



Unlocking Commercial Dealership **PROFIT**

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

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR \$ SOLD	"C" HOURS BILLED
1	24444	2015	88675	Other		
2	24399	Older	317884	Mack		
3	24198	Older	145974	Other		
4	24480	Older	557635	Other		
5	24464	Older	841147	Volvo		
6	24508	Older	103174	Other		
7	24304	Older	292832	Other		
8	22659	2017	475	Mack		
9	23011	2015	67150	Mack		
10	23454	2017	485	Mack		
11	23638	Older	675045	Mack		
12	23659	2016	576555	Mack		
13	23684	2016	136554	Mack		
14	23741	2015	67500	Mack		
15	23727	Older	63567	Mack		
16	23743	Older	149551	Mack		
17	23746	2017	2388	Mack		
18	23797	2015	233700	Mack		
19	23799	2015	478233	Mack		
20	23753	2014		Mack		
21	23770	Older	97072	Mack		
22	23776	2017	543	Mack		
23	23791	Older	867404	Mack		
24	23795	Older	464651	Mack		
25	23831	2014	247438	Mack		
26	23833	Older	527705	Mack		
27	23859	Older	37161	Mack		
28	23871	Older	548986	Mack		

29	23905	2015	121947	Mack		
30	23914	Older	293503	Mack		
31	23920	2014	463974	Mack		
32	23930	2016	123916	Mack		
33	23963	2017	286	Volvo		
34	23977	2014	489750	Mack		
35	23984	2014	512280	Mack		
36	24014	2015	579531	Mack		
37	24026	Older	897829	Mack		
38	24028	2017	19448	Mack		
39	24040	2014	355435	Mack		
40	24044	2017	475	Mack		
41	24071	Older	299370	Mack		
42	24099	2017	438	Volvo		
43	24165	Older	293503	Mack		
44	24173	2014	34500	Mack		
45	24179	2016	394560	Mack		
46	24195	Older	510230	Mack		
47	24246	2016	275295	Mack		
48	22660	2017	475	Mack	\$2,080.00	32.00
49	22661	2017	475	Mack	\$2,442.98	37.58
50	22662	2017	475	Mack	\$2,511.56	38.64
	50	30	270555		\$7,034.54	108.22

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

"M" LABOR \$ SOLD	"M" HOURS BILLED	"R" LABOR \$ SOLD	"R" HOURS BILLED	Cost Hours	Cost \$'s
\$130.46	2.0			2.57	\$ 54.10
\$326.11	5.2			8.06	\$ 169.66
		\$1,537.61	14.59	16.63	\$ 350.06
\$177.13	2.72			4.25	\$ 89.46
		\$1,344.00	12.00	28.52	\$ 600.35
\$114.30	0.90			0.90	\$ 18.95
		\$2,449.60	20.80	21.51	\$ 452.79
\$2,376.08	36.55			22.07	\$ 464.57
		\$2,712.45	24.38	23.26	\$ 489.62
		\$4,043.00	55.24	64.77	\$ 1,363.41
		\$1,816.10	19.94	20.64	\$ 434.47
\$240.00	3.69			6.43	\$ 135.35
		\$1,833.75	17.36	15.96	\$ 335.96
\$450.00	6.92			10.17	\$ 214.08
\$1,435.10	11.30			11.26	\$ 237.02
		\$1,079.50	11.22	13.26	\$ 279.12
\$215.90	1.70			2.35	\$ 49.47
\$730.25	5.75			5.67	\$ 119.35
		\$1,993.90	15.70	16.89	\$ 355.53
		\$3,313.23	50.97	81.36	\$ 1,712.63
		\$723.90	5.70	5.88	\$ 123.77
		\$419.10	3.30	3.73	\$ 78.52
		\$1,270.00	10.00	11.44	\$ 240.81
		\$1,105.00	17.00	20.25	\$ 426.26
\$240.20	3.60			3.68	\$ 77.46
		\$1,500.00	20.00	28.17	\$ 592.98
\$254.00	2.00			1.86	\$ 39.15
\$254.93	2.00			2.23	\$ 46.94

