



# Repair Order Analysis *and Summary*

10/23/2023

Doxon Toyota

**Dealership** \_\_\_\_\_

***Cole Doxon (34)*** \_\_\_\_\_  
**Student**

**NADA 429** \_\_\_\_\_  
**Class #**





## Repair Order Analysis Input Sheet

				Competitive Labor			
RO Number	Year	Model	Mileage	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH
1	740204	2020	Corolla	30,172			
2	740206	2016	Prius	98,714	30.00	0.40	158742
3	740207	2019	Highlander	33,913	64.95	0.60	160555
4	740211	2021	4Runner	51,273			
5	740217	2022	Corolla	15,069	160.00	1.00	137332
6	740218	2015	Rav4	105,159			
7	740219	2010	Corolla	100,231			
8	740220	2018	4Runner	32,232	30.00	0.40	169243
9	740222	2015	Sienna	133,608	30.00	0.40	160555
10	740224	2006	Lexus	180,376	22.00	0.40	133425
11	740228	2021	Tacoma	30,811	30.00	0.40	169243
12	740229	2014	Camry	80,957	30.00	0.40	169243
13	740234	2014	Prius	123,350	30.00	0.40	152504
14	740235	2006	Prius	266,879	30.00	0.40	123245
15	740237	2020	Tacoma	24,972			
16	740238	2019	Highlander	44,419	30.00	0.40	163827
17	740239	2021	Highlander	32,106	30.00	0.40	160555
18	740240	2010	Highlander	123,512	30.00	0.40	156467
19	740241	2017	Prius	45,767			
20	740242	2011	Tundra	130,319			
21	740244	2008	Tundra	134,709	224.95	1.60	152504
22	740248	2018	Tundra	90,170	20.72	0.10	133425
23	740249	2016	Tundra	87,801	64.95	0.60	161204
24	740250	2015	Camry HV	25,837			
25	740251	2011	Tacoma	112,946			
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		<b>Totals Totals</b>		857.57	8.30			
<b>Number of RO's in Sample</b>				<b>Competative Labor</b>				
				<b>Labor Sales</b>	<b>Flat Rate Hours</b>	<b>Technican Number</b>	<b>Pay Per FRH</b>	





175.05	1,500.52	9.50			278.35	6,113.72	31.20		
Maintenance Labor					Repair Labor				
Labor Cost	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH





	0.00	
	0.00	
	0.00	
	0.00	
	0.00	
1144.95	1598.35	20
	<b>Total</b>	<b>One Item</b>
<b>Labor</b>	<b>Cost of</b>	<b>Repair</b>
<b>Cost</b>	<b>Labor</b>	<b>Order</b>









## Repair Order Analysis Summary Report

	Sales in Dollars	FRH's on RO's	Averages
Competitive	\$ 858 ÷	8.30 =	103.32
Maintenance	\$ 1,501 ÷	9.50 =	157.95
Repair	\$ 6,114 ÷	31.20 =	195.95
Totals	\$ 8,472 ÷	49.00 =	172.89
Target Labor Rate			188.00
Total ROs	25	Difference	-15.11

### Cost of Labor

Total Cost of Labor	1598.35 ÷	Total Sales	=	18.87%
Total Cost of Labor	1598.35 ÷	Total FRHs	=	32.62

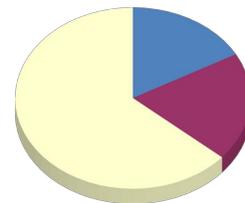
### Repair Order Measurements

Total Labor Sales	8,471.81 ÷	Total ROs	=	338.87
Total FRHs	49.00 ÷	Total ROs	=	1.96
Menu Sales		Total ROs	=	
Competitive FRHs	8.30 ÷	Total FRHs	=	16.94%
Maintenance FRHs	9.50 ÷	Total FRHs	=	19.39%
Repair FRH	31.20 ÷	Total FRHs	=	63.67%
One item ROs	20 ÷	Total ROs	=	80.00%

### Model Year Analysis

2024	2023	2022	2021	2020
0	0	1	3	2
0.00%	0.00%	4.00%	12.00%	8.00%

### Labor Mix



■ Percent Competitive  
 ■ Percent Maintenance  
 ■ Percent Repair

**Report**

**Analysis**

FRH Average
FRH Average
FRH Average
Customer ELR
Per FRH
Per FRH
Percent Cost of Sales
Cost per FRH
Avg Labor per RO
Avg FRH's per RO
Percent Menu Sales
Percent Competitive
Percent Maintenance
Percent Repair
Percent One Item RO

2019	Older	Total
2	17	25
8.00%	68.00%	