

DEALERSHIP: MOTOR TRUCKS | BELLINGHAM

DATE:

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH	"M" LABOR	"M" FRH	"R" LABOR	"R" FRH
1	318389	Older	211114	O	\$255.00	1.70	\$65.00	2.10		
2	318447	Older	42025	F					\$320.00	1.60
3	318466	Older		O	\$2,700.00	19.00			\$450.00	3.00
4	318505	2015	126120	F	\$300.00	2.60	\$30.00	0.20	\$268.00	1.70
5	318520	Older	249658	I	\$450.00	3.00	\$168.80	2.60		
6	318525	2016	138902	F	\$556.50	5.00				
7	318528	Older	107822	K	\$391.00	3.40				
8	318532	Older	328227	I	\$315.00	2.10				
9	318557	2015	224089	P	\$240.00	1.60	\$181.40	2.60		
10	318535	Older	337261	I	\$3,045.00	20.30	\$314.90	4.40	\$2,495.00	15.70
11	318536	Older	940286	I	\$368.00	4.30	\$23.00	0.20	\$667.00	5.80
12	318537	Older	61026	I	\$218.50	1.90	\$181.40	1.60		
13	318542	Older		O	\$75.00	0.40				
14	318549	Older	186587	I	\$0.00	0.90			\$896.00	5.60
15	318551	Older	64966	O	\$1,002.50	6.10				
16	318557	2015	224089	P	\$240.00	1.60	\$181.40	2.60		
17	318562	Older	987104	P					\$2,100.00	16.20
18	318563	Older	641127	K	\$150.00	2.80				
19	318565	2015	284582	F	\$185.50	2.00				

20	318566	2014	499125	V						\$336.00	2.10
21	318571	2017	201336	K	\$270.00	1.80	\$181.40	2.10			
22	318572	2017	201336	O	\$465.00	3.10	\$55.00	1.00			
23	318573	2016	61062	F	\$495.00	2.40	\$168.80	2.50			
24	318581	Older	174565	K			\$181.40	3.00			
25	318603	Older	278764	I	\$870.00	5.80					
26	318609	Older	32896	F						\$704.00	4.40
27	318611	Older	496338	F	\$150.00	0.20	\$179.00	1.60			
28	318612	Older	1164298	K	\$900.00	7.70				\$2,070.00	21.50
29	318613	2015	51380	O	\$225.00	1.50	\$168.80	2.50		\$464.00	2.90
30	318614	2016	19000	I						\$336.00	2.10
31	318615	Older	348665	M	\$45.00	0.30					
32	318625	Older	43269	O	\$789.00	8.50				\$510.00	3.40
33	318628	2017	54157	F	\$210.00	1.40					
34	318639	Older	583835	I	\$285.00	1.90				\$300.00	2.00
35	318641	Older	67508	O	\$270.00	1.80					
36	318652	Older	192774	I	\$600.00	4.00				\$128.00	0.80
37	318653	Older	96985	I			\$603.80	5.70			
38	318654	Older	236327	K	\$465.00	3.10					
39	318657	2014	502876	V			\$181.40	3.40			
40	318658	Older		O	\$120.00	1.10	\$112.00	0.80		\$480.00	3.20
41	318660	Older	68416	O						\$795.00	5.30
42	318662	2014	27544	F			\$393.80	4.70			
43	318664	Older	492127	F			\$179.00	1.50			
44	318665	Older	765153	O	\$60.00	0.40	\$79.50	0.90			

45	318667	2016	32292	K			\$68.00	1.50		
46	318669	Older	413119	K	\$450.00	2.90				
47	318673	Older	180002	O	\$54.00	0.60				
48	318680	Older	281350	I	\$180.00	1.20				
49	318693	Older	6270	O	\$50.00	0.40			\$725.00	5.80
50	318720	Older	388935	K					\$224.00	1.40
	50	15	279078		\$17,445.00	128.80	\$3,697.80	47.5	\$14,268.00	104.50