		\$1,002.03	7.89	7.51	\$ 158.09
		\$1,794.19	17.28	21.43	\$ 451.10
		\$917.32	7.31	7.24	\$ 152.40
		\$367.15	3.10	3.29	\$ 69.25
\$604.94	9.30			6.46	\$ 135.98
		\$1,666.20	25.34	28.19	\$ 593.40
\$260.00	4.00			4.10	\$ 86.31
		\$1,709.50	26.30	24.28	\$ 511.09
		\$2,195.83	17.29	22.11	\$ 465.42
\$190.50	1.50			1.75	\$ 36.84
		\$1,321.22	10.42	11.25	\$ 236.81
		\$2,057.71	31.66	30.42	\$ 640.34
		\$2,111.30	33.32	53.71	\$ 1,130.60
\$627.08	9.65			10.22	\$ 215.13
		\$2,333.62	19.98	30.66	\$ 645.39
\$152.40	1.20			0.80	\$ 16.84
		\$1,449.98	14.42	14.37	\$ 302.49
\$223.80	3.44			5.45	\$ 114.72
\$355.60	2.80			2.85	\$ 59.99
				23.40	\$ 492.57
				30.34	\$ 638.66
				23.23	\$ 488.99
\$9,358.78	116.2	\$46,067.19	512.51	816.83	\$ 17,194.27

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
12/6/17 0:00	12/6/17 16:58	0.71	12/6/17 19:22	0.10
12/5/17 0:00	12/5/17 11:17	0.47	12/7/17 7:38	1.85
11/22/17 0:00	11/22/17 10:05	0.42	12/1/17 16:10	9.25
12/8/17 0:00	12/8/17 13:08	0.55	12/8/17 17:33	0.18
12/7/17 0:00	12/7/17 15:58	0.67	12/14/17 13:52	6.91
12/11/17 0:00	12/11/17 12:50	0.53	12/11/17 13:40	0.03
11/29/17 0:00	11/29/17 21:34	0.90	12/11/17 16:25	11.79
9/7/17 0:00	10/25/17 10:47	48.45	11/1/17 21:35	7.45
9/26/17 0:00	9/27/17 8:03	1.34	11/9/17 22:18	43.59
10/17/17 0:00	10/17/17 11:12	0.47	10/20/17 7:35	2.85
10/25/17 0:00	10/25/17 14:43	0.61	11/2/17 14:00	7.97
10/26/17 0:00	10/27/17 8:30	1.35	11/2/17 8:13	5.99
10/27/17 0:00	10/30/17 14:47	3.62	11/10/17 15:45	11.04
10/31/17 0:00	10/31/17 13:08	0.55	11/1/17 12:29	0.97
10/31/17 0:00	10/31/17 14:08	0.59	11/2/17 12:27	1.93
10/31/17 0:00	10/31/17 16:07	0.67	11/3/17 13:15	2.88
10/31/17 0:00	10/31/17 13:18	0.55	10/31/17 16:07	0.12
11/1/17 0:00	11/2/17 12:27	1.52	11/3/17 9:53	0.89
11/1/17 0:00	11/2/17 12:18	1.51	11/13/17 7:35	10.80
10/31/17 0:00	11/2/17 14:43	2.61	11/28/17 14:02	25.97
10/31/17 0:00	11/1/17 10:42	1.45	11/1/17 16:29	0.24
11/1/17 0:00	11/2/17 8:13	1.34	11/6/17 9:43	4.06
11/1/17 0:00	11/1/17 16:22	0.68	11/3/17 12:07	1.82
11/1/17 0:00	11/2/17 22:37	1.94	11/6/17 17:00	3.77
11/3/17 0:00	11/6/17 7:13	3.30	11/6/17 16:27	0.38
10/24/17 0:00	10/24/17 23:25	0.98	11/2/17 21:39	8.93
11/3/17 0:00	11/7/17 7:52	4.33	11/7/17 9:38	0.07
11/6/17 0:00	11/7/17 13:02	1.54	11/7/17 15:25	0.10

