



Vaughen's 2022 Pricing Email Survey Please return by 10/15/21

Canadian Subscribers please report your figures in Canadian dollars.

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1. What is your location and number of employees? City: _____ State/Province: _____ # Employees: _____
2. What is your approximate annual sales? \$0 – \$500,000 \$500,000 – \$1 million \$1 million – \$2.5 million
 \$2.5 million – \$5 million Greater than \$5 million
3. What % of your total sales is from repair sales? %
4. What do you currently charge for rewinding the following motors? Please list your repair price or enter the % of Vaughen's USA National Average you normally charge for std. Energy Efficient motors. You may also fax or mail in your shop's price list. **Rewind Price or Percent of USA Nat. Avg.**
 - a) AC 3-phase motor, 50 HP, 1800 RPM, 460 Volt, 326T frame, Random-Wound, TEFC, stator rewind \$ _____ or _____ % of Nat. Avg.
 - b) AC 3-phase motor, 100 HP, 1800 RPM, 460 Volt, 405T frame, Random-Wound, TEFC, stator rewind ... \$ _____ or _____ % of Nat. Avg.
 - c) AC 3-phase motor, 200 HP, 1800 RPM, 460 Volt, 447T frame, Random-Wound, TEFC, stator rewind ... \$ _____ or _____ % of Nat. Avg.
 - d) AC 3-phase motor, 500 HP, 1800 RPM, 2300 Volt, Form-Wd., ODP, stator rewind (VPI included) \$ _____ or _____ % of Nat. Avg.
 - e) AC 3-phase motor, 1000 HP, 1800 RPM, 2300 Volt, Form-Wd., ODP, stator rewind (VPI included) \$ _____ or _____ % of Nat. Avg.
 - f) Single-Phase motor, 1 HP, 1725 RPM, 56H frame, Open Drip Proof, Capacitor Start, stator rewind \$ _____ or _____ % of Nat. Avg.
 - g) DC motor, 50 HP, 1750 RPM, 328AT frame, Random-Wound, ODP, rewind armature only \$ _____ or _____ % of Nat. Avg.
 - h) DC motor, 200 HP, 1750 RPM, L409AT frame, Form-Wound, ODP, rewind armature only \$ _____ or _____ % of Nat. Avg.
5. What is your selling price for the following **New** motors? (AC 3-phase, Random-Wound, Premium Efficient, TEFC, 1800 RPM)
 - a) 20 HP: \$ _____
 - b) 40 HP: \$ _____
 - c) 100 HP: \$ _____
 - d) 200 HP: \$ _____
 - e) Please provide the Manufacturer's name for the above pricing:..... _____
6. What is your average new motor markup over cost for: ... a) AC RW NEMA Frame Motors: _____ % b) Large AC FW Motors: _____ %
7. What markup do you charge on rewinding materials for: . a) AC RW NEMA Frame Motors: _____ % b) Large AC FW Motors: _____ %
8. What markup do you charge on:..... a) Motor Replacement Parts: _____ % b) Pump Parts/Materials: _____ %
9. How much do you charge for shop supplies on each repair job?..... A flat fee of \$ _____, or _____ % of job, or No charge
10. Thinking about your prices and costs, approximately how much did they change in the last 12 months? Include % if went up or down checked.

My prices for AC Repairs	<input type="checkbox"/> Went up by _____ %	<input type="checkbox"/> Went down by _____ %	<input type="checkbox"/> Stayed the same
My prices for New AC Motors	<input type="checkbox"/> Went up by _____ %	<input type="checkbox"/> Went down by _____ %	<input type="checkbox"/> Stayed the same
My average Employee Pay	<input type="checkbox"/> Went up by _____ %	<input type="checkbox"/> Went down by _____ %	<input type="checkbox"/> Stayed the same
My Labor Cost	<input type="checkbox"/> Went up by _____ %	<input type="checkbox"/> Went down by _____ %	<input type="checkbox"/> Stayed the same
My Material Cost	<input type="checkbox"/> Went up by _____ %	<input type="checkbox"/> Went down by _____ %	<input type="checkbox"/> Stayed the same
My Repair Sales	<input type="checkbox"/> Went up by _____ %	<input type="checkbox"/> Went down by _____ %	<input type="checkbox"/> Stayed the same
My Net Profit Before Tax + Owner's Compensation	<input type="checkbox"/> Went up by _____ %	<input type="checkbox"/> Went down by _____ %	<input type="checkbox"/> Stayed the same

11. What is your profit % (income before tax + owner's compensation) as a % of total sales? 0 - 5% 5 - 10% Over 10%
12. What do you currently charge for extras? (Reconditioning, Bearings, Metallizing, etc.) Enter the percentage of Vaughen's 2021 National Average you normally charge. % of National Average or check if "same".
13. Please list your current hourly rates as follows:
 - a) Your average hourly charge-customer rate for electrical repair work done in the shop:.....\$ _____ /hr.
 - b) Your average hourly charge-customer rate for machine-shop repair work done in the shop:\$ _____ /hr.
 - c) Your average hourly charge-customer rate for regular service work done at the customer's site:\$ _____ /hr.
 - d) Your average hourly charge-customer rate for predictive maintenance (vibration analysis, etc.) done at the customer's site:\$ _____ /hr.
 - e) The "highest hourly wage" paid to motor repair mechanics & rewind technicians (not including fringe benefits, FICA, & workman's comp.): \$ _____ /hr.
 - f) The "average hourly wage" paid to motor repair mechanics & rewind technicians (not including fringe benefits, FICA, & workman's comp.): \$ _____ /hr.
 - g) Your total average hourly cost rate for repair work (include operating & overhead expenses, but exclude profit):\$ _____ /hr.
14. What is your minimum charge for rewinding AC Random-Wound TEFC motors:... \$ _____ or No minimum charge
15. What do you currently charge for Basic Rebuild Kits for Submersible and Close Coupled Pumps (see pages PR1-7, PR1-9 and PR1-13)? Enter the percentage of Vaughen's 2021 National Average you normally charge..... % of National Average or check if "same".
16. What is your additional charge to provide a UL Label when repairing an explosion proof motor? \$ _____ or No additional charge

To submit your survey please select the submit button to the right, and select the option to send by Internet Email. **Thank You!!**

Optional: To receive your \$20 credit and be entered in the drawing for a FREE one-year subscription to Vaughens.com complete the information below, and return your survey by 10/15/21. Please be assured Vaughen's maintains all survey data in an absolutely confidential manner and does not disclose the source of any data to anyone.

Name: _____ Company: _____ Email: _____