



Repair Order Analysis *and Summary*

7/24/2023

Canton Ford

Dealership

Joshua Viera

Student

N421- 06

Class #

Tech #	Tech Pay Per FRH
288	28.00
306	18.00
904	15.00
905	40.00
909	22.00
915	15.00
921	32.00

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	Totals		Totals	74.20	1.50			23.40	0.00	
Number of RO's in Sample				Competative Labor						
				Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales	

Repair Order Analysis Summary Report

	Sales in Dollars	FRH's on RO's	Averages
Competitive	\$ 74	÷ 1.50	= 49.47
Maintenance	\$ -	÷ 0.00	=
Repair	\$ 23,567	÷ 138.10	= 170.65
Totals	\$ 23,641	÷ 139.60	= 169.35
Target Labor Rate			145.00
Total Ro's in Sample	25	Difference	24.35

Cost of Labor

Total Cost of Labor	4755.40	÷ Total Sales	= 20.12%
Total Cost of Labor	4755.40	÷ Total FRHs	= 34.06

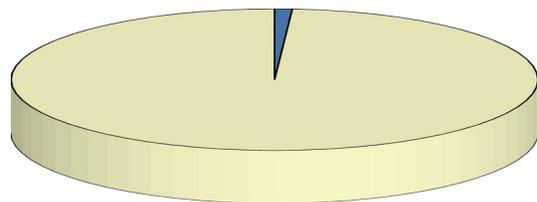
Repair Order Measurements

Total Labor Sales	23,640.83	÷ Total ROs	= 945.63
Total FRHs	139.60	÷ Total ROs	= 5.58
Menu Sales		÷ Total ROs	=
Competitive FRHs	1.50	÷ Total FRHs	= 1.07%
Maintenance FRHs	0.00	÷ Total FRHs	= 0.00%
Repair FRH	138.10	÷ Total FRHs	= 98.93%
One item ROs	25	÷ Total ROs	= 100.00%

Model Year Analysis

2024	2023	2022	2021	2020
0	0	1	1	1
0.00%	0.00%	4.00%	4.00%	4.00%

Labor Mix



■ Percent Competitive
 ■ Percent Maintenance
 ■ Percent Repair

■ Percent Competitive ■ Percent Maintenance ■ Percent Re

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
1	21	25
4.00%	84.00%	

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