

Packard—Chicago

Service Bulletin

Date June 2, 1934.

To: TERRITORIAL DEALERS EXCLUSIVE OF
METROPOLITAN DEALERS.
Subject: NEW FLAT RATE MANUAL.

You have already received one copy of the new Packard Maintenance Charge Book and, undoubtedly, have noticed that it was gotten up a little differently than the books you are accustomed to using.

These books are to be put into use immediately and I would suggest that you study them over carefully so that in quoting a price to a customer there will be no question that he understands just what the flat charge to him will be.

The Flat Rate Book is furnished with a conversion table showing different labor rates starting in with \$1.00 and running up as high as \$2.50 an hour and I would suggest that you use as a conversion table whichever rate you want to use in your own shop. For example:

If an operation takes one hour, use your labor charge for one hour plus the parts used for that particular operation on that model car. Some of the operations in the new Manual show a definite charge for parts. This can be added to the labor charge as shown. If no parts price is shown it is because of the fact that parts prices are different on that operation for different model cars and it will be necessary to obtain the new parts price from your Parts Department and add it to the labor price.

The books have been sent out to you with a conversion chart made up by the factory and which reads from \$1.00 an hour up to \$2.00 an hour on one chart and from \$1.25 an hour up to \$2.50 an hour on another chart. Please be very sure in getting parts prices from your Parts Department as they are on the basis of the new charges which went into effect June 1st, 1934.

There are certain operations, as for example: brake adjustments, clean carbon, grind valves, tune motor and a few others on which our price in the past has been competitive and our rate has not been on the same hourly basis.

We will furnish you with more books as soon as they have been received from the factory and I would like to have you notify this office the exact number that you will require.

The books will be charged to you at \$1.50 per copy.

Make every order through a salesman.

N. H. Peterson
N. H. Peterson,
Service Manager