



Unlocking Commercial Dealership **PROFIT**

**DEALERSHIP:** Nextran Bham

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH	"M" LABOR
1	46073	Older	444733	M			
2	46074	Older	138935	V			
3	46065	Older	156147	V			
4	46043	Older	445770	V			
5	46038	Older	387623	M			\$1,065.00
6	46034	Older	390090	V			
7	46030	Older	200913	V			
8	46018	Older	608098	V			\$1,704.00
9	46013	Older	431990	M			
10	46008	Older	663423	M			
11	46007	Older	240000	M			
12	46006	Older	551042	V			\$142.00
13	46002	Older	611631	V			
14	45997	Older	704980	V	\$2,442.00	19.00	
15	45987	Older	480821	V			
16	45977	Older	819492	V			
17	45964	Older	487645	V			\$462.00
18	45955	2014	396483	M			\$1,207.00
19	45952	Older	999999	V			
20	45949	2015	86614	M			
21	45939	2015	357857	M			
22	45935	Older	414121	M	\$425.00	2.99	
23	45933	Older	996622	Volvo			
24	45927	Older	553909	Mack			
25	45925	2014	201175	Mack			
26	45915	Older	453923	Volvo			
27	45896	Older	386712	Volvo			
28	45871	Older	444005	Volvo			

29	45864	Older	166812	Mack	\$505.00	5.00	
30	45862	Older	157180	Mack			\$1,030.00
31	45858	Older	506297	Volvo			\$781.00
32	45842	Older	91000	Mack			\$1,320.00
33	45838	Older	347250	Mack	\$60.00	1.00	
34	45882	Older	844429	Volvo			
35	45821	2016	284764	Volvo			
36	45798	Older	818430	Volvo	\$567.00	5.50	
37	45789	Older	665767	Mack			
38	45785	Older	991282	Volvo			\$894.60
39	45760	Older	616905	Volvo			
40	45753	2015	390900	Volvo	\$284.00	2.00	
41	45721	2016	104504	Mack	\$673.50	6.25	
42	45710	Older	370857	Volvo			
43	45708	Older	880498	Volvo			
44	45697	2016	332339	Volvo			
45	45662	Older	289321	Volvo			
46	45656	2014	669313	Volvo			
47	45635	Older	484504	Volvo			
48	45624	Older	487645	Volvo			
49	45613	2014	204857	Mack			
50	46472	2015	389686	Volvo			
	50	11	462986		\$4,956.50	41.74	\$8,605.60

DATE: May 19, 2017

"M" FRH	"R" LABOR	"R" FRH	Cost Hours	Cost \$'s	RO Open Date
	\$996.84	7.02	1.18	\$ 157.23	4/20/17 7:11
	\$1,136.00	12.00	2.97	\$ 422.85	4/20/17 7:27
	\$1,349.00	9.50	2.62	\$ 372.28	4/19/17 20:00
	\$142.00	1.00	0.29	\$ 40.94	4/19/17 15:17
8.13			1.29	\$ 182.57	4/19/17 7:29
	\$852.00	6.00	1.03	\$ 146.14	4/18/17 19:26
	\$426.00	3.00	0.59	\$ 83.97	4/18/17 15:42
12.00			3.20	\$ 454.22	4/18/17 12:40
	\$6,212.50	43.75	5.47	\$ 777.17	4/18/17 10:06
	\$636.00	5.05	1.10	\$ 156.15	4/17/17 10:05PM
	\$1,136.00	10.50	2.57	\$ 365.15	4/17/17 16:01
1.00	\$213.00	1.50	0.54	\$ 77.57	4/17/17 15:18
	\$142.00	1.00	0.18	\$ 25.59	4/17/17 13:57
			6.85	\$ 972.13	4/17/17 11:56
	\$937.20	6.60	1.37	\$ 194.59	4/17/17 9:24
	\$245.66	2.00	0.30	\$ 42.22	4/14/17 22:15
3.50			0.84	\$ 119.20	4/14/17 8:22
8.50	\$2,414.00	17.00	4.78	\$ 679.17	4/14/17 6:15
	\$2,272.00	16.00	4.31	\$ 611.99	4/13/17 21:50
	\$983.94	4.01	6.93	\$ 269.92	4/13/17 15:00
	\$284.00	2.00	0.38	\$ 54.10	4/13/17 12:37
	\$1,952.50	13.75	5.11	\$ 725.90	4/13/17 8:18
	\$781.00	5.50	1.04	\$ 147.01	4/12/17 18:53
	\$594.00	4.50	0.94	\$ 133.51	4/12/17 13:39
	\$533.02	4.53	0.88	\$ 124.75	4/12/17 8:52
	\$568.00	4.00	0.82	\$ 115.50	4/11/17 23:55
	\$248.00	2.00	0.48	\$ 67.85	4/10/17 18:26
	\$2,520.50	17.75	0.49	\$ 637.39	4/10/17 7:04

