

Repair Order Analysis Summary Report

		Sales in Dollars	FRH's on RO's	Averages	Analysis
Competitive		\$ 818	÷ 8.90	= 91.86	FRH Average
Maintenance		\$ 11,918	÷ 82.70	= 144.11	FRH Average
Repair		\$ 12,159	÷ 83.80	= 145.10	FRH Average
Totals		\$ 24,895	÷ 175.40	= 141.93	Customer ELR

		Target Labor Rate		126.18	Per FRH
Total Ro's in Sample	100	Difference		15.75	Per FRH

Cost of Labor

Total Cost of Labor	3723.35	÷	Total Sales	=	14.96%	Percent Cost of Sales
Total Cost of Labor	3723.35	÷	Total FRH's	=	21.23	Cost per FRH

Repair Order Measurements

Total Labor Sales	24,894.59	÷	Total RO's	=	248.95	Avg Labor per RO
Total FRH's	175.40	÷	Total RO's	=	1.75	Avg FRH's per RO
Menu Sales		÷	Total RO's	=		Percent Menu Sales
Competitive FRH's	8.90	÷	Total FRH's	=	5.07%	Percent Competitive
Maintenance FRH's	82.70	÷	Total FRH's	=	47.15%	Percent Maintenance
Repair FRH'	83.80	÷	Total FRH's	=	47.78%	Percent Repair
One item RO's	68	÷	Total RO's	=	68.00%	Percent One Item RO

Model Year Analysis

2019	2018	2017	2016	2015	2014	Older	Total
0	0	5	5	11	6	73	100
0.00%	0.00%	5.00%	5.00%	11.00%	6.00%	73.00%	

