

Repair Order Analysis Summary Report

	Sales in Dollars	FRH's on RO's	Averages	Analysis
Competitive	\$ 747	÷ 31.00	= 24.10	FRH Average
Maintenance	\$ 2,350	÷ 23.50	= 99.98	FRH Average
Repair	\$ 6,555	÷ 58.00	= 113.02	FRH Average
Totals	\$ 9,652	÷ 112.50	= 85.79	Customer ELR
Target Labor Rate			113.00	Per FRH
Total Ro's in Sample	50	Difference		-27.21 Per FRH

Cost of Labor

Total Cost of Labor	2308.75	÷ Total Sales	= 23.92%	Percent Cost of Sales
Total Cost of Labor	2308.75	÷ Total FRH's	= 20.52	Cost per FRH

Repair Order Measurements

Total Labor Sales	9,651.60	÷ Total RO's	= 193.03	Avg Labor per RO
Total FRH's	112.50	÷ Total RO's	= 2.25	Avg FRH's per RO
Menu Sales		÷ Total RO's	=	Percent Menu Sales
Competitive FRH's	31.00	÷ Total FRH's	= 27.56%	Percent Competitive
Maintenance FRH's	23.50	÷ Total FRH's	= 20.89%	Percent Maintenance
Repair FRH'	58.00	÷ Total FRH's	= 51.56%	Percent Repair
One item RO's	4	÷ Total RO's	= 8.00%	Percent One Item RO

Model Year Analysis

2019	2018	2017	2016	2015	2014	Older	Total
0	7	6	8	5	4	20	50
0.00%	14.00%	12.00%	16.00%	10.00%	8.00%	40.00%	