



ECHO / Shindaiwa
Service Dealer Labor Rate Form

Dealer Name

Address

City

State Zip

Dealer Signature

Title

Dealer No:

Date Submitted:

The above Service Dealer acknowledges that their current "Retail Posted Shop Labor" is per hour.

*The Service Dealer will be reimbursed for labor during warranty repairs equal to the actual "Retail Posted Shop Labor Rate," charged by dealers in the immediate geographical area, not to exceed \$55.00 per hour.

*Posted Retail Shop Labor Rates may be subject to regulations enacted for that particular state.

STIPULATIONS:

- A. Shop labor reimbursement is payable only to those dealers who attend Distributor ECHO/ Shindaiwa sponsored Technical Hands on Service Schools.

ECHO requires yearly Hands-On, Advanced Service School attendance or On-Line Training course completion by Dealers to maintain their servicing dealer status.

All service dealers who do not attend the required yearly Technical Hands on Service school will be removed as a service dealer and will be unable to perform warranty repairs on ECHO/ Shindaiwa units.

- B. Posted retail Shop Labor Rates are only payable to service dealers who are registered ECHO/ Shindaiwa CD- ROM., E-Plus or Tech Web-site parts lookup holders.
C. Shop labor rates will be paid at the prevailing retail labor rate (up to \$55.00 per hour), charged by dealers, in the geographical area. (Authorized Service Dealer only)

1. Selling Dealers and Rental Dealers who are registered ECHO/Shindaiwa CD- ROM., E-Plus or Tech Web-site parts lookup holders will be reimbursed for labor during warranty repairs to a maximum of \$21.00 per hour.

D. The shop labor rate may be adjusted once per year, on or after the anniversary date of this labor rate schedule upon receipt at ECHO, Inc, of a written "Service Dealer Labor Rate Form". The form must be signed by both the ECHO/Shindaiwa Service Dealer, the responsible distributor, and is subject to approval by ECHO, Inc.

E. For All New ECHO / Shindaiwa Dealers or Existing ECHO / Shindaiwa Dealers who request a shop labor rate increase of 10% from the posted ECHO Technical Web Site rate are required to submit the "Service Dealer Labor Rate Form" along with the supporting documentation listed below:

1. Three copies of the service dealer's current ECHO retail shop repair order to verify the new labor rate.
2. A photograph of your lobby or showroom, which shows your posted shop labor rate. In order for new dealers to set up their shop labor rate with ECHO, all documentation listed in section "E" must be included with this form.

NAME OF DISTRIBUTOR

DISTRIBUTOR TO DEALER PARTS AND ACCESSORIES DISCOUNT PERCENTAGE FROM ECHO'S SUGGESTED LIST PRICE PARTS _____ % ACCESSORIES _____ %

APPROVED:

DISTRIBUTOR SERVICE MANAGER

By: _____ **Date:** _____

ECHO, INCORPORATED.

By: _____ **Date:** _____

ECHO USE ONLY:

1. Last labor rate update: _____

2. Previous labor rate \$ _____

3. Last Service School attended: _____