

DEALERSHIP: _____

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH
1	11218013	Older	651518	Freightliner		
2	11218059	Older	633113	Freightliner		
3	11218153	Older	0	Freightliner		
4	11217950	2015	137204	Other		
5	11217951	Older	539303	Freightliner		
6	11217912	Older	382448	Freightliner		
7	11217917	Older	161406	Freightliner		
8	11217919	Older	66262	Freightliner		
9	11217922	2016	14336	Freightliner		
10	11217923	Older	181571	Freightliner		
11	11217925	2017	108021	Freightliner		
12	11217929	2015	351178	Freightliner		
13	11217935	Older	327734	Freightliner		
14	11217960	2017	11180	Freightliner		
15	11217962	2015	53180	Freightliner		
16	11217968	Older	0	Other		
17	11217970	Older	962142	Freightliner		
18	11217971	2017	53885	Freightliner		
19	11217991	Older	727615	Freightliner		
20	11217993	2015	12344	Freightliner		
21	11217994	Older	538918	Other		
22	11217995	2017	11449	Peterbilt		
23	11218004	Older	536717	Freightliner		
24	11218010	Older	576652	Freightliner		
25	11218013	Older	651518	Freightliner		
26	11218016	Older	623798	Freightliner		
27	11218018	Older	0	Freightliner		
28	11218029	Older	57856	Freightliner		

29	11218031	2017	1158	Freightliner	\$85.00	0.50
30	11218007	2014	149340	Kenworth	\$775.00	4.00
31	11218035	Older	465728	Freightliner		
32	11218036	Older	554355	Freightliner		
33	11218038	Older	351633	Freightliner	\$370.44	2.00
34	11218037	Older	21885	Other		
35	11218042	2014	414656	Freightliner		
36	11218097	Older	221638	Other		
37	11218053	Older	588662	Freightliner		
38	11218055	2017	209038	Freightliner		
39	11218059	Older	633113	Freightliner		
40	11218060	Older	1299092	Freightliner		
41	11218066	Older	0	Freightliner		
42	11218067	Older	117226	Freightliner		
43	11218068	Older	45121	Freightliner		
44	11218069	Older	30807	Freightliner		
45	11218070	Older	127337	Freightliner		
46	11218073	Older	75752	Freightliner	\$306.00	1.80
47	11218078	Older	140016	Other		
48	11218079	Older	411570	Freightliner		
49	11218085	2015	72907	Other		
50	11218093	Older	848843	Freightliner		
	50	14	303025		\$1,536.44	8.30

DATE: _____

"M" LABOR	"M" FRH	"R" LABOR	"R" FRH	Cost Hours	Cost \$'s
		\$1,490.00	12.00	29.46	\$ 898.88
		\$391.00	2.30	2.24	\$ 78.15
		\$340.00	2.00	0.00	\$ 68.00
		\$680.00	4.00	3.14	\$ 98.20
		\$170.00	1.00	1.31	\$ 37.50
		\$1,326.00	7.80	16.76	\$ 536.32
		\$2,380.00	10.84	14.00	\$ 541.54
		\$340.00	2.00	1.96	\$ 78.00
		\$467.50	2.75	2.79	\$ 108.63
		\$935.00	5.50	5.04	\$ 143.24
		\$3,774.00	22.20	26.38	\$ 587.60
		\$459.00	2.70	2.74	\$ 100.88
		\$2,584.00	19.00	21.39	\$ 475.00
		\$850.00	5.00	5.09	\$ 193.00
		\$795.00	2.40	1.91	\$ 103.20
		\$110.00	1.00	0.90	\$ 43.00
\$170.00	1.00	\$0.00	0.00	0.00	\$ 34.00
\$255.00	1.50			1.51	\$ 64.50
		\$340.00	2.00	1.82	\$ 68.00
		\$510.00	3.00	6.11	\$ 212.32
		\$3,424.00	20.40	5.61	\$ 693.60
		\$948.75	7.50	10.80	\$ 285.30
		\$195.50	1.15	1.15	\$ 49.45
\$255.00	1.50	\$170.00	1.00	1.47	\$ 107.50
		\$1,490.00	12.00	29.46	\$ 898.88
		\$510.00	3.00	2.45	\$ 88.90
		\$340.00	2.00	0.00	\$ 68.00
		\$170.00	1.00	0.00	\$ 34.00

