



Unlocking Commercial Dealership *PROFIT*

DEALERSHIP: DALLAS SOUTH

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR \$ SOLD	"C" HOURS BILLED
1	10058442	2015	480931	Freightliner		
2	10058428	2016	130221	Freightliner		
3	10058186	Older	254035	Freightliner		
4	10057399	2016	268126	Freightliner		
5	10057360	2015	667949	Freightliner		
6	10060259	2015	59514	Freightliner		
7	10060523	2016	223044	Freightliner		
8	10059699	Older	807154	Freightliner		
9	10060313	2015	494735	Freightliner		
10	10060456	2016	5356	Freightliner		
11	10060531	2017	78	Freightliner		
12	10058917	2015	649937	Freightliner		
13	10059793	Older	812806	Freightliner		
14	10059938	Older	856154	Freightliner		
15	10060072	Older	12250	Freightliner		
16	10060184	Older	145282	Freightliner		
17	10060394	Older	430227	Freightliner		
18	10058551	2017	388	Freightliner		
19	10059610	2017	354	Freightliner		
20	10059727	Older	163236	Freightliner		
21	10060440	2017	131575	Freightliner		
22	10060454	Older	610333	Freightliner		
23	10060286	Older	653799	Freightliner		
24	10059883	Older	343955	Freightliner		
25	10060067	Older	762207	Freightliner		
26	10060127	2017	21076	Freightliner		
27	10059099	Older	847364	Freightliner		
28	10059736	2015	547268	Freightliner		

29	10060270	Older		665368	Freightliner		
30	10060367	Older		536184	Freightliner		
31	10060487	Older		1355540	Freightliner		
32	10059741	2016		271607	Freightliner		
33	100606365	Older		1318996	Freightliner		
34	10060405	2014		436609	Freightliner		
35	10060175	Older		99573	Freightliner		
36	10060327	2015		357037	Freightliner		
37	10060339	2014		533593	Freightliner		
38	10060404	Older		218480	Freightliner		
39	10060400	Older		616422	Freightliner		
40	10059356	2017		148495	Freightliner		
41	10060214	Older		432105	Freightliner		
42	10060330	2015		533693	Freightliner		
43	10059291	2017		24901	Freightliner		
44	10059139	2015		509068	Freightliner		
45	10059808	Older		124752	Freightliner		
46	10060141	2014		311541	Freightliner		
47	10060142	2014		299384	Freightliner		
48	10060270	Older		665368	Freightliner		
49	10059099	2014		847364	Freightliner		
50	10060826	2017		11637	Freightliner		
	50	27		413941		\$0.00	0.00

DATE: April 11, 2018

"M" LABOR \$ SOLD	"M" HOURS BILLED	"R" LABOR \$ SOLD	"R" HOURS BILLED	Cost Hours	Cost \$'s
		\$318.00	2.00	4.61	\$ 130.92
		\$318.00	2.00	1.99	\$ 4,254.00
		\$1,311.75	8.25	10.19	\$ 282.13
		\$834.75	5.25	11.33	\$ 317.24
		\$3,027.36	19.04	14.63	\$ 482.91
		\$2,862.00	17.80	9.60	\$ 221.90
		\$715.50	4.50	4.72	\$ 132.92
		\$2,047.92	12.88	21.48	\$ 877.29
		\$1,192.50	7.50	6.30	\$ 188.60
		\$79.50	0.50	0.20	\$ 6.66
		\$238.50	1.50	1.70	\$ 56.58
		\$2,862.00	18.00	33.67	\$ 1,018.67
		\$4,803.80	30.20	29.90	\$ 1,855.32
		\$159.00	1.00	0.90	\$ 29.55
		\$1,812.60	11.40	11.41	\$ 257.19
		\$1,073.25	6.75	9.20	\$ 259.53
		\$795.00	5.00	8.80	\$ 179.99
		\$2,067.00	13.00	12.65	\$ 443.79
		\$1,431.00	9.00	5.63	\$ 187.37
		\$2,246.67	15.50	14.80	\$ 411.79
		\$150.00	0.75	0.53	\$ 17.64
		\$500.00	1.50	1.55	\$ 46.97
		\$159.00	1.00	2.37	\$ 52.87
		\$318.00	2.00	3.13	\$ 104.16
		\$159.00	1.00	1.80	\$ 42.23
		\$540.60	3.40	6.30	\$ 166.48
		\$4,337.00	27.20	38.80	\$ 1,281.76
		\$5,383.00	33.85	23.80	\$ 642.18

