



Repair Order Analysis *and Summary*

2/14/22

Bob Allen Ford

Dealership

Jake Hewlett

Student

NADA 391

Class and ID Number

Tech #	Tech Pay Per FRH
835	\$18.50
1048	\$40.00
1081	\$30.50
1108	\$30.50
1219	\$40.00
1529	\$40.00
1540	\$29.56
2404	\$29.56
2408	\$29.56
1688	\$21.81
1964	\$29.56
1334	\$29.56
1607	\$40.00
1267	\$17.34
1321	\$20.80
1441	\$30.00
1527	\$17.34
1572	\$29.56
1574	\$40.70
1557	\$17.34
1598	\$17.34
1628	\$17.34
1648	\$17.34

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		Totals	Totals	421.05	14.70				254.90
Number of RO's in Sample				Competative Labor					
				Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	

**One Item
Repair
Order**

1

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	Sales	Hours	Sales	Hours	Sales	Hours	Labor
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Order

Repair Order Analysis Summary Report

	Sales in Dollars		FRH's on RO's		Averages
Competitive	\$ 421	÷	14.70	=	28.64
Maintenance	\$ 664	÷	10.00	=	66.36
Repair	\$ 591	÷	5.50	=	107.43
Totals	\$ 1,675	÷	30.20	=	55.48
				Target Labor Rate	124.70
Total Ro's in Sample	23			Difference	-69.22

Cost of Labor

Total Cost of Labor	642.29	÷	Total Sales	=	38.33%
Total Cost of Labor	642.29	÷	Total FRHs	=	21.27

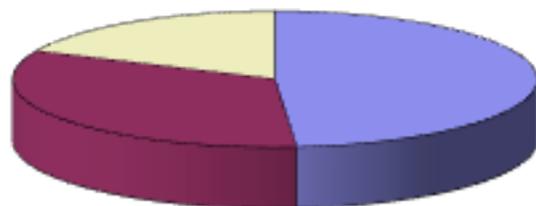
Repair Order Measurements

Total Labor Sales	1,675.48	÷	Total ROs	=	72.85
Total FRHs	30.20	÷	Total ROs	=	1.31
Menu Sales		÷	Total ROs	=	
Competitive FRHs	14.70	÷	Total FRHs	=	48.68%
Maintenance FRHs	10.00	÷	Total FRHs	=	33.11%
Repair FRH	5.50	÷	Total FRHs	=	18.21%
One item ROs	15	÷	Total ROs	=	65.22%

Model Year Analysis

2023	2022	2021	2020	2019
0	0	2	1	0
0.00%	0.00%	8.70%	4.35%	0.00%

Labor Mix



■ Percent Competitive

■ Percent Maintenance

□ Percent Rep

port

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

2018	Older	Total
2	18	23
8.70%	78.26%	

air

