



Unlocking Commercial Dealership **PROFIT**

DEALERSHIP: _____

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH
1	16502	2016	92092	I		
2	16503	Older	92831	I	\$85.00	1.0
3	16504	Older	93308	O		
4	16505	Older	265004	F	\$121.56	3.6
5	16506	Older	107560	O		
6	16507	2015	27991	O	\$58.25	0.50
7	16508	2015	39808	F	\$18.00	1.00
8	16509	2015	59054	O		
9	16510	2017	42063	O	\$79.95	1.00
10	16511	2015	59208	O	\$79.95	1.00
11	15613	2015	43935	I	\$85.00	1.00
12	15614	Older	149185	O		
13	16515	2015	64183	O		
14	16516	Older	178992	I		
15	16518	2015	89665	O	\$219.75	2.20
16	16519	Older	236504	O	\$116.50	0.30
17	16520	2015	32682	O	\$153.45	3.85
18	16521	2015	103277	O	\$79.95	1.00
19	16522	2017	3062	O	\$291.25	2.50
20	16523	2014	47456	O		
21	16524	2016	552	I	\$42.80	0.40
22	16427	Older	24094	O		
23	16451	Older	55067	Other		
24	16461	Older	99435	Other		
25	16476	Older	179911	Other	\$126.55	1.40
26	16379	Older	71797	other		
27	16500	Older	215580	other		
28	16501	Older	110835	other		

29	16525	2015	73203	Other		
30	16526	Older	136491	Other	\$164.95	2.00
31	16527	2017	40	Other	\$174.75	1.50
32	16528	2016	27374	Other	\$79.95	1.00
33	16529	2017	4	Other	\$107.00	1.00
34	16530	2015	88197	Other	\$148.71	2.80
35	16531	Older	127778	Other	\$717.40	3.20
36	16532	2015	103883	Other		
37	16533	2016	72585	Other	\$58.25	0.50
38	16534	Older	143201	Other	\$0.00	0.50
39	16535	Older	173628	Other	\$79.95	1.00
40	16536	2016	177	Other	\$85.00	1.00
41	16538	2015	81622	Other		
42	16539	Older	215390	International		
43	16542	Older	53854	Other	\$254.70	2.50
44	16543	Older	105000	Other	\$79.95	1.00
45	16544	2014	44422	Other		
46	16545	Older	125735	Other		
47	16546	older	21094	Other		
48	16547	Older	149027	Other		
49	16548	Older	150582	Other	\$173.15	1.80
50	16549	2015	76421	Other	\$151.54	1.30
	50	25	91097		\$3,833.26	41.85

key

labor=\$total before parts

key

frh=s/hrs

DATE: _____

"M" LABOR	"M" FRH	"R" LABOR	"R" FRH	Cost Hours
\$310.30	2.90	\$291.25	2.50	4.76
		\$467.50	5.50	6.14
		\$582.50	4.50	3.50
		\$50.00	0.50	4.94
		\$757.25	6.50	3.24
		\$151.45	1.30	1.53
		\$21.96	1.22	2.90
\$914.57	8.30			6.91
				0.84
				2.22
		\$53.50	0.50	1.70
		\$757.25	6.50	3.90
\$58.25	0.50			0.40
		\$349.00	3.00	2.46
				1.43
				1.00
		\$139.80	1.20	3.70
\$0.00	0.00			0.68
				4.97
		\$384.45	3.30	5.08
				0.75
\$815.50	7.00			8.81
		\$524.25	5.50	11.79
\$11.65	1.00	\$233.00	2.00	1.70
				1.73
		\$990.25	8.50	5.65
		\$25.00	1.00	1.00
\$815.50				4.50

		\$151.45	1.30	1.34
\$58.25	0.50	\$687.25	6.50	14.64
\$18.00	0.60	\$256.30	2.20	7.50
\$46.60	0.56			1.00
				1.00
		\$139.80	1.40	2.50
\$116.50	1.00			3.20
		\$1,255.20	10.80	12.80
				0.63
		\$559.20	4.80	3.21
\$116.50	1.00	\$1,281.50	11.00	6.08
\$50.00	0.50			0.67
\$254.70	2.50	\$417.30	3.90	9.29
\$116.50	1.84			1.84
				1.95
\$116.50	1.00			3.28
		\$673.40	5.78	8.23
		\$640.75	5.50	3.45
		\$349.50	3.00	2.66
\$199.51	1.71	\$361.15	3.10	4.72
\$326.20	2.80	\$2,108.65	18.10	19.33
				0.69
\$4,345.03	33.7	\$14,659.86	130.90	208.24

