

I would like to take the time to state that this business is not legally one business for this reason a lot of things need to be completely tracked separately for legal purposes, but they are combined a lot internally.

The businesses are:

1. Locomotion automatic Transmissions: Automotive Shop

-Arlington, TX

-Mansfield, TX

-Houston, TX

2. Locomotion Transmission Parts: Automatic Transmission Parts Sales and manufactures torque converters and other parts.

-Arlington, TX

-Houston, TX

3. Locomotion Auto Sales: Sells used vehicles

4. Crazy Machine Shop: Remanufactures parts (inactive)

5. MdeO investments: Asset Management (inactive)

6. Locomotion Parts S de RL de CV: Automotive Shop and rebuild transmissions and manufactures torque converters and other parts.

# Discovery Questionnaire – Locomotion Project

**Prepared by:** Bien.mx – Monterde 309, Chihuahua, Chih., México

**Date:** 09/09/2025

---

## Introduction

This document is the first step in the **scope definition phase**. Over the next three weeks, we will gather the necessary information to design:

- A consolidated management platform (potentially replacing Tekmetric, QuickBooks, Zoho, and Excel).
- A conversion-focused redesign of **locomotiontx.com**.
- Clear workflows for owners, managers, and employees.
- A smart inventory system that accounts for availability, purchase costs, and retail values.
- Integration of **AI modules** for diagnostics, inventory, reporting, and automation.

Your input is critical. The following questionnaire is structured so each department/person can contribute answers. Please provide written responses directly in this file (Word/Google Docs), and attach any requested exports, screenshots, or photos in the shared folder we provide.

---

## Instructions for Completion

- Answer directly in the blank spaces or tables provided.
- Attach additional files where requested (CSV, Excel, screenshots, PDFs).
- Please return within **7–10 business days** to keep the timeline on track.
- All data shared will remain confidential and protected.

---

## Section A – Business Rules & Decisions

### A.1 KPIs

What are the **Top 10 KPIs** you would like to see daily or weekly on your phone? Please rank them in order of importance.

#### LOCOMOTION AUTOMATIC TRANSMISSIONS

Rank	KPI	Description	Formula	Frequency	Source	Target
1	Sales			Daily		
2	Expenses			Daily		
3	Productivity			Daily		
4	Inventory			Daily		
5	Repair Turnaround			Weekly		
6	Bay Utilization Rate			Daily		
7	Comeback Rate			Daily		
8	Expenses by RO			Daily		
9	Accounts Receivable			Daily		
10	Accounts Payable			Daily		

---

## LOCOMOTION TRANSMISSION PARTS

Rank	KPI	Description	Formula	Frequency	Source	Target
1	Sales			Daily		
2	Expenses			Daily		
3	Production			Daily		
4	Inventory			Daily		
5	Cores			Weekly		
6	Driver Tracking			Daily		
7	Pending Orders to SHOP			Daily		
8	Usage %			Daily		
9	Accounts Receivable			Daily		
10	Accounts Payable			Daily		

---

### A.2 Pricing Rules

Please describe your pricing policies for fleets, wholesalers, and retail customers. Include discount rules, overrides, and approval processes.

Customer Type	Base Price Rule	Discounts	Overrides	Approver	Evidence Required
Wholesale	We don't really have a pricing rule. Its more intuitive				
Retail					

---

### **A.3 Warranty Policies**

Please define your warranty matrix: what counts as “rework,” approval rules, and how to prevent repeat failures.

Rework is anything that requires our technicians to perform an additional task to complete repairs than is initially expected.

Example:

The typical Job requires 2 R&R movements and 1 Builder Movement.

The R&R Pulls the transmission

The Builder Builds Transmission

The R&R Reinstalls the transmission.

If after the installation there is transmission fluid leak, any failures during the final test drive or anything that requires the R&R to touch the vehicle again. It is considered reworking even if the vehicle has not been delivered to the customer yet.

---

### **A.4 Enforcement on the Floor**

What level of enforcement are you comfortable with?

- Mandatory photos at each step?

Any “extraordinary” issue that the vehicle may present will need photos.

Example:

The vehicle has mounts that need to be replaced. This would need photos for us to purchase the part and send evidence to the customer so they can send approval for the purchase as this would cause an extra charge.

- Time punches for each phase?

Yes. This is necessary to track productivity and repair turn around.

- Other compliance measures?

We would like a AI system like UV eye to help us get footage of under the vehicles to detect

Leaks, improperly installed screws etc.

<https://www.uveye.com/auctions/>

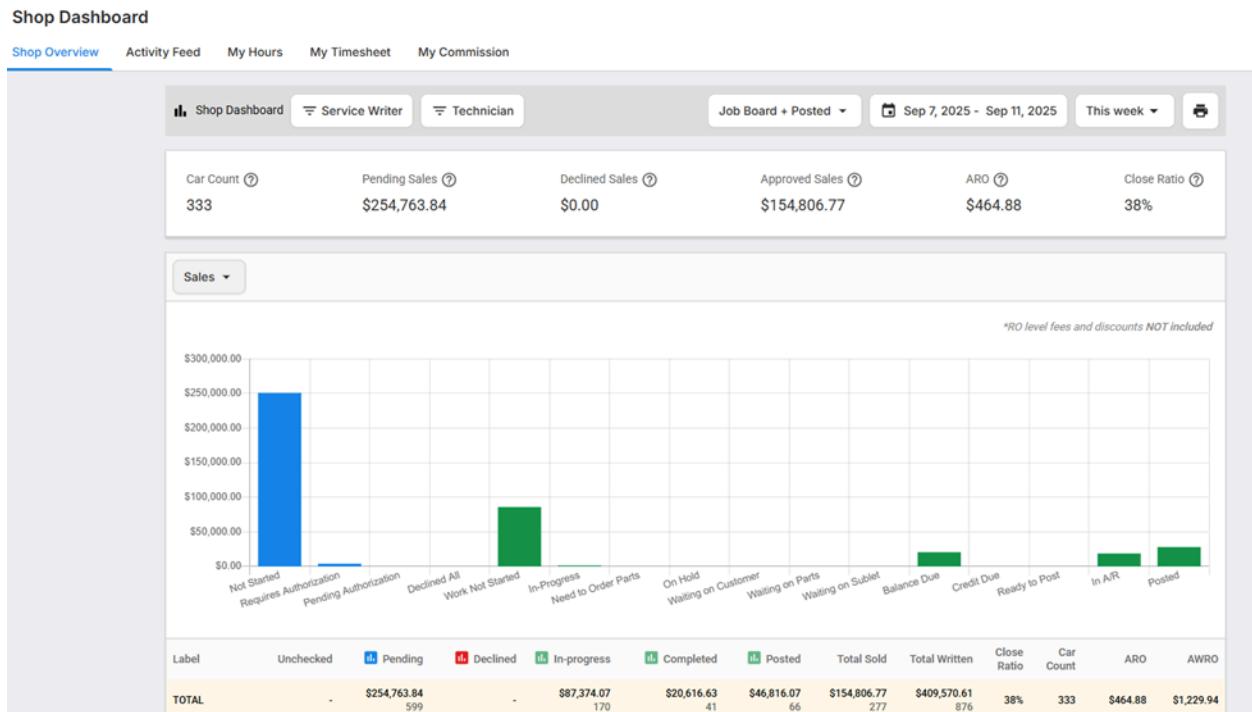
## Section B – Current Systems & Data Access

### B.1 Tekmetric

- Do you have API access?

Tekmetric does have API however it needs to be requested directly to customer service. There is no way to directly get it from the page. <https://api.tekmetric.com>

- Please provide sample RO/PO exports (CSV/JSON).  
<https://drive.google.com/file/d/13ArTLxI0a0T2iAWCJJzVNJVc1ZzMC4N/view?usp=sharing>
- Include screenshots of current dashboards.



## Job Board

ESTIMATES (261)										Sort by: Custom	
#	Customer	Vehicle	Category	Progress	Billing	Status	Action	Print	More		
#39297	Auto City	2014 Ford Escape	JO	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39296	Beas Auto Repa	2021 Ford Escape	Auto City	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39227	MARKS AUTO	2012 Chevrolet Silverado... 250	JO	0%	\$2,015.00	Not Started	✓	🖨️	⋮		
#39294	Villares	2014 Ram 1500	AP	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39293	777 Auto Group	2012 Ford E-150	AP	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39292	Big Tex Auto Mart	2014 Chevrolet Silverado... 100	JO	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39290	Stanley Auto Group	2020 Chevrolet Traverse	JO	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39171	Leroy Whitt	1999 Ford F-150	JO	0%	\$1,650.00	Not Started	✓	🖨️	⋮		
#39289	Jd Byrider - Desoto	2013 Dodge Avenger	JO	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39142	Supreme One	2019 Ford F-150	JO	0%	\$3,974.00	Not Started	✓	🖨️	⋮		
#39272	Speedy Pete's	1997 Jeep Wrangler	JO	0%	\$0.00	Not Started	✓	🖨️	⋮		
#39286	James Wood Decatur	2017 Honda HR-V	JO	0%	\$4,650.00	Not Started	✓	🖨️	⋮		

Tech Board

Search tech board...			Appt Type		Service Writer														
No Tech Assigned		Alberto Márquez			Pablo Ortega			Jose Gomez			Juan Montante			Jose Gomez			Jesus Valdez		
Unassigned Jobs (hrs)		Assigned	Complete	Incomplete	Assigned	Complete	Incomplete	Assigned	Complete	Incomplete	Assigned	Complete	Incomplete	Assigned	Complete	Incomplete	Assigned	Complete	Incomplete
3.3		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
 RO#39121	No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned						
 Work Not Started ✓	 Lake City Investment	 2018 Ford Escape (Black)	 186	 Not Started	 (1)														
 AF RO#35918	No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned						
 Work Not Started ✓	 Integrity Motors	 2016 Ford Explorer	 20	 3/3 hrs	 (4)														
 RO#35172	No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned		No Jobs Assigned						
 Work Not Started ✓	 Anderson Motor Co	 2018 Ford Fusion																	

RO #39286: James Wood Decatur's 2017 Honda HR-V EX Not Started

In: 96,071 | Out: 96,101

Summary Inspections Estimate Work-In-Progress Payment

Job Sublet Discount Fee Labor Guide Maint. Schedule

Search and add canned and smart jobs

Smart Jobs Add Favorite View All

VEHICLE ISSUES DECLINED JOBS JOB HISTORY

Customer Concerns Finding ADD CONCERN COPY TO ESTIMATE (0)

Technician Concerns Finding ADD CONCERN COPY TO ESTIMATE (1)

Diagnostic Codes Po# 39286 diag: no está haciendo los cambios , ligero ruido en la transmisión \*\*\*  
O/P 9/10/25 3:09 Oscar

REORDER JOBS REASSIGN LABOR & PARTS COLLAPSE ALL

PROCESS

Labor	Technician	Hours	Rate	Total
DIAg -09/10/2025 - OSCAR - 3:09	ASSIGN	0.00	\$150.00	\$0.00
O/P - 09/10/2025 - Jose: 5:51	ASSIGN	0.00	\$150.00	\$0.00

BUILD GP% GP/Hr Labor Parts Sublet Fees Discounts Subtotal Taxes TOTAL AUTHORIZE

Vehicle 2017 Honda HR-V EX 1.8L 4Cyl GAS R18Z9 Naturally Aspirated  
Body Type Sport Utility  
Drivetrain

Service Writer Jesus Ortega  
Technician Select technician...  
Key Tag 45  
PO # Add PO #  
Labor Rate \$150.00  
Customer Time In Wed, Sep 10 11:36 AM  
Promised Time Out Add time out...  
Save Parts No  
Marketing Source Add marketing source...  
Appointment Option Drop-off Vehicle  
RO Notes Add RO notes...



