

DEALERSHIP: Nexttran Truck Centers Fort Myers

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH	"M" LABOR
1	1109	Older	519334	M			
2	1119	Older	1229348	V			
3	1123	Older	134909	I	\$85.40	0.8	
4	1128	2015	119495	I	\$205.00	1.7	
5	1146	Older	146271	I	\$73.20	0.60	
6	1150	Older	113903	I	\$210.00	1.70	
7	1151	2016	124204	M	\$315.00	2.60	
8	1155	Older	576151	M			
9	1159	2017	29601	I			
10	1160	Older	993412	V	\$1,708.00	14.00	
11	1161	Older	365040	M			
12	1163	2017	28793	I			
13	1167	2018	45201		\$59.99	0.50	
14	1175	Older	150	O	\$59.99	0.50	
15	1177	Older	421000	M			\$549.00
16	1178	Older	257546	I			
17	1179	2017	61606		\$59.99	0.50	
18	1091	Older	666012	V			
19	1090	Older	332271				
20	1087	Older	991661	V			
21	1104	2015	152769	M			
22	1020	2017	144102	M	\$221.87	3.50	\$1,427.40
23	1021	2017	123313	M	\$155.86	1.20	
24	1023	Older	109672	O	\$3,050.00	25.00	
25	1024	2016	5155	M	\$130.43	1.00	
26	1026	Older	253006	M			
27	1028	2015	358891	M	\$580.50	4.50	
28	1029	Older	123925	M			

29	1031	2018	62147	I	\$312.00	2.50	
30	1032	2015	243244	M			
31	1033	Older	708952	M			
32	1035	Older	49329	M	\$59.99	0.50	
33	1036	Older	191656	M			
34	1051	2015	25585	M			
35	1053	Older	111651	I			
36	1054	Older	260590	M	\$64.50	0.50	
37	1060	Older	280450	V			
38	1070	Older	196473	M			
39	1072	2016	101492	M			
40	1073	2014	248046	M	\$61.00	0.50	
41	1074	Older	960050	V			
42	1076	2015	74190	M	\$0.00		
43	1077	2016	41778	I	\$366.00	3.00	
44	1078	2016	26393	I			
45	1080	Older	659039	V	\$73.50	0.50	
46	1082	2017	44293	I	\$488.00	4.00	
47	1084	Older	514010	M			
48	1085	2015	64589		\$129.00	1.00	
49	1212	Older	646937	M			
50	1215	2017	116612	M	\$610.00	5.00	
	50	22	281085		\$9,079.22	75.55	\$1,976.40

DATE: January 23, 2019

"M" FRH	"R" LABOR	"R" FRH	Cost Hours	Cost \$'s	RO Open Date
	\$244.00	2.00	1.80	\$ 52.20	12/11/18 13:57
	\$122.00	1.00	0.95	\$ 26.60	12/12/18 8:28
	\$244.00	2.00	2.31	\$ 99.46	12/12/18 3:01
	\$244.00	2.00	8.19	\$ 180.88	12/12/18 15:24
			1.05	\$ 25.20	12/13/18 16:32
	\$428.50	3.50	22.67	\$ 489.64	12/14/18 12:00
	\$1,281.00	10.50	17.55	\$ 604.93	12/14/18 9:51
	\$915.00	7.50	19.85	\$ 393.22	12/14/18 15:55
	\$244.00	2.00	2.85	\$ 111.31	12/14/18 13:05
			31.40	\$ 668.94	12/14/18 15:36
	\$671.00	5.50	5.30	\$ 118.33	12/14/18 16:03
	\$244.00	2.00	2.90	\$ 65.00	12/17/18 5:52
	\$73.20	0.60	1.10	\$ 22.25	12/17/18 9:48
			0.50	\$ 8.20	12/17/18 10:18
4.50	\$610.00	5.00	11.65	\$ 228.07	12/18/18 10:34
	\$1,305.40	10.70	18.20	\$ 458.48	12/18/18 12:26
			0.82	\$ 14.76	12/18/18 8:31
	\$732.00	6.00	5.60	\$ 126.00	12/4/18 10:54
	\$1,625.00	13.30	15.20	\$ 288.80	12/3/18 6:00
	\$366.00	3.00	7.77	\$ 190.97	12/4/18 9:24
	\$390.00	3.20	11.10	\$ 277.50	12/6/18 11:18
10.50	\$122.00	1.00	15.20	\$ 376.20	12/3/18 12:06
	\$319.00	2.60	3.90	\$ 97.80	12/7/18 11:06
			14.70	\$ 279.30	12/4/18 7:30
			1.50	\$ 33.00	12/15/18 9:00
	\$244.00	2.00	4.10	\$ 102.75	12/3/18 10:18
			5.90	\$ 106.20	12/5/18 8:06
	\$708.40	7.10	7.10	\$ 205.90	12/5/18 11:54

