

SETTING YOUR LABOR RATE (EXAMPLE)

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

Auto Flat Rate Labor Guide Reference

H Kauffman

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the H Kauffman text.

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Ceiling Price Regulation United States. Office of Price Stabilization,1951 **Automotive Repair Industry: December 3, 4, and 5, 1968** United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Antitrust and Monopoly,1969 Automotive Repair Industry United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Antitrust and Monopoly,1970 **Service Advising and Management** Gary LaRosa,2019-01-17 In Service Advising and Management students gain the communication customer service and automotive knowledge they need to balance competing demands from customers technicians and shop management to become successful service advisors *Catalog of Copyright Entries. Third Series* Library of Congress. Copyright Office,1977 Cost Accounting System for Ground Modes of Common Transportation Carriers: Railroad manual ,1966 *Auto Fuel Systems* James E. Duffy,Howard Bud Smith,1987

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