



Unlocking Commercial Dealership **PROFIT**

DEALERSHIP: Premier Truck Group of Chattanooga (20:

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR \$ SOLD	"C" HOURS BILLED
1	318535	OLDER	41,457	O	\$0.00	
2	318624	OLDER	399,286	F		
3	318603	OLDER	731,873	O		
4	318469	2014	674,015	F		
5	318409	OLDER	454,516	F		
6	318273	2017	8,362	F		
7	318388	2015	639,059	F		
8	318412	OLDER	547,739	F	\$195.68	2.33
9	318428	OLDER	455,002	F		
10	318435	2017	103,611	F		
11	318448	2015	383,669	F		
12	318459	OLDER	651,839	F		
13	318467	2017	18,498	F		
14	318475	2014	442,453	F	\$137.62	1.97
15	318480	2016	107,319	F	\$426.00	3.00
16	318496	OLDER	1,185,977	F		
17	318543	OLDER	268,839	F	\$305.95	2.50
18	318552	OLDER	112,873	F		
19	318557	2014	4,974	O		
20	318561	OLDER	448,603	F	\$156.46	2.35
21	318571	OLDER	191,326	F		
22	318576	2016	244,872	F	\$85.20	0.60
23	318580	OLDER	707,774	P	\$556.95	5.47
24	318601	OLDER	482,606	F	\$248.50	1.75
25	318610	OLDER	97,467	O		
26	318629	OLDER	550,083	F		
27	318639	2015	35,128	F		
28	318650	OLDER	133,535	F	\$497.00	3.50

29	318658	2014	757,243	F		
30	318671	2015	510,658	F	\$213.00	1.50
31	318695	2017	146,445	F		
32	318703	OLDER	327,638	F		
33	318713	OLDER	1,272,363	F		
34	318731	OLDER	532,535	F		
35	318746	2016	48,726	F		
36	318764	2015	317,932	F		
37	318772	2017	15,271	F	\$199.95	1.50
38	318785	OLDER	707,971	P		
39	318800	OLDER	516,060	F		
40	318828	2015	380,365	F		
41	318842	OLDER	598,974	F		
42	318863	OLDER	750,000	F		
43	318872	2017	193,305	F	\$199.95	1.85
44	318873	OLDER	123,559	I		
45	318885	OLDER	861,709	F		
46	318931	2016	147,426	F		
47	318934	OLDER	64,694	O		
48	318958	2016	324,971	F	\$370.84	5.68
49	318987	OLDER	758,683	F		
50	319006	OLDER	1,528,621	F		
	50	21	420158		\$3,593.10	34.00

L-04) \_\_\_\_\_

DATE: July 12, 2017

"M" LABOR \$ SOLD	"M" HOURS BILLED	"R" LABOR \$ SOLD	"R" HOURS BILLED	Cost Hours	Cost \$'s
		\$410.40	2.70	2.67	\$ 77.03
		\$1,136.00	8.00	9.18	\$ 267.35
\$0.00	0.00	\$852.00	6.00	7.13	\$ 175.39
		\$298.20	2.10	2.12	\$ 58.47
\$213.00	1.50	\$568.00	4.00	7.22	\$ 198.33
		\$426.00	3.00	3.00	\$ 86.58
		\$426.00	3.00	3.07	\$ 84.67
		\$710.00	5.00	5.91	\$ 154.14
		\$568.00	4.00	6.11	\$ 155.98
		\$170.40	1.50	1.15	\$ 26.77
		\$1,846.00	13.00	16.68	\$ 407.69
		\$426.00	3.00	1.87	\$ 40.64
		\$120.70	1.00	0.00	\$ -
				1.89	\$ 47.13
				3.47	\$ 81.07
\$355.00	2.50			2.35	\$ 95.94
		\$355.00	2.50	3.89	\$ 97.16
\$142.00	1.00	\$1,420.00	10.00	15.28	\$ 421.88
\$988.00	6.50			8.61	\$ 204.83
				1.65	\$ 29.60
		\$170.40	1.20	1.04	\$ 24.21
				1.05	\$ 28.96
		\$142.00	1.00	7.81	\$ 159.88
				1.73	\$ 49.43
		\$152.00	1.00	1.04	\$ 28.57
		\$852.00	6.00	9.23	\$ 248.65
		\$213.00	1.50	4.16	\$ 88.49
\$546.95	4.98	\$497.00	3.50	13.62	\$ 360.94

