

Jeremy Abel
Fixed ops 2 Seminar 26



Dealer Labor Rate Survey

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

Dealer	Labor Rate		Flat Rate Time Standard
	Single	Variable	
Smith Chevrolet		C <u>65.00</u> W <u>99.55</u> M <u>100.00</u> R <u>100.00</u> I <u>95.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other <i>Alldata</i>
Wackerli GMC		C <u>65.00</u> W <u>101.35</u> M <u>120.</u> R <u>120</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other <i>Prodemand</i>
Stones		C <u>70.00</u> W <u>108.00</u> M <u>108.00</u> R <u>125.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other <i>Alldata</i>
Smith Honda		C <u>75.00</u> W _____ M <u>110.00</u> R <u>110.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other <i>Alldata</i>
Tetan Toyota		C <u>73.00</u> W _____ M <u>115.00</u> R <u>125.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other <i>Alldata</i>
Variable Rate Code(s): C=Lowest, Most Competitive (ie., L.O.F., etc.) W=Warranty I= Internal M=Maintenance Rate (Normal Factory Maintenance) R =Highest, Repair Rate			

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2012 Chevrolet 1500 4x4
5.3L



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)
Clair + Dee 12/4 1:15 Dallen	45.00 +10.00	P 37.00 L 43.95	64.99	94.99	\$120 + Parts	P 70.00 L 80.00	
Grease Monkey 12/4 1:35 Jason	29.99 + four more oil, convert oil non syn	P 39.00 L 30.00	65.00	/	\$125 + Parts	P 65.00 L 75.00	
Tri State 12/4 2:00 Todd	35.55 + more oil add #15	P 35.00 L 52.00	65.00	89.99	140.00 + Parts	P 65.00 L 70.00	
John's Garage 12/4 3:00 Amanda	45.79	P 34.79 L 40.00	/	90.00	140.00 + Parts	P 70.00 L 90.00	
Teton Repair 12/4 4:30 Jose	49.99	P 35.00 L 45.00	69.99	89.99	130.00 + Parts	P 70.00 L 75.00	
Competitor Averages							
My Dealership	42.50	75.00	64.99	75.00	130.00 + Parts	160.00	