



Repair Order Analysis *and Summary*

5/2/23

GREEN SUBARU

Dealership

MICHAEL BOSSMANN

Student

N418

Class #

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Repair Order Analysis Input Sheet

Repair Order Analysis Input Sheet					Competitive Labor				
	RO Number	Year	Model	Mileage	Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost
1	6141211	2021	WRX	31,601	37.71	0.80	CORY	17.50	14.00
2	6141219	2019	OUTBACK	19,991	47.95	0.60	CORY	17.50	10.50
3	6141221	2018	OUTBACK	68,681	23.00	0.30	CORY	17.50	5.25
4	6141226	2021	IMPREZA	17,401	50.55	0.70	JUSTIN	18.00	12.60
5	6141228	2020	FORESTER	16,196	33.95	0.60	CORY	17.50	10.50
6	6141231	2022	OUTBACK	5,664	33.95	0.60	JUSTIN	18.00	10.80
7	6141233	2021	ASCENT	42,834	42.95	0.30	JOHN	17.50	5.25
8	6141238	2019	OUTBACK	53,352	33.00	0.50	JOHN	17.50	8.75
9	6141239	2015	IMPREZA	63,771					
10	6141246	2019	STINGER	58,947	47.95	0.60	JOHN	17.50	10.50
11	6141247	2021	CROSSTREK	51,152					
12	6141251	2014	OUTBACK	164,017					
13	6141254	2020	ASCENT	26,553	47.95	0.90	CARTER	31.00	27.90
14	6141259	2016	OUTBACK	118,094	120.00	1.00	NICK	31.00	31.00
15	6141262	2019	WRX	61,091	23.00	0.60	CARTER	31.00	18.60
16	6141264	2019	OUTBACK	90,803	55.45	0.60	JOHN	17.50	10.50
17	6141309	2023	OUTBACK	1,385	9.00	0.30	CORY	17.50	5.25
18	6141313	2015	FORESTER	174,886					
19	6141310	2017	OUTBACK	42,908	23.00	0.30	DALTON	17.00	5.10
20	6141325	2015	FORESTER	87,398					
21	6141330	2019	ASCENT	62,710	24.95	0.30	JOHN	17.50	5.25
22									
23	6141340	2022	OUTBACK	32,543					
24	6141343	2020	ASCENT	47,300	23.00	0.30	CORY	17.50	5.25
25	6141349	2019	OUTBACK	17,454					
26	6141375	2022	FORESTER	11,619	47.95	0.60	JUSTIN	18.00	10.80
27	6141377	2020	ASCENT	39,395					
28	6141392	2017	OUTBACK	60,180					
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0	0	0	-	0.00	0.00	0			0.00	0.00
0	0	0	-	0.00	0.00	0			0.00	0.00
ROs 1-50 Totals				725.31	9.90				2,003.82	23.35
Date of Study:				C Labor						
Study Compiled by				Labor Sales	Flat Rate Hours	Technician Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours

0			0.00	0.00	0			0.00	0
0			0.00	0.00	0			0.00	0
0	356.50		1,639.98	18.30				1,509.55	16
M Labor			R Labor					Total Cost of Labor	One Item Repair Order
Technician Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours	Technician Number	Pay Per FRH	Labor Cost		

Repair Order Analysis Summary Report

	Sales in Dollars		FRH's on RO's		Averages
Competitive	\$ 725	÷	9.90	=	73.26
Maintenance	\$ 2,004	÷	23.35	=	85.82
Repair	\$ 1,640	÷	18.30	=	89.62
Totals	\$ 4,369	÷	51.55	=	84.75
				Target Labor Rate	103.67
Total Ro's in Sample	25			Difference	-18.92

Cost of Labor

Total Cost of Labor	1509.55	÷	Total Sales	=	34.55%
Total Cost of Labor	1509.55	÷	Total FRHs	=	29.28

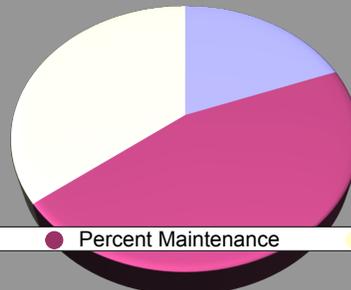
Repair Order Measurements

Total Labor Sales	4,369.11	÷	Total ROs	=	174.76
Total FRHs	51.55	÷	Total ROs	=	2.06
Menu Sales		÷	Total ROs	=	
Competitive FRHs	9.90	÷	Total FRHs	=	19.20%
Maintenance FRHs	23.35	÷	Total FRHs	=	45.30%
Repair FRH	18.30	÷	Total FRHs	=	35.50%
One item ROs	16	÷	Total ROs	=	64.00%

Model Year Analysis

2024	2023	2022	2021	2020
0	1	3	4	4
0.00%	4.00%	12.00%	16.00%	16.00%

Labor Mix



● Percent Competitive
 ● Percent Maintenance
 ● Percent Repair



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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
7	6	25
28.00%	24.00%	

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