key

key

cost=cost \$'s

cost=actual hours

Cost \$'s	RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time
\$ 162.00	4/3/17 8:29	4/3/17 10:55	2.26	4/18/17 12:41
\$ 195.00	4/3/17 8:39	4/6/17 8:41	0.02	4/10/17 10:31
\$ 87.50	4/3/17 9:42	4/3/17 9:45	0.0020833333	4/5/17 15:04
\$ 156.00	4/3/17 9:53	4/3/17 12:34	0.1118055555	4/11/17 15:54
\$ 127.85	4/3/17 12:29	4/4/17 6:57	0.7694444444	4/4/17 17:01
\$ 45.00	4/3/17 12:55	4/3/17 14:12	0.0534722222	4/6/17 15:42
\$ 39.96	4/3/17 15:17	4/5/17 8:31	1.7180555556	4/17/17 8:44
\$ 275.00	4/4/17 8:30	4/4/17 9:39	0.0479166667	4/5/17 7:49
\$ 18.00	4/4/17 9:06	4/4/17 9:59	0.0368055556	4/4/17 10:49
\$ 30.00	4/4/17 10:45	4/4/17 10:48	0.0020833333	4/4/17 13:01
\$ 45.00	4/4/17 14:25	4/5/17 9:30	0.7951388889	4/5/17 15:12
\$ 162.50	4/5/17 0:00	4/5/17 13:57	0.58125	4/7/17 12:40
\$ 12.50	4/5/17 8:30	4/6/17 7:08	0.9430555556	4/6/17 7:32
\$ 90.00	4/5/17 8:54	4/10/17 8:46	4.9944444444	4/10/17 11:14
\$ 39.60	4/5/17 14:17	4/5/17 16:34	0.0951388889	4/5/17 13:40
\$ 54.00	4/6/17 8:07	4/6/17 8:15	0.0055555556	4/6/17 9:02
\$ 113.10	4/7/17 9:05	4/7/17 9:30	0.0173611111	4/7/17 15:41
\$ 18.00	4/7/17 9:17	4/7/17 12:44	0.14375	4/7/17 13:26
\$ 75.00	4/7/17 10:31	4/7/17 11:17	0.0319444444	5/5/17 10:08
\$ 82.50	4/7/17 14:06	4/7/17 14:29	0.0159722222	4/11/17 9:17
\$ 12.00	4/7/17 15:13	4/10/17 13:19	2.9208333333	4/10/17 14:04
\$ 175.00	3/10/17 7:56	3/10/17 11:11	0.1354166667	3/15/17 9:48
\$ 131.33	3/17/17 13:11	3/17/17 12:34	-0.0256944444	3/22/17 15:31
\$ 25.00	3/21/17 7:24	3/22/17 6:40	0.9694444444	3/22/17 8:22
\$ 42.00	3/24/17 8:59	3/24/17 13:55	0.2055555556	3/24/17 15:39
\$ 255.00	2/21/17 16:01	2/22/17 16:19	12/30/1899 4:19	3/23/17 8:26
\$ 116.50	4/13/17 8:06	4/13/17 8:54	0.48	4/3/17 9:54
\$ 5.00	4/3/17 8:23	4/4/17 6:56	0.9395833333	4/12/17 12:02

