



Unlocking Commercial Dealership *PROFIT*

DEALERSHIP: PTG Oklahoma City

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR \$ SOLD	"C" HOURS BILLED
1	12039101	Older	6	Freightliner	\$0.00	0.0
2	12039365C	2016	539,171	Freightliner	\$0.00	0.0
3	12039469	2014	73,710	Freightliner	\$0.00	0.0
4	12039573	Older	671,278	Freightliner	\$0.00	0.0
5	12039762	Older	529,525	Freightliner	\$0.00	0.00
6	12038858C	Older	517,414	Freightliner	\$0.00	0.00
7	12038991	Older	36,782	Freightliner	\$0.00	0.00
8	12039000C	Older	445,144	Freightliner	\$0.00	0.00
9	12039204C	2016	288,000	Freightliner	\$0.00	0.00
10	12039205	Older	43,324	Freightliner	\$0.00	0.00
11	12039310C	Older	297,591	Freightliner	\$0.00	0.00
12	12039328C	2016	54,502	Freightliner	\$0.00	0.00
13	12039338	Older	456,387	Freightliner	\$0.00	0.00
14	12039387	2016	16,779	Freightliner	\$0.00	0.00
15	12039415CCC	2015	360,692	Freightliner	\$0.00	0.00
16	12039481	Older	60,605	Other	\$0.00	0.00
17	12039552C	2017	176,488	Freightliner	\$0.00	0.00
18	12039621	Older	679,738	Freightliner	\$0.00	0.00
19	12039637	2017	333,872	Freightliner	\$0.00	0.00
20	12039656	Older	64,812	Freightliner	\$0.00	0.00
21	12039667C	Older	87,874	Freightliner	\$0.00	0.00
22	12039712	2014	112,803	Freightliner	\$0.00	0.00
23	12039725C	2017	141,039	Freightliner	\$0.00	0.00
24	12039745	Older	942,028	Freightliner	\$0.00	0.00
25	12039769C	2016	293,482	Other	\$0.00	0.00
26	12039051	2016	320,019	Freightliner	\$0.00	0.00
27	12038473	Older	132,705	Freightliner	\$471.00	3.00
28	12039120	Older	298,001	Freightliner	\$0.00	0.00

29	12039112	2016	383,276	Freightliner	\$0.00	0.00
30	12038719	Older	995,000	Freightliner	\$0.00	0.00
31	12039772	2015	605,983	Freightliner	\$0.00	0.00
32	12039798	Older	461,455	Freightliner	\$0.00	0.00
33	12039804C	2014	376,646	Freightliner	\$0.00	0.00
34	12039811	Older	561,725	Freightliner	\$0.00	0.00
35	12039814C	2017	152,717	Freightliner	\$0.00	0.00
36	12039815	Older	209,856	Freightliner	\$0.00	0.00
37	12039836	Older	146,131	Other	\$0.00	0.00
38	12039838	2016	356,200	Freightliner	\$0.00	0.00
39	12039839	2015	223,301	Freightliner	\$0.00	0.00
40	12039841	Older	834,580	Freightliner	\$0.00	0.00
41	12039846	Older		Freightliner	\$0.00	0.00
42	12039847C	2016	57,628	Freightliner	\$0.00	0.00
43	12039908	Older		Freightliner	\$0.00	0.00
44	12039911	2016	79,817	Freightliner	\$0.00	0.00
45	12039927CC	Older	291,051	Freightliner	\$0.00	0.00
46	12039930C	2015	476,858	Freightliner	\$0.00	0.00
47	12039931	Older	849,474	Other	\$0.00	0.00
48	12039932C	Older	614,953	Freightliner	\$0.00	0.00
49	12039949	2017	129,016	Freightliner	\$0.00	0.00
50	12039957	2015	428,375	Freightliner	\$0.00	0.00
	50		337,663		\$471.00	3.00