	\$451.50	3.50	7.40	\$ 106.56	12/7/18 12:12
	\$2,318.00	19.00	20.53	\$ 551.30	12/4/18 11:48
	\$1,037.00	8.50	27.00	\$ 449.52	12/3/18 7:24
			1.00	\$ 19.00	12:518 17:00
	\$1,403.00	11.50	9.66	\$ 322.00	12/10/18 7:03
	\$719.80	5.90	10.60	\$ 236.05	12/3/18 5:48
	\$624.00	4.80	8.00	\$ 110.00	12/3/18 5:42
	\$322.50	2.50	3.90	\$ 85.80	12/3/18 7:18
	\$2,135.00	17.50	23.80	\$ 792.76	12/8/18 17:01
	\$671.00	5.10	6.10	\$ 209.30	12/10/18 13:34
	\$735.30	6.00	9.40	\$ 211.70	12/5/18 12:18
	\$366.00	3.00	6.40	\$ 142.58	12/4/18 6:24
	\$744.00	6.00	4.90	\$ 88.20	12/3/18 9:30
	\$606.30	4.70	4.40	\$ 83.45	12/5/18 13:18
			1.83	\$ 40.26	12/31/18 10:33
	\$244.00	2.00	2.00	\$ 44.00	12/14/18 13:23
			0.50	\$ 14.00	12/10/18 9:36
			12.70	\$ 279.40	12/10/18 6:18
	\$3,843.00	31.50	44.00	\$ 1,257.41	12/12/18 12:01
	\$259.00	2.00	3.00	\$ 97.50	12/6/18 5:54
	\$305.00	2.50	2.67	\$ 100.13	12/21/18 13:12
	\$732.00	6.00	15.78	\$ 325.18	12/26/18 6:11
15.0	\$28,648.90	234.50	466.73	\$ 11,217.99	

1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last	Invoice Date
12/11/18 13:57	-	12/11/18 15:45	0.07	12/11/18 15:45
12/12/18 8:28	-	12/12/18 9:25	0.04	12/12/18 9:25
12/12/18 3:01	-	12/13/18 9:17	1.26	12/13/18 9:17
12/12/18 15:24	-	12/13/18 8:49	0.73	12/13/18 8:49
12/13/18 16:32	-	12/13/18 18:07	0.07	12/13/18 18:07
12/14/18 12:00	-	12/18/18 18:45	4.28	12/18/18 18:45
12/14/18 9:51	-	12/19/18 12:30	5.11	12/19/18 12:30
12/14/18 15:55	-	12/20/18 12:45	5.87	12/20/18 12:45
12/14/18 13:05	-	12/14/18 15:56	0.12	12/14/18 15:56
12/14/18 15:36	-	12/21/18 15:55	7.01	12/21/18 15:55
12/14/18 16:03	-	12/18/18 16:13	4.01	12/18/18 16:13
12/17/18 5:52	-	12/17/18 20:46	0.62	12/17/18 20:46
12/17/18 9:48	-	12/17/18 10:18	0.02	12/17/18 10:18
12/17/18 10:18	-	12/17/18 10:42	0.02	12/17/18 10:42
12/18/18 10:34	-	12/21/18 8:55	2.93	12/21/18 8:55
12/18/18 12:26	-	1/3/19 16:36	16.17	1/3/19 16:36
12/18/18 8:31	-	12/18/18 9:20	0.03	12/18/18 9:20
12/4/18 10:54	-	12/4/18 14:12	0.14	12/4/18 14:12
12/3/18 6:00	-	12/4/18 11:30	1.23	12/4/18 11:30
12/4/18 9:24	-	12/11/18 8:36	6.97	12/11/18 8:36
12/6/18 11:18	-	12/7/18 20:30	1.38	12/7/18 20:30
12/3/18 12:06	-	12/6/18 9:00	2.87	12/6/18 9:00
12/7/18 11:06	-	12/7/18 17:36	0.27	12/7/18 17:36
12/4/18 7:30	-	12/6/18 9:00	2.06	12/6/18 9:00
12/15/18 9:00	-	12/15/18 10:35	0.07	12/15/18 10:35
12/3/18 10:18	-	12/6/18 13:54	3.15	12/6/18 13:54
12/5/18 8:06	-	12/7/18 8:36	2.02	12/7/18 8:36
12/5/18 11:54	#REF!	12/14/18 12:06	(9.01)	12/14/18 12:06