## VEHICLE INFO



### Vehicle

2017 Honda HR-V EX 1.8L 4Cyl  
GAS R18Z9 Naturally Aspirated

### Body Type

Sport Utility

### Drivetrain

FWD

[View Vehicle History Report](#)

### License Plate

Add License...

### VIN

3CZRU5H58 **HM702756**

### Color

Black

### Unit #

Add Unit #...

### Production date

Add Production Date...

### Vehicle notes

Add vehicle notes...



## CUSTOMER INFO



Customer type

Business

Business name

James Wood Decatur

Phone

(940) 627-2177 - Work

(940) 393-9310 - Home

(940) 627-8547 - Fax

(940) 539-9143 - Home

(817) 281-2400 - Mobile

Email

Add Email...

Address

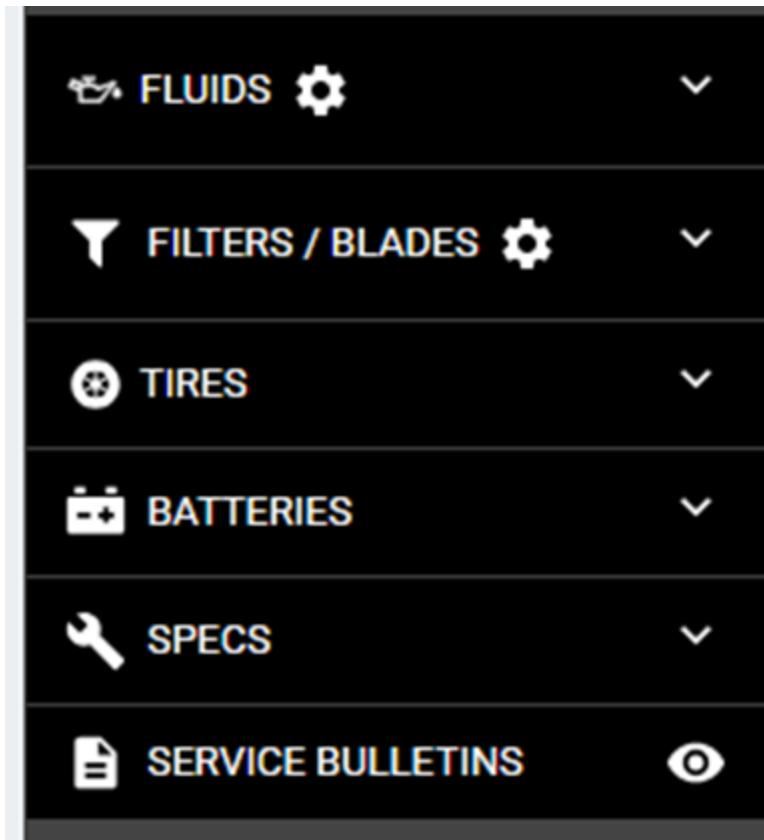
2111 U.S. 287 Decatur TX 76234

Customer notes

\*\* Neighborhood Auto and  
James Wood Decatur MERGED  
on 1/12/23

\*\* James Wood Decatur and  
James Wood Decatur MERGED  
on 1/12/23

\*\* James Wood Decatur and  
James Wood Decatur MERGED  
on 1/12/23



## B.2 QuickBooks

- Please share chart of accounts.
- Provide 3 vendor statements and bills (redacted if needed).

## LOCOMOTION TRANSMISSION PARTS



**WHATEVER IT TAKES**

TRANSMISSION PARTS, INC.

300 HWY 44 East • Shepherdsville, Kentucky 40165  
(800) 940-0197 • Fax (502) 955-6077

# STATEMENT

DATE: 6/30/25  
PH: 214/441-1644  
T#: NET 10TH  
PAGE: 1

LOCOMOTION TRANSMISSION PARTS C: 41187  
1721 SUSAN DRIVE  
ARLINGTON TX 76010



PLEASE RETURN THIS PORTION WITH PAYMENT  
300 HWY 44 East • Shepherdsville, Kentucky 40165

## REMITTANCE COPY

SLS#: 148  
PAGE:  
DATE: 6/30/25

CUST: 41187  
LOCOMOTION TRANSMISSION  
[LOC] 7

INVOICE NUMBER	REFERENCE	INVOICE DATE	DUET DATE	BILLED AMOUNT	FMT/CN AMOUNT	BALANCE	INVOICE NUMBER	BALANCE DUE	AMT PD IF DIFFERENT
5867819	PARTS	06/02/25	07/10/25	640.63	0.00	640.63	5867819	640.63	
5868406	1330	06/02/25	07/10/25	220.00	0.00	220.00	5868406	220.00	
5869107	PARTS	06/02/25	07/10/25	413.05	0.00	413.05	5869107	413.05	
5871460	PARTS	06/03/25	07/10/25	102.00	0.00	102.00	5871460	102.00	
5872179	PARTS	06/03/25	07/10/25	191.43	0.00	191.43	5872179	191.43	
5872556	STORAGE	06/03/25	07/10/25	29.44	0.00	29.44	5872556	29.44	
5873568	PARTS	06/03/25	07/10/25	565.44	0.00	565.44	5873568	565.44	
5874386	STORAGE	06/03/25	07/10/25	5.18	0.00	5.18	5874386	5.18	
5875180	PARTS UPS	06/03/25	07/10/25	667.57	0.00	667.57	5875180	667.57	
5875643	-CORE- BILL	06/04/25	07/10/25	10.00	0.00	10.00	5875643	10.00	
5875834	PARTS	06/04/25	07/10/25	290.38	0.00	290.38	5875834	290.38	
5876544	PARTS	06/04/25	07/10/25	851.57	0.00	851.57	5876544	851.57	
5876801	STORAGE	06/04/25	07/10/25	78.23	0.00	78.23	5876801	78.23	
5877807	PARTS	06/04/25	07/10/25	357.70	0.00	357.70	5877807	357.70	
5880592	PARTS	06/05/25	07/10/25	828.38	0.00	828.38	5880592	828.38	
5881185	STOCK	06/05/25	07/10/25	40.22	0.00	40.22	5881185	40.22	
5881245	STOCK	06/05/25	07/10/25	11.45	0.00	11.45	5881245	11.45	
5881796	PARTS	06/05/25	07/10/25	368.33	0.00	368.33	5881796	368.33	
5883729	STOCK	06/06/25	07/10/25	820.00	0.00	820.00	5883729	820.00	
5884355	PARTS	06/06/25	07/10/25	51.77	0.00	51.77	5884355	51.77	
5885418	PARTS	06/06/25	07/10/25	366.25	0.00	366.25	5885418	366.25	
5886542	STORAGE	06/06/25	07/10/25	223.86	0.00	223.86	5886542	223.86	
5886792	-CORE- BILL	06/09/25	07/10/25	50.00	0.00	50.00	5886792	50.00	
5887605	PARTS	06/09/25	07/10/25	519.80	0.00	519.80	5887605	519.80	
5888757	PARTS	06/09/25	07/10/25	1,029.09	0.00	1,029.09	5888757	1,029.09	
5891451	PARTS	06/10/25	07/10/25	445.77	0.00	445.77	5891451	445.77	
5892894	1	06/10/25	07/10/25	138.36	0.00	138.36	5892894	138.36	
5893507	STORAGE	06/10/25	07/10/25	38.62	0.00	38.62	5893507	38.62	
5895792	PARTS	06/11/25	07/10/25	490.38	0.00	490.38	5895792	490.38	
5897129	PARTS	06/11/25	07/10/25	83.65	0.00	83.65	5897129	83.65	
5897171	PARTS	06/11/25	07/10/25	220.00	0.00	220.00	5897171	220.00	
5899888	PARTS	06/12/25	07/10/25	198.38	0.00	198.38	5899888	198.38	

CONTINUED



**WHATEVER IT TAKES**

TRANSMISSION PARTS, INC.

