NADA | ACADEMY

Repair Order Analysis
and Summary

Vacaville Gmc

Dealership

Ryan Farina

Student

437

Class #

Tech #	Tech Pay Per FRH
602	45.00
748	31.00
947	35.00
945	49.50
934	34.00
933	45.00
117	22.00
88	22.00

Repair Order Analysis Input Sheet

	RO Number	Year	Model	Mileage	Competitive Labor					Labor Sales
					Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	
1	6268040	2013	cheverlot	126,265						
2	6268044	2017	gmc	63,021	122.50	0.70	117	22.00	15.40	
3	6267955	2018	cheverlot	56,666						273.58
4	6267960	2018	gmc	69,079	273.58	1.70	933	45.00	76.50	
5	6267974	2014	gmc	144,585						
6	6268015	2021	gmc	74,239	136.90	1.30	117	22.00	28.60	
7	6267843	2018	gmc	47,460						
8	6267939	2020	gmc	53,053						
9	6267940	2016	cadillac	55,421						
10	6267941	2016	gmc	90,380						486.58
11	6267943	2014	buick	62,855						31.98
12	6269564	2018	gmc	90,387						399.90
13	6267880	2018	gmc	125,686						
14	6267879	2020	cheverlot	83,684	450.87	2.20	945	49.50	108.90	
15	6267176	2011	gmc	120,102						
16	6267420	2023	gmc	783						115.00
17	6267550	2019	gmc	97,501						
18	6267573	2019	gmc	65,263						
19	6267787	2017	gmc	63,806						
20	6267833	2015	gmc	123,218						
21	6268065	2007	gmc	367,589						
22	6268091	2017	gmc	59,470						
23	6268088	2017	cheverlot	179,631						
24	6267944	2013	buick	77,135						30.53
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99									
100									
		Totals	Totals	983.85	5.90			229.40	1,337.57

Number of RO's in Sample		Competative Labor				
	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales

Maintenance Labor				Repair Labor					Total Cost of Labor	One Item Repair Order
Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost		
				229.00	1.00	933	45.00	45.00	45.00	1
									15.40	1
1.70	88	22.00	37.40						37.40	1
									76.50	1
				279.00	1.50	945	49.50	74.25	74.25	1
									28.60	1
				1,374.00	9.03	945	49.50	446.98	446.98	mutiple line
				687.00	3.00	945	49.50	148.50	148.50	1
				957.85	6.00	933	45.00	270.00	270.00	mutiple line
2.80									0.00	1
0.30	117	22.00	6.60						6.60	1
2.00	947	35.00	70.00						70.00	1
				379.00	2.00	933	45.00	90.00	90.00	1
									108.90	1
				1,585.78	8.00	945	49.50	396.00	396.00	mutiple line
0.50	117	22.00	11.00						11.00	1
				4,173.31	18.30	748	31.00	567.30	567.30	mutiple line
				3,664.00	16.40	933	45.00	738.00	738.00	mutiple line
				1,163.98	5.50	933	45.00	247.50	247.50	mutiple line
				1,209.00	5.80				0.00	mutiple line
				1,380.00	6.00	933	45.00	270.00	270.00	mutiple line
				223.00	1.00	945				
				458.00	2.00	933	45.00	90.00	90.00	1
				1,303.80	11.05	945	49.50	546.98	546.98	mutiple line
0.30	117	22.00	6.60						6.60	
									0.00	
									0.00	
									0.00	
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Maintenance Labor				Repair Labor					Total Cost of Labor	One Item Repair Order
Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost		
									0.00	
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7.60			131.60	19,066.72	96.58			3930.51	4291.51	14

