

# Flat Rate Guide For Small Engine Repair

2013

Flat Rate Labor Chart

1 UNIT = 6 minutes (1/10 hr.) R&R = Remove & Replace

WALK BEHIND MOWERS

SECTION	TIME UNITS	JOB DESCRIPTION	SECTION	TIME UNITS	JOB DESCRIPTION	
CABLES	1	Adjust	HANDLE	5	Replace upper (Royal)	
	2	Replace		3	Replace upper	
	4	Replace (Royal)		2	Replace lower	
WHEEL/ DRIVE SYSTEM	5	Ground Speed Control Levers	HEIGHT ADJUST	8	Replace handle (Royal)	
	1	Replace wheel (add 1 unit for drive wheel)		3	Replace each adjuster/axle on drive wheel	
	5	Replace friction wheel		2	Replace each adjuster/axle on non-drive wheel	
	5	Replace idler pulley	MOWER DECK	15	Replace deck assembly (Royal)	
	3	Replace engine pulley (Royal)		40	Replace deck (Royal)	
	4	Replace engine pulley		10	Replace deck	
	4	Replace axle or drive pulley		1	Covers	
	2	Replace transmission drive pulley		1	Replace blade/hub	
	8	Replace front axle (Royal)		5	Deck support kit	
	8	Replace rear axle (Royal)				
	2	Replace drive belt (Royal)				
	3	Replace drive belt				
	8	R&R transmission				
ELECTRICAL SYSTEM		2	Replace battery			

RIDING MOWERS

SECTION	TIME UNITS	JOB DESCRIPTION	SECTION	TIME UNITS	JOB DESCRIPTION
CABLES/ CONTROLS	4	Replace clutch cable	CUTTING DECK	3	Spring
	5	Replace transmission cable		2	Replace blade
	4	Replace brake cable		4	Replace front bumper
	5	Replace height adj. lever		1	Replace front fender
	8	Replace height adj. components		6	Replace blade spindle/nut/drel
	4	Replace pedal clutch/brake		5	Replace blade brake
STEERING	2	Throttle/clutch cable		4	Replace blade belt primary/secondary
	2	Replace steering wheel		3	Replace belt pulley
	4	Replace steering shaft		8	Replace deck support frame
	4	Tie rod end		5	Height adjustment
	3	Replace steering chain		3	Replace deck complete
	5	Replace steering cable		10	Replace cutting deck (shell)
	3	Replace steering return spring		2	Quadrant (850-12)
	6	R&R steering sector		3	PTO idler pulley
	6	R&R front axle		2	Replace front deck roller
	1	R&R grease fittings		1	Replace rear deck roller
TRANSMISSION/ SYSTEM	3	Front axle spindle assembly		4	Replace idler (cutting deck)
	3			10	Repair lift assembly
	5	Replace transmission belt	ELECTRIC/ SYSTEM	8	Electric actuator
	2	Replace idler (trans. gear box)		4	Replace starter solenoid
	1	Replace front wheel		2	Replace micro switch
	2	Replace rear wheel		2	Replace battery
	20	R&R transaxle		2	Replace ignition switch
	2	Brakes (adj.)		10	Replace main harness
	3	R&R brakes		3	Replace voltage regulator
ENGINE	2	Tire repair	FUEL SYSTEM	4	R&R Gauges & switches
	3	Replace tire		6	R&R PTO clutch (electric)
	3	Drive pulley idler		1	Wire connector clutch connector wire
	4	Install tube		2	Replace tank (850-12 & 970-12)
	15	R&R engine (850-12 & 970-12)		1	Replace filter/hose
MISCELLANEOUS	25	R&R engine (except 850-12 & 970-12)	6	R&R fuel tank (except 850-12 & 970-12)	
	2	Seat	10	Rear fender	
	4	Hood	4	Dash	
	2	Battery	5	Muffler	
	3	Grill			
	1	Foot pads			

**Flat Rate Guide for Small Engine Repair** is a crucial resource for small engine technicians and repair shop owners. It provides a standardized method for estimating labor costs, making it easier for both technicians and customers to understand the expenses involved in small engine repairs. In this article, we will explore the flat rate pricing system, its advantages, the typical services covered under this model, and how to implement it effectively in your small engine repair business.

## Understanding Flat Rate Pricing

Flat rate pricing is a method where a fixed price is charged for a specific service, regardless of the time taken to complete the job. This system contrasts with hourly billing, where customers pay for the actual time spent on repairs.

# How Flat Rate Pricing Works

In the flat rate system, each service is assigned a predetermined price based on industry standards and expert estimates. Here's how it typically works:

1. Service Catalog: A comprehensive list of services and their associated prices is created. This list can include everything from basic maintenance to complex repairs.
2. Estimation: When a customer brings in an engine for repair, the technician consults the service catalog to provide an estimate based on the required services.
3. Fixed Pricing: Once the estimate is agreed upon, the customer pays a fixed price for the service, regardless of the time taken.