300 HWY 44 East • Shepherdsville, Kentucky 40165  
(800) 940-0197 • Fax (502) 955-6077

# STATEMENT



**WHATEVER IT TAKES**  
TRANSMISSION PARTS, INC.

PLEASE RETURN THIS PORTION WITH PAYMENT  
300 HWY 44 East • Shepherdsville, Kentucky 40165

## REMITTANCE COPY

SLS#: 148  
PAGE: 2  
DATE: 6/30/25

LOCOMOTION TRANSMISSION PARTS  
1721 SUSAN DRIVE  
ARLINGTON TX 76010

C: 41187

CUST: 41187  
LOCOMOTION TRANSMISSIO  
[LOC] 7

INVOICE NUMBER	INVOICE REFERENCE	DATE	DUE DATE	BILLED AMOUNT	PMT/CM AMOUNT	BALANCE	INVOICE NUMBER	BALANCE	AMT PD IF DIFFERENT
5899924	PARTS	06/12/25	07/10/25	153.82	0.00	153.82	5899924	153.82	
5899939	PARTS	06/12/25	07/10/25	5.19	0.00	5.19	5899939	5.19	
5900157	PARTS	06/12/25	07/10/25	561.64	0.00	561.64	5900157	561.64	
5901060	PARTS	06/12/25	07/10/25	200.51	0.00	200.51	5901060	200.51	
5902690	-CORE- BILL	06/13/25	07/10/25	35.00	0.00	35.00	5902690	35.00	
5902862	PARTS	06/13/25	07/10/25	210.00	0.00	210.00	5902862	210.00	
5903662	PARTS	06/13/25	07/10/25	351.48	0.00	351.48	5903662	351.48	
5903912	STORAGE	06/13/25	07/10/25	21.17	0.00	21.17	5903912	21.17	
5906930	STORAGE	06/16/25	07/10/25	109.88	0.00	109.88	5906930	109.88	
5906953	PARTS	06/16/25	07/10/25	494.25	0.00	494.25	5906953	494.25	
5908107	PARTS	06/16/25	07/10/25	472.99	0.00	472.99	5908107	472.99	
5910132	-CORE- BILL	06/17/25	07/10/25	200.00	0.00	200.00	5910132	200.00	
5910317	PARTS	06/17/25	07/10/25	9,000.00	0.00	9,000.00	5910317	9,000.00	
5910574	HOUSTON	06/17/25	07/10/25	26.96	0.00	26.96	5910574	26.96	
5911013	PARTS	06/17/25	07/10/25	383.37	0.00	383.37	5911013	383.37	
5915113	PARTS	06/18/25	07/10/25	596.21	0.00	596.21	5915113	596.21	
5915556	STORAGE	06/18/25	07/10/25	4.00	0.00	4.00	5915556	4.00	
5916463	PARTS	06/18/25	07/10/25	325.80	0.00	325.80	5916463	325.80	
5917816	STORAGE	06/18/25	07/10/25	720.00	0.00	720.00	5917816	720.00	
5917820	STORAGE	06/18/25	07/10/25	136.22	0.00	136.22	5917820	136.22	
5919221	PARTS	06/19/25	07/10/25	470.22	0.00	470.22	5919221	470.22	
5919248	PARTS	06/19/25	07/10/25	102.01	0.00	102.01	5919248	102.01	
5919957	STORAGE	06/19/25	07/10/25	3.33	0.00	3.33	5919957	3.33	
5921653	HOUSTON	06/19/25	07/10/25	440.00	0.00	440.00	5921653	440.00	
5922966	PARTS	06/20/25	07/10/25	961.77	0.00	961.77	5922966	961.77	
5924036	PARTS	06/20/25	07/10/25	511.95	0.00	511.95	5924036	511.95	
5925454	-CORE- BILL	06/23/25	07/10/25	240.00	0.00	240.00	5925454	240.00	
5926256	PARTS	06/23/25	07/10/25	673.32	0.00	673.32	5926256	673.32	
5926506	STORAGE	06/23/25	07/10/25	78.00	0.00	78.00	5926506	78.00	
5927663	STORAGE	06/23/25	07/10/25	14.28	0.00	14.28	5927663	14.28	
5927691	PARTS	06/23/25	07/10/25	328.48	0.00	328.48	5927691	328.48	
5929555	PARTS	06/24/25	07/10/25	196.93	0.00	196.93	5929555	196.93	

----- C O N T I N U E D -----



**WHATEVER IT TAKES**

TRANSMISSION PARTS, INC.

300 HWY 44 East • Shepherdsville, Kentucky 40165  
(800) 940-0197 • Fax (502) 955-6077

# STATEMENT



**WHATEVER IT TAKES**

TRANSMISSION PARTS, INC.

PLEASE RETURN THIS PORTION WITH PAYMENT  
300 HWY 44 East • Shepherdsville, Kentucky 40165

## REMITTANCE COPY

SLS#: 148  
PAGE: 3  
DATE: 6/30/25

LOCOMOTION TRANSMISSION PARTS C: 41187  
1721 SUSAN DRIVE  
ARLINGTON TX 76010

CUST: 41187  
LOCOMOTION TRANSMISSION  
[LOC] 7

INVOICE NUMBER	INVOICE REFERENCE	DATE	DUK DATE	BILLED AMOUNT	PMT/CM AMOUNT	BALANCE	INVOICE NUMBER	RALEIGH DUE	AMT PD IF DIFFERENT
5930176 PARTS		06/24/25	07/10/25	135.36	0.00	135.36	5930176	135.36	
5931332 PARTS		06/24/25	07/10/25	391.49	0.00	391.49	5931332	391.49	
5931395 PARTS		06/24/25	07/10/25	660.92	0.00	660.92	5931395	660.92	
5933497 -CORE- BILL	06/25/25	07/10/25		20.00	0.00	20.00	5933497	20.00	
5934268 STORAGE		06/25/25	07/10/25	58.00	0.00	58.00	5934268	58.00	
5934336 PARTS		06/25/25	07/10/25	224.12	0.00	224.12	5934336	224.12	
5934556 PARTS		06/25/25	07/10/25	105.94	0.00	105.94	5934556	105.94	
5935667 PARTS		06/25/25	07/10/25	146.75	0.00	146.75	5935667	146.75	
5936874 STORAGE		06/25/25	07/10/25	63.72	0.00	63.72	5936874	63.72	
5937316 -CORE- BILL	06/26/25	07/10/25		200.00	0.00	200.00	5937316	200.00	
5938203 PARTS		06/26/25	07/10/25	372.64	0.00	372.64	5938203	372.64	
5938267 PARTS		06/26/25	07/10/25	105.94	0.00	105.94	5938267	105.94	
5938417 PARTS		06/26/25	07/10/25	204.02	0.00	204.02	5938417	204.02	
5939453 PARTS		06/26/25	07/10/25	585.47	0.00	585.47	5939453	585.47	
5940431 STORAGE		06/26/25	07/10/25	63.26	0.00	63.26	5940431	63.26	
5940596 PARTS UPS		06/26/25	07/10/25	1,063.08	0.00	1,063.08	5940596	1,063.08	
5941118 -CORE- BILL	06/27/25	07/10/25		100.00	0.00	100.00	5941118	100.00	
5941964 PARTS		06/27/25	07/10/25	1,068.58	0.00	1,068.58	5941964	1,068.58	
5943043 PARTS		06/27/25	07/10/25	120.25	0.00	120.25	5943043	120.25	
5944111 PARTS		06/27/25	07/10/25	79.97	0.00	79.97	5944111	79.97	
5944231 PARTS UPS		06/27/25	07/10/25	729.62	0.00	729.62	5944231	729.62	
5944440 -CORE- BILL	06/30/25	07/10/25		150.00	0.00	150.00	5944440	150.00	
5945231 PARTS		06/30/25	07/10/25	330.26	0.00	330.26	5945231	330.26	
5946426 PARTS		06/30/25	07/10/25	504.91	0.00	504.91	5946426	504.91	

TOTAL DUE ON PURCHASES 35,860.01

TOTAL: 35,860.01

### LISTED BELOW ARE CREDITS -AVAILABLE- TO BE TAKEN

9600888 447507	06/04/25	07/10/25	0.00	71.44-	71.44-	9600888	71.44-	
9601741 -CORE- CR	06/06/25	07/10/25	660.00	660.00-	660.00-	9601741	660.00-	
9602796 447965	06/10/25	07/10/25	0.00	360.00-	360.00-	9602796	360.00-	
9606369 448145	06/19/25	07/10/25	0.00	671.32-	671.32-	9606369	671.32-	

----- C O N T I N U E D -----



# WHATEVER IT TAKES

TRANSMISSION PARTS, INC.

300 HWY 44 East • Shepherdsville, Kentucky 40165  
(800) 940-0197 • Fax (502) 955-6077

# STATEMENT



WHATEVER IT TAKES

TRANSMISSION PARTS, INC.

PLEASE RETURN THIS PORTION WITH PAYMENT  
300 HWY 44 East • Shepherdsville, Kentucky 40165

## REMITTANCE COPY

SLS#: 148  
PAGE: 4  
DATE: 6/30/25CUST: 41187  
LOCOMOTION TRANSMISSIO  
[LOC] 7LOCOMOTION TRANSMISSION PARTS  
1721 SUSAN DRIVE  
ARLINGTON TX 76010 C: 41187

INVOICE NUMBER	INVOICE REFERENCE	DUE DATE	BILLED AMOUNT	PMT/CM AMOUNT	BALANCE	INVOICE NUMBER	BALANCE	AMT PD IF DIFFERENT
LISTED BELOW ARE CREDITS -AVAILABLE- TO BE TAKEN								
9606370 448144		06/19/25 07/10/25	0.00	190.11-	190.11-	9606370	190.11-	
9606371 448144		06/19/25 07/10/25	0.00	17.06-	17.06-	9606371	17.06-	
9607085 -CORE- -CR-	06/23/25 07/10/25	35.00	35.00-	35.00-		9607085	35.00-	
9607790 447631		06/24/25 07/10/25	0.00	14.28-	14.28-	9607790	14.28-	
9608637 -CORE- -CR-	06/26/25 07/10/25	1,350.00	1,350.00-	1,350.00-		9608637	1,350.00-	
9609140 -CORE- -CR-	06/27/25 07/10/25	545.00	545.00-	545.00-		9609140	545.00-	
9609842 447664		06/30/25 07/10/25	0.00	63.26-	63.26-	9609842	63.26-	
-----						-----		
TOTAL CREDITS AVAILABLE						TOTAL:	3,977.47-	
--NET BALANCE --DUE--						NET DUE:	31,882.54	

## Invoice Example

INVOICE: 5867819

9236 KING ARTHUR  
 DALLAS, TX  
 PH: 800-940-0197  
 FAX

DATE: 6/02/25

SOLD TO:  
 LOCOMOTION TRANSMISSION PARTS  
 1721 SUSAN DRIVE  
 ARLINGTON TX  
 76010  
 214/441-1644

SHIP TO:  
 LOCOMOTION MONTES DE OCA  
 1801 SUSAN DRIVE SUITE#100  
 LOCAL DELIVERY ORDERS  
 ARLINGTON TX  
 76010

[OUR S/D]: 531410

P/O # PARTS	S.PERSON GALVAN	TERMS NET 10TH	SHIP VIA LOCAL DELIVERY	CUST# 41187	PAGE 1
----------------	--------------------	-------------------	----------------------------	----------------	-----------