		\$369.94	2.30	3.25	\$ 99.43
		\$159.00	1.00	0.60	\$ 18.85
		\$350.00	1.50	1.23	\$ 40.51
		\$337.88	2.10	3.00	\$ 119.26
		\$238.50	1.50	1.77	\$ 45.14
		\$159.00	1.00	0.29	\$ 5.66
		\$1,351.50	8.50	11.61	\$ 220.17
		\$1,033.50	6.50	5.10	\$ 105.82
		\$500.00	3.00	2.30	\$ 57.28
		\$150.00	1.00	0.70	\$ 13.65
		\$159.00	1.00	0.97	\$ 48.92
		\$2,635.00	16.50	15.10	\$ 375.14
		\$350.00	2.20	2.80	\$ 71.09
		\$350.00	1.50	1.25	\$ 35.66
		\$919.02	5.70	6.80	\$ 390.09
		\$2,512.20	15.80	24.97	\$ 604.55
		\$2,437.47	15.30	17.90	\$ 517.92
		\$159.00	1.00	2.37	\$ 48.59
		\$159.00	1.00	2.10	\$ 40.59
		\$369.94	2.30	3.25	\$ 99.43
		\$4,337.00	27.20	38.80	\$ 1,281.76
		\$150.00	1.00	0.70	\$ 21.00
\$0.00	0.0	\$60,929.65	380.67	438.85	\$ 18,209.15

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
3/20/18 9:10	3/20/18 12:59	0.16	3/21/18 7:57	0.79
3/20/18 7:31	3/20/18 11:37	0.17	3/20/18 17:55	0.26
3/14/18 13:52	3/15/18 8:56	0.79	3/23/18 12:56	8.17
2/24/18 11:20	2/28/18 8:28	3.88	3/23/18 11:01	23.11
2/26/18 15:00	2/27/18 7:20	0.68	3/21/18 11:02	22.15
4/25/18 12:36	4/25/18 13:02	0.02	5/1/18 10:50	5.91
4/27/18 10:08	5/2/18 14:16	5.17	5/2/18 22:42	0.35
4/14/18 8:27	4/16/18 0:00	1.65	4/26/18 16:14	10.68
4/26/18 0:00	4/26/18 11:34	0.48	4/30/18 16:24	4.20
4/30/18 10:23	4/30/18 15:55	0.23	4/30/18 16:07	0.01
5/1/18 11:41	5/1/18 11:59	0.01	5/1/18 13:41	0.07
3/29/18 0:00	3/29/18 14:01	0.58	4/27/18 20:54	29.29
4/17/18 11:27	4/17/18 15:45	0.18	4/30/18 13:49	12.92
4/23/18 8:24	4/23/18 9:18	0.04	4/23/18 10:10	0.04
4/22/18 11:21	4/25/18 23:07	3.49	5/2/18 14:48	6.65
4/24/18 12:25	4/24/18 13:00	0.02	5/2/18 10:39	7.90
4/27/18 13:51	4/27/18 18:57	0.21	5/1/08 22:19	(3,647.86)
3/21/18 15:15	3/22/18 9:33	0.76	4/13/18 15:43	22.26
4/12/18 0:00	4/12/18 16:19	0.68	4/13/18 13:22	0.88
4/16/18 11:33	4/17/18 10:52	0.97	4/28/18 8:50	10.92
4/30/18 8:58	4/30/18 9:07	0.01	4/30/18 9:30	0.02
4/30/18 10:04	4/30/18 10:05	0.00	4/30/18 11:55	0.08
4/25/18 18:26	4/25/18 18:44	0.01	4/26/18 14:02	0.80
4/18/18 10:48	4/19/18 14:07	1.14	4/23/18 9:56	3.83
4/21/18 13:17	4/23/18 8:54	1.82	4/24/18 18:28	1.40
4/23/18 13:23	4/24/18 10:18	0.87	4/27/18 11:10	3.04
4/3/18 9:27	4/3/18 23:09	0.57	4/28/18 18:47	24.82
4/16/18 12:46	4/18/18 12:20	1.98	4/26/18 10:43	7.93

