



### Dealer Labor Rate Survey

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

Dealer	Labor Rate		Flat Rate Time Standard
	Single	Variable	
Fornish COJR	Hour rate = 148	C <del>148</del> W 140.53 M _____ R <u>Grid Pricing</u> I _____	<input checked="" type="checkbox"/> W Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input checked="" type="checkbox"/> R Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
Luskme	139.95	C _____ W 130.54 M _____ R <u>Internal 139.95</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
OURSMAN	155.99	C _____ W 144.81 M _____ R _____	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
Fair Oaks	169.50	C _____ W 150.10 M _____ R _____	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
Lindsey	165	C _____ W 43.33 M _____ R _____	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other

**Variable Rate Code(s):**

C=Lowest, Most Competitive (ie., L.O.F., etc.)

W=Warranty

M=Maintenance Rate (Normal Factory Maintenance)

R =Highest, Repair Rate

I = Internal



ACADEMY

### 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 Filter	Balance Tires	Align Front/End	Service A/C	Replace Front Disc Pads	Totals (Sum Rows)
Jiffy Lube 12:30 Nov, 3 Francis	71.99	49.99	49.99	N/A	208	199	
Valvoline 12:50 Nov, 3 Reilly	57.43	49.99	29.99	N/A	149.99	N/A	
McInere car 1:10 Nov, 3 Chris	34.99	30	48	119.95	Refused <del>100</del>	Refused	
Mr. Tire 1:15 Nov 3 Victor	35	45	29	110	200	189	
Competitor Averages	49.8	43.7	39.2	115	185	194	
My Dealership	63	<del>76.76</del>	49.95	139.95	<del>158.64</del>	238	

Semi-synthetic.  
(Don't sell conventional)

~~158.64~~  
168.99