PRODUCT NUMBER	QUANTITY ORDER SHIP	DESCRIPTION	CORE PRICE	UNIT PRICE	LINE TOTAL
34310E	5	5 GASKET, 4L80E PUMP COVER		1.04	5.20
E36010EA	1	1 FILTER, E40D/4R100 4X4 1		11.76	11.76
T46165BB	1	1 Shift Kit, 6F35 (Gen 2)	102.14	102.14	
76074B	2	2 Seal, AODE/4R70W/4R75W/4	3.75	7.50	
76128AA	10	10 STEEL, AOD/AODE/4R70W/4R	5.62	56.20	
WB4002GW	1	1 Ohk, 4T65E (W/Bonded Bat	55.73	55.73	
W92001A	2	2 Sub Kit, A604 (O-Rings &	11.25	22.50	
164110AHD	15	1 Fri, 10R80/10L80/10L90 R	7.17	7.17	
D174002EP	1	1 OHK, 8F35 (With Bonded P	212.01	212.01	
P174119E	1	1 Friction Module, 8F35 20	52.50	52.50	
262431A	2	2 Solenoid, 62TE EPC 2007-	49.35	98.70	
A288010B	1	1 Filter, 722.9 (Mercedes)	9.22	9.22	

SUBTOTAL AMOUNT

640.63

2

15% RESTOCKING FEE ON ALL RETURNS AFTER 30 DAYS  
 A 1-1/2% MONTH FINANCE CHARGE

NSF FEE WILL OCCUR

Electrical components that have been installed CANNOT be returned for CREDIT

SIGN: 

TAXABLE	TAX%	AMOUNT	*INVOICE*
			* TOTAL *
0.00	8.25	0.00	640.63

LOCOMOTION AUTOMATIC TRANSMISSION



**DEDICATED TO THE PROFESSIONAL**  
PO BOX 9464

SPRINGFIELD, MO 65801-9464  
Accts. Receivable Fax (417) 874-7242

Accts. Receivable Email: arremit@oreillyauto.com

FOR STATEMENT QUESTIONS, PLEASE CALL ACCOUNTING AT 417-829-5818

CUSTOMER NO: 1920963  
STATEMENT DATE: 08/28/25  
STORE #: 0660

LOCOMOTION AUTOMATIC TRANSMIS

1721 SUSAN DR  
ARLINGTON, TX 76010-5183

BEG. BALANCE	\$ 9,409.01
PAYMENTS	\$ -9,409.01
PURCH./CR./ADJ.	\$ 7,068.43
END. BALANCE	\$ 7,068.43

*Reduce Mail Time!*  
Receive your statements by email  
Sign up by emailing  
arautomated@oreillyauto.com

Current	1-30 Days	31-60 Days	61-90 Days	91 Days or more	Total Amount Due
\$7,068.43	\$0.00	\$0.00	\$0.00	\$0.00	\$ 7,068.43

DATE	TRANS #	PO #	DESCRIPTION	INV AMOUNT	OPEN AMOUNT
07/29/25	0660327088	38741	ELECTRONIC ORDER	205.03	205.03
07/29/25	0660327096	Shop	Uriel	102.83	102.83
07/29/25	0660327139	37718	ELECTRONIC ORDER	77.91	77.91
07/29/25	0771370694	shop		82.30	82.30
07/30/25	0660327297	38636	ELECTRONIC ORDER	181.12	181.12
07/30/25	0660327304	38729	ELECTRONIC ORDER	27.79	27.79
07/30/25	0660327346	38734	ELECTRONIC ORDER	29.56	29.56
07/30/25	0660327417	RS# 8787525	Uriel	-189.33	-189.33
07/30/25	0660327429	38729	ELECTRONIC ORDER	15.66	15.66
07/30/25	0660327450	13051	ELECTRONIC ORDER	5.37	5.37
07/30/25	0660327477	RS# 8787389	Uriel	-1,110.92	-1,110.92
07/30/25	0771370961	ford		40.16	40.16

Continued on reverse side.

Keep this portion for your records.

Return this portion with your payment.

To view your statement online visit  
[www.OReillyPro.com](http://www.OReillyPro.com)

Terms: 2% 10th Prox. Net 20th. Accounts not paid by the 20th will be placed on COD. Past due accounts are subject to a service charge of up to 1.5% per month.

Due Date 09/20/2025  
Please enclose remittance detail.

1920963  
LOCOMOTION AUTOMATIC TRANSMIS  
Amount Due \$ 7,068.43

Remit To:  
O'REILLY AUTOMOTIVE, INC.  
PO BOX 9464  
SPRINGFIELD, MO 65801-9464  
[REDACTED]

Amount Paid \$ [REDACTED]

New Address? Please email  
addresschange@oreillyauto.com

By presenting a check for payment you provide acceptance and authorization for the re-presentation of your check electronically if returned for insufficient or uncollected funds. A service fee of the maximum allowed by law, plus sales tax where applicable, will be collected by electronic debit or paper draft to your account.

20250828 001920963 09 00706843 014137 00692706 01 00 9

CUSTOMER NO: 1920963  
 STATEMENT DATE: 08/28/25  
 STORE # 0660

DATE	TRANS #	PO #	DESCRIPTION	INV AMOUNT	OPEN AMOUNT
07/31/25	0660327632	38708	ELECTRONIC ORDER	167.44	167.44
07/31/25	0771371167	mercedes		432.51	432.51
07/31/25	0771371238	13036	SHOP	25.02	25.02
07/31/25	0771371277	SHOP		63.30	63.30
07/31/25	0771371297	SHOP		134.40	134.40
07/31/25	0771371360	SHOP		63.87	63.87
08/01/25	0660327803	38748	ELECTRONIC ORDER	26.67	26.67
08/01/25	0660327805	13047	ELECTRONIC ORDER	29.56	29.56
08/01/25	0660327814	38748	ELECTRONIC ORDER	26.67	26.67
08/01/25	0660327838	13047	ELECTRONIC ORDER	18.58	18.58
08/01/25	0660327912	36950	ELECTRONIC ORDER	75.36	75.36
08/01/25	0660327914	38577	ELECTRONIC ORDER	20.79	20.79
08/01/25	0771371639	38691	SHOP	24.49	24.49
08/01/25	0771371761	06 CLK350	SHOP	40.56	40.56
08/02/25	0660328060	13024	ELECTRONIC ORDER	30.01	30.01
08/02/25	0660328219	38734	ELECTRONIC ORDER	21.63	21.63
08/04/25	0660328762	38786	ELECTRONIC ORDER	110.32	110.32
08/04/25	0660328784	38749	ELECTRONIC ORDER	129.08	129.08
08/04/25	0660328850	shop locomotion	ELECTRONIC ORDER	93.03	93.03
08/04/25	0660328894	38565	ELECTRONIC ORDER	49.55	49.55
08/04/25	0771372421	SHOP		30.72	30.72
08/04/25	0771372624	RETURN		-25.02	-25.02
08/05/25	0660329119	38969	Uriel	77.88	77.88
08/06/25	0660329274	38784	ELECTRONIC ORDER	53.55	53.55
08/06/25	0660329281	38789	ELECTRONIC ORDER	64.92	64.92
08/06/25	0660329291	38748	ELECTRONIC ORDER	110.97	110.97
08/06/25	0660329331	ALBERTO	ELECTRONIC ORDER	570.32	570.32
08/06/25	0660329367	38808	ELECTRONIC ORDER	205.08	205.08
08/07/25	0771373473	SHOP		69.38	69.38
08/08/25	0660329689	36950	ELECTRONIC ORDER	466.67	466.67
08/08/25	0660329842	38699	ELECTRONIC ORDER	128.04	128.04
08/08/25	0771373968	SHOP		128.06	128.06
08/09/25	0660329951	38899	ELECTRONIC ORDER	108.88	108.88
08/11/25	0660330517	188594625	ELECTRONIC ORDER	150.20	150.20
08/11/25	0660330561	38837	ELECTRONIC ORDER	42.22	42.22
08/11/25	0660330576	shop locomotion	ELECTRONIC ORDER	11.90	11.90

CUSTOMER NO: 1920963  
 STATEMENT DATE: 08/28/25  
 STORE #: 0660

DATE	TRANS #	PO #	DESCRIPTION	INV AMOUNT	OPEN AMOUNT
08/12/25	0660330908	38808	ELECTRONIC ORDER	218.78	218.78
08/12/25	0660330928	38808	Cesar	-96.70	-96.70
08/12/25	0771375170	.		136.12	136.12
08/13/25	0660330997	38699	ELECTRONIC ORDER	24.14	24.14
08/13/25	0660330998	38808	Uriel	114.26	114.26
08/13/25	0660331056	38852	ELECTRONIC ORDER	48.90	48.90
08/13/25	0660331117	38832	ELECTRONIC ORDER	53.55	53.55
08/13/25	0660331118	13057	ELECTRONIC ORDER	290.68	290.68
08/13/25	0660331137	38908	ELECTRONIC ORDER	29.56	29.56
08/13/25	0660331153	shop locomotion	ELECTRONIC ORDER	5.40	5.40
08/13/25	0771375499	13038	SHOP	38.95	38.95
08/14/25	332545710		Payment Received and Applied	-9,409.01	.00
08/14/25	0660331427	38868	ELECTRONIC ORDER	203.25	203.25
08/15/25	0660331687	38808	ELECTRONIC ORDER	320.07	320.07
08/15/25	0771376121	shop		228.02	228.02
08/15/25	0771376237	.		172.87	172.87
08/16/25	0660331822	38836	Fernando	105.86	105.86
08/16/25	0660331846	38808	ELECTRONIC ORDER	42.22	42.22
08/16/25	0660331878	38808	Uriel	71.11	71.11
08/16/25	0660331960	13085	ELECTRONIC ORDER	93.91	93.91
08/18/25	0660332443	38836	ELECTRONIC ORDER	134.27	134.27
08/18/25	0660332470	38930	ELECTRONIC ORDER	67.41	67.41
08/18/25	0660332472	13105	ELECTRONIC ORDER	164.53	164.53
08/18/25	0660332476	38975	ELECTRONIC ORDER	21.60	21.60
08/19/25	0660332796	13028	ELECTRONIC ORDER	5.63	5.63
08/19/25	0660332799	13028	ELECTRONIC ORDER	2.81	2.81
08/19/25	0660332810	13028	ELECTRONIC ORDER	22.54	22.54
08/20/25	0660332905	38836	ELECTRONIC ORDER	45.41	45.41
08/20/25	0660332972	38961	ELECTRONIC ORDER	23.10	23.10
08/21/25	0660333168	13101	ELECTRONIC ORDER	173.59	173.59
08/21/25	0660333245	39009	ELECTRONIC ORDER	29.56	29.56
08/21/25	0771378216	shop supplies		347.97	347.97
08/21/25	0771378229	15 equinox		76.51	76.51
08/21/25	0771378277	SHOP		28.06	28.06
08/21/25	0771378425	13074		173.74	173.74
08/22/25	EB31565081		July O'Reilly Pro EB	-135.47	-135.47
08/22/25	0660333346	38988	ELECTRONIC ORDER	187.03	187.03
08/22/25	0660333524	39015	ELECTRONIC ORDER	28.42	28.42
08/23/25	0660333708	38990	ELECTRONIC ORDER	20.56	20.56
08/23/25	0660333773	returns	Cesar	-985.35	-985.35
08/25/25	0660334246	39014	ELECTRONIC ORDER	19.12	19.12
08/25/25	0660334267	38439	ELECTRONIC ORDER	61.62	61.62
08/25/25	0660334287	39045	ELECTRONIC ORDER	120.22	120.22
08/25/25	0660334356	39039	ELECTRONIC ORDER	55.60	55.60
08/26/25	0660334426	FABIOLA	ELECTRONIC ORDER	202.88	202.88
08/26/25	0660334429	FABIOLA	1920963	172.36	172.36
08/26/25	0660334437	FABIOLA	Fabiola	-202.88	-202.88
08/26/25	0660334438	Fabiola		-172.36	-172.36
08/26/25	0660334498	39042	ELECTRONIC ORDER	336.70	336.70
08/26/25	0660334509	RS# 8787661	Uriel	-233.25	-233.25
08/26/25	0660334511	39084	ELECTRONIC ORDER	14.10	14.10
08/26/25	0660334566	RS# 8787665	Cesar	-120.22	-120.22
08/26/25	0660334585	38953	ELECTRONIC ORDER	155.07	155.07
08/26/25	0771379990	38973		113.32	113.32
08/26/25	0771380100	18 ENCORE	SHOP	82.04	82.04
08/26/25	0771380181	18 Encore	fabian	-82.04	-82.04
08/26/25	1660349063	36969	Uriel	29.21	29.21
08/27/25	0660334703	39089	ELECTRONIC ORDER	104.01	104.01
08/27/25	0660334824	39086	ELECTRONIC ORDER	14.10	14.10
08/27/25	0771380335	12:55		4.19	4.19
08/27/25	0771380336	.		48.17	48.17