DATE: April 30, 2018

"M" LABOR \$ SOLD	"M" HOURS BILLED	"R" LABOR \$ SOLD	"R" HOURS BILLED	Cost Hours	Cost \$'s
\$0.00	0.00	\$2,276.50	14.5	12.14	\$ 433.64
\$0.00	0.00	\$3,626.70	23.10	34.18	\$ 1,056.72
\$0.00	0.00	\$2,225.00	25.00	23.91	\$ 742.72
\$0.00	0.00	\$1,161.80	7.40	9.69	\$ 260.18
\$0.00	0.00	\$2,621.90	16.70	43.18	\$ 425.50
\$0.00	0.00	\$3,457.14	22.02	40.86	\$ 952.16
\$0.00	0.00	\$2,527.70	16.10	26.98	\$ 811.09
\$0.00	0.00	\$8,018.78	101.41	68.10	\$ 3,148.48
\$0.00	0.00	\$400.35	3.00	1.92	\$ 62.14
\$0.00	0.00	\$706.50	6.00	11.56	\$ 344.04
\$0.00	0.00	\$1,833.76	11.68	12.25	\$ 265.70
\$0.00	0.00	\$157.00	1.00	1.00	\$ 21.00
\$0.00	0.00	\$3,391.20	21.60	40.06	\$ 950.41
\$0.00	0.00	\$1,497.78	10.60	22.35	\$ 718.11
\$0.00	0.00	\$440.00	3.00	3.28	\$ 132.17
\$0.00	0.00	\$3,925.00	25.00	70.75	\$ 2,247.05
\$533.80	3.40	\$1,067.60	6.80	12.49	\$ 334.67
\$0.00	0.00	\$706.50	4.50	4.20	\$ 128.10
\$0.00	0.00	\$495.10	3.71	3.39	\$ 74.67
\$0.00	0.00	\$1,807.07	11.51	10.66	\$ 288.98
\$0.00	0.00	\$1,444.40	9.20	28.53	\$ 820.87
\$0.00	0.00	\$7,522.18	59.89	52.80	\$ 1,311.21
\$0.00	0.00	\$502.40	4.00	5.62	\$ 179.23
\$0.00	0.00	\$3,956.40	25.20	29.10	\$ 1,063.83
\$613.87	4.60	\$0.00	0.00	6.59	\$ 108.73
\$78.50	0.50	\$2,669.00	17.00	15.63	\$ 307.48
\$0.00	0.00	\$1,161.80	7.40	18.61	\$ 362.49
\$0.00	0.00	\$801.00	9.00	13.20	\$ 344.03

\$0.00	0.00	\$1,099.00	7.00	9.95	\$ 282.96
\$0.00	0.00	\$2,001.75	12.75	36.05	\$ 1,256.62
\$0.00	0.00	\$7,528.50	50.50	45.70	\$ 1,693.56
\$0.00	0.00	\$2,239.55	14.15	14.09	\$ 395.37
\$0.00	0.00	\$1,758.40	11.20	20.54	\$ 496.59
\$0.00	0.00	\$2,080.25	13.25	11.77	\$ 385.92
\$0.00	0.00	\$337.63	2.53	4.04	\$ 135.13
\$0.00	0.00	\$8,346.75	57.75	83.83	\$ 2,947.64
\$0.00	0.00	\$942.00	6.00	8.50	\$ 168.77
\$0.00	0.00	\$157.00	1.00	1.52	\$ 55.08
\$0.00	0.00	\$1,401.23	11.90	16.21	\$ 407.16
\$0.00	0.00	\$1,475.00	13.60	20.72	\$ 426.80
\$2,315.75	14.75	\$0.00	0.00	16.26	\$ 446.51
\$314.00	2.00	\$0.00	0.00	0.32	\$ 9.32
\$0.00	0.00	\$800.70	5.10	5.63	\$ 108.23
\$0.00	0.00	\$329.70	2.10	2.13	\$ 73.74
\$200.00	2.00	\$298.30	1.90	3.84	\$ 68.20
\$0.00	0.00	\$235.50	1.50	2.15	\$ 70.86
\$0.00	0.00	\$2,869.18	21.50	21.08	\$ 433.62
\$533.82	4.00	\$1,921.68	14.40	18.54	\$ 350.07
\$659.40	4.20	\$0.00	0.00	2.95	\$ 78.10
\$0.00	0.00	\$1,648.50	10.50	42.37	\$ 901.27
\$5,249.14	35.5	\$97,871.18	724.95	1011.22	\$ 29,086.92

