



Repair Order Analysis *and Summary*

7/6/2022

Nissan of Sumter

Dealership

Terry Breedlove

Student

N395-03

Class and ID Number

Repair Order Analysis Input Sheet

	RO Number	Year	Model	Mileage	Competitive Labor					Labor Sales
					Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	
1	32923	2020	ROGUE	61,360	46.50	0.50	A67	14.00	7.00	
2	33136	2013	ALTIMA	134,249						
3	33162	2019	SENTRA	51,743	21.50	0.30	A67	14.00	4.20	
4	33167	2010	MAXIMA	216,098	41.50	0.50	A67	14.00	7.00	
5	33169	2011	MALIBU	178,634						
6	33171	2016	SENTRA	37,049	21.50	0.20	A37	14.25	2.85	
7	33172	2016	MAXIMA	43,378	71.70	0.30	A67	14.00	4.20	
8	33176	1999	FRONTIER	169,668	21.50	0.20	A43	15.00	3.00	
9	33180	2021	ROGUE	20,504	25.00	0.30	A34	14.00	4.20	
10	33184	2022	P/F	10,542	24.95	0.10	A43	15.00	1.50	
11	33187	2015	ROGUE	60,014	46.45	0.90	A34	14.00	12.60	
12	33188	2015	Q50	62,121						
13	33189	2018	ROGUE	53,064	21.50	0.20	A67	14.00	2.80	
14	33192	2017	MAXIMA	59,285	46.45	0.30	A67	14.00	4.20	
15	33194	2018	VERSA	76,488	46.45	0.40	A43	15.00	6.00	
16	33195	2019	ROGUE	51,136	21.50	0.20	A34	14.00	2.80	
17	33196	2020	SENTRA	30,711	46.45	0.40	A67	14.00	5.60	
18	33200	2021	SENTRA	11,942	21.50	0.10	A67	14.00	1.40	
19	33201	2020	ALTIMA	38,208	46.45	0.30	A67	14.00	4.20	
20	33203	2018	MKX	26,276	21.50	0.10	A34	14.00	1.40	
21	33206	2017	VERSA	77,528	21.50	0.10	A67	14.00	1.40	
22	33207	2015	ROGUE	51,331	21.50	0.10	A34	14.00	1.40	
23	33208	2017	ALTIMA	155,865	21.50	0.10	A67	14.00	1.40	
24	33212	2008	VERSA	214,916						
25	33213	2016	ACCORD	50,924	21.50	0.10	A43	15.00	1.50	
26	33205	2020	ALTIMA	52,220	33.74	0.30	A67	14.00	4.20	
27	33210	2020	ROGUE	29,873	21.50	0.10	A67	14.00	1.40	
28	33211	2021	KICKS	49,810						115.97
29	33216	2017	ALTIMA	96,556	21.50	0.10	A34	14.00	1.40	
30	33217	2019	ALTIMA	38,579	21.50	0.20	A37	14.25	2.85	99.95
31	33222	2017	MURANO	64,368	41.50	0.40	A43	15.00	6.00	
32	33223	2017	MURANO	87,992	46.45	0.60	A67	14.00	8.40	134.95
33	33230	2019	ALTIMA	16,069						
34	33231	2017	VERSA	77,616	67.45	0.50	A67	14.00	7.00	134.95
35	33233	2017	ROGUE	90,786	21.50	0.30	A43	15.00	4.50	
36	33235	2013	FRONTIER	88,410	27.65	0.30	A67	14.00	4.20	
37	33236	2017	P/F	118,621	21.50	0.30	A43	15.00	4.50	
38	33237	2014	Q50	115,682						26.99
39	33238	2012	ALTIMA	115,750	46.45	0.20	A43	15.00	3.00	
40	33239	2020	SENTRA	42,819	21.50	0.30	A37	14.25	4.28	
41	33240	2016	ROGUE	66,339						
42	31802	2021	ARMADA	31,802	46.45	0.20	A43	15.00	3.00	
43	33246	2019	ROGUE	29,118	21.50	0.10	A67	14.00	1.40	
44	33247	2021	ARMADA	12,191	46.45	0.20	A67	14.00	2.80	
45	33249	2021	SENTRA	26,182	21.50	0.10	A43	15.00	1.50	
46	33252	2019	ROGUE	36,820	46.45	0.20	A67	14.00	2.80	
47	33254	2017	P/F	171,248	21.50	0.10	A67	14.00	1.40	
48	33255	2007	350z	83,270						134.95
49	33257	2017	QX60	47,406	21.50	0.10	A67	14.00	1.40	
50	33258	2018	SENTRA	46,191	229.45	2.00	A13	24.00	48.00	
51	33260	2015	SENTRA	95,703						67.48
52	33261	2008	P/F	121,083	76.45	0.20	A67	14.00	2.80	
53	33264	2019	ARMADA	83,485	21.50	0.10	A43	15.00	1.50	
54	33266	2015	P/F	194,084	21.50	0.10	A67	14.00	1.40	
55	33267	38738	TITAN	38,738	46.45	0.20	A43	15.00	3.00	
56	33269	2005	TITAN	152,488						