12/7/18 12:12	-	12/11/18 15:27	4.14	12/11/18 15:27
12/4/18 11:48	-	12/11/18 8:30	6.86	12/11/18 8:30
12/3/18 7:24	-	12/6/18 15:12	3.32	12/6/18 15:12
12/5/18 17:00	#VALUE!	12/5/18 18:00	0.04	12/5/18 18:00
12/10/18 7:03	-	12/12/18 14:59	2.33	12/12/18 14:59
12/3/18 5:48	-	12/7/18 12:06	4.26	12/7/18 12:06
12/3/18 5:42	-	12/11/18 12:36	8.29	12/11/18 12:36
12/3/18 7:18	-	12/4/18 10:00	1.11	12/4/18 10:00
12/8/18 17:01	-	12/26/18 16:46	17.99	12/26/18 16:46
12/10/18 13:34	-	12/14/18 12:54	3.97	12/14/18 12:54
12/5/18 12:18	-	12/7/18 11:24	1.96	12/7/18 11:24
12/4/18 6:24	-	12/10/18 10:06	6.15	12/10/18 10:06
12/3/18 9:30	-	12/3/18 14:54	0.22	12/3/18 14:54
12/5/18 13:18	-	12/10/18 9:12	4.83	12/10/18 9:12
12/31/18 10:33	-	12/31/18 12:19	0.07	12/31/18 12:19
12/14/18 13:23	-	12/14/18 15:20	0.08	12/14/18 15:20
12/10/18 9:36	-	12/10/18 10:06	0.02	12/10/18 10:06
12/10/18 6:18	-	12/11/18 12:26	1.26	12/11/18 12:26
12/12/18 12:01	-	12/17/18 9:05	4.88	12/17/18 9:05
12/6/18 5:54	-	12/6/18 8:55	0.13	12/6/18 8:55
12/21/18 13:12	-	12/21/18 15:52	0.11	12/21/18 15:52
12/26/18 6:11	-	1/11/18 17:12	(348.54)	1/11/18 17:12
	#REF!		(216.99)	

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

Last to Invoice	Cycle Time	1 ITEM RO'S
0.00	0.07	Yes
0.00	0.04	Yes
0.00	1.26	No
0.00	0.73	No
0.00	0.07	Yes
0.00	4.28	No
0.00	5.11	No
0.00	5.87	No
0.00	0.12	Yes
0.00	7.01	No
0.00	4.01	No
0.00	0.62	Yes
0.00	0.02	No
0.00	0.02	Yes
0.00	2.93	No
0.00	16.17	No
0.00	0.03	Yes
0.00	0.14	No
0.00	1.23	No
0.00	6.97	No
0.00	1.38	Yes
0.00	2.87	No
0.00	0.27	No
0.00	2.06	No
0.00	0.07	Yes
0.00	3.15	Yes
0.00	2.02	Yes
9.01	#REF!	No

RE

DEALERSHIP: Nextran Truck Center

"C"	<u>\$9,079.22</u>
"M"	<u>\$1,976.40</u>
"R"	<u>\$28,648.90</u>
TOTAL	<u>\$39,704.52</u>
Projected CP E.L.R.	<u></u>

TOT LABOR SALES	<u>\$39,704.52</u>
TOTAL FRHS	<u>325.1</u>
TOTAL C.O.L.	<u>\$11,217.99</u>
1-ITEM ROs	<u>18</u>
Average Mileage	<u>281085</u>