			1.15	\$	162.89	4/7/17 17:24
16.50			2.55	\$	361.80	4/7/17 14:32
5.50			1.33	\$	187.87	4/7/17 12:28
10.00			1.64	\$	233.33	4/6/17 15:35
	\$498.00	4.50	0.97	\$	137.40	4/6/17 11:14
	\$1,704.00	12.00	3.37	\$	478.23	4/5/17 5:48
	\$284.00	2.00	0.32	\$	45.55	4/5/17 16:02
			1.17	\$	165.76	4/5/17 5:11
	\$1,561.76	14.10	3.07	\$	435.97	4/4/17 11:17
6.30			1.53	\$	217.38	4/4/17 10:19
	\$1,562.00	11.00	2.90	\$	411.11	4/3/17 10:10
			0.66	\$	94.38	3/31/17 15:16
			1.38	\$	673.58	3/30/17 9:24
	\$1,136.00	8.00	1.56	\$	222.11	3/29/17 14:31
	\$2,840.00	20.00	6.73	\$	955.92	3/29/17 14:06
	\$639.00	4.50	1.02	\$	145.51	3/29/17 9:02
	\$1,065.00	7.50	1.37	\$	195.12	3/28/17 6:42
	\$426.00	3.00	0.49	\$	69.40	3/27/17 19:11
	\$639.00	4.50	1.04	\$	147.93	3/27/17 8:45
	\$497.00	3.50	0.81	\$	114.58	3/24/17 13:10
	\$887.00	6.50	1.93	\$	273.74	3/24/17 12:11
	\$710.00	5.00	1.37	\$	195.59	5/10/17 15:57
71.4	\$42,023.92	306.06	96.91	\$	14,082.21	

1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last	Invoice Date
4/20/17 7:50	0.03	4/24/17 8:29	4.03	4/24/17 9:00
4/20/17 12:13	0.20	4/24/17 5:50	3.73	4/25/17 8:34
4/20/17 20:57	1.04	4/21/17 12:38	0.65	4/21/17 20:35
4/19/17 15:29	0.01	5/9/17 12:24	19.87	5/10/17 8:35
4/19/17 7:56	0.02	4/25/17 9:10	6.05	4/28/17 7:36
4/19/17 7:28	0.50	4/20/17 5:53	0.93	4/28/17 8:36
4/18/17 17:40	0.08	4/18/17 21:07	0.14	4/19/17 8:36
4/18/17 12:51	0.01	4/19/17 11:56	0.96	4/25/17 8:37
4/18/17 11:04	0.04	4/27/17 9:18	8.93	4/27/17 8:40
4/17/17 22:12	0.00	4/18/17 2:15	0.17	4/26/17 8:50
4/17/17 17:10	0.05	4/20/17 7:41	2.60	4/26/17 8:50
4/17/17 17:30	0.09	4/17/17 19:57	0.10	4/18/17 20:50
4/17/17 14:18	0.01	4/17/17 15:37	0.05	4/18/17 8:49
4/18/17 5:08	0.72	4/24/17 11:55	6.28	4/26/17 8:51
4/17/17 10:35	0.05	4/19/17 6:21	1.82	4/19/17 8:51
4/14/17 22:16	0.00	4/14/17 0:00	(0.93)	4/17/17 8:51
4/14/17 8:39	0.01	4/14/17 12:27	0.16	4/18/17 8:51
4/14/17 6:56	0.03	4/26/17 11:47	12.20	5/2/17 8:52
4/14/17 8:08	0.43	4/25/17 13:07	11.21	5/12/17 8:52
4/13/17 15:12	0.01	4/14/17 13:52	0.94	4/26/17 9:02
4/13/17 12:45	0.01	4/14/17 14:50	1.09	4/20/17 9:02
4/13/17 10:27	0.09	5/9/17 9:20	25.95	5/12/17 9:44
4/12/17 19:34	0.03	4/13/17 13:10	0.73	4/25/17 9:03
4/12/17 14:56	0.05	4/12/17 20:24	0.23	4/18/17 9:03
4/12/17 9:48	0.04	4/12/17 14:20	0.19	4/19/17 9:06
4/11/17 14:05	(0.41)	4/20/17 10:20	8.84	4/21/17 9:06
4/10/17 18:29	0.00	4/10/17 21:16	0.12	4/11/17 9:23
4/10/17 7:34	0.02	4/13/17 10:52	3.14	4/20/17 10:07

