

Repair Order Analysis Summary Report

		Sales in Dollars	FRH's on RO's	Averages	Analysis
Competitive		\$ 3,067 ÷	57.10 =	53.71	FRH Average
Maintenance		\$ 2,725 ÷	22.40 =	121.67	FRH Average
Repair		\$ 12,270 ÷	98.40 =	124.70	FRH Average
Totals		\$ 18,062 ÷	177.90 =	101.53	Customer ELR
		Target Labor Rate		112.75	Per FRH
Total Ro's in Sample	100	Difference		-11.22	Per FRH

Cost of Labor

Total Cost of Labor	3954.75 ÷	Total Sales	=	21.89%	Percent Cost of Sales
Total Cost of Labor	3954.75 ÷	Total FRH's	=	22.23	Cost per FRH

Repair Order Measurements

Total Labor Sales	18,062.38 ÷	Total RO's	=	180.62	Avg Labor per RO
Total FRH's	177.90 ÷	Total RO's	=	1.78	Avg FRH's per RO
Menu Sales	÷	Total RO's	=		Percent Menu Sales
Competitive FRH's	57.10 ÷	Total FRH's	=	32.10%	Percent Competitive
Maintenance FRH's	22.40 ÷	Total FRH's	=	12.59%	Percent Maintenance
Repair FRH's	98.40 ÷	Total FRH's	=	55.31%	Percent Repair
One item RO's	47 ÷	Total RO's	=	47.00%	Percent One Item RO

Model Year Analysis

2019	2018	2017	2016	2015	2014	Older	Totals
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0	0	3	4	9	11	73	1
0.00%	0.00%	3.00%	4.00%	9.00%	11.00%	73.00%	

