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**Franchise Dealer Labor Rate Survey**

Dealer	Labor Rate		Flat Rate Time Standard
	Single	Variable	
Your Dealership Valley Ford Carly Service Manager		C <u>59<sup>25</sup></u> W <u>159<sup>25</sup></u> M <u>185</u> R <u>185</u> EV <u>185</u> I <u>125</u>	X Factory Chilton Computer Motors Mitchell X Other All parts
Lee Peterson GMC Cadillac Path - Service Manager		C <u>89<sup>99</sup></u> W <u>121<sup>69</sup></u> M <u>175</u> R <u>175</u>	X Factory Chilton Computer Motors Mitchell X Other All parts / per demand
Bud Clark Toyota Manager Scott Anglin		C <u>104<sup>95</sup></u> W <u>153<sup>89</sup></u> M <u>165<sup>00</sup></u> R <u>165<sup>00</sup></u>	X Factory Chilton Computer Motors Mitchell X Other All parts
Tom Leichel Ford Juan Service Manager		C <u>79<sup>99</sup></u> W <u>168<sup>68</sup></u> M <u>185<sup>00</sup></u> R <u>185<sup>00</sup></u> / 205 Diesel	X Factory Chilton Computer Motors Mitchell X Other All parts
Yukiwa Chrysler Dodge Ram Greg Tokeman Service Manager		C <u>109<sup>99</sup></u> W <u>123<sup>50</sup></u> M <u>180<sup>00</sup></u> R <u>180<sup>00</sup></u>	X Factory Chilton Computer Motors Mitchell X Other All parts

**Variable Rate Code(s):**  
 C=Lowest, Most Competitive (ie., L.O.F., etc.)      W=Warranty      EV = Repair Rate  
 M=Maintenance Rate (Normal Factory Maintenance)      R =Highest, Repair Rate      I = Internal



*Jim considering buying a vehicle*

*2018 Ford Edge 4cy 2.0L*

*Include parts and labor*

*AWD*

*Takes 5.7 qts oil*

*70k miles*

**Non-Dealer (Independent) Competitive & Maintenance Pricing Survey**

*New directional Re-Surfacing*

Competitor Information	Lube, Oil & Filter	Cabin Filter	Balance Tires	Align Front End	Service A/C	Replace Front Disc Pads
Store: <i>Oil City Lube</i> Date: <i>2/27/24</i> Time: <i>5:40</i> Consultant: <i>Danny</i>	<i>57.99</i>	<i>71.99</i>	<i>39.99</i>	<i>No</i>	<i>Recharge 239.99</i>	<i>289.99</i>
Store: <i>Wal-Mart</i> Date: <i>2/28/24</i> Time: <i>3:40</i> Consultant: <i>Tim</i>	<i>44.88</i>	<i>19.99</i>	<i>14.00</i>	<i>No</i>	<i>No</i>	<i>No</i>
Store: <i>Firestone</i> Date: <i>2/28/24</i> Time: <i>5:00</i> Consultant: <i>Austin</i>	<i>83.40</i>	<i>68.99</i>	<i>58.96</i>	<i>109.99</i>	<i>190.99</i>	<i>262.99</i>
Store: <i>Indy</i> Date: <i>02/28/24</i> Time: <i>5:30</i> Consultant: <i>Lueta</i>	<i>55.88</i>	<i>54.99</i>	<i>No</i>	<i>No</i>	<i>159.99</i>	<i>No</i>
Store: <i>Commercial Tire</i> Date: <i>02/29/24</i> Time: <i>2:15</i> Consultant: <i>Chadler</i>	<i>89.99</i>	<i>34.99</i>	<i>75.00</i>	<i>119.99</i>	<i>Recharge 157.99</i>	<i>247.99</i>
Store: Date: Time: Consultant:						
Store: Date: Time: Consultant:						
Competitor Averages	<i>68.32</i>	<i>52.18</i>	<i>57.49</i>	<i>114.99</i>	<i>187.24</i>	<i>286.99</i>
<b>My Dealership</b>	<i>59.99</i>	<i>73.90</i>	<i>59.95</i>	<i>109.95</i>	<i>285.00</i>	<i>481.58</i>

*Time/Rate/Person you spoke to*

*Jim considering buying this vehicle and would like to determine my future maintenances are going to be*