

TEMKIN Customer Service Ratings

2012 Temkin Customer Service Ratings

Product Guide for Downloadable Datasets

Information About Data Licensing

All datasets are delivered with a single-user license unless otherwise stated. If you want access for three or more people in your organization, contact Temkin Group for pricing at ratings@temkingroup.com.

The datasets **cannot** be resold or redistributed in any form or referenced outside of the purchaser's organization without the prior written consent of Temkin Group.

Warranty of Data

Temkin Group makes no representation or warranty of any kind, nature or description, express or implied, with respect to the content, including, without limitation, any warranty of any kind or nature with respect to the accuracy of the content or any implied warranty of fitness for a particular purpose or any implied warranties arising from a course of dealing or a course of performance, and we hereby expressly disclaim the same.

Industries Covered in Ratings

The datasets contain 2012 Temkin Customer Service Ratings of 174 companies with at least 100 respondents from across 18 industries (see full list in this document):

- Airlines
- Appliance makers
- Auto dealers
- Banks
- Car rental agencies
- Computer makers
- Credit card issuers
- Fast food chains
- Grocery chains
- Health plans
- Hotel chains
- Insurance carriers
- Internet service providers
- Investment firms
- Parcel delivery services
- Retailers
- TV service providers
- Wireless carriers

Description of Data Included in Datasets

Datasets are delivered in an Excel (.xls) file and contain details of consumer responses to the question that makes up the Temkin Customer Service Ratings. Data are included for the 174 companies included in the ratings along with more than 50 other companies that did not have the required minimum of 100 responses. This dataset also includes:

- Differences in responses across age groups for all 18 industries (data is not broken out by specific firm)
- Changes from the 2011 Temkin Customer Service Ratings

Data were collected via an online survey of 10,000 U.S. consumers during January 2012. Temkin Group purchased access to a 3rd party panel of consumers. The distribution of survey respondents was managed to represent the U.S. population by establishing quotas that approximate U.S. Census percentages for age, income, gender, ethnicity, and location.

Calculating the Temkin Customer Service Ratings

Temkin Group asks consumers to identify companies that they have interacted with during the previous 60 days. For a random subset of those companies, consumers are asked to rate companies as follows:

Thinking back to your most recent customer service interaction with these companies, how satisfied were you with the experience?

Responses from 1= "Very Dissatisfied"
to 7= "Very Satisfied"

For all companies with 100 or more consumer responses, we calculated the "net satisfaction" score. The ratings were calculated by taking the percentage of consumers that selected either "6" or "7" and subtracting the percentage of consumers that selected either "1," "2," or "3."

Companies Included in 2012 Temkin Customer Service Ratings

The following companies had at least 100 respondents in the survey and are included in the Temkin Customer Service Ratings and in the downloadable datasets.

Airlines: American Airlines, Continental Airlines, Delta/Northwest Airlines, JetBlue Airlines, Southwest Airlines, U.S. Airways, United Airlines
Appliances: GE, LG, Samsung, Toshiba, Whirlpool
Auto dealers: Chevrolet, Dodge, Ford, Honda, Hyundai, Nissan, Toyota
Banks: Bank of America, Capital One, Chase, Citibank, Citizens, Credit unions, HSBC, PNC, SunTrust Bank, U.S. Bancorp, USAA, Wells Fargo/ Wachovia Bank
Car rentals: Budget, Enterprise, Hertz
Computer makers: Acer, Apple, Compaq, Dell, eMachines, Gateway, Hewlett-Packard, Sony, Toshiba
Credit card issuers: American Express, Bank of America, Capital One, Chase, Citigroup, Discover, HSBC, U.S. Bank, Wells Fargo
Fast food chains: Arby's, Burger King, Chick-fil-A, Dairy Queen, Domino's, Dunkin' Donuts, Jack in the Box, KFC, Little Caesar's, McDonalds, Pizza Hut, Sonic Drive-In, Starbucks, Subway, Taco Bell, Wendy's
Groceries: Albertsons, Aldi, Food Lion, Giant Eagle, H.E.B., Hy-Vee, Kroger, Piggly Wiggly, Publix, Safeway, Save-a-Lot, ShopRite, Stop & Shop, Whole Foods, Winn-Dixie
Health plans: Aetna, Anthem (BCBS), Blue Shield of California, CIGNA, Humana, Kaiser Permanente, Medicaid, Medicare, TriCare, United Healthcare
Hotel chains: Best Western, Comfort Inn, Days Inn, Hampton Inn, Hilton, Holiday Inn, Holiday Inn Express, Marriott, Super 8
Insurance carriers: 21st Century, AAA, Allstate, American Family, Farmers, GEICO, Liberty Mutual, MetLife, Nationwide, Progressive, State Farm, USAA
Internet service providers: AOL, AT&T, Cablevision, Charter Communications, Comcast, Cox Communications, MSN (Microsoft Network), Qwest, Road Runner, Verizon
Investment firms: Charles Schwab, Credit unions, E*TRADE, Edward Jones, Fidelity Investments, ING Direct, Merrill Lynch, TD Ameritrade, Vanguard, Wells Fargo Advisors
Parcel delivery services: FedEx, U.S. Postal Service, UPS
Retailers: Amazon.com, Barnes & Noble, Best Buy, Costco, CVS, eBay, Home Depot, JCPenney, Kmart, Kohl's, Lowe's, Macy's, Old Navy, Rite Aid, Sam's Club, Sears, Staples, Target, Wal-Mart, Walgreens
TV service providers: AT&T, Bright House, Charter Communications, Comcast, Cox Communications, DirecTV, Dish Network/EchoStar, Optimum (iO)/Cablevision, Time Warner Cable, Verizon
Wireless carriers: AT&T, Sprint, T-Mobile, TracFone, U.S. Cellular, Verizon Wireless, Virgin Mobile

