KEA Advisors

Unlocking Commercial Dealership PROFIT

DEALERSHIP: Cervus Equipment Peterbilt

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR $ SOLD	"C" HOURS BILLED
1	S101914	2017	15441	Peterbilt		
2	S101916	Older	1274718	Peterbilt	$200.00	2.0
3	S101917	Older	1410431	Peterbilt		
4	S101919	Older	630627	Peterbilt		
5	S101923	2017	42870	Peterbilt		
6	S101924	2017	79365	Kenworth	$200.00	2.00
7	S101925	2017	349239	Peterbilt		
8	S101926	Older	52534	Peterbilt		
9	S101927	2014	614641	Peterbilt		
10	S101931	2015	38530	Peterbilt	$200.00	2.00
11	S101932	2014	363814	Peterbilt		
12	S101933	Older	1121288	Kenworth		
13	S101938	Older	1222437	Peterbilt		
14	S101941	2017	26684	Peterbilt		
15	S101943	Older	1450797	Peterbilt	$200.00	2.00
16	S101945	2015	312466	Peterbilt		
17	S101948	Older	928109	Peterbilt		
18	S101949	Older	1671503	Peterbilt		
19	S101951	Older	769312	Peterbilt		
20	S101952	2015	687266	Peterbilt		
21	S101954	2015	194849	Peterbilt	$200.00	2.00
22	S101956	2017	130830	Peterbilt		
23	S101958	Older	1712031	Peterbilt		
24	S101959	2016	192378	Peterbilt		
25	S101962	Older	553846	Peterbilt		
26	S101963	2017	88465	Peterbilt		
27	S101964	2014	707399	Peterbilt		
28	S101966	Older	1121998	Kenworth		

29	S101968	2017	131277	Peterbilt		
30	S101970	2015	799871	Peterbilt		
31	S101971	Older	73319	Freightliner		
32	S101977	Older	1886819	Peterbilt		
33	S101978	2016	395082	Peterbilt		
34	S101979	2017	401060	Peterbilt		
35	S101985	2015	529184	Peterbilt		
36	S101988	2016	81787	Peterbilt		
37	S101990	Older	1063554	Peterbilt		
38	S101991	2014	78114	Peterbilt		
39	S101993	Older	1438101	International		
40	S101994	Older	1035025	Kenworth		
41	S101995	Older	1077099	Peterbilt		
42	S101997	Older	60909	Peterbilt		
43	S102007	2014	525950	Peterbilt		
44	S102008	Older	1712031	Peterbilt		
45	S102009	2017	15637	Peterbilt		
46	S102013	2014	721446	Peterbilt		
47	S102014	2014	764420	Peterbilt		
48	S102015	2016	124581	Peterbilt	$200.00	2.00
49	S102018	2016	280898	Peterbilt		
50	S102019	Older	1476550	Peterbilt		
	0	28	648732		$1,200.00	12.00

DATE: January 30, 2018

"M" LABOR $ SOLD	"M" HOURS BILLED	"R" LABOR $ SOLD	"R" HOURS BILLED	Cost Hours	Cost $'s
$386.10	2.70	$57.20	0.40	5.10	$ 96.90
$572.00	4.00	$614.90	4.30	9.00	$ 384.48
		$2,359.50	16.50	20.80	$ 614.89
		$286.00	2.00	1.70	$ 64.60
$286.00	2.00			2.10	$ 78.23
$243.10	1.70	$286.00	2.30	6.10	$ 216.03
$42.90	0.30	$572.00	4.00	4.50	$ 105.75
		$71.50	0.50	0.50	$ 20.38
		$286.00	2.00	2.60	$ 98.80
		$786.50	5.50	9.60	$ 338.88
		$1,501.50	10.50	14.70	$ 488.61
		$572.00	4.00	5.30	$ 226.50
		$1,144.00	8.00	8.90	$ 349.60
$257.40	1.80	$543.40	3.80	9.30	$ 325.50
		$2,116.40	14.80	20.40	$ 485.73
		$143.00	1.00	1.50	$ 64.88
		$858.00	6.00	7.70	$ 858.00
		$429.00	3.00	5.40	$ 233.55
$71.50	0.50	$643.50	4.50	4.40	$ 167.20
		$1,716.00	12.00	10.80	$ 378.50
$357.50	2.50	$2,545.40	17.80	25.30	$ 946.90
$243.10	1.70			1.50	$ 50.63
		$143.00	1.00	0.80	$ 27.50
		$421.15	3.10	3.00	$ 120.78
		$215.50	1.50	1.80	$ 68.40
$100.10	0.70			0.20	$ 8.65
$42.90	0.30	$815.10	5.70	7.90	$ 237.00
		$1,144.00	8.00	12.20	$ 518.93

