



## 2019 EMPLOYEE COMPENSATION SURVEY RESULTS

**THE RESULTS ARE IN!** The 2019 Iowa-Nebraska Equipment Dealers Association Employee Compensation, Productivity and Benefits Survey results are now complete. This survey was last conducted in 2017.

Why should you purchase this valuable information? Consider the following:

- Do I need technicians? What are other dealers paying for entry level technicians? Are my benefits competitive?
- What position had the highest jump in compensation over the past 2 years? Do I still offer competitive wages?
- Are my employees producing like other dealer personnel?
- How does my sales personnel compensation compare with other dealers during these slow times?
- How are other dealers reducing personnel costs? Are they cutting overtime? Are they still open on Saturday?
- How are dealers increasing revenue in the service department? Are they utilizing extra fees?

These questions and more can be answered with these survey results.

See comparable industry average wages in each job category listed based on skill level and performance, in addition to information about:

- Employee productivity and benefits
- Employee incentives
- General business practices
- Customer labor rates
- Service call rates
- Trucking rates
- Internal and external billing policies

**Cost** for this 36-page document full of valuable information: \$245 + sales tax

**TO ORDER: PRINT** this page and fill in your information below.

Company Name	
Mailing Address	
City/State/Zip	
Survey Results Format	<b>E-mail PDF</b>
Ordered By	
Email	

**EMAIL:** [inea@ineda.com](mailto:inea@ineda.com) | **FAX:** 515.223.7832 | **MAIL:** INEDA | 8330 NW 54th Ave. | Johnston, IA 50131

*An invoice will be mailed upon receipt of your order.*