	American Combustion Industries, Inc.		Dynastics, Inc.		EMJAY Engineering & Construction Co. Inc.		M&M Welding and Fabricators, Inc.	
HVAC Master	\$154.00	\$231.00	\$99.00	\$138.00	\$61.75	\$92.63	\$105.00	\$157.00
HVAC Journeyman	\$149.00	\$223.50	\$99.00	\$138.00	\$59.75	\$89.63	\$100.00	\$150.00
HVAC Apprentice	\$108.00	\$162.00	\$77.00	\$102.00	\$47.80	\$71.70	\$68.00	\$102.00
Laborer/Helper	\$80.00	\$120.00	\$60.00	\$82.00	\$38.00	\$57.00	\$35.00	\$53.00
Material Mark Up	18%		15%		10%		10%	
Equipment Rental Mark Up	15%		15%		7.5%		10%	
Subcontractor Mark Up	15%		10%		10%		10%	
Sample Project #1	\$5,231.00		\$3,865.13		\$3,334.45		\$4,864.00	
Sample Project #2	\$17,546.00		\$22,883.90		\$5,338.35		\$6,253.00	
Sample Project #3	\$13,090.00		\$9,933.00		\$9,206.55		\$9,072.00	

	Maryland Mechanical Systems, Inc.		G.H. Nitzel, Inc.		W. L. Gary Company, Inc.	
		ĺ				
HVAC Master	\$70.00	\$105.00	\$80.00	\$120.00	\$121.00	\$157.00
HVAC Journeyman	\$68.00	\$102.00	\$68.00	\$102.00	\$120.00	\$152.00
HVAC Apprentice	\$50.00	\$75.00	\$40.00	\$60.00	\$80.00	\$105.00
Laborer/Helper	\$40.00	\$60.00	\$30.00	\$45.00	\$60.00	\$75.00
Material Mark Up	12%		15%		15%	
Equipment Rental Mark Up	8%		8%		10%	
Subcontractor Mark Up	10%		8%		12%	
Sample Project #1	\$5,901.51		\$2,738.50		\$8,176.00	
Sample Project #2	\$9,019.60		\$9,118.00		\$13,135.00	
Sample Project #3	\$8,125.34		\$6,14	0.40	\$11,678.00	