



IAW GSA FSS Contract Clause I-FSS-600, Contract Price List Follows

HI-TEST LABORATORIES, INC. was awarded General Services Administration (**GSA**) Federal Supply Service (FSS) **CONTRACT NO. GS-23F-0071L** for professional engineering services in the field of Test and Evaluation designated as Special Item Number (SIN) 871-4.

CONTRACT INFORMATION

GSA Contract No: GS-23F-0071L
Schedule of Services: Professional Engineering Services, GSA SIN 871-4, NAICS Code 541330
Contract Period: 12/15/2009 thru 12/14/2010 with 1 – 5 year option
Discounts Offered: None
Delivery: FOB Destination
Minimum Order: \$100.00
Maximum Order: \$750,000.00
Security: HI-TEST has a SECRET Facility Security Clearance

CONTRACTOR INFORMATION

HI-TEST LABORATORIES, INC.
PO Box 87, 1104 Arvon Road
Arvon, VA 23004
(434)581-3204 phone
(434)581-3305 fax
www.hitestlabs.com

HI-TEST LABORATORIES, INC. was incorporated in 1975 in Everett, Washington. We are a Small HUBZone business registered with CCR.

DUNs No: 07-819-1590
Tax ID No: 91-0932445

We accept Government Visa and Mastercard Purchase cards. Credit card purchases are accepted above the micro-purchase threshold.

CONTRACTOR SERVICES

TESTING

- MIL-S-901D Shock (lightweight, medium weight, and heavyweight)
- MIL-STD-167-1 Environmental Vibration (Type I and Type II)
- MIL-STD-740 Noise (airborne and structureborne)
- MIL-E-16400 Inclination (aka, Pitch and Roll)
- R&D associated with neutralization, mine countermeasures, and explosive effects
- Ship Collision and Grounding

SERVICES

- Test procedure development
- Instrumentation recommendations and plan design
- Equipment installation design
- Pre-Test inspection, test conduct, post-test inspection
- Report publication

Whether it is engineering analysis, drafting or welding, HI-TEST employs a hands-on approach to testing by assisting the customer in every aspect of the test process. We may be commissioned to make equipment design recommendations that can prevent failures thereby saving our customer time and money spent in re-test situations. HI-TEST also provides solutions, repairs, and equipment modifications that can be fabricated immediately on-site in the case of equipment failures during testing.

SUBMIT REQUESTS FOR QUOTES TO:

Ed Eggleton, Manager of Contracts
HI-TEST LABORATORIES, INC.
PO Box 87, 1104 Arvon Road
Arvon, VA 23004
(434)581-3204 phone
(434)581-3305 fax
Ed.Eggleton@hitestlabs.com

HI-TEST provides a firm fixed price based on the statement of work provided utilizing appropriate labor categories and rates (see Labor Category Descriptions and Price Schedule provided in the following pages). HI-TEST Terms and Conditions are submitted with each original quotation.

SUBMIT PAYMENTS TO:

HI-TEST LABORATORIES, INC.
C/O Chesapeake Bank
PO Box 799
Gloucester, VA 23061

HI-TEST LABORATORIES, INC.
GSA Contract No. GS-23F-0071L
Labor Category Descriptions and Year 10 (12/15/09 – 12/14/10) Price Schedule

Labor Category	GSA Hourly Rate
<i>Minimum Education, Related Work Experience Description</i>	Year 10
Engineering Supervisor	\$176.80
<p><i>Bachelor's degree, 25 yrs experience</i> Provides direction, supervision, and task assignments to engineers. Monitors the development and progress of test projects and receives engineering reports on current jobs. Monitors the internal analysis of test projects. Relies on projects and receives engineering reports on current jobs. Monitors the internal analysis of test projects. Relies on experience and judgment to plan and accomplish department and company goals. Trains new engineers and orients them to the job. Uses resources available to troubleshoot and problem-solve complex issues.</p>	
Chief Scientist	\$135.16
<p><i>Bachelor's degree, 15 yrs experience</i> Applies knowledge of sciences to review and evaluate complex problems such as equipment design, environmental impacts, materials testing and evaluation, chemical studies and manufacturing concerns.</p>	
Chief Scientist II	\$153.22
<p><i>Bachelor's degree, 20 yrs experience</i> Applies knowledge of sciences to review and evaluate complex problems such as equipment design, environmental impacts, materials testing and evaluation, chemical studies and manufacturing concerns. Very familiar with a variety of testing concepts, practices, and procedures. Also employs his knowledge of engineering applications to supervise Engineer I and Engineer II. Works well independently.</p>	
Test Engineer I	\$75.29
<p><i>High School Diploma, 2 yrs experience</i> Reviews test requirements and drawings, develops plan & schedule to accomplish tasks required, determines material requirements, coordinates procurement and manufacturing process, oversees installation and set-up of test. Conducts test operations and inspections. Prepares test reports, works under supervision of Chief Scientist (Project Manager).</p>	
Test Engineer II	\$83.30
<p><i>2 yrs College, 5 yrs experience</i> Designs test set-ups, reviews requirements and drawings, develops procedures, determines material requirements, supervises installation and set-up of test articles, and auxiliary services, coordinates schedule, conducts test operations, performs failure analysis, prepares test reports, works with minimal supervision.</p>	

