



|    |    |   |        |  |            |       |            |      |
|----|----|---|--------|--|------------|-------|------------|------|
| 28 |    |   |        |  |            |       |            |      |
| 29 |    |   |        |  |            |       |            |      |
| 30 |    |   |        |  |            |       |            |      |
| 31 |    |   |        |  |            |       |            |      |
| 32 |    |   |        |  |            |       |            |      |
| 33 |    |   |        |  |            |       |            |      |
| 34 |    |   |        |  |            |       |            |      |
| 35 |    |   |        |  |            |       |            |      |
| 36 |    |   |        |  |            |       |            |      |
| 37 |    |   |        |  |            |       |            |      |
| 38 |    |   |        |  |            |       |            |      |
| 39 |    |   |        |  |            |       |            |      |
| 40 |    |   |        |  |            |       |            |      |
| 41 |    |   |        |  |            |       |            |      |
| 42 |    |   |        |  |            |       |            |      |
| 43 |    |   |        |  |            |       |            |      |
| 44 |    |   |        |  |            |       |            |      |
| 45 |    |   |        |  |            |       |            |      |
| 46 |    |   |        |  |            |       |            |      |
| 47 |    |   |        |  |            |       |            |      |
| 48 |    |   |        |  |            |       |            |      |
| 49 |    |   |        |  |            |       |            |      |
| 50 |    |   |        |  |            |       |            |      |
|    | 25 | 8 | 353070 |  | \$2,136.00 | 15.26 | \$8,962.70 | 64.0 |

DATE: July 14, 2021

| "R"<br>LABOR | "R"<br>Billed Hours | Cost<br>Hours | Cost<br>\$'s | RO Open<br>Date | 1st Punch<br>Date and Time | Open to<br>First |
|--------------|---------------------|---------------|--------------|-----------------|----------------------------|------------------|
|              |                     | 6.25          | \$ 200.00    | 4/30/21 8:33    | 5/3/21 10:22               | 3.08             |
| \$2,881.50   | 20.58               | 57.70         | \$ 1,957.70  | 2/8/21 8:15     | 3/9/21 9:24                | 29.05            |
|              |                     | 6.97          | \$ 153.78    | 2/23/21 0:00    | 3/11/21 4:00               | 16.17            |
|              |                     | 6.25          | \$ 200.00    | 5/2/21 0:00     | 5/7/21 0:00                | 5.00             |
| \$420.00     | 3.00                | 3.01          | \$ 61.04     | 5/3/21 0:00     | 5/3/21 7:35                | 0.32             |
|              |                     | 2.30          | \$ 39.20     | 5/3/21 8:15     | 5/3/21 9:00                | 0.03             |
|              |                     | 7.30          | \$ 200.76    | 4/27/21 0:00    | 5/2/21 0:00                | 5.00             |
|              |                     | 9.51          | \$ 99.56     | 4/27/21 0:00    | 5/8/21 7:30                | 11.31            |
|              |                     | 6.20          | \$ 172.76    | 4/27/21 0:00    | 5/1/21 0:00                | 4.00             |
| \$1,820.00   | 13.00               | 13.20         | \$ 238.34    | 4/27/21 0:00    | 5/2/21 0:00                | 5.00             |
| \$1,106.00   | 7.90                | 7.90          | \$ 117.60    | 4/28/21 0:00    | 5/4/21 0:00                | 6.00             |
|              |                     | 5.00          | \$ 129.08    | 4/29/21 0:00    | 5/3/21 0:00                | 4.00             |
| \$3,238.20   | 23.13               | 23.20         | \$ 568.45    | 4/29/21 0:00    | 5/1/21 0:00                | 2.00             |
|              |                     | 6.70          | \$ 208.76    | 4/29/21 0:00    | 5/2/21 0:00                | 3.00             |
|              |                     | 3.80          | \$ 46.29     | 4/27/21 0:00    | 4/28/21 8:00               | 1.33             |
| \$1,120.00   | 8.00                | 8.00          | \$ 199.05    | 4/22/21 0:00    | 4/28/21 0:00               | 6.00             |
| \$930.00     | 6.64                | 9.45          | \$ 245.94    | 4/22/21 0:00    | 4/23/21 0:00               | 1.00             |
| \$2,660.00   | 19.00               | 19.00         | \$ 409.75    | 4/16/21 0:00    | 4/19/21 0:00               | 3.00             |
|              |                     | 3.00          | \$ 50.40     | 4/22/21 0:00    | 4/23/21 0:00               | 1.00             |
|              |                     | 5.05          | \$ 131.05    | 4/20/21 0:00    | 4/25/21 0:00               | 5.00             |
|              |                     | 32.04         | \$ 853.94    | 4/24/21 0:00    | 4/24/21 0:00               | -                |
| \$1,089.20   | 7.78                | 7.72          | \$ 262.38    | 4/22/21 0:00    | 4/25/21 0:00               | 3.00             |
|              |                     | 9.50          | \$ 133.18    | 4/12/21 0:00    | 4/15/21 0:00               | 3.00             |
|              |                     | 7.89          | \$ 262.30    | 3/29/21 0:00    | 4/2/21 0:00                | 4.00             |
|              |                     | 4.20          | \$ 224.56    | 4/26/21 0:00    | 4/27/21 0:00               | 1.00             |
|              |                     |               |              |                 |                            | -                |
|              |                     |               |              |                 |                            | -                |



