



Repair Order Analysis *and Summary*

9/18/2023

STEVES CHEVROLET OF OAKDALE, INC.
Dealership

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Student

N426
Class #

Repair Order Analysis Summary Report

		Sales in Dollars	FRH's on RO's	Averages
Competitive		\$ 1,334	÷ 17.70	= 75.40
Maintenance		\$ 592	÷ 3.20	= 185.02
Repair		\$ 805	÷ 4.60	= 175.00
Totals		\$ 2,732	÷ 25.50	= 107.12
		Target Labor Rate		149.30
Total ROs	25	Difference		-42.18

Cost of Labor

Total Cost of Labor	648.60	÷	Total Sales	=	23.74%
Total Cost of Labor	648.60	÷	Total FRHs	=	25.44

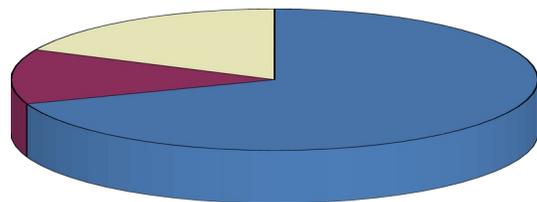
Repair Order Measurements

Total Labor Sales	2,731.57	÷	Total ROs	=	109.26
Total FRHs	25.50	÷	Total ROs	=	1.02
Menu Sales		÷	Total ROs	=	
Competitive FRHs	17.70	÷	Total FRHs	=	69.41%
Maintenance FRHs	3.20	÷	Total FRHs	=	12.55%
Repair FRH	4.60	÷	Total FRHs	=	18.04%
One item ROs	15	÷	Total ROs	=	60.00%

Model Year Analysis

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

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
3	11	25
12.00%	44.00%	

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