



The Publisher's Column



Hello good friend, and welcome to our Motorvation Newsletter and to your new 2019 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.

New High-Thrust Bearing Prices

You will find new High-Thrust Bearing Prices on page G1-13 of your Price Guide. See the article on page 2 regarding the process we undertook to provide these new prices. We think you will agree we have taken great effort to provide pricing that addresses the many variables in High-Thrust Bearing repairs.

New Pump Pricing Features on Vaughens.com

In April of 2018 we released numerous improvements to our pump pricing on Vaughens.com. Now pricing the motor portion of a pump repair is quick and easy using Vaughen's National Average Prices. You can now price pump repairs and motor end repairs all on one quote. Also you can now save your pump quotes on our server and edit them anywhere you have access to the Internet. Checkout the article on page 2 for all the details.

What We Will be Working on in 2019

Each January we review all of the ideas for improvements that subscribers have given us over the years. Based on this review we then decide what will be included in the next year's Price Guide. If you have any ideas or suggestions on how we can improve any of our products now would be the time to give us a call 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

P.S. Let us know how we are doing by completing the Customer Feedback Form on page 4 and save \$10 on your next invoice.

Vaughen's 2019 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. New for this year you will find High-Thrust Bearing Prices on page G1-13 of the General Information section. Also in this section you will find updated prices for

MG Sets, Machining a New Shaft, and Prices for Shaft Extensions. To make it easy to find information 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.

Vaughen's 2019 Pump Repair Guide is also included and has been 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 2018 update will be faxed to all current subscribers in mid-January 2019. If you would like to review any of the past quarterly updates they can all be found on Vaughens.com under the L&M Tools tab.

Also enclosed is your 2019 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 800-828-4436 for details or to order.



Your
New 2019
Edition is
Here

2019 Survey Results — All Prices Are Updated!

This year 138 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 4.6%
- AC form-wound rewinds are up 4.6%
- DC rewinds are up 4.9%
- Extras prices are up 1.9%
- Hourly billing rates increased 3.9% to 8.5%
- AC random-wound new motor markup is down 1.9%
- New motor prices have been updated

	• Just Released High-Thrust Bearing Prices..... 2
	• Pump Pricing Expanded on Vaughens.com 2
	• The Biggest Problems Facing Motor Shops..... 2
	• Checklists Now Available as Fillable PDF Files.. 3
	• Vaughen's Telephone Assistance Hotline 3
	• Most Asked Questions on Vaughen's Hotline 3
	• 10 Ways to Profitably Use Your Price Guide 3
• Customer Feedback Form..... 4	

Just Released High-Thrust Bearing Prices

High-Thrust Bearing Prices are now included in your 2019 Vaughen's Price Guide Book. We evaluated providing this pricing a number of times over the years but could not seem to get our arms around all of the variations when pricing high-thrust bearing repairs. However, over the past two years we worked with a number of consultants and shops to address the variations and have developed pricing for typical high-thrust bearings.

Explanation of High-Thrust Bearing Prices

Subscribers wanted us to be sure to address the varying number and quality of high-thrust bearings. So, we provide an adder for each additional high-thrust bearing, and explain our pricing is for typical bearings and that premium bearings require an additional charge. We also suggest pricing by bearing size if known not frame size because of the many variations in vertical motors. We think you will agree this new pricing makes pricing easier and will save you valuable time.

Pricing Verified by Subscribers

Before releasing the data we surveyed a sample of our subscribers and made adjustments to the preliminary prices according to the survey response. We then released the prices on Vaughens.com in May of 2018. We again surveyed for this pricing on our annual 2019 Pricing Survey and updated the pricing according to survey response from all subscribers. We are happy to announce the new 2019 High-Thrust Bearing Prices can be found in the General Information section of the book on page G1-13 and under the General Info tab on Vaughens.com. Now you can quote high-thrust bearing repairs with confidence.

New Binder, Tabs, or Replacement Pages

If your Guide has any pages missing, or if your binder or tabs need to be replaced, contact us and we will ship out whatever you need at no charge. Thank you for using Vaughen's and remember we are always here to help.

Pump Pricing Expanded on Vaughens.com

In April of 2018 we released a number of changes to pump pricing on Vaughens.com that we had been working on for quite some time. You now have the option to easily price the motor portion of a pump repair using Vaughen's National Average Prices on your pump quote. Plus, you can now save your pump quotes on Vaughen's secure server.

