



Unlocking Commercial Dealership **PROFIT**

DEALERSHIP: WE Knoxville, TN

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR \$ SOLD	"C" HOURS BILLED
1	110350	2015	323002	Volvo		
2	110351	Older	1002380	Volvo		
3	110352	Older	717213	Volvo		
4	110353	2016	8511	Volvo		
5	110354	Older	803317	Volvo		
6	110355	2017	315712	Mack		
7	110356	2016	313329	Mack		
8	110357	Older	269917	Mack		
9	110358	Older	498876	Mack		
10	110360	Older	668567	Volvo		
11	110361	Older	668567	Volvo		
12	110362	2015	268544	Volvo		
13	110363	2014	545219	Volvo		
14	110364	2017	362346	Mack		
15	110365	Older	972134	Volvo		
16	110366	Older	560644	Volvo		
17	110368	Older	890879	Volvo		
18	110369	2017	44926	Mack		
19	110370	2014	58044	Mack		
20	110371	2016	237191	Volvo		
21	110372	2015	358990	Volvo		
22	110374	Older	419257	International		
23	110375	2017	54696	Volvo		
24	110376	2014	324221	Mack		
25	110377	2016	36204	Mack		
26	110378	2016	275555	Volvo		
27	110379	2017	1159	Mack		
28	110380	2017	1159	Mack		

29	110381	2016	212423	Volvo		
30	110382	2017	10	Mack		
31	110383	2017	10	Mack		
32	110385	Older	225	Mack		
33	110386	Older	676957	Mack		
34	110389	2017	3415	Mack		
35	110390	2016	516736	Volvo		
36	110392	Older	650922	Volvo		
37	110393	Older	536991	Volvo		
38	110394	Older	601614	Volvo		
39	110395	Older	658789	Volvo		
40	110396	Older	659600	Volvo		
41	110397	Older	596096	Volvo		
42	110398	Older	110398	Other		
43	110399	2015	583408	Volvo		
44	110400	2017	6714	Mack		
45	110401	Older	984969	Volvo		
46	110402	2016	95637	Mack		
47	110403	2014	595832	Volvo		
48	110404	2016	237191	Volvo		
49	110405	Older	30339	Mack		
50	110406	Older	451890	Mack		
	50	27	384215		\$0.00	0.00

DATE: February 11, 2018

"M" LABOR \$ SOLD	"M" HOURS BILLED	"R" LABOR \$ SOLD	"R" HOURS BILLED	Cost Hours
		\$1,264.90	9.10	9.10
\$387.00	3.00			3.00
		\$1,309.00	11.00	11.00
		\$208.50	1.50	1.50
		\$1,071.00	9.00	9.00
		\$347.50	2.50	2.50
		\$714.00	6.00	6.00
		\$556.00	4.00	4.00
\$900.00	9.00			10.26
		\$ 83.40	0.60	0.40
\$834.00	6.00			6.13
		\$208.50	1.50	2.67
		\$833.00	7.00	9.36
		\$1,112.00	21.56	21.56
		\$3,057.11	25.69	38.27
		\$357.00	3.00	3.15
		\$1,964.50	15.50	34.78
\$500.40	3.60			11.12
		\$267.75	2.25	1.75
		\$1,292.70	9.30	8.30
		\$486.50	3.50	5.48
		\$550.00	5.50	3.41
		\$236.30	1.70	1.59
		\$666.40	5.60	4.97
		\$952.00	8.00	9.34
		\$208.25	0.01	1.83
\$55.60	0.40			0.50
		\$1,292.70	9.39	11.40

		\$305.80	2.20	2.13
\$55.60	0.40			0.40
		\$139.00	1.00	0.92
\$55.60	0.40			0.80
		\$1,368.50	11.50	21.20
\$83.40	0.60			0.60
\$119.00	1.00			1.57
		\$1,741.50	13.50	26.35
		\$1,459.50	10.50	11.28
\$1,323.28	9.52			9.68
\$1,150.00	11.50			11.48
		\$1,525.03	12.77	19.47
		\$232.05	4.72	9.42
\$129.00	1.00			2.03
		\$347.50	2.50	2.22
		\$1,459.50	10.50	10.45
		\$476.00	4.00	4.10
		\$514.30	3.70	3.65
\$83.40	0.60			1.40
		\$0.00	0.00	5.00
		\$3,094.00	40.00	41.54
		\$1,650.00	16.50	20.01
\$5,676.28	47.0	\$33,351.69	296.59	438.07