RO Open Date	1st Punch Date and Time	Open to First	Last Punch Date and Time	1st to Last
2/18/18 7:17	2/21/18 7:33	3.01	2/28/18 12:09	7.19
3/1/18 15:12	3/1/18 23:53	0.36	3/15/18 8:42	13.37
3/6/18 7:27	3/6/18 16:28	0.38	3/9/18 18:26	3.08
3/9/18 16:36	3/10/18 1:34	0.37	3/12/18 17:14	2.65
3/17/18 22:01	3/18/18 1:30	0.15	3/19/18 7:05	1.23
2/8/18 10:10	2/8/18 11:34	0.06	2/16/18 15:23	8.16
2/13/18 12:51	2/13/18 16:00	0.13	3/13/18 22:46	28.28
2/13/18 15:56	2/13/18 17:00	0.04	4/3/18 8:01	48.63
2/23/18 8:50	2/23/18 13:27	0.19	2/23/18 15:04	0.07
2/23/18 9:39	2/23/18 21:49	0.51	2/25/18 22:11	2.02
2/27/18 14:20	2/27/18 20:35	0.26	3/26/18 15:03	26.77
2/28/18 11:25	3/2/18 13:08	2.07	3/29/18 15:31	27.10
2/28/18 16:02	3/1/18 1:20	0.39	4/30/18 10:57	60.40
3/2/18 10:36	3/2/18 22:40	0.50	4/23/18 18:22	51.82
3/3/18 13:28	3/3/18 15:10	0.07	3/15/18 16:55	12.07
3/6/18 14:41	3/7/18 16:04	1.06	4/16/18 4:07	39.50
3/9/18 10:10	3/9/18 14:30	0.18	3/21/18 15:32	12.04
3/13/18 7:18	3/13/18 16:21	0.38	3/14/18 8:54	0.69
3/13/18 11:23	3/13/18 13:01	0.07	3/13/18 23:00	0.42
3/14/18 9:02	3/14/18 9:06	0.00	3/17/18 0:43	2.65
3/14/18 13:14	3/14/18 18:14	0.21	3/20/18 20:14	6.08
3/16/18 0:18	3/16/18 2:53	0.11	3/30/18 7:00	14.17
3/16/18 12:19	3/16/18 17:17	0.21	3/20/18 8:12	3.62
3/16/18 17:23	3/19/18 13:55	2.86	3/31/18 6:36	11.70
3/18/18 15:17	3/19/18 22:51	1.32	3/20/18 21:44	0.95
2/15/18 11:28	2/15/18 14:02	0.11	2/17/18 6:41	1.69
1/23/18 13:29	1/24/18 2:24	0.54	2/1/18 20:02	8.73
2/19/18 13:46	2/19/18 22:50	0.38	2/21/18 7:43	1.37

2/19/18 10:23	2/19/18 15:26	0.21	2/22/18 4:06	2.53
2/2/18 13:00	2/3/18 5:16	0.68	2/10/18 14:04	7.37
3/18/18 18:12	3/19/18 5:42	0.48	4/5/18 9:55	17.18
3/20/18 9:31	3/20/18 21:50	0.51	4/3/18 9:53	13.50
3/20/18 12:57	3/2/18 11:35	(18.06)	4/11/18 15:30	40.16
3/20/18 16:05	3/21/18 6:54	0.62	4/11/18 13:28	21.27
3/20/18 19:02	3/28/18 13:00	7.75	3/28/18 4:44	(0.34)
3/20/18 21:40	3/21/18 16:00	0.76	4/13/18 10:23	22.77
3/21/18 14:55	3/21/18 21:52	0.29	4/1/18 14:32	10.69
3/21/18 15:12	3/21/18 19:05	0.16	4/4/18 13:03	13.75
3/21/18 16:07	3/21/18 22:56	0.28	3/27/18 16:48	5.74
3/21/18 16:41	3/21/18 19:24	0.11	4/2/18 14:39	11.80
3/22/18 9:52	3/22/18 12:07	0.09	3/30/18 16:00	8.16
3/22/18 9:58	4/3/18 13:17	12.14	4/3/18 13:36	0.01
3/23/18 10:59	3/23/18 19:07	0.34	4/2/18 8:42	9.57
3/23/18 11:37	3/23/18 19:46	0.34	3/23/18 21:54	0.09
3/23/18 17:52	3/25/18 20:01	2.09	4/4/18 7:00	9.46
3/23/18 19:24	4/5/18 11:32	12.67	4/5/18 14:11	0.11
3/23/18 22:53	3/24/18 0:25	0.06	4/10/18 0:00	16.98
3/23/18 22:56	3/24/18 10:47	0.49	3/29/18 23:36	5.53
3/26/18 8:57	3/26/18 19:00	0.42	3/28/18 21:34	2.11
3/26/18 11:13	3/27/18 12:37	1.06	4/5/18 10:33	8.91
		39.41		623.82