\$85.00	0.50	\$1,652.40	9.72	9.93	\$	195.16
				0.78	\$	29.64
		\$170.00	1.00	0.80	\$	43.00
		\$935.00	5.50	7.28	\$	207.75
				1.92	\$	38.40
		\$1,275.00	7.50	7.16	\$	145.56
		\$255.00	1.50	0.00	\$	-
		\$510.00	3.00	2.57	\$	99.00
		\$1,020.00	6.00	10.46	\$	365.32
\$144.50	1.00	\$144.50	1.00	1.53	\$	43.00
		\$391.00	2.30	2.24	\$	78.15
		\$297.50	1.75	1.86	\$	78.00
		\$425.00	2.50	0.00	\$	107.50
\$125.00	1.00			1.33	\$	43.00
		\$2,673.25	18.50	31.91	\$	1,012.09
		\$1,020.00	6.00	5.97	\$	142.18
		\$750.00	6.00	4.14	\$	122.82
\$210.00	2.00	\$2,431.00	14.30	16.31	\$	169.28
		\$340.00	2.00	1.71	\$	61.60
		\$255.00	1.50	0.00	\$	-
		\$425.00	2.50	1.80	\$	60.00
		\$3,789.50	28.00	14.94	\$	1,018.50
\$1,244.50	8.5	\$43,948.90	276.11	320.13	\$	10,755.54

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
3/15/18 13:51	3/16/18 8:15	0.77	3/27/18 15:12	11.29
3/20/18 8:09	3/20/18 12:37	0.19	3/21/18 13:01	1.02
3/29/18 8:10	3/29/18 8:10	-	3/29/18 8:10	-
3/12/18 9:22	3/12/18 9:23	0.00	3/17/18 13:34	5.17
3/12/18 9:51	3/12/18 9:52	0.00	3/12/18 11:11	0.05
3/8/18 7:13	3/12/18 10:20	4.13	3/15/18 15:39	3.22
3/3/18 10:39	3/8/18 11:02	5.02	3/23/18 17:10	15.26
3/8/18 11:24	3/8/18 11:56	0.02	3/12/18 19:10	4.30
3/8/18 13:00	3/8/18 14:50	0.08	3/9/18 15:30	1.03
3/8/18 13:12	3/9/18 7:21	0.76	3/22/18 16:56	13.40
3/8/18 14:14	3/9/18 9:15	0.79	4/25/18 9:20	47.00
3/9/18 9:12	3/9/18 13:19	0.17	3/12/18 9:49	2.85
3/9/18 10:43	3/9/18 10:43	-	3/15/18 1:20	5.61
3/12/18 11:55	3/12/18 12:35	0.03	3/14/18 16:19	2.16
3/12/18 13:16	3/12/18 14:41	0.06	3/15/18 9:17	2.78
3/13/18 9:18	3/14/18 10:56	1.07	3/14/18 10:56	-
3/13/08 9:34	3/14/18 9:34	3,653.00	3/13/18 10:29	(0.96)
3/13/18 10:09	3/13/18 12:04	0.08	3/13/18 13:52	0.07
3/14/18 8:31	3/14/18 12:57	0.18	3/14/18 16:18	0.14
3/14/18 9:14	3/14/18 14:49	0.23	3/19/18 10:35	4.82
3/14/18 11:51	3/15/18 15:03	1.13	4/19/18 9:25	34.77
3/14/18 10:12	3/15/18 6:56	0.86	3/28/18 15:18	13.35
3/14/18 16:07	3/15/18 13:13	0.88	3/15/18 14:22	0.05
3/15/18 12:12	3/15/18 15:26	0.13	3/15/18 15:56	0.02
3/15/18 13:51	3/16/18 8:15	0.77	3/27/18 15:12	11.29
3/15/18 16:35	3/16/18 10:16	0.74	3/16/18 13:43	0.14
3/16/18 10:09	3/16/18 10:09	-	3/16/18 11:00	0.04
3/16/18 15:40	3/16/18 15:40	-	3/16/18 15:43	0.00