Cost \$'s	RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time
\$ 422.60	10/13/17 0:00	10/13/17 12:17	0.51	10/18/17 13:58
\$ 56.16	10/13/17 23:02	10/13/17 12:00	(0.46)	10/13/17 14:29
\$ 216.15	10/13/17 14:25	10/13/17 15:14	0.03	10/14/17 12:33
\$ 37.68	10/13/17 12:00	10/13/17 12:51	0.04	10/13/17 14:25
\$ 339.84	10/24/17 12:00	10/24/17 12:28	0.02	10/25/17 13:20
\$ 48.44	9/26/17 12:00	9/26/17 14:07	0.09	10/2/17 12:03
\$ 145.72	10/16/17 7:00	10/16/17 7:21	0.01	10/19/17 0:00
\$ 64.05	10/13/17 12:00	10/9/17 12:50	(3.97)	10/13/17 12:00
\$ 223.23	7/11/17 12:38	7/11/17 3:36	(0.38)	10/23/17 12:00
\$ 7.20	10/13/17 8:54	10/13/17 9:18	0.02	10/16/17 12:00
\$ 118.68	10/13/17 12:43	10/13/17 3:30	(0.38)	10/17/17 12:00
\$ 48.06	10/14/17 6:51	10/14/17 9:31	0.11	10/17/17 12:00
\$ 260.60	10/14/17 12:08	10/14/17 2:49	(0.39)	10/23/17 12:00
\$ 190.50	10/16/17 7:24	10/16/17 7:41	0.01	10/18/17 3:29
\$ 698.27	10/16/17 7:21	10/16/17 10:15	0.12	12/20/17 12:00
\$ 75.60	10/16/17 7:23	10/16/17 10:32	0.13	10/16/17 12:00
763.64	10/16/17 11:32	10/16/17 12:10	0.03	10/24/17 12:10
231.00	10/17/17 12:34	10/17/17 3:50	(0.36)	10/18/17 12:00
55.89	10/16/17 8:36	10/16/17 9:09	0.02	10/18/17 12:00
\$ 158.68	10/16/17 12:31	10/16/17 3:33	(0.37)	10/30/17 12:00
\$ 126.04	10/16/17 12:47	10/16/17 3:29	(0.39)	10/30/17 12:00
\$ 162.53	10/23/17 8:12	10/23/17 8:40	0.02	10/31/17 12:00
\$ 34.41	10/16/17 11:18	10/16/17 11:34	0.01	10/19/17 12:00
\$ 139.35	10/16/17 12:40	10/16/17 14:10	0.06	10/23/17 12:00
\$ 208.59	10/16/17 10:15	10/16/17 11:18	0.04	10/27/17 12:00
\$ 40.26	10/16/17 11:05	10/16/17 0:11	(0.45)	10/30/17 12:00
\$ 8.50	10/10/17 5:08	10/10/17 5:38	0.02	10/16/17 12:00
\$ 243.30	10/4/17 1:42	10/4/17 3:27	0.07	10/19/17 12:00

