

Bring to class

Franchise Dealer Labor Rate Survey

| Dealer                | Labor Rate |   | Flat Rate Time Standard  |
|-----------------------|------------|---|--|
|                       | Single     | Variable  |  |
| Your Dealership       |            | C <u>79.95</u><br>W <u>162.23</u><br>M <u>179.99</u><br>R <u>199.0</u><br>EV <u>199.0</u><br>I <u>189.0</u> | <input type="checkbox"/> Factory<br><input type="checkbox"/> Chilton<br><input type="checkbox"/> Computer<br><input checked="" type="checkbox"/> Motors<br><input type="checkbox"/> Mitchell<br><input type="checkbox"/> Other |
| OTWEL STORES - Maclin |            | C <u>160+</u><br>W <u>same rate</u><br>M <u>180</u><br>R <u>180</u>   | <input type="checkbox"/> Factory<br><input type="checkbox"/> Chilton<br><input type="checkbox"/> Computer<br><input type="checkbox"/> Motors<br><input type="checkbox"/> Mitchell<br><input checked="" type="checkbox"/> Other |
| Metro                 |            | C <u>92</u><br>W <u>156</u><br>M <u>170</u><br>R <u>185</u>   | <input type="checkbox"/> Factory<br><input type="checkbox"/> Chilton<br><input type="checkbox"/> Computer<br><input type="checkbox"/> Motors<br><input type="checkbox"/> Mitchell<br><input checked="" type="checkbox"/> Other |
| Universal             |            | C <u>99+tax</u><br>W <u>same rate</u><br>M <u>165</u><br>R <u>190</u><br><u>heavy duty 205</u>              | <input type="checkbox"/> Factory<br><input type="checkbox"/> Chilton<br><input type="checkbox"/> Computer<br><input type="checkbox"/> Motors<br><input type="checkbox"/> Mitchell<br><input checked="" type="checkbox"/> Other |
| Marlborough           |            | C <u>110-150+</u><br>W <u>same rate</u><br>M <u>179.99</u><br>R <u>210+</u>                                 | <input type="checkbox"/> Factory<br><input type="checkbox"/> Chilton<br><input type="checkbox"/> Computer<br><input type="checkbox"/> Motors<br><input type="checkbox"/> Mitchell<br><input checked="" type="checkbox"/> Other |

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