DEALERSHIP: Premiertruck group of Chattanooga **DATE:**

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" FRH	"M" LABOR	"M" FRH	"R" LABOR	"R" FRH
1	14513803	Older	876370	F					$652.50	4.50
2	14514076	2016	433925	F			$50.00	0.66		
3	14514060	2016	430475	F			$246.50	2.00		
4	14514005	Older	46041	F			$155.00	0.67		
5	14514023	Older	431225	F			$435.00	3.00		
6	14514008	2015	694370	F			$580.00	4.00		
7	14513743	Older	650650	F			$250.00	5.81	$2,030.00	14.00
8	14514125	2014	378893	F					$522.00	3.60
9	14513947	2017	204942	F	$250.00	2.22				
10	14513956	2017	218298	F	$250.00	1.90				
11	14513964	2017	100	F			$50.00	0.41		
12	14513979	2015	694289	F			$50.00	0.48		
13	14513941	2014	530592	F	$250.00	2.20				
14	14513962	2016	582466	F			$50.00	0.77		
15	14513711	2015	99638	F					$369.75	3.00
16	14513771	2017	372073	F			$725.00	5.00		
17	14513660	2017	154231	F			$50.00	12.41		
18	14514048	2015	756845	F			$812.00	5.60		
19	14513396	2016	287905	F			$507.50	3.50		

20	14513525	Older	256982	F			$1,160.00	8.00	$870.00	6.00
21	14514077	2016	571250	F			$50.00	0.45		
22	14514034	2014	532546	F			$145.00	1.00		
23	14514133	Older	462162	Freightliner			$145.00	1.00	$290.00	2.00
24	14514080	2014	617747	Freightliner					$942.50	6.50
25	14513918	2017	349	Freightliner			$306.45	2.12		
26	14513990	Older	1169337	Freightliner			$435.00	3.00	$145.00	1.00
27	14513951	2017	341	Freightliner			$291.95	2.02		
28	14514142	2017	336032	Freightline	$178.00	2.00	$409.40	4.60		
29	14514024	Older	226343	Freightliner					$380.64	3.50
30	14514039	Older	333481	Freightliner			$870.00	6.00		
31	14514084	2017	362908	Freightliner			$507.50	3.50		
32	14514074	2016	601705	Freightliner			$250.00	2.18		
33	14514000	Older	270698	Freightliner					$1,450.00	10.00
34	14513729	2016	165841	Freightliner			$184.88	1.50		
35	14513945	2017	225999	Freightliner					$725.00	5.00
36	14514170	2015	62390	Freightline	$290.80	3.13	$435.00	3.00		
37	14514137	Older	694766	Freightliner					$1,015.00	7.00
38	14513999	2016	505506	Freightliner			$337.00	2.55		
39	14514020	2015	598353	Freightliner			$551.00	3.80		
40	14513912	2015	781149	Freightliner			$348.00	2.40		
41	14513991	2017	351408	Freightliner			$507.50	3.50		
42	14514126	2017	90853	Freightliner					$391.50	2.70
43	14513926	2014	440705	Freightliner					$1,577.60	12.80
44	14514047	2017	205663	Freightliner			$554.50	3.70		

45	14514037	2016	571250	Freightliner			$250.00	1.95		
46	14514055	2017	209061	Freightliner			$50.00	0.50		
47	14513998	2017	166470	Freightliner			$250.00	1.99		
48	14514026	Older	1008602	Freightline	$59.95	1.00	$1,341.25	9.25		
49	14514018	2017	157818	Freightliner			$250.00	2.11		
50	14513986	2015	401317	Freightliner					$406.00	3.50
	50	38	404447		$1,278.75	12.45	$13,590.43	114.4	$11,767.49	85.10