57	33270	2018	ROGUE	30,270	46.45	0.60	A37	14.25	8.55	
58	33276	2020	ROGUE	9,536	46.45	0.20	A67	14.00	2.80	
59	33278	2013	M37	159,905	21.50	0.10	A43	15.00	1.50	
60	33279	2017	ROGUE	77,581	21.50	0.10	A67	14.00	1.40	
61	33280	2018	MURANO	43,746	46.45	0.10	A43	15.00	1.50	
62	33281	2010	FRONTIER	93,473	46.45	0.20	A43	15.00	3.00	
63	33282	2020	SENTRA	27,754	46.45	0.20	A43	15.00	3.00	
64	33283	2022	ROGUE	6,145	21.50	0.10	A67	14.00	1.40	
65	33284	2016	SENTRA	166,347	60.40	0.30	A67	14.00	4.20	
66	33285	2011	MAXIMA	175,683	33.74	0.25	A37	14.25	3.56	
67	33286	2020	ROGUE	62,137	21.50	0.10	A67	14.00	1.40	
68	33287	2006	QX56	252,433						285.80
69	33288	2020	ALTIMA	60,779	21.50	0.10	A43	15.00	1.50	
70	33289	2017	ALTIMA	153,258	21.50	0.10	A67	14.00	1.40	
71	33290	2017	P/F	56,070	21.50	0.10	A43	15.00	1.50	
72	33293	2017	QX60	47,444	55.00	0.10	A67	14.00	1.40	
73	33294	2009	ALTIMA	101,515	46.45	0.20	A37	14.25	2.85	
74	33295	2021	ROGUE	9,825	41.50	0.20	A43	15.00	3.00	
75	33297	2009	1500	169,886	50.00	0.10	A34	14.00	1.40	
76	33298	2015	P/F	88,502	21.50	0.10	A67	14.00	1.40	
77	33302	2017	P/F	49,865	21.50	0.10	A67	14.00	1.40	
78	33304	2020	FRONTIER	7,545	21.50	0.10	A43	15.00	1.50	
79	33305	2011	VERSA	115,732						337.67
80	33307	2015	P/F	90,504	91.45	0.20	A37	14.25	2.85	
81	33308	2021	KICKS	4,415						
82	33309	2014	MAXIMA	128,337	21.50	0.10	A43	15.00	1.50	
83	33310	2017	VERSA	108,213						
84	33311	2019	ROGUE	63,940	46.45	0.20	A67	14.00	2.80	
85	33312	2020	ARMADA	30,718	24.95	0.10	A43	15.00	1.50	
86	33314	2016	ELANTRA	86,971	21.50	0.10	A37	14.25	1.43	
87	33317	2015	MAXIMA	92,371	21.50	0.10	A67	14.00	1.40	
88	33319	2017	RAM	73,315	21.50	0.10	A34	14.00	1.40	
89	33320	2012	VERSA	113,458	46.45	0.50	A67	14.00	7.00	
90	33321	2016	MAXIMA	65,825	46.45	0.50	A43	15.00	7.50	
91	33325	2020	TITAN	23,184	21.50	0.10	A43	15.00	1.50	
92	33326	2013	MAXIMA	136,757	21.50	0.20	A37	14.25	2.85	
93	33327	2021	KICKS	11,402	21.50	0.20	A67	14.00	2.80	
94	33328	2021	ALTIMA	4,686	46.45	0.50	A43	15.00	7.50	
95	33329	2004	MAXIMA	161,757	21.50	0.20	A67	14.00	2.80	
96	33330	2021	ROGUE	27,452	46.45	0.50	A43	15.00	7.50	
97	33331	2018	COROLLA	151,052	21.50	0.20	A67	14.00	2.80	
98	33332	2016	VERSA	86,975	21.50	0.20	A67	14.00	2.80	
99	33334	2013	P/F	38,388	46.45	0.50	A43	15.00	7.50	
100	33335	2016	ALTIMA	111,468	21.50	0.20	A67	14.00	2.80	

