

DEALERSHIP: PETERBILT PACIFIC INC - ABBOTSFORD

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH	"M" LABOR
1	AB94425	Older	955334	Peterbilt	\$194.00		\$193.70
2	AB94225	Older	333889	Peterbilt	\$278.00		\$700.30
3	AB94439	2017	24866	P			\$698.00
4	AB93707	2015	473076	P			\$402.30
5	AB94313	2014	177863	P			
6	AB94096	2014	53472	p			
7	AB94097	2017	40884	P	\$74.50		\$199.00
8	AB94098	Older	1211409	P			\$89.40
9	AB94102	Older	179299	P			
10	AB94103	2014	417490	P	\$315.00		\$1,473.20
11	AB94068	2017	63446	P			\$193.70
12	AB94072	2014	457692	P			\$372.50
13	AB94079	2016	596360	P	\$199.00		\$1,005.60
14	AB94081	2017	10000	P			\$420.00
15	AB94091	2016	527975	P	\$79.00		\$819.50
16	AB94137	2016	379111	P	\$79.00		
17	AB94145	Older	1803278	P			
18	AB94151	2015	115813	P			
19	AB94104	2014	471644	P	\$290.00		
20	AB94107	2014	397435	P			\$864.20
21	AB94108	2014	470853	P			\$123.50
22	AB94109	Older	800506	P			\$610.90
23	AB94092	Older	438871	P			
24	AB94094	Older	553953	P	\$299.95		\$670.00
25	AB94095	2017	204120	P	\$178.80		\$74.50
26	AB94184	2016	306546	P	\$242.90		\$268.20
27	AB94183	2014	471851	P			\$732.20
28	AB94182	2017	209462	P			\$268.20

29	AB94178	2015	759401	P			\$908.90	
30	AB94175	2017	23310	P	\$79.00		\$163.90	
31	AB94173	2016	296759	P			\$1,326.10	
32	AB94900	Older	1002022	P			\$566.20	
33	AB94170	Older	1323755	P			\$163.90	
34	AB94153	2014	512446	P	\$284.05		\$938.60	
35	AB94181	2017	222138	P			\$104.30	
36	AB94166	2014	565915	P			\$247.00	
37	AB94154	2014	457307	P	\$284.05		\$259.35	
38	AB94155	2014	527385	P	\$419.90		\$296.40	
39	AB94159	2017	38774	P			\$293.50	
40	AB94119	2016	608924	P				
41	AB94128	2016	417157	P			\$789.70	
42	AB95078	Older	251062	P			\$318.00	
43	AB95159	2017	149654	P	\$377.00		\$29.80	
44	AB94995	Older	1230793	P	\$299.95		\$1,206.00	
45	AB94996	2017	20493	P			\$223.50	
46	AB94990	2017	32008	P	\$208.60		\$140.00	
47	AB94988	2017	202522	P	\$89.40		\$193.70	
48	AB94982	2017	194051	P	\$299.95		\$432.10	
49	AB94980	2017	65965	P	\$508.55		\$89.40	
50	AB94968	2016	539187	P			\$536.40	
		0	38	431751		\$5,080.60	0.00	\$19,405.65

DATE: July 19, 2018

"M" FRH	"R" LABOR	"R" FRH	Cost Hours	Cost \$'s	RO Open Date
			2.90	\$ 132.24	6/13/18 8:59
	\$222.60		8.50	\$ 385.04	6/4/18 3:58
			4.48	\$ 291.84	6/13/18 13:04
			2.70	\$ 123.12	5/14/18 21:37
	\$1,510.50		9.10	\$ 414.96	6/7/18 17:39
	\$923.80		6.20	\$ 282.72	5/30/18 21:17
	\$392.00		4.20	\$ 191.52	5/30/18 22:36
	\$2,813.70		18.90	\$ 277.22	5/31/18 7:46
	\$789.70		5.30	\$ 236.80	5/31/18 9:07
	\$802.75		18.60	\$ 777.70	5/31/18 9:41
	\$1,445.30		11.00	\$ 501.60	5/30/18 8:06
			1.90	\$ 86.64	5/30/18 10:41
	\$342.70		10.70	\$ 487.92	5/30/18 1:24
			2.90	\$ 132.24	5/30/18 11:43
			6.30	\$ 284.61	5/28/18 15:55
			1.00	\$ 45.60	5/31/18 15:51
	\$1,574.10		9.90	\$ 451.44	6/1/18 8:31
	\$849.30		5.70	\$ 259.92	6/1/18 9:11
			2.50	\$ 104.88	5/31/18 9:53
			5.80	\$ 264.48	5/31/18 11:09
			0.90	\$ 30.78	5/31/18 11:10
			4.10	\$ 186.96	5/31/18 11:33
	\$1,013.20		6.80	\$ 315.59	5/30/2018 17:35
			5.70	\$ 259.92	5/30/18 20:58
			1.70	\$ 78.58	5/30/18 21:05
			3.30	\$ 150.48	6/1/18 19:17
			6.20	\$ 240.56	6/1/18 18:57
			1.80	\$ 82.08	5/31/18 18:09

