

Terry Hamilton

DEALERSHIP: Peterbilt Pacific Inc- Surrey Branch

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH	"M" LABOR
1	S166588	2015	300384	P			\$104.30
2	S166612	2014	211900	P	\$104.30	0.7	\$581.10
3	S166685	2015	196822	P	\$1,014.30	6.3	\$327.80
4	S166709	2014	724807	K			\$773.80
5	S166747	2017	93508	P	\$193.79	1.30	
6	S166777	Older	308518	P			\$95.40
7	S166833	2016	183868	P			
8	S166840	Older	28873	O	\$703.70	4.72	\$1,326.10
9	S166854	Older	304522	P	\$163.90	1.80	\$2,205.20
10	S166861	Older	199067	O	\$399.99	2.68	
11	S166876	Older	383306	O			\$208.60
12	S166979	Older	129472	O	\$399.99	2.68	
13	S167054	2017	12872	P			
14	S167059	2014	282198	P			
15	S167078	2015	219057	P			
16	S167105	2014	1194870	P			\$178.80
17	S167118	Older	699493	P	\$193.70	1.30	
18	S167120	2017	163950	P	\$448.95	3.01	\$89.40
19	S167121	2017	170165	P	\$448.95	3.01	\$506.60
20	S167125	2017	268017	P	\$445.50	3.30	\$82.50
21	S167133	2015	813997	P	\$672.45	4.51	\$327.80
22	S167141	2015	880036	P	\$699.60	4.40	
23	S167144	2015	467489	Peterbilt			\$417.20
24	S167154	2015	67365	Peterbilt	\$523.45	3.51	\$163.90
25	S167158	2016	391760	Peterbilt			\$312.90
26	S167162	2014	445459	Peterbilt			\$270.30
27	S167170	2017	13623	Peterbilt			
28	S167209	2016	464970	Peterbilt			\$610.90

29	S167214	2017	390216	Peterbilt			\$208.60
30	S167216	2017	34628	Peterbilt			\$178.80
31	S167220	2015	201093	Peterbilt	\$254.45	1.71	\$2,518.10
32	S167221	2015	164860	Peterbilt	\$74.50	0.50	\$789.70
33	S167234	2014	504926	Peterbilt	\$849.30	5.70	
34	S167237	Older	1126172	Peterbilt			
35	S167255	2016	67228	Peterbilt	\$272.70	1.83	
36	S167267	Older	605306	Peterbilt	\$610.90	4.10	
37	S167269	Older	1746260	Peterbilt	\$178.80	1.20	\$302.10
38	S167273	Older	635810	Peterbilt	\$421.70	2.83	\$626.30
39	S167276	2016	164075	Peterbilt	\$493.65	3.31	\$238.40
40	S167280	Older	596505	Peterbilt			\$4,216.70
41	S167286	2015	200242	Peterbilt			
42	S167295	Older	1073400	Peterbilt	\$223.50	1.50	\$104.30
43	S167304	Older	154658	Peterbilt	\$89.40	0.60	\$193.70
44	S167351	Older	1210587	Peterbilt			\$238.50
45	S167359	Older	414324	Peterbilt			
46	S167371	2015	630854	Peterbilt	\$193.70	1.30	\$74.50
47	S167385	2017	277866	Peterbilt	\$448.95	3.01	\$342.70
48	S167392	2015	104223	Peterbilt			
49	S167438	2017	26130	Peterbilt	\$193.70	1.30	\$79.00
50	S167448	2016	540343	Peterbilt	\$193.70	1.30	
	0	34	409801		\$10,911.52	73.42	\$18,694.00

