NADA 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
Glass Doctor	97↑	68↑	54	140	210	$410.00
CAN AM'AN PLC	97↑	60↑	50↑	135↑	$215	$430.00
Gerrard Auto	91↑	58↑	50↑	129↑	$198	$370
Throughway [illegible]	89↑	57↑	49↑	125↑	$202	$391
Competitor Averages	93.5	60.75	50.75	132.25	206.25	405.25
My Dealership	149.95	90	80	189.95	277.5	749.00

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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
Lexus Downtown	$185.00 DOOR RATE	C 185 W 185 M 185 R 185 I 185	✓ Factory ___ Chilton ___ Computer ___ Motors ✓ Mitchell ___ Other
Lexus on the Park	179.'	C 179 W 179 M 179 R 179	✓ Factory ___ Chilton ___ Computer ___ Motors ✓ Mitchell ___ Other
Ken Shaw Lexus	189	C 189 W 189 M 189 R 189	___ Factory ___ Chilton ___ Computer ___ Motors ___ Mitchell ___ Other
		C ___ W ___ M ___ R ___	___ 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