



Repair Order Analysis *and Summary*

3/28/2023

Dealership _____

Student _____

Class # _____

Repair Order Analysis

Dealership				Competitive Labor		Maintenance Labor		Repair Labor		Total Cost of Labor
				Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	Labor Sales	Flat Rate Hours	
RO Number	Year	Model	Mileage							
104378	2020	F150	34,972			27.20	0.40			0.00
104380	2018	ESCAPE	115,711			57.51	1.00			0.00
104381	2018	EDGE	15,297			57.51	1.00			0.00
104382	2013	TRANSIT	144,421			1,017.50	5.50			0.00
104383	2016	FOCUS	2	20.00	0.40	370.00	2.00			0.00
104384	2015	TAURUS	140,032			57.51	1.00			0.00
104385	2019	FIESTA	35,322			27.56	0.40			0.00
104386	2015	TRANSIT	156,917					185.00	1.00	0.00
104387	2021	EDGE	12,558			57.51	1.00			0.00
104389	2022	F350	15,283			80.20	0.80			0.00
104390	2019	ESCAPE	29,917			57.51	1.00			0.00
104392	2019	TRANSIT	45,560			57.51	1.00			0.00
104393	2020	ESCAPE	37,183					111.00	0.60	0.00
104395	2018	EXPLOR	62,821					740.00	4.00	0.00
104400	2012	TAURUS	193,083	20.00	0.50					0.00
104402	2019	MUSTAN	23,209			57.51	1.00			0.00
104404	2021	TRANSIT	14,107					277.50	1.50	0.00
104405	2016	MKC	89,196	19.99	0.50	57.51	1.00			0.00
104407	2014	FOCUS	108,193	19.99	0.50					0.00
104409	2013	FIESTA	69,811					1,757.50	9.50	0.00
104410	2020	FUSION	63,008			57.51	1.00			0.00
104411	2018	FOCUS	71,727			57.51	1.00			0.00
104412	2020	RENEGA	27,316			51.51	1.00			0.00
104413	2019	F150	62,524			57.51	1.00			0.00
104415	2011	f150	191,934					3,540.00	20.00	0.00
104423	2015	F150	22,057			57.51	1.00			0.00
104426	2022	BRONCC	15,328			57.51	1.00			0.00
104427	2018	ECOSPC	51,906			57.51	1.00			0.00
104429	2022	BRONCC	9,786			57.51	1.00			0.00
104430	2020	ESCAPE	28,532			57.51	1.00			0.00
104434	2013	TAURUS	188,161					185.00	1.00	0.00
104435	2022	F150	8,856			57.57	1.00			0.00
104438	2018	F150	54,164					370.00	2.00	0.00
104440	2017	ESCAPE	63,800			57.51	1.00			0.00
104441	2019	EDGE	46,321			57.51	1.00			0.00
104444	2021	ESCAPE	13,944			57.51	1.00			0.00
104445	2013	F150	74,431	157.50	1.60			647.50	3.50	0.00
104446	2016	FOCUS	106,676	60.00	1.60	27.56	0.40			0.00
104452	2013	ESCAPE	85,272	0.00	0.00	57.51	1.00			0.00
104453	2018	F150	104,606			57.51	1.00			0.00
104457	2017	F350	154,376					277.50	1.50	0.00
104459	2021	ECOSPC	8,957			57.51	1.00			0.00
104460	2022	EXPEDIT	4,358			57.51	1.00			0.00
104461	2018	FOCUS	47,743			57.51	1.00			0.00
104463	2022	BRONCC	10,282			57.51	1.00			0.00
104464	2020	EXPEDIT	66,126			57.51	1.00			0.00
104472	2017	F350	190,488	114.95	1.20	110.15	1.00	937.50	5.50	0.00
104473	2016	EXPEDIT	104,494			57.51	1.00			0.00
104474	2020	RANGER	56,244					1,850.00	10.00	0.00
104475	2010	FUSION	90,193	18.00	0.30	57.51	1.00			0.00
ROs 1-50 Totals				430.43	6.60	3,379.53	40.50	10,878.50	60.10	0.00
Date of Study: Study Compiled by				C Labor		M Labor		R Labor		Total Cost of Labor
				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	\$ 448	÷	6.90	=	64.99
Maintenance	\$ 3,437	÷	41.50	=	82.82
Repair	\$ 10,879	÷	60.10	=	181.01
Totals	\$ 14,764	÷	108.50	=	136.07
			Target Labor Rate		
Total Ro's in Sample	50			Difference	136.07

Cost of Labor

Total Cost of Labor	0.00	÷	Total Sales	=	0.00%
Total Cost of Labor	0.00	÷	Total FRHs	=	0.00

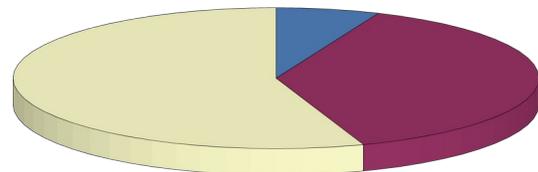
Repair Order Measurements

Total Labor Sales	14,763.97	÷	Total ROS	=	295.28
Total FRHs	108.50	÷	Total ROS	=	2.17
Menu Sales		÷	Total ROS	=	
Competitive FRHs	6.90	÷	Total FRHs	=	6.36%
Maintenance FRHs	41.50	÷	Total FRHs	=	38.25%
Repair FRH	60.10	÷	Total FRHs	=	55.39%
One item ROS	45	÷	Total ROS	=	90.00%

Model Year Analysis

2024	2023	2022	2021	2020
0	0	6	4	7
0.00%	0.00%	11.76%	7.84%	13.73%

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

2019	Older	Total
6	28	51
11.76%	54.90%	

Repair