	Demco, Inc		Lange Electric Co. Inc.	
	Regular Hours	Premium Hours	Regular Hours	Premium Hours
Field Service - Labor Rates				
Mechanic	\$85.00	\$95.00	\$88.00	\$102.00
Machinist	\$85.00	\$95.00	\$88.00	\$102.00
Shop Service - Labor Rates				
Mechanic	\$75.00	\$95.00	\$68.00	\$86.00
Machinist	\$80.00	\$100.00	\$68.00	\$86.00
Dynamic Balancing & Vibration Analysis				
Technician & Instrument	\$85.00	\$100.00	\$90.00	\$105.00
Laser Alignment Service				
Technician & Instrument	\$85.00	\$95.00	\$90.00	\$105.00
Material Mark Up	20%		30%	
Equipment Rental Mark Up	15%		10%	
Subcontractor Mark Up	10%		15%	