May 10, 2018

Cost Hours	Cost $'s	RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
4.59	$ 126.09	4/4/18 11:07	4/4/18 14:26	0.14	4/5/18 9:48	0.81
0.66	$ 18.20	4/17/18 11:50	4/17/18 17:52	0.25	4/17/18 18:32	0.03
1.97	$ 38.68	4/16/18 19:17	4/16/18 20:47	0.06	4/17/18 15:30	0.78
0.67	$ 18.25	4/13/18 12:16	4/13/18 13:11	0.04	4/13/18 13:51	0.03
3.05	$ 54.72	4/13/18 16:42	4/13/18 17:49	0.05	4/13/18 20:49	0.13
4.33	$ 96.94	4/13/18 12:35	4/13/18 13:48	0.05	4/14/18 16:54	1.13
25.06	$ 701.64	4/2/18 10:10	4/2/18 13:30	0.14	4/20/18 10:11	17.86
3.65	$ 77.17	4/18/18 15:17	4/18/18 20:27	0.22	4/20/18 10:24	1.58
2.22	$ 52.81	4/11/18 12:33	4/11/18 12:47	0.01	4/11/18 15:00	0.09
1.90	$ 45.20	4/11/18 14:57	4/11/18 15:00	0.00	4/11/18 16:54	0.08
0.41	$ 11.31	4/11/18 17:12	4/11/18 18:40	0.06	4/11/18 19:05	0.02
0.48	$ 13.24	4/12/18 11:21	4/12/18 17:33	0.26	4/12/18 18:02	0.02
2.20	$ 52.34	4/11/18 10:31	4/11/18 10:34	0.00	4/11/18 12:46	0.09
0.77	$ 21.24	4/11/18 17:08	4/11/18 19:35	0.10	4/11/18 20:21	0.03
4.49	$ 85.15	3/29/18 16:48	3/29/18 22:47	0.25	4/5/18 9:57	6.47
3.97	$ 109.49	4/3/18 11:35	4/3/18 11:35	-	4/3/18 15:33	0.17
0.45	$ 12.41	3/28/18 9:36	3/28/18 11:01	0.06	3/28/18 11:28	0.02
5.00	$ 137.90	4/16/18 13:23	4/17/18 11:34	0.92	4/17/18 16:34	0.21
3.06	$ 66.26	3/14/18 18:06	3/14/18 19:35	0.06	4/12/18 13:39	28.75

15.93	$	378.51	3/21/18 15:19	3/21/18 18:09	0.12	4/12/18 12:34	21.77
0.45	$	12.41	4/17/18 11:51	4/17/18 18:32	0.28	4/17/18 18:59	0.02
0.18	$	4.28	4/16/18 9:44	4/17/18 12:25	1.11	4/17/18 12:36	0.01
3.42	$	63.81	4/19/18 7:54	4/19/18 8:39	0.03	4/19/18 10:05	0.06
6.42	$	158.68	4/17/18 12:17	4/17/18 15:00	0.11	4/19/18 17:23	2.10
1.65	$	36.69	4/10/18 12:43	4/11/18 8:36	0.83	4/11/18 10:15	0.07
5.64	$	149.11	4/12/18 13:42	4/12/18 16:59	0.14	4/13/18 13:41	0.86
1.50	$	33.36	4/11/18 14:08	4/11/18 10:15	(0.16)	4/11/18 11:45	0.06
9.35	$	200.41	4/19/18 11:25	4/20/18 6:56	0.81	4/20/18 20:49	0.58
2.79	$	56.09	4/13/18 18:12	4/13/18 18:48	0.03	4/18/18 11:26	4.69
4.87	$	98.90	4/16/18 10:57	4/16/18 13:08	0.09	4/16/18 23:47	0.44
2.83	$	67.33	4/17/18 13:41	4/17/18 14:00	0.01	4/17/18 16:50	0.12
2.18	$	51.86	4/17/18 11:21	4/17/18 11:37	0.01	4/17/18 14:00	0.10
11.78	$	219.81	4/13/18 10:43	4/16/18 8:38	2.91	4/17/18 13:46	1.21
0.95	$	20.38	3/31/18 9:05	4/2/18 7:23	1.93	4/2/18 8:20	0.04
8.38	$	176.86	4/11/18 12:11	4/11/18 16:58	0.20	4/19/18 8:19	7.64
7.96	$	179.99	4/20/18 12:23	4/20/18 15:44	0.14	4/21/18 13:13	0.90
8.34	$	164.25	4/19/18 8:43	4/19/18 8:56	0.01	4/20/18 7:00	0.92
2.82	$	77.77	4/13/18 10:41	4/13/18 12:41	0.08	4/13/18 15:30	0.12
3.73	$	102.88	4/13/18 15:29	4/13/18 15:31	0.00	4/13/18 19:15	0.16
2.42	$	66.74	4/10/18 10:00	4/11/18 16:15	1.26	4/11/18 18:40	0.10
3.39	$	80.65	4/12/18 14:40	4/12/18 14:41	0.00	4/12/18 18:04	0.14
2.64	$	54.44	4/18/18 16:18	4/18/18 19:53	0.15	4/19/18 16:06	0.84
12.83	$	296.22	4/10/18 13:54	4/10/18 14:14	0.01	4/10/18 14:33	0.01
2.65	$	63.04	4/16/18 13:21	4/16/18 14:25	0.04	4/16/18 17:04	0.11