| Last Punch<br>Date and Time | 1st to<br>Last | Invoice<br>Date | Last to<br>Invoice | Cycle<br>Time | 1 ITEM<br>RO'S |
|-----------------------------|----------------|-----------------|--------------------|---------------|----------------|
| 5/3/21 10:22                | -              | 5/10/21 1:49    | 6.64               | 9.72          | Yes            |
| 5/13/21 11:00               | 65.07          | 5/28/21 10:03   | 14.96              | 109.08        | No             |
| 5/1/21 4:30                 | 51.02          | 5/5/21 4:33     | 4.00               | 71.19         | Yes            |
| 5/7/21 0:00                 | -              | 5/10/21 0:00    | 3.00               | 8.00          | Yes            |
| 5/3/21 8:00                 | 0.02           | 5/3/21 9:59     | 0.08               | 0.42          | No             |
| 5/3/21 9:00                 | -              | 5/10/21 14:00   | 7.21               | 7.24          | No             |
| 5/4/21 0:00                 | 2.00           | 5/10/21 9:16    | 6.39               | 13.39         | No             |
| 5/10/21 0:00                | 1.69           | 5/10/21 9:56    | 0.41               | 13.41         | No             |
| 5/4/21 0:00                 | 3.00           | 5/7/21 10:15    | 3.43               | 10.43         | No             |
| 5/4/21 0:00                 | 2.00           | 5/10/21 1:42    | 6.07               | 13.07         | No             |
| 5/10/21 0:00                | 6.00           | 5/12/21 7:47    | 2.32               | 14.32         | No             |
| 5/3/21 0:00                 | -              | 5/6/21 0:00     | 3.00               | 7.00          | Yes            |
| 5/9/21 0:00                 | 8.00           | 5/11/21 13:00   | 2.54               | 12.54         | No             |
| 5/4/21 0:00                 | 2.00           | 5/10/21 9:16    | 6.39               | 11.39         | Yes            |
| 5/7/21 0:00                 | 8.67           | 5/13/21 16:00   | 6.67               | 16.67         | No             |
| 5/1/21 0:00                 | 3.00           | 5/3/21 0:00     | 2.00               | 11.00         | No             |
| 5/2/21 0:00                 | 9.00           | 5/10/21 0:00    | 8.00               | 18.00         | No             |
| 4/28/21 0:00                | 9.00           | 5/5/21 13:00    | 7.54               | 19.54         | No             |
| 5/4/21 0:00                 | 11.00          | 5/13/21 0:00    | 9.00               | 21.00         | Yes            |
| 5/20/21 0:00                | 25.00          | 5/27/21 9:29    | 7.40               | 37.40         | No             |
| 5/10/21 0:00                | 16.00          | 5/12/21 13:00   | 2.54               | 18.54         | No             |
| 5/16/21 0:00                | 21.00          | 5/19/21 0:00    | 3.00               | 27.00         | No             |
| 5/5/21 0:00                 | 20.00          | 5/5/21 10:02    | 0.42               | 23.42         | No             |
| 5/8/21 0:00                 | 36.00          | 5/19/21 16:30   | 11.69              | 51.69         | No             |
| 5/16/21 0:00                | 19.00          | 5/16/21 0:00    | 0.00               | 20.00         | No             |
|                             | -              |                 | 0.00               | -             |                |
|                             | -              |                 | 0.00               | -             |                |



