

# SETTING YOUR LABOR RATE (EXAMPLE)

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

# Truck Labor Flat Rate Guide

**United States. Office of Price  
Stabilization**



## Truck Labor Flat Rate Guide:

**Equipment Improvement Report and Maintenance Summary for TARCUM Equipment** ,1989      **Motor** ,1928  
*Motor Maintenance Data Book and Flat-rate Manual* B. M. Ikert,1929      **Commercial Car Journal and Operation & Maintenance** ,1929      **Federal Register** ,2008      *Ceiling Price Regulation* United States. Office of Price Stabilization,1951      *Evaluation of Shipping Containers for Western Lettuce* Goodloe Barry,William Robert Dean Black,Peter G. Chapogas,1958      Marketing Research Report ,1954      **Handling Bales of Cotton in Public Warehouses** Jo Brice Wilmeth,Charles Dickerson Bolt,1958      **Motor Age** ,1920      **Congressional Record** United States. Congress,1975      *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      *Statistical Supplement to Handling Bales of Cotton in Public Warehouses* Charles Dickerson Bolt,Daris Grover 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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