



Unlocking Commercial Dealership **PROFIT**

DEALERSHIP: Neely Coble Company Inc. Decatur, AL

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR \$ SOLD	"C" HOURS BILLED
1	220161	Older	303641	Freightliner		
2	219423	Older	1369746	Freightliner		
3	220033	2015	8631	Freightliner		
4	220037	2015	404528	Freightliner		
5	220038	Older	601897	Freightliner		
6	220050	Older	268452	Freightliner		
7	220053	Older	65686	Other		
8	220059	2016	37656	Other		
9	220078	2014	461996	Freightliner		
10	220086	2015	236062	Freightliner		
11	220103	2014	468707	Freightliner		
12	220111	Older	57939	Other		
13	220141	2016	366787	Freightliner		
14	220145	Older	594053	Peterbilt		
15	220147	Older	87225	Other		
16	220182	2016	43340	Freightliner		
17	220183	Older	176751	Freightliner		
18	219188	2016	45238	Other		
19	220195	2016	37407	Freightliner		
20	220198	Older	552667	Freightliner		
21	220228	2016	234194	Freightliner		
22	220250	Older	222672	Other		
23	220261	Older	220261	Freightliner		
24	220265	Older	771420	Freightliner		
25	220272	Older	609436	Freightliner		
26	220279	2015	236771	Freightliner		
27	220289	Older	162703	Other		
28	220298	2014	373177	Freightliner		

29	220303	2014	390432	Freightliner		
30	220311	Older	950824	Freightliner		
31	220313	2016	745838	Other		
32	220314	2016	306311	Freightliner		
33	220321	Older	825977	International		
34	220323	Older	325043	Freightliner		
35	220324	2014	70125	Freightliner		
36	220335	2016	151762	Freightliner		
37	220355	2014	364267	Freightliner		
38	220359	2015	12187	Freightliner		
39	220360	Older	95738	Other		
40	220362	2017	35792	Freightliner		
41	220381	2014	235706	Freightliner		
42	220390	2015	253297	Freightliner		
43	220399	Older	633679	Freightliner		
44	220417	2014	21396	Freightliner		
45	220418	Older	103076	Freightliner		
46	220419	Older	467044	Freightliner		
47	220423	2017	25415	Freightliner		
48	220424	2017	4468	Freightliner		
49	220489	2015	54622	Other		
50	220459	Older	829980	Freightliner		
	50	27	318440		\$0.00	0.00

DATE: February 1, 2018

"M" LABOR \$ SOLD	"M" HOURS BILLED	"R" LABOR \$ SOLD	"R" HOURS BILLED	Cost Hours	Cost \$'s
		\$773.55	42.63	135.00	\$ 133.83
		\$6,753.70	45.50	67.46	\$ 1,418.97
		\$295.26	6.58	6.58	\$ 888.30
		\$675.00	5.00	4.00	\$ 540.00
		\$945.00	7.00	7.00	\$ 148.43
		\$1,520.55	17.47	17.47	\$ 358.65
		\$1,620.00	14.00	14.00	\$ 1,937.31
		\$0.00	7.89	7.89	\$ -
		\$135.00	11.76	11.76	\$ 36.75
		\$675.00	5.00	6.43	\$ 445.77
		\$270.00	35.78	33.40	\$ 478.45
		\$580.50	4.00	3.70	\$ 130.02
		\$337.50	2.50	2.50	\$ 54.18
		\$1,350.00	10.00	14.50	\$ 472.58
		\$459.00	3.40	3.40	\$ 110.50
		\$0.00	14.64	14.64	\$ -
		\$2,160.00	16.00	14.00	\$ 518.56
		\$796.50	6.85	6.85	\$ 387.00
		\$10.32	10.32	0.00	\$ -
		\$405.00	3.80	3.00	\$ 50.60
		\$367.50	5.60	5.60	\$ 110.11
		\$1,638.00	14.00	15.00	\$ 299.60
		\$2,110.00	25.32	29.22	\$ 514.53
		\$854.55	6.33	6.33	\$ 198.11
		\$3,075.30	22.78	38.83	\$ 850.67
		\$0.00	6.71	6.71	\$ -
		\$1,505.25	11.15	11.15	\$ 515.61
		\$1,350.00	10.00	10.00	\$ 221.99

