



Repair Order Analysis *and Summary*

6/22/2019

Dealership

Student

Class and ID Number

Tech #	Tech Pay Per FRH
Man #	rate
2735	\$34.03
9524	\$34.03
2163	\$33.44
101912	\$19.31
236	\$27.79
142	\$27.65
258	\$33.44
1931	\$29.07
442	\$27.30
17428	\$26.55
942	\$19.89
84021	\$32.71
84307	\$29.58
110062	\$26.78
95238	\$26.52
95935	\$26.72
96519	\$21.25
100551	\$19.31
96022	\$19.31
108751	\$18.75
107854	\$12.36
107858	\$12.36
99767	\$12.73
99807	\$12.73
108762	\$12.00

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		Totals	Totals	3,858.52	16.70			
Number of RO's in Sample				Competative Labor				
				Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	

406.86	42.23	0.30			5.79	2,246.38	13.30			
	Maintenance Labor					Repair Labor				
Labor Cost	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	

	0.00	
	0.00	
	0.00	
	0.00	
	0.00	
	0.00	
380.89	793.54	9
	Total Cost of Labor	One Item Repair Order
Labor Cost		

0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ROs 1-50 Totals				3,858.52	16.70	42.23	0.30	2,246.38	13.30	793.54
Date of Study:				C Labor		M Labor		R Labor		Total Cost of Labor
Study Compiled by				Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	

0
9
One Item Repair Order

Repair Order Analysis Summary R

	Sales in Dollars	FRH's on RO's	Averages
Competitive	\$ 3,859	÷ 16.70	= 231.05
Maintenance	\$ 42	÷ 0.30	= 140.77
Repair	\$ 2,246	÷ 13.30	= 168.90
Totals	\$ 6,147	÷ 30.30	= 202.88
Target Labor Rate			122.36
Total Ro's in Sample	25	Difference	80.52

Cost of Labor

Total Cost of Labor	793.54	÷ Total Sales	= 12.91%
Total Cost of Labor	793.54	÷ Total FRHs	= 26.19

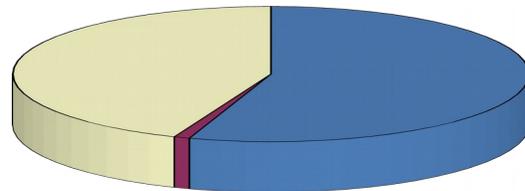
Repair Order Measurements

Total Labor Sales	6,147.13	÷ Total ROs	= 245.89
Total FRHs	30.30	÷ Total ROs	= 1.21
Menu Sales		÷ Total ROs	=
Competitive FRHs	16.70	÷ Total FRHs	= 55.12%
Maintenance FRHs	0.30	÷ Total FRHs	= 0.99%
Repair FRH	13.30	÷ Total FRHs	= 43.89%
One item ROs	9	÷ Total ROs	= 36.00%

Model Year Analysis

2020	2019	2018	2017	2016
0	0	0	2	2
0.00%	0.00%	0.00%	8.00%	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

2015	Older	Total
2	19	25
8.00%	76.00%	

Repair