DATE: July 14, 2018

"M" FRH	"R" LABOR	"R" FRH	Cost Hours	Cost \$'s	RO Open Date
0.70	\$779.10	4.90	5.60	\$ 255.36	5/24/18 19:08
3.90			6.20	\$ 244.41	5/25/18 19:31
2.20			8.80	\$ 337.95	5/30/18 10:23
5.30	\$1,211.80	8.30	14.50	\$ 618.33	5/30/18 20:24
			1.80	\$ 39.94	6/1/18 10:52
0.60	\$1,574.18	9.90	10.50	\$ 471.96	6/2/18 14:53
	\$651.90	4.10	4.10	\$ 187.46	6/6/18 18:06
5.09	\$5,898.90	37.10	50.90	\$ 2,339.76	6/7/18 9:38
14.80			19.60	\$ 629.37	6/7/18 18:55
			3.70	\$ 168.72	6/8/18 11:07
1.40			1.40	\$ 63.84	6/18/18 19:08
			2.70	\$ 123.12	6/15/18 8:09
	\$208.60	1.40	1.40	\$ 65.86	6/20/18 10:23
	\$1,192.50	7.50	7.50	\$ 344.30	6/20/18 12:09
	\$769.10	4.90	4.90	\$ 229.06	6/21/18 7:57
1.20			1.20	\$ 54.72	6/22/18 8:23
			1.50	\$ 68.40	6/22/18 16:42
0.60	\$74.50	0.50	3.80	\$ 173.28	6/23/18 8:13
3.70	\$74.50	0.50	6.90	\$ 314.64	6/23/18 8:22
0.61			3.70	\$ 168.72	6/23/18 11:32
2.20			6.80	\$ 310.08	6/25/18 9:07
	\$6,837.00	33.00	51.70	\$ 2,198.84	6/25/18 14:32
2.80			3.60	\$ 164.16	6/25/18 15:50
1.10			4.40	\$ 184.23	6/25/18 20:55
2.10			2.10	\$ 46.60	6/26/18 7:40
1.70			1.70	\$ 77.52	6/26/18 8:53
	\$595.20	3.80	3.80	\$ 173.28	6/26/18 14:22
4.10			4.10	\$ 128.70	6/28/18 15:30

1.40			1.40	\$ 63.84	6/28/18 16:22
1.20			1.20	\$ 49.25	6/28/18 20:52
16.90	\$244.40	1.60	20.60	\$ 896.50	6/28/18 10:27
5.30			6.30	\$ 305.52	6/28/18 23:03
			4.70	\$ 214.32	6/29/18 19:46
	\$333.90	2.10	2.10	\$ 95.76	6/29/18 21:45
			2.00	\$ 44.39	7/3/18 11:34
	\$1,431.00	9.00	12.50	\$ 534.89	7/3/18 14:33
1.90			3.10	\$ 132.70	7/3/18 15:20
4.20	\$238.50	1.50	10.70	\$ 392.46	7/3/18 17:32
1.60	\$206.70	1.30	6.70	\$ 303.24	7/3/18 23:35
28.30	\$864.20	5.80	35.80	\$ 1,597.37	7/4/18 9:09
	\$349.80	2.20	2.20	\$ 100.32	7/4/18 14:16
0.70			2.20	\$ 96.95	7/4/18 8:31
1.30			1.90	\$ 74.79	7/4/18 23:05
2.10	\$312.90	1.50	4.20	\$ 175.11	7/6/18 9:54
	\$365.70	2.30	2.30	\$ 104.88	7/7/18 12:35
0.50			1.80	\$ 65.66	7/9/18 14:18
2.30			5.30	\$ 243.84	7/10/18 8:40
	\$238.50	1.50	1.50	\$ 37.63	7/10/18 15:40
0.53			1.80	\$ 66.78	7/12/18 10:58
	\$143.10	0.90	2.60	\$ 119.42	7/13/18 9:41
122.3	\$24,595.98	145.60	371.80	\$ 15,898.23	

