



CONTRACT RENEWAL LETTER

Date: June 22, 2026
Contract #: UCPJMU7272
Service: On Demand Trade Services: Mechanical & Plumbing
Renewal Period: 9/9/2026 to 9/8/2027
Renewal #: 1 of 4 One-Yr
Issued By: James Madison University
Michael Morrison, Lead Contract Officer & Project
Manager Ph: 540-568-6181
Fx: 540-568-7935
Contractor: Southern Air, Inc.
Attn: Foster Beeker
2655 Lakeside Drive
Lynchburg, VA 24501 Ph: 434-385-6200
Contract Administrator: Dennis Hart, Facilities Management

Description of Renewal Notice:

In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The contract pricing will increase by 2.6% in accordance with the "other services" category of the CPI-W. An updated pricing schedule is attached to this renewal.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed renewal notice to my attention within ten days.

Southern Air, Inc.

By:

Foster Beeker

Name (print)

Vice President

Title

6/30/2026

Date Signed

James Madison University

By:

Michael Morrison, MS, VCCO, CUPO, CPPB

Name (print)

Lead Contract Officer & Project Manager

Title

6/29/2026

Date Signed

Contract #: UCPJMU7272

Contractor: Southern Air, Inc.

Renewal Period: 9/9/2026 - 9/8/2027

Commodity: On Demand Trade Services: Mechanical & Plumbing

Pricing Schedule

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable. The following pages, taken from the RFP and edited where negotiated, represent the agreed-upon pricing for this contract.

The following labor rates are listed by discipline and classification and include base wages, benefits, taxes, insurance and payroll costs complete.

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 1

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$163.13/hour	\$220.23/hour
Mechanical Supervisor	\$133.38/hour	\$180.06/hour
HVAC Supervisor	\$133.38/hour	\$180.06/hour
Laborer		
Laborer, Mechanical	\$92.34/hour	\$124.66/hour
Laborer, HVAC	\$117.99/hour	\$159.29/hour
Mechanic		
Boiler Mechanic	\$116.96/hour	\$157.90/hour
Sheet Metal Mechanic	\$120.04/hour	\$162.06/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$116.96/hour	\$157.90/hour
*Test & Balance Mechanic	\$116.96/hour	\$157.90/hour
Junior Mechanic (Helper)	\$76.95/hour	\$103.88/hour
Technician		
Burner Technician	\$123.12/hour	\$166.21/hour
HVAC Technician	\$123.12/hour	\$166.21/hour
Service Technician	\$123.12/hour	\$166.21/hour
*Controls Technician	\$123.12/hour	\$166.21/hour
Electrical Technician	\$123.12/hour	\$166.21/hour
Plumbing Technician	\$123.12/hour	\$166.21/hour
Thermographer	\$180.58/hour	\$243.78/hour
Jetter Technician (includes Jetter)	\$307.80/hour	\$415.53/hour
Sewer Equipment & Backflow Technician Includes: K-50, K-750, Locator, Locator Transmitter, Ridgid Camera, Backflow Preventer Test Kit	\$180.58/hour	\$243.78/hour
Welding		
Certified Welder, work	\$123.12/hour	\$166.21/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37
Pipefitter	\$95.42	\$128.81
Millwright	\$95.42	\$128.81

Equipment Operator	\$95.42/hour	\$128.81/hour
Ironworker	\$95.42/hour	\$128.81/hour
Plumber	\$123.12/hour	\$166.21/hour
*Carpenter	\$105.68/hour	\$142.67/hour
Electrician	\$123.12/hour	\$166.21/hour
QA/QC (Code Work)	\$148.77/hour	\$200.84/hour
Project Manager	\$148.77/hour	\$200.84/hour
Design Engineer	\$185.71/hour	\$250.70/hour
CAD Designer	\$75.92/hour	\$102.50/hour

***Subcontractors may be required for the trades noted " * ". Southern Air Inc. will address the need for subcontractors on an as needed basis. Southern Air, Inc. will engage JMU purchasing management with open dialogue when it is deemed in the university's best interest to use subcontractors. All subcontractors that are executed through Southern Air, Inc. will be invoiced to JMU at "SAI Invoice" plus 7.5%. Invoices can and will be furnished upon request. Testing and Balancing: Southern Air, Inc. is qualified to perform Testing and Balancing as needed. If a NAAC certification is required, Southern Air Inc. will have to subcontract this service.**

Southern Air, Inc. will provide a 15% discount off all published list prices for the following ancillary repair materials and parts: Southern Refrigeration, Aireco, R.E. Michel, Ferguson and Grainger. Southern Air, Inc. will diligently work with all vendors to ensure JMU receives the most competitive solutions as required.

PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
		\$	%	\$
		\$	%	\$
		\$	%	\$
		\$	%	\$

- Please also address any other discounts or fees which may be anticipated.

OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 2

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$116.96/hour	\$157.90/hour
Mechanical Supervisor	\$112.86/hour	\$152.36/hour
HVAC Supervisor	\$112.86/hour	\$152.36/hour
Laborer		
Laborer, Mechanical	\$72.85/hour	\$98.34/hour
Laborer, HVAC	\$93.37/hour	\$126.04/hour
Mechanic		
Boiler Mechanic	\$95.42/hour	\$128.81/hour
Sheet Metal Mechanic	\$87.21/hour	\$148.51/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$95.42/hour	\$128.81/hour
*Test & Balance Mechanic	\$95.42/hour	\$128.81/hour
Junior Mechanic (Helper)	\$61.56/hour	\$83.11/hour
Technician		
Burner Technician	\$102.60/hour	\$138.51/hour
HVAC Technician	\$102.60/hour	\$138.51/hour
Service Technician	\$102.60/hour	\$138.51/hour
*Controls Technician	\$102.60/hour	\$138.51/hour
Electrical Technician	\$102.60/hour	\$138.51/hour
Plumbing Technician	\$129.28/hour	\$174.52/hour
Thermographer	\$180.58/hour	\$243.78/hour
Jetter Technician (includes Jetter)	\$307.80/hour	\$415.53/hour
Sewer Equipment & Backflow Technician Includes: K-50, K-750, Locator, Locator Transmitter, Ridgid Camera, Backflow Preventer Test Kit	\$180.58/hour	\$243.78/hour
Welding		
Certified Welder, work	\$95.42/hour	\$128.81/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
Pipefitter	\$76.95/hour	\$103.88/hour
Millwright	\$76.95/hour	\$103.88/hour
Equipment Operator	\$76.95/hour	\$103.88/hour
Ironworker	\$76.95/hour	\$103.88/hour
Plumber	\$129.28/hour	\$174.52/hour
*Carpenter	\$95.42/hour	\$128.81/hour
Electrician	\$102.60/hour	\$138.51/hour
QA/QC (Code Work)	\$119.02/hour	\$160.67/hour
Project Manager	\$119.02/hour	\$160.67/hour
Design Engineer	\$148.77/hour	\$200.84/hour
CAD Designer	\$61.56/hour	\$83.11/hour

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PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
		\$	%	\$
		\$	%	\$
		\$	%	\$
		\$	%	\$

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OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 3

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$148.77/hour	\$200.84/hour
Mechanical Supervisor	\$133.38/hour	\$180.06/hour
HVAC Supervisor	\$133.38/hour	\$180.06/hour
Laborer		
Laborer, Mechanical	\$82.08/hour	\$110.81/hour
Laborer, HVAC	\$109.78/hour	\$148.21/hour
Mechanic		
Boiler Mechanic	\$119.02/hour	\$160.67/hour
Sheet Metal Mechanic	\$109.78/hour	\$148.21/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$119.02/hour	\$160.67/hour
*Test & Balance Mechanic	\$119.02/hour	\$160.67/hour
Junior Mechanic (Helper)	\$70.79/hour	\$95.57/hour
Technician		
Burner Technician	\$123.12/hour	\$166.21/hour
HVAC Technician	\$123.12/hour	\$166.21/hour
Service Technician	\$123.12/hour	\$166.21/hour
*Controls Technician	\$123.12/hour	\$166.21/hour
Electrical Technician	\$123.12/hour	\$166.21/hour
Plumbing Technician	\$129.28/hour	\$174.52/hour
Thermographer	\$180.58/hour	\$243.78/hour
Jetter Technician (includes Jetter)	\$307.80/hour	\$415.53/hour
Sewer Equipment & Backflow Technician Includes: K-50, K-750, Locator, Locator Transmitter, Ridgid Camera, Backflow Preventer Test Kit	\$180.58/hour	\$243.78/hour
Welding		
Certified Welder, work	\$111.62/hour	\$150.69/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
Pipefitter	\$95.42/hour	\$128.81/hour
Millwright	\$95.42/hour	\$128.81/hour
Equipment Operator	\$95.42/hour	\$128.81/hour
Ironworker	\$95.42/hour	\$128.81/hour
Plumber	\$129.28/hour	\$174.52/hour
*Carpenter	\$119.02/hour	\$160.67/hour
Electrician	\$123.12/hour	\$166.21/hour
QA/QC (Code Work)	\$148.77/hour	\$200.84/hour
Project Manager	\$148.77/hour	\$200.84/hour
Design Engineer	\$185.71/hour	\$250.70/hour
CAD Designer	\$76.95/hour	\$103.88/hour