July 11, 2018

Cost Hours	Cost \$'s	RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
3.80		5/12/18 16:55	5/14/18 21:01	2.17	5/17/18 11:04	2.59
1.60		5/22/18 9:03	5/22/18 9:13	0.01	5/22/18 15:46	0.27
22.00		5/24/18 10:16	5/24/18 1:00	(0.39)	6/22/18 20:55	29.83
4.50		5/30/18 9:22	5/30/18 11:50	0.10	6/2/18 1:07	2.55
5.60		6/1/18 9:19	6/1/18 14:11	0.20	6/8/18 18:45	7.19
5.00		6/1/18 13:22	6/1/18 15:45	0.10	6/1/18 21:10	0.23
3.40		6/2/18 10:09	6/2/18 10:22	0.01	6/2/18 14:17	0.16
2.10		6/4/18 8:30	6/4/18 16:27	0.33	6/4/18 18:30	0.09
4.20		6/7/18 12:46	6/7/18 13:28	0.03	6/7/18 20:24	0.29
40.40		6/4/18 9:57	6/4/18 14:02	0.17	6/13/18 16:56	9.12
10.30		6/4/18 12:40	6/4/18 20:30	0.33	6/6/18 1:00	1.19
3.50		6/4/18 12:45	6/4/18 21:44	0.37	6/5/18 1:16	0.15
0.40		6/5/18 9:01	6/5/18 9:25	0.02	6/5/18 9:51	0.02
6.50		6/6/18 10:27	6/6/18 13:26	0.12	6/9/18 13:27	3.00
6.10		6/6/18 14:34	6/6/18 16:23	0.08	6/7/18 8:54	0.69
4.20		6/7/18 12:46	6/7/18 13:28	0.03	6/7/18 20:24	0.29
16.20		6/7/18 15:27	6/7/18 19:23	0.16	6/19/18 11:28	11.67
2.80		6/7/18 15:42	6/7/18 16:27	0.03	6/8/18 0:31	0.34
2.00		6/8/18 8:19	6/8/18 8:00	(0.01)	6/8/18 10:00	0.08

2.10		6/8/18 8:57	6/8/18 13:22	0.18	6/9/18 10:27	0.88
3.90		6/8/18 14:45	6/8/18 14:45	-	6/8/18 19:01	0.18
4.10		6/8/18 14:48	6/8/18 19:01	0.18	6/8/18 23:06	0.17
4.90		6/8/18 17:48	6/9/18 7:57	0.59	6/18/18 12:21	9.18
3.00		6/11/18 11:55	6/11/18 16:22	0.19	6/11/18 19:20	0.12
5.80		6/14/18 13:39	6/14/18 14:50	0.05	6/16/18 16:16	2.06
4.40		6/15/18 9:30	6/15/18 12:42	0.13	6/20/18 15:53	5.13
1.80		6/15/18 10:53	6/15/18 18:17	0.31	6/15/18 20:04	0.07
29.20		6/15/18 10:56	6/15/18 9:40	(0.05)	6/25/18 11:00	10.06
6.90		6/15/18 11:20	6/15/18 13:27	0.09	6/26/18 10:31	10.88
2.10		6/15/18 13:23	6/15/18 15:11	0.08	6/18/18 11:36	2.85
0.30		6/15/18 14:49	6/15/18 14:45	(0.00)	6/15/18 15:00	0.01
11.90		6/18/18 11:31	6/18/18 13:58	0.10	6/22/18 11:18	3.89
1.40		6/18/18 14:45	6/18/18 14:47	0.00	6/18/18 20:30	0.24
3.90		6/19/18 20:43	6/19/18 20:30	(0.01)	6/20/18 1:25	0.20
1.80		6/20/18 8:34	6/20/18 9:35	0.04	6/20/18 11:21	0.07
4.80		6/21/18 9:17	6/21/18 13:12	0.16	6/21/18 22:00	0.37
5.70		6/21/18 9:29	6/21/18 13:29	0.17	6/21/18 19:40	0.26
3.10		6/21/18 9:34	6/22/18 13:37	1.17	6/22/18 11:51	(0.07)
3.40		6/21/18 13:20	6/21/18 19:40	0.26	6/21/18 23:02	0.14
5.10		6/21/18 15:25	6/22/18 7:57	0.69	6/27/18 23:08	5.63
5.30		6/21/18 16:21	6/22/18 9:27	0.71	6/27/18 19:22	5.41
4.70		6/22/18 9:06	6/25/18 1:29	2.68	6/26/18 22:02	1.86
1.50		6/22/18 11:35	6/22/18 14:28	0.12	6/22/18 15:54	0.06
1.30		6/22/18 11:36	6/22/18 15:54	0.18	6/22/18 19:04	0.13