\$	32.50	4/10/17 8:00	4/10/17 8:47	0.0326388889	4/10/17 10:07
\$	270.00	4/10/17 8:58	4/10/17 10:32	0.0652777778	4/11/17 11:09
\$	129.00	4/10/17 9:56	4/14/17 14:21	4.1840277778	4/20/17 12:41
\$	35.00	4/10/17 13:14	4/10/17 13:17	0.0020833333	4/18/17 13:14
\$	30.00	4/10/17 15:19	4/14/17 13:05	3.9069444444	4/14/17 14:05
\$	164.01	4/10/17 16:53	4/12/17 6:33	1.5694444444	4/13/17 14:56
\$	70.00	4/11/17 7:44	4/13/17 8:39	2.0381944444	4/16/17 9:21
\$	270.00	4/11/17 8:31	4/11/17 10:02	0.0631944444	4/21/17 8:20
\$	12.50	4/11/17 9:13	4/11/17 9:24	0.0076388889	4/11/17 10:02
\$	144.00	4/11/17 12:38	4/11/17 13:10	0.0222222222	4/14/17 9:50
\$	380.63	4/11/17 12:49	4/14/17 7:13	2.7666666667	4/25/17 14:45
\$	45.00	4/11/17 13:09	4/11/17 14:59	0.0763888889	4/11/17 15:37
\$	192.00	4/11/17 13:50	4/14/17 10:08	2.8458333333	4/18/17 14:20
\$	55.20	4/11/17 15:06	4/13/17 6:44	1.6513888889	4/13/17 8:34
\$	75.00	4/12/17 9:41	4/12/17 12:03	0.0986111111	4/12/17 14:24
\$	60.00	4/12/17 9:58	4/12/17 11:13	0.0520833333	4/12/17 15:47
\$	141.00	4/12/17 10:41	4/13/17 8:55	0.9263888889	4/18/17 15:10
\$	165.00	4/12/17 11:08	4/17/17 11:20	5.0083333333	4/18/17 13:24
\$	90.00	4/12/17 11:22	4/18/17 13:25	6.0854166667	4/20/17 9:18
\$	106.25	4/12/17 11:44	4/13/17 7:30	0.8236111111	4/20/17 17:11
\$	681.00	4/12/17 12:05	4/12/17 14:49	0.1138888889	4/18/17 13:02
\$	32.50	4/12/17 14:52	4/13/17 6:47	0.6631944444	4/13/17 7:28
\$	5,770.93			51.4538888889	

1st to Last	Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
15			17.26	No		
4.0763888889	4/11/17 14:19	1.16	5.25	no		
2.2215277778	4/5/17 0:00	-0.63	1.60	yes		
8.1388888889	4/13/17 12:05	1.84	10.09	no		
0.4194444444	4/5/17 10:12	0.72	1.90	yes		
3.0625	4/10/17 9:51	3.76	6.87	No		
12.0090277778	4/27/17 9:10	10.02	23.75	No		
0.9236111111	5/17/17 13:32	42.24	43.21	No		
0.0347222222	4/4/17 11:07	0.01	0.08	Yes		
0.0923611111	4/5/17 8:05	0.79	0.89	Yes		
0.2375	4/25/17 14:25	19.97	21.00	yes		
1.9465277778	4/10/17 11:18	2.94	5.47	No		
0.0166666667	4/6/17 12:46	0.22	1.18	Yes		
0.1027777778	5/8/17 10:14	27.96	33.06	No		
-0.1208333333	4/10/17 15:38	5.08	5.06	yes		
0.0326388889	4/6/17 9:48	0.03	0.07	No		
0.2576388889	4/10/17 15:39	3.00	3.27	No		
0.0291666667	4/7/17 14:28	0.04	0.22	No		
27.9520833333	5/9/17 14:16	4.17	32.16	Yes		
3.7833333333	4/13/17 14:05	2.20	6.00	yes		
0.03125	4/13/17 12:37	2.94	5.89	yes		
4.9423611111	3/15/17 9:58	0.01	5.08	no		
5.1229166667	3/24/17 13:48	1.93	7.03	no		
0.0708333333	3/22/17 10:11	0.08	1.12	no		
0.0722222222	3/27/17 8:59	2.72	3.00	no		
28.6715277778	3/23/17 14:36	0.26	29.11	No		
1	4/7/17 14:38	0.00	4.00	No		
8.2125	4/12/17 12:45	0.03	9.18	yes		

0.0555555556	4/10/17 11:49	0.07	0.16	No		
1.0256944444	4/14/17 11:59	3.03	4.13	No		
5.9305555556	4/24/17 9:56	3.89	14.00	No		
7.9979166667	4/18/17 10:20	-0.12	7.88	No		
0.0416666667	4/14/17 14:15	0.01	3.96	Yes		
1.3493055556	4/14/17 15:48	1.04	3.95	No		
3.0291666667	4/17/17 11:45	1.10	6.17	No		
9.9291666667	4/27/17 16:27	6.34	16.33	No		
0.0263888889	4/11/17 11:37	0.07	0.10	Yes		
2.8611111111	4/14/17 17:04	0.30	3.18	No		
11.3138888889	4/26/17 12:42	0.91	15.00	No		
0.0263888889	4/12/17 15:35	1.00	1.10	No		
4.175	4/24/17 12:30	5.92	12.94	No		
0.0763888889	4/17/17 8:14	3.99	5.71	Yes		
0.0979166667	4/12/17 16:58	0.11	0.30	Yes		
0.1902777778	4/12/17 16:54	0.05	0.29	No		
5.2604166667	4/21/17 12:51	2.90	9.09	No		
1.0861111111	4/18/17 14:12	0.03	6.13	No		
1.8284722222	4/20/17 15:19	0.25	8.16	yes		
7.4034722222	4/21/17 11:45	0.77	9.00	No		
5.9256944444	4/26/17 11:03	7.92	13.96	No		
0.0284722222	4/13/17 9:04	0.07	0.76	No		
197.9986111111		173.12	422.57	0	0	0

