



Unlocking Commercial Dealership *PROFIT*

DEALERSHIP: _____

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR \$ SOLD	"C" HOURS BILLED
1	102090bx	Older	26184	Mack		
2	102104bx	2016	118039	Kenworth		
3	102173bx	Older	201860	Other		
4	102226bx	Older	615475	Mack		
5	102227bx	Older	1041201	Volvo		
6	102228bx	Older	129550	Mack		
7	102249bx	Older	80831	Kenworth		
8	102260bx	2017	17936	Kenworth	\$400.00	4.00
9	102251bx	2015	205625	Kenworth	\$400.00	4.00
10	102268bx	Older	102738	Volvo		
11	102324bx	2016	19875	Mack		
12	102273bx	Older	152352	Kenworth	\$2,220.00	15.00
13	102277bx	2016	248173	Kenworth	\$320.00	2.00
14	102279bx	Older	45994	Mack		
15	102280bx	2016	240897	Volvo		
16	102283bx	2016	95171	Kenworth	\$400.00	4.00
17	102319bx	2016	18399	Mack		
18	102322bx	2014	103360	Mack		
19	102338bx	Older	53898	Kenworth		
20	102344bx	2015	47574	Other		
21	102535bx	2016	44210	Mack		
22	102529bx	Older	102862	Kenworth		
23	102350bx	Older	103046	Kenworth		
24	102362bx	Older	350910	Mack		
25	102369bx	2016	240897	Volvo		
26	102374bx	2017	8425	Mack		
27	102379bx	2017	20516	Other		
28	102415bx	2017	10975	Kenworth		

29	102426bx	Older	449128	Mack		
30	102429bx	2014	71580	Kenworth		
31	102473bx	2014	102093	Kenworth		
32	102521bx	Older	20873	Kenworth		
33	102364bx	2017	11607	Mack		
34	102367bx	2017	11964	Mack	\$400.00	4.00
35	102368bx	Older	75609	Mack		
36	102376bx	Older	191527	Mack		
37	102380bx	Older	116114	Mack		
38	102396bx	Older	122761	Kenworth		
39	102402bx	Older	215665	Mack		
40	102407bx	2015	205625	Kenworth		
41	102423bx	2017	43029	Kenworth		
42	102425bx	2016	115942	Volvo	\$400.00	4.00
43	102432bx	Older	45526	International		
44	102454bx	2016	20522	Kenworth	\$400.00	4.00
45	102482bx	2017	153026	Volvo		
46	102464bx	Older	83101	Kenworth		
47	102442bx	Older	498524	Volvo		
48	102459bx	Older	249365	Mack		
49	102484bx	Older	19100	Kenworth		
50	102450bx	Older	35097	Mack		
		0	24	146095	\$4,940.00	41.00

DATE: _____

"M" LABOR \$ SOLD	"M" HOURS BILLED	"R" LABOR \$ SOLD	"R" HOURS BILLED	Cost Hours	Cost \$'s
		\$936.00	5.85	5.85	\$ 225.23
		\$1,440.00	9.00	9.56	\$ 241.46
\$290.00	2.00	\$3,025.00	28.00	33.86	\$ 758.00
\$480.00	3.00	\$400.00	2.50	6.34	\$ 178.75
\$1,450.00	10.00			9.90	\$ 301.04
\$160.00	1.00	\$1,600.00	10.00	14.21	\$ 468.97
		\$725.00	5.00		
		\$2,560.00	16.00	32.95	\$ 728.68
\$1,740.00	12.00	\$2,465.00	17.00	57.48	\$ 4,605.00
\$725.00	5.00	\$3,045.00	21.00	11.33	\$ 887.70
\$800.00	0.50			0.50	\$ 230.00
\$320.00	2.00	\$900.00	6.00	30.50	\$ 843.58
\$560.00	3.50			8.05	\$ 181.14
		\$580.00	4.00	3.93	\$ 151.31
		\$800.00	5.00	5.25	\$ 155.20
\$320.00	2.00	\$2,400.00	15.00	18.40	\$ 426.12
\$1,040.00	6.50			6.18	\$ 308.85
\$960.00	6.00	\$880.00	5.50	19.80	\$ 653.82
\$181.25	1.25			1.08	\$ 24.30
\$289.60	1.81			1.81	\$ 63.26
		\$640.00	4.00	3.43	\$ 157.78
		\$234.90	1.62	1.62	\$ 35.64
\$1,015.00	7.00	\$1,885.00	13.00	22.50	\$ 615.81
\$240.00	1.50			0.83	\$ 18.68
\$290.00	1.00			1.43	\$ 25.74
		\$640.00	4.00	4.26	\$ 195.96
\$72.00	0.45			0.46	\$ 8.28
\$320.00	2.00			3.08	\$ 55.44