"C" FRHs
 "M" FRHs
 "R" FRHs

MODEL YEAR MIX

Year Count

0.00	4.14	No
0.00	6.86	No
0.00	3.32	No
0.00	#VALUE!	Yes
0.00	2.33	No
0.00	4.26	No
0.00	8.29	No
0.00	1.11	No
0.00	17.99	No
0.00	3.97	No
0.00	1.96	No
0.00	6.15	No
0.00	0.22	Yes
0.00	4.83	No
0.00	0.07	Yes
0.00	0.08	Yes
0.00	0.02	Yes
0.00	1.26	No
0.00	4.88	No
0.00	0.13	No
0.00	0.11	Yes
0.00	(348.54)	Yes
9.01	#REF!	18

2018	<u>2</u>
2017	<u>7</u>
2016	<u>5</u>
2015	<u>7</u>
2014	<u>1</u>
Older	<u>28</u>
TOTALS	<u>50</u>
Estimates	
Estimate %	

Days

Average Open to First #REF!
Median Open to First #REF!

on (may take several seconds to execute).

PAIR ORDER ANALYSIS RECAP

Fort Myers

DATE: 23-Jan-19

÷	<u>75.6</u>	FRHs	=	<u>\$120.17</u>	AVERAGE "C" E.L.R.
÷	<u>15.0</u>	FRHs	=	<u>\$131.76</u>	AVERAGE "M" E.L.R.
÷	<u>234.5</u>	FRHs	=	<u>\$122.17</u>	AVERAGE "R" E.L.R.
÷	<u>325.1</u>	FRHs	=	<u>\$122.15</u>	AVERAGE "CP" E.L.R.
		Difference		<u>\$122.15</u>	

÷	TOTAL RO's	<u>50</u>	=	<u>\$794.09</u>	LABOR PER RO AVERAGE
÷	TOTAL RO's	<u>50</u>	=	<u>6.50</u>	FRHs PER RO AVERAGE
÷	TOT. LABOR	<u>\$39,705</u>	=	<u>28%</u>	COST OF SALE
÷	TOTAL RO's	<u>50</u>	=	<u>36%</u>	ONE ITEM ROS

<u>75.6</u>	÷	TOTAL FRHs	<u>325.1</u>	=	<u>23.2%</u>	COMPETITIVE LABOR
<u>15.0</u>	÷	TOTAL FRHs	<u>325.1</u>	=	<u>4.6%</u>	MAINTENANCE LABOR
<u>234.5</u>	÷	TOTAL FRHs	<u>325.1</u>	=	<u>72.1%</u>	REPAIR LABOR

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

<u>4.0%</u>	Peterbilt	<u>0</u>	0% P
<u>14.0%</u>	Kenworth	<u>0</u>	0% KW
<u>10.0%</u>	Mack	<u>25</u>	54% M
<u>14.0%</u>	International	<u>12</u>	26% I
<u>2.0%</u>	Volvo	<u>7</u>	15% V
<u>56.0%</u>	Other	<u>2</u>	4% O
<u>100%</u>	Total	<u>46</u>	100%
		<u>92.0%</u>	

Days

Average Last to Invoice 0.1801666667

Average Cycle

Median Last to Invoice 0.00

Median Cycle

Days

Average First to Last -4.3398472222

Median First to Last 1.32



Days

cle Time #REF!

cle Time #REF!

AC Service	Rear Brakes per axle
\$187.50	\$375.00
\$187.50	\$343.75
\$125.00	\$290.00
\$500.00	\$1,008.75
\$166.67	\$336.25
-\$166.67	-\$336.25

TOTAL	\$129.39

Miscellaneous, machine, supplies, etc.	
TOTAL SELLING PRICE (w/out tax)	\$ 310.24
Selling Price vs. Market Difference	\$ (26.01)
ELR	\$ 18.00
Current Labor GP %	
Tech cost to maintain current GP%	\$ 18.00
Labor GP	\$ -
Parts GP	\$ -
TOTAL GP	\$ -

	\$0.00	0.0%
	\$0.00	0.0%
	\$0.00	0.0%
	\$245.44	

per hour

\$0.00
\$0.00
\$0.00
\$245.44