4/7/17 23:13	0.24	4/8/17 13:12	0.58	4/12/17 8:12
4/8/17 7:41	0.71	4/11/17 8:26	3.03	4/18/17 11:07
4/7/17 12:38	0.01	4/10/17 8:54	2.84	4/12/17 9:13
4/7/17 6:44	0.63	4/10/17 11:11	3.19	4/11/17 9:01
4/6/17 11:32	0.01	4/7/17 10:01	0.94	4/12/17 9:13
4/5/17 18:01	0.51	4/7/17 14:32	1.85	4/10/17 9:14
4/5/17 16:05	0.00	4/5/17 18:02	0.08	4/6/17 9:18
4/5/17 7:32	0.10	4/5/17 12:16	0.20	4/7/17 8:14
4/4/17 11:36	0.01	4/7/17 12:26	3.03	4/18/17 9:06
4/4/17 10:45	0.02	4/6/17 10:41	2.00	4/6/17 9:15
4/3/17 10:13	0.00	4/5/17 13:07	2.12	4/7/17 9:15
3/31/17 15:32	0.01	3/31/17 19:11	0.15	4/18/17 9:24
3/30/17 18:42	0.39	3/31/17 5:45	0.46	3/31/17 9:24
3/29/17 14:46	0.01	3/30/17 13:22	0.94	3/31/17 9:25
3/29/17 14:35	0.02	4/6/17 6:01	7.64	4/7/17 9:00
3/29/17 10:38	0.07	3/30/17 11:55	1.05	3/31/17 9:25
3/28/17 7:07	0.02	4/13/17 6:11	15.96	4/20/17 9:25
3/27/17 19:29	0.01	3/27/17 20:01	0.02	4/7/17 9:26
3/27/17 12:57	0.17	3/28/17 8:32	0.82	3/31/17 9:26
3/24/17 16:02	0.12	3/25/17 14:23	0.93	3/29/17 9:26
3/24/17 12:47	0.02	3/27/17 8:38	2.83	3/31/17 9:26
5/10/17 19:46	0.16	5/12/17 15:32	1.82	5/23/17 14:25
	6.41		172.71	

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

Last to Invoice	Cycle Time	1 ITEM RO'S		
0.02	4.08	No		
1.11	5.05	Yes		
0.33	2.02	Yes		
0.84	20.72	Yes		
2.93	9.00	No		
8.11	9.55	No		
0.48	0.70	Yes		
5.86	6.83	Yes		
-0.03	8.94	No		
8.27	8.45	No		
6.05	8.70	No		
1.04	1.23	No		
0.72	0.79	Yes		
1.87	8.87	No		
0.10	1.98	No		
3.37	2.44	Yes		
3.85	4.02	No		
5.88	18.11	No		
16.82	28.46	No		
11.80	12.75	No		
5.76	6.85	Yes		
3.02	29.06	No		
11.83	12.59	No		
5.53	5.81	No		
6.78	7.01	Yes		
0.95	9.38	Yes		
0.50	0.62	Yes		
6.97	10.13	No		

**DEALERSHIP:**

"C"

"M"

"R"

**TOTAL**

**Projected CP E.L.R.**

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**TOT LABOR SALES**

**TOTAL FRHs**

**TOTAL C.O.L.**

**1-ITEM ROs**

**Average Mileage**

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**Year**

3.79	4.62	No			
7.11	10.86	No			
2.01	4.86	No			
0.91	4.73	Yes			
4.97	5.92	No			
2.78	5.14	Yes			
0.64	0.72	Yes			
1.83	2.13	Yes			
10.86	13.91	No			
-0.06	1.96	No			
1.84	3.96	No			
17.59	17.76	Yes			
0.15	1.00	No			
0.84	1.79	No			
1.12	8.79	No			
0.90	2.02	Yes			
7.13	23.11	No			
10.56	10.59	No			
3.04	4.03	No			
3.79	4.84	No			
4.03	6.89	No			
10.95	12.94	Yes			
217.57	396.69	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

