



ACADEMY

DEALERSHIP: GABRIELLI TRUCK SALES MEDFORD

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" Billed Hours	"M" LABOR	"M" Billed Hours
1	5039SS	2024	1397	Kenworth				
2	5043SS	Older	678789	Volvo				
	5043SS						\$995.00	4.00
3	5115SS	2022	15120	Isuzu			\$640.00	4.00
4	5116SS	Older	279430	Hino	\$45.00	2.0		
5	5117SS	2020	240291	Kenworth				
6	5130SS	2023	195644	Mack			\$1,107.50	4.50
7	5134SS	2024	368	Isuzu	\$20.00	1.00		
8	5135SS	2024	368	Isuzu				
9	5123SS	2020	206175	Mack				
10	5127SS	2020	226207	Kenworth				
11	5131SS	2021	72334	Mack			\$995.00	4.00
	5131SS							
12	5138SS	2023	20012	Isuzu			\$595.00	2.00
	5138SS							
13	5157SS	Older	153774	Ford				
14	5053SS	2023	9933	Hino			\$595.00	4.00
15	5098SS	Older	272065	Kenworth				
16	5107SS	Older	171581	Hino			\$800.00	3.00
	5107SS							
17	5143SS	2020	26495	Hino	\$45.00	2.00	\$595.00	2.00
18	5163SS	Older	300602	Volvo				
19	5156SS	2024	5263	Hino	\$45.00	2.00		
20	5161SS	2023		Hino	\$45.00	2.00	\$595.00	2.00
	5161SS							
21	5176SS	Older	19175	Hino	\$45.00	2.00		
22	5180SS	Older	116228	Ford	\$35.00	2.00		

DATE: November 27, 2024

"R" LABOR	"R" Billed Hours	Cost Hours	Cost \$'s	RO Open Date	1st Punch Date and Time	Open to First
\$225.00	1.00	0.73	\$ 21.58	10/25/24 7:52	10/25/24 14:34	0.28
\$4,500.00	20.00	14.95	\$ 496.34	10/25/24 10:32	10/26/24 7:52	0.89
		2.46	\$ 58.05	10/25/24 10:32	10/26/24 7:52	0.89
		3.23	\$ 68.74	10/30/24 9:24	10/31/24 8:00	0.94
		0.70	\$ 12.60	10/30/24 9:30	10/31/24 14:48	1.22
\$1,575.00	7.00	6.96	\$ 313.20	10/30/24 10:34	11/1/24 7:10	1.86
		3.02	\$ 54.36	11/1/24 7:47	11/1/24 11:12	0.14
		0.50	\$ 9.00	11/1/24 8:47	11/1/24 8:47	-
\$337.50	1.50	1.03	\$ 20.60	11/1/24 11:14	11/1/24 13:15	0.08
\$3,695.00	12.00	18.85	\$ 652.33	10/31/24 13:40	10/31/24 13:42	0.00
\$1,800.00	8.00	5.04	\$ 115.92	10/31/24 15:47	11/1/24 8:00	0.68
		3.68	\$ 110.40	11/1/24 8:00	11/2/24 10:26	1.10
\$1,575.00	7.00	5.46	\$ 250.46	11/1/24 8:00	11/1/24 8:12	0.01
		2.72	\$ 138.72	11/1/24 15:52	11/2/24 7:23	0.65
\$337.50	1.50	0.34	\$ 10.20	11/1/24 15:52	11/2/24 9:05	0.72
\$112.50	0.50	0.27	\$ 7.29	11/4/24 10:51	11/4/24 11:06	0.01
		1.79	\$ 35.46	10/26/24 8:41	10/30/24 7:08	3.94
\$2,250.00	10.00	5.31	\$ 122.13	10/28/24 7:45	11/4/24 8:58	7.05
		3.10	\$ 105.40	10/29/24 13:36	10/31/24 7:31	1.75
\$112.50	0.50	1.68	\$ 57.12	10/29/24 13:36	10/31/24 11:40	1.92
		2.59	\$ 51.04	11/4/24 7:17	11/4/24 7:40	0.02
\$510.00	2.00	2.00	\$ 54.00	11/5/24 8:28	11/5/24 6:58	(0.06)
		0.48	\$ 8.04	11/4/24 10:37	11/5/24 13:42	1.13
		4.41	\$ 87.38	11/4/24 16:22	11/5/24 7:52	0.65
\$630.00	2.80	2.08	\$ 55.30	11/4/24 16:22	11/5/24 13:01	0.86
		0.20	\$ 3.60	11/6/24 8:50	11/6/24 14:41	0.24
		0.65	\$ 11.70	11/6/24 10:43	11/6/24 10:57	0.01

