



ACADEMY

### Dealer Labor Rate Survey

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

Dealer	Labor Rate		Flat Rate Time Standard
	Single	Variable	
CARTER SUBARU BALLARD		C <u>108.00</u> W <u>138.41</u> M <u>125.00</u> R <u>148.00</u> I <u>148.00</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input checked="" type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
UNIV. V.W		C <u>91.90</u> W <u>132.10</u> M <u>110.00</u> R <u>153.00</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input checked="" type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
HONDA OF SEATTLE		C <u>↓ 100.00</u> W <u>140.00</u> M <u>100.00 (AVERAGE)</u> R <u>155.00</u>	<input type="checkbox"/> Factory <input checked="" type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
UNIV. MAZDA		C <u>?</u> W <u>156.33</u> M <u>120.-</u> R <u>160.-</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input checked="" type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
BELLEVUE NISSAN		C <u>?</u> W <u>137.00</u> M <u>86.00</u> R <u>155.00</u>	<input type="checkbox"/> Factory <input type="checkbox"/> Chilton <input checked="" type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
<b>Variable Rate Code(s):</b> 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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### 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)
FOREIGN CARE WORKSHOP	80. <sup>00</sup>	75. <sup>00</sup>	NO	NO	275. <sup>00</sup>	375. <sup>00</sup>	
GREG'S JAPANESE	60.45	70.46	88. <sup>00</sup>	135. <sup>00</sup>	205. <sup>85</sup>	289.97	
JAPANESE AUTO CARE	75. <sup>00</sup>	45. <sup>00</sup>	No	No	120. <sup>00</sup>	375. <sup>00</sup>	
JAPAN AUTO SRV	90. <sup>00</sup>	45. <sup>00</sup>	No	No	150. <sup>00</sup>	240. <sup>00</sup>	
FIRESTONE	75.98	62.99	80. <sup>00</sup>	81. <sup>00</sup>	131.97	196.98	
SUBURB SERVICE	74. <sup>00</sup>	60. <sup>00</sup>	60	90. <sup>00</sup>	160. <sup>00</sup>	490. <sup>00</sup>	
Competitor Averages	75.90	59.15	76. <sup>00</sup>	102. <sup>00</sup>	173.80	327.83	
My Dealership	81.95	69.50	86. <sup>00</sup>	109.95	222. <sup>00</sup>	285. <sup>00</sup>	