Test Engineer III	\$103.58
<i>Bachelor's Degree, 5 yrs experience</i>	
Is responsible for all engineering aspects of project including, but not limited to pre-test analysis and planning, test operations, post-test evaluation and reporting. Also employs his knowledge of engineering applications to supervise Engineer I and Engineer II, specifically troubleshooting in complex situations.	
Test Engineer IV	\$134.61
<i>Bachelor's Degree, 10 yrs experience</i>	
Is responsible for all engineering aspects of project including, but not limited to pre-test analysis and planning, test operations, post-test evaluation and reporting. Typically conducts more involved and complex test projects. Assists in internally analyzing test projects and provides regular status reports to supervisor. Very familiar with a variety of testing concepts, practices, and procedures. Also employs his knowledge of engineering applications to supervise Engineer I and Engineer II. Works well independently.	
Test Engineer V	\$144.98
<i>Bachelor's Degree, 15 yrs experience</i>	
Is responsible for all engineering aspects of project including, but not limited to pre-test analysis and planning, test operations, post-test evaluation and reporting. Typically conducts more involved and complex test projects. Assists in internally analyzing test projects and provides regular status reports to supervisor. Very familiar with a variety of testing concepts, practices, and procedures. Also employs his knowledge of engineering applications to supervise Engineer I and Engineer II. Works well independently.	
Project Manager	\$83.21
<i>Associate's Degree, 5 yrs experience</i>	
Coordinates various activities to maintain schedule and budget restraints. Oversees all aspects of project including; review of requirements to complete tasks to assure proper material and manpower are available to complete effort, supervise work in progress; make proper arrangements and plans for upcoming work, review financial status of project and report budget status to proper managers; review environmental and safety plans and procedures to assure a safe workplace.	
Project Manager II	\$103.15
<i>Associate's Degree, 10 yrs experience</i>	
Coordinates various activities to maintain schedule and budget restraints. Oversees all aspects of project including review of requirements to complete tasks to assure proper material and manpower are available to complete effort, supervise work in progress; make proper arrangements and plans for upcoming work, review financial status of project and report budget status to proper managers; review environmental and safety plans and procedures to assure a safe workplace.	
Drafter I	\$56.87
<i>Associate's Degree, 5 yrs experience</i>	
Performs basic drafting work manually or using a computer, requiring knowledge and skill in basic drafting methods, procedures and techniques. Prepares basic drawings of standard structures, facilities, land profiles, water systems, mechanical and electrical equipment. Relies on pre-established guidelines and instruction. Consults supervisor and engineering staff regarding accuracy, design, and drafting standards. Requires supervision to perform tasks.	

Drafter II	\$67.65
<i>Associate's Degree, 10 yrs experience</i>	
Performs drafting work manually or using a computer, requiring knowledge and skill in drafting methods, procedures and techniques. Prepares drawings of structures, facilities, land profiles, water systems, mechanical and electrical equipment.	
Drafter III	\$76.61
<i>Associate's Degree, 15 yrs experience</i>	
Performs more complex drafting work manually or using a computer, requiring knowledge and skill in drafting methods, procedures and techniques. Prepares more involved and complex drawings of structures, facilities, land profiles, water systems, mechanical and electrical equipment. Provides supervision and assists Drafter I and II. Requires supervision to perform tasks. Is well versed in the use of AutoCAD program.	
Drafter IV	\$93.85
<i>Associate's Degree, 20 yrs experience</i>	
Performs more complex drafting work manually or using a computer, requiring knowledge and skill in drafting methods, procedures and techniques. Prepares more involved and complex drawings such as special modifications to existing fixtures or parts. Provides supervision and assistance Drafter I and II. Requires no supervision to perform tasks. Is proficient in AutoCAD. Responsible for training new employees in the Drafting department.	
Civil Engineering Technician	\$63.55
<i>Associate's Degree, 4 yrs experience</i>	
Assists civil engineer in application of principles, methods, and techniques or civil engineering technology. Reviews project specs and confers with civil engineer concerning assistance required, such as plan preparation, acceptance testing, evaluation of field conditions, design changes and reports. Conducts material testing and analysis. Prepares reports of tests and results.	
Engineering Tech III	\$63.55
<i>Associate's Degree, 0 yrs experience</i>	
Performs the following tasks as assigned with close supervision. Reviews test requirements and drawings, develops plan & schedule to accomplish tasks required, determines material requirements, coordinates procurement and manufacturing process, oversees installation and set-up of test. Conducts test operations and inspections. Prepares test reports, works under supervision of Chief Scientist (or Project Manager).	
Environmental Technician	\$57.69
<i>High School Diploma, 5 yrs experience</i>	
Uses knowledge of environmental science to oversee efforts and maintain an environmentally safe workplace including; review of plans to prepare proper study with comments and recommendations, survey work area for potential hazards or concerns, prepare reports of potential problems and methods to prevent or minimize hazards, oversee operations during project, prepare and submit all requests for licenses, permits and inspections by State, Federal or local representatives.	
Technical Writer	\$87.52
<i>Associate's Degree, 5 yrs experience</i>	
Develops, writes and edits material for reports, manuals, briefs, proposals, instruction books, catalogs and related technical publications. Studies blueprints, sketches, drawings specs to integrate and delineate technology, operating procedure and production sequence and detail.	

