# 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:<br>22-24% of wage   | • | 24%         |
| FULLY LOADED<br>HOURLY COST | Average tech hourly wage multiplied by one plus the benefit load: 35 x (1+.24) = 43.4        | • | <b>\$44</b> |
| EXPECTED<br>MARGIN          | A benchmark target—determine after you research and calculate your overhead.                 | • | 60%         |
| HOURLY<br>LABOR RATE        | Your fully loaded cost, divided by one minus your expected margin: \$44 / (1-60%) = \$109.55 | • | \$109.55/HR |



# **Truck Flat Rate Labor Guide**

**S Baum** 

**Truck Flat Rate Labor Guide:** 

Delve into the emotional tapestry woven by in **Truck Flat Rate Labor Guide**. This ebook, available for download in a PDF format (\*), is more than just words on a page; itis a journey of connection and profound emotion. Immerse yourself in narratives that tug at your heartstrings. Download now to experience the pulse of each page and let your emotions run wild.

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