1.50		6/22/18 18:25	6/22/18 19:31	0.05	6/22/18 21:04	0.06
2.90		6/22/18 23:56	6/23/18 12:54	0.54	6/29/18 22:05	6.38
0.60		6/25/18 7:42	6/25/18 7:32	(0.01)	6/25/18 8:10	0.03
1.20		6/25/18 13:41	6/25/18 13:42	0.00	6/25/18 14:56	0.05
6.20		6/26/18 13:28	6/26/18 12:45	(0.03)	6/28/18 8:50	1.84
1.40		6/28/18 0:16	6/28/18 16:49	0.69	6/28/18 18:14	0.06
280.80	\$ -			13.12		137.94

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

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
6/28/18 23:59	42.54	47.29	No		
6/7/18 23:59	16.34	16.62	No		
6/29/18 23:59	7.13	36.57	No		
6/29/18 23:59	27.95	30.61	Yes		
6/13/18 23:59	5.22	12.61	No		
6/6/18 23:59	5.12	5.44	Yes		
6/6/18 23:59	4.40	4.58	Yes		
6/28/18 23:59	24.23	24.65	No		
6/22/18 23:59	15.15	15.47	Yes		
6/22/18 23:59	9.29	18.58	No		
6/15/18 23:59	9.96	11.47	No		
6/6/18 23:59	1.95	2.47	No		
6/5/18 23:59	0.59	0.62	Yes		
6/11/18 23:59	2.44	5.56	No		
6/22/18 23:59	15.63	16.39	No		
6/22/18 23:59	15.15	15.47	No		
6/19/18 23:59	0.52	12.36	Yes		
6/13/18 23:59	5.98	6.35	Yes		
6/13/18 23:59	5.58	5.65	No		

REF

DEALERSHIP: MOTOR TRUCKS | BE

"C" \$17,445.00

"M" \$3,697.80

"R" \$14,268.00

TOTAL \$35,410.80

Projected CP E.L.R.

TOT LABOR SALES \$35,410.80

TOTAL FRHS 280.8

TOTAL C.O.L. \$0.00

1-ITEM ROS 21

Average Mileage 279078

6/13/18 23:59	4.56	5.63	Yes		
6/28/18 23:59	20.21	20.38	No		
6/13/18 23:59	5.04	5.38	No		
6/22/18 23:59	4.48	14.26	No		
6/15/18 23:59	4.19	4.50	Yes		
6/21/18 23:59	5.32	7.43	Yes		
6/20/18 23:59	0.34	5.60	No		
6/22/18 23:59	7.16	7.55	No		
6/28/18 23:59	3.54	13.54	No		
6/29/18 23:59	3.56	14.53	No		
6/21/18 23:59	3.52	6.44	Yes		
6/22/18 23:59	7.37	7.38	Yes		
6/22/18 23:59	0.53	4.52	No		
6/22/18 23:59	4.15	4.38	Yes		
6/20/18 23:59	0.94	1.14	No		
6/20/18 23:59	0.53	0.64	Yes		
6/25/18 23:59	4.08	4.61	No		
6/22/18 23:59	1.18	1.60	No		
6/22/18 23:59	0.51	1.60	No		
6/22/18 23:59	1.04	1.44	Yes		
6/28/18 23:59	1.04	7.36	No		
6/28/18 23:59	1.19	7.32	Yes		
6/29/18 23:59	3.08	7.62	No		
6/25/18 23:59	3.34	3.52	Yes		
6/29/18 23:59	7.20	7.52	No		

"C" FRHs
"M" FRHs
"R" FRHs

MODEL YEAR MIX

<u>Year</u>	<u>Count</u>
2017	3
2016	4
2015	5
2014	3
Older	35
TOTALS	50

Estimates
Estimate %

Days

Average Open to First	0.26
Median Open to First	0.11

6/25/18 23:59	3.12	3.23	Yes		
6/29/18 23:59	0.08	7.00	Yes		
6/25/18 23:59	0.66	0.68	Yes		
6/28/18 23:59	3.38	3.43	No		
6/29/18 23:59	1.63	3.44	No		
6/28/18 23:59	0.24	0.99	Yes		
	322.37	473.43	21	0	0

on (may take several seconds to execute).

