



Unlocking Commercial Dealership **PROFIT**

DEALERSHIP: Quad City Peterbilt

	R.O. NUMBER	VEH. YR.	MILEAGE	MFG.	"C" Sold LABOR \$	"C" Hrs Billed	"M" Sold LABOR \$	"M" Hrs Billed	"R" Sold LABOR \$
1	97866	2017	95134	PB	\$0.00	0.00	\$0.00	0.00	\$243.00
2	97867	2017	116225	PB	\$0.00	0.00	\$0.00	0.00	\$1,000.00
3	97868	Older	507044	PB	\$0.00	0.00	\$438.75	2.70	\$0.00
4	97869	2014	206287	PB	\$0.00	0.00	\$0.00	0.00	\$1,053.00
5	97870	2016	156598	PB	\$0.00	0.00	\$0.00	0.00	\$317.25
6	97880	Older	454206	PB	\$0.00	0.00	\$0.00	0.00	\$673.25
7	97885	OLDER	1,068,998	PB	\$0.00	0.00	\$0.00	0.00	\$1,325.00
8	97886	2013	498,005	PB	\$0.00	0.00	\$0.00	0.00	\$1,521.00
9	97888	2014	37,212	PB	\$0.00	0.00	\$0.00	0.00	\$236.25
10	97889	2013	204,105	PB	\$0.00	0.00	\$0.00	0.00	\$371.80
11	97890	2013	204,105	PB	\$240.00	2.40	\$0.00	0.00	\$35.00
12	97891	2013	475,210	PB	\$0.00	0.00	\$0.00	0.00	\$1,073.25
13	97892	2017	538	PB	\$0.00	0.00	\$0.00	0.00	\$1,032.75
14	97893	2013	457,825	PB	\$379.20	4.87	\$60.00	0.50	\$120.00
15	97895	OLDER	1,545,406	PB	\$0.00	0.00	\$0.00	0.00	\$67.50
16	97896	OLDER	999,999	PB	\$70.00	0.72	\$0.00	0.00	\$692.00
17	97897	OLDER	1,347,335	PB	\$0.00	0.00	\$0.00	0.00	\$2,910.00
18	97899	2013	425,647	PB	\$0.00	0.00	\$0.00	0.00	\$405.00
19	97903	OLDER	999,999	PB	\$100.00	1.22	\$0.00	0.00	\$0.00
20	97904	2016	125,882	PB	\$0.00	0.00	\$0.00	0.00	\$227.00
21	97905	2017	5,318	O	\$0.00	0.00	\$0.00	0.00	\$405.00
22	97906	2016	28,239	O	\$0.00	0.00	\$0.00	0.00	\$303.75
23	97907	OLDER	275,275	PB	\$0.00	0.00	\$0.00	0.00	\$1,012.50
24	97908	2015	113,064	PB	\$210.00	2.31	\$35.00	0.25	\$200.00
25	97910	2017	33,054	PB	\$0.00	0.00	\$0.00	0.00	\$472.50
26	97911	OLDER	518,430	PB	\$0.00	0.00	\$405.00	2.94	\$236.25
27	97912	2013	443,251	PB	\$160.00	2.18	\$696.00	6.44	\$0.00
28	97913	2015	320,511	PB	\$294.00	2.00	\$540.00	3.00	\$2,376.00
29	97914	2017	28,539	PB	\$0.00	0.00	\$0.00	0.00	\$810.00
30	97915	2013	413,254	PB	\$0.00	0.00	\$0.00	0.00	\$5,440.50

31	97916	2014	446,505	PB	\$0.00	0.00	\$0.00	0.00	\$286.00
32	97917	OLDER	741,230	PB	\$0.00	0.00	\$0.00	0.00	\$549.90
33	97918	2016	167,848	PB	\$0.00	0.00	\$0.00	0.00	\$364.00
34	97919	2015	405,238	PB	\$0.00	0.00	\$0.00	0.00	\$1,001.00
35	97920	OLDER	999,999	PB	\$0.00	0.00	\$0.00	0.00	\$141.75
36	97921	2013	678,100	PB	\$0.00	0.00	\$0.00	0.00	\$553.50
37	97922	2015	60,693	FL	\$0.00	0.00	\$0.00	0.00	\$431.25
38	97923	2017	285,068	PB	\$0.00	0.00	\$0.00	0.00	\$135.00
39	97924	OLDER	270,353	FL	\$0.00	0.00	\$0.00	0.00	\$929.50
40	97925	2017	7	PB	\$0.00	0.00	\$0.00	0.00	\$2,275.20
41	97926	2017	903	PB	\$0.00	0.00	\$0.00	0.00	\$273.00
42	97927	2017	3	O	\$0.00	0.00	\$445.50	2.69	\$168.75
43	97928	2017	246,520	PB	\$0.00	0.00	\$0.00	0.00	\$2,967.30
44	97930	2013	473,860	PB	\$0.00	0.00	\$40.50	0.28	\$1,127.25
45	97931	2013	409,656	PB	\$0.00	0.00	\$216.00	1.53	\$1,944.00
46	97932	2013	423,358	PB	\$33.75	0.15	\$0.00	0.00	\$141.75
47	97933	OLDER	474,145	PB	\$0.00	0.00	\$0.00	0.00	\$351.00
48	97936	2016	18,861	PB	\$0.00	0.00	\$0.00	0.00	\$1,578.50
49	97938	OLDER	2,234,585	PB	\$0.00	0.00	\$0.00	0.00	\$67.50
50	97962	2017	70,029	PB	\$0.00	0.00	\$0.00	0.00	\$81.00
	50				1487	16	2877	20	39927

