

**DEALERSHIP: Beyer Bros. Corp.**

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH
1	30599	2016	63144	V		
2	30594	2015	418396	V		
3	30616	Older	693171	V		
4	30628	Older	114740	Other		
5	31338	2017	80029	O		
6	31334	2014	28790	V		
7	31316	Older	108129	O		
8	31320	2015	248269	F	\$125.00	1.00
9	31323	Older	1446153	V		
10	31296	Older	186	V		
11	30707	Older	853334	V	\$149.00	1.00
12	31267	Older	558454	V		
13	31274	Older	175885	O	\$158.00	1.00
14	30949	Older	555785	V	\$2,038.20	12.90
15	31257	Older	542477	V		
16	31232	Older	367003	V		
17	31233	Older	482874	V		
18	31235	Older	38875	O		
19	31192	Older	206370	V	\$158.00	1.00
20	31199	Older	23218	O		
21	31203	Older	880175	V		
22	31206	Older	41470	O	\$1,437.00	9.10
23	31207	2015	373451	Volvo		
24	31170	Older	15863	Mack		
25	31172	Older	10711	Volvo		
26	31181	2014	567207	Volvo		
27	31185	2015	37000	Other		
28	31145	2015	41856	Volvo		

29	31146	2016	432051	Volvo		
30	31147	2015	391523	Volvo		
31	31163	2016	2868	Volvo		
32	31166	2015	733494	Volvo		
33	31125	2014	658124	Volvo		
34	30440	Older	406476	Volvo		
35	30460	Older	233873	Volvo		
36	30485	Older	167580	Other	\$149.00	1.00
37	30495	Older	233675	Other		
38	30508	Older	268553	Other		
39	30512	Older	197580	Other		
40	29997	Older	215372	Other		
41	30268	Older	141443	Other		
42	30287	Older	74863	Other		
43	30342	2016	436960	Volvo		
44	30391	Older	150091	Freightliner		
45	30425	Older	17914	Volvo		
46	30523	Older	328018	Volvo		
47	30560	2016	426377	Volvo		
48	30578	Older	21681	Other	\$279.80	2.02
49	30561	Older	696169	Volvo		
50	30576	Older	85325	Other	\$149.00	1.00
	50	16	305861		\$4,643.00	30.02

DATE: &-12-18

"M" LABOR	"M" FRH	"R" LABOR	"R" FRH	Cost Hours
		\$149.00	0.86	
		\$1,106.00	7.09	
		\$253.30	1.54	
		\$208.60	1.28	
		\$316.00	1.71	
\$312.50	250.00	\$987.50	7.90	
\$375.00	3.00	\$2,150.00	17.20	
		\$2,370.00	15.00	
\$250.00	2.00			
		\$1,185.00	7.50	
\$805.80	5.10			
		\$104.30	0.70	
		\$1,422.00	9.00	
\$395.00	2.50			
		\$2,370.00	15.00	
		\$2,062.50	16.50	
\$474.00	3.00	\$711.00	4.50	
		\$1,625.00	13.00	
\$553.00	3.50	\$869.00	5.50	
		\$284.40	1.80	
		\$647.80	4.10	
\$125.00	1.00			
\$1,525.00	12.20	\$1,262.50	10.74	
		\$884.40	4.67	
		\$237.00	2.70	
		\$474.00	3.00	

		\$426.60	2.81	
		\$1,659.00	10.50	
		\$94.80	0.60	
\$521.40	3.50	\$426.60	2.70	
		\$316.00	2.00	
\$268.20	1.80	\$1,057.90	7.10	
		\$4,470.00	30.00	
		\$1,072.80	7.20	
		\$1,236.70	8.30	
		\$566.20	7.42	
		\$1,639.00	11.93	
		\$11,992.20	85.17	
		\$298.00	2.00	
\$1,425.00	11.40	\$1,737.50	13.90	
		\$491.70	3.30	
		\$3,576.00	24.00	
		\$1,875.00	15.00	
\$74.50	0.50	\$1,192.00	8.00	
		\$1,580.00	10.00	
		\$596.00	4.00	
		\$1,892.30	12.70	
\$7,104.40	299.5	\$59,875.60	419.92	0.00