1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last	Invoice Date
5/24/18 17:05	(0.09)	5/26/18 0:08	1.29	6/18/18 0:00
5/24/18 17:05	(1.10)	5/26/18 0:08	1.29	6/8/18 0:00
5/30/18 7:30	(0.12)	5/30/18 14:03	0.27	7/10/18 0:00
5/30/18 19:32	(0.04)	6/4/18 8:25	4.54	6/28/18 0:00
6/1/18 9:31	(0.06)	6/1/18 11:20	0.08	6/12/18 0:00
6/2/18 11:49	(0.13)	6/4/18 19:12	2.31	7/10/18 0:00
6/6/18 17:11	(0.04)	6/6/18 22:31	0.22	6/8/18 0:00
6/7/18 9:00	(0.03)	6/18/18 13:38	11.19	7/11/18 0:00
6/7/18 17:30	(0.06)	6/12/18 8:48		7/6/18 0:00
6/18/18 9:31	9.93	6/8/18 13:46	(9.82)	7/11/18 0:00
6/18/18 21:20	0.09	6/8/18 22:43	(9.94)	6/8/18 0:00
6/15/18 8:24	0.01	6/15/18 11:07	0.11	7/11/18 0:00
6/20/18 10:14	(0.01)	6/20/18 14:26	0.18	6/26/18 0:00
6/20/18 11:44	(0.02)	6/20/18 23:00	0.47	6/26/18 0:00
6/21/18 7:30	(0.02)	6/21/18 15:13	0.32	6/26/18 0:00
6/22/18 7:30	(0.04)	6/22/18 8:45	0.05	6/26/18 0:00
6/22/18 18:33	0.08	6/22/18 20:00	0.06	6/26/18 0:00
6/23/18 10:43	0.10	6/23/18 7:26	(0.14)	6/27/18 0:00
6/23/18 7:29	(0.04)	6/23/18 16:12	0.36	6/26/18 0:00
6/23/18 10:43	(0.03)	6/23/18 14:56	0.18	6/27/18 0:00
6/25/18 7:32	(0.07)	6/25/18 15:05	0.31	6/27/18 0:00
6/25/18 13:05	(0.06)	7/5/18 11:41	9.94	7/5/18 0:00
6/25/18 15:55	0.00	6/25/18 19:32	0.15	7/3/18 0:00
6/25/18 19:32	(0.06)	6/25/18 22:48	0.14	6/26/18 0:00
6/26/18 7:49	0.01	6/26/18 9:56	0.09	6/26/18 0:00
6/26/18 9:38	0.03	6/26/18 15:30	0.24	6/26/18 0:00
6/26/18 11:57	(0.10)	6/26/18 17:44	0.24	6/28/18 0:00
6/28/18 5:34	(0.41)	6/29/18 11:38	1.25	7/13/18 0:00

6/28/18 18:47	0.10	6/28/18 20:09	0.06	7/10/18 0:00
6/28/18 17:49	(0.13)	6/28/18 19:02	0.05	7/10/18 0:00
6/28/18 18:34	0.34	6/29/18 23:38	1.21	7/10/18 0:00
6/28/18 22:48	(0.01)	6/29/18 15:38	0.70	7/9/18 0:00
6/29/18 15:18	(0.19)	6/29/18 20:03	0.20	7/13/18 0:00
6/29/18 20:32	(0.05)	6/29/18 22:38	0.09	7/11/18 0:00
7/3/18 10:57	(0.03)	7/3/18 13:29	0.11	7/13/18 0:00
7/3/18 14:00	(0.02)	7/4/18 13:53	1.00	7/13/18 0:00
7/3/18 14:53	(0.02)	7/3/18 16:00	16:00	7/13/18 0:00
7/3/18 16:29	(0.04)	7/4/18 11:34	0.80	7/13/18 0:00
7/3/18 23:20	(0.01)	7/5/18 12:01	1.53	7/13/18 0:00
7/4/18 8:14	(0.04)	7/6/18 10:45	2.10	7/6/18 0:00
7/4/18 13:55	(0.01)	7/4/18 16:10	0.09	7/13/18 0:00
7/4/18 19:06	0.44	7/5/18 23:57	1.20	7/13/18 0:00
7/4/18 21:03	(0.08)	7/5/18 21:30	1.02	7/13/18 0:00
7/6/18 20:06	0.43	7/6/18 23:36	0.15	7/13/18 0:00
7/7/18 11:30	(0.05)	7/7/18 14:23	0.12	7/9/18 0:00
7/9/18 13:57	(0.01)	7/9/18 15:42	0.07	7/19/18 0:00
7/10/18 7:30		7/11/18 8:01	1.02	7/13/18 0:00
7/10/18 15:12	(0.02)	7/10/18 16:00	0.03	7/13/18 0:00
7/12/18 15:55	0.21	7/12/18 21:23	0.23	7/13/18 0:00
7/13/18 9:07	(0.02)	7/13/18 15:24	0.26	7/13/18 0:00
	8.53		28.09	

Printing Options: 1. Click on
2. Print file.

