



DEALERSHIP: Maska (Danny Bourdages & P-O Tremblay)

	R.O. NUMBER	VEH. YR.	MILEAGE	VEH. TYPE	"C" LABOR	"C" Billed Hours	"M" LABOR	"M" Billed Hours
1	219965	Older	100	Freightliner				
2	219968	Older	1727199	Kenworth			\$1,087.13	7.50
3	219970	Older	174338	Freightline	\$328.39	2.3		
4	219972	Older	25747	Peterbilt			\$2,000.31	13.80
5	219974	2019	298796	Kenworth			\$2,828.33	22.30
6	219975	2023	150	Other			\$27.99	0.20
7	219981	Older	186269	Freightline	\$310.64	1.50	\$84.72	0.50
8	219985	Older	544381	Kenworth				
9	219987	2021	370490	Kenworth			\$260.91	1.80
10	220002	2019	1648982	Kenworth				
11	220003	2019	823826	Kenworth			\$847.71	5.00
12	220012	Older	554521	Kenworth	\$209.93	1.50		
13	220016	Older	706342	Kenworth	\$217.42	1.70		
14	220020	2023	17580	Kenworth				
15	220031	2020	152680	Freightliner			\$181.94	1.30
16	220039	Older	495686	Freightline	\$69.98	0.50		
17	220046	Older	418327	Kenworth			\$3,080.97	21.80
18	220048	2019	356032	Kenworth			\$781.67	6.80
19	220055	2020	287775	Western Star				
20	220065	Older	456360	Kenworth				
21	220074	Older	891937	Kenworth				
22	220075	2021	156446	Kenworth			\$433.85	3.10
23	220078	Older	520912	Kenworth	\$436.99	2.10	\$449.82	3.50
24	220093	2023	25058	Kenworth				
25	220102	2021	5665	Kenworth			\$663.64	3.50
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	25	12	433824		\$1,573.35	9.60	\$12,728.99	91.1

DATE: 06/19/23

"R" LABOR	"R" Billed Hours	Cost Hours	Cost \$'s	RO Open Date	1st Punch Date and Time	Open to First
\$909.68	6.50	33.17	\$ 215.65	4/1/23 10:40	4/1/23 10:53	0.01
		32.70	\$ 238.77	4/3/23 8:32	4/3/23 13:02	0.19
		34.83	\$ 80.11	4/3/23 8:59	4/3/23 9:01	0.00
\$826.22	5.70	32.78	\$ 639.30	4/3/23 9:44	4/3/23 10:50	0.05
\$868.23	6.60	32.58	\$ 941.80	4/3/23 10:20	4/3/23 13:31	0.13
		3.06	\$ 10.19	4/3/23 10:38	4/3/23 10:49	0.01
		29.26	\$ 58.52	4/3/23 14:44	4/7/23 16:27	4.07
\$652.28	4.50	32.20	\$ 144.92	4/3/23 18:16	4/3/23 21:35	0.14
		23.03	\$ 41.46	4/3/23 19:23	4/3/23 19:29	0.00
\$1,188.59	8.20	37.28	\$ 305.70	4/4/23 10:55	4/4/23 14:54	0.17
\$229.88	1.70	37.04	\$ 248.18	4/4/23 11:01	4/4/23 16:24	0.22
		31.70	\$ 47.56	4/4/23 13:41	4/4/23 13:41	-
\$594.30	4.20	36.65	\$ 216.28	4/4/23 17:01	4/5/23 7:41	0.61
\$209.93	1.50	33.63	\$ 50.45	4/5/23 10:11	4/5/23 11:44	0.06
		30.60	\$ 39.78	4/5/23 8:52	4/5/23 9:45	0.04
		38.00	\$ 19.00	4/5/23 10:33	4/5/23 11:01	0.02
		31.57	\$ 688.28	4/5/23 13:52	4/6/23 11:25	0.90
		25.53	\$ 173.61	4/5/23 14:53	4/5/23 18:36	0.15
\$840.72	5.80	34.34	\$ 199.19	4/5/23 17:08	4/5/23 21:06	0.17
\$956.67	6.60	47.57	\$ 314.02	4/6/23 11:45	4/6/23 21:18	0.40
\$811.71	5.80	30.31	\$ 175.85	4/6/23 13:10	4/8/23 7:00	1.74
		50.91	\$ 157.83	4/6/23 13:31	4/7/23 11:24	0.91
		39.10	\$ 219.00	4/6/23 14:17	4/6/23 14:36	0.01
\$1,133.60	8.10	30.42	\$ 246.43	4/6/23 15:24	4/6/23 16:25	0.04
\$865.62	6.10	33.07	\$ 317.50	4/6/23 16:50	4/6/23 18:18	0.06
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\$10,087.43	71.30	821.33	\$ 5,789.38			10.11