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PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
		\$	%	\$
		\$	%	\$
		\$	%	\$
		\$	%	\$

- Please also address any other discounts or fees which may be anticipated.

OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 4

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$148.77/hour	\$200.84/hour
Mechanical Supervisor	\$138.51/hour	\$186.99/hour
HVAC Supervisor	\$138.51/hour	\$186.99/hour
Laborer		
Laborer, Mechanical	\$82.08/hour	\$110.81/hour
Laborer, HVAC	\$109.78/hour	\$148.21/hour
Mechanic		
Boiler Mechanic	\$119.02/hour	\$160.67/hour
Sheet Metal Mechanic	\$109.78/hour	\$148.21/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$119.02/hour	\$160.67/hour
*Test & Balance Mechanic	\$119.02/hour	\$160.67/hour
Junior Mechanic (Helper)	\$70.79/hour	\$95.57/hour
Technician		
Burner Technician	\$128.25/hour	\$173.14/hour
HVAC Technician	\$128.25/hour	\$173.14/hour
Service Technician	\$128.25/hour	\$173.14/hour
*Controls Technician	\$128.25/hour	\$173.14/hour
Electrical Technician	\$128.25/hour	\$173.14/hour
Plumbing Technician	\$129.28/hour	\$174.52/hour
Thermographer	\$180.58/hour	\$243.78/hour
Jetter Technician (includes Jetter)	\$307.80/hour	\$415.53/hour
Sewer Equipment & Backflow Technician Includes: K-50, K-750, Locator, Locator Transmitter, Ridgid Camera, Backflow Preventer Test Kit	\$180.58/hour	\$243.78/hour
Welding		
Certified Welder, work	\$111.83/hour	\$150.98/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
Pipefitter	\$95.42/hour	\$128.81/hour
Millwright	\$95.42/hour	\$128.81/hour
Equipment Operator	\$95.42/hour	\$128.81/hour
Ironworker	\$95.42/hour	\$128.81/hour
Plumber	\$129.28/hour	\$174.52/hour
*Carpenter	\$119.02/hour	\$160.67/hour
Electrician	\$128.25/hour	\$173.14/hour
QA/QC (Code Work)	\$148.77/hour	\$200.84/hour
Project Manager	\$148.77/hour	\$200.84/hour
Design Engineer	\$185.71/hour	\$250.70/hour
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PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
		\$	%	\$
		\$	%	\$
		\$	%	\$
		\$	%	\$

- Please also address any other discounts or fees which may be anticipated.

OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 5

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$148.77/hour	\$200.84/hour
Mechanical Supervisor	\$138.51/hour	\$186.99/hour
HVAC Supervisor	\$138.51/hour	\$186.99/hour
Laborer		
Laborer, Mechanical	\$82.08/hour	\$110.81/hour
Laborer, HVAC	\$109.78/hour	\$148.21/hour
Mechanic		
Boiler Mechanic	\$119.02/hour	\$160.67/hour
Sheet Metal Mechanic	\$109.78/hour	\$148.21/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$119.02/hour	\$160.67/hour
*Test & Balance Mechanic	\$119.02/hour	\$160.67/hour
Junior Mechanic (Helper)	\$70.79/hour	\$95.57/hour
Technician		
Burner Technician	\$128.25/hour	\$173.14/hour
HVAC Technician	\$128.25/hour	\$173.14/hour
Service Technician	\$128.25/hour	\$173.14/hour
*Controls Technician	\$128.25/hour	\$173.14/hour
Electrical Technician	\$128.25/hour	\$173.14/hour
Plumbing Technician	\$129.28/hour	\$174.52/hour
Thermographer	\$180.58/hour	\$243.78/hour
Jetter Technician (includes Jetter)	\$307.80/hour	\$415.53/hour
Sewer Equipment & Backflow Technician Includes: K-50, K-750, Locator, Locator Transmitter, Ridgid Camera, Backflow Preventer Test Kit	\$180.58/hour	\$243.78/hour
Welding		
Certified Welder, work	\$111.83/hour	\$150.98/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
Pipefitter	\$95.42/hour	\$128.81/hour
Millwright	\$95.42/hour	\$128.81/hour
Equipment Operator	\$95.42/hour	\$128.81/hour
Ironworker	\$95.42/hour	\$128.81/hour
Plumber	\$129.28/hour	\$174.52/hour
*Carpenter	\$119.02/hour	\$160.67/hour
Electrician	\$128.25/hour	\$173.14/hour
QA/QC (Code Work)	\$148.77/hour	\$200.84/hour
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Item	Manufacturer	List Price	% Discount Off	University Price
		\$	%	\$
		\$	%	\$
		\$	%	\$
		\$	%	\$

