

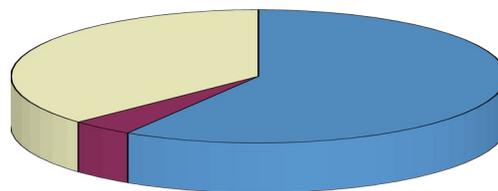
Repair Order Analysis Summary Report							
		Sales in Dollars	FRH's on RO's	Averages	Analysis		
Competitive		\$ 699	÷ 14.30	=	48.85	FRH Average	
Maintenance		\$ 67	÷ 1.00	=	67.00	FRH Average	
Repair		\$ 834	÷ 9.00	=	92.67	FRH Average	
Totals		\$ 1,600	÷ 24.30	=	65.82	Customer ELR	
		Target Labor Rate			107.24	Per FRH	
Total Ro's in Sample	25	Difference			-41.42	Per FRH	
Cost of Labor							
Total Cost of Labor	499.80	÷	Total Sales	=	31.25%	Percent Cost of Sales	
Total Cost of Labor	499.80	÷	Total FRHs	=	20.57	Cost per FRH	
Repair Order Measurements							
Total Labor Sales	1,599.50	÷	Total ROs	=	63.98	Avg Labor per RO	
Total FRHs	24.30	÷	Total ROs	=	0.97	Avg FRH's per RO	
Menu Sales		÷	Total	=		Percent Menu Sales	

			ROs			
Competitive FRHs	14.30	÷	Total FRHs	=	58.85%	Percent Competitive
Maintenance FRHs	1.00	÷	Total FRHs	=	4.12%	Percent Maintenance
Repair FRH	9.00	÷	Total FRHs	=	37.04%	Percent Repair
One item ROs	22	÷	Total ROs	=	88.00%	Percent One Item RO

**Model Year Analysis**

2022	2021	2020	2019	2018	2017	Older	Total
0	0	5	3	2	1	14	25
0.00%	0.00%	20.00%	12.00%	8.00%	4.00%	56.00%	

**Labor Mix**



■ Percent Competitive   ■ Percent Maintenance   ■ Percent Repair