DATE: 01-Jun-17

CURRENT WARRANTY
OR DOOR RATE:

\$135.00

"R" Hrs Billed	Total Cost Hours Paid	Total Cost \$'s Paid	RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time
1.75	1.75	\$ 44.28	4/30/17 0:00	5/2/17 0:00	2.00	5/2/17 0:00
9.03	9.03	\$ 223.16	5/13/17 0:00	5/13/17 0:00	-	5/13/17 0:00
0.00	2.70	\$ 79.66	5/13/17 0:00	5/13/17 0:00	-	5/16/17 0:00
7.75	7.75	\$ 215.53	5/14/17 0:00	5/14/17 0:00	-	5/14/17 0:00
1.70	1.70	\$ 50.15	5/15/17 0:00	5/15/17 0:00	-	5/15/17 0:00
5.44	5.44	151.74	5/15/17 0:00	5/15/17 0:00	-	5/16/17 0:00
11.92	11.92	\$ 322.71	5/19/17 0:00	5/19/17 0:00	-	5/21/17 0:00
14.13	14.13	\$ 348.08	5/16/17 0:00	5/16/17 0:00	-	5/16/17 0:00
1.66	1.66	\$ 46.00	5/3/17 0:00	5/5/17 0:00	2.00	5/8/17 0:00
2.71	2.71	\$ 79.96	5/6/17 0:00	5/6/17 0:00	-	5/6/17 0:00
0.30	2.70	\$ 60.01	5/29/17 0:00	5/29/17 0:00	-	5/30/17 0:00
7.93	7.93	\$ 181.50	5/22/17 0:00	5/22/17 0:00	-	5/22/17 0:00
7.06	7.06	\$ 196.04	5/5/17 0:00	5/6/17 0:00	1.00	5/6/17 0:00
1.00	6.37	\$ 119.95	5/29/17 0:00	5/29/17 0:00	-	5/29/17 0:00
0.71	0.71	\$ 20.95	5/14/17 0:00	5/14/17 0:00	-	5/20/17 0:00
6.72	7.44	\$ 138.90	5/8/17 0:00	5/8/17 0:00	-	5/9/17 0:00
21.56	21.56	\$ 573.33	5/2/17 0:00	5/2/17 0:00	-	5/2/17 0:00
2.78	2.78	\$ 82.01	5/28/17 0:00	5/28/17 0:00	-	5/29/17 0:00
0.00	1.22	\$ 25.65	5/16/17 0:00	5/22/17 0:00	6.00	5/22/17 0:00
2.27	2.27	\$ 66.97	5/19/17 0:00	5/19/17 0:00	-	5/19/17 0:00
2.60	2.60	\$ 65.88	5/7/17 0:00	5/7/17 0:00	-	5/8/17 0:00
1.20	1.20	\$ 35.40	5/6/17 0:00	5/6/17 0:00	-	5/6/17 0:00
10.10	10.10	\$ 222.20	5/30/17 0:00	5/30/17 0:00	-	5/30/17 0:00
1.60	4.16	\$ 104.81	4/28/17 0:00	4/28/17 0:00	-	4/29/17 0:00
3.46	3.46	\$ 90.87	4/28/17 0:00	4/28/17 0:00	-	5/1/17 0:00
1.86	4.80	\$ 141.61	5/22/17 0:00	5/23/17 0:00	1.00	5/27/17 0:00
0.00	8.62	\$ 194.30	5/26/17 0:00	5/26/17 0:00	-	5/27/17 0:00
22.00	27.00	\$ 710.53	4/28/17 0:00	4/28/17 0:00	-	4/29/17 0:00
5.23	5.23	\$ 144.61	5/26/17 0:00	5/26/17 0:00	-	5/26/17 0:00
54.97	54.97	\$ 1,353.43	5/8/17 0:00	5/8/17 0:00	-	5/9/17 0:00