		\$480.00	3.00	1.80	\$ 82.80
		\$580.00	4.00	3.88	\$ 178.48
		\$435.00	3.00	4.07	\$ 142.25
		\$320.00	2.00	1.57	\$ 60.45
		\$1,160.00	6.00	8.14	\$ 284.49
				4.54	\$ 81.72
\$1,280.00	8.00			16.50	\$ 520.27
\$435.00	3.00	\$1,334.00	9.00	20.83	\$ 664.13
\$320.00	2.00	\$3,200.00	20.00	25.58	\$ 899.22
\$320.00	2.00	\$480.00	3.00	4.56	\$ 159.37
		\$640.00	4.00	3.64	\$ 167.44
\$640.00	4.00	\$960.00	6.00	10.70	\$ 315.66
		\$480.00	3.00	3.77	\$ 131.76
				5.57	\$ 100.26
\$480.00	3.00			2.85	\$ 90.35
				3.80	\$ 112.10
		\$1,120.00	7.00	6.09	\$ 232.51
		\$640.00	4.00	3.69	\$ 169.74
\$580.00	4.00	\$1,305.00	9.00	18.67	\$ 476.10
\$640.00	4.00			3.50	\$ 161.00
\$708.80	4.43	\$80.00	0.75	4.93	\$ 108.77
\$80.00	0.50	\$640.00	4.00	4.40	\$ 169.40
\$16,736.65	103.4	\$39,009.90	260.22	477.67	\$ 17,854.01

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
12/1/17 18:28	12/1/17 17:21	(0.05)	12/5/17 19:04	4.07
12/4/17 15:46	12/5/17 12:44	0.87	12/13/17 8:53	7.84
12/17/17 13:46	12/13/17 7:34	(4.26)	1/27/18 16:09	45.36
12/19/17 10:32	12/27/17 17:23	8.29	12/31/17 16:57	3.98
12/19/17 10:44	12/20/17 11:11	1.02	12/22/17 8:04	1.87
12/19/17 10:48	1/10/18 18:04	22.30	1/31/18 9:58	20.66
12/21/17 14:30	1/8/18 17:00	18.10	1/13/18 13:20	4.85
12/26/17 8:16	12/29/17 7:38	2.97	1/9/18 9:06	11.06
12/22/17 10:25	12/26/17 8:04	3.90	1/9/18 11:42	14.15
12/26/17 15:58	12/27/17 10:57	0.79	1/29/18 19:31	33.36
1/3/18 17:05	1/9/18 9:53	5.70	1/9/18 10:23	0.02
12/27/17 14:13	12/29/17 10:14	1.83	1/15/18 8:46	16.94
1/28/17 9:13	12/31/17 11:24	337.09	1/5/18 9:17	4.91
1/28/17 10:39	1/2/18 17:14	339.27	1/9/18 20:26	7.13
12/28/17 11:53	12/29/17 9:32	0.90	1/4/18 14:13	6.20
12/28/17 14:02	1/2/18 10:30	4.85	1/9/18 12:38	7.09
1/3/18 11:44	1/6/18 10:52	2.96	1/9/18 15:33	3.20
1/3/18 13:52	1/5/18 13:45	2.00	1/15/18 17:28	10.15
1/5/18 11:45	1/6/18 14:00	1.09	1/6/18 17:20	0.14
1/6/18 12:04	1/6/18 12:15	0.01	1/6/18 14:38	0.10
2/3/18 8:31	2/3/18 8:00	(0.02)	2/3/18 11:26	0.14
2/2/18 9:15	2/2/18 10:23	0.05	2/2/18 12:00	0.07
1/7/18 11:18	1/7/18 18:37	0.30	1/17/18 13:00	9.77
1/9/18 8:28	1/11/18 8:43	2.01	1/11/18 9:33	0.03
1/10/18 11:30	1/10/18 11:31	0.00	1/10/18 12:57	0.06
1/10/18 14:25	1/17/18 15:22	7.04	1/18/18 10:16	0.79
1/11/18 11:05	1/11/18 11:22	0.01	1/11/18 11:50	0.02
1/16/18 9:27	1/16/18 9:31	0.00	1/16/18 12:36	0.13