Last Punch Date and Time	1st to Last	Invoice Date	Last to Invoice	Cycle Time	1 ITEM RO'S
4/5/23 14:07	4.13	4/6/23 9:36	0.81	4.96	Yes
4/3/23 20:05	0.29	4/11/23 9:21	7.55	8.03	Yes
4/3/23 11:17	0.09	4/3/23 15:27	0.17	0.27	No
4/5/23 14:21	2.15	4/13/23 10:04	7.82	10.01	No
4/7/23 15:35	4.09	4/17/23 7:43	9.67	13.89	No
4/3/23 10:58	0.01	4/3/23 10:58	0.00	0.01	Yes
4/7/23 19:41	0.13	4/7/23 21:35	0.08	4.29	No
4/4/23 11:03	0.56	4/6/23 13:08	2.09	2.79	Yes
4/3/23 21:01	0.06	4/7/23 14:26	3.73	3.79	Yes
4/5/23 16:45	1.08	4/7/23 14:11	1.89	3.14	Yes
4/5/23 17:42	1.05	4/12/23 16:52	6.97	8.24	No
4/4/23 15:12	0.06	4/6/23 12:37	1.89	1.96	Yes
4/5/23 11:58	0.18	4/11/23 16:55	6.21	7.00	No
4/5/23 13:28	0.07	4/12/23 10:09	6.86	7.00	No
4/5/23 11:00	0.05	4/5/23 11:01	0.00	0.09	Yes
4/5/23 11:31	0.02	4/5/23 11:40	0.01	0.05	No
4/12/23 11:54	6.02	4/17/23 9:59	4.92	11.84	No
4/12/23 12:11	6.73	4/19/23 10:18	6.92	13.81	No
4/6/23 13:34	0.69	4/7/23 10:54	0.89	1.74	No
4/11/23 12:15	4.62	4/13/23 11:07	1.95	6.97	Yes
4/8/23 14:03	0.29	4/12/23 12:04	3.92	5.95	Yes
4/7/23 17:58	0.27	4/7/23 20:03	0.09	1.27	No
4/7/23 9:51	0.80	4/13/23 10:54	6.04	6.86	No
4/7/23 16:45	1.01	4/18/23 14:37	10.91	11.97	Yes
4/7/23 22:18	1.17	4/14/23 7:50	6.40	7.63	No
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	-		0.00	-	

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REPAIR ORDER ANALYSIS RECAP

DEALERSHIP: _____

DATE: _____

"C"	<u>\$1,573.35</u>	÷	<u>9.6</u>	BILLED HOUR	=	<u>\$163.89</u>
"M"	<u>\$12,728.99</u>	÷	<u>91.1</u>	BILLED HOUR	=	<u>\$139.73</u>
"R"	<u>\$10,087.43</u>	÷	<u>71.3</u>	BILLED HOUR	=	<u>\$141.48</u>
TOTAL	<u>\$24,389.77</u>	÷	<u>172.0</u>	TOTAL BHRs	=	<u>\$141.80</u>
Projected CP E.L.R.	<u>\$147.00</u>			Difference		<u>(\$5.20)</u>

TOTAL LABOR SALES	<u>\$24,389.77</u>	÷	TOTAL RO's	<u>25</u>	=	<u>\$975.59</u>
TOTAL BILLED HOURS	<u>172.0</u>	÷	TOTAL RO's	<u>25</u>	=	<u>6.88</u>
TOTAL C.O.L.	<u>\$5,789.38</u>	÷	TOTAL LABOR	<u>\$24,390</u>	=	<u>24%</u>
1-ITEM ROs	<u>11</u>	÷	TOTAL RO's	<u>25</u>	=	<u>44%</u>
Average Mileage	<u>433824</u>					

"C" BILLED HOURS	<u>9.6</u>	÷	TOTAL BHRs	<u>172.0</u>	=	<u>5.6%</u>
"M" BILLED HOURS	<u>91.1</u>	÷	TOTAL BHRs	<u>172.0</u>	=	<u>53.0%</u>
"R" BILLED HOURS	<u>71.3</u>	÷	TOTAL BHRs	<u>172.0</u>	=	<u>41.5%</u>

MODEL YEAR MIX

Count

<u>Year</u>	<u>Count</u>	<u>%</u>
2023	0	0.0%
2022	3	12.0%
2021	2	8.0%
2020	4	16.0%
2019	0	0.0%
Older	13	52.0%
TOTALS	22	88%
Estimates		
Estimate %		

Freightliner	5
Peterbilt	1
Kenworth	17
Mack	0
International	0
Ford	0
Western Star	1
Volvo	0
Hino	0
Isuzu	0
Other	1
Total	25
	100.0%

	<u>Days</u>
je Open to First Punch	0.40

	<u>Days</u>
Average Last Punch to Invoice	3.91155556

	<u>Days</u>
Average First to Last Punch	1.42605556

AVERAGE "C" E.L.R.

AVERAGE "M" E.L.R.

AVERAGE "R" E.L.R.

AVERAGE "CP" E.L.R.

LABOR PER RO AVERAGE

BILLED HOURS PER RO AVERAGE

COST OF SALE

ONE ITEM ROs

COMPETITIVE LABOR

MAINTENANCE LABOR

REPAIR LABOR

Mix

20%
4%
68%
0%
0%
0%
4%
0%
0%
0%
4%
100%

Days
Average Cycle Time 5.7419167

COMPETITIVE MAINTENANCE PRICING SUMMARY

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