Totals	Totals	3,057.28	21.05			321.26	1,338.71
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Number of RO's in Sample	Competative Labor					
	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales

Maintenance Labor				Repair Labor					Total Cost of Labor	One Item Repair Order
Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost		
									7.00	
				566.79	4.20	A13	24.00	100.80	100.80	
									4.20	
									7.00	
				94.47	0.70	A13	24.00	16.80	16.80	
									2.85	
									4.20	1
									3.00	
									4.20	
									1.50	1
									12.60	1
				134.95	1.00	A48	18.00	18.00	18.00	
									2.80	
									4.20	1
									6.00	
									2.80	
									5.60	1
									1.40	1
									4.20	1
									1.40	1
									1.40	1
									1.40	1
									1.40	1
				134.95	1.00	A48	18.00	18.00	18.00	
									1.50	1
									4.20	
									1.40	1
0.80	A67	14.00	11.20						11.20	
									1.40	1
1.00	A37	14.25	14.25						17.10	
									6.00	
1.50	A34	14.00	21.00						29.40	
				134.95	1.00	A37	14.25	14.25	14.25	
1.50	A85	29.00	43.50	134.95	1.00	A85	29.00	29.00	79.50	
									4.50	
									4.20	
									4.50	
0.20	A34	14.00	2.80						2.80	
									3.00	1
									4.28	1
				67.50	0.50	A85	29.00	14.50	14.50	
									3.00	
									1.40	1
									2.80	
									1.50	1
									2.80	
1.50	A13	24.00	36.00						36.00	
									1.40	1
									48.00	
0.50	A37	14.25	7.13						7.13	
									2.80	
									1.50	1
									1.40	1
									3.00	1
				364.40	2.70	A13	24.00	64.80	64.80	

									8.55	1
									2.80	1
									1.50	1
									1.40	1
									1.50	1
									3.00	1
									3.00	1
									1.40	1
									4.20	
									3.56	
									1.40	1
1.40	A48	18.00	25.20						25.20	
									1.50	1
									1.40	1
									1.50	1
									1.40	1
									2.85	1
									3.00	1
									1.40	1
									1.40	1
									1.40	1
									1.40	1
									1.50	1
2.20	A34	14.00	30.80						30.80	
									2.85	
				202.43	1.50	A13	24.00	36.00	36.00	
									1.50	1
				13.95	0.10	A37	14.25	1.43	1.43	1
									2.80	1
									1.50	1
									1.43	1
									1.40	1
									1.40	1
									7.00	1
									7.50	1
									1.50	1
									2.85	1
									2.80	1
									7.50	
									2.80	1
									7.50	
									2.80	1
									2.80	1
									7.50	
									2.80	1
10.60			191.88	1,849.34	13.70			313.58	826.71	58
Maintenance Labor				Repair Labor					Total	One Item
Flat Rate	Technican	Pay Per	Labor	Labor	Flat Rate	Technican	Pay Per	Labor	Cost of	Repair
Hours	Number	FRH	Cost	Sales	Hours	Number	FRH	Cost	Labor	Order