4/25/18 12:28	4/25/18 13:24	0.04	4/27/18 8:14	1.78
4/27/18 8:32	4/27/18 9:18	0.03	4/27/18 10:31	0.05
4/30/18 12:42	4/30/18 13:24	0.03	4/30/18 16:34	0.13
4/16/18 13:23	4/17/18 7:28	0.75	4/18/18 17:52	1.43
4/27/18 9:59	4/27/18 10:45	0.03	4/27/18 12:31	0.07
4/27/18 15:47	4/27/18 20:59	0.22	4/27/18 21:16	0.01
4/24/18 10:38	4/24/18 11:27	0.03	4/27/18 12:11	3.03
4/26/18 13:22	4/26/18 14:42	0.06	4/27/18 12:04	0.89
4/26/18 9:42	4/26/18 21:41	0.50	4/26/18 8:46	(0.54)
4/27/18 15:29	4/27/18 15:45	0.01	4/27/18 16:27	0.03
4/27/18 14:57	4/28/18 7:08	0.67	4/28/18 8:06	0.04
4/7/18 8:07	4/9/18 15:18	2.30	4/16/18 19:12	7.16
4/24/18 16:43	4/24/18 17:33	0.03	4/25/18 20:41	1.13
4/26/18 13:43	4/26/18 15:02	0.05	4/26/18 16:17	0.05
4/6/18 8:06	4/6/18 12:10	0.17	4/23/18 20:04	17.33
4/3/18 0:00	4/4/18 12:09	1.51	4/24/18 18:31	20.27
4/17/18 12:35	4/18/18 12:57	1.02	4/26/18 13:26	8.02
4/23/18 15:35	4/24/18 7:08	0.65	4/24/18 9:30	0.10
4/23/18 15:37	4/24/18 9:30	0.75	4/24/18 12:52	0.14
4/25/18 12:28	4/25/18 13:24	0.04	4/27/18 8:14	1.78
4/13/18 13:27	4/13/18 21:09	0.32	4/17/18 13:12	3.67
5/7/18 8:28	5/7/18 9:22	0.04	5/7/18 15:19	0.25
		35.84		(3,372.57)

Printing Options:

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
3/23/18 9:55	2.08	3.03	Yes		
3/23/18 19:20	3.06	3.49	No		
3/23/18 13:55	0.04	9.00	Yes		
3/23/18 13:20	0.10	27.08	Yes		
3/21/18 15:10	0.17	23.01	Yes		
5/3/18 8:59	1.92	7.85	No		
5/3/18 8:51	0.42	5.95	No		
5/1/18 10:50	4.78	17.10	No		
5/1/18 14:12	0.91	5.59	No		
5/1/18 15:36	0.98	1.22	Yes		
5/1/18 14:45	0.04	0.13	Yes		
5/1/18 10:49	3.58	33.45	Yes		
5/1/18 11:17	0.89	13.99	No		
5/2/18 7:46	8.90	8.97	Yes		
5/2/18 16:10	0.06	10.20	Yes		
5/2/18 11:22	0.03	7.96	No		
5/2/18 13:51	3652.65	5.00	Yes		
4/30/18 17:30	17.07	40.09	Yes		
4/30/18 17:30	17.17	18.73	Yes		
4/30/18 10:43	2.08	13.97	No		
4/30/18 10:22	0.04	0.06	Yes		
4/30/18 13:03	0.05	0.12	Yes		
4/26/18 17:26	0.14	0.96	Yes		
4/26/18 14:14	3.18	8.14	Yes		
4/26/18 13:29	1.79	5.01	Yes		
4/30/18 9:34	2.93	6.84	Yes		
4/30/18 12:35	1.74	27.13	No		
4/30/18 11:47	4.04	13.96	Yes		

