

DEALERSHIP: Tom Nehl Truck Company

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH	"M" LABOR
1	313536	2015	108469	O	\$0.00	0.00	\$240.00
2	313544	2017	20860	F	\$65.00	1.00	\$280.00
3	313547	2016	55044	I	\$113.75	1.75	\$0.00
4	313550	2016	51103	F	\$0.00	0.00	\$0.00
5	313553	2017	27360	O	\$182.65	2.81	\$0.00
6	313554	Older		F	\$0.00	0.00	\$0.00
7	313559	2016	54777	I	\$248.05	2.97	\$600.00
8	313560	Older	58504	O	\$371.95	4.67	\$0.00
9	313562	Older	214464	I	\$120.00	1.00	\$0.00
10	313563	Older	761282	O	\$133.90	2.06	\$0.00
11	313564	2016	310391	F	\$0.00	0.00	\$0.00
12	313566	2016	345111	F	\$0.00	0.00	\$0.00
13	313568	Older	851198	F	\$0.00	0.00	\$250.00
14	313569	2014	738353	F	\$0.00	0.00	\$0.00
15	313578	Older	736577	F	\$0.00	0.00	\$0.00
16	313579	Older	1227333	F	\$0.00	0.00	\$0.00
17	313581	Older	1381000	F	\$0.00	0.00	\$490.00
18	313583	2014	668497	F	\$0.00	0.00	\$60.00
19	313584	Older	967488	F	\$0.00	0.00	\$0.00
20	313585		1		\$90.00	0.75	\$0.00
21	313587	Older	182146	I	\$0.00	0.00	\$240.00
22	313588	Older		F	\$0.00	0.00	\$0.00
23	313592	2016	344775	F	\$0.00	0.00	\$1,150.00
24	313594	2017	37473	F	\$159.25	2.45	\$250.00
25	313598	Older	693270	F	\$130.00	2.00	\$50.00
26	313600	2017	232988	F	\$159.25	2.45	\$0.00
27	313601	Older	247549	F	\$0.00	0.00	\$1,860.00
28	313604		819	F	\$0.00	0.00	\$0.00

29	313607	2016	363583	F	\$0.00	0.00	\$0.00
30	313611	2014	242660	F	\$0.00	0.00	\$250.00
31	313612	2015	68513	F	\$0.00	0.00	\$0.00
32	313614		32011	F	\$177.45	2.73	\$330.00
33	313615	Older	46015	F	\$0.00	0.00	\$0.00
34	313616	2016	311687	F	\$0.00	0.00	\$0.00
35	313618		0	O	\$65.00	1.00	\$0.00
36	313619	Older	543592	F	\$0.00	0.00	\$0.00
37	313620	2017	138085	F	\$0.00	0.00	\$0.00
38	313622	2017	50106	I	\$217.20	1.81	\$268.00
39	313626	2017	16003	F	\$0.00	0.00	\$0.00
40	313632	2014	630487	F	\$0.00	0.00	\$330.00
41	313633	Older	1238409	F	\$139.75	2.15	\$0.00
42	313634	Older	8574	F	\$133.90	2.33	\$0.00
43	313635	Older	423629	F	\$0.00	0.00	\$0.00
44	313636	2014	557677	F	\$0.00	0.00	\$0.00
45	313638	Older	595638	F	\$0.00	0.00	\$0.00
46	313639	Older	649285	F	\$0.00	0.00	\$0.00
47	313645	2015	466289	F	\$0.00	0.00	\$0.00
48	313651	Older	189201	O	\$0.00	0.00	\$1,615.00
49	313658	Older	173410	O	\$0.00	0.00	\$0.00
50	313659	Older	96592	O	\$0.00	0.00	\$0.00
	50	23	357464		\$2,507.10	33.93	\$8,263.00