Repair Order Analysis

Dealership				Competitive Labor		Maintenance Labor		Repair Labor		Total Cost of Labor	One Item Repair Order
				Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours		
RO Number	Year	Model	Mileage	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Total Cost of Labor	One Item Repair Order
32923	2020	ROGUE	61,360	46.50	0.50	0.00	0.00	0.00	0.00	7.00	0
33136	2013	ALTIMA	134,249	0.00	0.00	0.00	0.00	566.79	4.20	100.80	0
33162	2019	SENTRA	51,743	21.50	0.30	0.00	0.00	0.00	0.00	4.20	0
33167	2010	MAXIMA	216,098	41.50	0.50	0.00	0.00	0.00	0.00	7.00	0
33169	2011	MALIBU	178,634	0.00	0.00	0.00	0.00	94.47	0.70	16.80	0
33171	2016	SENTRA	37,049	21.50	0.20	0.00	0.00	0.00	0.00	2.85	0
33172	2016	MAXIMA	43,378	71.70	0.30	0.00	0.00	0.00	0.00	4.20	1
33176	1999	FRONTIE	169,668	21.50	0.20	0.00	0.00	0.00	0.00	3.00	0
33180	2021	ROGUE	20,504	25.00	0.30	0.00	0.00	0.00	0.00	4.20	0
33184	2022	P/F	10,542	24.95	0.10	0.00	0.00	0.00	0.00	1.50	1
33187	2015	ROGUE	60,014	46.45	0.90	0.00	0.00	0.00	0.00	12.60	1
33188	2015	Q50	62,121	0.00	0.00	0.00	0.00	134.95	1.00	18.00	0
33189	2018	ROGUE	53,064	21.50	0.20	0.00	0.00	0.00	0.00	2.80	0
33192	2017	MAXIMA	59,285	46.45	0.30	0.00	0.00	0.00	0.00	4.20	1
33194	2018	VERSA	76,488	46.45	0.40	0.00	0.00	0.00	0.00	6.00	0
33195	2019	ROGUE	51,136	21.50	0.20	0.00	0.00	0.00	0.00	2.80	0
33196	2020	SENTRA	30,711	46.45	0.40	0.00	0.00	0.00	0.00	5.60	1
33200	2021	SENTRA	11,942	21.50	0.10			0.00	0.00	1.40	1
33201	2020	ALTIMA	38,208	46.45	0.30	0.00	0.00	0.00	0.00	4.20	1
33203	2018	MKX	26,276	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33206	2017	VERSA	77,528	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33207	2015	ROGUE	51,331	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33208	2017	ALTIMA	155,865	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33212	2008	VERSA	214,916	0.00	0.00	0.00	0.00	134.95	1.00	18.00	0
33213	2016	ACCORD	50,924	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33205	2020	ALTIMA	52,220	33.74	0.30	0.00	0.00	0.00	0.00	4.20	0
33210	2020	ROGUE	29,873	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33211	2021	KICKS	49,810	0.00	0.00	115.97	0.80	0.00	0.00	11.20	0
33216	2017	ALTIMA	96,556	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33217	2019	ALTIMA	38,579	21.50	0.20	99.95	1.00	0.00	0.00	17.10	0
33222	2017	MURANC	64,368	41.50	0.40	0.00	0.00	0.00	0.00	6.00	0
33223	2017	MURANC	87,992	46.45	0.60	134.95	1.50	0.00	0.00	29.40	0
33230	2019	ALTIMA	16,069	0.00	0.00	0.00	0.00	134.95	1.00	14.25	0
33231	2017	VERSA	77,616	67.45	0.50	134.95	1.50	134.95	1.00	79.50	0
33233	2017	ROGUE	90,786	21.50	0.30	0.00	0.00	0.00	0.00	4.50	0
33235	2013	FRONTIE	88,410	27.65	0.30	0.00	0.00	0.00	0.00	4.20	0
33236	2017	P/F	118,621	21.50	0.30	0.00	0.00	0.00	0.00	4.50	0
33237	2014	Q50	115,682	0.00	0.00	26.99	0.20	0.00	0.00	2.80	0
33238	2012	ALTIMA	115,750	46.45	0.20	0.00	0.00	0.00	0.00	3.00	1
33239	2020	SENTRA	42,819	21.50	0.30	0.00	0.00	0.00	0.00	4.28	1
33240	2016	ROGUE	66,339	0.00	0.00	0.00	0.00	67.50	0.50	14.50	0
31802	2021	ARMADA	31,802	46.45	0.20	0.00	0.00	0.00	0.00	3.00	0
33246	2019	ROGUE	29,118	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33247	2021	ARMADA	12,191	46.45	0.20	0.00	0.00	0.00	0.00	2.80	0
33249	2021	SENTRA	26,182	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33252	2019	ROGUE	2,019	46.45	0.20	0.00	0.00	0.00	0.00	2.80	0
33254	2017	P/F	171248	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33255	2007	350z	83270	0.00	0.00	134.95	1.50	0.00	0.00	36.00	0
33257	2017	QX60	47406	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33258	2018	SENTRA	46191	229.45	2.00	0.00	0.00	0.00	0.00	48.00	0
ROs 1-50 Totals				1,525.44	12.30	647.76	6.50	1,268.56	9.40	534.78	20
Date of Study: Study Compiled by				C Labor		M Labor		R Labor		Total Cost of Labor	One Item Repair Order
				Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours		