Motor and Pump Pricing on One Quote

Previously to use Vaughen's National Average Prices for the motor portion of the pump repair you had to use the motor pricing tab to create a motor quote and then the pump tab for the pump repairs. Now you can price both the motor and pump repairs from the Pump Pricing tab using national average or labor and material pricing. All of the pricing will be included on a single quote.

Model	Motor	Pump	Total
1-1000	150.00	100.00	250.00
1-1500	200.00	150.00	350.00
1-2000	250.00	200.00	450.00
1-2500	300.00	250.00	550.00
1-3000	350.00	300.00	650.00
1-3500	400.00	350.00	750.00
1-4000	450.00	400.00	850.00
1-4500	500.00	450.00	950.00
1-5000	550.00	500.00	1050.00

New Pump Tab Screen for Pricing Motor Repairs

Access Your Pump Quotes from Anywhere

Pump repairs can often lead to additional repairs once you get the pump disassembled. Now with the option to save your pump quotes you can quickly and easily update your pump quote to include the actual work performed on the pump. No more time wasted recreating a pump quote to add additional tasks. Plus, you now have access to your quotes from anywhere – just log on to Vaughens.com and all of your quotes are at your fingertips. Start using Vaughens.com Pump Pricing tab today and see how easy we make pricing pump repairs.



Motivation is the art of getting people to do what you want them to do because they want to do it.

Dwight D. Eisenhower

The Biggest Problems Facing Motor Repair Shops

We are always looking for new ways to help motor and pump repair shops so each year we provide subscribers with a Customer Feedback Form to let us know how we are doing. You can find a copy of this year's Feedback Form on the back of this newsletter and one will be included with your next invoice.

We know there are many challenges facing motor repair shops so we thought you might be interested in what other shops listed as their biggest problem in 2018.

- 44% - Finding qualified employees
- 31% - Pricing from competition, the internet, and price of new
- 13% - Economic climate in their area
- 13% - Miscellaneous responses such as government regulations, inventory and lead times

Unfortunately Vaughen's cannot help with finding new employees but we can help with training new employees to price motor repairs. Have your new employees review the General Information section of the Price Guide paying special attention to the Motor Basics section. Then have them complete the Pricing Examples found on Vaughens.com under the General Info tab. Vaughen's makes pricing repairs quick and easy for everyone in your shop.

Here is What One Subscriber Told Us

"When I came into the business recently my Grandfather gave me Vaughen's book on the first day and said here learn this to start." The Grandson then went on to say "It's the Holy Grail of the industry!"

How to Save \$10 on Your Next Price Guide

Fill out the Customer Feedback Form on the back of this newsletter and save \$10 on your next invoice. You can fax the completed survey to 412-367-4884 or email it to sales@vaughens.com. Don't forget to let us know if you have any ideas on new information Vaughen's could add to make your job easier.

Checklists Now Available as Fillable PDF Files

You can now find fillable PDF versions of the *Pump Repair Pricing Checklists* and *Motor Quote and Invoice Checklist* on Vaughens.com. You can fill out these forms on your computer and then easily attach the Checklist to an email or save on your computer as a PDF file.

Document Work Performed and Get Paid Quicker!

Use these Checklists to document all the work you perform on each motor and pump repair. One customer told us providing these forms allows their invoices to be paid quicker. You can find the Checklists under the Pump Pricing tab and Manager's Tool tab. Start using these forms today and see if your invoices get paid quicker!



Pump Checklist



Motor Checklist

Vaughen's Telephone Assistance Hotline 1-800-VAUGHEN

All current subscribers have free access to our Hotline Assistance. You can call us at 800-828-4436 or send an email to sales@vaughens.com



for help using any of Vaughen's products. You know the saying "a picture is worth a thousand words" – if you need help pricing a motor consider emailing us the name plate information. Seeing the actual name plate can ensure we have all of the information we need to provide the best assistance.

Guided Tour of Vaughens.com

You can also call the hotline to have one of our staff give you a guided tour of all the valuable tools packed into Vaughens.com. Check out the picture below for a sample of the many tools available under the Manager's Tools tab. Call today for a tour of Vaughens.com features.



Vaughens.com Manager's Tools Tab

Most Asked Questions on Vaughen's Telephone Assistance Hotline

There are two questions that come up most often on our Telephone Assistance Hotline. Possibly you have the same question and just haven't had the time to call. Below you will find these two questions and our answers.

"How do I price a random-wound motor larger than 500 HP?"