Printing Options:

Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S		
3/19/18 0:00	18.49	28.70	No		
3/19/18 0:00	3.64	17.37	No		
3/19/18 0:00	9.23	12.69	Yes		
3/19/18 0:00	6.28	9.31	No		
3/19/18 0:00	-0.30	1.08	No		
4/6/18 0:00	48.36	56.58	No		
4/11/18 0:00	28.05	56.46	No		
4/5/18 0:00	1.67	50.34	Yes		
4/3/18 0:00	38.37	38.63	Yes		
4/2/18 0:00	35.08	37.60	Yes		
4/30/18 0:00	34.37	61.40	Yes		
4/8/18 0:00	9.35	38.52	Yes		
4/30/18 0:00	-0.46	60.33	No		
4/30/18 0:00	6.23	58.56	Yes		
4/12/18 0:00	27.30	39.44	Yes		
4/16/18 0:00	-0.17	40.39	Yes		
4/2/18 0:00	11.35	23.58	No		
4/19/18 0:00	35.63	36.70	No		
4/19/18 0:00	36.04	36.53	Yes		
4/5/18 0:00	18.97	21.62	No		
4/19/18 0:00	29.16	35.45	Yes		
4/2/18 0:00	2.71	16.99	No		
4/2/18 0:00	12.66	16.49	Yes		
4/2/18 0:00	1.72	16.28	Yes		
4/2/18 0:00	12.09	14.36	No		
2/19/18 11:19	2.19	3.99	No		
2/5/18 14:47	3.78	13.05	No		
2/26/18 14:09	5.27	7.02	Yes		

DEAI

Projected

TOT LABC

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1-I

Averag

2/22/18 9:45	0.24	2.97	No			
2/10/18 15:22	0.05	8.10	No			
4/10/18 0:00	4.59	22.24	No			
4/3/18 0:00	-0.41	13.60	No			
4/24/18 0:00	12.35	34.46	No			
4/13/18 0:00	1.44	23.33	No			
4/30/18 0:00	32.80	40.21	Yes			
4/13/18 0:00	-0.43	23.10	No			
4/2/18 0:00	0.39	11.38	Yes			
4/6/18 0:00	1.46	15.37	Yes			
4/6/18 0:00	9.30	15.33	Yes			
4/2/18 0:00	-0.61	11.30	No			
4/3/18 0:00	3.33	11.59	Yes			
4/4/18 0:00	0.43	12.58	Yes			
4/3/18 0:00	0.64	10.54	Yes			
4/27/18 0:00	34.09	34.52	Yes			
4/6/18 0:00	1.71	13.26	No			
4/6/18 0:00	0.41	13.19	Yes			
4/10/18 0:00	0.00	17.05	Yes			
4/5/18 0:00	6.02	12.04	No			
4/2/18 0:00	4.10	6.63	No			
4/5/18 0:00	-0.44	9.53	No			
	548.54	1,211.76	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

LEASERSHIP: PTG Oklahoma City

DATE: 30-1

"C"	<u>\$471.00</u>	÷	<u>3.0</u>	FRHs	=	<u>\$157.00</u>	AVERAGE
"M"	<u>\$5,249.14</u>	÷	<u>35.5</u>	FRHs	=	<u>\$148.07</u>	AVERAGE
"R"	<u>\$97,871.18</u>	÷	<u>725.0</u>	FRHs	=	<u>\$135.00</u>	AVERAGE
TOTAL	<u>\$103,591.32</u>	÷	<u>763.4</u>	FRHs	=	<u>\$135.70</u>	AVERAGE
CP E.L.R.					Difference	<u>\$135.70</u>	