1.95	$ 46.39	4/16/18 10:22	4/16/18 10:24	0.00	4/16/18 12:21	0.08
0.50	$ 13.79	4/16/18 16:21	4/16/18 18:02	0.07	4/16/18 18:32	0.02
1.99	$ 54.88	4/13/18 9:17	4/13/18 10:41	0.06	4/13/18 12:40	0.08
9.62	$ 232.22	4/13/18 20:25	4/13/18 21:02	0.03	4/16/18 21:07	3.00
2.11	$ 50.20	4/13/18 14:53	4/13/18 14:55	0.00	4/13/18 17:02	0.09
3.39	$ 65.63	4/12/18 13:01	4/12/18 13:42	0.03	4/12/18 21:03	0.31
213.59	$ 5,016.62			13.01		104.93

Printing Options: 1. Click on
2. Print file.

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
4/18/18 9:31	12.99	13.93	Yes		
4/19/18 13:15	1.78	2.06	Yes		
4/17/18 18:59	0.15	0.99	No		
4/23/18 10:46	9.87	9.94	Yes		
4/17/18 7:49	3.46	3.63	Yes		
4/16/18 15:48	1.95	3.13	Yes		
4/20/18 13:57	0.16	18.16	No		
4/20/18 11:47	0.06	1.85	Yes		
4/17/18 14:32	5.98	6.08	Yes		
4/17/18 14:32	5.90	5.98	Yes		
4/17/18 14:33	5.81	5.89	Yes		
4/17/18 14:33	4.85	5.13	Yes		
4/17/18 14:31	6.07	6.17	Yes		
4/17/18 14:31	5.76	5.89	Yes		
4/12/18 11:42	7.07	13.79	Yes		
4/19/18 13:16	15.90	16.07	No		
4/19/18 13:13	22.07	22.15	Yes		
4/19/18 14:17	1.90	3.04	No		
4/16/18 17:52	4.18	32.99	No		

DEALERSHIP:

"C"

"M"

"R"

TOTAL

Projected CP E.L.R.

TOT LABOR SALES

TOTAL FRHs

TOTAL C.O.L.

1-ITEM ROs

Average Mileage

4/16/18 17:01	4.19	26.07	No		
4/19/18 13:14	1.76	2.06	Yes		
4/19/18 13:14	2.03	3.15	Yes		
4/19/18 13:15	0.13	0.22	No		
4/20/18 9:41	0.68	2.89	Yes		
4/19/18 14:36	8.18	9.08	No		
4/17/18 7:06	3.73	4.72	No		
4/19/18 14:31	8.12	8.02	No		
4/23/18 9:52	2.54	3.94	No		
4/19/18 9:30	0.92	5.64	No		
4/18/18 14:43	1.62	2.16	No		
4/19/18 13:17	1.85	1.98	Yes		
4/19/18 13:15	1.97	2.08	Yes		
4/20/18 14:49	3.04	7.17	Yes		
4/17/18 9:52	15.06	17.03	Yes		
4/19/18 15:23	0.29	8.13	Yes		
4/21/18 13:44	0.02	1.06	No		
4/21/18 12:03	1.21	2.14	yes		
4/18/18 9:16	4.74	4.94	No		
4/18/18 9:26	4.59	4.75	No		
4/18/18 9:26	6.62	7.98	Yes		
4/18/18 9:22	5.64	5.78	Yes		
4/19/18 18:49	0.11	1.10	Yes		
4/13/18 16:47	3.09	3.12	Yes		
4/18/18 9:16	1.68	1.83	No		

Year
2017
2016
2015
2014
Older
TOTALS
Estimates
Estimate %
Average Open to First
Median Open to First

4/18/18 9:20	1.87	1.96	Yes		
4/18/18 9:19	1.62	1.71	Yes		
4/18/18 9:17	4.86	5.00	Yes		
4/17/18 10:12	0.55	3.57	No		
4/17/18 9:02	3.67	3.76	Yes		
4/13/18 9:35	0.52	0.86	Yes		
	212.82	330.76	1	0	0

appropriate button (may take several seconds to execute).