You will find a price adder for this in the General Information section of the Price Guide on page G1-10 as follows:

460 Volt Random-Wound Motors larger than 500 HP – subtract 10% from the 2300 VT Form-Wound price.

Quick Tip: If the motor is between 600 HP and 1000 HP and you use Vaughens.com you can simply price the repair by selecting the class:

AC Thru 600V Form Wound

The prices that display would not require the adder from page G1-10. If you are a book subscriber you can find prices for 600 volt form-wound motors from 600 HP thru 1000 HP on the Form-Wound Condensed page A1-4.

"If I am just replacing the bearings do I need to add any other prices to the price for Furnish and Install 2 Standard Ball Bearings?"

If it is just a bearing replacement job you would also add the price for Dismantle and Reassemble Only. The bearing price is included as long as it is a standard bearing. Non-standard, oversize-bearings, and high-thrust bearings for vertical motors require an additional charge. See the article on page 2 regarding our new High-Thrust Bearing Prices.

Thank You

Thank You for Your Help!

We would like to take this opportunity to thank all of our subscribers who responded to our annual pricing survey. It is with your help that we are able to provide a Price Guide that can best meet the needs of our industry. Thank you!

P.S. Don't forget to include your \$20 coupon with your next payment.

10 Ways to Profitably Use Your Price Guide

- To save time calculating pricing for special or odd-ball motors and pumps, MG Sets, elevator motors, and DC Permanent Magnet Motors.
- To price the occasional large motor beyond the size normally repaired.
- As an accurate, nationally accepted reference when you re-adjust your own price list.
- To make it easier to justify your price to customers.
- To increase sales by establishing annual contracts, supplying a copy of the Guide, and agreeing on a multiplier, or price adjustments based on material costs or PPI data.
- For your salesperson on the road, to quote to customers on the spot from a professional source and close more orders.
- To train new employees in motor and pump repair pricing — your employees will become productive much faster by using Vaughen's Guide.
- To set efficiency targets for employees — to motivate them to increase productivity.
- To help you price pump repairs using our updated Pump Repair Guide.
- TO PRICE ALL JOBS — EVERYDAY!

Vaughen's Price Publishing Co., Inc. — Customer Feedback Form — Save \$10

Could you please take a few minutes to help us in our quality improvement efforts? Your input is very valuable to us. Complete this form and fax it to us at 1-412-367-4884 and we will apply a \$10 credit to your account. Thank you! (Only 1 credit honored per year.)

1. How often do you use Vaughen's Price Guide?..... Daily Weekly Monthly..... Only a few times a year
2. Which of Vaughen's Products do you use? Price Guide Book Vaughens.com WinPDQ Software
3. How do you use Vaughen's prices?..... Quote directly from the Guide Discount off the Guide Add to prices in the Guide
4. How satisfied are you with our products and service? Very Satisfied Somewhat Satisfied..... Not Very Satisfied
5. How satisfied are you with the fees we charge? Very Satisfied Somewhat Satisfied..... Not Very Satisfied
6. How likely are you to recommend our products to another motor shop? Very Likely Somewhat Likely Not Very Likely
7. How likely are you to recommend our products to one of your customers? ... Very Likely Somewhat Likely Not Very Likely
8. In the past year my motor repair sales have: Increased Stayed the Same Decreased Don't Know
9. Place a check mark in the box that best describes your opinions about the following: *(Please check only one per line.)*

Features and Benefits of Vaughen's Price Guide:	Strongly Agree	Somewhat Agree	Disagree	Not Applicable
The General Information section makes it clear how to use the Guide	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Condensed pages are useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The quarterly fax updates on copper costs etc. are useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The AC motor pricing section meets my needs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The DC motor pricing section meets my needs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Single-Phase motor pricing section meets my needs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Labor and Material Guide and labor hour standards are useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Centrifugal Pump Repair Guide is useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Pump Condensed Price Lists and Checklists are useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Pocket Pricing Pal is useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Motor Pricing section on Vaughens.com is useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Saving my quotes and customers on Vaughens.com is useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Pump Pricing section on Vaughens.com is useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Customized Condensed Price Lists on Vaughens.com are useful to me.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The L&M Tools section on Vaughens.com is useful to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

10. If you disagree with anything in question 9 above, please explain: _____

11. What is the biggest problem you face in your business today? _____

12. Other than motor and pump repairs what services does your shop offer? _____

13. Is there anything else we should include in the Price Guide? _____

14. Please provide any comments you have on the motor and pump repair industry that have not been addressed above. _____

Please provide your company information if you wish to receive your \$10 credit: (Note: Only 1 credit honored per year.)

Name: _____ Company: _____ Phone: _____

Address/City/State or Province/Zip: _____

Please fax this completed form to us at 1-412-367-4884. Thank you for taking the time to complete our survey.