Cost \$'s	RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time
\$ 149.00	2/7/18 0:00	2/12/18 16:46	5.70	2/12/18 17:38
\$ 1,106.00	2/7/18 0:00	2/13/18 15:15	6.64	2/20/18 14:40
\$ 253.30	2/9/18 0:00	2/14/18 14:23	5.60	2/14/18 15:55
\$ 208.60	2/9/18 0:00	2/14/18 17:09	5.71	2/15/18 8:41
\$ 316.00	4/4/18 0:00	4/4/18 15:25	0.64	4/4/18 17:08
\$ 1,300.00	4/4/18 0:00	4/9/18 9:34	5.40	4/9/18 16:05
\$ 2,525.00	4/3/18 0:00	4/23/18 9:16	20.39	6/29/18 12:11
\$ 125.00	4/4/18 0:00	4/4/18 8:26	0.35	4/4/18 9:36
\$ 2,370.00	4/4/18 0:00	4/6/18 13:55	2.58	4/25/18 9:38
\$ 250.00	4/2/18 0:00	4/9/18 8:39	7.36	4/9/18 11:08
\$ 149.00	2/15/18 0:00	2/15/18 14:55	0.62	2/15/18 15:40
\$ 1,185.00	3/3/18 0:00	4/2/18 10:58	30.46	4/6/18 15:35
\$ 963.80	3/31/18 0:00	4/3/18 13:19	3.55	4/4/18 15:30
\$ 2,246.80	3/6/18 0:00	3/9/18 7:42	3.32	3/20/18 9:09
\$ 1,422.00	3/30/18 0:00	3/30/18 9:22	0.39	3/30/18 16:20
\$ 395.00	3/28/18 0:00	3/28/18 11:05	0.46	3/28/18 12:38
\$ 2,370.00	3/28/18 0:00	3/29/18 9:28	1.39	4/5/18 14:17
\$ 2,062.50	3/28/18 0:00	3/29/18 14:07	1.59	4/2/18 16:20
\$ 1,343.00	3/26/18 0:00	3/27/18 8:39	1.36	3/27/18 15:40
\$ 1,625.00	3/26/18 0:00	3/28/18 15:13	2.63	5/8/18 13:44
\$ 1,422.00	3/26/18 0:00	3/28/18 8:44	2.36	4/2/18 9:16
\$ 1,721.40	3/26/18 0:00	4/3/18 14:54	8.62	4/23/18 15:46
\$ 647.80	3/26/18 0:00	3/28/18 9:01	2.38	4/5/18 13:49
\$ 125.00	3/23/18 0:00	3/23/18 8:30	0.35	3/23/18 8:53
\$ 2,787.50	3/23/18 0:00	4/4/18 16:40	12.69	4/20/18 14:46
\$ 884.40	3/23/18 0:00	3/26/18 10:46	3.45	3/26/18 16:02
\$ 237.00	3/24/18 0:00	3/24/18 10:28	0.44	3/24/18 12:16
\$ 474.00	3/20/18 0:00	3/20/18 11:01	0.46	3/20/18 11:01

\$	426.60	3/20/18 0:00	3/20/18 13:22	0.56	3/20/18 15:20
\$	1,659.00	3/20/18 0:00	3/22/18 9:30	2.40	3/29/18 11:19
\$	94.80	3/22/18 0:00	3/22/18 11:11	0.47	3/22/18 11:24
\$	948.00	3/22/18 0:00	3/22/18 13:54	0.58	3/23/18 9:40
\$	316.00	3/19/18 0:00	3/19/18 10:01	0.42	3/19/18 11:36
\$	1,326.10	1/26/18 0:00	1/30/18 13:58	4.58	2/8/18 17:49
\$	4,470.00	1/29/18 0:00	1/29/18 7:51	0.33	2/14/18 12:34
\$	1,221.80	1/30/18 0:00	2/6/18 9:15	7.39	2/14/18 12:14
\$	1,236.70	1/31/18 0:00	2/1/18 15:36	1.65	2/6/18 16:28
\$	566.20	1/31/18 0:00	2/1/18 11:24	1.47	2/14/18 8:51
\$	1,639.00	1/31/18 0:00	1/31/18 17:44	0.74	2/9/18 15:39
\$	11,992.20	12/22/17 0:00	12/26/17 7:37	4.32	2/22/18 8:09
\$	298.00	1/15/18 0:00	1/16/18 12:58	1.54	1/24/18 8:45
\$	3,247.67	1/16/18 0:00	1/24/18 9:46	8.41	2/22/18 9:03
\$	491.70	1/19/18 0:00	1/30/18 9:16	11.39	1/30/18 15:53
\$	3,576.00	1/23/18 0:00	1/24/18 16:54	1.70	2/14/18 13:43
\$	1,875.00	1/25/18 0:00	1/29/18 9:09	4.38	2/2/18 9:36
\$	1,266.50	2/1/18 0:00	2/8/18 8:39	7.36	2/13/18 14:16
\$	1,580.00	2/5/18 0:00	2/14/18 9:00	9.38	2/20/18 16:36
\$	279.80	2/6/18 0:00	2/7/18 7:56	1.33	2/8/18 11:54
\$	596.00	2/5/18 0:00	2/9/18 11:51	4.49	2/14/18 15:27
\$	2,043.32	2/6/18 0:00	2/7/18 11:36	1.48	2/13/18 15:12
\$	71,814.49			213.26	