Repair Order Analysis

Dealership				Competitive Labor		Maintenance Labor		Repair Labor		Total Cost of Labor	One Item Repair Order
				Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours		
RO Number	Year	Model	Mileage	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Total Cost of Labor	One Item Repair Order
33260	2015	SENTRA	95,703	0.00	0.00	67.48	0.50	0.00	0.00	7.13	0
33261	2008	P/F	121,083	76.45	0.20	0.00	0.00	0.00	0.00	2.80	0
33264	2019	ARMADA	83,485	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33266	2015	P/F	194,084	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33267	38738	TITAN	38,738	46.45	0.20	0.00	0.00	0.00	0.00	3.00	1
33269	2005	TITAN	152,488	0.00	0.00	0.00	0.00	364.40	2.70	64.80	0
33270	2018	ROGUE	30,270	46.45	0.60	0.00	0.00	0.00	0.00	8.55	1
33276	2020	ROGUE	9,536	46.45	0.20	0.00	0.00	0.00	0.00	2.80	1
33278	2013	M37	159,905	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33279	2017	ROGUE	77,581	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33280	2018	MURANO	43,746	46.45	0.10	0.00	0.00	0.00	0.00	1.50	1
33281	2010	FRONTIER	93,473	46.45	0.20	0.00	0.00	0.00	0.00	3.00	1
33282	2020	SENTRA	27,754	46.45	0.20	0.00	0.00	0.00	0.00	3.00	1
33283	2022	ROGUE	6,145	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33284	2016	SENTRA	166,347	60.40	0.30	0.00	0.00	0.00	0.00	4.20	0
33285	2011	MAXIMA	175,683	33.74	0.25	0.00	0.00	0.00	0.00	3.56	0
33286	2020	ROGUE	62,137	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33287	2006	QX56	252,433	0.00	0.00	285.80	1.40	0.00	0.00	25.20	0
33288	2020	ALTIMA	60,779	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33289	2017	ALTIMA	153,258	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33290	2017	P/F	56,070	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33293	2017	QX60	47,444	55.00	0.10	0.00	0.00	0.00	0.00	1.40	1
33294	2009	ALTIMA	101,515	46.45	0.20	0.00	0.00	0.00	0.00	2.85	1
33295	2021	ROGUE	9,825	41.50	0.20	0.00	0.00	0.00	0.00	3.00	1
33297	2009	1500	169,886	50.00	0.10	0.00	0.00	0.00	0.00	1.40	1
33298	2015	P/F	88,502	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33302	2017	P/F	49,865	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33304	2020	FRONTIER	7,545	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33305	2011	VERSA	115,732	0.00	0.00	337.67	2.20	0.00	0.00	30.80	0
33307	2015	P/F	90,504	91.45	0.20	0.00	0.00	0.00	0.00	2.85	0
33308	2021	KICKS	4,415	0.00	0.00	0.00	0.00	202.43	1.50	36.00	0
33309	2014	MAXIMA	128,337	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33310	2017	VERSA	108,213	0.00	0.00	0.00	0.00	13.95	0.10	1.43	1
33311	2019	ROGUE	63,940	46.45	0.20	0.00	0.00	0.00	0.00	2.80	1
33312	2020	ARMADA	30,718	24.95	0.10	0.00	0.00	0.00	0.00	1.50	1
33314	2016	ELANTRA	86,971	21.50	0.10	0.00	0.00	0.00	0.00	1.43	1
33317	2015	MAXIMA	92,371	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33319	2017	RAM	73,315	21.50	0.10	0.00	0.00	0.00	0.00	1.40	1
33320	2012	VERSA	113,458	46.45	0.50	0.00	0.00	0.00	0.00	7.00	1
33321	2016	MAXIMA	65,825	46.45	0.50	0.00	0.00	0.00	0.00	7.50	1
33325	2020	TITAN	23,184	21.50	0.10	0.00	0.00	0.00	0.00	1.50	1
33326	2013	MAXIMA	136,757	21.50	0.20	0.00	0.00	0.00	0.00	2.85	1
33327	2021	KICKS	11,402	21.50	0.20	0.00	0.00	0.00	0.00	2.80	1
33328	2021	ALTIMA	4,686	46.45	0.50	0.00	0.00	0.00	0.00	7.50	0
33329	2004	MAXIMA	161,757	21.50	0.20	0.00	0.00	0.00	0.00	2.80	1
33330	2021	ROGUE	27,452	46.45	0.50	0.00	0.00	0.00	0.00	7.50	0
33331	2018	COROLLA	151,052	21.50	0.20	0.00	0.00	0.00	0.00	2.80	1
33332	2016	VERSA	86,975	21.50	0.20	0.00	0.00	0.00	0.00	2.80	1
33334	2013	P/F	38,388	46.45	0.50	0.00	0.00	0.00	0.00	7.50	0
33335	2016	ALTIMA	111,468	21.50	0.20	0.00	0.00	0.00	0.00	2.80	1
RO's 51-100 Totals				1,531.84	8.75	690.95	4.10	580.78	4.30	291.94	38
Date of Study: Study Compiled by				C Labor		M Labor		R Labor		Total Cost of Labor	One Item Repair Order
				Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours		

