multiply By:</u>	<u>Gross Margin</u>
0-\$1.00	5.0	80%
\$1.01-\$10	3.33	70%
\$10.01-\$25	2.5	60%
\$25.01-\$50	2.2	55%
\$50.01-\$300	2.0	50%
\$300+	1.67	40%