

# SETTING YOUR LABOR RATE (EXAMPLE)

<b>WAGE</b>	<i>The actual hourly cost of your techs: 22%-30% of the rate you charge customers</i>		<b>\$35/HR</b>
<b>BENEFITS</b>	<i>The typical benefits load: 22-24% of wage</i>		<b>24%</b>
<b>FULLY LOADED HOURLY COST</b>	<i>Average tech hourly wage multiplied by one plus the benefit load: <math>35 \times (1 + .24) = 43.4</math></i>		<b>\$44</b>
<b>EXPECTED MARGIN</b>	<i>A benchmark target—determine after you research and calculate your overhead.</i>		<b>60%</b>
<b>HOURLY LABOR RATE</b>	<i>Your fully loaded cost, divided by one minus your expected margin: <math>\\$44 / (1 - 60\%) = \\$109.55</math></i>		<b>\$109.55/HR</b>

# Auto Flat Rate Labor Guide Reference

**Jessica J Manson**

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the author's name.

## **Auto Flat Rate Labor Guide Reference:**

Motor Maintenance Data Book and Flat-rate Manual B. M. Ikert,1929      Automotive Repair Industry: December 3, 4, and 5, 1968 United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Antitrust and Monopoly,1969

**Ceiling Price Regulation** United States. Office of Price Stabilization,1951      Automotive Engine Performance: Practice manual Ken Layne,1993      **Automotive Repair Industry** United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Antitrust and Monopoly,1969 Investigates automobile repair business to determine if automobile manufacturers create anticompetitive environment causing the inordinately high cost increases for automobile parts and labor to effect repairs      **The Code of Federal Regulations of the United States of America** ,1951 The Code of federal regulations is the codification of the general and permanent rules published in the Federal register by the executive departments and agencies of the federal government      *Code of Federal Regulations* ,1951 Special edition of the Federal Register containing a codification of documents of general applicability and future effect with ancillaries      *Automotive Repair Industry* United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Antitrust and Monopoly,1969

*Auto Fuel Systems* James E. Duffy,Howard Bud Smith,1987      **Periodic Inspection** Louis E. Noble,Joseph A. Roenigk,1929      *Automobile Trade Journal* ,1925      Automotive Abstracts ,1927      *The Perfect Motorcycle* Kevin Domino,2009-12 The Perfect Motorcycle provides the definitive step by step process any motorcyclist can use to identify find and purchase the right bike The book s practical advice and proven techniques are accompanied by invaluable worksheets that save time and money      *American Blacksmith, Auto & Tractor Shop* ,1922      *Natef Standards Lab Manual - Intro* Jack Erjavec,2004-06      **Chilton's Motor Age Flat Rate and Service Manual** ,1957      **Motor Age** ,1923      Uniform Accounting Manual for Dodge Brothers Dealers Haskins and Sells (Firm : Accountants : N.Y.),1923      **Automotive Engine Repair** Ivan D. Hinerman,1979      **Federal Register** ,1952

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