

Daily Man Hour Guide

Sales	\$500	\$600	\$700	\$800	\$900	\$1,000	\$1,100	\$1,200	\$1,300
TOTAL HOURS	23	24	25	26	27	28	29.5	31.5	33
LABOR DOLLARS	\$230.00	\$240.00	\$250.00	\$260.00	\$270.00	\$280.00	\$295.00	\$315.00	\$330.00
LABOR %	46.00%	40.00%	35.71%	32.50%	30.00%	28.00%	26.82%	26.25%	25.38%
\$/Man Hour	\$21.74	\$25.00	\$28.00	\$30.77	\$33.33	\$35.71	\$37.29	\$38.10	\$39.39

Sales	\$1,400	\$1,500	\$1,600	\$1,700	\$1,800	\$1,900	\$2,000	\$2,100	\$2,200
TOTAL HOURS	34.5	36.5	39.5	40.5	42.5	44.5	46.5	48.5	50.5
LABOR DOLLARS	\$345.00	\$365.00	\$395.00	\$405.00	\$425.00	\$445.00	\$465.00	\$485.00	\$505.00
LABOR %	24.64%	24.33%	24.69%	23.82%	23.61%	23.42%	23.25%	23.10%	22.95%
\$/Man Hour	\$40.58	\$41.10	\$40.51	\$41.98	\$42.35	\$42.70	\$43.01	\$43.30	\$43.56

Sales	\$2,300	\$2,400	\$2,500	\$2,600	\$2,700	\$2,800	\$2,900	\$3,000	\$3,100
TOTAL HOURS	52.5	54.5	56	57.5	59	61.5	63	64.4	66
LABOR DOLLARS	\$525.00	\$545.00	\$560.00	\$575.00	\$590.00	\$615.00	\$630.00	\$644.00	\$660.00
LABOR %	22.83%	22.71%	22.40%	22.12%	21.85%	21.96%	21.72%	21.47%	21.29%
\$/Man Hour	\$43.81	\$44.04	\$44.64	\$45.22	\$45.76	\$45.53	\$46.03	\$46.58	\$46.97

Sales	\$3,200	\$3,300	\$3,400	\$3,500	\$3,600	\$3,700	\$3,800	\$3,900	\$4,000
TOTAL HOURS	67.5	69.5	71.5	73.5	75.5	77.5	79.5	81.5	83.5
LABOR DOLLARS	\$675.00	\$695.00	\$715.00	\$735.00	\$755.00	\$775.00	\$795.00	\$815.00	\$835.00
LABOR %	21.09%	21.06%	21.03%	21.00%	20.97%	20.95%	20.92%	20.90%	20.88%
\$/Man Hour	\$47.41	\$47.48	\$47.55	\$47.62	\$47.68	\$47.74	\$47.80	\$47.85	\$47.90

Sales	\$4,100	\$4,200	\$4,300	\$4,400	\$4,500	\$4,600	\$4,700	\$4,800	\$4,900
TOTAL HOURS	84.5	85.5	86.5	87.5	88.5	89.5	90.5	91.5	92.5
LABOR DOLLARS	\$845.00	\$855.00	\$865.00	\$875.00	\$885.00	\$895.00	\$905.00	\$915.00	\$925.00
LABOR %	20.61%	20.36%	20.12%	19.89%	19.67%	19.46%	19.26%	19.06%	18.88%
\$/Man Hour	\$48.52	\$49.12	\$49.71	\$50.29	\$50.85	\$51.40	\$51.93	\$52.46	\$52.97

Sales	\$5,000	\$5,100	\$5,200	\$5,300	\$5,400	\$5,500	\$5,600	\$5,700	\$5,800
TOTAL HOURS	94.5	95.5	96.5	97.5	98.5	99.5	100.5	101.5	102.5
LABOR DOLLARS	\$945.00	\$955.00	\$965.00	\$975.00	\$985.00	\$995.00	\$1005.00	\$1015.00	\$1025.00
LABOR %	18.90%	18.73%	18.56%	18.40%	18.24%	18.09%	17.95%	17.81%	17.67%
\$/Man Hour	\$52.91	\$53.40	\$53.89	\$54.36	\$54.82	\$55.28	\$55.72	\$56.16	\$56.59

Sales	\$5,900	\$6,000	\$6,100	\$6,200	\$6,300	\$6,400	\$6,500	\$6,600	\$6,700
TOTAL HOURS	103.5	104.5	105.5	106.5	107.5	108.5	109.5	110.5	111.5
LABOR DOLLARS	\$1035.00	\$1045.00	\$1055.00	\$1065.00	\$1075.00	\$1085.00	\$1095.00	\$1105.00	\$1115.00
LABOR %	17.54%	17.42%	17.30%	17.18%	17.06%	16.95%	16.85%	16.74%	16.64%
\$/Man Hour	\$57.00	\$57.42	\$57.82	\$58.22	\$58.60	\$58.99	\$59.36	\$59.73	\$60.09

Weekly Example

DAY	Tue	Wed	Thur	Fri	Sat	Sun	Mon	Total
Sales	\$1727	\$1427	\$1322	\$2180	\$1690	\$1263	\$1065	
Chart Hrs	40.5	34.5	33	50.5	40.5	33	29.5	261.5
Actual Hrs	32	39.1	36.23	45.55	42.17	34.03	32.04	261.1
+/-	-8.5	4.6	3.23	-4.95	1.67	1.03	2.54	-0.4

Drive Thru Stores

	+ Hours
Griffin	10%
Jackson	2 Daily
Barnesville	2 Daily