



The Publisher's Column



Hello good friend, and welcome to our Motorvation Newsletter and to your new 2026 Price Guide. This year all rewind prices have increased. See the article to the right for the details. Be sure to update your Price Guide with these new pages

so your prices and profits will reflect the latest National Averages for motor and pump repairs.

Vaughen's New Digital Price Guide

During 2025 many subscribers added a Digital Price Guide subscription to their account. It looks just like your printed book, and is so easy to use. You can take it with you wherever you go. Use it on your computer or cell phone. We are now offering the Digital Price Guide to current Book or Vaughens.com subscribers at a special low price. You can now add a Digital Price Guide subscription to your account for a small additional fee. 600 HP subscribers special offer = \$130 yearly. 5000 HP subscriber special offer = \$203 yearly. Turn this page over to see all the Digital Price Guide has to offer. Then call us at 800-828-4436 to order. We can't wait for you to try Vaughen's New Digital Price Guide!

Fairwell to Karen our Esteemed General Manager

After more than 32 years with Vaughen's, Karen will be retiring at the end of January. She has asked me to extend her heartfelt thanks to all of our subscribers for your kindness and support throughout the years—especially for your patience and generosity each time she reached out with our annual survey request calls. We're excited to share that Evelyn will be stepping into Karen's role as of February 2026.

2026 Projects – What Do You Need?

We are always looking for new information and tools to provide our subscribers. If you have any ideas for new pricing data we could provide give us a call at 800-828-4436 or email us at sales@vaughens.com.

Remember, we are always available at 1-800-Vaughen to help you with any or all of your pricing needs. We wish you a happy, healthy, and prosperous New Year.

Donald M. Lammers

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Publisher

Vaughen's 2026 Price Guide Improvements

Each year we update all of our National Average Prices for motor and pump repairs, Billing Rates, and Markups based on the data from our annual Survey. The General Information section has also been updated with charges for test and inspection if the motor is not repaired. We have also added data from our Survey on how tariffs are affecting new motor prices and copper costs as of September 2025. To make it easy to find information in the General Information section each topic is clearly identified with a bold heading. Take a few minutes and review the headings or read through the table of contents to see all the useful information included.



Your
New 2026
Edition is
Here

Vaughen's 2026 Pump Repair Guide has been completely updated with new Condensed Price Lists and Machined Parts Prices.

Also included in this section are labor hours for pump repairs, dimensional drawings for machined parts, and Vaughen's Pump Repair Checklists. To demonstrate how easy pricing pump repairs can be using Vaughen's Condensed Price Lists and Checklists we have added Pump Pricing Examples to Vaughens.com. These examples can be found on Vaughens.com under the Pump Pricing tab.

The Labor and Material Guide information has remained the same this year so we have just included a new title page and the latest quarterly update on material costs for this section. The 4th Quarter 2025 update will be emailed to all current subscribers in mid-January 2026. You can always find the current and past updates on Vaughens.com under the L&M Tools tab.

Also enclosed is your 2026 Pocket Pricing Pal.

Additional Pals are available for \$10 each while supplies last. Additional copies of Vaughen's Motor and Pump Repair Price Guide can be ordered at 33% off your first subscription fee. Call 1-800-828-4436 for details or to order.

2026 Survey Results – All Prices Are Updated!

This year 132 shops replied to our Annual Pricing Survey. Thanks to all of our subscribers who took the time to complete the survey!

Here are the results of our survey:

- AC random-wound rewinds are up 8.1%
- AC form-wound rewinds are up 7.6%
- DC rewinds are up 7.8%
- Extras prices are up 4.9%
- Hourly billing rates are up 2.7% to 4.9%
- AC random-wound new motor markup is down 7.1%
- New motor prices have been updated

SPECIAL OFFER VAUGHEN'S NEW

MOTOR & PUMP REPAIR ONLINE DIGITAL PRICE GUIDE

Current Book or Vaughens.com subscribers can order for a small additional fee.

600 HP Subscribers = \$130/yearly
5000 HP Subscribers = \$203/yearly



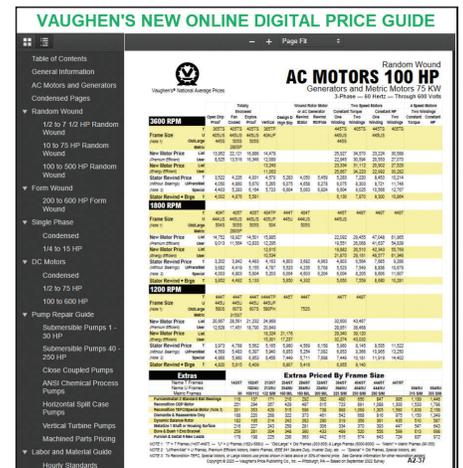
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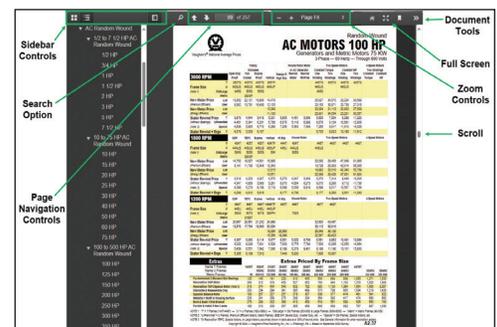
- **The Digital Price Guide looks just like our printed book.**
 - All the information from our printed book is included.
 - You can quickly lookup Vaughen's National Average Prices in the shop, on the road, or at the office. You will always have your Price Guide at your fingertips.
 - Anyone from your location can use the Digital Price Guide.
- **You control how the page displays on your screen.**
 - You have the option to display bookmarks, thumbnails, or hide them from view.
 - You can also zoom in on the page or display full screen making it easy to read.

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