GR SALES	<u>\$103,591.32</u>	÷	TOTAL RO's	<u>50</u>	=	<u>\$2,071.83</u>	LABOR PE
TOTAL FRHs	<u>763.4</u>	÷	TOTAL RO's	<u>50</u>	=	<u>15.27</u>	FRHs PER
TOTAL C.O.L.	<u>\$29,086.92</u>	÷	TOT. LABOR	<u>\$103,591</u>	=	<u>28%</u>	COST OF S
ITEM ROs	<u>0</u>	÷	TOTAL RO's	<u>50</u>	=	<u>0%</u>	ONE ITEM
Vehicle Mileage	<u>337663</u>						

"C" FRHs	<u>3.0</u>	÷	TOTAL FRHs	<u>763.4</u>	=	<u>0.4%</u>	COMPETIT
"M" FRHs	<u>35.5</u>	÷	TOTAL FRHs	<u>763.4</u>	=	<u>4.6%</u>	MAINTENA
"R" FRHs	<u>725.0</u>	÷	TOTAL FRHs	<u>763.4</u>	=	<u>95.0%</u>	REPAIR LA

MODEL YEAR MIX			Count	Mix
<u>Year</u>	<u>Count</u>	<u>%</u>	Freightliner	92%
			<u>46</u>	

2017	5	10.0%
2016	10	20.0%
2015	5	10.0%
2014	3	6.0%
Older	27	54.0%
TOTALS	50	100%

Peterbilt	0	0%
Kenworth	0	0%
Mack	0	0%
International	0	0%
Volvo	0	0%
Other	4	8%
Total	50	100%

Estimates
estimate %



Days

0.79 **Average Last to Invoice** 12.48

0.37 **Median Last to Invoice** 4.34

Days

Average First to Last 12.48

Median First to Last 8.45

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	10.97
Median Cycle Time	17.02

COMPETITIVE MAINTENANCE PRICING SUMMARY

Competitor	Phone			PM - Heavy	ISX Cummins In Frame Overhaul	ISX Cummins Lower End Bearing Install	All Wheel Alignment
Precision Diesel				\$475.00	\$17,000.00	\$1,060.00	N/A
Rains Diesel				\$588.00	\$17,500.00	\$700.00	N/A
Diesel Dynamics				\$582.00	\$18,300.00	\$750.00	N/A
H&J Truck Repair				\$270.00	\$16,680.00	\$1,500.00	N/A
Brian's Diesel				\$270.00	\$16,680.00	\$1,500.00	N/A
K&A Truck Repair				\$270.00	\$16,860.00	\$1,680.00	N/A
LH&D				\$470.00	\$16,500.00	\$1,950.00	N/A
Brad's Diesel				\$360.00	\$4,160.00	\$1,240.00	N/A
JB Truck Repair				\$320.00	\$4,000.00	\$1,160.00	N/A
Bates Repair				\$380.00	N/A	\$1,320.00	N/A
TOTAL		\$0.00	\$0.00	\$3,985.00	\$127,680.00	\$12,860.00	\$0.00
AVERAGE COMPETITIVE PRICE Divide by total number of items		#DIV/0!	#DIV/0!	\$398.50	\$14,186.67	\$1,286.00	#DIV/0!
OUR CURRENT PRICE Regular price, not specials				\$575.00	\$29,459.48	\$3,208.60	\$299.00
DIFFERENCE		#DIV/0!	#DIV/0!	\$176.50	\$15,272.81	\$1,922.60	#DIV/0!

AC Service	Brakes per axle
\$400.00	\$95.00
\$400.00	\$98.00
\$450.00	\$97.00
\$90.00	\$270.00
\$180.00	\$360.00
\$180.00	\$360.00
\$180.00	\$360.00
\$80.00	\$508.00
\$80.00	\$508.00
\$160.00	\$508.00
\$2,200.00	\$3,164.00
\$220.00	\$316.40
149 + Freon	\$524.00
#VALUE!	\$207.60

TOTAL	\$114.41

Miscellaneous, machine, supplies, etc.	
TOTAL SELLING PRICE (w/out tax)	\$ 524.00
Selling Price vs. Market Difference	\$ 207.60
ELR	\$ 98.56
Current Labor GP %	
Tech cost to maintain current GP%	\$ 98.56
Labor GP	\$ 143.89
Parts GP	\$ 98.07
TOTAL GP	\$ 241.96

	\$0.00	42.9%
	\$0.00	42.9%
	\$0.00	42.9%
	\$0.00	42.9%
	\$228.82	

per hour

\$0.00
\$0.00
\$0.00
\$0.00
\$326.89