Ordnance Technician I	\$48.17
<i>GED required, no experience necessary</i> Specially trained individual in the storage, use and safety of various explosive materials. Applies knowledge to receive, store, safeguard, arm and detonate explosives in a manner to ensure the safety of personnel, equipment, and environment. Licensed by proper local, State and Federal agencies.	
Ordnance Technician II	\$85.09
<i>High School Diploma, 5 yrs experience</i> Advanced training and experience in the storage, use and safety of explosives. Has experience with complex situations regarding the blast effects of materials being used. Applies knowledge to properly calculate the amount of materials required to complete the effort in a safe manner.	
Ordnance Technician III	\$99.16
<i>High School Diploma, 10 years experience</i> Has received additional training and certifications. Advanced training and experience in the storage, use and safety of explosives. Has experience with complex situations regarding the blast effects of materials being used. Applies knowledge to properly calculate the amount of materials required to complete the effort in a safe manner. Requires no supervision.	
Ordnance Technician IV	\$115.21
<i>High School Diploma, 15 years experience with additional training and certifications</i> Advanced training and experience in the storage, use and safety of explosives. Has experience with complex situations regarding the blast effects of materials being used. Applies knowledge to properly calculate the amount of materials required to complete the effort in a safe manner. Manages Ordnance Technicians and assigns tasks and duties as necessary.	
Electronics Technician I	\$48.17
<i>High School Diploma, no experience required</i> Applies technical knowledge to perform simple or routine tasks following detailed instructions. Performs tasks such as replacing components and wiring circuits, repair simple electronic equipment, take test readings using common instruments such as multimeters, signal generators, semiconductor testers, and oscilloscopes.	
Electronics Technician II	\$62.12
<i>High School Diploma, 5 yrs experience</i> Applies comprehensive technical knowledge to solve complex problems by interpreting manufacturers' manuals or similar documents. Work requires familiarity with the interrelationships of circuits and judgment in planning work sequence and in selecting tools and testing instruments.	
Electronics Technician III	\$82.31
<i>Associate's Degree, 15 yrs experience</i> Applies advanced technical knowledge to solve unusually complex problems that typically cannot be solved by referencing manufacturers' manuals or similar documents. Determines location and density of circuitry, evaluating electromagnetic radiation, isolating malfunctions and incorporating engineering changes.	
Electronics Technician IV	\$94.28
<i>Associate's Degree, 20 years experience</i> Applies advanced technical knowledge to solve unusually complex problems that typically cannot be solved by referencing manufacturers' manuals or similar documents. Determines location and density of circuitry, evaluating electromagnetic radiation, isolating malfunctions and incorporating engineering changes. Is able to work independently.	