## Benefits of Flat Rate Pricing

Implementing a flat rate pricing model offers several advantages for both repair shops and customers:

### For Repair Shops

- Simplified Billing: Flat rates streamline the billing process, reducing the time spent calculating labor charges.
- Predictability: Technicians can better estimate their income based on the volume of work, leading to more stable financial planning.
- Efficiency: Encourages technicians to work more efficiently, as they are incentivized to complete jobs quickly without compromising quality.
- Customer Satisfaction: Customers appreciate knowing the total cost upfront, which builds trust and transparency.

### For Customers

- Cost Predictability: Customers can budget for repairs without worrying about unexpected labor charges.
- Transparency: Flat rate pricing provides clarity on what services are being performed and how much they will cost.
- Simplicity: It's easier for customers to understand the pricing structure, enhancing their overall experience.

## Common Services Covered Under Flat Rate Pricing

In small engine repair, several common services are often covered under flat rate pricing.

Here's a list of some typical services:

1. Oil Change

- Includes draining old oil, replacing the oil filter, and adding new oil.
- Flat Rate: \$30 - \$50

2. Tune-Up

- Involves replacing spark plugs, air filters, and inspecting the ignition system.
- Flat Rate: \$100 - \$150

3. Blade Sharpening

- Sharpening and balancing mower blades or other cutting tools.
- Flat Rate: \$15 - \$30 per blade

4. Carburetor Cleaning/Repair

- Disassembling, cleaning, and reassembling the carburetor.
- Flat Rate: \$75 - \$125

5. Battery Replacement

- Includes testing the battery and replacing it if necessary.
- Flat Rate: \$20 - \$50 (plus the cost of the battery)

6. Fuel System Cleaning

- Cleaning fuel lines and components to ensure proper fuel flow.
- Flat Rate: \$50 - \$100

7. Tire Change/Repair

- Changing or repairing flat tires on small engines, such as lawn mowers or ATVs.
- Flat Rate: \$20 - \$40

8. Engine Rebuild

- A comprehensive service that includes disassembly, inspection, and reassembly of the engine.
- Flat Rate: \$300 - \$800 (depending on the engine size and complexity)

## Creating a Flat Rate Pricing Guide

Developing a flat rate pricing guide requires careful consideration of various factors to ensure it is both competitive and profitable. Here are the steps to create your own guide:

### 1. Analyze Competitors

Research what other small engine repair shops in your area are charging for similar services. This analysis will help you set competitive prices.

## **2. Factor in Labor Costs**

Determine your labor costs, including wages, benefits, and overhead. This information is crucial for setting prices that cover your expenses and generate profit.

## **3. Consider Service Complexity**

Different services require varying levels of expertise and time. Group services by complexity, and assign rates accordingly.

## **4. Create a Service Catalog**

Compile a comprehensive list of services offered along with their flat rates. Ensure the catalog is easy to understand and navigate.

## **5. Update Regularly**

Regularly review and update your pricing guide to reflect changes in labor costs, market conditions, and new services offered.

# **Implementing Flat Rate Pricing in Your Shop**

Once you've developed your flat rate pricing guide, the next step is to implement it effectively in your repair shop. Here are some tips:

## **1. Train Your Staff**

Ensure that all technicians and staff are trained on the flat rate pricing model. They should understand how to use the guide and communicate prices clearly to customers.

## **2. Communicate with Customers**

When a customer brings in a small engine for repair, explain the flat rate pricing system and how it works. Provide them with the service catalog and be transparent about the costs involved.

### **3. Monitor Performance**

Track the performance of the flat rate pricing model. Gather feedback from customers and staff to identify any areas for improvement.

### **4. Adjust as Necessary**

Be open to adjusting your flat rates based on customer feedback, changes in the market, or shifts in your operational costs.

## **Conclusion**

A flat rate guide for small engine repair can significantly enhance the efficiency and profitability of your repair shop. By providing customers with clear, upfront pricing, you can foster trust and satisfaction while ensuring your business remains competitive. With careful planning and regular updates, a flat rate pricing guide can streamline operations and lead to long-term success in the small engine repair industry. Embracing this pricing model not only benefits your bottom line but also creates a more transparent and satisfying experience for your customers.

## **Frequently Asked Questions**

### **What is a flat rate guide for small engine repair?**

A flat rate guide for small engine repair is a pricing system that provides standard times for specific repair tasks, allowing mechanics to estimate labor costs based on the complexity of the job rather than the time actually spent on it.

### **How can I use a flat rate guide to estimate repair costs?**

You can use a flat rate guide by identifying the specific repair task you need, checking the standard time allotted for that task in the guide, and then multiplying that time by the hourly labor rate charged by the repair shop.

### **Are flat rate guides universal for all small engine repairs?**

No, flat rate guides can vary by manufacturer, region, and the specific type of engine. It's important to refer to the guide that is most relevant to the engine type and the repair shop's practices.

# What are the benefits of using a flat rate guide for small engine repairs?

Benefits include providing transparency in pricing for customers, helping repair shops manage time effectively, and enabling them to streamline their repair processes by standardizing labor times.

## Can I negotiate the flat rate fees with my mechanic?

While flat rate fees are generally standardized, you can discuss your specific situation with your mechanic. Some may be open to negotiation, especially if the repair does not require the full estimated time.

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"Discover the ultimate flat rate guide for small engine repair. Maximize efficiency and savings with expert tips. Learn more to streamline your repairs today!"

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