

**City of Seattle Fleet Services Division  
2010 Labor Rate and Markup Comparison with Non-City Vehicle Maintenance Shops**

Labor Rate and Markup	Fleet Services Division	Cummins Northwest	Pacific Power Products	Western Peterbilt	Town & Country Chrysler, Jeep, Dodge	Burien Toyota	Bill Pierre Ford	Average of Comparables
Heavy-Duty Labor	\$102	\$115	\$115	\$110	N/A	N/A	N/A	\$113
Light-Duty Labor	\$102	N/A	N/A	N/A	\$125	\$95	\$106	\$109
Parts Markup	25%	30%	20%	25%	25%	30%	32%	27%
Non-City Labor & Parts <sup>1</sup>	15% up to max. of \$500	35%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	30%	N/A <sup>2</sup>	32.5%

<sup>1</sup>Markup applied when the City of Seattle has to subcontract the work to a non-City maintenance shop.

<sup>2</sup>Shop does not subcontract work.

**City of Seattle Fleet Services Division  
Fuel Price Comparison with Seattle Dealers (as of May 25, 2010)**

Includes Cost of Fuel, Taxes, and Markup <sup>1</sup>	Fleet Services Division	Roxbury Shell	James Street 76	Ric's Automotive Shell	Aurora 76	Average of Comparables
Unleaded Gasoline	\$2.75	\$2.99	\$3.09	\$3.09	\$3.09	\$3.07
Diesel Fuel	\$2.69	\$3.29	\$3.29	\$3.39	\$3.40	\$3.34

<sup>1</sup> The Fleet Services Division manages the City of Seattle's in-house fueling system, which includes 32 City fueling facilities.