



PROFIT YOURSELF HEALTHY INC.

Earn more, worry less

Gross margins by Industry

Industry	Cost of Sales %	Gross Margin %
Accommodations	11.13	88.87
Accounting Tax services	39.89	60.11
Advertising Services	30.03	69.97
Agricultural	43.77	56.23
Amusement	22.04	77.96
Appliance dealer	67.50	32.50
Automotive repair	59.60	40.40
Automotive parts	62.47	37.53
Banking	8.7	91.30
Bars and Nightclubs	32.68	67.32
Beauty Shop	44.90	55.10
Beer Distributor	75	25
Beverage Manufacture	42.91	57.09
Blinds for windows	56.1	43.9
Body Shop	60.52	39.48
Boat Dealer	73.9	26.10
Bottled Water Delivery	56.38	43.62
Bridal Shop	59.46	40.54
Broadcasting	19.21	80.79
Building Construction	77.18	22.82
Car Dealers	85.60	14.48
Carpet Sales	63.71	36.29
Child Daycare	58.40	41.60
Church	33.57	66.43
Clothing Manufacture	61.58	38.42
Clothing Stores	51.54	48.46
Computer Design	28.09	71.91
Convenience Store	70	30
Dental	50.7	49.30
Education	13.44	86.56
Electronic store	69.24	30.76
Engineering Construction	70.01	29.99
Engineering Services	40.06	59.92
Entertainment	14.59	85.41
Equipment Manufacture	68.02	31.98
Fast Food Restaurant	40.5	59.50
Fencing	73.02	26.98
Fitness Facility	37.46	62.54
Food Services	37.70	62.30
Food Beverage Store	71.68	28.32
Forestry Logging	61.89	38.11
Funeral Home	42	58.00
Furniture Store	66	44



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Gas Station	88.22	11.78
General Stores	69.33	30.67
Golf Course	23.20	76.80
Grocery Store	80	20
Hardware Store	63.66	36.34
Healthcare	8.70	91.30
Home Store	57.11	42.98
Home Builders	76.80	23.20
Home Furnishings	61.60	38.40
Hospital	56.30	43.70
Insurance	29.29	70.71
Internet Service Provider	10.12	89.98
jewelry Store	50	50
Language School	47.8	52.2
Lawn Garden	59.70	40.30
Law Office	42.50	57.50
Liquor Store	74.70	25.30
Locksmith	65.97	44.09
Mattress Sales	59.45	40.55
Mobile Home Dealer	75.30	24.70
Motorcycle Dealer	76.91	23.09
Moving Business	63.58	36.42
Musical Instrument store	59.00	41.00
Nursing Care Facility	65.40	34.60
Office Machine Rental	40.56	59.44
Oil Gas Extraction	44.24	55.76
Outdoor Rec	56.72	43.28
Painting	68.70	31.30
Pawn Shop	48.03	51.97
Pest Control	35.59	64.41
Pharmacy	76.40	23.60
Power Generation	56.75	43.25
Publishing	22.96	77.04
Real estate broker	53.64	46.36
Renting Leasing	19.68	80.32
Rental Store	40.77	59.23
Research Development	36.30	63.70
Restaurant independent	41.42	58.58
Roofing Siding	69.52	30.48
Shoe Store	59.89	40.11
Spa Hot Tub	61.47	38.53
Staffing Services	13.49	86.51
Storage Units	46.16	53.84
Swimming Pool Const.	64.27	35.37



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Tire Shops	62.61	37.39
Trade Contractors	65.86	34.14
Transportation	31.94	68.06
Travel Services	35.57	64.42
TV & Audio	24.75	75.25
Utilities	28.81	71.19
Veterinary Service	39.60	60.40
Vocation	38.85	61.15
Waste Management	39.17	60.83
Water Purification	61.43	38.57
Wholesale Trade	77.30	22.70
Wood Manufacturing	70.92	29.08

Sources Butler Consultants Industry Statistics February 2016

paulweyland.com/gross_profit_margins.pdf