

## Repair Order Analysis Summary Report

	Sales in Dollars	FRH's on RO's	Averages	Analysis
Competitive	\$ 5,401 ÷	46.25 =	116.77	FRH Average
Maintenance	\$ 9,728 ÷	50.30 =	193.40	FRH Average
Repair	\$ 16,109 ÷	57.00 =	282.61	FRH Average
Totals	\$ 31,238 ÷	153.55 =	203.44	Customer ELR
Target Labor Rate			120.89	Per FRH
Total Ro's in Sample	100	Difference	82.55	Per FRH

### Cost of Labor

Total Cost of Labor	3029.58 ÷	Total Sales	=	9.70%	Percent Cost of Sales
Total Cost of Labor	3029.58 ÷	Total FRHs	=	19.73	Cost per FRH

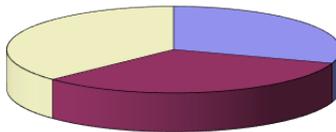
### Repair Order Measurements

Total Labor Sales	31,237.91 ÷	Total ROs	=	312.38	Avg Labor per RO
Total FRHs	153.55 ÷	Total ROs	=	1.54	Avg FRH's per RO
Menu Sales		Total ROs	=		Percent Menu Sales
Competitive FRHs	46.25 ÷	Total FRHs	=	30.12%	Percent Competitive
Maintenance FRHs	50.30 ÷	Total FRHs	=	32.76%	Percent Maintenance
Repair FRH	57.00 ÷	Total FRHs	=	37.12%	Percent Repair
One item ROs	74 ÷	Total ROs	=	74.00%	Percent One Item RO

### Model Year Analysis

2021	2020	2019	2018	2017	2016	Older	Total
0	11	9	15	21	8	36	100
0.00%	11.00%	9.00%	15.00%	21.00%	8.00%	36.00%	

**Labor Mix**



■ Percent Competitive   
 ■ Percent Maintenance   
 ■ Percent Repair