PAIR ORDER ANALYSIS RECAP

WELLINGHAM

DATE: 11-Jul-18

÷	<u>128.8</u>	FRHs	=	<u>\$135.44</u>	AVERAGE "C" E.L.R.
÷	<u>47.5</u>	FRHs	=	<u>\$77.85</u>	AVERAGE "M" E.L.R.
÷	<u>104.5</u>	FRHs	=	<u>\$136.54</u>	AVERAGE "R" E.L.R.
÷	<u>280.8</u>	FRHs	=	<u>\$126.11</u>	AVERAGE "CP" E.L.R.
		Difference		<u>\$126.11</u>	

÷	TOTAL RO's	<u>50</u>	=	<u>\$708.22</u>	LABOR PER RO AVERAGE
÷	TOTAL RO's	<u>50</u>	=	<u>5.62</u>	FRHs PER RO AVERAGE
÷	TOT. LABOR	<u>\$35,411</u>	=	<u>0%</u>	COST OF SALE
÷	TOTAL RO's	<u>50</u>	=	<u>42%</u>	ONE ITEM ROs

<u>128.8</u> ÷ TOTAL FRHs	<u>280.8</u>	=	<u>45.9%</u>	COMPETITIVE LABOR
<u>47.5</u> ÷ TOTAL FRHs	<u>280.8</u>	=	<u>16.9%</u>	MAINTENANCE LABOR
<u>104.5</u> ÷ TOTAL FRHs	<u>280.8</u>	=	<u>37.2%</u>	REPAIR LABOR

	Count	Mix
Freightliner	<u>10</u>	20% F
Peterbilt	<u>3</u>	6% P
Kenworth	<u>9</u>	18% K
Mack	<u>1</u>	2% M
International	<u>12</u>	24% I
Volvo	<u>2</u>	4% V
Other	<u>13</u>	26% O
Total	<u>50</u>	100%
	<u>100.0%</u>	

	<u>Days</u>	<u>Days</u>
Average Last to Invoice	6.4474166667	Average Cycle Time 9.468652778
Median Last to Invoice	4.11	Median Cycle Time 6.39
	<u>Days</u>	
Average First to Last	2.7588333333	
Median First to Last	0.29	



Unlocking Commercial Dealership **PROFIT**

Yes

No

COMPETITIVE MAINTENANCE PRICING S

Competitor	Phone		Diagnose Check Engine Light	PM - Heavy Lube, change engine oil and filters only	ISX Cummins In Frame Overhaul	15.5 Solo Clutch replacement Fuller 10 speed	3 axle alignment
Freightliner			\$59.95	\$320.00	\$30,000.00	\$4,000.00	\$450.00
Peterbilt					\$27,000.00	\$3,800.00	
Dukes				\$375.00			
Fleet service			\$0.00	\$325.00		\$3,200.00	
Kenworth					\$29,000.00	\$3,800.00	\$450.00
TA America				\$250.00			
Loves				\$295.00			
IK truck			\$50.00	\$310.00			
Zenders			\$55.00	\$315.00	\$25,000.00	\$3,000.00	
Justins repair			\$160.00	\$340.00	\$30,000.00	\$3,000.00	\$450.00
TOTAL		\$0.00	\$324.95	\$2,530.00	\$141,000.00	\$20,800.00	\$1,350.00
AVERAGE COMPETITIVE PRICE Divide by total number of items		#DIV/0!	\$64.99	\$316.25	\$28,200.00	\$3,466.67	\$450.00
OUR CURRENT PRICE Regular price, not specials			\$59.95	\$349.00	\$29,000.00	\$3,900.00	\$556.50
DIFFERENCE		#DIV/0!	-\$5.04	\$32.75	\$800.00	\$433.33	\$106.50

UMMARY

AC Service	Rear Brakes per axle			
\$145.00	\$404.00			
\$130.00				
	\$410.00			
\$219.00	\$420.00			
	\$395.00			
\$195.00	\$400.00			
\$250.00	\$670.00			
\$939.00	\$2,699.00	\$0.00	\$0.00	\$0.00
\$187.80	\$449.83	#DIV/0!	#DIV/0!	#DIV/0!
\$244.90	\$670.00	\$0.00	\$0.00	\$0.00
\$57.10	\$220.17	#DIV/0!	#DIV/0!	#DIV/0!

TOTAL	\$239.59

Miscellaneous, machine, supplies, etc.	\$ 30
TOTAL SELLING PRICE (w/out tax)	\$ 902.18
Selling Price vs. Market Difference	\$ 502.18
ELR	\$ 76.92
Current Labor GP %	
Tech cost to maintain current GP%	\$ 76.92
Labor GP	\$ 108.15
Parts GP	\$ 246.85
TOTAL GP	\$ 355.00

	\$0.00	51.5%
	\$0.00	51.5%
	\$0.00	51.5%
	\$0.00	51.5%
	\$479.18	

per hour

Target GP%
Price

\$146.15

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$ 146.15

Selling
Price

\$496.82

\$229.21

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00
\$0.00
\$0.00
\$0.00
\$726.03