REPAIR ORDER ANALYSIS RECAP

Premier Truck Of Chattanooga

DATE: **27-Apr-18**

$1,278.75	÷	12.5	**FRHs**		=	$102.71	**AVERAGE "C" E.L.R.**
$13,590.43	÷	114.4	**FRHs**		=	$118.77	**AVERAGE "M" E.L.R.**
$11,767.49	÷	85.1	**FRHs**		=	$138.28	**AVERAGE "R" E.L.R.**
$26,636.67	÷	212.0	**FRHs**		=	$125.66	**AVERAGE "CP" E.L.R.**
				Difference		**$125.66**	

$26,636.67	÷	**TOTAL RO's**	50	=	$532.73	**LABOR PER RO AVERAGE**
212.0	÷	**TOTAL RO's**	50	=	4.24	**FRHs PER RO AVERAGE**
$5,016.62	÷	**TOT. LABOR**	$26,637	=	19%	**COST OF SALE**
1	÷	**TOTAL RO's**	50	=	2%	**ONE ITEM ROs**
404447						

"C" FRHs	12.5	÷	TOTAL FRHs	212.0	=	5.9%	COMPETITIVE LABOR
"M" FRHs	114.4	÷	TOTAL FRHs	212.0	=	54.0%	MAINTENANCE LABOR
"R" FRHs	85.1	÷	TOTAL FRHs	212.0	=	40.1%	REPAIR LABOR

MODEL YEAR MIX

Count	%
16	32.0%
9	18.0%
8	16.0%
5	10.0%
12	24.0%
50	**100%**

	Count	Mix	
Freightliner	22	100%	**F**
Peterbilt	0	0%	**P**
Kenworth	0	0%	**K**
Mack	0	0%	**M**
International	0	0%	**I**
Volvo	0	0%	**V**
Other	0	0%	**O**
Total	22	100%	
	44.0%		

Days	
0.26	
0.06	

KEA Advisors

Unlocking Commercial Dealership PROFIT

	Days
Median Last to Invoice	3.07

	Days
Average First to Last	2.0986527778
Median First to Last	0.12

	Days
Average Cycle Time	6.615166667
Median Cycle Time	4.74

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
MHC			$324.00	$470.00		$2,200.00	
Lee Smith			$280.00	$480.00			$299.00
Lookout Mtn Peterbilt			$156.00	$350.00			$350.00
Clark			$65.00	$435.00	NA	$2,100.00	NA
Worldwide			$144.00	$600.00			na
Diesel plus			$135.00	$190.00	$10,289.00	$2,420.00	$250.00
TOTAL		$0.00	$1,104.00	$2,525.00	$10,289.00	$6,720.00	$899.00
AVERAGE COMPETITIVE PRICE **Divide by total number of items**		#DIV/0!	$184.00	$420.83	$10,289.00	$2,240.00	$299.67
OUR CURRENT PRICE **Regular price, not specials**			$365.00	$250.00	$11,049.02	$2,962.00	$199.00
DIFFERENCE		#DIV/0!	**$181.00**	**-$170.83**	**$760.02**	**$722.00**	**-$100.67**

AC Service	Rear Brakes per axle
$300.00	$350.00
$156.00	$89.95
$225.00	$250.00
$160.00	
$202.50	$135.00
$1,043.50	$824.95
$208.70	$206.24
$99.95	$479.84
-$108.75	**$273.60**

Service Description	Rear axle brakes - one axle
MARKET RATE (total parts, labor and supplies)	$ 206.24

Operation	(A) FRH needed per repair	Fla ×
Rear Brakes	2.00	
TOTAL	2	

Part Number	Cost	×
BW/KT4726E2BA202R	$67.37	

TOTAL	$67.37

Miscellaneous, machine, supplies, etc.		
TOTAL SELLING PRICE (w/out tax)	$	182.74
Selling Price vs. Market Difference	$	(23.50)
ELR	$	24.00
Current Labor GP %		
Tech cost to maintain current GP%	$	24.00
Labor GP	$	-
Parts GP	$	-
TOTAL GP	$	-

LABOR

ıt Rate Hours to Perform Repair

Tech Cost	=	(B) Total Cost	GP% MU Factor	*Target GP%*
$ 24.00		$48.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$0.00	0.0%	
		$ 48.00		

PARTS

(A) Units needed per repair	=	(B) Total Cost	x	GP% MU Factor	*Target GP%*
2		$134.74		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	
		$0.00		0.0%	

	$0.00	0.0%
	$0.00	0.0%
	$0.00	0.0%
	$0.00	0.0%
	$134.74	

per hour

Target GP% Price
$48.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$0.00
$ 48.00

Selling Price
$134.74
$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
$0.00
$0.00
$134.74