

	Wiltec Technologies, Inc	Security Corporation (Fire Alarm)	Security Corporation (Sprinkler)	Electronic Safety, Inc	Fire Pros, Inc.	Simplex Grinnell	Elite Fire Safety, Inc.	Vanguard Fire & Security Systems, Inc.	Shambaugh & Son, L.P.
CERTIFIED TECHNICIAN HOURLY RATE									
Regular time	\$ 85.00	\$ 116.00*	\$ 136.00	\$ 90.00	\$ 69.50	\$ 118.00	\$ 75.00	\$ 100.00	\$ 125.00
Overtime	\$ 128.00	\$ 174.00*	\$ 204.00	\$ 135.00	\$ 104.25	\$ 177.00	\$ 125.00	\$ 150.00	\$ 187.50
Double time	\$ 170.00	\$ 232.00*	\$ 272.00	\$ 180.00	\$ 139.00	\$ 236.00	\$ 150.00	\$ 200.00	\$ 250.00
Emergency Call Rate	\$ 170.00	\$ 174.00*	\$ 200.00	\$ 135.00	\$ 104.25	\$ 177.00	\$ 75.00	\$ 200.00	\$ 187.50
HOURLY RATE (regular time)									
Project Manager	\$ 105.00	\$ 79.00	\$ 136.00	\$ 90.00	\$ 78.00	\$ 100.00	\$ 75.00	\$ 100.00	\$ 125.00
Designer	\$ 125.00	\$ 79.00	\$ 240.00	\$ 90.00	\$ 85.00	\$ 100.00	\$ 75.00	\$ 150.00	\$ 125.00
Programming Technician	\$ 125.00	\$ 79.00	\$ 240.00	\$ 90.00	\$ 69.50	\$ 118.00	\$ 75.00	\$ 100.00	\$ 125.00
CAD Operator	\$ 50.00	\$ 79.00	\$ 240.00	\$ 90.00	\$ 78.00	\$ 100.00	\$ 75.00	\$ 75.00	\$ 125.00
Project Engineer	\$ 125.00	\$ 79.00	\$ 240.00	\$ 90.00	\$ 85.00	\$ 100.00	\$ 75.00	\$ 150.00	\$ 125.00
DAILY RATE CERTIFIED TECHNICIAN									
8 hour daily billing rates for one certified technician rate must include the following: travel, service van, tools, equipment & any min. charge									
Regular Time	\$ 680.00	\$ 995.75	\$ 1,088.00	\$ 720.00	\$ 556.00	\$ 944.00	\$ 600.00	\$ 865.00	\$ 1,000.00
Overtime	\$ 1,020.00	\$ 1,459.75	\$ 1,632.00	\$ 1,080.00	\$ 834.00	\$ 1,416.00	\$ 800.00	\$ 865.00	\$ 1,500.00
SUBCONTRACTING AND MATERIAL MARKUP PERCENTAGE									
Percent markup on subcontracted work	10%	12%	12%	15%	10%	15%	10%	10%	25%
Percent markup on material	15%	12%	12%	15%	20%	45%	10% from list price	15%	25%
RESPONSE TIMES									
Standard Response Time	48 Hours (bus. days)	Within 24 Hours	Within 24 Hours	24 Hours	24 - 48 Hours	12 - 24 Hours	2 Hours	24 Hours	8 Hours
Emergency Response Time	4 Hours	4 Hours	4 Hours	2 Hours	3 - 6 Hours	2 - 4 Hours	2 Hours	4 Hours	4 Hours

*Plus Travel Charge of \$67.75