DEAI

Projected

TOT LABC

TOT

1-I

Averag

4/30/18 11:13	3.12	4.95	Yes		
4/27/18 13:32	0.13	0.21	Yes		
4/30/18 17:41	0.05	0.21	Yes		
4/27/18 15:40	8.91	11.10	Yes		
4/27/18 12:34	0.00	0.11	Yes		
4/27/18 21:44	0.02	0.25	Yes		
4/27/18 17:00	0.20	3.27	Yes		
4/27/18 16:27	0.18	1.13	Yes		
4/27/18 17:00	1.34	1.30	Yes		
4/27/18 16:35	0.01	0.05	Yes		
4/28/18 11:33	0.14	0.86	Yes		
4/27/18 19:12	11.00	20.46	No		
4/27/18 9:14	1.52	2.69	No		
4/26/18 16:26	0.01	0.11	Yes		
4/26/18 14:42	2.78	20.28	No		
4/26/18 13:18	1.78	23.55	No		
4/26/18 17:00	0.15	9.18	No		
4/24/18 16:46	0.30	1.05	Yes		
4/26/18 16:49	2.16	3.05	Yes		
4/27/18 11:13	0.12	1.95	Yes		
4/18/18 9:22	0.84	4.83	No		
5/7/18 16:09	0.03	0.32	Yes		
	3,765.66	428.92	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

LEADERSHIP: DALLAS SOUTH

DATE: 11-7

"C"	<u>\$0.00</u>	÷	<u>0.0</u>	FRHs	=	<u>\$0.00</u>	AVERAGE
"M"	<u>\$0.00</u>	÷	<u>0.0</u>	FRHs	=	<u>\$0.00</u>	AVERAGE
"R"	<u>\$60,929.65</u>	÷	<u>380.7</u>	FRHs	=	<u>\$160.06</u>	AVERAGE
TOTAL	<u>\$60,929.65</u>	÷	<u>380.7</u>	FRHs	=	<u>\$160.06</u>	AVERAGE
CP E.L.R.					Difference	<u>\$160.06</u>	

ORDER SALES	<u>\$60,929.65</u>	÷	TOTAL RO's	<u>50</u>	=	<u>\$1,218.59</u>	LABOR PER
TOTAL FRHs	<u>380.7</u>	÷	TOTAL RO's	<u>50</u>	=	<u>7.61</u>	FRHs PER
AVERAGE C.O.L.	<u>\$18,209.15</u>	÷	TOT. LABOR	<u>\$60,930</u>	=	<u>30%</u>	COST OF \$
PERCENT ONE ITEM ROs	<u>1</u>	÷	TOTAL RO's	<u>50</u>	=	<u>2%</u>	ONE ITEM
Annual Mileage	<u>413941</u>						

"C" FRHs	<u>0.0</u>	÷	TOTAL FRHs	<u>380.7</u>	=	<u>0.0%</u>	COMPETIT
"M" FRHs	<u>0.0</u>	÷	TOTAL FRHs	<u>380.7</u>	=	<u>0.0%</u>	MAINTENA
"R" FRHs	<u>380.7</u>	÷	TOTAL FRHs	<u>380.7</u>	=	<u>100.0%</u>	REPAIR LA

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

2017	8	16.0%
2016	5	10.0%
2015	9	18.0%
2014	5	10.0%
Older	23	46.0%
TOTALS	50	100%

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!
	0.0%	

Estimates
estimate %

Days

0.72

0.28

Days

Average Last to Invoice

-67.45

Median Last to Invoice

0.90

Days

Average First to Last

(67.45)

Median First to Last

1.42



Apr-18

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>
Average Cycle Time	75.31
Median Cycle Time	5.00

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