Continued on reverse side.

CUSTOMER NO: 1920963  
STATEMENT DATE: 08/28/25  
STORE # 0660

DATE	TRANS #	PO #	DESCRIPTION	INV AMOUNT	OPEN AMOUNT
08/27/25	0771380420	SHOP		116.80	116.80
08/28/25	0660334949	37791	ELECTRONIC ORDER	73.32	73.32
08/28/25	0660335009	shop locomotion	ELECTRONIC ORDER	42.33	42.33
08/28/25	0660335064	13148	ELECTRONIC ORDER	193.00	193.00
08/28/25	0660335111	shop locomotion	ELECTRONIC ORDER	12.97	12.97
08/28/25	0660335139	shop locomotion	ELECTRONIC ORDER	12.97	12.97
08/28/25	0771380765	shop	SHOP	118.12	118.12
			TOTAL:		\$ 7,068.43

### Invoice Example



## DEDICATED TO THE PROFESSIONAL

Store 668, 417 WEST PIONEER PARKWAY,  
GRAND PRAIRIE, TX 75051 (972) 264-2377

## Bill To:

LOCOMOTION AUTOMATIC TRAN  
1721 SUSAN DR  
ARLINGTON, TX 76018  
(214) 334-9451

## Ship To:

LOCOMOTION AUTOMATIC TRAN  
1721 SUSAN DR  
ARLINGTON, TX 76018-5183

Invoice	0660-327088
Sale Type	CHARGE SALE
Date	07/29/2025 8:22 AM
Ship Via	DELIVER
PO Number	38741

*Arlington*

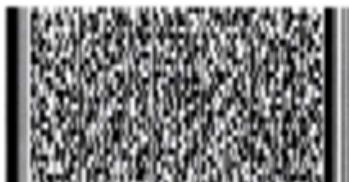
Counter #	Customer #	Ordered By	Special Instructions
539774	1920963	ELECTRONIC ORDER	

Qty	Line	Item Number	Description	Warr	Unit	Tax	List	Net	Extended	
2	IPC	AX10124	TIE ROD END		LT	EA	Y	83.03	45.73	91.46
			DC or Hub Pickup							
			2014 Kia Forte5							
			This item has been ordered:							
			2 from STORE 6268 ARLINGTON TX							
			Estimated In Store 7/29/2025 9:30 AM							
1	IPC	ER19215	TIE ROD END		LT	BX	Y	94.98	48.97	48.97
			DC or Hub Pickup							
			2014 Kia Forte5							
			This item has been ordered:							
			1 from STORE 6268 ARLINGTON TX							
			Estimated In Store 7/29/2025 9:30 AM							
1	IPC	ER19216	TIE ROD END		LT	BX	Y	94.98	48.97	48.97
			DC or Hub Pickup							
			2014 Kia Forte5							
			This item has been ordered:							
			1 from STORE 6268 ARLINGTON TX							
			Estimated In Store 7/29/2025 9:30 AM							

4 Items

*Arlington*

Select Super Start Batteries come with Roadside Assistance. Ask for details.



Sub-Total	189.40
Sales Tax	15.63
Total	205.03

WWW.OREILLYPRO.COM

Warranty/Garantie: [www.oreillypro.com/warranty](http://www.oreillypro.com/warranty)

WE APPRECIATE YOUR BUSINESS!

668NS175 Remit To: PO BOX 9464, SPRINGFIELD, MO 65801-9464

This next vendor does not provide statements. We usually manually modify the invoice if we return core with anything paid on delivery.

**LKQ**

S o l d  T o	948280 LOCOMOTION/MONTES DE OCA INC. 1721 SUSAN DR ARLINGTON, TX 76010 Fax	S h i p  T o	INVOICE# 168949739 LOCOMOTION/MONTES DE OCA INC. 1721 SUSAN DR ARLINGTON, TX 76010-5183					
PAYMENT TERMS		PHONE NUMBER	ORDER BY	DEPARTMENT	P.O. NUMBER	INVOICE DATE		
<b>PAYABLE ON DELIVERY DUE IMMEDIATELY</b>		214-441-1644	uriel		39187	09/09/2025		
INVOICE #	MAIL COPY	DISMANTLER	READY	CORE EXCHANGE	R/O NUMBER	TRUCK LINE	SALES PERSON	DATE ORDERED
168949739						63-3 063020	vfchavir	09/08/2025 11:33AM
DESCRIPTION				STOCK #	LOC.	AMOUNT		
1 TransmissionTransaxle Assembly(1C4NJCBA5HD123887) Recycled #63 COMPAS 2017 Int.10652 1 CLASSIC STYLE (VERTICAL REAR DOOR HANDLE)						1656.00		
Fulfillment Notes: IC Desc:classic style (vertical rear door handle). AT. CFT. 2.0L (FWD) IC Notes: GUID:425036042 Source:Inventory Yard:742-LKQ North Texas - Kilmer AUT Color:WHT Ship Date:09/08/2025 DEPT:1030.41400 Truck Route:63-3063020 CM NO#: Core Amount					\$T49002-701 3063020	75.00		
I have DECLINED the Labor warranty. This part comes with the Standard 6 month / 6K warranty from the original date of Purchase. This part does NOT carry Labor or Rental Coverage of any kind. Any warranty issues, please call 972-226-1630 with your invoice number.								
The price of this part requires customer to return a core to LKQ. When the failed part is removed from the vehicle, please call 972-226-1600 to make arrangements for returning the core to LKQ. All cores must be returned within 30 days of purchase.								
<p><b>Thank you for your order! VICTOR CHAVIRA</b>  <b>800-442-1031 x3735 vfchavira@lkqcorp.com</b></p> <p><b>ALL SALES ON CUTS ARE FINAL! DOES YOUR PART NEED PROGRAMMING?      PLEASE CONTACT ELITEK TO FIND OUT! 888-8-ELITEK      DISPATCH@ELITEKAUTO.COM</b></p>								
				SUB TOTAL	1656.00			
				SALES TAX	\$ 136.62			
				SHIPPING				
				TOTAL	\$ 1,792.62			
				AMOUNT PAID	Cont			
				AMOUNT DUE				

**PAID**  
SEP 09 2025  
6L 18930

Continued on following page

Legal Entity:LKQ Central, Inc NTEXTX  
 \*\*\* 702 \*\*\* LKQ North Texas \*\*\* 702 \*\*\*  
 100 Alexander Rd  
 Irving, TX 75038-3829

**INV-168949739**



16 DOLLARS  
 Pg 1 of 4

### B.3 Zoho/Inflo

- What is issued here vs. QuickBooks?

#### Zoho:

Zoho is only used to invoice sales for our automotive shop. The reason why we do not use Tekmetric for billing is that it does not offer a separate invoice number so there is no way to track sales by invoice number sequence.

We have never used QuickBooks for direct invoicing purposes. But if there is a way to only limit access to invoicing purposes to our front desk we are willing to try it out. Our main concern is that there has to be invoice numbers in Sequence separate from the RO number.

#### Inflo:

Similar situation. We have never used it as a day to day tool it is more just a CPA thing. But if we could also use this in ways were employees have restricted access without having access to our sensible information it is something we could be open to using.

Inflow is a cloud-based system that has inventory tracking abilities. It also can let you know when you need to reorder specific items, but we do not use it to its actual potential.

- Provide 3 sample exports.

#### Zoho

<https://drive.google.com/file/d/1MfYMY1aRAjMyqo8kbwotzweFeoY0ZBn/view?usp=sharing>

[https://drive.google.com/file/d/1LWUaB\\_37Qe2I4Zc7HvQ2A2PRip1yoIMJ/view?usp=sharing](https://drive.google.com/file/d/1LWUaB_37Qe2I4Zc7HvQ2A2PRip1yoIMJ/view?usp=sharing)

[https://drive.google.com/file/d/1mOfemd80GI8E1fKL35C4xfcef\\_CtA2-6/view?usp=sharing](https://drive.google.com/file/d/1mOfemd80GI8E1fKL35C4xfcef_CtA2-6/view?usp=sharing)

#### **B.4 Excel Dashboard**

- Please share a read-only copy or screenshots with formulas.
- What are the non-negotiable metrics or rules built into it?

#### **B.5 Vendors**

Please provide:

- Current monthly statements (O'Reilly, Transtar, others).  
Same as the ones in QB section
- Typical PO lifecycle.