DATE: July 18, 2018

"M" FRH	"R" LABOR	"R" FRH	Cost Hours	Cost \$'s	RO Open Date
2.00	\$0.00	0.00	2.14	\$ 54.56	6/21/18 0:00
2.75	\$0.00	0.00	6.08	\$ 103.36	6/22/18 0:00
0.00	\$0.00	0.00	2.32	\$ 36.47	6/22/18 0:00
0.00	\$330.00	3.00	3.90	\$ 90.13	6/22/18 0:00
0.00	\$0.00	0.00	2.27	\$ 65.00	6/22/18 0:00
0.00	\$275.00	1.00	0.77	\$ 30.61	6/22/18 0:00
5.00	\$0.00	0.00	3.78	\$ 76.70	6/25/18 0:00
0.00	\$0.00	0.00	4.16	\$ 67.03	6/25/18 0:00
0.00	\$0.00	0.00	0.50	\$ 13.25	6/25/18 0:00
0.00	\$0.00	0.00	3.90	\$ 70.77	6/25/18 0:00
0.00	\$1,020.00	9.13	11.36	\$ 242.13	6/25/18 0:00
0.00	\$120.00	1.00	0.32	\$ 8.64	6/25/18 0:00
2.50	\$1,680.00	14.00	21.01	\$ 529.89	6/25/18 0:00
0.00	\$3,120.00	26.20	28.22	\$ 709.89	6/25/18 0:00
0.00	\$330.00	2.75	2.88	\$ 64.88	6/25/18 0:00
0.00	\$1,667.50	14.50	13.50	\$ 270.24	6/25/18 0:00
4.50	\$0.00	0.00	6.67	\$ 116.53	6/26/18 0:00
0.50	\$0.00	0.00	0.40	\$ 6.60	6/26/18 0:00
0.00	\$120.00	1.77	1.14	\$ 19.44	6/26/18 0:00
0.00	\$0.00	0.00	1.12	\$ 14.56	6/26/18 0:00
2.00	\$0.00	0.00	1.73	\$ 46.71	6/26/18 0:00
0.00	\$250.00	1.00	0.89	\$ 24.03	6/26/18 0:00
10.00	\$0.00	0.00	8.97	\$ 148.89	6/26/18 0:00
2.50		4.50	10.11	\$ 130.89	6/26/18 0:00
0.50	\$0.00	0.00	4.52	\$ 68.34	6/26/18 0:00
0.00	\$0.00	0.00	2.80	\$ 38.43	6/27/18 0:00
15.50	\$120.00	1.00	19.05	\$ 264.45	6/27/18 0:00
0.00	\$120.00	1.00	0.45	\$ 11.93	6/27/18 0:00

0.00	\$420.00	3.67	3.70	\$ 71.27	6/27/18 0:00
2.50	\$0.00	0.00	4.44	\$ 82.61	6/28/18 0:00
0.00	\$180.00	1.50	1.33	\$ 35.25	6/28/18 0:00
3.50	\$0.00	0.00	8.31	\$ 197.04	6/28/18 0:00
0.00	\$150.00	1.00	0.42	\$ 10.92	6/28/18 0:00
0.00	\$120.00	1.00	0.35	\$ 9.45	6/28/18 0:00
0.00	\$0.00	0.00	1.94	\$ 32.02	6/28/18 0:00
0.00	\$120.00	1.00	0.17	\$ 4.42	6/28/18 0:00
0.00	\$210.00	1.75	1.65	\$ 44.55	6/28/18 0:00
2.65	\$0.00	0.00	4.07	\$ 69.19	6/28/18 0:00
0.00	\$150.00	1.25	1.01	\$ 40.15	6/28/18 0:00
2.75	\$120.00	1.00	6.82	\$ 170.00	6/29/18 0:00
0.00	\$540.00	4.50	5.17	\$ 144.78	6/29/18 0:00
0.00	\$1,200.00	10.00	11.57	\$ 207.51	6/29/18 0:00
0.00	\$300.00	5.00	4.86	\$ 114.93	6/29/18 0:00
0.00	\$115.00	1.27	1.87	\$ 56.58	6/29/18 0:00
0.00	\$600.00	5.00	3.95	\$ 56.75	6/29/18 0:00
0.00	\$390.00	3.25	3.18	\$ 84.27	6/29/18 0:00
0.00	\$240.00	2.00	1.92	\$ 43.20	6/29/18 0:00
13.50	\$0.00	0.00	15.07	\$ 268.24	6/29/18 0:00
0.00	\$540.00	4.50	3.88	\$ 89.24	7/2/18 0:00
0.00	\$600.00	4.00	6.12	\$ 147.11	7/2/18 0:00
72.7	\$15,147.50	132.54	256.76	\$ 5,303.83	