Last to Invoice	Cycle Time	1 ITEM RO'S		
22.99	24.20	No		
12.99	13.19	No		
40.41	40.57	No		
23.65	28.15	No		
10.53	10.55	Yes		
35.20	37.38	No		
1.06	1.25	Yes		
22.43	33.60	No		
23.63	23.57	No		
32.43	32.54	No		
-0.95	(10.80)	No		
25.54	25.66	No		
5.40	5.57	No		
5.04	5.49	Yes		
4.37	4.67	No		
3.64	3.65	Yes		
3.17	3.30	Yes		
3.69	3.66	No		
2.32	2.65	No		
3.38	3.52	No		
1.37	1.62	No		
-0.49	9.39	No		
7.19	7.34	No		
0.05	0.13	No		
-0.41	(0.32)	Yes		
-0.65	(0.37)	Yes		
1.26	1.40	No		
13.52	14.35	No		

DEALERSHIP:

"C"

"M"

"R"

TOTAL

Projected CP E.L.R.

TOT LABOR SALES

TOTAL FRHS

TOTAL C.O.L.

1-ITEM ROs

Average Mileage

I

Year

11.16	11.32	Yes			
11.21	11.13	Yes			
10.02	11.56	No			
9.35	10.04	No			
13.16	13.18	No			
11.06	11.09	Yes			
9.44	9.52	No			
8.42	9.39	No			
9.33	9.98	No			
8.52	9.27	No			
7.50	9.02	No			
-0.45	1.62	No			
8.33	8.41	Yes			
7.00	8.65	No			
7.10	8.04	No			
6.02	6.59	No			
1.40	1.48	Yes			
9.35	9.40	No			
1.67	2.69	No			
2.33	2.35	Yes			
0.11	0.54	No			
-0.64	(0.40)	No			
454.14	490.77	0	0	0	0

2017

2016

2015

2014

Older

TOTALS

Estimates

Estimate %

Average Open to First

Median Open to First

appropriate button (may take several seconds to execute).

REPAIR ORDER ANALYSIS RECAP

Peterbilt Pacific Inc- Surrey Branch

DATE: 14-Jul-18

<u>\$10,911.52</u>	÷	<u>73.4</u>	FRHs	=	<u>\$148.62</u>	AVERAGE "C" E.L.
<u>\$18,694.00</u>	÷	<u>122.3</u>	FRHs	=	<u>\$152.82</u>	AVERAGE "M" E.L.
<u>\$24,595.98</u>	÷	<u>145.6</u>	FRHs	=	<u>\$168.93</u>	AVERAGE "R" E.L.
<u>\$54,201.50</u>	÷	<u>341.4</u>	FRHs	=	<u>\$158.79</u>	AVERAGE "CP" E.L.
<u> </u>					Difference	<u>\$158.79</u>

<u>\$54,201.50</u>	÷	TOTAL RO's	<u>0</u>	=	<u>#DIV/0!</u>	LABOR PER RO AV
<u>341.4</u>	÷	TOTAL RO's	<u>0</u>	=	<u>#DIV/0!</u>	FRHs PER RO AVE
<u>\$15,898.23</u>	÷	TOT. LABOR	<u>\$54,202</u>	=	<u>29%</u>	COST OF SALE
<u>0</u>	÷	TOTAL RO's	<u>0</u>	=	<u>0%</u>	ONE ITEM ROS
<u>409801</u>						