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

## REPAIR ORDER ANALYSIS RECAP

DEALERSHIP: \_\_\_\_\_

DATE: \_\_\_\_\_

|                            |             |   |       |                       |                 |
|----------------------------|-------------|---|-------|-----------------------|-----------------|
| <b>"C"</b>                 | \$2,136.00  | ÷ | 15.3  | <b>BILLED HOUR! =</b> | \$140.00        |
| <b>"M"</b>                 | \$8,962.70  | ÷ | 64.0  | <b>BILLED HOUR! =</b> | \$140.00        |
| <b>"R"</b>                 | \$15,264.90 | ÷ | 109.0 | <b>BILLED HOUR! =</b> | \$140.00        |
| <b>TOTAL</b>               | \$26,363.60 | ÷ | 188.3 | <b>TOTAL BHRs =</b>   | \$140.00        |
| <b>Projected CP E.L.R.</b> |             |   |       | <b>Difference</b>     | <b>\$140.00</b> |

|                           |             |   |                    |          |   |            |
|---------------------------|-------------|---|--------------------|----------|---|------------|
| <b>TOTAL LABOR SALES</b>  | \$26,363.60 | ÷ | <b>TOTAL RO's</b>  | 25       | = | \$1,054.54 |
| <b>TOTAL BILLED HOURS</b> | 188.3       | ÷ | <b>TOTAL RO's</b>  | 25       | = | 7.53       |
| <b>TOTAL C.O.L.</b>       | \$7,165.87  | ÷ | <b>TOTAL LABOR</b> | \$26,364 | = | 27%        |
| <b>1-ITEM ROs</b>         | 6           | ÷ | <b>TOTAL RO's</b>  | 25       | = | 24%        |
| <b>Average Mileage</b>    | 353070      |   |                    |          |   |            |

|                         |       |   |                   |       |   |       |
|-------------------------|-------|---|-------------------|-------|---|-------|
| <b>"C" BILLED HOURS</b> | 15.3  | ÷ | <b>TOTAL BHRs</b> | 188.3 | = | 8.1%  |
| <b>"M" BILLED HOURS</b> | 64.0  | ÷ | <b>TOTAL BHRs</b> | 188.3 | = | 34.0% |
| <b>"R" BILLED HOURS</b> | 109.0 | ÷ | <b>TOTAL BHRs</b> | 188.3 | = | 57.9% |

MODEL YEAR MIX

Count

| <u>Year</u>   | <u>Count</u> | <u>%</u>   |
|---------------|--------------|------------|
| 2022          | 2            | 8.0%       |
| 2021          | 2            | 8.0%       |
| 2020          | 2            | 8.0%       |
| 2019          | 0            | 0.0%       |
| 2018          | 0            | 0.0%       |
| Older         | 17           | 68.0%      |
| <b>TOTALS</b> | <b>23</b>    | <b>92%</b> |
| Estimates     |              |            |
| Estimate %    |              |            |

|               |           |
|---------------|-----------|
| Freightliner  | 1         |
| Peterbilt     | 3         |
| Kenworth      | 17        |
| Mack          | 3         |
| International | 1         |
| Ford          | 1         |
| Western Star  | 1         |
| Volvo         | 0         |
| Hino          | 0         |
| Isuzu         | 0         |
| Other         | 0         |
| <b>Total</b>  | <b>27</b> |
|               | 108.0%    |

Days  
Average Open to First 4.89

Days  
Average First to Last to Invoice 4.98791667

Days  
12.7383611

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**AVERAGE "C" E.L.R.**

**AVERAGE "M" E.L.R.**

**AVERAGE "R" E.L.R.**

**AVERAGE "CP" E.L.R.**

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**LABOR PER RO AVERAGE**

**BILLED HOURS PER RO AVERAGE**

**COST OF SALE**

**ONE ITEM ROs**

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**COMPETITIVE LABOR**

**MAINTENANCE LABOR**

**REPAIR LABOR**

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**Mix**

4%  
11%  
63%  
11%  
4%  
4%  
4%  
0%  
0%  
0%  
0%  
100%

Days

**Average Cycle Time 22.617611**

