

Group A

Venue

Austin Armature Works

Lonestar Armature

Field Service Rates

Field Service Technician	\$110/Reg Time	\$165/OT	\$75/hr In Shop; \$85/Hr In Field
Drive Controls Technician	\$150/Reg Time	\$225/OT	
Crane Truck	\$120/hr. onsite		\$85/hr; \$375/hr over 7000 lbs
Baker Motor Tester	\$250/per day		
Thermal Imaging Camera	\$250/per day		
Laser Alignment Tool	\$250/per day		
Welder	\$250/per day		
Alignment Shims	\$4.50/shim		
Diagnostic Service Cost			\$75/Hr
Pump Tear Down & Inspect			Included in Diagnostic
Machining Rates			\$125/Hr

Shop Rates

All Trades	\$95/Reg Time	\$135/OT
Rush Rate	\$150	

Subcontract Rates

Mark-up Rates	23% mark-up
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Other Rates

Parts Mark-up	25% mark-up
replacement Pump costs	20% mark-up

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Peerless Equipment

Weisinger Incorporated

\$115/Reg Time \$175/OT

\$280/hr; \$365/OT

\$1,000

\$2,000

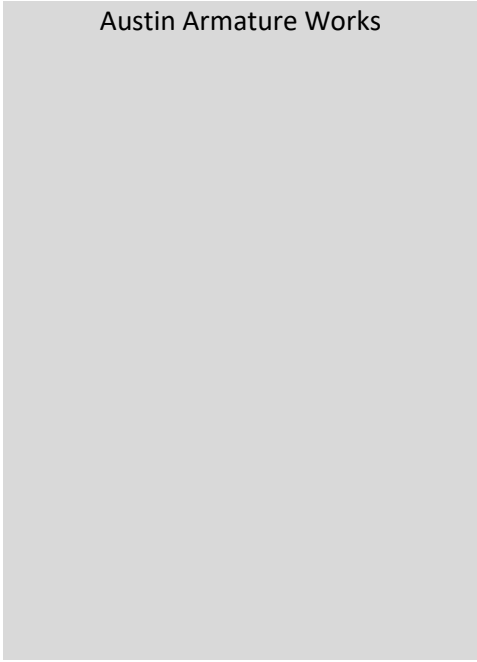
\$175/Reg Time \$240/OT

30% mark-up

25% mark-up

Group B

- Diagnostic Service Cost
- Mobilization/Demobilization
- Pump Tear Down & Inspection
- Pump Removal
- Crane Rates
- Labor Rates
- Labor Rate - Overtime
- Machining Rates
- Parts Mark-up
- Well Video logs
- geophysical log
- Rehab Well Standard Rates
- Specialty Service Rates
- Travel/Delivery/Hauling
- Replacement Pump
- Other Items



Vendors

Lonestar Armature

Peerless Equipment

\$175

\$800

\$300

\$420/hr

cost + 1.30 % markup

\$125/hr

\$250/hr

\$175/hr

cost + 1.40 % markup

\$2,500

\$4,000

\$420/hr

cost + 1.35% markup

\$500 per round trip

cost + 1.35% markup

cost + 1.40% markup

Weisinger Incorporated

\$1150/EA

\$3000-\$5000/EA

\$2000/EA

varies - see price sheet

\$280/hr or Cost +20% (over 17 ton)

\$115/hr

multiplier - 1.35% or 1.65%

\$175/hr

cost + 30%

\$2400/EA

cost + 20%

\$480/hr

varies - see price sheet

\$280/hr

cost + 30%

cost + 20%

Group B

Austin Armature Works

Lonestar Armature

Diagnostic Service Cost
Motor Tear down & inspection
mobilization and demobilization
motor removal
Crane Rates
Labor Rates
Labor Rate - Overtime
Machining Rates
Parts Mark-up
Travel/Delivery/Hauling
Replacement Motor
Other Items

\$75/hr
included in diagnostic service
\$85/hr
\$85/hr
\$75/hr \$375/hr over 7000 lbs
\$75 hr In shop / \$85 hr In field
1.5X or 2X strait time
\$125/hr
25%
\$75/hr
25% mark up

Field Service Technician \$110 Reg Time \$165 OT
Drive Controls Tech \$150 Reg Time \$225 OT
Crane Truck \$120/hr
Baker Motor Tester \$250/day
Thermal Imaging Camera \$250/day
Laser Alignment Tool \$250/day
Welder \$250/day
Alignment Shims \$4.50 Shim

Shop Rates

All Trades \$95 Reg Time \$135 OT
Rush Rate \$150

Subcontract Rates cost + 23% markup
Repair Material Rates cost + 23% markup
New Equipment Sold cost + 23% markup
Teco W & GE Motors 50% off Man. List price

Vendors

Peerless Equipment

Weisinger Incorporated