

Repair Order Analysis Summary Report

		Sales in Dollars		FRH's on RO's		Averages	Analysis	
Competitive		\$ 3,865	÷	40.70	=	94.96	FRH Average	
Maintenance		\$ 7,447	÷	58.40	=	127.51	FRH Average	
Repair		\$ 8,191	÷	58.45	=	140.14	FRH Average	
Totals		\$ 19,503	÷	157.55	=	123.79	Customer ELR	

				Target Labor Rate		136.00	Per FRH	
Total Ro's in Sample		50		Difference		-12.21	Per FRH	

Cost of Labor

Total Cost of Labor	3775.85	÷	Total Sales	=	19.36%	Percent Cost of Sales	
Total Cost of Labor	3775.85	÷	Total FRH's	=	23.97	Cost per FRH	

Repair Order Measurements

Total Labor Sales	19,503.00	÷	Total RO's	=	390.06	Avg Labor per RO	
Total FRH's	157.55	÷	Total RO's	=	3.15	Avg FRH's per RO	
Menu Sales	0	÷	Total RO's	=	0	Percent Menu Sales	
Competitive FRH's	40.70	÷	Total FRH's	=	25.83%	Percent Competitive	
Maintenance FRH's	58.40	÷	Total FRH's	=	37.07%	Percent Maintenance	
Repair FRH'	58.45	÷	Total FRH's	=	37.10%	Percent Repair	
One item RO's	12	÷	Total RO's	=	24.00%	Percent One Item RO	

Model Year Analysis

2019	2018	2017	2016	2015	2014	Older
0	6	6	1	11	8	18
0.00%	12.00%	12.00%	2.00%	22.00%	16.00%	36.00%