			6.10	\$ 283.46	6/1/18 13:45
			1.80	\$ 50.16	6/1/18 14:20
			8.90	\$ 405.84	6/1/18 14:07
			3.80	\$ 173.28	7/4/18 15:18
	\$774.80		6.30	\$ 287.28	6/1/18 11:53
	\$642.20		14.60	\$ 605.35	6/1/18 9:24
			0.70	\$ 31.55	6/1/18 17:45
			2.00	\$ 95.44	6/1/18 11:07
			4.20	\$ 181.87	6/1/18 9:30
			3.20	\$ 145.92	6/1/18 9:36
			2.00	\$ 66.57	6/1/18 8:31
	\$3,054.50		20.50	\$ 934.80	5/31/18 14:04
			5.30	\$ 250.16	5/31/18 20:58
	\$2,226.00		15.30	\$ 697.68	7/11/18 17:06
			2.50	\$ 114.00	7/14/18 11:51
			9.60	\$ 437.76	7/9/18 7:51
			1.50	\$ 68.40	7/9/18 8:16
			2.40	\$ 63.84	7/7/18 11:46
			1.90	\$ 86.64	7/7/18 11:07
			5.20	\$ 237.12	7/6/18 22:45
			4.20	\$ 191.52	7/6/18 19:26
			3.60	\$ 164.16	7/6/18 14:32
0.0	\$19,377.15	0.00	294.68	\$ 12,650.24	

1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last	Invoice Date
6/13/18 8:42	(0.01)	6/13/18 11:38	0.12	6/13/18 11:50
6/4/18 15:56	0.50	6/11/18 20:56	7.21	6/12/18 0:00
6/14/18 17:58	1.20	6/14/18 21:25	0.14	6/14/18 21:35
5/14/18 20:50	0.08	5/14/18 23:32	0.11	5/16/18 0:00
6/7/18 3:56	(0.57)	6/11/18 12:42	4.37	6/13/18 0:00
5/31/18 7:27	0.42	5/31/18 14:07	0.28	6/1/18 0:00
5/31/18 9:17	0.45	5/31/18 14:04	0.20	5/31/18 15:00
5/31/18 9:51	0.09	6/6/18 13:52	6.17	6/7/18 0:00
6/2/18 12:59	2.16	6/4/18 15:59	2.13	6/7/18 0:00
5/31/18 10:29	0.03	6/1/18 13:27	1.12	6/8/18 0:00
5/30/18 8:00	(0.00)	5/31/18 11:24	1.14	6/1/18 0:00
5/30/18 10:35	(0.00)	5/30/18 15:48	0.22	6/14/18 0:00
5/30/18 16:26	0.63	6/5/18 17:20	6.04	6/6/18 0:00
5/31/18 23:36	1.50	6/1/18 10:38	0.46	6/1/18 0:00
6/4/18 10:00	6.75	6/5/18 14:19	1.18	6/6/18 0:00
5/31/18 15:39	(0.01)	6/1/18 8:07	0.69	6/2/18 0:00
6/1/18 8:22	(0.01)	6/1/18 23:06	0.61	6/2/18 0:00
6/1/18 14:35	0.22	6/1/18 21:00	0.27	6/6/18 0:00
5/31/18 10:51	0.04	5/31/18 13:00	0.09	6/8/18 0:00
5/31/18 11:00	(0.01)	5/31/18 17:49	0.28	6/1/18 0:00
5/31/18 10:28	(0.03)	5/31/18 11:23	0.04	6/1/18 0:00
5/31/18 11:24	(0.01)	5/31/18 16:01	0.19	6/1/18 0:00
5/30/18 17:55	0.01	5/31/18 10:21	0.68	6/8/18 0:00
5/30/18 22:39	0.07	6/7/18 21:00	7.93	6/1/18 0:00
5/31/18 8:01	0.46	5/31/18 13:00	0.21	6/1/18 0:00
6/2/18 12:54	0.73	6/7/18 17:40	5.20	6/8/18 0:00
6/4/18 7:45	2.53	6/5/18 0:00	0.68	6/6/18 0:00
6/1/18 17:57	0.99	6/1/18 19:47	0.08	6/1/18 20:00

