



Repair Order Analysis *and Summary*

4/8/24

McGovern Ford of Framingham
Dealership

Sambo Sorm **1**
Student

440
Class #

Repair Order Analysis Summary Report

	Sales in Dollars		FRH's on RO's	=	Averages
Competitive	\$ 1,467	÷	7.00	=	209.54
Maintenance	\$ 8,465	÷	33.40	=	253.44
Repair	\$ 22,111	÷	74.70	=	295.99
Totals	\$ 32,042	÷	115.10	=	278.39
			Target Labor Rate		151.00
Total ROs	0		Difference		127.39

Cost of Labor

Total Cost of Labor	3791.28	÷	Total Sales	=	11.83%
Total Cost of Labor	3791.28	÷	Total FRHs	=	32.94

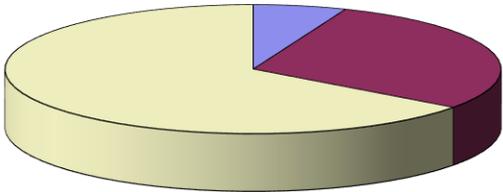
Repair Order Measurements

Total Labor Sales	32,042.44	÷	Total ROs	=	
Total FRHs	115.10	÷	Total ROs	=	
Menu Sales		÷	Total ROs	=	
Competitive FRHs	7.00	÷	Total FRHs	=	6.08%
Maintenance FRHs	33.40	÷	Total FRHs	=	29.02%
Repair FRH	74.70	÷	Total FRHs	=	64.90%
One item ROs	4	÷	Total ROs	=	

Model Year Analysis

2025	2024	2023	2022	2021
0	1	4	3	2
0.00%	4.00%	16.00%	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

2020	Older	Total
4	11	25
16.00%	44.00%	

Repair