# 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	-	\$ <b>44</b>
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



# **Truck Labor Flat Rate Guide**

**R Sandford** 

#### Truck Labor Flat Rate Guide:

Equipment Improvement Report and Maintenance Summary for TARCOM Equipment, 1989 **Motor** .1928 Commercial Car Journal and Operation & Maintenance ,1929 **Motor Maintenance Data Book and Flat-rate** Manual B. M. Ikert, 1929 Ceiling Price Regulation United States. Office of Price Stabilization, 1951 Marketing Research Report .1954 Handling Bales of Cotton in Public Warehouses Jo Brice Wilmeth, Charles Dickerson Motor Age, 1920 Congressional Record United States. Congress, 1975 Bolt,1958 Cost Accounting System for Ground Modes of Common Transportation Carriers: Railroad manual ,1966 Maximum Price Regulation No. 165, Manual No.2: Pt.1, How the Service Price Regulation Applies to the Service Trades; Pt.2, Maximum Price Regulation No.165 as Amended - Services United States. Price Administration Office, 1942 **Power Wagon Reference Book** Stanley A. Phillips, 1920 Dyke's Automobile and Gasoline Engine Encyclopedia Andrew Lee Dyke, 1925 Implementation Guidelines for Coordinated Agency Transportation Services Applied Resource Integration, Ltd,1980 Automotive Engine Performance Ken Layne, 1986 The Commercial Car Journal, 1926 **Men's Preferences for** Cotton, Wool and Other Fibers in Selected Clothing Items Daniel Bernard Levine, 1958 **Evaluation of Shipping** Containers for Western Lettuce Goodloe Barry, William Robert Dean Black, Peter G. Chapogas, 1958 Federal Register Statistical Supplement to Handling Bales of Cotton in Public Warehouses Charles Dickerson Bolt, Daris Grover .2008 Lafferty, Goodloe Barry, Jo Brice Wilmeth, Joseph Edward Rickenbacker, Louis Ferdinand Herrmann, Margaret Weidenhamer, Nicholas M. Thuroczy, Robert Vaughn Enochian, 1958

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