1 Week

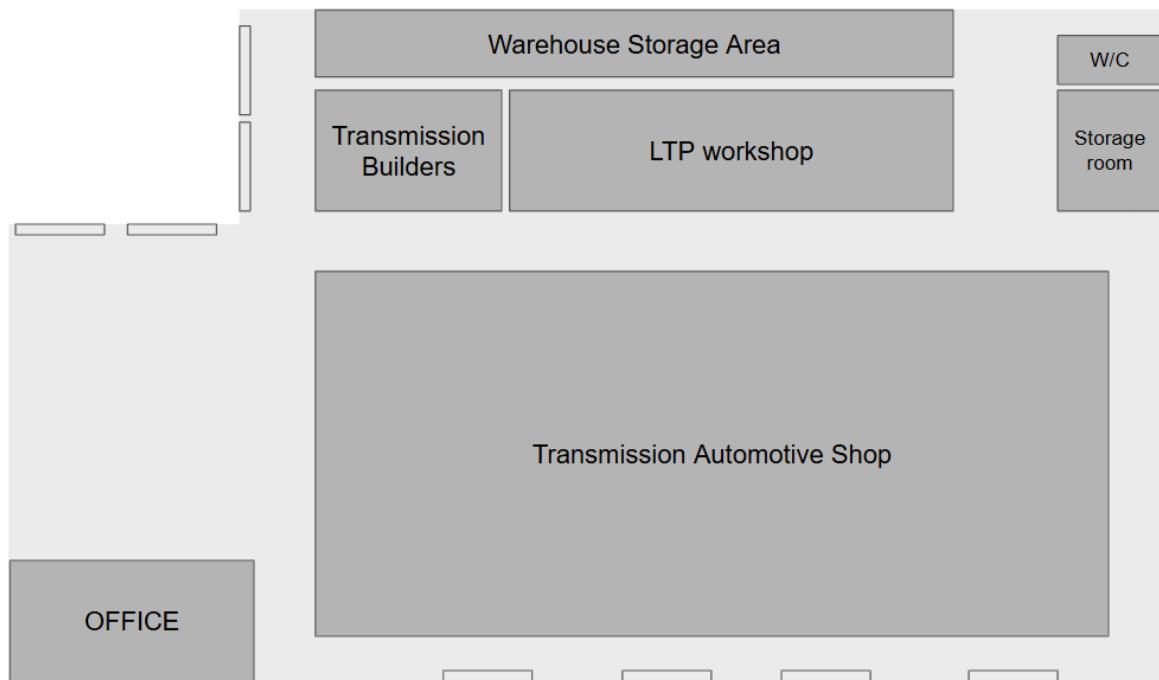
- API credentials availability (secure vault only).

### **Section C – Operations & Inventory**

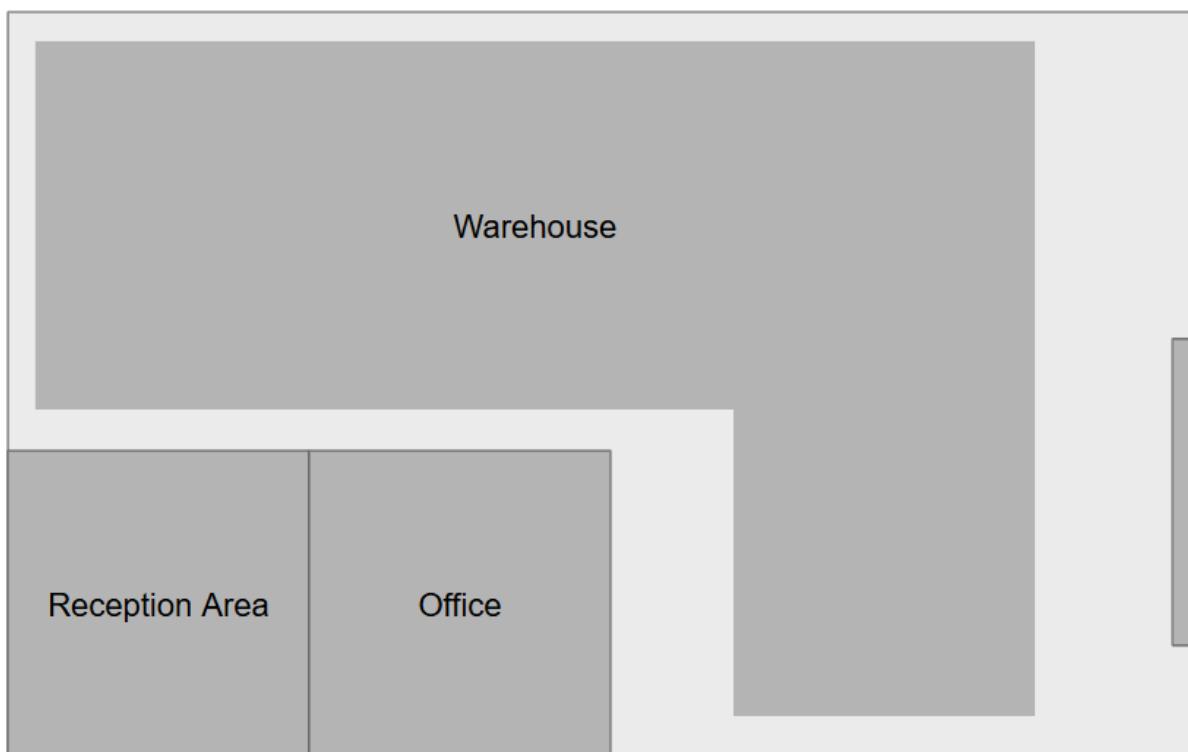
#### **C.1 Layout**

- Please provide photos/sketch of bays and parts room.

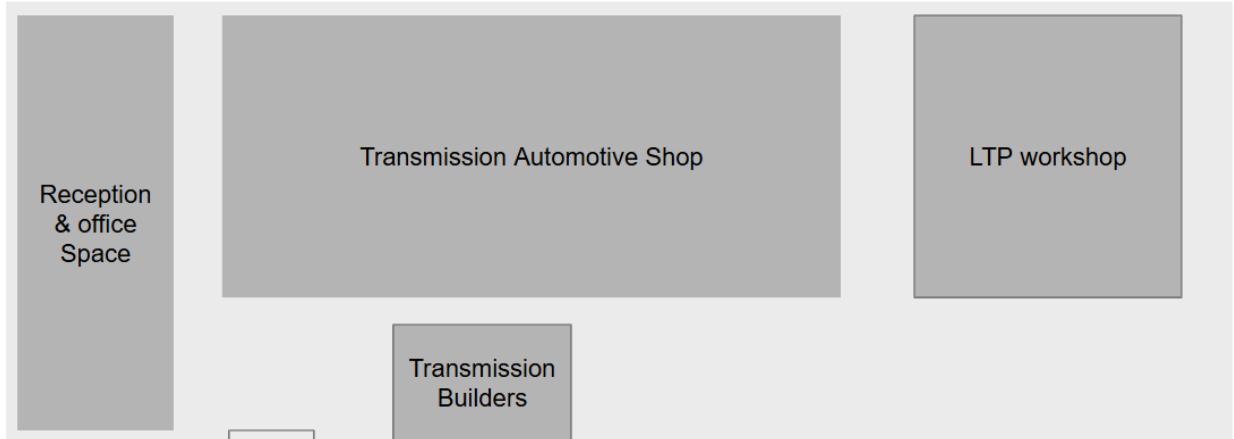
Arlington Location



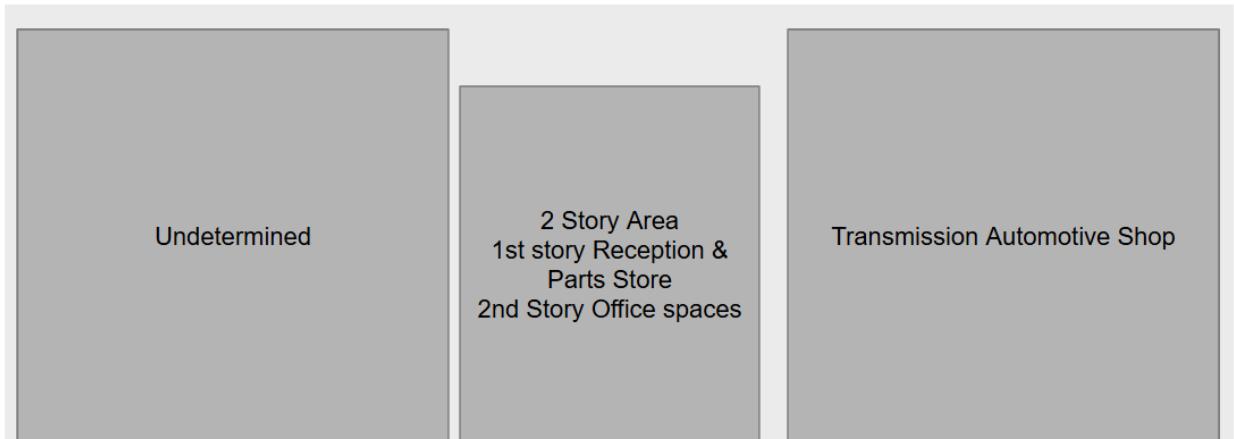
Arlington Parts Store (its next door)



## Mansfield Location



The new location is still under planning. I have attached a general space layout



- Note any QR/RFID in use today.

---

### C.2 Top 30 Transmissions

Please list the 30 most common transmissions with their volumes, failures, and parts kits.

| Transmission | Volume/Month | Common Failures | Typical Kit | Avg Cost | Avg Time | Warranty % |

No	Transmission	Monthly Volume	Common Failures	Typical kit	Avg Cost	Avg Time	Warranty %
1	6L80	66					
2	8L90	36					
3	10R80	26					
4	6F35	16					
5	4L60E	10					
6	6R80	9					
7	CVT	9					
8	68RFE	8					
9	6L90	8					
10	8L45	8					
11	62TE	8					
12	DPS6	7					
13	6L-80	6					
14	6R140	6					
15	6T75	5					
16	8F35	5					
17	6F	5					
18	6T70	4					
19	6T40	4					
20	CVT - RE0F10D	3					
21	948TE	3					
22	CVT250	3					
23	CVT - RE0F11A	3					
24	9T65	3					
25	4R75E	3					
26	6AT	2					
27	850RE	2					
28	CVT/QR25D E	2					
29	5R55S	2					

30	845RE	2						
----	-------	---	--	--	--	--	--	--

---

### C.3 Core Returns

How are cores tracked today? What are the rules, how are credits applied, and where does the process fail?