6/1/18 15:08	0.06	6/7/18 8:07	5.71	6/7/18 8:30
6/2/18 10:40	0.85	6/2/18 12:03	0.06	6/2/18 13:00
6/1/18 13:56	(0.01)	6/1/18 23:23	0.39	6/7/18 0:00
7/4/18 15:05	(0.01)	7/4/18 18:44	0.15	7/4/18 19:00
6/1/18 11:57	0.00	6/1/18 19:00	0.29	6/1/18 19:30
6/2/18 16:02	1.28	6/5/18 19:07	3.13	6/27/18 0:00
6/1/18 17:34	(0.01)	6/1/18 17:46	0.01	6/1/18 18:00
6/1/18 11:29	0.02	6/1/18 14:52	0.14	6/6/18 0:00
6/2/18 13:56	1.18	6/2/18 16:27	0.10	6/7/18 0:00
6/2/18 12:36	1.13	6/2/18 15:50	0.13	6/7/18 0:00
6/2/18 12:30	1.17	6/2/18 14:30	0.08	6/5/18 0:00
5/31/18 21:43	0.32	6/4/18 12:01	3.60	6/8/18 0:00
5/31/18 18:30	(0.10)	6/1/18 8:47	0.60	6/7/18 0:00
7/12/18 7:30	0.60	7/14/18 9:17	2.07	7/16/18 0:00
7/14/18 14:10	0.10	7/14/18 16:10	0.08	7/16/18 17:00
7/9/18 7:28	(0.02)	7/9/18 16:58	0.40	7/10/18 0:00
7/9/18 9:07	0.04	7/9/18 10:38	0.06	7/9/18 12:00
7/7/18 11:15	(0.02)	7/7/18 14:06	0.12	7/7/18 14:30
7/7/18 12:35	0.06	7/7/18 13:30	0.04	7/7/18 14:00
7/6/18 22:00	(0.03)	7/7/18 10:41	0.53	7/7/18 11:00
7/6/18 21:53	0.10	7/7/18 0:03	0.09	7/7/18 0:00
7/6/18 16:33	0.08	7/6/18 19:52	0.14	7/7/18 0:00
	25.00		65.76	

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

Last to Invoice	Cycle Time	1 ITEM RO'S		
0.01	0.12	No		
0.13	7.83	No		
0.01	1.35	No		
1.02	1.21	Yes		
1.47	5.26	Yes		
0.41	1.11	Yes		
0.04	0.68	No		
0.42	6.68	No		
2.33	6.62	Yes		
6.44	7.60	No		
0.53	1.66	No		
14.34	14.55	No		
0.28	6.94	No		
-0.44	1.51	Yes		
0.40	8.34	No		
0.66	1.34	No		
0.04	0.65	No		
4.13	4.62	Yes		
7.46	7.59	Yes		
0.26	0.54	No		
0.53	0.53	Yes		
0.33	0.52	Yes		
7.57	8.27	Yes		
-6.88	1.13	No		
0.46	1.12	No		
0.26	6.20	No		
1.00	4.21	No		
0.01	1.08	Yes		

DEALERSHIP:

"C"

"M"

"R"

TOTAL

Projected CP E.L.R.

TOT LABOR SALES

TOTAL FRHS

TOTAL C.O.L.

1-ITEM ROs

Average Mileage

Year

!

0.02	5.78	No			
0.04	0.94	No			
5.03	5.41	No			
0.01	0.15	Yes			
0.02	0.32	No			
21.20	25.61	No			
0.01	0.01	Yes			
4.38	4.54	No			
4.31	5.60	No			
4.34	5.60	No			
2.40	3.65	No			
3.50	7.41	No			
5.63	6.13	No			
1.61	4.29	No			
2.03	2.21	No			
0.29	0.67	No			
0.06	0.16	Yes			
0.02	0.11	No			
0.02	0.12	No			
0.01	0.51	No			
0.00	0.19	No			
0.17	0.39	No			
98.32	189.07	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 - ABBOTSFORD

DATE: 19-Jul-18

CECILE PEYRET

<u>\$5,080.60</u>	÷	<u>0.0</u>	FRHs	=	<u>#DIV/0!</u>	AVERAGE "C" E.L.
<u>\$19,405.65</u>	÷	<u>0.0</u>	FRHs	=	<u>#DIV/0!</u>	AVERAGE "M" E.L.
<u>\$19,377.15</u>	÷	<u>0.0</u>	FRHs	=	<u>#DIV/0!</u>	AVERAGE "R" E.L.
<u>\$43,863.40</u>	÷	<u>0.0</u>	FRHs	=	<u>#DIV/0!</u>	AVERAGE "CP" E.L.
			Difference	=	<u>#DIV/0!</u>	