Electronics Supervisor	\$107.54
<i>Associate's Degree, 25 years experience</i>	
Continues to assist with complex tasks and assists in troubleshooting problems. Supervises, gives direction, and task assignments to Electronics staff. Assists in training new individuals to the job. Assigns projects and tasks to other electronics technicians. Provides supervision to all levels of Electronics Technician. Uses extensive knowledge to work with more complex tasks and troubleshoots problem areas. Trains and supervises new employees.	
Instrument Mechanic	\$76.88
<i>Associate's Degree, 5 yrs experience</i>	
Installs, repairs, maintains and adjusts indicating, recording, telemetering and controlling instruments used to measure and control variables such as pressure, flow, temperature, motion, force and chemical opposition using handtools and precision instruments. Disassembles malfunctioning instruments and examines and tests mechanisms and circuitry for defects. May calibrate instruments according to established standards.	
Photographer I	\$48.63
<i>High School Diploma, 2 yrs experience</i>	
Takes routine pictures in situations where several shots can be taken. Uses standard still cameras for uncomplicated photographs.	
Photographer II	\$54.02
<i>High School Diploma, 3 yrs experience</i>	
Uses standard still cameras, common lighting equipment and related techniques to take photographs which involve limited problems of speed, motion, color or lighting. May use 16 or 35mm motion picture cameras for simple shots.	
Photographer III	\$70.47
<i>High School Diploma, 5 yrs experience</i>	
Works independently, solves most problems through consultation with more experienced photographers, if available, or through reference sources.	
Photographer IV	\$86.12
<i>Associate's Degree, 5 yrs experience</i>	
Uses special purpose cameras and related equipment for assignments in which the photographer usually makes all technical decisions. Assignments in difficult situations and use of complicated equipment.	
Photographer V	\$104.23
<i>Associate's Degree, 7 yrs experience</i>	
Top technical expert, exercises imagination and creative ability in response to photography situations requiring novel and unprecedented treatment.	
Accounting Clerk I	\$36.89
<i>GED required, no experience necessary</i>	
Understands and applies basic accounting methods and principles for data entry and record keeping. Enters data for accounts receivable and accounts payable as directed. Assists in keeping employees time accurate for payroll. Assists in filing and organization of records as directed. Requires supervision.	

Accounting Clerk II	\$41.43
<i>GED required, 2 years experience</i> Understands and applies more involved accounting methods and principles for data entry and record keeping. Maintains general ledger and prepares various accounting statements and financial reports. Requires little supervision.	
Accounting Clerk III	\$48.17
<i>High School Diploma, 5 yrs experience</i> Uses a knowledge of double entry bookkeeping in performing one or more of the following; posts actions to journals, identifying subsidiary accounts affected and debit and credit entries to be made and assigning proper codes; reviews computer printouts against manually maintained journals, detecting and correcting erroneous posting, and preparing documents to adjust accounting classifications and other data; or reviews lists of transactions rejected by an automated system. Completed work and methods used are reviewed for technical accuracy.	
Accounting Clerk IV	\$58.94
<i>Associates Degree, 10 yrs experience</i> Performs more complex accounting tasks in keeping accounting records. Uses knowledge of accounting principles to solve complex problems. Works in more detail with accounts receivable and accounts payable, interacts with customer/clients in accounts payable to ensure timely payment. Is able to supervise other clerks if required. Works with no supervision.	
Accounting Clerk V	\$73.96
<i>Bachelor's Degree, 15 yrs experience</i> Manages accounting department by providing oversight, direction, and task assignments and duties to clerks. Will help troubleshoot and problem-solve and trouble areas. Has detailed knowledge of the accounting procedures used.	
Word Processor I	\$40.40
<i>GED required, no experience</i> Produces a variety of documents and printed materials. Requires typing skills, knowledge of grammar, punctuation, and spelling. Performs routine tasks and follows standard procedures.	
Word Processor II	\$48.66
<i>High School Diploma, 2 yrs experience</i> Uses knowledge of varied and advanced functions of one software type, edits written or electronic drafts, transcribing scientific reports, lab analyses. Familiar with office terminology and practices. Supervisor sets priorities and deadlines. May lead lower level word processors.	
Word Processor III	\$54.40
<i>High School Diploma, 5 yrs experience</i> Requires comprehensive knowledge of word processing software applications and office practices and high degree of skill in applying software functions to prepare complex and detailed documents. Independently completes assignments and resolves problems.	