		\$142.00	1.00	1.00	\$ 27.58
				1.55	\$ 42.75
		\$170.40	1.20	1.16	\$ 33.48
		\$852.00	6.00	7.95	\$ 208.10
		\$1,420.00	10.00	11.06	\$ 238.84
		\$426.00	3.00	2.53	\$ 54.98
		\$142.00	1.00	1.01	\$ 24.03
\$142.00	1.00	\$497.00	3.50	5.19	\$ 110.91
				1.45	\$ 34.50
		\$284.00	2.00	4.17	\$ 86.56
		\$639.00	4.50	7.16	\$ 185.53
\$181.05	1.50			1.20	\$ 34.63
		\$1,562.00	11.00	12.75	\$ 358.17
\$568.00	4.00			4.79	\$ 133.23
		\$184.60	1.30	3.32	\$ 44.01
		\$284.00	2.00	4.02	\$ 108.84
		\$301.75	2.50	2.40	\$ 45.94
		\$319.50	3.00	3.05	\$ 84.58
		\$456.00	3.00	2.75	\$ 79.37
\$213.00	1.50	\$71.00	0.50	7.41	\$ 183.19
		\$355.00	2.50	1.75	\$ 43.75
		\$1,562.00	11.00	11.80	\$ 299.94
\$3,349.00	24.5	\$21,427.35	152.00	242.40	\$ 6,162.69

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
6/6/17 7:36	6/6/17 10:19	0.11	6/6/17 13:29	0.13
6/8/17 16:48	6/9/17 17:31	1.03	6/13/17 9:32	3.67
6/8/17 11:44	6/8/17 12:17	0.02	6/8/17 21:06	0.37
6/2/17 10:24	6/2/17 15:30	0.21	6/2/17 17:37	0.09
5/31/17 9:54	5/31/17 10:01	0.00	6/1/17 9:15	0.97
5/23/17 14:14	6/1/17 9:49	8.82	6/1/17 13:22	0.15
5/30/17 11:34	5/30/17 11:36	0.00	6/27/17 10:17	27.95
5/31/17 10:48	6/2/17 8:25	1.90	6/7/17 17:01	5.36
5/31/17 18:23	5/31/17 22:07	0.16	6/1/17 15:44	0.73
6/1/17 8:40	6/1/17 9:54	0.05	6/1/17 11:03	0.05
6/1/17 15:14	6/1/17 16:22	0.05	6/8/17 11:53	6.81
6/1/17 21:30	6/2/17 9:11	0.49	6/2/17 11:03	0.08
6/2/17 10:19	6/2/17 11:03	0.03	6/2/17 11:53	0.03
6/2/17 12:05	6/2/17 14:53	0.12	6/3/17 14:22	0.98
6/2/17 13:16	6/2/17 14:21	0.05	6/3/17 9:17	0.79
6/5/17 8:44	6/5/17 8:51	0.00	6/5/17 14:09	0.22
6/6/17 11:11	6/6/17 12:39	0.06	6/8/17 12:06	1.98
6/6/17 14:15	6/6/17 16:57	0.11	6/14/17 17:46	8.03
6/6/17 15:11	6/7/17 8:12	0.71	6/7/17 18:25	0.43
6/6/17 17:59	6/6/17 19:49	0.08	6/6/17 21:29	0.07
6/7/17 9:45	6/7/17 13:38	0.16	6/7/17 14:40	0.04
6/7/17 11:33	6/7/17 11:35	0.00	6/7/17 12:38	0.04
6/7/17 12:56	6/7/17 20:02	0.30	6/13/17 19:14	5.97
6/8/17 11:00	6/8/17 12:14	0.05	6/8/17 14:51	0.11
6/8/17 13:10	6/8/17 13:41	0.02	6/8/17 14:43	0.04
6/9/17 7:08	6/9/17 8:10	0.04	6/16/17 10:19	7.09
6/9/17 13:51	6/9/17 22:48	0.37	6/10/17 14:49	0.67
6/10/17 11:39	6/12/17 12:55	2.05	6/15/17 9:57	2.88