Cores are being tracked on a spreadsheet. However it is not properly maintained or filled out so it causes a lot of misleading information and is also not accurate.

The rule is that one of our data entry employees fills out an excel depending on what they see in the scanned invoices we provide and if they detect that a core was paid they add it to the excel. Once in the spread sheet the person in charge of returning these cores needs to manually enter that he returned them and then the data entry needs to record once payment or credit for the core is received and with that the process is "complete".

### C.4 Losses

- How often are parts missing/stolen? Estimated monthly loss.

We do not know

- How often are vehicles/keys misplaced? Hours lost monthly.

At least once a week. 1 hour per employee involved in looking for the keys its about 4-6 people. So roughly about 16-24 Hours per month.

## Section D – Finance & Reconciliation

### D.1 Vendor Reconciliation

- How long to reconcile a vendor statement?

We do not reconcile most of time. It is mostly good faith payment.

- % of mismatched lines and common causes.  
unknown.

## D.2 Reports

What reports do you currently generate? How are they used?

Accounting:

Indicadores: it is a looker report generated from our excel spreadsheet corte de Caja. This report allows us to see our sales and expenses by date range. It also allows us to separate by business and location.

1 sept 2025 - 7 sept 2025				Origen				PROFIT						
SALES				EXPENSES				Ingreso o Gasto / Utilidad						
Tipo Intercambio / Cantidad				Tipo Intercambio / Cantidad										
Origen	Efectivo	Crédito	Total	Origen	Efectivo	Crédito	Total	Origen	Ingreso	Gasto	Total			
Arlington ...	57.361	-	57.361	Arlington P...	35.374	32.544	67.918	Arlington P...	57.361	-67.918	-10.557			
Arlington ...	66.714	84.569	151.283	Arlington T...	141.260	39.005	180.265	Arlington T...	151.283	-180.265	-28.982			
Houston ...	3.716	-	3.716	Houston P...	1.339	111	1.450	Houston Pa...	3.716	-1.450	2.266			
Houston ...	18.977	15.210	34.187	Houston T...	15.646	2.290	17.936	Houston Ta...	34.187	-17.936	16.251			
Mansfield	2.333	19.885	22.218	Mansfield	13.782	11.308	25.090	Mansfield	22.218	-25.090	-2.873			
<b>Total</b>	<b>149.101</b>	<b>119.664</b>	<b>268.765</b>	<b>Total</b>	<b>207.403</b>	<b>85.257</b>	<b>292.660</b>	<b>Total</b>	<b>268.765</b>	<b>-292.660</b>	<b>-23.895</b>			
Gastos Taller				Gastos Partes				Gastos Mansfield						
O... Client... Canti... ▾	Ori... Cliente o... Can... ▾	O... Cliente o... Can... ▾	O... Cliente o... Canti... ▾	Ori... Cliente o... Can... ▾	Ori... Cliente o... Can... ▾	O... Cliente o... Can... ▾	Ori... Cliente o... Can... ▾	Ori... Cliente o... Can... ▾	Ori... Cliente o... Can... ▾	Ori... Client... Canti... ▾	Ori... Client... Canti... ▾			
1. Arl... Locomotion ... 44.705,99	1. Arlin... Seal Afterm... 17.933,33	1... M... PP 4th Aven... 10.767,80	1.. Ho... Freedom MT... 5.295,97	1... Houston ... ACH Ba... 1.050,46	2. Arl... Locomotion ... 24.938,06	2. Arlin... Locomotion ... 15.365,80	2... M... Locomotion... 8.060,36	2.. Ho... Locomotion ... 3.924,65	2... Houston ... Shell 69,49	3. Arl... Locomotion ... 11.542,88	3. Arlin... Whatever It ... 9.770,89	3... M... Locomotion... 5.359,51	3.. Ho... Locomotion ... 2.786,72	3... Houston ... Chevron 41,02
4. Arl... Locomotion ... 11.000,00	4. Arlin... Locomotion ... 5.500,00	4... M... Frontier Bolt 331,04	4.. Ho... O'Reilly 1.328,2		5. Arl... Faropoint 7.326,01	5. Arlin... Transtar Ind... 3.508,24	5... M... O'Reilly 164,48	5.. Ho... Alejandro Go... 1.000		6. Arl... American Au... 6.721,43	6. Arlin... PMI Premier 2.702,95	6... M... Josue Perez 150,00	6.. Ho... Jesus Maciel 900	O... Cliente o... Canti... ▾
7. Arl... Texas Securi... 5.452,47	7. Arlin... Wells Fargo 2.678,90	7... M... Frontier Wa... 143,23	7.. Ho... Hector Mela... 900	1... Arl... TRANSGO 13.502,00	8. Arl... LKQ 4.683,99	8. Arlin... Linch INC 2.584,29	8... M... Quench 69,07	8.. Ho... Planet Ford 511,42	2... Arl... RAYBESTOS... 12.708,50					Gastos Inversión
		9... M... Shell 24,97	9.. Ho... Robbins Che... 510,25											

Sat Morning report: this report is manually generated from our indicadores report to give a general report of the Monday- Friday current week. However the expenses are categorized differently than what indicadores gives us. Here we report any categorized expense that exceeds 1K. For example, Parts purchased from dealers, parts purchased from our sister store LTP, fuel, Towing, ETC.

Semana 09.01.25 to 09.05.25				ARLINGTON				MANSFIELD				HOUSTON							
Ventas		Gastos		Ventas		Gastos		Ventas		Gastos		Ventas		Gastos					
CC	Efectivo	Credito	Total general	CC	Efectivo	Credito	Total general	CC	Efectivo	Credito	Total general	CC	Efectivo	Credito	Total general				
Arlington	\$43,820.00	\$73,887.00	\$117,507.00	Mansfield	\$2,333.00	\$5,145.00	\$7,478.00	Houston	\$14,296.00	\$13,815.00	\$27,911.00	Houston	\$14,430.00	\$1,988.00	\$16,448.00				
Gastos	CC	Efectivo	Credito	Total general	Mansfield	Efectivo	Credito	Total general	Houston	CC	Efectivo	Credito	Total general	Houston	CC	Efectivo	Credito	Total general	
Arlington		\$100,042.00	\$26,168.00	-\$164,220.00	Mansfield	\$12,462.00	\$11,144.00	-\$23,607.00	Houston		\$14,430.00	\$1,988.00	-\$16,448.00	Houston		P&L		\$11,485.00	
		P&L		-\$46,713.00		SAT EXP		-\$6,000.00		P&L		-\$16,129.00			P&L			\$11,485.00	
COMBINED P&L Arlington & Mansfield																			
\$-68,842.00																			
ARLINGTON EXPENSE RECAP								MANSFIELD EXPENSE RECAP								HOUSTON	EXPENSE RECAP		
6% de venta de semana 35 (\$192,381.35)	\$11,542.88				\$173,762.93			Fuel	\$14.95							Fuel	\$147.60		\$16,445.49
Junk	\$16,992.05							LTP	\$4,040.60							LTP	\$1,620.18		
Locomotion MX	\$5,500.00							Nomina	\$8,210.36							Nomina	\$6,724.65		
LTP	\$27,429.00							Office Expenses	\$69.07							Office Expenses	\$2,079.48		
Meals	\$1,486.87							Parts	\$110.38							Parts	\$5,295.97		
Medical Expense For Employee	\$96.00							Rent	\$10,767.80							Rent	\$180.00		
Nomina	\$65,900.57							Tools	\$251.04							Tools	\$248.87		
Oficina Expenses	\$18,166.68							Utility	143.23							Utility	\$148.65		
Parts	\$11,358.73																		
Programacion	\$477.57																		
Repairs & Maintenance	\$2,360.79																		
SBA LOAN	\$2,575.00																		
Towing	\$906.00																		
Travel	\$1,392.17																		
User	\$1,082.52																		
Vehicle Loan	\$2,000.00																		
Bank Charges	\$5,600.39																		
Insurances	\$1,455.63																		
Parking	\$1,342.00																		
Rent	\$7,506.01																		
Fuel	\$934.07																		

## Lifts

Helps us identify what lifts are available and what is being done on the ones that are in use. The lifts have QR codes and the technicians are supposed to be updating the step they are on

Lifts Arlington															
2	Lift	S	Estado	Actividad	Comentario Pausa	Comentarios	PO	Mecánico	Transmisión	Duración					
3	A01	●	Activa	Subir Transmisión			39259	Adrián Rodriguez	8F35	68:42					
4	A02	●	Activa	Subir Transmisión			38739	Adrián Rodriguez	8L90	68:43					
5	A03	●	Libre												
6	A04	●	Activa	Subir Transmisió			39184	Adrián Rodriguez	CVT - RE0F09B	68:43					
7	A05	●	Activa	Bajar Transmisió			39291	Adrián Rodriguez	6L80	68:44					
8	A06	●	Libre												
9	A07	●	Libre												
10	A08	●	Libre												
11	A09	●	Activa	Instalar VB			39219	Adrián Rodriguez	8L90	68:29					
12	A10	●	Activa	Revisión			39141	Adrián Rodriguez	10R80	68:28					
13	A11	●	Activa	Revisión			39294	Adrián Rodriguez	845RE	68:26					
14	A12	●	Libre												
15	A13	●	Activa	Bajar Transmisió			39302	Adrián Rodriguez	6R80	68:23					

### D.3 Key Metrics for Owner

Top 3–5 financial metrics you want daily/weekly (margin per model, overtime, warranty cost, etc.).

**Locomotion Automatic Transmission** would like to follow the business model

#### PLOOP

Parts	21%
Labor	20%
Overhead	30%
Office	10%
Profit	19%

**Total 100%**

**Locomotion Transmission parts** would need to find a good business model for the business type to follow.

**Answer:**

Margin Per Job 19%

## Section E – Website & Customer Acquisition

### E.1 Current Performance

- Conversion rate from leads → ROs.  
Not measured
- Breakdown of fleet vs. retail.  
Not measured

## **E.2 Value Proposition**

Which proof points should the new site emphasize (e.g., 40 bays, torque converters in-house, CNC machining)?

**Answer:**

We would need a web page for each business separately but that we could link together? That way we can showcase that we use Parts supplied or remanufactured by LTP (our sister business) but at the same time showcase that it is something anyone could also purchase if interested.