1/17/18 8:48	1/18/18 12:11	1.14	1/18/18 14:31	0.10
1/17/18 16:58	1/18/18 11:30	0.77	1/22/18 8:27	3.87
1/25/18 13:25	1/29/18 8:58	3.81	1/29/18 13:02	0.17
1/31/18 17:04	2/3/18 9:25	2.68	2/3/18 10:59	0.07
1/9/18 13:59	1/10/18 8:34	0.77	1/10/18 17:14	0.36
1/10/18 8:29	1/13/18 12:06	3.15	1/15/18 11:10	1.96
1/10/18 10:44	1/11/18 14:48	1.17	1/26/18 13:47	14.96
1/10/18 15:34	1/16/18 16:18	6.03	2/6/18 14:18	20.92
1/11/18 11:22	1/3/18 15:33	(7.83)	1/17/18 17:09	14.07
1/15/18 8:02	1/18/18 8:44	3.03	1/18/18 13:47	0.21
1/15/18 9:01	1/31/18 8:06	15.96	1/31/18 11:32	0.14
1/15/18 12:27	1/18/18 11:15	2.95	1/22/18 8:33	3.89
1/16/18 16:06	1/16/18 16:27	0.01	1/17/18 14:42	0.93
1/17/18 0:00	1/17/18 16:53	0.70	1/18/18 13:14	0.85
1/18/18 11:37	1/19/18 12:26	1.03	1/25/18 10:33	5.92
1/23/18 10:21	1/26/18 0:00	2.57	1/26/18 15:53	0.66
1/26/18 9:57	1/31/18 9:58	5.00	2/5/18 14:46	5.20
1/24/18 12:56	2/6/18 15:55	13.12	2/7/18 9:46	0.74
1/20/18 10:10	1/23/18 15:34	3.22	1/26/18 11:01	2.81
1/23/18 16:25	1/24/18 17:15	1.03	1/25/18 10:07	0.70
1/26/18 11:39	1/29/18 8:26	2.87	2/1/18 9:26	3.04
1/22/18 14:13	1/29/18 16:45	7.11	1/29/18 19:17	0.11
		829.38		295.75

Printing Options:

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
1/10/18 0:00	35.21	39.23	Yes		
1/4/18 14:45	22.24	30.96	No		
1/29/18 16:51	2.03	43.13	No		
1/2/18 12:15	1.80	14.07	No		
1/10/18 12:35	19.19	22.08	Yes		
1/31/18 16:19	0.26	43.23	No		
1/15/18 10:33	1.88	24.84	Yes		
1/9/18 17:03	0.33	14.37	No		
1/9/18 12:04	0.02	18.07	No		
1/30/18 12:36	0.71	34.86	No		
1/9/18 11:04	0.03	5.75	Yes		
1/26/18 14:34	11.24	30.01	No		
1/30/18 16:03	25.28	367.28	No		
1/10/18 8:15	0.49	346.90	Yes		
1/9/18 8:40	4.77	11.87	Yes		
1/9/18 14:23	0.07	12.01	No		
1/11/18 9:30	1.75	7.91	Yes		
1/19/18 11:11	3.74	15.89	No		
1/9/18 10:00	2.69	3.93	Yes		
1/6/18 18:10	0.15	0.25	Yes		
2/6/18 10:54	2.98	3.10	Yes		
2/2/18 15:59	0.17	0.28	Yes		
1/26/18 14:15	9.05	19.12	No		
1/11/18 9:37	0.00	2.05	Yes		
1/11/18 16:45	1.16	1.22	Yes		
1/18/18 11:46	0.06	7.89	Yes		
1/11/18 13:08	0.05	0.09	Yes		
1/30/18 15:29	14.12	14.25	Yes		

DEAI

Projected

TOT LABC

TOT

TOT

1-I

Averag

1/18/18 16:02	0.06	1.30	Yes		
1/22/18 9:29	0.04	4.69	Yes		
1/30/18 10:40	0.90	4.89	Yes		
2/5/18 10:59	2.00	4.75	Yes		
1/11/18 12:26	0.80	1.94	Yes		
1/15/18 0:00	-0.47	4.65	Yes		
1/30/18 10:02	3.84	19.97	No		
2/7/18 9:56	0.82	27.77	No		
1/29/18 10:17	11.71	17.95	No		
1/18/18 14:19	0.02	3.26	No		
1/31/18 14:28	0.12	16.23	Yes		
1/22/18 16:39	0.34	7.17	No		
1/29/18 17:26	12.11	13.06	No		
1/18/18 16:50	0.15	1.70	Yes		
1/25/18 15:15	0.20	7.15	Yes		
1/29/18 14:00	2.92	6.15	Yes		
2/7/18 14:18	1.98	12.18	Yes		
2/7/18 12:20	0.11	13.97	Yes		
1/29/18 15:16	3.18	9.21	No		
1/25/18 12:45	0.11	1.85	Yes		
2/1/18 13:35	0.17	6.08	No		
1/31/18 11:36	1.68	8.89	No		
	204.29	1,329.43	1	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