Nextran Bham

DATE: 19-May-17

<u>\$4,956.50</u>	÷	<u>41.7</u>	<b>FRHs</b>	=	<u>\$118.75</u>	<b>AVERAGE "C" E.L.</b>
<u>\$8,605.60</u>	÷	<u>71.4</u>	<b>FRHs</b>	=	<u>\$120.48</u>	<b>AVERAGE "M" E.L.</b>
<u>\$42,023.92</u>	÷	<u>306.1</u>	<b>FRHs</b>	=	<u>\$137.31</u>	<b>AVERAGE "R" E.L.</b>
<u>\$55,586.02</u>	÷	<u>419.2</u>	<b>FRHs</b>	=	<u>\$132.59</u>	<b>AVERAGE "CP" E.L.</b>
			<b>Difference</b>		<b><u>\$132.59</u></b>	

<u>\$55,586.02</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>\$1,111.72</u>	<b>LABOR PER RO AVE</b>
<u>419.2</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>8.38</u>	<b>FRHs PER RO AVE</b>
<u>\$14,082.21</u>	÷	<b>TOT. LABOR</b>	<u>\$55,586</u>	=	<u>25%</u>	<b>COST OF SALE</b>
<u>0</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>0%</u>	<b>ONE ITEM ROs</b>
<u>462986</u>						

<b>"C" FRHs</b>	<u>41.7</u>	÷	<b>TOTAL FRHs</b>	<u>419.2</u>	=	<u>10.0%</u>	<b>COMPETITIVE LAE</b>
<b>"M" FRHs</b>	<u>71.4</u>	÷	<b>TOTAL FRHs</b>	<u>419.2</u>	=	<u>17.0%</u>	<b>MAINTENANCE LA</b>
<b>"R" FRHs</b>	<u>306.1</u>	÷	<b>TOTAL FRHs</b>	<u>419.2</u>	=	<u>73.0%</u>	<b>REPAIR LABOR</b>

**MODEL YEAR MIX**

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

0	0.0%
3	6.0%
4	8.0%
4	8.0%
39	78.0%
50	100%

<b>Peterbilt</b>	0	0% P
<b>Kenworth</b>	0	0% K
<b>Mack</b>	9	41% M
<b>International</b>	0	0% I
<b>Volvo</b>	13	59% V
<b>Other</b>	0	0% O



Unlocking Commercial Dealership **PROFIT**

Days

0.13

0.03

**Average Last to Invoice**

**Median Last to Invoice**

Days

3.45

3.03

A

Days

**Average First to Last**

**Median First to Last**

3.45

1.07

Yes

No

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.R.

.R.

.R.

L.R.

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VERAGE

IRAGE

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3OR

IBOR

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Days

<b>Average Cycle Time</b>	4.35
<b>Median Cycle Time</b>	6.37



AC Service	Brakes per axle
\$90.00	\$180.00
\$170.00	\$170.00
\$0.00	\$75.00
\$0.00	\$0.00
\$115.00	\$460.00
\$375.00	\$885.00
\$75.00	\$177.00
\$142.00	\$455.00
<b>\$67.00</b>	<b>\$278.00</b>



<b>TOTAL</b>	<b>\$49.27</b>

Miscellaneous, machine, supplies, etc.	\$ 20
TOTAL SELLING PRICE (w/out tax)	\$ 423.02
Selling Price vs. Market Difference	\$ (32.42)
ELR	\$ 142.86
Current Labor GP %	72%
Tech cost to maintain current GP%	\$ 40.00
Labor GP	\$ 244.00
Parts GP	\$ 18.77
TOTAL GP	\$ 262.77



	\$0.00	19.0%
	\$0.00	19.0%
	\$0.00	19.0%
	\$98.54	

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per hour

Target GP%  
Price

\$285.71

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$ 285.71

Selling  
Price

\$117.31

\$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
\$0.00
\$117.31