3/19/18 8:35	3/19/18 9:06	0.02	3/26/18 14:36	7.23
3/15/18 9:02	3/15/18 9:15	0.01	3/15/18 10:02	0.03
3/19/18 10:16	3/19/18 10:36	0.01	3/19/18 11:24	0.03
3/19/18 10:21	3/19/18 11:26	3/26/2018	3/23/18 9:21	3.91
3/19/18 11:12	3/9/18 16:52	(9.76)	3/20/18 9:39	10.70
3/19/18 11:03	3/19/18 13:37	0.11	3/30/18 11:16	10.90
3/19/18 12:55	3/19/18 12:55	-	3/19/18 13:27	0.02
3/22/18 14:37	3/22/18 14:53	0.01	3/28/18 9:51	5.79
3/19/18 15:38	3/20/18 8:16	0.69	3/26/18 16:41	6.35
3/19/18 17:02	3/20/18 9:16	0.68	3/20/18 10:18	0.04
3/20/18 8:09	3/20/18 12:37	0.19	3/21/18 13:01	1.02
3/20/18 8:51	3/20/18 11:31	0.11	3/20/18 13:20	0.08
3/20/18 0:00	3/20/18 11:11	0.47	3/20/18 11:11	-
3/20/18 11:29	3/21/18 8:12	0.86	3/21/18 3:32	(0.19)
3/20/18 11:58	3/21/18 10:29	0.94	4/25/18 17:34	35.30
3/20/18 12:10	3/21/18 11:01	0.95	4/3/18 8:47	12.91
3/20/18 12:41	3/21/18 11:30	0.95	4/5/18 10:32	14.96
3/20/18 14:07	3/21/18 13:23	0.97	4/16/18 10:38	25.89
3/21/18 9:12	3/21/18 15:03	0.24	3/26/18 15:41	5.03
3/21/18 9:47	3/21/18 9:47	-	3/21/18 9:47	-
3/21/18 13:01	3/22/18 10:25	0.89	3/26/18 16:24	4.25
3/22/18 10:17	3/22/18 12:30	0.09	4/4/18 10:13	12.90
		46,854.52		336.01

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
3/30/18 13:55	2.95	15.00	Yes		
3/21/18 13:55	0.04	1.24	No		
3/29/18 8:40	0.02	0.02	Yes		
3/17/18 13:37	0.00	5.18	Yes		
3/12/18 18:00	0.28	0.34	Yes		
3/15/18 16:38	0.04	7.39	Yes		
3/26/18 15:44	2.94	23.21	Yes		
3/14/18 10:19	1.63	5.95	Yes		
3/13/18 18:00	4.10	5.21	Yes		
4/2/18 11:39	10.78	24.94	Yes		
4/26/18 8:46	0.98	48.77	No		
3/13/18 8:56	0.96	3.99	Yes		
3/15/18 10:44	0.39	6.00	Yes		
3/15/18 8:17	0.67	2.85	No		
3/20/18 10:01	5.03	7.86	No		
3/26/18 7:42	11.87	12.93	Yes		
3/13/18 10:29	0.00	3,652.04	Yes		
4/18/18 17:50	36.17	36.32	Yes		
3/14/18 18:00	0.07	0.40	Yes		
3/23/18 10:49	4.01	9.07	Yes		
4/20/18 11:51	1.10	37.00	No		
3/29/18 10:37	0.80	15.02	Yes		
3/15/18 16:00	0.07	1.00	Yes		
3/16/18 7:03	0.63	0.79	Yes		
3/30/18 13:27	2.93	14.98	Yes		
3/19/18 16:05	3.10	3.98	Yes		
3/16/18 11:29	0.02	0.06	Yes		
3/16/18 15:43	0.00	0.00	Yes		

