

# SETTING YOUR LABOR RATE (EXAMPLE)

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

# Auto Flat Rate Labor Guide Keys

**Kirk VanGelder**

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

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

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*Fundamentals of Automotive Technology* Kirk VanGelder,2017-02-23 Automotive technicians must learn how to safely and effectively maintain diagnose and repair every system on the automobile Fundamentals of Automotive Technology provides students with the critical knowledge and essential skills to master these tasks successfully With a focus on clarity and accuracy the Second Edition offers students and instructors a single source of unparalleled coverage for every task from MLR through MAST Fully updated and reorganized the revised format enhances student comprehension and encourages critical thinking **Motor Age** ,1924 Automobile Trade Journal ,1929 *The Shell Auto Care Guide* Ross Robert

Olney,1986 Tax Audit Guidelines and Techniques for Tax Technicians United States. Internal Revenue Service,1975

Automotive Drivetrain and Manual Transmissions Keith Santini,Kirk VanGelder,2018-07-13 Automotive Drivetrain and Manual Transmissions equips students for diagnosing servicing and repairing modern drivetrain systems and components Utilizing a strategy based diagnostics approach this text helps students master the process of technical troubleshooting to successfully resolve the problem on the first attempt Automotive Replacements ,1928 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 Automobile Trade Journal ,1921

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