6/12/17 10:12	6/12/17 10:13	0.00	6/12/17 11:13	0.04
6/12/17 15:03	6/12/17 15:04	0.00	6/12/17 16:37	0.06
6/13/17 12:10	6/13/17 12:46	0.03	6/13/17 13:56	0.05
6/13/17 14:06	6/13/17 23:08	0.38	6/22/17 15:59	8.70
6/14/17 7:08	6/14/17 10:26	0.14	6/19/17 19:10	5.36
6/14/17 12:04	6/14/17 12:10	0.00	6/14/17 14:42	0.11
6/15/17 10:45	6/15/17 11:58	0.05	6/15/17 13:50	0.08
6/15/17 23:12	6/16/17 9:19	0.42	6/16/17 19:39	0.43
6/16/17 8:47	6/16/17 9:56	0.05	6/16/17 11:23	0.06
6/16/17 13:10	6/16/17 15:16	0.09	6/20/17 14:56	3.99
6/17/17 11:46	6/17/17 12:05	0.01	6/20/17 9:02	2.87
6/19/17 20:19	6/20/17 9:15	0.54	6/20/17 13:50	0.19
6/20/17 11:42	6/21/17 9:23	0.90	6/27/17 15:31	6.26
6/21/17 12:08	6/21/17 13:11	0.04	6/21/17 18:28	0.22
6/22/17 7:38	6/22/17 8:08	0.02	6/22/17 11:27	0.14
6/22/17 8:31	6/22/17 10:25	0.08	6/22/17 18:52	0.35
6/22/17 13:20	6/22/17 15:43	0.10	6/22/17 18:29	0.12
6/26/17 8:34	6/26/17 12:04	0.15	6/28/17 10:34	1.94
6/26/17 9:25	6/26/17 13:16	0.16	6/27/17 10:34	0.89
6/26/17 19:57	6/27/17 13:31	0.73	6/28/17 13:08	0.98
6/28/17 11:59	6/28/17 13:34	0.07	6/28/17 15:19	0.07
6/29/17 8:53	6/29/17 10:20	0.06	6/30/17 15:27	1.21
		21.01		109.84

Printing Options:

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
6/6/17 13:54	0.02	0.26	Yes		
6/13/17 10:26	0.04	4.73	Yes		
6/9/17 9:49	0.53	0.92			
6/6/17 12:47	3.80	4.10	Yes		
6/1/17 10:04	0.03	1.01			
6/6/17 15:30	5.09	14.05	Yes		
6/28/17 13:29	1.13	29.08	Yes		
6/13/17 18:31	6.06	13.32			
6/1/17 16:09	0.02	0.91	Yes		
6/6/17 16:48	5.24	5.34	Yes		
6/8/17 23:23	0.48	7.34	Yes		
6/2/17 11:30	0.02	0.58	Yes		
6/2/17 14:05	0.09	0.16	Yes		
6/6/17 16:32	3.09	4.19			
6/3/17 14:03	0.20	1.03	Yes		
6/5/17 14:32	0.02	0.24	Yes		
6/9/17 16:49	1.20	3.23			
6/15/17 10:14	0.69	8.83			
6/8/17 7:20	0.54	1.67	Yes		
6/7/17 11:28	0.58	0.73			
6/7/17 14:49	0.01	0.21	Yes		
6/8/17 13:28	1.03	1.08	Yes		
6/14/17 9:50	0.61	6.87			
6/8/17 15:06	0.01	0.17	Yes		
6/8/17 15:01	0.01	0.08	Yes		
6/16/17 13:58	0.15	7.28	Yes		
6/12/17 15:05	2.01	3.05	Yes		
6/15/17 12:23	0.10	5.03			

DEAI

Projected

TOT LABC

TO

TOT

1-I

Averag

6/16/17 10:45	3.98	4.02	Yes		
6/16/17 10:44	3.75	3.82	Yes		
6/20/17 7:31	6.73	6.81	Yes		
6/23/17 14:52	0.95	10.03			
6/20/17 9:59	0.62	6.12	Yes		
6/14/17 16:50	0.09	0.20	Yes		
6/15/17 14:10	0.01	0.14	Yes		
6/19/17 16:14	2.86	3.71			
6/16/17 16:11	0.20	0.31	Yes		
6/20/17 16:04	0.05	4.12	Yes		
6/20/17 13:15	0.18	3.06	Yes		
6/20/17 15:45	0.08	0.81	Yes		
6/30/17 10:35	2.79	9.95			
6/21/17 18:58	0.02	0.28	Yes		
6/26/17 15:47	4.18	4.34			
6/22/17 20:36	0.07	0.50	Yes		
6/23/17 11:20	0.70	0.92	Yes		
6/28/17 14:07	0.15	2.23	Yes		
6/27/17 15:56	0.22	1.27	Yes		
6/30/17 10:01	1.87	3.59			
6/28/17 15:44	0.02	0.16	Yes		
6/30/17 16:34	0.05	1.32			
	62.37	193.22		1	0

