

This document was exported from Numbers. Each table was converted. Objects on each Numbers sheet were 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
RO Report 51-100	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*

7/25/2023

LANDERS MCLARTY DCJ
Dealership

FRANK WILLIAMS
Student

N421-10
Class #

Tech #	Tech Pay Per FRH
11	37.00
44	34.00
407	35.00
465	35.00
106362	27.00
206257	27.00
147154	34.00
137307	28.00
192635	18.00
208537	25.00
202122	38.00
84288	28.00
194304	27.00
209003	28.00
210714	20.00
207417	20.00

Repair Order Analysis Input Sheet

	RO Number	Year	Model	Mileage	Competitive Labor			
					Labor Sales	Flat Rate Hours	Technican Number	Pay Per FRH
1	639238	2012	WRANGLER	95,053				
2	640020	2008	CHRYSLER T&C	121,181				
3	641148	2018	JEEP G.CHEROKEE	66,858	47.90	0.60	84288	28.00
4	641634	2015	G.CHEROKEE	127,605	217.14	1.80	202122	38.00
5	641842	2007	G.CHEROKEE	127,300				
6	641844	2019	CHALLENGER	91,939	54.84	0.20	84288	28.00
7	638523	2018	DURANGO	47,732				
8	641368	2013		1500 137,614				
9	642197	2017		2500 96,231				
10	642793	2019	G.CHEROKEE	165,498	69.99	0.50	209003	28.00
11	642874	2015	WRANGLER	111,127				
12	639150	2015	RENEGADE	64,304				
13	642132	2017	CHARGER	91,938				
14	642267	2020	GLADIATOR	16,607	15.95	0.30	210714	20.00
15	643145C	2016	T&C	105,766	15.95	0.30	192635	18.00
16	643863	2014	PROMASTER	48,201				
17	643918	2017	CARAVAN	33,754				
18	643817	2010		1500 208,944				
19	644201	2018	COMPASS	35,121	283.90	2.50	209003	28.00
20	641192C	2018	DURANGO	87,662				
21	640001C	2019	PROMASTER	54,990				
22	641872C	2021	WRANGLER	19,150	15.95	0.30	210714	20.00
23	641854	2021	CHALLENGER	51,383	15.95	0.30	210714	20.00
24	641812	2021		1500 20,157	62.75	0.60	207417	20.00
25	641633	2019	WRANGLER	26,048	15.95	0.30	210714	20.00
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Totals	Totals	816.27	7.70	
Number of RO's in Sample			Competative Labor	
		Labor Sales	Flat Rate Hours	Technican Number
			Pay Per FRH	

**One Item
Repair
Order**

1
1
1
1

1
1

1

1
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1
1
1

12

**One Item
Repair
Order**

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	\$ 816	÷	7.70	=	106.01
Maintenance	\$ 2,394	÷	12.00	=	199.48
Repair	\$ 26,174	÷	125.90	=	207.89
Totals	\$ 29,384	÷	145.60	=	201.81
			Target Labor Rate		211.00
Total Ro's in Sample	25		Difference		-9.19

Cost of Labor

Total Cost of Labor	4467.20	÷	Total Sales	=	15.20%
Total Cost of Labor	4467.20	÷	Total FRHs	=	30.68

Repair Order Measurements

Total Labor Sales	29,383.87	÷	Total ROs	=	1175.35
Total FRHs	145.60	÷	Total ROs	=	5.82
Menu Sales		÷	Total ROs	=	
Competitive FRHs	7.70	÷	Total FRHs	=	5.29%
Maintenance FRHs	12.00	÷	Total FRHs	=	8.24%
Repair FRH	125.90	÷	Total FRHs	=	86.47%
One item ROs	12	÷	Total ROs	=	48.00%

Model Year Analysis

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





