

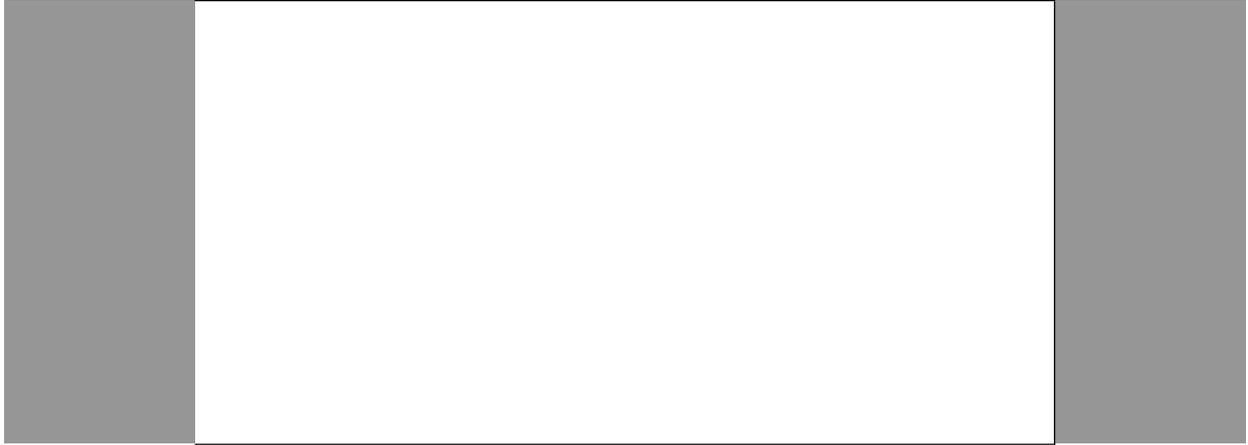
## Repair Order Analysis Summary Report

		Sales in Dollars		FRH's on RO's		Averages	Analysis	
Competitive		\$ 6,645	÷	88.70	=	74.92	FRH Average	
Maintenance		\$ 501	÷	5.50	=	91.14	FRH Average	
Repair		\$ 14,995	÷	82.40	=	181.98	FRH Average	
Totals		\$ 22,142	÷	176.60	=	125.38	Customer ELR	
				Target Labor Rate		175.40	Per FRH	
Total Ro's in Sample		100			Difference	-50.02	Per FRH	
<b>Cost of Labor</b>								
Total Cost of Labor		463.15	÷	Total Sales	=	20.92%	Percent Cost of Sales	
Total Cost of Labor		463.15	÷	Total FRHs	=	26.22	Cost per FRH	
<b>Repair Order Measurements</b>								
Total Labor		22,142	÷	Total	=	221.	Avg Labor	

Sales	41.56		 ROs		42	per RO
Total FRHs	176.60	÷	Tota l ROs	=	1.76	Avg FRH's per RO
Menu Sales		÷	Tota l ROs	=		Percent Menu Sales
Competitiv e FRHs	88.70	÷	Tota l FRH s	=	50.23%	Percent Competitiv e
Maintenan ce FRHs	5.50	÷	Tota l FRH s	=	3.11%	Percent Maintenan ce
Repair FRH	82.40	÷	Tota l FRH s	=	46.66%	Percent Repair
One item ROs	87	÷	Tota l ROs	=	87.00%	Percent One Item RO

### Model Year Analysis

2024	2023	2022	2021	2020	2019	Older	Total
0	0	1	9	12	8	70	100
0.00%	0.00%	1.00%	9.00%	12.00%	8.00%	70.00%	



- (1) Our door rate is \$185 and our repair rate came out to be \$181.98 with a difference of \$3.02.
- (2) We do show some discounting but nothing concerning.
- (3) Our total hrs per RO is 1.76
- (4) The percentage of 1 line RO's was 87%.