

**Repair Order Analysis Summary Report
CERRITOS DODGE 10/2020**

		Sales in Dollars		FRH's on RO's		Averages	Analysis			
Competitive		\$ 1,402	÷	21.10	=	66.45	FRH Average			
Maintenance		\$ 2,806	÷	22.60	=	124.18	FRH Average			
Repair		\$ 14,622	÷	75.30	=	194.18	FRH Average			
Totals		\$ 18,830	÷	119.00	=	158.24	Customer ELR			
						Target Labor Rate	162.01	Per FRH		
Total Ro's in Sample	100							Difference	-3.77	Per FRH

Cost of Labor

Total Cost of Labor	3251.05	÷	Total Sales	=	17.26%	Percent Cost of Sales
Total Cost of Labor	3251.05	÷	Total FRHs	=	27.32	Cost per FRH

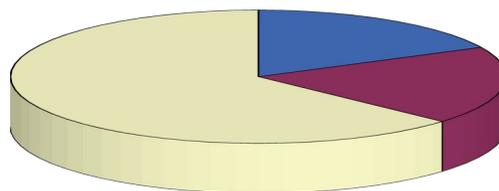
Repair Order Measurements

Total Labor Sales	18,830.44	÷	Total ROs	=	188.30	Avg Labor per RO
Total FRHs	119.00	÷	Total ROs	=	1.19	Avg FRH's per RO
Menu Sales		÷	Total ROs	=		Percent Menu Sales
Competitive FRHs	21.10	÷	Total FRHs	=	17.73%	Percent Competitive
Maintenance FRHs	22.60	÷	Total FRHs	=	18.99%	Percent Maintenance
Repair FRH	75.30	÷	Total FRHs	=	63.28%	Percent Repair
One item ROs	0	÷	Total ROs	=	0.00%	Percent One Item RO

Model Year Analysis

2021	2020	2019	2018	2017	2016	Older	Total
0	3	9	11	9	13	53	98
0.00%	3.06%	9.18%	11.22%	9.18%	13.27%	54.08%	

Labor Mix



■ Percent Competitive
 ■ Percent Maintenance
 ■ Percent Repair