$271.70	2.00			3.20	$	64.00
	5.00	$715.00		5.40	$	233.56
$582.00	4.00	$1,043.90	7.30	14.30	$	293.00
$1,029.60	7.20			7.20	$	230.40
$572.00	4.00			3.20	$	115.20
		$143.00	1.00	1.00	$	47.50
$42.90	0.30			0.40	$	13.50
$214.50	1.50	$42.90	0.30	2.30	$	81.78
		$572.00	4.00	5.80	$	207.00
		$586.30	4.10	4.10	$	131.20
		$471.90	3.30	4.40	$	146.09
		$2,788.50	19.50	18.00	$	626.50
		$357.50	2.50	3.60	$	121.51
		$715.00	5.00	6.60	$	254.60
$185.90	1.30	$1,287.00	9.00	11.70	$	416.99
		$429.00	3.00	3.30	$	99.00
$42.90	0.30			0.80	$	24.00
		$500.50	3.50	3.50	$	151.38
		$357.50	2.50	2.60	$	104.65
		$143.00	1.00	2.80	$	131.40
$143.00	1.00			0.90	$	36.23
$143.00	1.00			1.00	$	36.00
$5,830.10	45.8	$30,423.55	208.20	309.20	$	11,141.29

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
1/2/18 7:33	1/2/18 9:18	0.07	1/2/18 14:58	0.24
1/2/18 7:46	1/2/18 8:38	0.04	1/3/18 9:26	1.03
1/2/18 8:22	1/2/18 7:00	(0.06)	1/5/18 15:17	3.35
1/2/18 9:01	1/2/18 10:13	0.05	1/2/18 11:58	0.07
1/2/18 9:52	1/2/18 15:51	0.25	1/2/18 17:58	0.09
1/2/18 9:54	1/2/18 11:05	0.05	1/3/18 8:48	0.90
1/2/18 10:03	1/2/18 12:48	0.11	1/3/18 8:21	0.81
1/2/18 11:06	1/2/18 13:00	0.08	1/2/18 13:30	0.02
1/2/18 11:24	1/2/18 12:34	0.05	1/2/18 15:07	0.11
1/2/18 3:27	1/6/18 8:00	4.19	1/9/18 12:01	3.17
1/3/18 7:32	1/3/18 10:10	0.11	1/4/18 15:52	1.24
1/3/18 8:03	1/3/18 8:02	(0.00)	1/3/18 13:41	0.24
1/3/18 8:33	1/3/18 14:45	0.26	1/4/18 15:46	1.04
1/3/18 9:19	1/3/18 10:49	0.06	1/4/18 12:56	1.09
1/3/18 11:48	1/3/18 13:57	0.09	1/4/18 16:48	1.12
1/4/18 7:44	1/4/18 8:00	0.01	1/4/18 10:07	0.09
1/4/18 9:07	1/4/18 10:07	0.04	1/5/18 9:14	0.96
1/4/18 9:20	1/4/18 13:20	0.17	1/5/18 10:17	0.87
1/4/18 13:31	1/4/18 15:53	0.10	1/5/18 12:03	0.84
1/4/18 10:50	1/5/18 10:57	1.00	1/8/18 16:33	3.23
1/4/18 14:28	1/5/18 13:13	0.95	1/10/18 10:53	10:53
1/5/18 15:37	1/5/18 10:19	(0.22)	1/5/18 11:51	0.06
1/4/18 18:14	1/4/18 18:21	0.00	1/5/18 10:05	0.66
1/5/18 7:52	1/9/18 10:54	4.13	1/9/18 15:14	0.18
1/5/18 8:11	1/5/18 12:33	0.18	1/5/18 14:20	0.07
1/5/18 8:43	1/5/18 11:48	0.13	1/5/18 12:01	0.01
1/5/18 9:26	1/5/18 11:41	0.09	1/8/18 14:50	3.13
1/5/18 11:16	1/5/18 11:32	0.01	1/16/18 7:40	10.84