CARRIERSHIP: 0 DATE: 30-1

"C"	<u>\$4,940.00</u>	÷	<u>41.0</u>	FRHs	=	<u>\$120.49</u>	AVERAGE
"M"	<u>\$16,736.65</u>	÷	<u>103.4</u>	FRHs	=	<u>\$161.80</u>	AVERAGE
"R"	<u>\$39,009.90</u>	÷	<u>260.2</u>	FRHs	=	<u>\$149.91</u>	AVERAGE
TOTAL	<u>\$60,686.55</u>	÷	<u>404.7</u>	FRHs	=	<u>\$149.97</u>	AVERAGE
CP E.L.R.	<u> </u>				Difference	<u>\$149.97</u>	

GR SALES	<u>\$60,686.55</u>	÷	TOTAL RO's	<u>0</u>	=	<u>#DIV/0!</u>	LABOR PE
TOTAL FRHs	<u>404.7</u>	÷	TOTAL RO's	<u>0</u>	=	<u>#DIV/0!</u>	FRHs PER
TOTAL C.O.L.	<u>\$17,854.01</u>	÷	TOT. LABOR	<u>\$60,687</u>	=	<u>29%</u>	COST OF S
TOTAL ITEM ROs	<u>1</u>	÷	TOTAL RO's	<u>0</u>	=	<u>#DIV/0!</u>	ONE ITEM
Vehicle Mileage	<u>146095</u>						

"C" FRHs	<u>41.0</u>	÷	TOTAL FRHs	<u>404.7</u>	=	<u>10.1%</u>	COMPETIT
"M" FRHs	<u>103.4</u>	÷	TOTAL FRHs	<u>404.7</u>	=	<u>25.6%</u>	MAINTENA
"R" FRHs	<u>260.2</u>	÷	TOTAL FRHs	<u>404.7</u>	=	<u>64.3%</u>	REPAIR LA

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

2017	8	#DIV/0!
2016	10	#DIV/0!
2015	3	#DIV/0!
2014	3	#DIV/0!
Older	26	#DIV/0!
TOTALS	50	#DIV/0!

Peterbilt	0	#DIV/0!
Kenworth	0	#DIV/0!
Mack	0	#DIV/0!
International	0	#DIV/0!
Volvo	0	#DIV/0!
Other	0	#DIV/0!
Total	0	#DIV/0!

Estimates _____
 estimate % _____

0.0%

Days

#DIV/0!

2.00

Days

Average Last to Invoice

#DIV/0!

Median Last to Invoice

0.86

Days

Average First to Last

5.92

Median First to Last

2.93

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

LABOR

F

P
K
M
I
V
O



Unlocking Commercial Dealership **PROFIT**
Median Cycle Time 10.54



COMPETITIVE MAINTENANCE PRICING SUMMARY

Competitor	Phone			PM - Heavy	ISX Cummins In Frame Overhaul	ISX Cummins Lower End Bearing Install	All Wheel Alignment	AC Service
				\$907.58	\$14,945.84	\$4,123.16	\$480.00	\$367.79
TOTAL		\$0.00	\$0.00	\$907.58	\$14,945.84	\$4,123.16	\$480.00	\$367.79
AVERAGE COMPETITIVE PRICE Divide by total number of items		#DIV/0!	#DIV/0!	\$907.58	\$14,945.84	\$4,123.16	\$480.00	\$367.79
OUR CURRENT PRICE Regular price, not specials								
DIFFERENCE		#DIV/0!	#DIV/0!	-\$907.58	-\$14,945.84	-\$4,123.16	-\$480.00	-\$367.79

Brakes per axle
\$1,061.50
\$1,061.50
\$1,061.50
-\$1,061.50

TOTAL	\$0.00

Miscellaneous, machine, supplies, etc.	
TOTAL SELLING PRICE (w/out tax)	\$ -
Selling Price vs. Market Difference	\$ (1,061.50)
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