\$	51.12	10/16/17 11:41	10/16/17 1:49	(0.41)	10/17/17 12:00
\$	9.60	9/26/17 2:07	9/26/17 3:28	0.06	10/13/17 12:00
\$	16.56	10/12/17 2:32	10/12/17 3:27	0.04	10/16/17 12:00
\$	13.60	10/3/17 3:25	10/3/17 4:13	0.03	10/16/17 12:00
\$	403.30	10/16/17 2:04	10/16/17 2:47	0.03	10/27/17 12:00
\$	12.60	10/11/17 8:09	10/11/17 8:33	0.02	10/11/17 9:06
\$	37.68	10/16/17 1:49	10/16/17 3:32	0.07	10/20/17 12:00
\$	600.46	10/16/17 3:29	10/16/17 5:08	0.07	10/19/17 12:00
\$	242.96	10/16/17 3:41	10/16/17 12:01	0.35	10/18/17 12:00
\$	183.49	10/16/17 4:56	10/16/17 5:23	0.02	10/18/17 12:00
\$	271.17	10/5/17 6:55	10/5/17 8:32	0.07	10/18/17 12:00
\$	369.98	10/16/17 9:35	10/16/17 12:01	0.10	10/19/17 12:00
\$	129.97	10/17/17 9:07	10/17/17 10:03	0.04	10/18/17 12:00
\$	54.81	10/17/17 7:57	10/17/17 9:59	0.08	10/18/17 12:00
\$	49.94	10/19/17 6:51	10/19/17 7:04	0.01	10/20/17 12:00
\$	255.24	10/17/17 8:34	10/17/17 10:45	0.09	10/23/17 12:00
\$	96.36	10/18/17 1:51	10/18/17 4:01	0.09	10/19/17 12:00
\$	88.59	10/17/17 10:27	10/17/17 1:16	(0.38)	10/18/17 12:00
\$	37.80	10/10/17 11:35	10/10/17 12:59	0.06	10/17/17 12:00
\$	75.00	10/16/17 3:33	10/16/17 9:00	0.23	10/26/17 12:00
\$	1,050.73	10/18/17 9:45	10/18/17 12:00	0.09	11/30/17 12:00
\$	472.80	10/17/17 2:01	10/17/17 3:49	0.08	10/20/17 12:00
\$	9,648.73			(4.95)	

1st to Last	Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
5.07	10/24/17 0:00	5.42	11.00	Yes		
0.10	10/13/17 0:00	-0.60	(0.96)	Yes		
0.89	10/14/17 0:00	-0.52	0.40	Yes		
0.07	10/13/17 0:00	-0.60	(0.50)	Yes		
1.04	10/24/17 0:00	-1.56	(0.50)	No		
5.91	10/13/17 0:00	10.50	16.50	No		
2.69	10/18/17 0:00	-1.00	1.71	No		
3.97	10/10/17 0:00	-3.50	(3.50)	YES		
104.35	10/14/17 0:00	-9.50	94.47	No		
3.11	10/13/17 0:00	-3.50	(0.37)	Yes		
4.35	10/13/17 0:00	-4.50	(0.53)	Yes		
3.10	10/14/17 0:00	-3.50	(0.29)	Yes		
9.38	10/18/17 0:00	-5.50	3.49	Yes		
1.82	10/18/18 0:00	364.85	366.69	Yes		
65.07	10/18/17 0:00	-63.50	1.69	No		
0.06	12/12/17 0:00	56.50	56.69	No		
8.00	10/16/17 0:00	-8.51	(0.48)	Yes		
1.34	10/23/17 0:00	4.50	5.48	No		
2.12	10/17/17 0:00	-1.50	0.64	Yes		
14.35	10/16/17 0:00	-14.50	(0.52)	Yes		
14.35	10/17/17 0:00	-13.50	0.47	Yes		
8.14	10/17/17 0:00	-14.50	(6.34)	Yes		
3.02	10/23/17 0:00	3.50	6.53	Yes		
6.91	10/16/17 0:00	-7.50	(0.53)	Yes		
11.03	10/18/17 0:00	-9.50	1.57	No		
14.49	10/24/17 0:00	-6.50	7.54	Yes		
6.27	10/16/17 0:00	-0.50	5.79	Yes		
15.36	10/11/17 0:00	-8.50	6.93	Yes		

