



ACADEMY

Dealer Labor Rate Survey

Complete this survey if you have a dealer (OEM) store.

Dealer	Labor Rate		Flat Rate Time Standard
	Single	Variable	
Pine Belt Chevrolet		C <u>120</u> W <u>93.01</u> M <u>65.00</u> R <u>145.00</u> I <u>110.00</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other alldata
PBCDJR		C <u>120⁰⁰</u> W <u>96⁶⁹</u> M <u>70⁰⁰</u> R <u>145⁰⁰</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input checked="" type="checkbox"/> Mitchell <i>pro-Demand</i> <input type="checkbox"/> Other
Courtesy Ford		C <u>120⁰⁰</u> W <u>86⁷⁴</u> M <u>86⁷⁴</u> R <u>145⁰⁰</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input checked="" type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
Toyota of Hattiesburg		C <u>120⁰⁰</u> W <u>104⁷⁶</u> M <u>120⁰⁰</u> R <u>120⁰⁰</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input checked="" type="checkbox"/> Mitchell <input type="checkbox"/> Other
Dossett GMC/Cadillac		C <u>110⁰⁰</u> W <u>92³⁵</u> M <u>69²⁷</u> R <u>125⁰⁰</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input checked="" type="checkbox"/> Mitchell <input type="checkbox"/> Other

Variable Rate Code(s) :
 C=Lowest, Most Competitive (ie., L.O.F., etc.)
 W=Warranty





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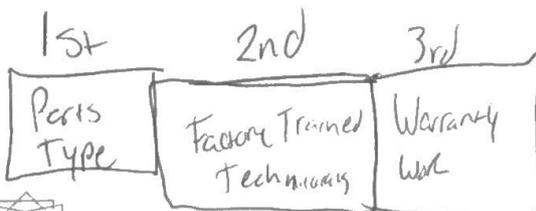
2019 Silverado Crew Cab

Non-Dealer Competitive Maintenance Pricing
Summary Survey

- This survey is designed for independent, or non-dealer stores.
- Make sure to include parts and labor.

Competitor Name	Lube, Oil & Filter	Cabin	Balance Tires	Align Front End	Service A/C	Replace Front Disc Pads
Walmart Andrea 3/2/20 12:13p.m 6012619193	\$29.88 \$44.88	N/A	\$48	N/A	N/A	N/A
Speedee Billy 3/2/20 12:45 6012610077	\$49.99 \$35	\$30	N/A	59.99	89.99	\$129.99
Firestone 601 235 2094 Nolan 3/2/20	58.90	50.00	\$48	96.99	50 +30 80	204.90
Eagle Tire 601 262 2830 Rick 3/2/20 10:35	39.95	19.95	\$60	89.95	89.95	179
University Chevrolet Jenn 601 262 0732 3/2/20 11:15	44.46	N/A	N/A	N/A	N/A	N/A
Express Oil Change Jim 11:22 3/2/20 6015796455	43.15	36.99	34.99	N/A	Free	169.99
Competitor Averages	46.88	34.24	47.75	82.31	86.65	170.47
My Dealership	49.95/59.95	45.00	39.95	99.95	124.95	149.95

Kelley Blue Book



Vehicle: 2019 Chevrolet Silverado 63000 miles VIN: 1GCPYFED3KZ172902

1. Have someone call and say they are thinking about buying this vehicle but they need to know their future maintenance cost.
2. It is imperative that the person making the call write down the time, date and to whom they spoke.
3. Make sure to include parts and labor.

Competitor Name	Lube, Oil & Filter	Cabin	Balance Tires	Align Front End	Service A/C	Replace Front Disc Pads
John University Quick Lube 6012680738 11:15 3/2/2020	\$44.46 \$46.68	N/A	N/A	N/A	N/A	N/A
Transferred to parent company no answer						
Express Oil Change & Tire Engineers 6015796455 DIM	\$43.15 + tax	36.99	\$37.99	N/A	Free check \$ then an r st	\$169.99

11:22
3/2/2020

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Wal-Mart 601 261 9193 3/2/2020 Audrea 12:13pm	\$29.88 \$44.88	N/A	\$48	N/A	N/A	N/A
Speedee-Midas 601 261 0077	\$49.99 SPECIAL \$35.	\$30	\$ Dart Do THAT	\$59.99	\$89.99	\$129.99

CALLLED 3 TIMES
NO ANSWER
↑

Paul BRENT

467-5950

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Fireside 601255 2094	55.90	50.00	4212.00	96.99	1 lb. PERF 50 + 30	IN 9.90 204.90 FRONT only
Eagle Tire 601268 2836	39.95	19.95	15 x 4 89.95	89.95	89.95	179 PAIRS 395.00 everything

3/2/20
10:30
Nolan

3/2/20
10:35
Rick