11/7/17 0:00	11/8/17 10:02	1.42	11/10/17 13:33	2.15
11/7/17 0:00	11/8/17 7:03	1.29	11/9/17 16:18	1.39
11/7/17 0:00	11/8/17 7:07	1.30	11/9/17 8:17	1.05
11/8/17 0:00	11/8/17 17:01	0.71	11/10/17 8:48	1.66
11/9/17 0:00	11/9/17 12:40	0.53	11/13/17 11:18	3.94
11/9/17 0:00	11/13/17 10:20	4.43	11/21/17 9:53	7.98
11/4/17 0:00	11/7/17 12:30	3.52	11/7/17 16:40	0.17
11/13/17 0:00	11/13/17 13:00	0.54	11/15/17 15:50	2.12
11/13/17 0:00	11/13/17 15:55	0.66	11/17/17 11:05	3.80
11/13/17 0:00	11/13/17 13:33	0.56	11/13/17 15:55	0.10
11/16/17 0:00	11/14/17 10:23	(1.57)	11/15/17 14:22	1.17
11/14/17 0:00	11/15/17 12:34	1.52	11/17/17 9:25	1.87
11/15/17 0:00	11/16/17 8:43	1.36	11/27/17 17:52	11.38
11/16/17 0:00	11/16/17 14:40	0.61	11/17/17 14:30	0.99
11/20/17 0:00	11/20/17 18:27	0.77	11/27/17 12:05	6.73
11/21/17 0:00	11/21/17 10:27	0.44	11/21/17 11:17	0.03
11/21/17 0:00	11/21/17 13:42	0.57	11/29/17 15:05	8.06
10/30/17 0:00	11/22/17 9:17	23.39	11/22/17 15:35	0.26
11/27/17 0:00	11/28/17 6:29	1.27	11/28/17 10:35	0.17
9/7/17 0:00	10/30/17 7:17	53.30	11/1/17 20:37	2.56
9/7/17 0:00	10/27/17 11:32	50.48	11/1/17 18:28	5.29
9/7/17 0:00	10/26/17 18:34	49.77	11/1/17 19:07	6.02
		280.53		240.84

Printing Options:

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
12/7/17 14:46	0.81	1.62	No		
12/12/17 14:44	5.30	7.61	No		
12/7/17 14:46	5.94	15.62	No		
12/11/17 14:45	2.88	3.61	No		
12/15/17 14:45	1.04	8.62	No		
12/11/17 14:45	0.05	0.61	Yes		
12/12/17 1:44	0.39	13.07	No		
11/3/17 10:35	1.54	57.44	No		
11/30/17 10:38	20.51	65.44	No		
11/30/17 10:38	41.13	44.44	No		
11/2/17 15:00	0.04	8.63	No		
11/6/17 10:44	4.10	11.45	No		
11/13/17 10:44	2.79	17.45	No		
11/1/17 13:00	0.02	1.54	Yes		
11/2/17 13:30	0.04	2.56	No		
11/3/17 14:45	0.06	3.61	No		
11/10/17 10:45	9.78	10.45	Yes		
11/3/17 11:57	0.09	2.50	Yes		
11/15/17 11:57	2.18	14.50	Yes		
11/30/17 11:55	1.91	30.50	No		
11/13/17 11:56	11.81	13.50	Yes		
11/13/17 12:00	7.10	12.50	Yes		
11/3/17 13:30	0.06	2.56	Yes		
11/7/17 11:56	0.79	6.50	No		
11/7/17 11:57	0.81	4.50	No		
11/3/17 12:02	0.60	10.50	No		
11/13/17 12:02	6.10	10.50	Yes		
11/8/17 12:02	0.86	2.50	No		

DEAI

Projected

---

TOT LABC

TOT

1-I

Averag

---

11/13/17 12:02	2.94	6.50	Yes			
11/10/17 12:02	0.82	3.50	No			
11/17/17 12:03	8.16	10.50	No			
11/28/17 12:03	18.14	20.50	No			
11/17/17 12:03	4.03	8.50	No			
11/21/17 11:15	0.06	12.47	No			
11/9/17 12:04	1.81	5.50	Yes			
11/30/17 12:08	14.85	17.51	No			
11/20/17 12:08	3.04	7.51	No			
11/13/17 17:00	0.05	0.71	No			
11/16/17 12:09	0.91	0.51	No			
11/20/17 12:09	3.11	6.51	No			
11/28/17 12:09	0.76	13.51	No			
11/20/17 12:09	2.90	4.51	No			
11/27/17 12:30	0.02	7.52	No			
11/21/17 12:10	0.04	0.51	Yes			
11/30/17 12:10	0.88	9.51	No			
11/24/17 12:10	1.86	25.51	No			
11/29/17 13:00	1.10	2.54	Yes			
11/2/17 10:37	0.58	56.44	No			
11/3/17 10:37	1.67	57.44	No			
11/3/17 10:37	1.65	57.44	No			
	198.09	719.46	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