Repair Order Analysis Summary Report

	Sales in Dollars	FRH's on RO's	Averages
Competitive	\$ 3,057	÷ 21.05	= 145.24
Maintenance	\$ 1,339	÷ 10.60	= 126.29
Repair	\$ 1,849	÷ 13.70	= 134.99
Totals	\$ 6,245	÷ 45.35	= 137.71
Target Labor Rate			126.00
Total Ro's in Sample	100	Difference	11.71

Cost of Labor

Total Cost of Labor	826.71	÷ Total Sales	= 13.24%
Total Cost of Labor	826.71	÷ Total FRHs	= 18.23

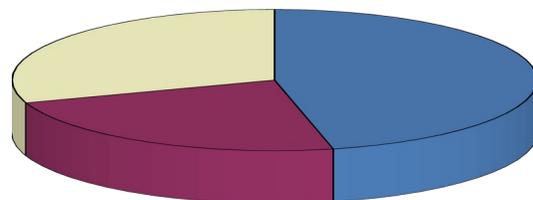
Repair Order Measurements

Total Labor Sales	6,245.33	÷ Total ROs	= 62.45
Total FRHs	45.35	÷ Total ROs	= 0.45
Menu Sales		÷ Total ROs	=
Competitive FRHs	21.05	÷ Total FRHs	= 46.42%
Maintenance FRHs	10.60	÷ Total FRHs	= 23.37%
Repair FRH	13.70	÷ Total FRHs	= 30.21%
One item ROs	58	÷ Total ROs	= 58.00%

Model Year Analysis

2023	2022	2021	2020	2019
0	2	11	13	8
0.00%	2.00%	11.00%	13.00%	8.00%

Labor Mix



■ Percent Competitive
 ■ Percent Maintenance
 ■ Percent Repair



Report

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
7	59	100
7.00%	59.00%	

pair

