



Repair Order Analysis *and Summary*

11/7/2022

Wakefield Automotive
Dealership

Walker Wakefield
Student

N-416
Class #

Tech #	Tech Pay Per FRH
2	25.00
15	30.00
68	22.00
54	15.00
63	26.00
67	19.00

	Sales	Hours	Sales	Hours	Sales	Hours	Labor	Order
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Repair Order Analysis Summary Report

	Sales in Dollars	FRH's on RO's	Averages
Competitive	\$ 511	÷ 10.00	= 51.05
Maintenance	\$ 113	÷ 0.90	= 125.00
Repair	\$ 4,418	÷ 40.30	= 109.62
Totals	\$ 5,041	÷ 51.20	= 98.45
		Target Labor Rate	113.00
Total Ro's in Sample	25	Difference	-14.55

Cost of Labor

Total Cost of Labor	1362.60	÷ Total Sales	= 27.03%
Total Cost of Labor	1362.60	÷ Total FRHs	= 26.61

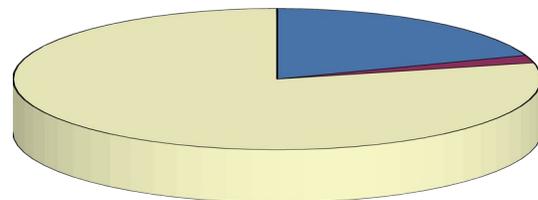
Repair Order Measurements

Total Labor Sales	5,040.79	÷ Total ROs	= 201.63
Total FRHs	51.20	÷ Total ROs	= 2.05
Menu Sales		÷ Total ROs	=
Competitive FRHs	10.00	÷ Total FRHs	= 19.53%
Maintenance FRHs	0.90	÷ Total FRHs	= 1.76%
Repair FRH	40.30	÷ Total FRHs	= 78.71%
One item ROs	19	÷ Total ROs	= 76.00%

Model Year Analysis

2023	2022	2021	2020	2019
0	0	3	1	4
0.00%	0.00%	12.00%	4.00%	16.00%

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
2	15	25
8.00%	60.00%	

pair