		\$607.50	4.50	4.50	\$	138.39
		\$202.50	1.50	1.43	\$	32.18
		\$380.70	2.82	1.30	\$	130.68
		\$405.00	3.00	1.75	\$	121.00
		\$1,350.00	10.00	20.50	\$	396.41
		\$897.75	6.65	6.95	\$	215.44
		\$337.50	2.50	2.50	\$	70.88
		\$0.00	3.72	3.72	\$	-
		\$0.00	9.38	9.38	\$	-
		\$135.00	1.15	1.15	\$	43.00
		\$1,215.00	9.63	9.55	\$	294.43
		\$0.00	2.83	2.83	\$	-
		\$337.50	2.50	5.00	\$	98.30
		\$641.25	4.75	5.05	\$	153.45
		\$750.60	5.56	7.75	\$	155.94
		\$148.25	9.48	9.48	\$	87.89
		\$1,014.75	9.85	10.50	\$	353.71
		\$330.00	3.00	3.00	\$	46.20
		\$964.00	7.14	7.14	\$	164.22
		\$202.50	7.22	7.22	\$	43.43
		\$24.00	0.80	24.00	\$	24.00
		\$675.00	5.00	5.00	\$	156.56
\$0.00	0.0	\$41,281.28	484.99	646.12	\$	13,546.63

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
1/4/18 0:00	1/4/18 14:12	0.59	1/31/18 11:43	26.90
10/30/17 0:00	10/30/17 12:48	0.53	11/22/17 14:48	23.08
12/21/18 19:40	12/21/18 20:25	0.03	1/18/18 11:05	(337.39)
12/22/17 0:00	12/22/17 15:47	0.66	1/29/18 12:00	37.84
12/26/17 0:00	12/26/17 11:27	0.48	1/3/18 14:35	8.13
12/27/17 0:00	12/27/17 11:17	0.47	1/3/18 17:24	7.25
12/27/17 0:00	12/27/17 12:22	0.52	12/28/17 0:00	0.48
12/27/17 0:00	12/27/17 15:23	0.64	1/16/18 7:33	19.67
12/28/17 0:00	12/28/17 14:05	0.59	1/18/18 23:10	21.38
12/28/17 0:00	12/28/17 12:37	0.53	1/3/18 19:06	6.27
12/29/17 0:00	12/29/17 8:40	0.36	1/17/17 12:30	(345.84)
1/2/18 0:00	1/2/18 9:25	0.39	1/9/18 9:47	7.02
1/25/18 0:00	1/25/18 12:00	0.50	1/3/18 19:10	(21.70)
1/9/18 0:00	1/9/18 4:30	0.19	1/23/18 0:01	13.81
1/10/18 0:00	1/10/18 2:46	0.12	1/10/18 13:00	0.43
1/12/18 0:00	1/12/18 10:38	0.44	1/22/18 13:34	10.12
1/9/18 0:00	1/9/18 11:57	0.50	1/29/18 8:15	19.85
10/11/17 0:00	10/11/17 13:38	0.57	10/23/17 8:25	11.78
1/10/18 0:00	1/10/18 12:26	0.52	1/24/18 16:56	14.19
1/11/18 0:00	1/11/18 10:23	0.43	1/11/18 10:51	0.02
1/11/18 0:00	1/11/18 22:27	0.94	1/11/18 13:25	(0.38)
1/18/18 0:00	1/18/18 23:14	0.97	1/24/18 13:14	5.58
1/15/18 0:00	1/15/18 11:34	0.48	1/24/18 12:00	9.02
1/15/18 0:00	1/15/18 12:54	0.54	1/19/18 11:20	3.93
1/15/18 0:00	1/15/18 16:16	0.68	1/26/18 13:09	10.87
1/17/18 0:00	1/17/18 17:39	0.74	1/26/18 13:01	8.81
1/18/18 0:00	1/18/18 8:09	0.34	1/30/18 15:57	12.32
1/18/18 0:00	1/18/18 9:56	0.41	1/26/18 15:47	8.24