Word Processor IV	\$57.75
<i>High School Diploma, 10 yrs experience</i> Requires comprehensive knowledge of word processing software applications and office practices and high degree of skill in applying software functions to prepare complex and detailed documents. Independently completes assignments and resolves problems. Using extensive knowledge of software, helps provide suggestions to enhance document. Provides assistance to Word Processor I and II.	
Word Processor V	\$62.77
<i>High School Diploma, 15 yrs experience, other certifications received</i> Using comprehensive knowledge of word processing software applications provides directions and task assignments for other Word Processors. Reviews documents for accuracy and detail. Provides assistance in troubleshooting and problem-solving. Trains new employees assigned to Work Processing and provides continuing education for others.	
Shipping and Receiving Clerk	\$60.22
High School Diploma, 2 Years experience <i>Performs clerical and physical tasks in connection with shipping goods of the establishment and receiving incoming shipments. Follows established guidelines.</i>	
Material Coordinator	\$58.02
<i>High School Diploma, 5 Years experience</i> Maintains inventory or flow of material to meet schedule requirements. Responsible for requisitioning materials and scheduling material delivery to maintain a constant level of effort.	
Tools and Parts Attendant	\$51.47
<i>High School Diploma, 4 Years experience</i> Receives, stores, and issues hand tools, machine tools, dies, replacement parts, shop supplies and equipment. Keeps records of tools issued to and returned by workers. Searches for lost or misplaced tools. Prepares inventory and requisitions stock as needed.	
Safety Coordinator	\$65.85
<i>High School Diploma, 5 Years experience</i> Applies knowledge to maintain a safe workplace by evaluating the conditions and hazards present to formulate a safety plan and enact such plans. Responsible for maintaining adequate safety materials for the hazards and conditions present, training coworkers in safe practices, Knowledgeable of laws and regulations, trained in first aid and emergency procedures.	
Test Technician I	\$44.19
<i>High School Diploma, 2 years experience</i> Has basic knowledge about standard testing methods. Able to follow direction from Engineer for test projects and follow through with accuracy and detail. Can work with basic supervision.	
Test Technician II	\$56.65
<i>High School Diploma, 5 years experience</i> Able to make accurate and detailed preparations/removal as required for test operations with little supervision. Can identify potential problems in preparing test item, can troubleshoot and make corrections if necessary. Will seek out the engineer for direction if problem is complex. Continues to assist engineer with test operations as required.	

Test Technician III	\$71.16
<i>High School Diploma, 10 years experience</i>	
Is responsible for conducting basic test operations in its entirety. Able to use extensive knowledge of testing procedures to perform tests with accuracy. Can assist engineer by providing basic supervision/direction to Test Technician I and II.	
Forklift Operator	\$60.22
<i>High School Diploma, 5 Years experience</i>	
Operates A Manually Controlled Gasoline, Electric Or Liquid Propane Gas Forklift To Transport Goods Or Materials.	
Heavy Equipment Operator	\$74.27
<i>High School Diploma, 10 Years experience</i>	
Operates heavy equipment such as cranes, clamshells, power shovels, motor graders, heavy loaders and large industrial tractors. May grease, adjust and make emergency repairs to equipment.	
Heavy Equipment Mechanic	\$76.88
<i>Associate's Degree, 2 Years experience</i>	
Analyzes malfunctions and repairs, rebuilds and maintains power equipment such as cranes, power shovels, pumps, compressors and pneumatic tools. Operates and inspects machines.	
Truck Driver, Light Truck	\$32.12
<i>GED No experience necessary</i>	
Drives a truck to transport materials, merchandise, equipment or workers between various types of establishments. May also load or unload truck with or without helpers, make minor repairs and keep truck in good working condition.	
Truck Driver, Medium Truck	\$54.60
<i>GED, 2 Years Experience</i>	
Drives a truck to transport materials, merchandise, equipment or workers between various types of establishments. May also load or unload truck with or without helpers, make minor repairs and keep truck in good working condition.	
Welder, Combination, Maintenance	\$79.97
<i>High School Diploma, 5 Years Experience</i>	
Welds metal components together to fabricate or repair products, such as machine parts, plant equipment, motors and generators, according to layouts and blueprints or work orders using brazing and a variety of arc and gas welding equipment. Welds metal parts together, using both gas welding or brazing and any combination or arc welding processes. Performs related asks such as thermal cutting and grinding. Repairs cracked or broken parts, fills holes and increased size of metal parts. Positions and clamps together components of fabricated metal products preparatory to welding.	
Machinist, Maintenance	\$76.88
<i>High School Diploma, 5 Years Experience</i>	
Produces replacement parts and new parts in making repairs of metal parts of mechanical equipment. Work includes interpreting written instructions and specifications, planning and layout, using machinist's handtools and precision measuring instruments; setting up and operating standard machine tools, shaping of metal parts to close tolerances, making shop computations relating to dimensions of work, tooling, feeds and speeds of machining, knowledge of metals and equipment required for work.	