About Temkin Ratings

Temkin Ratings is an offering of Temkin Group. The site provides access to data on how consumers rate their experiences with more than 100 companies and the associated loyalty of those consumers. The data can help organizations benchmark themselves within their industry and compare themselves to companies across other industries. The breakdown of data in consumer segments (age, income, education, gender, and ethnicity) provides companies with a deeper understanding of the link between customer experience and loyalty for their customers.

About Temkin Group



Temkin Group is a customer experience research and consulting firm. We have one simple goal for our clients: increase customer loyalty by becoming more customer-centric. Any company can improve portions of its customer experience, but it takes more than superficial changes to create lasting differentiation. Temkin Group combines customer experience thought leadership with a deep understanding of the dynamics of large organizations to help senior executives accelerate their customer experience results.

The company was founded based on four core beliefs:

Customer experience drives loyalty.

Our research and work with clients has shown that interactions with customers influences how much business they'll do with you in the future and how often they recommend you to friends and colleagues.

It's a journey, not a project.

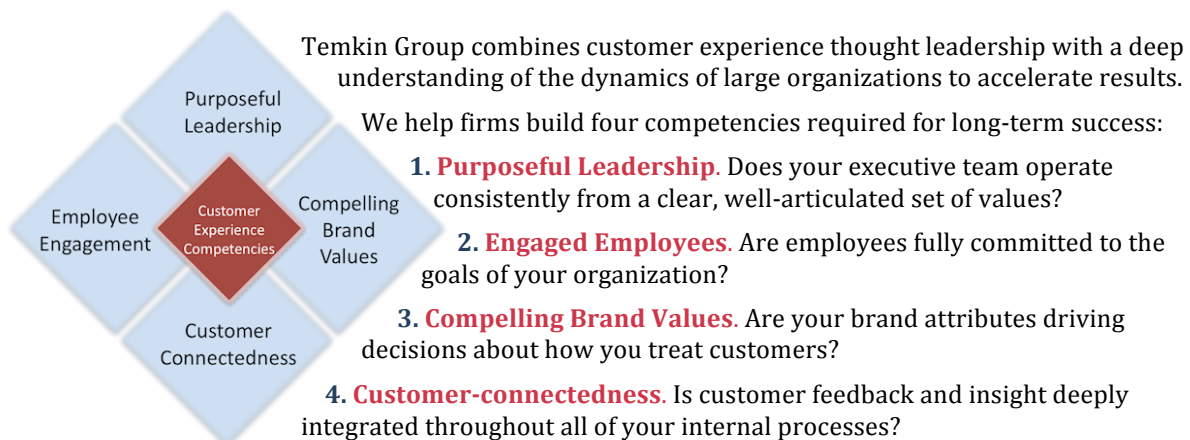
Building the capabilities to consistently delight customers doesn't happen overnight. Companies need to plan for a multi-year corporate change program.

Improvement requires systemic change.

Companies can improve isolated customer interactions, but they can't gain competitive advantage until customer experience is embedded in their operating fabric.

We can help you make a difference.

Transformation isn't easy, but leading your company to be more customer-centric is worth the effort. We help our clients accelerate their results and avoid many of the bumps along the way.



For more information about Temkin Group visit www.temkingroup.com or email info@temkingroup.com