

“THE BOTTOM LINE”

on your invoice, what does it include?

These are “**SOME**” of the “**EXPENSES**” that it covers.

- 1/ **Profession Fees**, *[Accountants, Solicitors (drafting contracts, etc)]*
- 2/ **Staff training**, *[A government & OH&S requirement]*
- 3/ **Uniforms**,
[Personal Protective Equipment [PPE] a WorkSafe requirement]
- 4/ **Specialist Tools**, *[tension wrenches, large tools, thermal guns, etc]*
- 5/ **Insurances**, *[Vehicles, machinery, 3rd party, work quality]*
- 6/ **Initial equipment** **Purchase Repayments**
- 7/ **Rent or Lease payments**
- 8/ **Maintenance**, *[Dealers involvement, about \$4,000.00 per year. Oil and grease, costs now considerable, OH&S recommendation:- “equipment should be serviced by **qualified** people”]*
- 9/ **Administration**,
[office, accounts, activity records, Machinery Hygiene record books]
- 10/ **Wages**, *[including, sick leave, superannuation, Holiday & leave loadings 17.5% for staff and management]*
- 11/ **Freight**, *[moving equipment, acquiring spare parts etc]*
- 12/ **Regulations Compliance**,
[“Weedstop” cleaning on job, oversize signs, warning lights, first aid kits for every vehicle etc]
- 13/ **Bank Charges**, *[we all know what they are]*
- 14/ **Power**, *[workshop & office]*
- 15/ **Stationery**,
[consumables, pens, paper, printer inks, business cards, etc]
- 16/ **Licences & Association memberships**
[to travel to & from meetings, (time and fuel) and costs associated with meeting attendances (meals etc) and annual membership fees]

- 17/ **I.T. Costs,** *[computers, web site etc]*
- 18/ **Telephones,** *[mobiles & office]*
- 19/ **Loan equipment,**
[Hi-vis vests for clients to wear while you are there, safety signs and machinery gratuity considerations]
- 20/ **Consumables,**
[Net Wrap Twine, Silage Film, wasted Silage and Hay additives (not used in time)]
- 21/ **Spare Parts,** *[on hand, supply of tines, springs, shear pins, etc]*
- 22/ **Service manuals,**
- 23/ **Transport and non productive time,** *[The AACAInc estimates that 40% to 50% of the total job time is non productive, particularly in dairy areas which includes:- pre job inspections, travel to and from job during work, moving machinery to & from job, moving from paddock to paddock, while on site, waiting for the opportunity to work, for many reasons out of the operators control, farmer breakdowns, farmer inefficiencies, weather, material not ready, when you arrive on site, etc etc]*
- 24/ **Costs for service vehicle** *[tyres, fuel, maintenance, registration drivers wages whether family or not, still a cost, etc]*
- 25/ **\$ factor to cover inflation** *[and fund to replace equipment]*
- 26/ **The most expensive component:-** **FUEL**
- 27/ **Vehicle registrations and insurances**
*[Tractors, Trailers, Trucks, Service Vehicles, **and the bosses car!**]*
- 28/ **Living away from home expenses** *[meals accommodation etc]*
- 29/ **Advertising** *[local newspaper advertising, trade brochures etc]*

30/

Goods & Services Tax

TO LIST JUST A FEW