1st to Last	Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
0.04	2/13/18 0:00	0.27	6.00			
6.98	2/22/18 0:00	1.39	15.00			
0.06	2/17/18 0:00	2.34	8.00			
0.65	2/15/18 0:00	-0.36	6.00			
0.07	4/5/18 0:00	0.29	1.00			
0.27	4/10/18 0:00	0.33	6.00			
67.12	6/29/18 0:00	-0.51	87.00			
0.05	4/4/18 0:00	-0.40	-			
18.82	4/3/18 0:00	-22.40	(1.00)			
0.10	4/10/18 0:00	0.54	8.00			
0.03	2/15/18 0:00	-0.65	-			
4.19	4/9/18 0:00	2.35	#NAME?			
1.09	4/5/18 0:00	0.35	5.00			
11.06	3/21/18 0:00	0.62	15.00			
0.29	4/2/18 0:00	2.32	3.00			
0.06	3/28/18 0:00	-0.53	-			
7.20	4/9/18 0:00	3.40	12.00			
4.09	4/4/18 0:00	1.32	7.00			
0.29	3/28/18 0:00	0.35	2.00			
40.94	5/9/18 0:00	0.43	44.00			
5.02	4/2/18 0:00	-0.39	7.00			
20.04	4/25/18 0:00	1.34	30.00			
8.20	4/9/18 0:00	3.42	14.00			
0.02	3/23/18 0:00	-0.37	-			
15.92	4/26/18 0:00	5.38	34.00			
0.22	3/27/18 0:00	0.33	4.00			
0.07	3/27/18 0:00	2.49	3.00			
-	3/20/18 0:00	-0.46	-			

0.08	3/20/18 0:00	-0.64	-			
7.08	3/30/18 0:00	0.53	10.00			
0.01	3/22/18 0:00	-0.47	-			
0.82	3/23/18 0:00	-0.40	1.00			
0.07	3/19/18 0:00	-0.48	-			
9.16	2/9/18 0:00	0.26	14.00			
16.20	2/14/18 0:00	-0.52	16.00			
8.12	2/26/18 0:00	11.49	27.00			
5.04	2/8/18 0:00	1.31	8.00			
12.89	2/16/18 0:00	1.63	16.00			
8.91	2/12/18 0:00	2.35	12.00			
58.02	2/28/18 0:00	5.66	68.00			
7.82	2/7/18 0:00	13.64	23.00			
28.97	2/27/18 0:00	4.62	42.00			
0.28	2/9/18 0:00	9.34	21.00			
20.87	2/16/18 0:00	1.43	24.00			
4.02	2/2/18 0:00	-0.40	8.00			
5.23	2/14/18 0:00	0.41	13.00			
6.32	2/22/18 0:00	1.31	17.00			
1.17	2/8/18 0:00	-0.50	2.00			
5.15	2/16/18 0:00	1.36	11.00			
6.15	2/14/18 0:00	0.37	8.00			
425.28		55.47	694.00	0	0	0

Printing Options: 1. Click on appropriate button (may take several seconds to execute).  
 2. Print file.

## REPAIR ORDER ANALYSIS RE

DEALERSHIP: Beyer Bros. Corp.