		0.57	\$ 10.26	11/6/24 13:39	11/6/24 13:57	0.01
\$450.00	2.00	1.38	\$ 24.84	10/30/24 8:18	10/31/24 13:25	1.21
\$112.50	0.50	0.28	\$ 9.52	11/5/24 16:00	11/5/24 16:25	0.02
\$450.00	2.00	1.95	\$ 83.85	11/7/24 9:15	11/7/24 8:03	(0.05)
\$1,238.50	5.50	5.42	\$ 152.80	8/20/24 11:34	8/21/24 9:32	0.92
\$3,487.50	15.50	19.06	\$ 612.40	10/16/24 15:34	10/19/24 9:13	2.74
\$6,187.50	27.50	23.53	\$ 800.83	10/24/24 10:48	11/4/24 8:00	10.88
\$3,431.25	15.30	16.78	\$ 478.80	10/31/24 11:43	10/31/24 14:44	0.13
\$2,408.42	10.70	14.36	\$ 541.49	10/25/24 15:10	10/31/24 9:40	5.77
\$2,025.00	9.00	2.63	\$ 121.36	11/4/24 9:02	11/6/24 15:42	2.28
\$933.75	4.15	4.15	\$ 186.75	11/4/24 15:19	11/6/24 11:11	1.83
		3.10	\$ 105.40	11/5/24 11:42	11/6/24 11:47	1.00
\$337.50	1.50	1.03	\$ 20.60	11/7/24 12:47	11/8/24 9:10	0.85
		0.25	\$ 4.50	11/7/24 13:38	11/9/24 8:53	1.80
\$337.50	1.50	0.61	\$ 22.57	11/7/24 15:19	11/7/24 15:25	0.00
		0.55	\$ 14.85	11/7/24 15:59	11/9/24 10:41	1.78
\$1,575.00	7.00	1.51	\$ 33.77	10/26/24 9:14	11/1/24 13:01	6.16
\$2,025.00	9.00	4.28	\$ 158.36	11/7/24 12:34	11/1/24 13:24	(5.97)
		2.20	\$ 42.20	11/11/24 7:41	11/1/24 11:12	(9.85)
\$3,330.00	18.00	20.34	\$ 483.00	10/26/24 14:08	10/26/24 13:38	(0.02)
\$2,700.00	12.00	1.30	\$ 29.90	11/5/24 14:31	11/6/24 8:18	0.74
		2.92	\$ 128.29	11/8/24 7:08	11/8/24 13:43	0.27
		3.18	\$ 63.60	11/12/24 9:39	11/12/24 9:39	-
\$2,250.00	10.00	11.12	\$ 406.98	11/1/24 16:32	11/9/24 13:25	7.87
\$3,937.50	17.50	13.16	\$ 352.68	11/1/24 16:56	11/11/24 13:01	9.84
\$1,575.00	7.00	15.16	\$ 560.10	11/6/24 13:13	11/8/24 7:55	1.78
\$900.00	4.00	1.71	\$ 30.78	11/13/24 7:44	11/13/24 10:57	0.13
\$675.00	3.00	1.42	\$ 52.54	11/14/24 11:58	11/14/24 12:08	0.01
\$50,939.42	224.95	236.73	\$ 7,467.88			57.33