Repair Order Analysis

	Dealership			Competitive Labor		Maintenance Labor		Repair Labor		Total Cost of Labor	One Item Repair Order
RO Number	Year	Model	Mileage	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours		
6268040	Err:509	cheverlot	126,265	0.00	0.00	0.00	0.00	229.00	1.00	45.00	1
6268044	2013	gmc	63,021	122.50	0.70	0.00	0.00	0.00	0.00	15.40	1
6267955	2018	cheverlot	56,666	0.00	0.00	273.58	1.70	0.00	0.00	37.40	1
6267960	2018	gmc	69,079	0.00	1.70	0.00	0.00	0.00	0.00	76.50	1
6267974	2014	gmc	144,585	Err:509	0.00	0.00	0.00	Err:509	1.50	74.25	1
6268015	2021	gmc	74,239	136.90	1.30	0.00	0.00	279.00	0.00	28.60	1
6267843	2018	gmc	47,460	0.00	0.00	0.00	0.00	1,374.00	9.03	446.98	mutiple line
6267939	2020	gmc	53,053	0.00	0.00	0.00	0.00	687.00	3.00	148.50	1
6267940	2016	cadillac	55,421	0.00	0.00	0.00	0.00	957.85	6.00	270.00	mutiple line
6267941	2016	gmc	90,380	0.00	0.00	486.58	2.80	0.00	0.00	0.00	1
6267943	2014	buick	62,855	Err:509	0.00	31.98	0.30	0.00	0.00	6.60	1
6269564	2018	gmc	90,387	0.00	0.00	399.90	2.00	0.00	0.00	70.00	1
6267880	2018	gmc	125,686	0.00	0.00	0.00	0.00	379.00	2.00	90.00	1
6267879	2020	cheverlot	83,684	450.87	2.20	0.00	0.00	0.00	0.00	108.90	1
6267176	2011	gmc	120,102	0.00	0.00	0.00	0.00	1,585.78	8.00	396.00	mutiple line
6267420	2023	gmc	783	0.00	0.00	115.00	0.50	0.00	0.00	11.00	1
6267550	2019	gmc	97,501	0.00	0.00	0.00	0.00	4,173.31	18.30	567.30	mutiple line
6267573	2019	gmc	65,263	0.00	0.00	0.00	0.00	3,664.00	16.40	738.00	mutiple line
6267787	2017	gmc	63,806	0.00	0.00	0.00	0.00	1,163.98	5.50	247.50	mutiple line
6267833	2015	gmc	123,218	0.00	0.00	0.00	0.00	1,209.00	5.80	0.00	mutiple line
6268065	2007	gmc	367,589	0.00	0.00	0.00	0.00	1,380.00	6.00	270.00	mutiple line
6268091	2017	gmc	59,470	0.00	0.00	0.00	0.00	458.00	2.00	90.00	1
6268088	2017	cheverlot	179,631	0.00	0.00	0.00	0.00	1,303.80	11.05	546.98	mutiple line
6267944	2013	buick	77,135	0.00	0.00	30.53	0.30	0.00	0.00	6.60	0
0	0	0	-	0.00	0.00	0.00	0.00	Err:509	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
ROs 1-50			Totals	Err:509	5.90	1,337.57	7.60	Err:509	95.58	4,291.51	14

Date of Study:	C Labor		M Labor		R Labor			One Item Repair Order
Study Compiled by	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Total Cost of Labor	

Repair Order Analysis

				Competitive Labor		Maintenance Labor Flat		Repair Labor		Total Cost of Labor	One Item Repair Order
Dealership				Labor Sales	Flat Rate Hours	Labor Sales	Rate Hours	Labor Sales	Flat Rate Hours		
RO Number	Year	Model	Mileage	Labor Sales	Flat Rate Hours	Labor Sales	Rate Hours	Labor Sales	Flat Rate Hours	Total Cost of Labor	One Item Repair Order
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
0	0	0	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
RO's 51-100			Totals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0
Date of Study:		C Labor		Labor Sales	Flat Rate Hours	M Labor Flat		R Labor		Total Cost of Labor	One Item Repair Order
Study Compiled by				Labor Sales	Flat Rate Hours	Labor Sales	Rate Hours	Labor Sales	Flat Rate Hours		

Repair Order Analysis Summary R

	Sales in Dollars		FRH's on RO's		Averages
Competitive	Err:509	÷	5.90	=	
Maintenance	$ 1,338	÷	7.60	=	176.00
Repair	Err:509	÷	95.58	=	
Totals	Err:509	÷	109.08	=	
			Target Labor Rate		231.00
Total ROs	0		Difference		

Cost of Labor

Total Cost of Labor	4291.51	÷	Total Sales	=	
Total Cost of Labor	4291.51	÷	Total FRHs	=	39.34

Repair Order Measurements

Total Labor Sales	Err:509	÷	Total ROs	=	
Total FRHs	109.08	÷	Total ROs	=	
Menu Sales		÷	Total ROs	=	
Competitive FRHs	5.90	÷	Total FRHs	=	5.41%
Maintenance FRHs	7.60	÷	Total FRHs	=	6.97%
Repair FRH	95.58	÷	Total FRHs	=	87.62%
One item ROs	14	÷	Total ROs	=	

Model Year Analysis

2025	2024	2023	2022	2021
0	0	1	0	1
0.00%	0.00%	4.17%	0.00%	4.17%

Labor Mix

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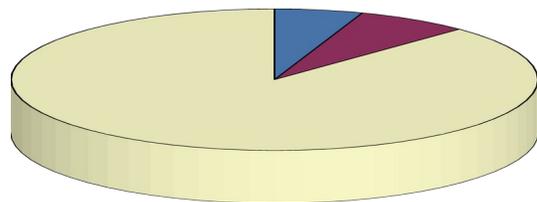
	eport	
	Analysis	
FRH Average		
FRH Average		
FRH Average		
Customer ELR		
Per FRH		
Per FRH		
Percent Cost of Sales		
Cost per FRH		
Avg Labor per RO		
Avg FRH's per RO		
Percent Menu Sales		
Percent Competitive		
Percent Maintenance		
Percent Repair		
Percent One Item RO		

2020	Older	Total
2	20	24
8.33%	83.33%	

pall