Machinery Maintenance Mechanic	\$82.79
<i>High School Diploma, 5 Years Experience</i> Repairs machinery or mechanical equipment. Work involves most of the following; examining machines and mechanical equipment to diagnose source of trouble; dismantling or partly dismantling machines and performing repairs that mainly involve the use of handtools in scraping and fitting parts; replacing broken or defective parts with items obtained from stock.	
Rigger	\$76.88
<i>High School Diploma, 2 Years Experience</i> Assembles rigging to lift and move equipment or material in manufacturing plant. Selects cables, ropes, pulleys, winches, blocks and sheaves according to weight, and size of load to be moved. Attaches rigging and gives directions to Crane Operator to insure safety of workers and material handled. Splices ropes or cables to make repairs or make new slings and tackle.	
Deck Hand/Linehandler	\$66.20
<i>GED, 3 Years Experience</i> GED or equivalent with three years experience operating small boats up to 50' in length. Must be familiar with gas and diesel engines as well as hydraulic or manual steering and maintenance. Should be proficient in ship to ship and ship to shore radio operation	
Work Boat Operator I (Small)	\$62.32
<i>GED, 5 Years Experience</i> GED or equivalent with five years experience working as work boat operator up to 100' in length. Must be familiar with diesel engine operation, hydraulic steering, radio, radar and GPS electronics	
Work Boat Operator II (Large)	\$69.58
<i>GED, 5 Years Experience</i> GED or equivalent with five years experience working as work-boat operator for boats 100' feet and longer in length. Must be familiar with diesel engine operation, hydraulic steering, radio, radar and GPS electronics	
Craftsman I	\$47.15
<i>GED required, no experience necessary</i> Provides general support in overall site maintenance and test preparations, testing, and post-tear down. Can provide support by grinding finished surfaces of test fixtures and vehicles, painting, construction from wood assemblies for test support, lifting to support welding and other higher labor functions as directed. May be used as truck driver/fork lift driver to acquire necessary parts and/or equipment needed for test support.	
Craftsman II	\$58.94
<i>High School Diploma, 5 years experience</i> Requires direction and supervision for tasks performed. Tasks may include basic welding or arching of test fixtures, assist in complex welding and machining tasks, assist in lifting and moving test fixtures or parts of for placement on machine or barge for test operations. May assist in preparing machine or barge for testing with tasks such as placing and securing the canopy on a barge. Provides test support by ability to operate larger trucks to move or obtain materials or other items required for testing.	

Craftsman III	\$67.22
<i>High School Diploma, 10 years experience</i> Able to perform complex welding and machining with precision and accuracy for test support with very little supervision. Able to read and understand drawings to create test fixtures or other parts necessary for testing. Able to provide support for Craft I and II to problem solve issues. Is skilled in operating a crane for use of test support, moving fixtures, barges, etc, into and out of test pond, and for other reasons a crane may be required for test support.	
Craftsman IV	\$78.97
<i>High School Diploma, 15 years experience</i> Able to perform complex welding and machining with precision and accuracy for test support with very little supervision. Able to read and understand drawings to create test fixtures or other parts necessary for testing. Able to provide support for Craft I and II to problem solve issues. Is skilled in operating a crane for use of test support, moving fixtures, barges, etc, into and out of test pond, and for other reasons a crane may be required for test support.	
Craftsman Supervisor I	\$99.16
<i>High School Diploma, 20 years experience</i> Provides supervision to Craftsmen; uses extensive knowledge of test operations to make assignments to craftsmen to optimize work productivity. Able to help troubleshoot related problems and assist in complex projects. Trains new hires for craftsman.	
Craftsman Supervisor II	\$107.11
<i>High School Diploma, 25 years experience</i> Provides supervision to Craftsmen; uses extensive knowledge of test operations to make assignments to craftsmen to optimize work productivity. Able to help troubleshoot related problems. Trains new hires for craftsman.	
Craftsman Supervisor III	\$116.24
<i>High School Diploma, 30 years experience</i> Provides supervision to Craftsmen; uses extensive knowledge of test operations to make assignments to craftsmen to optimize work productivity. Able to help troubleshoot related problems. Trains new hires for craftsman.	
Laborer I	\$23.08
<i>GED, No Experience Necessary</i> Performs tasks that require mainly physical abilities and effort involving little or no specialized skill or prior work experience. Loads and unloads trucks, moves supplies and materials, stacks materials for storage or binning, collects refuse, digs, fills and tamps earth, levels ground with pick, shovel, tamper, and rake, shovels concrete and snow, cuts trees and brush.	
Laborer II	\$32.12
<i>GED, 2 Years Experience</i> Performs tasks that require mainly physical abilities and effort involving little or no specialized skill; requires some prior work experience. Loads and unloads trucks, moves supplies and materials, stacks materials for storage or binning, collects refuse, digs, fills and tamps earth, levels ground with pick, shovel, tamper and rake, shovels concrete and snow, cuts trees and brush	