1/6/18 10:21	1/6/18 10:45	0.02	1/6/18 14:25	0.15
1/8/18 7:42	1/8/18 7:47	0.00	1/8/18 13:50	0.25
1/8/18 7:50	1/9/18 10:33	1.11	1/12/18 10:15	2.99
1/8/18 8:38	1/8/18 8:00	(0.03)	1/8/18 15:12	0.30
1/8/18 8:59	1/8/18 10:09	0.05	1/8/18 17:01	0.29
1/8/18 9:15	1/8/18 10:25	0.05	1/8/18 11:25	0.04
1/8/18 15:35	1/9/18 9:50	0.76	1/9/18 10:12	0.02
1/8/18 15:54	1/9/18 11:43	0.83	1/9/18 15:15	0.15
1/9/18 9:19	1/9/18 9:52	0.02	1/16/18 17:56	7.34
1/9/18 10:12	1/9/18 10:27	0.01	1/10/18 15:02	1.19
1/9/18 10:56	1/9/18 9:10	(0.07)	1/11/18 8:22	1.97
1/9/18 10:57	1/9/18 14:49	0.16	1/12/18 16:33	3.07
1/9/18 11:30	1/9/18 11:31	0.00	1/9/18 15:37	0.17
1/9/18 12:11	1/9/18 17:58	0.24	1/10/18 12:00	0.75
1/10/18 9:43	1/10/18 12:35	0.12	1/11/18 14:14	1.07
1/10/18 9:55	1/10/18 10:30	0.02	1/10/18 14:19	0.16
1/10/18 10:19	1/10/18 10:48	0.02	1/10/18 11:38	0.03
1/10/18 12:28	1/10/18 12:33	0.00	1/11/18 7:32	0.79
1/10/18 12:32	1/10/18 12:31	(0.00)	1/10/18 15:08	0.11
1/10/18 13:32	1/10/18 13:46	0.01	1/11/18 11:25	0.90
1/10/18 15:23	1/10/18 15:25	0.00	1/10/18 16:23	0.04
1/10/18 20:22	1/10/18 19:11	(0.05)	1/10/18 20:11	0.04
		15.23		57.73

Printing Options:

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
1/5/18 0:00	2.38	2.69			
1/4/18 0:00	0.61	1.68			
1/10/18 0:00	4.36	7.65			
1/2/18 0:00	-0.50	(0.38)	Yes		
1/4/18 0:00	1.25	1.59	Yes		
1/3/18 0:00	-0.37	0.59			
1/3/18 0:00	-0.35	0.58			
1/3/18 0:00	0.44	0.54	Yes		
1/3/18 0:00	0.37	0.53	Yes		
1/10/18 0:00	0.50	7.86			
1/4/18 0:00	-0.66	0.69			
1/5/18 0:00	1.43	1.66	Yes		
1/5/18 0:00	0.34	1.64	Yes		
1/5/18 0:00	0.46	1.61			
1/8/18 0:00	3.30	4.51			
1/4/18 0:00	-0.42	(0.32)	Yes		
1/8/18 0:00	2.62	3.62	Yes		
1/8/18 0:00	2.57	3.61	Yes		
1/6/18 0:00	0.50	1.44			
1/9/18 0:00	0.31	4.55			
1/11/18 0:00	0.55	1.95			
1/8/18 0:00	2.51	2.35	Yes		
1/8/18 0:00	2.58	3.24	Yes		
1/16/18 0:00	6.37	10.67			
1/8/18 0:00	2.40	2.66			
1/8/18 0:00	2.50	2.64	Yes		
1/9/18 0:00	0.38	3.61			
1/17/18 0:00	0.68	11.53	Yes		

DEA

Projected

TOT LABC

TO

TOT

1-

Averag

1/16/18 0:00	9.40	9.57	Yes		
1/9/18 0:00	0.42	0.68			
1/16/18 0:00	3.57	7.67			
1/12/18 0:00	3.37	3.64			
1/9/18 0:00	0.29	0.63	Yes		
1/9/18 0:00	0.52	0.61	Yes		
1/9/18 0:00	-0.43	0.35	Yes		
1/11/18 0:00	1.36	2.34			
1/9/18 0:00	-7.75	(0.39)	Yes		
1/12/18 0:00	1.37	2.57	Yes		
1/12/18 0:00	0.65	2.54			
1/16/18 0:00	3.31	6.54			
1/10/18 0:00	0.35	0.52	Yes		
1/10/18 0:00	-0.50	0.49	Yes		
1/12/18 0:00	0.41	1.60			
1/11/18 0:00	0.40	0.59	Yes		
1/10/18 0:00	-0.48	(0.43)	Yes		
1/12/18 0:00	0.69	1.48	Yes		
1/12/18 0:00	1.37	1.48	Yes		
1/16/18 0:00	4.52	5.44			
1/10/18 0:00	-0.68	(0.64)	Yes		
1/11/18 0:00	0.16	0.15	Yes		
	59.44	132.40	0	0	0