1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last	Invoice Date
6/21/18 14:27	0.60	6/21/18 15:00	0.02	6/22/18 0:00
6/22/18 8:30	0.35	6/22/18 15:27	0.29	6/22/18 0:00
6/22/18 14:02	0.58	6/22/18 16:09	0.09	6/22/18 0:00
6/25/18 6:57	3.29	7/2/18 13:53	7.29	7/2/18 0:00
6/22/18 14:38	0.61	6/22/18 16:54	0.09	6/22/18 0:00
6/22/18 13:18	0.55	6/22/18 14:04	0.03	6/22/18 0:00
6/25/18 7:00	0.29	7/5/18 12:52	10.24	7/5/18 0:00
6/25/18 8:39	0.36	6/25/18 14:37	0.25	6/25/18 0:00
6/25/18 8:12	0.34	6/25/18 8:43	0.02	6/25/18 0:00
6/25/18 10:40	0.44	6/25/18 15:25	0.20	6/25/18 0:00
6/25/18 12:50	0.53	6/29/18 13:35	4.03	6/29/18 0:00
6/25/18 11:13	0.47	6/25/18 11:32	0.01	6/25/18 0:00
6/25/18 13:16	0.55	6/29/18 7:57	3.78	6/29/18 0:00
6/27/18 13:21	2.56	7/11/18 10:18	13.87	7/11/18 0:00
6/26/18 9:23	1.39	6/26/18 13:22	0.17	6/26/18 0:00
6/26/18 11:05	1.46	6/29/18 17:37	3.27	6/29/18 0:00
6/26/18 8:12	0.34	6/26/18 15:39	0.31	6/26/18 0:00
6/26/18 12:14	0.51	6/26/18 12:38	0.02	6/26/18 0:00
6/26/18 9:23	0.39	6/26/18 10:52	0.06	6/26/18 0:00
6/26/18 12:37	0.53	6/26/18 13:44	0.05	6/26/18 0:00
6/26/18 13:28	0.56	6/26/18 15:12	0.07	6/26/18 0:00
6/26/18 10:52	0.45	6/26/18 12:50	0.08	6/26/18 0:00
6/26/18 15:21	0.64	7/11/18 7:42	14.68	7/11/18 0:00
6/26/18 14:02	0.58	6/27/18 16:32	1.10	6/27/18 0:00
6/27/18 10:31	1.44	6/28/18 10:14	0.99	6/28/18 0:00
6/27/18 10:04	0.42	6/27/18 13:45	0.15	6/27/18 0:00
6/27/18 14:52	0.62	6/28/18 17:21	1.10	6/29/18 0:00
6/27/18 15:40	0.65	6/27/18 16:07	0.02	6/27/18 0:00

6/27/18 16:38	0.69	6/28/18 8:49	0.67	6/29/18 0:00
6/28/18 7:30	0.31	6/28/18 13:24	0.25	6/28/18 0:00
6/28/18 8:56	0.37	6/28/18 11:55	0.12	6/28/18 0:00
6/28/18 11:16	0.47	6/29/18 2:07	0.62	6/29/18 0:00
6/28/18 11:38	0.48	6/28/18 12:03	0.02	6/28/18 0:00
6/28/18 12:41	0.53	6/28/18 13:02	0.01	6/28/18 0:00
6/28/18 12:49	0.53	6/28/18 13:11	0.02	6/28/18 0:00
6/28/18 14:26	0.60	6/28/18 14:36	0.01	6/28/18 0:00
6/28/18 14:33	0.61	6/28/18 16:12	0.07	7/6/18 0:00
6/29/18 12:39	1.53	6/29/18 16:43	0.17	7/2/18 0:00
6/29/18 14:56	1.62	6/29/18 15:41	0.03	6/29/18 0:00
6/29/18 11:00	0.46	7/2/18 17:44	3.28	7/5/18 0:00
6/29/18 8:25	0.35	6/29/18 15:40	0.30	6/29/18 0:00
6/29/18 9:05	0.38	7/5/18 13:02	6.16	7/5/18 0:00
7/2/18 8:34	3.36	7/6/18 12:06	4.15	7/6/18 0:00
6/29/18 13:04	0.54	6/29/18 14:56	0.08	6/29/18 0:00
7/2/18 8:34	3.36	7/3/18 14:56	1.27	7/3/18 0:00
7/2/18 7:10	3.30	7/2/18 10:21	0.13	7/2/18 0:00
6/29/18 13:35	0.57	6/29/18 15:30	0.08	6/29/18 0:00
6/29/18 17:37	0.73	7/5/18 17:41	6.00	7/6/18 0:00
7/2/18 9:56	0.41	7/2/18 15:48	0.24	7/5/18 0:00
7/2/18 10:40	0.44	7/5/18 7:44	2.88	7/5/18 0:00
	43.19		88.86	