1.42	10/11/17 0:00	-6.50	(5.49)	Yes			
17.36	10/16/17 0:00	2.50	19.91	Yes			
4.36	10/13/17 0:00	-3.50	0.89	Yes			
13.32	10/13/17 0:00	-3.50	9.86	Yes			
11.38	10/3/17 0:00	-24.50	(13.09)	Yes			
0.02	10/19/17 0:00	7.62	7.66	No			
4.35	10/11/17 0:00	-9.50	(5.08)	Yes			
3.29	10/16/17 0:00	-3.50	(0.15)	Yes			
2.00	10/19/17 0:00	0.50	2.85	No			
2.28	10/17/17 0:00	-1.50	0.79	Yes			
13.14	10/18/17 0:00	-0.50	12.71	No			
3.00	10/17/17 0:00	-2.50	0.60	No			
1.08	10/18/17 0:00	-0.50	0.62	No			
1.08	10/17/17 0:00	-1.50	(0.33)	Yes			
1.21	10/17/17 0:00	-3.50	(2.29)	Yes			
6.05	10/19/17 0:00	-4.50	1.64	Yes			
1.33	10/19/17 0:00	-0.50	0.92	No			
1.45	10/18/17 0:00	-0.50	0.56	Yes			
6.96	10/17/17 0:00	-0.50	6.52	Yes			
10.13	10/10/17 0:00	-16.50	(6.15)	Yes			
43.00	10/16/17 0:00	-45.50	(2.41)	Yes			
3.34	11/21/17 0:00	31.50	34.92	No			
467.93		175.60	638.57		1	0	0

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REPAIR ORDER ANALYSIS RE

DEALERSHIP: WE Knoxville, TN

	"C"	<u>\$0.00</u>	÷	<u>0.0</u>	FRHs	=
	"M"	<u>\$5,676.28</u>	÷	<u>47.0</u>	FRHs	=
	"R"	<u>\$33,351.69</u>	÷	<u>296.6</u>	FRHs	=
	TOTAL	<u>\$39,027.97</u>	÷	<u>343.6</u>	FRHs	=
Projected CP E.L.R.		<u> </u>				Difference

TOT LABOR SALES	<u>\$39,027.97</u>	÷	TOTAL RO's	<u>50</u>	=
TOTAL FRHs	<u>343.6</u>	÷	TOTAL RO's	<u>50</u>	=
TOTAL C.O.L.	<u>\$9,648.73</u>	÷	TOT. LABOR	<u>\$39,028</u>	=
1-ITEM ROs	<u>1</u>	÷	TOTAL RO's	<u>50</u>	=
Average Mileage	<u>384215</u>				

"C" FRHs	<u>0.0</u>	÷	TOTAL FRHs	<u>343.6</u>	=
"M" FRHs	<u>47.0</u>	÷	TOTAL FRHs	<u>343.6</u>	=
"R" FRHs	<u>296.6</u>	÷	TOTAL FRHs	<u>343.6</u>	=

MODEL YEAR MIX

Year Count %

Cou

Freightliner

2017	10	20.0%
2016	9	18.0%
2015	4	8.0%
2014	4	8.0%
Older	23	46.0%
TOTALS	50	100%

Peterbilt
Kenworth
Mack
International
Volvo
Other
Total

Estimates _____
Estimate % _____
Days

Average Open to First (0.10)
Median Open to First 0.03

Average Last to Invoice
Median Last to Invoice

Average First to Last
Median First to Last



CAP

DATE: 11-Feb-18

<u>\$0.00</u>	AVERAGE "C" E.L.R.
<u>\$120.72</u>	AVERAGE "M" E.L.R.
<u>\$112.45</u>	AVERAGE "R" E.L.R.
<u>\$113.58</u>	AVERAGE "CP" E.L.R.
<u>\$113.58</u>	

<u>\$780.56</u>	LABOR PER RO AVERAGE
<u>6.87</u>	FRHs PER RO AVERAGE
<u>25%</u>	COST OF SALE
<u>2%</u>	ONE ITEM ROs

<u>0.0%</u>	COMPETITIVE LABOR
<u>13.7%</u>	MAINTENANCE LABOR
<u>86.3%</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

9.36

-3.00

Days

9.36

4.16

Days

Average Cycle Time 3.51

Median Cycle Time 0.72



alership **PROFIT**

Yes

No

**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	

per hour

\$0.00

\$0.00

\$0.00

\$0.00