

RESULTS B12001 HVAC	Total PM Annual Price	Labor Regular time	After hours & wkends	OEM Parts Discount	Discount	Ancillary parts Discount	hrly wages start	Warranty-Parts	Warranty-Labor	est 45 visits Over PM svcs	Est hrs x 80 Reg time Over PM Svcs	Added Value	Sum Less Added Value
		per hour	per hour	%	%	%		months	months	45	80		
Siemens Industry Inc 66 Mussey Road Scarborough, ME 04074	44,900	98	147	10	60% off Siemens automation parts		on site and no truck charge	12	3		7840	15720	37,020
Atlantic Comfort Systems Inc PO Box 665 Biddeford, ME 04005	38,500	84	126	10		10	on site and no truck charge	12	1		6720		45,220
Johnson Controls Inc 920 Candia Road Manchester, NH 03109	73,350	140	156 Nights / Saturday Sundays /Holidays 208	30		5		3	3		11200	4420	80,130
Palmer and Sicard, Inc 140 Epping Road Exeter, NH 03833	60,800	85	130	5		5		12	12		6800		67,600
Granite State P&H LLC 10 N. Riverdale Road Weare, NH 03281	32,416	86	129	35	na	35		12	3		6880		39,296
Control Technologies, Inc 70 Zachary Road Manchester, NH 03109	41,498	78	117	20		20	Travel 38.40 Per trip	12	12	1728	6240		49,466
Comfort Systems 11 Wallace Ave So. Portland, ME 04106	37,482	90	135	15			Portal to portal / \$42-\$45 Trip chrg	varies	1	1957.5	7200		46,640
Dowling Corp 112 Heritage Ave Portsmouth, NH 03801	86,444	88	88	5		5		1	1		7040		93,484