Last Punch Date and Time	1st to Last	Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S
10/31/24 14:06	5.98	11/1/24 12:56	0.95	7.21	Yes
10/31/24 13:25	5.23	11/1/24 11:28	0.92	7.04	No
10/31/24 13:25	5.23	11/1/24 11:28	0.92	7.04	
10/31/24 13:43	0.24	11/1/24 13:02	0.97	2.15	
10/31/24 15:30	0.03	11/1/24 13:24	0.91	2.16	
11/1/24 14:30	0.31	11/1/24 15:03	0.02	2.19	
11/1/24 15:15	0.17	11/1/24 16:03	0.03	0.34	
11/1/24 10:14	0.06	11/1/24 10:18	0.00	0.06	
11/1/24 14:17	0.04	11/1/24 14:35	0.01	0.14	
11/2/24 9:26	1.82	11/4/24 7:03	1.90	3.72	
11/1/24 16:35	0.36	11/4/24 6:26	2.58	3.61	
11/2/24 14:38	0.18	11/4/24 8:39	1.75	3.03	
11/2/24 14:58	1.28	11/4/24 8:39	1.74	3.03	
11/2/24 10:06	0.11	11/4/24 7:19	1.88	2.64	
11/2/24 9:25	0.01	11/4/24 7:19	1.91	2.64	
11/4/24 11:22	0.01	11/4/24 14:08	0.12	0.14	
10/30/24 9:07	0.08	11/5/24 23:59	6.62	10.64	
11/5/24 7:58	0.96	11/5/24 15:00	0.29	8.30	
10/31/24 10:37	0.13	11/5/24 11:21	5.03	6.91	
11/4/24 13:54	4.09	11/5/24 11:21	0.89	6.91	
11/4/24 13:57	0.26	11/5/24 9:34	0.82	1.10	
11/5/24 9:58	0.13	11/5/24 11:14	0.05	0.12	
11/5/24 14:11	0.02	11/6/24 9:21	0.80	1.95	
11/5/24 15:14	0.31	11/6/24 14:51	0.98	1.94	
11/6/24 11:58	0.96	11/6/24 14:51	0.12	1.94	
11/6/24 14:53	0.01	11/6/24 15:43	0.03	0.29	
11/6/24 11:36	0.03	11/6/24 12:03	0.02	0.06	

11/6/24 14:31	0.02	11/6/24 14:33	0.00	0.04	
10/31/24 14:48	0.06	11/7/24 13:46	6.96	8.23	
11/5/24 16:42	0.01	11/7/24 11:53	1.80	1.83	
11/7/24 10:00	0.08	11/7/24 11:12	0.05	0.08	
11/4/24 10:32	75.04	11/8/24 11:53	4.06	80.01	
11/5/24 12:06	17.12	11/8/24 11:36	2.98	22.83	
11/8/24 9:45	4.07	11/8/24 15:51	0.25	15.21	
11/7/24 16:51	7.09	11/8/24 12:55	0.84	8.05	
11/7/24 11:15	7.07	11/7/24 12:08	0.04	12.87	
11/9/24 9:15	2.73	11/9/24 9:31	0.01	5.02	
11/7/24 8:34	0.89	11/9/24 6:19	1.91	4.63	
11/6/24 13:45	0.08	11/9/24 7:01	2.72	3.80	
11/8/24 10:49	0.07	11/9/24 6:51	0.83	1.75	
11/9/24 9:08	0.01	11/9/24 9:49	0.03	1.84	
11/7/24 16:02	0.03	11/9/24 6:57	1.62	1.65	
11/9/24 11:14	0.02	11/9/24 14:15	0.13	1.93	
11/12/24 8:31	10.81	11/12/24 10:49	0.10	17.07	
11/11/24 14:34	10.05	11/12/24 6:27	0.66	4.75	
11/1/24 13:34	0.10	11/12/24 8:12	10.78	1.02	
11/13/24 8:33	17.79	11/13/24 13:20	0.20	17.97	
11/6/24 11:45	0.14	11/13/24 13:46	7.08	7.97	
11/9/24 7:29	0.74	11/13/24 14:25	4.29	5.30	
11/13/24 8:57	0.97	11/13/24 14:10	0.22	1.19	
11/13/24 14:27	4.04	11/14/24 13:10	0.95	12.86	
11/14/24 10:13	2.88	11/14/24 13:41	0.14	12.86	
11/12/24 16:13	4.35	11/14/24 10:17	1.75	7.88	
11/13/24 13:11	0.09	11/14/24 8:46	0.82	1.04	
11/14/24 14:05	0.08	11/14/24 16:17	0.09	0.18	
	187.07		80.77	325.18	1