	<b>"C"</b>	<u>\$4,643.00</u>	÷	<u>30.0</u>	<b>FRHs</b>	=
	<b>"M"</b>	<u>\$7,104.40</u>	÷	<u>299.5</u>	<b>FRHs</b>	=
	<b>"R"</b>	<u>\$59,875.60</u>	÷	<u>419.9</u>	<b>FRHs</b>	=
	<b>TOTAL</b>	<u>\$71,623.00</u>	÷	<u>749.4</u>	<b>FRHs</b>	=
<b>Projected CP E.L.R.</b>						<b>Difference</b>

<b>TOT LABOR SALES</b>	<u>\$71,623.00</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=
<b>TOTAL FRHs</b>	<u>749.4</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=
<b>TOTAL C.O.L.</b>	<u>\$71,814.49</u>	÷	<b>TOT. LABOR</b>	<u>\$71,623</u>	=
<b>1-ITEM ROs</b>	<u>0</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=
<b>Average Mileage</b>	<u>305861</u>				

<b>"C" FRHs</b>	<u>30.0</u>	÷	<b>TOTAL FRHs</b>	<u>749.4</u>	=
<b>"M" FRHs</b>	<u>299.5</u>	÷	<b>TOTAL FRHs</b>	<u>749.4</u>	=
<b>"R" FRHs</b>	<u>419.9</u>	÷	<b>TOTAL FRHs</b>	<u>749.4</u>	=

MODEL YEAR MIX			Cou
<u>Year</u>	<u>Count</u>	<u>%</u>	<u>Freightliner</u>

<b>2017</b>	<u>1</u>	<u>2.0%</u>
<b>2016</b>	<u>5</u>	<u>10.0%</u>
<b>2015</b>	<u>7</u>	<u>14.0%</u>
<b>2014</b>	<u>3</u>	<u>6.0%</u>
<b>Older</b>	<u>34</u>	<u>68.0%</u>
<b>TOTALS</b>	<u>50</u>	<u>100%</u>

**Peterbilt**  
**Kenworth**  
**Mack**  
**International**  
**Volvo**  
**Other**  
**Total**

**Estimates** \_\_\_\_\_  
**Estimate %** \_\_\_\_\_

Days

**Average Open to First**

4.27

**Average Last to Invoice**

**Median Open to First**

2.39

**Median Last to Invoice**

**Average First to Last**

**Median First to Last**



# CAP

DATE:           &-12-18          

<u>\$154.66</u>	<b>AVERAGE "C" E.L.R.</b>
<u>\$23.72</u>	<b>AVERAGE "M" E.L.R.</b>
<u>\$142.59</u>	<b>AVERAGE "R" E.L.R.</b>
<u>\$95.57</u>	<b>AVERAGE "CP" E.L.R.</b>
<u><b>\$95.57</b></u>	

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<u>\$1,432.46</u>	<b>LABOR PER RO AVERAGE</b>
<u>14.99</u>	<b>FRHs PER RO AVERAGE</b>
<u>100%</u>	<b>COST OF SALE</b>
<u>0%</u>	<b>ONE ITEM ROs</b>

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<u>4.0%</u>	<b>COMPETITIVE LABOR</b>
<u>40.0%</u>	<b>MAINTENANCE LABOR</b>
<u>56.0%</u>	<b>REPAIR LABOR</b>

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<b>nt</b>	<b>Mix</b>
<u>1</u>	5% F

<u>0</u>	0% <b>P</b>
<u>0</u>	0% <b>K</b>
<u>0</u>	0% <b>M</b>
<u>0</u>	0% <b>I</b>
<u>14</u>	67% <b>V</b>
<u>6</u>	29% <b>O</b>
<u>21</u>	100%
<u>42.0%</u>	

Days

1.1093055556

0.42

Days

8.5055833333

4.61

Days

**Average Cycle Time** 13.88

**Median Cycle Time** #NAME?



alership **PROFIT**

Yes

No



<b>Rear Brakes per axle</b>
\$210.00
\$300.00
\$510.00
\$255.00
<b>-\$255.00</b>



<b>TOTAL</b>	<b>\$0.00</b>

Miscellaneous, machine, supplies, etc.	
TOTAL SELLING PRICE (w/out tax)	\$ -
Selling Price vs. Market Difference	\$ (255.00)
ELR	#DIV/0!
Current Labor GP %	
Tech cost to maintain current GP%	#DIV/0!
Labor GP	\$ -
Parts GP	\$ -
TOTAL GP	\$ -



	\$0.00	0.0%
	\$0.00	0.0%
	\$0.00	0.0%
	\$0.00	0.0%
	\$0.00	

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per hour



\$0.00
\$0.00
\$0.00
\$0.00
\$0.00