SETTING YOUR LABOR RATE (EXAMPLE)

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



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Automotive News .2006 Car and Driver .1993 **Automotive Executive** ,1987-07 Hearings, Reports and Prints of the House Committee on Education and Labor United States. Congress. House. Committee on Education and Labor, 1976 Impact of Motor Vehicle Imports on Employment in the United States United States. Congress. House. Committee on Education and Labor. Subcommittee on Labor Standards, 1976 **Automotive Industries** ,1964 Boating ,1982-07 U. S. Motor Vehicle Industry Stephen Cooney, 2011 This is a print on demand edition of a hard Cars & Trucks .1978 to find publication In 12 08 Pres George W Bush provided financial assistance to GM and Chrysler 13 4 billion to GM and 4 billion to Chrysler from the Troubled Assets Relief Program TARP Ford did not need such assistance immediately but might require a line of credit in 2009 A further 6 billion was loaned to GM Acceptance Corp GMAC and 1 5 billion to Chrysler Financial the two manufacturers respective credit affiliates Contents of this report Intro Auto Industry Loan Develop in 12 08 Impact on the National Economy The Domestic Motor Vehicle Market Financial Issues in the Auto Industry Financial Solutions Bridge Loans and Restructuring Pension and Health Care Issues Stipulations and Conditions on TARP Loans to the Auto Industry Bay Area Consumers' Checkbook, 2005

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