1/18/18 0:00	1/18/18 16:40	0.69	1/22/18 15:50	3.97
1/18/18 0:00	1/18/18 19:42	0.82	1/18/18 6:40	(0.54)
1/19/18 0:00	1/19/18 12:18	0.51	1/24/18 15:15	5.12
1/19/18 0:00	1/19/18 12:48	0.53	1/23/18 12:24	3.98
1/22/18 0:00	1/22/18 20:14	0.84	1/25/18 7:38	2.48
1/22/18 0:00	1/22/18 15:24	0.64	1/26/18 20:04	4.19
1/22/18 0:00	1/22/18 19:00	0.79	1/22/18 19:40	0.03
1/22/18 0:00	1/22/18 17:32	0.73	1/23/18 11:36	0.75
1/23/18 0:00	1/23/18 23:02	0.96	1/25/18 10:15	1.47
1/25/18 0:00	1/25/18 12:38	0.53	1/25/18 12:57	0.01
1/24/18 0:00	1/24/18 12:40	0.53	1/31/18 11:25	6.95
1/31/18 0:00	1/24/18 2:56	(6.88)	1/24/18 15:46	0.53
1/25/18 0:00	1/25/18 17:16	0.72	1/25/18 17:34	0.01
1/25/18 0:00	1/25/18 14:35	0.61	1/26/18 14:26	0.99
1/25/18 0:00	1/25/18 16:40	0.69	1/29/18 14:53	3.93
1/26/18 0:00	1/25/18 12:52	(0.46)	1/29/18 9:17	3.85
1/26/18 0:00	1/26/18 14:55	0.62	1/30/18 13:17	3.93
1/26/18 0:00	1/26/18 13:07	0.55	1/29/18 12:02	2.95
1/26/18 0:00	1/26/18 15:13	0.63	1/26/18 18:44	0.15
1/26/18 0:00	1/26/18 18:24	0.77	1/26/18 23:49	0.23
1/30/18 0:00	1/30/18 8:47	0.37	1/30/18 8:33	(0.01)
1/30/18 0:00	1/30/18 14:28	0.60	1/30/18 14:36	0.01
		19.93		(373.32)

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
1/31/18 14:23	0.00	27.49	No		
11/28/17 0:00	5.38	29.00	No		
1/31/18 14:11	13.13	(324.23)	No		
1/8/18 0:00	-21.50	17.00	No		
1/3/18 0:00	-0.61	8.00	No		
1/5/18 0:00	1.28	9.00	No		
1/18/18 0:00	21.00	22.00	No		
1/16/18 0:00	-0.31	20.00	No		
1/8/18 0:00	-10.97	11.00	No		
1/9/18 0:00	5.20	12.00	No		
1/18/18 0:00	365.48	20.00	No		
1/9/18 0:00	-0.41	7.00	No		
1/3/18 0:00	-0.80	(22.00)	No		
1/23/18 0:00	0.00	14.00	No		
1/10/18 0:00	-0.54	-	No		
1/22/18 0:00	-0.57	10.00	No		
1/29/18 0:00	-0.34	20.00	No		
10/23/17 0:00	-0.35	12.00	No		
1/24/18 0:00	-0.71	14.00	No		
1/11/18 0:00	-0.45	-	No		
1/12/18 0:00	0.44	1.00	No		
1/24/18 0:00	-0.55	6.00	No		
1/25/18 0:00	0.50	10.00	No		
1/24/18 0:00	4.53	9.00	No		
1/31/18 0:00	4.45	16.00	No		
1/26/18 0:00	-0.54	9.00	No		
1/30/18 0:00	-0.66	12.00	No		
1/31/18 0:00	4.34	13.00	No		