<u>\$43,863.40</u>	÷	TOTAL RO's	<u>0</u>	=	<u>#DIV/0!</u>	LABOR PER RO AVE
<u>0.0</u>	÷	TOTAL RO's	<u>0</u>	=	<u>0.00</u>	FRHs PER RO AVE
<u>\$12,650.24</u>	÷	TOT. LABOR	<u>\$43,863</u>	=	<u>29%</u>	COST OF SALE
<u>0</u>	÷	TOTAL RO's	<u>0</u>	=	<u>0%</u>	ONE ITEM ROS
<u>431751</u>						

"C" FRHs	<u>0.0</u>	÷ TOTAL FRHs	<u>0.0</u>	=	<u>0.0%</u>	COMPETITIVE LAE
"M" FRHs	<u>0.0</u>	÷ TOTAL FRHs	<u>0.0</u>	=	<u>0.0%</u>	MAINTENANCE LA
"R" FRHs	<u>0.0</u>	÷ TOTAL FRHs	<u>0.0</u>	=	<u>0.0%</u>	REPAIR LABOR

MODEL YEAR MIX

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

15	#DIV/0!
8	#DIV/0!
3	#DIV/0!
12	#DIV/0!
12	#DIV/0!
50	#DIV/0!

Peterbilt	48	100% P
Kenworth	0	0% K
Mack	0	0% M
International	0	0% I
Volvo	0	0% V
Other	0	0% O
Total	48	100%

#DIV/0!

Days

#DIV/0!

0.08

Average Last to Invoice

Median Last to Invoice

Average First to Last

Median First to Last

Days

#DIV/0!

0.41

Days

#DIV/0!

0.28

A



Yes

No

.R.

.R.

.R.

L.R.

VERAGE

IRAGE

3OR

IBOR

Days

Average Cycle Time #DIV/0!

Median Cycle Time 1.59

COMPETITIVE MAINTENANCE PRICING SUMMARY

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
Inland - Kenworth				\$540.00	\$31,395.00	\$2,649.00	
Freightliner				\$302.00			
TOTAL		\$0.00	\$0.00	\$842.00	\$31,395.00	\$2,649.00	\$0.00
AVERAGE COMPETITIVE PRICE <small>Divide by total number of items</small>		#DIV/0!	#DIV/0!	\$421.00	\$31,395.00	\$2,649.00	#DIV/0!
OUR CURRENT PRICE <small>Regular price, not specials</small>				\$491.83	\$32,165.00	\$2,882.00	
DIFFERENCE		#DIV/0!	#DIV/0!	\$70.83	\$770.00	\$233.00	#DIV/0!

Service Description **oil change**

We couldn't get a quote for an axle change

MARKET RATE (total parts, labor and supplies) \$ 421.00

LABOR							
Operation	(A) FRH needed per repair	Flat Rate Hours to Perform Repair		(B) Total Cost	GP% MU Factor	Target GP% 70.5%	Target GP% Price
		x	Tech Cost				
	1.30		\$ 44.00	\$ 57.20	238.6%		\$193.70
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
				\$0.00	238.6%		\$0.00
TOTAL	1.3			\$ 57.20			\$ 193.70

PARTS							
Part Number	Cost	(A) Units needed per repair		(B) Total Cost	GP% MU Factor	Target GP% 22.4%	Selling Price
		x	=				
Filter - FU FF5825NNFLG	\$49.57	1		\$49.57	28.8%		\$63.84
LF14000NNFLG - FILTER	\$40.68	1		\$40.68	28.8%		\$52.39
K37 -1029 FILTER	\$32.86	1		\$32.86	28.8%		\$42.32
15-214 BUG WAS	\$1.53	1		\$1.53	28.8%		\$1.97
2577000-990C 10W30 BULK	\$127.16	1		\$127.16	28.8%		\$163.76
FF5825NNFLG& ECO FEE	\$1.25	1		\$1.25	28.8%		\$1.61
257000-990C& EHC-OIL	\$2.20	1		\$2.20	28.8%		\$2.83
LF14000NNFLG& ECO FEE	\$1.25	1		\$1.25	28.8%		\$1.61
COUPON DISCOUNT	\$25.00	-1		-\$25.00	28.8%		-\$32.20
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
				\$0.00	28.8%		\$0.00
TOTAL	\$281.50			\$231.50			\$298.13

Miscellaneous, machine, supplies, etc.	
TOTAL SELLING PRICE (w/out tax)	\$ 491.83
Selling Price vs. Market Difference	\$ 70.83
ELR	\$ 149.00
Current Labor GP %	70%
Tech cost to maintain current GP%	\$ 44.00 per hour
Labor GP	\$ 136.50
Parts GP	\$ 66.63
TOTAL GP	\$ 203.13