

This document was exported from Numbers. Each table was converted to a table object on each Numbers sheet and placed on separate worksheets. Calculations may differ in Excel.

Numbers Sheet Name	Numbers Table Name
Title	Table 1
Tech Pay	Table 1
Input Sheet	Table 1
RO Report 1-50	Table 1
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id to an Excel worksheet. All other
Please be aware that formula

Excel Worksheet Name

[Title](#)

[Tech Pay](#)

[Input Sheet](#)

[RO Report 1-50](#)

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[Summary Report](#)



Repair Order Analysis *and Summary*

7/24/2023

POHANKA NISSAN
Dealership

Student TIM POHANKA

Class # N421-20

Tech #	Tech Pay Per FRH
1026	36.00
2537	30.00
2542	30.00
2625	30.00
2854	24.00
2858	19.00
2936	21.00
1997	28.00
3020	24.00
3062	36.00
53077	18.00
53152	24.00
53156	21.00
53258	19.00
53744	28.00
53757	20.00
53767	18.00
53770	25.00
53794	15.00
53780	23.00
53801	18.00
53748	28.00

Repair Order Analysis Input Sheet

	RO Number	Year	Model	Mileage	Competitive Labor					
					Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost	Labor Sales
1	793877	2015	ROGUE	119,516						39.98
2	793878	2014	SENTRA	106,216						65.24
3	793880	2022	ELANTRA	20,341						24.00
4	793882	2018	SENTRA	128,113						
5	793885	2013	SONATA	150,971						
6	793886	2022	ELANTRA	12,064						24.00
7	793887	2012	VERSA	182,724						
8	793888	2020	VWJET	65,799						
9	793889	2022	TUCSON	16,094						
10	793890	2021	MAXIMA	19,932						24.95
11	793892	2016	ALTIMA	120,939						481.24
12	793893	2021	ROGUE	15,133	64.24	0.60	53770	25.00	15.00	
13	793895	2019	TUCSON	43,212	40.00	0.30	53258	19.00	5.70	
14	793896	2017	SONATA	89,719						130.98
15	793897	2022	ROGUE	48,177						179.00
16	793899	2022	TUCSON	14,964						91.95
17	793901	2022	ROGUE	23,668						230.00
18	793903	2010	TITAN	201,457	40.00	0.30	3062	36.00	10.80	
19	793904	2017	MURANO	31,521	64.24	0.90	2537	30.00	27.00	
20	793905	2020	ROGUE	27,104	64.24	0.70	53770	25.00	17.50	
21	797340	2010	ROGUE	127,690	40.00	0.30	53748	28.00	8.40	
22	798211	2022	KICKS	26,178	139.95	1.00	2537	30.00	30.00	202.50
23	798309	2016	QX60	23,987						
24	797553	2022	SENTRA	20,133						45.00
25	797806	2019	ALTIMA	106,250						
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	Totals	Totals	452.67	4.10		114.40	1,538.84
Number of RO's in Sample				Competative Labor			
			Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH	Labor Cost
							Labor Sales

Date of Study:
Study Compiled by

	C Labor				M Labor			
	Labor Sales	Flat Rate Hours	Technician Number	Pay Per FRH	Labor Cost	Labor Sales	Flat Rate Hours	Technician Number

				R Labor					
Pay Per	Labor	Labor	Flat Rate	Technician	Pay Per	Labor	Total Cost of	One Item	
FRH	Cost	Sales	Hours	Number	FRH	Cost	Labor	Repair	Order

Repair Order Analysis Summary Report

	Sales in Dollars		FRH's on RO's		Averages
Competitive	\$ 453	÷	4.10	=	110.41
Maintenance	\$ 1,539	÷	13.80	=	111.51
Repair	\$ 7,762	÷	42.80	=	181.35
Totals	\$ 9,753	÷	60.70	=	160.68
			Target Labor Rate		152.99
Total Ro's in Sample	25		Difference		7.69

Cost of Labor

Total Cost of Labor	1397.70	÷	Total Sales	=	14.33%
Total Cost of Labor	1397.70	÷	Total FRHs	=	23.03

Repair Order Measurements

Total Labor Sales	9,753.40	÷	Total ROs	=	390.14
Total FRHs	60.70	÷	Total ROs	=	2.43
Menu Sales		÷	Total ROs	=	
Competitive FRHs	4.10	÷	Total FRHs	=	6.75%
Maintenance FRHs	13.80	÷	Total FRHs	=	22.73%
Repair FRH	42.80	÷	Total FRHs	=	70.51%
One item ROs	19	÷	Total ROs	=	76.00%

Model Year Analysis

2024	2023	2022	2021	2020
0	0	8	2	2





