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Service Rate - total rate to be charged for trip, diagnosis and labor for this job code. Repair Labor - actual labor charge for the repair (Service Rate minus Trip and Diagnosis) Zone 2 Rate- rate you would charge if traveling a long distance or working in an area where parking is limited, it is the Service Rate plus the Zone 2 charge

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This Flat Rate Manual includes all Mercury MerCruiser Sterndrive and Inboard Gasoline Engine Models and is your guide for completing warranty labor claims. The flat rate times are listed in hours and tenths of hours. Flat rate times were developed from studies using normal hand tools and special tools listed in the Product Service Manuals.

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The HVAC flat rate menu includes services such as capacitor replacement, new motors, and fan blades. It's all in print or digital format used on iPads or Androids. While upselling is an important part of any business in any service industry, menu selling lets you do this without placing pressure on your customers.

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- The repair required additional time due to complications relating to component location, poor accessibility, corrosion, damage, etc.
- Repair completion involved additional procedures that do not have flat rate codes.
- Technician comments support the ST claimed by detailing exactly why additional time was needed.

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Get the 96 page, Outboard Engine Flat Rate Manual if you need help with determining flat rate labor times for outboard marine engines. If you work on older outboard motors or need to audit repairs on outboard boat engines this manual will help you save money and make money.

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### **The New Flat Rate / Menu Pricing / Plumbing, Electrical ...**

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