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

REPAIR ORDER ANALYSIS RE

DEALERSHIP: 0

"C"	<u>\$3,833.26</u>	÷	<u>41.9</u>	FRHs	=
"M"	<u>\$4,345.03</u>	÷	<u>33.7</u>	FRHs	=
"R"	<u>\$14,659.86</u>	÷	<u>130.9</u>	FRHs	=
TOTAL	<u>\$22,838.15</u>	÷	<u>206.5</u>	FRHs	=
Projected CP E.L.R.					Difference

TOT LABOR SALES	<u>\$22,838.15</u>	÷	TOTAL RO's	<u>50</u>	=
TOTAL FRHs	<u>206.5</u>	÷	TOTAL RO's	<u>50</u>	=
TOTAL C.O.L.	<u>\$5,770.93</u>	÷	TOT. LABOR	<u>\$22,838</u>	=
1-ITEM ROs	<u>0</u>	÷	TOTAL RO's	<u>50</u>	=
Average Mileage	<u>91097</u>				

"C" FRHs	<u>41.9</u>	÷	TOTAL FRHs	<u>206.5</u>	=
"M" FRHs	<u>33.7</u>	÷	TOTAL FRHs	<u>206.5</u>	=
"R" FRHs	<u>130.9</u>	÷	TOTAL FRHs	<u>206.5</u>	=

MODEL YEAR MIX

Cou

<u>Year</u>	<u>Count</u>	<u>%</u>	Freightliner
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2017	<u>4</u>	<u>8.0%</u>
2016	<u>5</u>	<u>10.0%</u>
2015	<u>14</u>	<u>28.0%</u>
2014	<u>2</u>	<u>4.0%</u>
Older	<u>25</u>	<u>50.0%</u>
TOTALS	<u>50</u>	<u>100%</u>

Peterbilt
Kenworth
Mack
International
Volvo
Other
Total

Estimates _____
Estimate % _____
Days

Average Open to First 1.03
Median Open to First 0.16

Average Last to Invoice
Median Last to Invoice

Average First to Last

Median First to Last



CAP

DATE: 30-Dec-99

<u>\$91.60</u>	AVERAGE "C" E.L.R.
<u>\$128.89</u>	AVERAGE "M" E.L.R.
<u>\$111.99</u>	AVERAGE "R" E.L.R.
<u>\$110.62</u>	AVERAGE "CP" E.L.R.
<u>\$110.62</u>	

<u>\$456.76</u>	LABOR PER RO AVERAGE
<u>4.13</u>	FRHs PER RO AVERAGE
<u>25%</u>	COST OF SALE
<u>0%</u>	ONE ITEM ROs

<u>20.3%</u>	COMPETITIVE LABOR
<u>16.3%</u>	MAINTENANCE LABOR
<u>63.4%</u>	REPAIR LABOR

<u>2</u>	Mix
	9% F

<u>0</u>	0% P
<u>0</u>	0% K
<u>0</u>	0% M
<u>5</u>	23% I
<u>0</u>	0% V
<u>15</u>	68% O
<u>22</u>	100%
<u>44.0%</u>	

Days

3.96

1.00

Days

3.96

1.22

Days

Average Cycle Time

3.46

Median Cycle Time

5.59



alership **PROFIT**

Yes

No



TOTAL	\$0.00

Miscellaneous, machine, supplies, etc.	
TOTAL SELLING PRICE (w/out tax)	\$ -
Selling Price vs. Market Difference	#DIV/0!
ELR	\$ 116.50
Current Labor GP %	3%
Tech cost to maintain current GP%	\$ 20.00
Labor GP	\$ -
Parts GP	\$ -
TOTAL GP	\$ -

	\$0.00	0.0%
	\$0.00	0.0%
	\$0.00	0.0%
	\$0.00	0.0%
	\$0.00	

per hour

\$0.00
\$0.00
\$0.00
\$0.00
\$0.00