



FLORIDA AUTOBODY COLLISION ALLIANCE

FACA's Labor Rate Survey

2012 Survey Results

In an effort to provide its members with genuine market data in the State of Florida, FACA partnered with CSi Complete in late 2011 to strategize and implement an extensive Labor Rate Survey. The announcement of this first-ever undertaking led to an outpouring of excitement from the FACA community, as shops throughout the State enthusiastically participated when asked to do so. Launched in March of this year, the survey asked hundreds of repair shops the following questions:

- 1. Is your shop an independent of dealership shop?**
- 2. What is your retail hourly body Labor Rate?**
- 3. What is your retail hourly frame/structural Labor Rate?**
- 4. What is your retail hourly paint/refinish Labor Rate?**
- 5. What is your retail hourly paint material rate?**
- 6. Do you use a Paint & Material Calculator such as PMC Logic, Mitchell RMC or Paint Logic? (yes/no);**
- 7. What is your retail hourly mechanical Labor Rate?**
- 8. Do you have a certified aluminum structural repair area?**
- 9. What is your daily storage rate? Inside Outside;**
- 10. What is the total number of technicians employed (body, paint and mechanical)?**
- 11. How many total square feet in your shop?**
- 12. What is the gross annual sales for your shop?**
- 13. What percent is DRP?**

14. How many work stalls?
 15. How many vehicles repaired per month?
 16. Do you charge for body materials?
 17. Do you markup sublet items?

The results are as follows:

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Ind or Dealer	82% Independent		
Q2 Body Labor	38-95	\$44.14	
Q3 Frame Labor	38-98	\$48.17	
Q4 Paint Labor	30-95	\$43.71	
Q5 Paint Material	20-49	\$25.96	
Q6 Paint Calc			47.22%
Q6b would you use one?			47.41%
Q7 Mechanical Labor	39.95-127.50	\$73.29	
Q8 Structural Area			32.67
Q8a Alum repair rate	38-145	\$55.78	
Q9 Daily storage rate inside	10-100	\$33.72	
Q9a outside?	7-65	26.79	
Q10 Total # of techs	1-27	6.76	
Q11 Total square feet	800-55,000	11,939.92	
Q12 Gross annual sales	1-5	1.6	
Q13 Percent of DRP	1-95%	49.68%	
Q14 #of work stalls	1-55	12.96	
Q15 Cars repaired/month	1-600	67.97	
Q16 Body material charge		12.28	36.19
Q17 Markup sublet			90.6