

Repair Order Analysis Summary Report

		Sales in Dollars	FRH's on RO's	Averages	Analysis
Competitive		\$ 4,122 ÷	66.70 =	61.80	FRH Average
Maintenance		\$ 1,933 ÷	23.50 =	82.26	FRH Average
Repair		\$ 9,420 ÷	131.10 =	71.86	FRH Average
Totals		\$ 15,476 ÷	221.30 =	69.93	Customer ELR
		Target Labor Rate		112.00	Per FRH
Total Ro's in Sample	100	Difference		-42.07	Per FRH

Cost of Labor

Total Cost of Labor	4321.75 ÷	Total Sales	=	27.93%	Percent Cost of Sales
Total Cost of Labor	4321.75 ÷	Total FRH's	=	19.53	Cost per FRH

Repair Order Measurements

Total Labor Sales	15,475.76 ÷	Total RO's	=	154.76	Avg Labor per RO
Total FRH's	221.30 ÷	Total RO's	=	2.21	Avg FRH's per RO
Menu Sales	4122 ÷	Total RO's	=	41.22	Percent Menu Sales
Competitive FRH's	66.70 ÷	Total FRH's	=	30.14%	Percent Competitive
Maintenance FRH's	23.50 ÷	Total FRH's	=	10.62%	Percent Maintenance
Repair FRH'	131.10 ÷	Total FRH's	=	59.24%	Percent Repair
One item RO's	32 ÷	Total RO's	=	32.00%	Percent One Item RO

Model Year Analysis

2018	2017	2016	2015	2014	2013	Older	Total
0	5	18	20	16	12	29	100
0.00%	5.00%	18.00%	20.00%	16.00%	12.00%	29.00%	

Labor Mix