I  
E:  
Average Op  
Median Op

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

## REPAIR ORDER ANALYSIS RECAP

LEASERSHIP: Premier Truck Group of Chattanooga (201-04)

DATE: 12-

<b>"C"</b>	<u>\$3,593.10</u>	÷	<u>34.0</u>	<b>FRHs</b>	=	<u>\$105.68</u>	<b>AVERAGE</b>
<b>"M"</b>	<u>\$3,349.00</u>	÷	<u>24.5</u>	<b>FRHs</b>	=	<u>\$136.81</u>	<b>AVERAGE</b>
<b>"R"</b>	<u>\$21,427.35</u>	÷	<u>152.0</u>	<b>FRHs</b>	=	<u>\$140.97</u>	<b>AVERAGE</b>
<b>TOTAL</b>	<u>\$28,369.45</u>	÷	<u>210.5</u>	<b>FRHs</b>	=	<u>\$134.78</u>	<b>AVERAGE</b>
<b>CP E.L.R.</b>	<u>\$142.00</u>				<b>Difference</b>	<u>(\$7.22)</u>	

<b>RO SALES</b>	<u>\$28,369.45</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>\$567.39</u>	<b>LABOR PER</b>
<b>TOTAL FRHs</b>	<u>210.5</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>4.21</u>	<b>FRHs PER</b>
<b>TOTAL C.O.L.</b>	<u>\$6,162.69</u>	÷	<b>TOT. LABOR</b>	<u>\$28,369</u>	=	<u>22%</u>	<b>COST OF \$</b>
<b>ITEM ROs</b>	<u>1</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>2%</u>	<b>ONE ITEM</b>
<b>Annual Mileage</b>	<u>420158</u>						

<b>"C" FRHs</b>	<u>34.0</u>	÷	<b>TOTAL FRHs</b>	<u>210.5</u>	=	<u>16.2%</u>	<b>COMPETIT</b>
<b>"M" FRHs</b>	<u>24.5</u>	÷	<b>TOTAL FRHs</b>	<u>210.5</u>	=	<u>11.6%</u>	<b>MAINTENA</b>
<b>"R" FRHs</b>	<u>152.0</u>	÷	<b>TOTAL FRHs</b>	<u>210.5</u>	=	<u>72.2%</u>	<b>REPAIR LA</b>

MODEL YEAR MIX			Count	Mix
<u>Year</u>	<u>Count</u>	<u>%</u>		
	<b>Freightliner</b>		<u>42</u>	84%

<b>2017</b>	6	12.0%
<b>2016</b>	5	10.0%
<b>2015</b>	6	12.0%
<b>2014</b>	4	8.0%
<b>Older</b>	29	58.0%
<b>TOTALS</b>	<b>50</b>	<b>100%</b>

<b>Peterbilt</b>	2	4%
<b>Kenworth</b>	0	0%
<b>Mack</b>	0	0%
<b>International</b>	1	2%
<b>Volvo</b>	0	0%
<b>Other</b>	5	10%
<b>Total</b>	<b>50</b>	<b>100%</b>
	<u>100.0%</u>	

Estimates \_\_\_\_\_  
estimate % \_\_\_\_\_

Days

en to First 0.42  
en to First 0.08

Days

Average Last to Invoice 2.20  
Median Last to Invoice 0.35

Days

Average First to Last 2.20  
Median First to Last 0.40



Unlocking Commercial Dealership **PROFIT**

Jul-17

Yes

No

"C" E.L.R.

"M" E.L.R.

"R" E.L.R.

"CP" E.L.R.

---

R RO AVERAGE

RO AVERAGE

SALE

ROs

---

IVE LABOR

NCE LABOR

LABOR

---

F

P  
K  
M  
I  
V  
O

	<u>Days</u>
<b>Average Cycle Time</b>	1.25
<b>Median Cycle Time</b>	2.64



**Brakes per  
axle**


\$0.00

#DIV/0!



#DIV/0!



<b>TOTAL</b>	<b>\$0.00</b>

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	

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per hour



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