



Repair Order Analysis *and Summary*

12/1/2020

Franklin Chevrolet
Dealership

Lawrence Nimmerrichter Jr
Student

N368
Class and ID Number

Tech #	Tech Pay Per FRH
1	45.00
2	25.00
8	12.00
12	13.00
14	39.00

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		Totals Totals		607.85	8.70			233.30	647.10	
Number of RO's in Sample				Competative Labor						
				Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales	

	Sales	Hours	Sales	Hours	Sales	Hours	Labor	Order
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Repair Order Analysis Summary Report

		Sales in Dollars	FRH's on RO's	Averages
Competitive		\$ 608	÷ 8.70	= 69.87
Maintenance		\$ 647	÷ 10.60	= 61.05
Repair		\$ 4,791	÷ 40.40	= 118.60
Totals		\$ 6,046	÷ 59.70	= 101.28
		Target Labor Rate		115.58
Total Ro's in Sample	25	Difference		-14.30

Cost of Labor

Total Cost of Labor	1881.90	÷	Total Sales	=	31.13%
Total Cost of Labor	1881.90	÷	Total FRHs	=	31.52

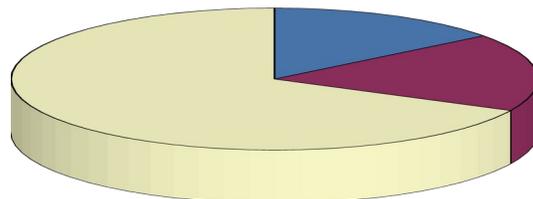
Repair Order Measurements

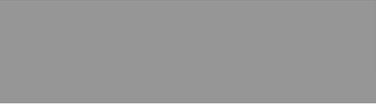
Total Labor Sales	6,046.25	÷	Total ROs	=	241.85
Total FRHs	59.70	÷	Total ROs	=	2.39
Menu Sales		÷	Total ROs	=	
Competitive FRHs	8.70	÷	Total FRHs	=	14.57%
Maintenance FRHs	10.60	÷	Total FRHs	=	17.76%
Repair FRH	40.40	÷	Total FRHs	=	67.67%
One item ROs	15	÷	Total ROs	=	60.00%

Model Year Analysis

2021	2020	2019	2018	2017
0	0	1	2	1
0.00%	0.00%	4.00%	8.00%	4.00%

Labor Mix





■ Percent Competitive ■ Percent Maintenance ■ Percent Rej



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

2016	Older	Total
5	16	25
20.00%	64.00%	

pair