

| COMPANY | | JF Acquisition LLC d/b/a Jones & Frank | | United Pump and Controls, Inc.* | |
|---------|---|---|--------------|---------------------------------|--|
| TERMS | | Net 30 | | Net 30 | |
| Item # | Description | Rate Per Hour Per Person | Zone Charges | Rate Per Hour Per Person | Zone Charges |
| 1 | Technician – Straight Time | \$87/hr. + \$150 trip charge | | \$82.00 | \$130.00 -\$150.00 (regular) \$195.00 - \$225.00 (overtime) \$260 - \$300.00 (doubletime) |
| 2 | Technician – Weekend and Overtime | \$131/hr. + \$200 trip charge | | \$123.00 OT/\$164.00 DT | \$130.00 -\$150.00 (regular) \$195.00 - \$225.00 (overtime) \$260 - \$300.00 (double-time) |
| 3 | Helper/Laborer – Straight Time | \$87/hr. + \$150 trip charge | | \$82.00 | \$130.00 -\$150.00 (regular) \$195.00 - \$225.00 (overtime) \$260 - \$300.00 (double-time) |
| 4 | Helper/Laborer – Weekend and Overtime | \$131/hr. + \$200 trip charge | | \$123.00 OT/\$164.00 DT | \$130.00 -\$150.00 (regular) \$195.00 - \$225.00 (overtime) \$260 - \$300.00 (double-time) |
| 5 | Provide % Cost of Materials to CCSD (i.e. Cost +) | List less 10% (ask about Matrix Pricing) | | 20% | |
| 6 | Per Section 14.8 of the Special Terms & Conditions, in the event CCSD has failed to anticipate all service needs, responding vendors are asked to provide a fee structure for additional, related items that may be needed during the award period. Vendors are to provide an hourly rate in the space to the right for service needs that may be identified at a later date. If there are different rates, please provide any/all rate information. | Standard service call equipment will be list less 10%. All other equipment will be handled on a case by case basis. See Matrix Pricing | | Cost Plus 20% Margin | |
| 7 | Per Section 14.9 of the Special Terms & Conditions, in the event CCSD has failed to anticipate all service needs, responding vendors are asked to provide a fee structure for additional, related services that may be needed during the award period. Vendors are to provide an hourly rate in the space to the right for service needs that may be identified at a later date. If there are different rates, please provide any/all rate information. | Confined space entry - \$45 Consumable Fee - \$29 Water trailer - \$125 PWC removal/disposal - Cost + 20% Fuel Filtration - Cost + 20% Fuel Conditioning - Cost + 20% Petroleum Technology Equipment - NJPA Pricing Electrical Sub-contractor - Cost + 20% | | Zone/Trip Charges | |

***Notes**
 1:00 Hour Minimum Charge during Regular Business Hours.
 2:00 Hour Minimum Charge for All Afterhours and Emergency Calls.
 Regular Business Hours are Monday thru Friday, 8:00 am to 4:30 pm.
 Overtime Rates apply Monday thru Friday, 4:30 pm to 8:00 am and on Saturday.
 Rates are 1:50 times regular labor and zone rates.
 Double-time Rates apply on Sundays and Holidays listed below.
 Rates are 2.00 times regular labor and zone rates.
 United Pump & Controls observes the following Holidays:
 New Years Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Friday after Thanksgiving Day, Christmas Eve and Christmas Day