NADA ACADEMY

Dealer Labor Rate Survey

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

Dealer	Labor Rate: Single	Labor Rate: Variable	Flat Rate Time Standard
Performance		C 145 W 123 M ____ R ____ I 145	____ Factory ____ Chilton ✓ Computer ____ Motors ____ Mitchell ____ Other
Sterling Ford		C ____ W 98 M ____ R 139	____ Factory ____ Chilton ✓ Computer ____ Motors ____ Mitchell ____ Other
Harmony Hyundai		C ____ W 94 M ____ R 109	____ Factory ____ Chilton ✓ Computer ____ Motors ____ Mitchell ____ Other
Myers Nissan		C ____ W 155 M ____ R 160	____ Factory ____ Chilton ✓ Computer ____ Motors ____ Mitchell ____ Other
		C ____ W ____ M ____ R ____	____ Factory ____ Chilton ____ Computer ____ Motors ____ Mitchell ____ 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