2.59	2.59	\$ 70.61	5/6/17 0:00	5/7/17 0:00	1.00	5/7/17 0:00
4.68	4.68	\$ 138.08	4/22/17 0:00	4/22/17 0:00	-	4/29/17 0:00
2.55	2.55	\$ 75.23	5/19/17 0:00	5/19/17 0:00	-	5/21/17 0:00
8.02	8.02	\$ 236.60	5/9/17 0:00	5/12/17 0:00	3.00	5/16/17 0:00
0.89	0.89	\$ 22.25	4/29/17 0:00	4/29/17 0:00	-	4/30/17 0:00
5.82	5.82	\$ 139.20	5/26/17 0:00	5/26/17 0:00	-	5/26/17 0:00
3.72	3.72	\$ 99.08	5/6/17 0:00	5/7/17 0:00	1.00	5/21/17 0:00
0.77	0.77	\$ 15.40	4/28/17 0:00	4/29/17 0:00	1.00	4/29/17 0:00
6.76	6.76	\$ 129.00	5/20/17 0:00	5/20/17 0:00	-	5/21/17 0:00
23.24	23.24	\$ 418.32	4/30/17 0:00	5/1/17 0:00	1.00	5/9/17 0:00
2.00	2.00	\$ 49.00	5/6/17 0:00	5/6/17 0:00	-	5/7/17 0:00
1.12	3.81	\$ 108.52	5/9/17 0:00	5/9/17 0:00	-	5/19/17 0:00
27.93	27.93	\$ 675.27	5/15/17 0:00	5/15/17 0:00	-	5/16/17 0:00
7.86	8.14	\$ 193.39	5/13/17 0:00	5/13/17 0:00	-	5/14/17 0:00
14.20	15.73	\$ 396.72	5/21/17 0:00	5/21/17 0:00	-	5/21/17 0:00
0.98	1.13	\$ 152.55	5/15/17 0:00	5/15/17 0:00	-	5/16/17 0:00
2.60	2.60	\$ 76.70	5/5/17 0:00	5/5/17 0:00	-	5/5/17 0:00
13.56	13.56	\$ 316.45	5/27/17 0:00	5/27/17 0:00	-	5/29/17 0:00
0.40	0.40	\$ 10.00	5/6/17 0:00	5/7/17 0:00	1.00	5/8/17 0:00
0.58	0.58	\$ 17.11	5/15/17 0:00	5/19/17 0:00	4.00	5/23/17 0:00
340	376	\$9,429.70				

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

1st to Last	Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
-	5/9/17 0:00	7.00	9.00	1		
-	5/13/17 0:00	0.00	-	1		
3.00	5/28/17 0:00	12.00	15.00	0		
-	5/21/17 0:00	7.00	7.00	1		
-	5/16/17 0:00	1.00	1.00	1		
1.00	5/22/17 0:00	6.00	7.00	0		
2.00	5/23/17 0:00	2.00	4.00	1		
-	5/17/17 0:00	1.00	1.00	1		
3.00	5/9/17 0:00	1.00	6.00	1		
-	5/6/17 0:00	0.00	-	0		
1.00	5/30/17 0:00	0.00	1.00	0		
-	5/22/17 0:00	0.00	-	1		
-	5/6/17 0:00	0.00	1.00	0		
-	5/29/17 0:00	0.00	-	1		
6.00	5/22/17 0:00	2.00	8.00	0		
1.00	5/9/17 0:00	0.00	1.00	1		
-	5/7/17 0:00	5.00	5.00	0		
1.00	5/30/17 0:00	1.00	2.00	0		
-	5/23/17 0:00	1.00	7.00	0		
-	5/19/17 0:00	0.00	-	1		
1.00	5/9/17 0:00	1.00	2.00	0		
-	5/6/17 0:00	0.00	-	1		
-	5/30/17 0:00	0.00	-	1		
1.00	4/30/17 0:00	1.00	2.00	0		
3.00	5/2/17 0:00	1.00	4.00	0		
4.00	5/27/17 0:00	0.00	5.00	1		
1.00	5/28/17 0:00	1.00	2.00	1		
1.00	5/1/17 0:00	2.00	3.00	1		
-	5/26/17 0:00	0.00	-	1		
1.00	5/10/17 0:00	1.00	2.00	0		

DEALERSHIP:

"C"

"M"

"R"

TOTAL

Projected CP E.L.R.

TOT LABOR SALES

TOTAL FRHs

TOTAL C.O.L.