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OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 6

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$148.77/hour	\$200.84/hour
Mechanical Supervisor	\$138.51/hour	\$186.99/hour
HVAC Supervisor	\$138.51/hour	\$186.99/hour
Laborer		
Laborer, Mechanical	\$82.08/hour	\$110.81/hour
Laborer, HVAC	\$109.78/hour	\$148.21/hour
Mechanic		
Boiler Mechanic	\$119.02/hour	\$160.67/hour
Sheet Metal Mechanic	\$109.78/hour	\$148.21/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$119.02/hour	\$160.67/hour
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Technician		
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Welding		
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R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
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Millwright	\$95.42/hour	\$128.81/hour
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Ironworker	\$95.42/hour	\$128.81/hour
Plumber	\$129.28/hour	\$174.52/hour
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Electrician	\$128.25/hour	\$173.14/hour
QA/QC (Code Work)	\$148.77/hour	\$200.84/hour
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		\$	%	\$
		\$	%	\$
		\$	%	\$

- Please also address any other discounts or fees which may be anticipated.

OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 7

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$119.02/hour	\$160.67/hour
Mechanical Supervisor	\$128.25/hour	\$173.14/hour
HVAC Supervisor	\$128.25/hour	\$173.14/hour
Laborer		
Laborer, Mechanical	\$65.66/hour	\$88.65/hour
Laborer, HVAC	\$88.24/hour	\$119.12/hour
Mechanic		
Boiler Mechanic	\$112.86/hour	\$152.36/hour
Sheet Metal Mechanic	\$88.24/hour	\$119.12/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$112.86/hour	\$152.36/hour
*Test & Balance Mechanic	\$112.86/hour	\$152.36/hour
Junior Mechanic (Helper)	\$56.43/hour	\$76.18/hour
Technician		
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HVAC Technician	\$117.99/hour	\$159.29/hour
Service Technician	\$117.99/hour	\$159.29/hour
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Welding		
Certified Welder, work	\$89.06/hour	\$120.23/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
Pipefitter	\$76.95/hour	\$103.88/hour
Millwright	\$76.95/hour	\$103.88/hour
Equipment Operator	\$76.95/hour	\$103.88/hour
Ironworker	\$76.95/hour	\$103.88/hour
Plumber	\$129.28/hour	\$174.52/hour
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Electrician	\$117.99/hour	\$159.29/hour
QA/QC (Code Work)	\$119.02/hour	\$160.67/hour
Project Manager	\$119.02/hour	\$160.67/hour
Design Engineer	\$148.77/hour	\$200.84/hour
CAD Designer	\$61.56/hour	\$83.11/hour

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PARTS & SUPPLIES				
Item	Manufacturer	List Price	% Discount Off	University Price
		\$	%	\$
		\$	%	\$
		\$	%	\$
		\$	%	\$

- Please also address any other discounts or fees which may be anticipated.

OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 8

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$138.51/hour	\$186.99/hour
Mechanical Supervisor	\$117.99/hour	\$159.29/hour
HVAC Supervisor	\$117.99/hour	\$159.29/hour
Laborer		
Laborer, Mechanical	\$76.95/hour	\$103.88/hour
Laborer, HVAC	\$101.57/hour	\$137.12/hour
Mechanic		
Boiler Mechanic	\$112.86/hour	\$152.36/hour
Sheet Metal Mechanic	\$101.57/hour	\$137.12/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$112.86/hour	\$152.36/hour
*Test & Balance Mechanic	\$112.86/hour	\$152.36/hour
Junior Mechanic (Helper)	\$65.66/hour	\$88.65/hour
Technician		
Burner Technician	\$107.73/hour	\$145.44/hour
HVAC Technician	\$107.73/hour	\$145.44/hour
Service Technician	\$107.73/hour	\$145.44/hour
*Controls Technician	\$107.73/hour	\$145.44/hour
Electrical Technician	\$112.86/hour	\$152.36/hour
Plumbing Technician	\$129.28/hour	\$174.52/hour
Thermographer	\$180.58/hour	\$243.78/hour
Jetter Technician (includes Jetter)	\$307.80/hour	\$415.53/hour
Sewer Equipment & Backflow Technician Includes: K-50, K-750, Locator, Locator Transmitter, Ridgid Camera, Backflow Preventer Test Kit	\$180.58/hour	\$243.78/hour
Welding		
Certified Welder, work	\$103.63/hour	\$139.90/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
Pipefitter	\$88.24/hour	\$119.12/hour
Millwright	\$88.24/hour	\$119.12/hour
Equipment Operator	\$88.24/hour	\$119.12/hour
Ironworker	\$88.24/hour	\$119.12/hour
Plumber	\$129.28/hour	\$174.52/hour
*Carpenter	\$112.86/hour	\$152.36/hour
Electrician	\$112.86/hour	\$152.36/hour
QA/QC (Code Work)	\$138.51/hour	\$186.99/hour
Project Manager	\$138.51/hour	\$186.99/hour
Design Engineer	\$172.37/hour	\$232.70/hour
CAD Designer	\$70.79/hour	\$95.57/hour

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PARTS & SUPPLIES				
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		\$	%	\$
		\$	%	\$
		\$	%	\$
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OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$

Rates by Role for On Demand Trade Services: Mechanical & Plumbing

Zone 9

LABOR RATES		
Personnel	Normal Working Hours	Overtime/Weekend/ Holiday/Emergency Hours
Supervisor/Superintendent/Foreman	\$138.51/hour	\$186.99/hour
Mechanical Supervisor	\$112.86/hour	\$152.36/hour
HVAC Supervisor	\$112.86/hour	\$152.36/hour
Laborer		
Laborer, Mechanical	\$76.95/hour	\$103.88/hour
Laborer, HVAC	\$101.57/hour	\$137.12/hour
Mechanic		
Boiler Mechanic	\$107.73/hour	\$145.44/hour
Sheet Metal Mechanic	\$101.57/hour	\$137.12/hour
*Grout Injection Mechanic	see footnote	see footnote
Startup Mechanic	\$107.73/hour	\$145.44/hour
*Test & Balance Mechanic	\$107.73/hour	\$145.44/hour
Junior Mechanic (Helper)	\$65.66/hour	\$88.65/hour
Technician		
Burner Technician	\$102.60/hour	\$138.51/hour
HVAC Technician	\$102.60/hour	\$138.51/hour
Service Technician	\$102.60/hour	\$138.51/hour
*Controls Technician	\$102.60/hour	\$138.51/hour
Electrical Technician	\$102.60/hour	\$138.51/hour
Plumbing Technician	\$129.28/hour	\$174.52/hour
Thermographer	\$180.58/hour	\$243.78/hour
Jetter Technician (includes Jetter)	\$307.80/hour	\$415.53/hour
Sewer Equipment & Backflow Technician Includes: K-50, K-750, Locator, Locator Transmitter, Ridgid Camera, Backflow Preventer Test Kit	\$180.58/hour	\$243.78/hour
Welding		
Certified Welder, work	\$103.30/hour	\$136.38/hour
R-stamp Welder	\$153.90/hour	\$207.77/hour
AI Inspector (R-stamp work)	\$713.07/4-hour min	\$251.37/hour
Pipefitter	\$88.24/hour	\$119.12/hour
Millwright	\$88.24/hour	\$119.12/hour
Equipment Operator	\$88.24/hour	\$119.12/hour
Ironworker	\$88.24/hour	\$119.12/hour
Plumber	\$129.28/hour	\$174.52/hour
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OTHER PRICING				
Early Payment Discount				%
Subcontractor Fees				%
				\$
				\$
				\$