This way each business can show what makes them unique

For example

Locomotion Automatic Transmission:

Number of bays

Locations

Turn Around

Lower pricing

Free diagnostic

Etc

Locomotion Transmission Parts

Remanufacture of Torque converter, pumps etc.

Parts Sales

Delivery

Fluid Sales

Etc.

## **E.3 Competitors/References**

List websites you admire and why.

**Identifix**

[https://store.solera.com/product/direct-hit-professional-with-mobile/?lead\\_source=Search%20Ad&utm\\_source=google&lead\\_source\\_detail=Google&utm\\_medium=cpc&utm\\_campaign=idx|brandedstore|search|decision&utm\\_adgroup=store&utm\\_term=direct-hit%20identifix&gad\\_source=1&gad\\_campaignid=21391839072&gbraid=0AAAAAADcpF-G5QihWtj8OW5ITXmeqd1TOa&gclid=](https://store.solera.com/product/direct-hit-professional-with-mobile/?lead_source=Search%20Ad&utm_source=google&lead_source_detail=Google&utm_medium=cpc&utm_campaign=idx|brandedstore|search|decision&utm_adgroup=store&utm_term=direct-hit%20identifix&gad_source=1&gad_campaignid=21391839072&gbraid=0AAAAAADcpF-G5QihWtj8OW5ITXmeqd1TOa&gclid=)

CjwKCAjwiY\_GBhBEEiwAFaghvsaa4HUCo7VaEvo9lgct8sdO-UDUEohLbWDOVFhFAQ5vCly8  
PPciRRoCqpgQAvD\_BwE

## **ATRA**

### **Prodemand by Mitchell**

<https://mitchell1.com/proddemand/>

### **Transend**

<https://transend.us/?srsltid=AfmBOoqD7epAg5KNeOt4--J2N0EeGFGkf3c3Nzxl7veq3ka33TyljxV>

### **Oreilly**

<https://www.firstcallonline.com/FirstCallOnline/>

### **Answer:**

We admire these websites because they are SUPER user friendly but at the same time they have SO MUCH useful information

### **E.4 Lead Capture & Follow-Up**

How are leads captured today, and what follow-up occurs? Would you like real-time RO status updates via SMS or portal?

**We do not measure this.**

## **Section F – AI & Automation**

### **F.1 Diagnostic Assistant**

For a code (e.g., P1754, Silverado 2018), what type of output is most valuable (suggested steps, parts, bulletins)?

Suggested Steps and Parts Needed.

### **F.2 Image Recognition**

Would you support building a dataset (1,000 labeled part/transmission images) for AI recognition?

**Yes**

### **F.3 Vendor Comparison**

Would you use an AI tool to compare vendor prices/ETAs and auto-generate POs? Preferred format (table, auto-PO)?

**Yes**

**Table Format**

### **F.4 Predictions**

Do you want AI to forecast warranty risks or technician productivity? How should alerts be delivered (WhatsApp, dashboard)?

**Yes**

**Alerts Via dashboard**

## **Section G – Culture & Enforcement**

### **G.1 Compliance**

Which measures are realistic to enforce (photos, timestamps, checklists)?

**-Photos**

**-Audios**

**-Time stamps**

### **G.2 Incentives**

Would you tie bonuses to compliance/efficiency?

Yes. We currently offer the R&R mechanics and Delivery Drivers bonus for production. For our R&Rs it is \$50 for every 5 Movements they do over 25. For the delivery drivers it is for anyone that delivers cars after regular business hours \$25 per vehicle.

### **G.3 Theft/Keys**

What measures are acceptable (RFID tags, detectors, key cabinets)?

Key cabinets. We have looked into this system that we would love to replicate or have something that works in a similar fashion. <https://www.1micro.com/>

## **Section H – Scalability & Franchise**

### **H.1 Standardization**

Which processes must be uniform across 50 shops?

The more the better. Since we do work with limited office personnel and centralize all work in to our main location it is important to have as much as possible done exactly the same speaking in process terms. We do understand maybe a price that works for one city wont work for another and some things are not done the same in Mexico.

### **H.2 System Architecture**

Should the system be multi-tenant cloud from day one? Who owns the data?

**Locomotion Automatic Trasnmission**

### **H.3 Expansion Roadmap**

What is the timeline for first 5–10 shops? What central reports are needed?

**Answer:**

unknown

## **Section I – Legal & Ownership**

### **I.1 NDA Terms**

What must be included (source code ownership, data repatriation, exit clauses)?

**Answer:**

We have a NDA & confidentiality contract created by our attorney that we can share if needed

### **I.2 Licensing**

Should the platform be licensable to franchisees?

**Answer:**

Yes

### **I.3 Compliance**

Are there regulatory requirements (e.g., CFDI, PCI) to consider?

**Answer:**

Sales Taxes ( for locomotion transmission parts llc)

TDLR license for our tow truck

In transit license

Auto Sales License

Texas Franchise Taxes

Payroll Taxes (done thru ADP)

## **Closing Note**

Please provide as much detail as possible. This information will allow us to build a scope that reduces rework, prevents losses, improves customer experience, and prepares Locomotion for growth and franchising.

Renewed scope assessment

## Scope Items

### 1. Consolidate/Replace Current Software

#### What We Know Now:

- Tekmetric for workflow (weak compliance, API on request).
- QuickBooks for accounting (CPA-driven, little reconciliation).
- Zoho for invoicing (separate number sequences).
- Inflo for CPA.
- Excel dashboard is critical but mixes entities.

#### Shortfalls:

- No legal separation enforced across entities.
- Tekmetric compliance is poor.
- Heavy dependency on Excel.

#### Next Questions:

- Which systems should be retired vs integrated?
- Should legal silos be enforced in software?
- How should Excel logic be migrated safely?

#### Client Notes:

---

---

---

---

### 2. Implement AI

### **What We Know Now:**

- Desired features: diagnostics assistant, image recognition, UVeye-like inspections, warranty/productivity predictions, vendor price/ETA comparisons.
- Willing to build a dataset for training (photos of transmissions/parts).

### **Shortfalls:**

- No prioritization of use cases (all considered urgent).
- Hosting preferences unclear (cloud vs local).

### **Next Questions:**

- Which AI features are must-have at launch vs phase two?
- Should AI run locally or in the cloud?
- How should outputs be trusted and displayed?

### **Client Notes:**

---

---

---

## **3. Redesign Website**

### **What We Know Now:**

- Conversion not measured.
- No structured lead capture or follow-up.
- Wants separate sites/pages for each entity but linked together.
- References admired: Identifix, ATRA, Transend, O'Reilly.

### **Shortfalls:**

- No baseline conversion rates or customer acquisition costs (CAC).
- No clarity on whether the website should integrate with repair orders.

**Next Questions:**

- Should website leads auto-create ROs?
- Which proof points should be emphasized per entity?
- Should customers track RO status online/SMS?

**Client Notes:**

---

---

---

## 4. Daily Workflow Integration

**What We Know Now:**

- Lifts tracked by QR codes, but poorly updated.
- Keys misplaced weekly (~16–24 hours lost/month).
- Wants mandatory photos, audio, timestamps.
- Bonuses already tied to productivity.

**Shortfalls:**

- No defined rules for lift reservations and overruns.
- Weak enforcement culture.

**Next Questions:**

- Should lifts be reservable?

- How strict should compliance measures be (block jobs until photos uploaded)?
- Who approves exceptions to compliance rules?

**Client Notes:**

---

---

---

## 5. Roles & Permissions

**What We Know Now:**

- Owner wants full visibility of productivity, warranties, and costs.
- Technicians should only see jobs assigned and compliance tasks.
- Front desk requires invoicing access but limited financial visibility.

**Shortfalls:**

- Roles are not mapped to all six entities.
- No process for intercompany parts transfers.

**Next Questions:**

- Should permissions be enforced per legal entity?
- How should intercompany transfers be handled and priced?

**Client Notes:**

---

---

---

## 6. Inventory & Stock

### **What We Know Now:**

- Core tracking done in Excel (inaccurate).
- Theft significant, losses unknown.
- Frequent stockouts, no reorder thresholds.
- Vendors: O'Reilly, Transtar, others.
- Interested in 2-bin Kanban, QR/RFID.

### **Shortfalls:**

- Immobilized inventory (>90 days) not quantified.
- Vendor API availability unclear.
- No intercompany inventory flow defined.

### **Next Questions:**

- What is the estimated value of idle stock?
- Should QR or RFID be used?
- Which vendor integrations should be prioritized (PartsTech, Transend, etc.)?

### **Client Notes:**

---

---

---

---

## **7. Financial & Pricing**

### **What We Know Now:**

- Vendor reconciliations often skipped ("good faith payments").
- Reports: indicadores, Sat Morning, lifts.

- Locomotion Automatic Transmissions wants to follow PLOOP model (Parts 21%, Labor 20%, Overhead 30%, Office 10%, Profit 19%).

#### **Shortfalls:**

- Reconciliation mismatches not tracked.
- Tiered pricing rules not formalized.
- Locomotion Transmission Parts lacks a financial model.

#### **Next Questions:**

- Should the system auto-generate tiered invoices?
- Should AI flag jobs under the profit target?
- Can sample vendor statement mismatches be provided?

#### **Client Notes:**

---

---

---

---

## **8. Scalability & Franchise**

#### **What We Know Now:**

- Goal: 50 shops.
- Wants maximum process standardization.
- Aware that pricing may vary by city.

#### **Shortfalls:**

- No roadmap or timeline for first 5–10 shops.
- No decision about multi-tenant cloud architecture.

**Next Questions:**

- Should franchisees run separate instances or connect to HQ?
- What central reports are mandatory for headquarters?

**Client Notes:**

---

---

---

---

**9. Legal & Ownership****What We Know Now:**

- NDA/confidentiality contract exists.
- Wants platform licensable to franchisees.
- Compliance obligations: sales tax, TDRL license, auto sales license, franchise tax, payroll.

**Shortfalls:**

- NDA terms not reviewed in detail.
- Mexico compliance (CFDI, labor) not addressed.

**Next Questions:**

- Should NDA include source code escrow/release terms?
- How should cross-border compliance (US vs Mexico) be managed?

**Client Notes:**

---

---

---

---

## **Next Steps**

1. Review the gaps and questions listed in this document.
2. Provide written responses, exports, or supporting materials for unresolved areas.
3. Confirm prioritization of AI features and enforcement measures.
4. Decide how to handle legal separation across the six business entities.
5. Validate the website redesign approach (multi-entity microsites vs. consolidated portal).