1-ITEM ROs

YEAR

2017

2016

2015

-	5/7/17 0:00	0.00	1.00	1		
7.00	5/1/17 0:00	2.00	9.00	0		
2.00	5/26/17 0:00	5.00	7.00	0		
4.00	5/20/17 0:00	4.00	11.00	0		
1.00	5/1/17 0:00	1.00	2.00	0		
-	5/29/17 0:00	3.00	3.00	0		
14.00	5/22/17 0:00	1.00	16.00	1		
-	4/30/17 0:00	1.00	2.00	0		
1.00	5/29/17 0:00	8.00	9.00	0		
8.00	5/13/17 0:00	4.00	13.00	0		
1.00	5/7/17 0:00	0.00	1.00	0		
10.00	5/20/17 0:00	1.00	11.00	0		
1.00	5/16/17 0:00	0.00	1.00	1		
1.00	5/22/17 0:00	8.00	9.00	0		
-	5/21/17 0:00	0.00	-	0		
1.00	5/16/17 0:00	0.00	1.00	1		
-	5/5/17 0:00	0.00	-	0		
2.00	5/29/17 0:00	0.00	2.00	0		
1.00	5/8/17 0:00	0.00	2.00	0		
4.00	5/26/17 0:00	3.00	11.00	0		
				21	0	0

2014
2013
OLDER
TOTALS

ESTIMATES
ESTIMATE %

AVERAGE OPEN TO FIRST
MEDIAN OPEN TO FIRST

appropriate button (may take several seconds to execute).

REPAIR ORDER ANALYSIS RECAP

Quad City Peterbilt

1-Jun-17

<u>\$1,486.95</u>	÷	<u>15.9</u>	FRHs	=	<u>\$93.81</u>	AVERAGE "C" E.L.R.
<u>\$2,876.75</u>	÷	<u>20.3</u>	FRHs	=	<u>\$141.50</u>	AVERAGE "M" E.L.R.
<u>\$39,926.70</u>	÷	<u>339.7</u>	FRHs	=	<u>\$117.53</u>	AVERAGE "R" E.L.R.
<u>\$44,290.40</u>	÷	<u>375.9</u>	FRHs	=	<u>\$117.83</u>	AVERAGE "CP" E.L.R.
			Difference		<u>\$117.83</u>	

<u>\$44,290.40</u>	÷	TOTAL RO's	<u>50</u>	=	<u>\$885.81</u>	LABOR PER RO AVERAGE
<u>375.9</u>	÷	TOTAL RO's	<u>50</u>	=	<u>7.52</u>	FRHs PER RO AVERAGE
<u>\$9,429.70</u>	÷	TOT. LABOR	<u>\$44,290</u>	=	<u>21%</u>	COST OF SALE
<u>21</u>	÷	TOTAL RO's	<u>50</u>	=	<u>42%</u>	ONE ITEM ROs

"C" FRHs	<u>15.9</u>	÷	TOTAL FRHs	<u>375.9</u>	=	<u>4.2%</u>	COMPETITIVE LABOR
"M" FRHs	<u>20.3</u>	÷	TOTAL FRHs	<u>375.9</u>	=	<u>5.4%</u>	MAINTENANCE LABOR
"R" FRHs	<u>339.7</u>	÷	TOTAL FRHs	<u>375.9</u>	=	<u>90.4%</u>	REPAIR LABOR

MODEL YEAR MIX

<u>COUNT</u>	<u>MIX</u>
<u>12</u>	<u>24.0%</u>
<u>5</u>	<u>10.0%</u>
<u>4</u>	<u>8.0%</u>

<u>MFG. MIX</u>	<u>COUNT</u>	<u>MIX</u>
FREIGHTLINER	<u>2</u>	<u>4.0%</u>
INTERNATIONAL	<u>0</u>	<u>0.0%</u>
KENWORTH	<u>0</u>	<u>0.0%</u>
MACK	<u>0</u>	<u>0.0%</u>

MFG. CODES

FL
IN
KW
MK

3	6.0%
12	24.0%
14	28.0%
50	100.0%
100.0%	

0.0%

DAYS	
0.48	
-	

PETERBILT	45	90.0%
VOLVO	0	0.0%
OTHER	3	6.0%
TOTALS	50	100.0%
100.0%		

PB
VL
O

DAYS	
AVERAGE LAST TO INVOICE	1.88
MEDIAN LAST TO INVOICE	1.00
DAYS	
AVERAGE FIRST TO LAST	1.76
MEDIAN FIRST TO LAST	1.00

DAYS	
AVERAGE CYCLE TIME	4.12
MEDIAN CYCLE TIME	2



**Brakes per
axle**

\$0.00

#DIV/0!



#DIV/0!

TOTAL	\$0.00

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