Laborer III	\$40.15
<i>GED, 5 Years Experience</i> Performs tasks that require mainly physical abilities and effort involving little or no specialized skill, requires some prior work experience. Loads and unloads trucks, moves supplies and materials, stacks materials for storage or binning, collects refuse, digs, fills and tamps earth, levels ground with pick, shovel, tamper and rake, shovels concrete and snow, cuts trees and brush. Is able to plan and follow through with tasks with minimal supervision.	
General Maintenance Worker I	\$32.40
<i>No degree required, no experience necessary</i> Performs general cleaning and maintenance of grounds and buildings including but not limited to grounds keeping, painting, building maintenance including basic repairs, and other tasks as assigned. Requires supervision and instruction.	
General Maintenance Worker II	\$38.30
<i>No degree required, 2 years experience</i> Performs general cleaning and maintenance of grounds and buildings including but not limited to grounds keeping, painting, building maintenance including repairs, and other tasks as assigned. Requires minimal supervision and instruction. Is knowledgeable of the procedures and safety measures. Has knowledge of commonly-used concepts and practices.	
General Maintenance Worker III	\$59.91
<i>High School Diploma, 5 years experience</i> Performs more involved maintenance projects on facility grounds. Understands and can plan schedule to accomplish tasks and projects. Understands direction from management about special events & projects. Can supervise other maintenance workers and give direction. Is able to work independently.	
Security Administration I	\$44.19
<i>High School Diploma, certified as SFO, no prior experience</i> Monitors classified material, obtains clearance for employees, maintains records for classified material, and receives visit requests from customers for classified jobs. Able to perform duties with minimal direction.	
Security Administration II	\$84.95
<i>High School Diploma, certified as SFO, 5 years experience</i> Monitors classified material, obtains clearance for employees, maintains records for classified material, and receives visit requests from customers for classified jobs. Able to perform duties independently. Supervises Security Administration I and gives direction as necessary. May review information to ensure tasks are performed as required.	
Security Administration III	\$90.84
<i>High School Diploma, certified as SFO, 10 years experience</i> Monitors classified material, obtains clearance for employees, maintains records for classified material, and receives visit requests from customers for classified jobs. Able to perform duties with minimal direction. Supervises Security Administration I and II; gives direction as necessary. May review information to ensure tasks are performed as required.	

Consultant I	\$200.38
<i>Bachelor's Degree, 15 years experience, Third Party Contractor</i>	
Is responsible for furnishing professional advice or assistance during test project. Assistance may include advice, analyses evaluations, recommendations, and day-to-day aid of support personnel for contractual, engineering, and technical services.	
Consultant II	\$229.83
<i>Bachelor's Degree, 20 years experience, Third Party Contractor</i>	
Is responsible for furnishing professional advice or assistance during test project. Assistance may include advice, analyses evaluations, recommendations, and day-to-day aid of support personnel for contractual, engineering, and technical services.	

CONTRACT DEFINITIONS

1. Out of Scope Efforts

Proposals are provided based on a "success-oriented" schedule. *Work scope changes, delays beyond HI-TEST control at any time during the on-site test program, equipment repairs, modifications, or retests due to failures will be considered out of scope and invoiced in accordance with rates provided in our standard terms and conditions.* It is the customer responsibility to provide funding for immediate release to cover such out of scope efforts without a delay in the test schedule. Delays in testing due to funding may result in the equipment being removed from the test and testing resumed at a later date. All costs of removal and reinstallation will be at the customer's expense.

Site Utilization: The specific test site utilization for this project is defined in the proposal letter. This offer is being provided based on all efforts performed during normal work hours. Normal working hours are Monday through Friday, 7:30am to 4:00pm. An extended day is defined as work between 4:00pm and 8:00pm. Work beyond 8:00pm will be considered an extra full day and invoiced accordingly.

Overtime: Any work performed outside of normal work hours/days will be invoiced at 1.5 standard rates. Adequate advance notice of the customers' desire to work extended hours or weekends is required. A minimum of two HI-TEST employees will be required on-site during all off-hours due to safety and security reasons. Weekend efforts will be made available as required and will be invoiced at an eight (8) hour minimum per employee at the overtime rate.

Out of Scope Materials: Materials removed from inventory or purchased for repairs, modifications or retest will be invoiced at cost plus applicable G&A.

2. On-Site Customer Representatives

It is the responsibility of the customer to provide an on-site representative during final installation and throughout testing authorized to direct and approve out of scope efforts without a delay in the test schedule. Customer representatives are to be available on-site during normal hours. Failure to provide an authorized on-site representative may result in delays and will be at the customer expense.

3. Shipping/Storage

All shipping costs to and from the test facility will be the customer responsibility. Collect shipments will not be accepted. Shipments on a Government Bill of Lading (GBL) will be the customer responsibility. HI-TEST cannot generate a GBL.