VEHICLE: 0

DATE: 30-1

<b>"C"</b>	<u>\$7,034.54</u>	÷	<u>108.2</u>	<b>FRHs</b>	=	<u>\$65.00</u>	<b>AVERAGE</b>
<b>"M"</b>	<u>\$9,358.78</u>	÷	<u>116.2</u>	<b>FRHs</b>	=	<u>\$80.53</u>	<b>AVERAGE</b>
<b>"R"</b>	<u>\$46,067.19</u>	÷	<u>512.5</u>	<b>FRHs</b>	=	<u>\$89.89</u>	<b>AVERAGE</b>
<b>TOTAL</b>	<u>\$62,460.51</u>	÷	<u>736.9</u>	<b>FRHs</b>	=	<u>\$84.76</u>	<b>AVERAGE</b>
<b>CP E.L.R.</b>	<u>                    </u>				<b>Difference</b>	<u><b>\$84.76</b></u>	

<b>GR SALES</b>	<u>\$62,460.51</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>\$1,249.21</u>	<b>LABOR PER</b>
<b>TOTAL FRHs</b>	<u>736.9</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>14.74</u>	<b>FRHs PER</b>
<b>TOTAL C.O.L.</b>	<u>\$ 17,194.27</u>	÷	<b>TOT. LABOR</b>	<u>\$62,461</u>	=	<u>28%</u>	<b>COST OF S</b>
<b>ITEM ROs</b>	<u>0</u>	÷	<b>TOTAL RO's</b>	<u>50</u>	=	<u>0%</u>	<b>ONE ITEM</b>
<b>MP Mileage</b>	<u>270555</u>						

<b>"C" FRHs</b>	<u>108.2</u>	÷	<b>TOTAL FRHs</b>	<u>736.9</u>	=	<u>14.7%</u>	<b>COMPETIT</b>
<b>"M" FRHs</b>	<u>116.2</u>	÷	<b>TOTAL FRHs</b>	<u>736.9</u>	=	<u>15.8%</u>	<b>MAINTENA</b>
<b>"R" FRHs</b>	<u>512.5</u>	÷	<b>TOTAL FRHs</b>	<u>736.9</u>	=	<u>69.5%</u>	<b>REPAIR LA</b>

MODEL YEAR MIX			Count	Mix
Year	Count	%	Freightliner	0%
			<u>0</u>	0%

<b>2017</b>	11	22.0%
<b>2016</b>	5	10.0%
<b>2015</b>	7	14.0%
<b>2014</b>	7	14.0%
<b>Older</b>	20	40.0%
<b>TOTALS</b>	<b>50</b>	<b>100%</b>

<b>Peterbilt</b>	0	0%
<b>Kenworth</b>	0	0%
<b>Mack</b>	42	84%
<b>International</b>	0	0%
<b>Volvo</b>	3	6%
<b>Other</b>	5	10%
<b>Total</b>	<b>50</b>	<b>100%</b>
	100.0%	

Estimates  
estimate %

Days

5.61

1.12

Days

**Average Last to Invoice**

4.82

**Median Last to Invoice**

1.59

Days

**Average First to Last**

4.82

**Median First to Last**

2.13



Dec-99

Yes

No

"C" E.L.R.

"M" E.L.R.

"R" E.L.R.

"CP" E.L.R.

---

RO AVERAGE

RO AVERAGE

SALE

ROs

---

IVE LABOR

NCE LABOR

IBOR

---

F

P  
K  
M  
I  
V  
O

	<u>Days</u>
<b>Average Cycle Time</b>	3.96
<b>Median Cycle Time</b>	8.62