Average

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

REPAIR ORDER ANALYSIS RECAP

DEALERSHIP: _____

DATE: _____

"C"	<u>\$505.00</u>	÷	<u>23.0</u>	BILLED HOUR!	<u>\$21.96</u>
"M"	<u>\$11,112.50</u>	÷	<u>42.3</u>	BILLED HOUR!	<u>\$262.71</u>
"R"	<u>\$50,939.42</u>	÷	<u>225.0</u>	BILLED HOUR!	<u>\$226.45</u>
TOTAL	<u>\$62,556.92</u>	÷	<u>290.3</u>	TOTAL BHRs	<u>\$215.53</u>
Projected CP E.L.R.				Difference	<u>\$215.53</u>

TOTAL LABOR SALES	<u>\$62,556.92</u>	÷	TOTAL RO's	<u>50</u>	=	<u>\$1,251.14</u>
TOTAL BILLED HOURS	<u>290.3</u>	÷	TOTAL RO's	<u>50</u>	=	<u>5.81</u>
TOTAL C.O.L.	<u>\$7,467.88</u>	÷	TOTAL LABOR	<u>\$62,557</u>	=	<u>12%</u>
1-ITEM ROs	<u>1</u>	÷	TOTAL RO's	<u>50</u>	=	<u>2%</u>
Average Mileage	<u>125620</u>					

"C" BILLED HOURS	<u>23.0</u>	÷	TOTAL BHRs	<u>290.3</u>	=	<u>7.9%</u>
"M" BILLED HOURS	<u>42.3</u>	÷	TOTAL BHRs	<u>290.3</u>	=	<u>14.6%</u>
"R" BILLED HOURS	<u>225.0</u>	÷	TOTAL BHRs	<u>290.3</u>	=	<u>77.5%</u>

MODEL YEAR MIX

<u>Year</u>	<u>Count</u>	<u>%</u>
2024	5	10.0%
2023	6	12.0%
2022	2	4.0%
2021	6	12.0%
2020	7	14.0%
Older	24	48.0%
TOTALS	50	100%
Estimates		
Estimate %		

Count

Freightliner	0
Peterbilt	0
Kenworth	13
Mack	11
International	0
Ford	3
Western Star	0
Volvo	3
Hino	13
Isuzu	5
Other	2
Total	50
	100.0%

Days Open to First Punch

Days
1.15

Average Last Punch to Invoice

Days
1.62

Average First to Last Punch

Days
3.74145833

AVERAGE "C" E.L.R.
AVERAGE "M" E.L.R.
AVERAGE "R" E.L.R.
AVERAGE "CP" E.L.R.

LABOR PER RO AVERAGE
BILLED HOURS PER RO AVERAGE
COST OF SALE
ONE ITEM ROs

COMPETITIVE LABOR
MAINTENANCE LABOR
REPAIR LABOR

Mix

- 0%
- 0%
- 26%
- 22%
- 0%
- 6%
- 0%
- 6%
- 26%
- 10%
- 4%
- 100%

Days

Average Cycle Time 6.5035