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

Last to Invoice	Cycle Time	1 ITEM RO'S		
0.38	1.00	Yes		
-0.64	-	No		
-0.67	-	Yes		
-0.58	10.00	Yes		
-0.70	-	Yes		
-0.59	-	Yes		
-0.54	10.00	No		
-0.61	-	No		
-0.36	-	Yes		
-0.64	-	Yes		
-0.57	4.00	No		
-0.48	-	Yes		
-0.33	4.00	No		
-0.43	16.00	No		
-0.56	1.00	Yes		
-0.73	4.00	No		
-0.65	-	No		
-0.53	-	No		
-0.45	-	No		
-0.57	-	Yes		
-0.63	-	Yes		
-0.53	-	Yes		
-0.32	15.00	No		
-0.69	1.00	No		
-0.43	2.00	No		
-0.57	-	Yes		
0.28	2.00	No		
-0.67	-	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

0.63	2.00	No			
-0.56	-	Yes			
-0.50	-	Yes			
-0.09	1.00	No			
-0.50	-	Yes			
-0.54	-	Yes			
-0.55	-	Yes			
-0.61	-	Yes			
7.32	8.00	Yes			
2.30	4.00	No			
-0.65	1.00	Yes			
2.26	6.00	No			
-0.65	-	No			
-0.54	6.00	No			
-0.50	7.00	Yes			
-0.62	-	No			
-0.62	4.00	Yes			
-0.43	3.00	Yes			
-0.65	-	Yes			
0.26	7.00	No			
2.34	3.00	No			
-0.32	3.00	Yes			
(7.05)	125.00		1	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

Tom Nehl Truck Company

DATE: 18-Jul-18

<u>\$2,507.10</u>	÷	<u>33.9</u>	FRHs	=	<u>\$73.89</u>	AVERAGE "C" E.L.
<u>\$8,263.00</u>	÷	<u>72.7</u>	FRHs	=	<u>\$113.74</u>	AVERAGE "M" E.L.
<u>\$15,147.50</u>	÷	<u>132.5</u>	FRHs	=	<u>\$114.29</u>	AVERAGE "R" E.L.
<u>\$25,917.60</u>	÷	<u>239.1</u>	FRHs	=	<u>\$108.39</u>	AVERAGE "CP" E.L.
<u> </u>			Difference		<u>\$108.39</u>	

<u>\$25,917.60</u>	÷	TOTAL RO's	<u>50</u>	=	<u>\$518.35</u>	LABOR PER RO AVE
<u>239.1</u>	÷	TOTAL RO's	<u>50</u>	=	<u>4.78</u>	FRHs PER RO AVE
<u>\$5,303.83</u>	÷	TOT. LABOR	<u>\$25,918</u>	=	<u>20%</u>	COST OF SALE
<u>1</u>	÷	TOTAL RO's	<u>50</u>	=	<u>2%</u>	ONE ITEM ROS
<u>357464</u>						

"C" FRHs	<u>33.9</u>	÷	TOTAL FRHs	<u>239.1</u>	=	<u>14.2%</u>	COMPETITIVE LAE
"M" FRHs	<u>72.7</u>	÷	TOTAL FRHs	<u>239.1</u>	=	<u>30.4%</u>	MAINTENANCE LA
"R" FRHs	<u>132.5</u>	÷	TOTAL FRHs	<u>239.1</u>	=	<u>55.4%</u>	REPAIR LABOR

MODEL YEAR MIX		Count	Mix
<u>Count</u>	<u>%</u>	Freightliner	<u>36</u>
			73% F

7	14.0%
8	16.0%
3	6.0%
5	10.0%
23	46.0%
46	92%

Peterbilt	0	0% P
Kenworth	0	0% K
Mack	0	0% M
International	5	10% I
Volvo	0	0% V
Other	8	16% O
Total	49	100%
	<u>98.0%</u>	

Days

0.86

0.55

Average Last to Invoice

Median Last to Invoice

Average First to Last

Median First to Last

Days

-0.141

-0.54

Days

1.7772638889

0.18

A



Yes

No

.R.

.R.

.R.

L.R.

VERAGE

IRAGE

3OR

IBOR

Days

Average Cycle Time 2.5

Median Cycle Time 0.50