"C" FRHs	<u>73.4</u>	÷	TOTAL FRHs	<u>341.4</u>	=	<u>21.5%</u>	COMPETITIVE LAE
"M" FRHs	<u>122.3</u>	÷	TOTAL FRHs	<u>341.4</u>	=	<u>35.8%</u>	MAINTENANCE LA
"R" FRHs	<u>145.6</u>	÷	TOTAL FRHs	<u>341.4</u>	=	<u>42.7%</u>	REPAIR LABOR

MODEL YEAR MIX

Count	%	Freightliner	Count	Mix
			<u>0</u>	0% F

10	#DIV/0!
6	#DIV/0!
12	#DIV/0!
6	#DIV/0!
16	#DIV/0!
50	#DIV/0!

Peterbilt	17	81% P
Kenworth	0	0% K
Mack	0	0% M
International	0	0% I
Volvo	0	0% V
Other	4	19% O
Total	21	100%
	#DIV/0!	

Days

#DIV/0!
(0.03)

Average Last to Invoice

Median Last to Invoice

Average First to Last

Median First to Last

Days

#DIV/0!

7.15

Days

#DIV/0!

0.24

A



Yes

No

.R.

.R.

.R.

L.R.

VERAGE

IRAGE

3OR

IBOR

Days

Average Cycle Time #DIV/0!

Median Cycle Time 8.53

COMPETITIVE MAINTENANCE PRICING SUMMARY

Competitor	Phone		Diagnose Check Engine Light	Bendix AD-SP Air dryer service	Battery Service	Clutch adjustmet	3 axle alignment
M&S Truck Repair- Malkeet	Vlvo	Independent	\$180.00	\$280.26	\$90.00	\$35.00	N/A
Alquip Industries Ltd- Grant		Independent	\$120.00	\$245.26	\$85.00	\$110.00	N/A
Ace Truck & Equipment- Rick		Independent	N/A	\$246.64	\$112.75	\$112.75	\$550.00
First Truck Center- Vancouver		Freightliner	\$160.00	\$298.00	\$149.00	\$119.20	\$399.00
Pacific Heavy truck Group		Volvo	\$120.00	\$350.55	\$240.00	\$120.00	N/A
Pacific Heavy truck Group		Mack	\$120.00	\$350.55	\$240.00	\$120.00	N/A
Kal Tire Ltd.		Independent	N/A	N/A	\$75.00	\$65.00	\$360.00
Inland Keworth Ltd- Langley		Kenworth	\$0.00	\$227.88	\$140.00	\$70.00	\$500.00
TOTAL		\$0.00	\$700.00	\$1,999.14	\$1,131.75	\$751.95	\$1,809.00
AVERAGE COMPETITIVE PRICE Divide by total number of items		#DIV/0!	\$116.67	\$285.59	\$141.47	\$93.99	\$452.25
OUR CURRENT PRICE Regular price, not specials			\$159.00	\$253.40	\$149.00	\$44.70	\$447.00
DIFFERENCE		#DIV/0!	\$42.33	-\$32.19	\$7.53	-\$49.29	-\$5.25

MVI	Rear Brakes per axle
\$150.00	\$546.48
\$200.00	\$566.70
\$275.00	\$558.60
\$199.00	\$877.00
\$199.00	\$666.00
\$199.00	\$666.00
\$175.00	\$904.20
\$230.00	\$553.66
\$1,627.00	\$5,338.64
\$203.38	\$667.33
\$299.95	\$679.00
\$96.58	\$11.67

TOTAL	\$118.21

Miscellaneous, machine, supplies, etc.	\$ 27
TOTAL SELLING PRICE (w/out tax)	\$ 833.43
Selling Price vs. Market Difference	\$ 166.10
ELR	\$ 168.89
Current Labor GP %	69%
Tech cost to maintain current GP%	\$ 52.36
Labor GP	\$ 246.58
Parts GP	\$ 140.65
TOTAL GP	\$ 387.23

	\$0.00	42.9%
	\$0.00	42.9%
	\$0.00	42.9%
	\$0.00	42.9%
	\$328.18	

per hour

\$0.00
\$0.00
\$0.00
\$0.00
\$468.83