1/22/18 0:00	-0.66	4.00	No		
1/18/18 0:00	-0.28	-	No		
1/24/18 0:00	-0.64	5.00	No		
1/23/18 0:00	-0.52	4.00	No		
1/25/18 0:00	-0.32	3.00	No		
1/29/18 0:00	2.16	7.00	No		
1/22/18 0:00	-0.82	-	No		
1/23/18 0:00	-0.48	1.00	No		
1/25/18 0:00	-0.43	2.00	No		
1/25/18 0:00	-0.54	-	No		
1/31/18 0:00	-0.48	7.00	No		
1/30/18 0:00	5.34	(1.00)	No		
1/25/18 0:00	-0.73	-	No		
1/26/18 0:00	-0.60	1.00	No		
1/29/18 0:00	-0.62	4.00	No		
1/29/18 0:00	-0.39	3.00	No		
1/30/18 0:00	-0.55	4.00	No		
1/29/18 0:00	-0.50	3.00	Yes		
1/26/18 0:00	-0.78	-	No		
1/30/18 0:00	3.01	4.00	No		
1/30/18 0:00	-0.36	-	No		
1/30/18 0:00	-0.61	-	Yes		
	386.64	33.26	0	0	0

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

REPAIR ORDER ANALYSIS RE

DEALERSHIP: Neely Coble Company Inc. Decatur, AL

"C"	<u>\$0.00</u>	÷	<u>0.0</u>	FRHs	=
"M"	<u>\$0.00</u>	÷	<u>0.0</u>	FRHs	=
"R"	<u>\$41,281.28</u>	÷	<u>485.0</u>	FRHs	=
TOTAL	<u>\$41,281.28</u>	÷	<u>485.0</u>	FRHs	=
Projected CP E.L.R.					Difference

TOT LABOR SALES	<u>\$41,281.28</u>	÷	TOTAL RO's	<u>50</u>	=
TOTAL FRHs	<u>485.0</u>	÷	TOTAL RO's	<u>50</u>	=
TOTAL C.O.L.	<u>\$13,546.63</u>	÷	TOT. LABOR	<u>\$41,281</u>	=
1-ITEM ROs	<u>0</u>	÷	TOTAL RO's	<u>50</u>	=
Average Mileage	<u>318440</u>				

"C" FRHs	<u>0.0</u>	÷	TOTAL FRHs	<u>485.0</u>	=
"M" FRHs	<u>0.0</u>	÷	TOTAL FRHs	<u>485.0</u>	=
"R" FRHs	<u>485.0</u>	÷	TOTAL FRHs	<u>485.0</u>	=

MODEL YEAR MIX			Cou
<u>Year</u>	<u>Count</u>	<u>%</u>	Freightliner

2017	3	6.0%
2016	9	18.0%
2015	7	14.0%
2014	8	16.0%
Older	23	46.0%
TOTALS	50	100%

Peterbilt
Kenworth
Mack
International
Volvo
Other
Total

Estimates _____
Estimate % _____
Days

Average Open to First 0.40
Median Open to First 0.54

Average Last to Invoice
Median Last to Invoice

Average First to Last
Median First to Last



CAP

DATE: 1-Feb-18

<u>\$0.00</u>	AVERAGE "C" E.L.R.
<u>\$0.00</u>	AVERAGE "M" E.L.R.
<u>\$85.12</u>	AVERAGE "R" E.L.R.
<u>\$85.12</u>	AVERAGE "CP" E.L.R.
<u>\$85.12</u>	

<u>\$825.63</u>	LABOR PER RO AVERAGE
<u>9.70</u>	FRHs PER RO AVERAGE
<u>33%</u>	COST OF SALE
<u>0%</u>	ONE ITEM ROs

<u>0.0%</u>	COMPETITIVE LABOR
<u>0.0%</u>	MAINTENANCE LABOR
<u>100.0%</u>	REPAIR LABOR

nt	Mix
<u>0</u>	#DIV/0! F

<u>0</u>	#DIV/0! P
<u>0</u>	#DIV/0! K
<u>0</u>	#DIV/0! M
<u>0</u>	#DIV/0! I
<u>0</u>	#DIV/0! V
<u>0</u>	#DIV/0! O
<u>0</u>	#DIV/0!
<u>0.0%</u>	

Days

-7.47

-0.44

Days

(7.47)

3.95

Days

Average Cycle Time 7.73

Median Cycle Time 5.50



alership **PROFIT**

Yes

No

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