4/3/18 14:30	8.00	15.25	No		
3/15/18 15:04	0.21	0.25	Yes		
3/19/18 0:07	-0.47	(0.42)	Yes		
3/29/18 12:57	6.15	43,195.06	Yes		
3/20/18 14:46	0.21	1.15	Yes		
4/6/18 17:09	7.25	18.25	No		
3/19/18 13:27	0.00	0.02	Yes		
3/28/18 14:10	0.18	5.98	Yes		
3/26/18 17:29	0.03	7.08	Yes		
3/20/18 16:34	0.26	0.98	No		
3/21/18 13:55	0.04	1.24	No		
3/20/18 15:27	0.09	0.28	No		
4/6/18 17:49	17.28	17.74	Yes		
3/22/18 8:12	1.19	1.86	Yes		
4/27/18 13:34	1.83	38.07	No		
4/4/18 10:09	1.06	14.92	Yes		
4/5/18 15:45	0.22	16.13	Yes		
4/30/18 11:55	14.05	40.91	No		
3/26/18 15:55	0.01	5.28	Yes		
3/21/18 11:45	0.08	0.08	Yes		
3/28/18 10:16	1.74	6.89	Yes		
4/4/18 13:02	0.12	13.11	Yes		
	151.10	47,341.63		1	0

2017	6	12.0%
2016	1	2.0%
2015	5	10.0%
2014	2	4.0%
Older	36	72.0%
TOTALS	50	100%

Peterbilt
Kenworth
Mack
International
Volvo
Other
Total

Estimates
Estimate %

Days

Average Open to First

937.09

Median Open to First

0.19



Unlocking Commercial Deale
Median Last to Invoice

Average First to Last

Median First to Last

CAP

DATE: 30-Dec-99

<u>\$185.11</u>	AVERAGE "C" E.L.R.
<u>\$146.41</u>	AVERAGE "M" E.L.R.
<u>\$159.17</u>	AVERAGE "R" E.L.R.
<u>\$159.54</u>	AVERAGE "CP" E.L.R.
<u>\$159.54</u>	

<u>\$934.60</u>	LABOR PER RO AVERAGE
<u>5.86</u>	FRHs PER RO AVERAGE
<u>23%</u>	COST OF SALE
<u>2%</u>	ONE ITEM ROs

<u>2.8%</u>	COMPETITIVE LABOR
<u>2.9%</u>	MAINTENANCE LABOR
<u>94.3%</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>	



rship **PROFIT**
0.65

Days
6.7201944444
3.04

Days
Average Cycle Time 946.8326528
Median Cycle Time 5.99

Yes

No

COMPETITIVE MAINTENANCE PRICING SUMMARY

Competitor	Phone		Diagnose Check Engine Light	PM - Heavy Lube, change engine oil and filters only	ISX Cummins In Frame Overhaul	15.5 Solo Clutch replacement Fuller 10 speed	3 axle alignment	
Triple A Diesel			\$150.00	\$443.00	\$11,579.00	\$2,500.00	NA	
AS Sotelo			\$120.00	\$465.00	NA	\$1,800.00	NA	
ALG Truck and Trailer			\$35.00	\$543.28	\$10,962.26	\$2,200.00	\$349.00	
TOTAL			\$0.00	\$305.00	\$1,451.28	\$22,541.26	\$6,500.00	\$349.00
AVERAGE COMPETITIVE PRICE <small>Divide by total number of items</small>			#DIV/0!	\$101.67	\$483.76	\$11,270.63	\$2,166.67	\$349.00
OUR CURRENT PRICE <small>Regular price, not specials</small>				\$170.00	\$425.86	\$12,624.79	\$3,370.00	\$450.00
DIFFERENCE			#DIV/0!	\$68.33	-\$57.90	\$1,354.16	\$1,203.33	\$101.00

AC Service	Rear Brakes per axle
\$150.00	\$713.79
\$80.00	\$766.63
\$155.00	\$703.00
\$385.00	\$2,183.42
\$128.33	\$727.81
\$170.00	\$739.04
\$41.67	\$11.23

TOTAL	\$95.33

Miscellaneous, machine, supplies, etc.	
TOTAL SELLING PRICE (w/out tax)	\$ 739.04
Selling Price vs. Market Difference	\$ 11.23
ELR	\$ 116.67
Current Labor GP %	
Tech cost to maintain current GP%	\$ 116.67
Labor GP	\$ 354.67
Parts GP	\$ 81.71
TOTAL GP	\$ 436.38

	\$0.00	42.9%
	\$0.00	42.9%
	\$0.00	42.9%
	\$0.00	42.9%
	\$190.66	

per hour

Target GP%
Price

\$466.67

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$ 466.67

Selling
Price

\$181.83

\$85.20

\$5.34

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00

\$0.00
\$0.00
\$0.00
\$0.00
\$272.37