



2012 GCIA Labor Survey Rate Results

2012 GCIA On-line Labor Rate Survey

Over \$2,000,000 in Annual Gross Sales
\$1,000,000 to \$2,000,000 in Annual Gross Sales
\$500,000 to \$1,000,000 in Annual Gross Sales
Under \$500,000 in Annual Gross Sales

134 On Line Surveys

Survey's	Body Labor	Paint Labor	Frame Labor	Alum Labor	P&M	Storage
60	\$43.42	\$43.42	\$66.42	\$59.60	\$30.27	\$20.92
34	\$43.65	\$43.65	\$66.15	\$55.86	\$30.42	\$23.65
28	\$43.82	\$43.61	\$66.04	\$54.50	\$30.39	\$24.82
12	\$43.17	\$43.17	\$64.92	\$55.00	\$31.13	\$24.17

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2012 GCIA Call Center Labor Rate Survey

Over \$2,000,000 in Annual Gross Sales
\$1,000,000 to \$2,000,000 in Annual Gross Sales
\$500,000 to \$1,000,000 in Annual Gross Sales
Under \$500,000 in Annual Gross Sales

158 Call Center Surveys

Survey's	Body Labor	Paint Labor	Frame Labor	Alum Labor	P&M	Storage
20	\$42.30	\$42.30	\$66.25	\$58.25	\$29.35	\$23.16
27	\$41.93	\$41.93	\$64.44	\$51.00	\$30.73	\$23.44
53	\$41.57	\$41.08	\$63.94	\$55.78	\$28.66	\$23.59
58	\$41.33	\$41.24	\$63.86	\$56.58	\$28.31	\$21.17

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Average of On-Line and Call Center Survey

Over \$2,000,000 in Annual Gross Sales
\$1,000,000 to \$2,000,000 in Annual Gross Sales
\$500,000 to \$1,000,000 in Annual Gross Sales
Under \$500,000 in Annual Gross Sales

292 Total Surveys

Survey's	Body Labor	Paint Labor	Frame Labor	Alum Labor	P&M	Storage
80	\$42.86	\$42.86	\$66.33	\$58.92	\$29.81	\$22.04
61	\$42.79	\$42.79	\$65.30	\$53.43	\$30.58	\$23.54
81	\$42.69	\$42.34	\$64.99	\$55.14	\$29.53	\$24.20
70	\$42.25	\$42.20	\$64.39	\$55.79	\$29.72	\$22.67

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Year over Year Analysis	Average Rates					Increase over prior Yr			
	2008	2009	2010	2011	2012	2009	2010	2011	2012
Sheet Metal Rate:	\$40.71	\$41.18	\$42.12	\$42.39	\$42.78	1.15%	2.29%	0.64%	0.92%
Refinish Rate:	\$40.37	\$40.94	\$42.12	\$42.32	\$42.66	1.41%	2.89%	0.47%	0.81%
Frame Rate:	\$62.81	\$61.81	\$64.35	\$64.80	\$65.54	-1.59%	4.10%	0.70%	1.14%
Paint & Material Rate:	\$27.32	\$26.83	\$28.07	\$28.99	\$29.97	-1.79%	4.60%	3.28%	3.38%
Average YoY Increase						0.95%	3.15%	1.43%	1.56%

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