I

E

Average Open to First

Median Open to First

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

REPAIR ORDER ANALYSIS RECAP

LERSHIP: Cervus Equipment Peterbilt

DATE: 30-

"C"	$1,200.00	÷	12.0	FRHs	=	$100.00	AVERAGE
"M"	$5,830.10	÷	45.8	FRHs	=	$127.29	AVERAGE
"R"	$30,423.55	÷	208.2	FRHs	=	$146.13	AVERAGE
TOTAL	$37,453.65	÷	266.0	FRHs	=	$140.80	AVERAGE
CP E.L.R.					Difference	$140.80	

R SALES	$37,453.65	÷	TOTAL RO's	0	=	#DIV/0!	LABOR PE
TAL FRHs	266.0	÷	TOTAL RO's	0	=	#DIV/0!	FRHs PER
AL C.O.L.	$11,141.29	÷	TOT. LABOR	$37,454	=	30%	COST OF S
ITEM ROs	0	÷	TOTAL RO's	0	=	0%	ONE ITEM
e Mileage	648732						

"C" FRHs	12.0	÷	TOTAL FRHs	266.0	=	4.5%	COMPETIT
"M" FRHs	45.8	÷	TOTAL FRHs	266.0	=	17.2%	MAINTENA
"R" FRHs	208.2	÷	TOTAL FRHs	266.0	=	78.3%	REPAIR LA

MODEL YEAR MIX

Year	Count	%

	Count	Mix
Freightliner	1	2%

2017	10	#DIV/0!
2016	5	#DIV/0!
2015	6	#DIV/0!
2014	7	#DIV/0!
Older	22	#DIV/0!
TOTALS	**50**	**#DIV/0!**
Estimates		
stimate %		

Peterbilt	44	88%
Kenworth	4	8%
Mack	0	0%
International	1	2%
Volvo	0	0%
Other	0	0%
Total	50	100%
	#DIV/0!	

	Days
	#DIV/0!
	0.05

	Days
Average Last to Invoice	#DIV/0!
Median Last to Invoice	0.54

	Days
Average First to Last	1.15
Median First to Last	0.55

KEA Advisors

Unlocking Commercial Dealership PROFIT

Yes

Jan-18

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

BOR

F

P

K

M

I

V

O

	Days
Average Cycle Time	#DIV/0!
Median Cycle Time	1.65

COMPETITIVE MAINTENANCE PRICING SUMMARY

Competitor	Phone			PM - Heavy	ISX Cummins In Frame Overhaul	ISX Cummins Lower End Bearing Install	All Wheel Alignment	AC Service
TOTAL		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
AVERAGE COMPETITIVE PRICE **Divide by total number of items**		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
OUR CURRENT PRICE **Regular price, not specials**								
DIFFERENCE		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Brakes per axle
$0.00
#DIV/0!
#DIV/0!

KEA Advisors

Unlocking Commercial Dealership *PROFIT*

Service Description	Rear axle brakes - one axle
MARKET RATE (total parts, labor and supplies)	#DIV/0!

Operation	(A) FRH needed per repair	×	Fla
Rear Rear axel brake Job	3.00		
TOTAL	3		

Part Number	Cost	×
3600AX (Optional Drums)	$124.73	
RK4709e2std23 Shoes and hardware	$47.57	

TOTAL	$172.30

Miscellaneous, machine, supplies, etc.		
TOTAL SELLING PRICE (w/out tax)	$	687.53
Selling Price vs. Market Difference		#DIV/0!
ELR	$	80.00
Current Labor GP %		
Tech cost to maintain current GP%	$	80.00
Labor GP	$	180.00
Parts GP	$	102.93
TOTAL GP	$	282.93

LABOR

ıt Rate Hours to Perform Repair

Tech Cost	=	(B) Total Cost	GP% MU Factor	*Target GP%*
				75.0%
$ 20.00		$60.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$0.00	300.0%	
		$ 60.00		

PARTS

(A) Units needed per repair	=	(B) Total Cost	x	GP% MU Factor	*Target GP%*
					23.0%
		$0.00		0.0%	
2		$249.46		29.9%	
2		$95.14		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	
		$0.00		29.9%	

	$0.00	29.9%
	$0.00	29.9%
	$0.00	29.9%
	$344.60	

per hour

Target GP% Price
$240.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$ 240.00

Selling Price
$0.00
$323.97
$123.56
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00

Our cost	Our sell
99.78	124.73
47.57	62.31

$0.00
$0.00
$0.00
$447.53