

Repair Order Analysis Summary Report

	Sales in Dollars	FRH's on RO's	Averages	Analysis
Competitive	\$ 4,635	÷ 58.30	= 79.50	FRH Average
Maintenance	\$ 3,010	÷ 20.50	= 146.83	FRH Average
Repair	\$ 7,370	÷ 47.10	= 156.47	FRH Average
Totals	\$ 15,015	÷ 125.90	= 119.26	Customer ELR
Target Labor Rate			137.60	Per FRH
Total Ro's in Sample	100	Difference	-18.34	Per FRH

Cost of Labor

Total Cost of Labor	3117.90	÷ Total Sales	= 20.77%	Percent Cost of Sales
Total Cost of Labor	3117.90	÷ Total FRHs	= 24.76	Cost per FRH

Repair Order Measurements

Total Labor Sales	15,014.66	÷ Total ROs	= 150.15	Avg Labor per RO
Total FRHs	125.90	÷ Total ROs	= 1.26	Avg FRH's per RO
Menu Sales		÷ Total ROs	=	Percent Menu Sales
Competitive FRHs	58.30	÷ Total FRHs	= 46.31%	Percent Competitive
Maintenance FRHs	20.50	÷ Total FRHs	= 16.28%	Percent Maintenance
Repair FRH	47.10	÷ Total FRHs	= 37.41%	Percent Repair
One item ROs	16	÷ Total ROs	= 16.00%	Percent One Item RO

Model Year Analysis

2024	2023	2022	2021	2020	2019	Older	Total
0	2	16	18	9	23	32	100
0.00%	2.00%	16.00%	18.00%	9.00%	23.00%	32.00%	

Labor Mix



■ Percent Competitive
 ■ Percent Maintenance
 ■ Percent Repair