All equipment delivered to HI-TEST must include a packing list with reference to the purchase order number and specific material description. Identify equipment by proper nomenclature, model number, etc. All crates, boxes, etc., must be marked with weight and any specific handling requirements. Equipment will be repacked in original shipping containers at completion of testing. No additional packaging materials are included by HI-TEST. Equipment remaining at HI-TEST 14 days after test completion will be subject to storage and handling charges. Any collect shipments accepted will be subject to a 30% fee.

4. Insurance

Unless specifically stated, no insurance coverage is provided on the equipment being tested. HI-TEST shall be held harmless for damage to the equipment while at the test facility for any cause whatsoever.

5. Rates and Prices

*Rates subject to change

Site Utilization and Additional Testing - No Labor or Material Included		
IFSP Utilization Fee		\$100,000 per test
Extended Hours		\$500 per calendar day
Additional Days		\$1,000 per calendar day
Additional FSP Heavyweight Shots		\$3,500 each shot
Additional IFSP Heavyweight Shots		\$5,000 each shot
Additional Medium Weight Blows		\$500 each blow
Additional Lightweight Blows		\$200 each blow
Additional Vibration Testing		Charged per actual hourly labor rates
Labor Rates for Out of Scope Efforts - (Overtime Charged at 1.5 the Straight Rate)		
Chief Engineer		\$236.43 per hour
Test Engineer III		\$204.92 per hour
Test Engineer II		\$145.84 per hour
Test Engineer I		\$122.95 per hour
Engineering Tech		\$104.00 per hour
Draftsman		\$113.11 per hour
Craft Supervisor		\$153.40 per hour
Instrumentation Supervisor		\$142.38 per hour
Instrumentation Technician		\$ 69.10 per hour
Craftsmen III		\$106.12 per hour
Craftsman II		\$ 74.03 per hour
Craftsman I		\$ 57.55 per hour
Administration II		\$163.17 per hour
Administrative I		\$ 87.73 per hour
Material is invoiced at cost plus 30% including procurement, delivery and administrative costs.		
Instrumentation		
Dry	Velocity, Acceleration, Strain	\$1,600 single axis channel/test
	Deflection	\$2,000 single axis channel/test
	Monitoring Channel	\$ 800.00 per test
	Velocity, Acceleration, Strain, Deflection for IFSP	\$2,900 single axis channel/test
Wet	Velocity, Acceleration, Strain, Pressure Transducer	\$2,000 single axis channel/test
Camera	High Speed Video	\$4,500 per test series
*Listed instrumentation rates are for standard shock and vibration testing. Non-standard or out of scope efforts will be charged on a prorated basis.		
**The above rates are based on utilization of existing equipment. Instrumentation parameters beyond equipment capability will be priced separately. Quotes for additional types of instrumentation are provided as requested. This does not include the cost of damaged or destroyed instrumentation hardware.		

6. Equipment Assembly/Set-Up/Storage

Unless otherwise identified, all equipment is expected to be delivered completely assembled and ready for installation and testing. Delays in testing due to the equipment arriving otherwise will be at the customer expense and the projected test schedule will be subject to delay. No test vehicles or machines will be committed to a test program until all equipment is on-site and ready to install/operate.

Customer provided support test equipment will be the customer responsibility to hook-up and operate. HI-TEST will assist in running cables, hoses, etc. as necessary. (For heavyweight shock testing, 325 feet of cabling is required for shore-based support equipment.)

Equipment will be received and off-loaded by HI-TEST. In the event special handling, rigging, spreader bars, etc., are required, they must be provided at the time of receipt or prior arrangements made.

Equipment stored at the test facility will be protected from falling weather either in covered buildings or outside covers (tarps), at ambient conditions unless specifically identified.

7. Hazardous Materials

All hazardous materials must be shipped with proper MSDS sheets. Hazardous materials shipped improperly or without MSDS sheets will not be received and will be returned at the customer expense. All oils, gases, chemicals, etc., provided by the customer will be returned upon completion of testing and will be the customer responsibility.

Shipments of weapons or other items containing explosives or exploding devices of any kind must be arranged in advance. Inert weapons must be shipped with proper certifications and clearly marked as such.

8. Piggyback Testing (Heavyweight Shock Testing)

Whenever possible, HI-TEST will work with customers to arrange a "piggyback" shock test, if desired. Although piggyback test may reduce each participant's initial costs, the potential of delays, failures, repairs, etc., may ultimately eliminate any of those savings. The customer contracting and technical/program representatives should be aware of the following when considering "piggyback" testing:

1. Piggyback tests must be planned well in advance of the anticipated test period. We recommend a minimum of six (6) months to plan and arrange testing. All contracts must be in place at this time.
2. The FSP/DSF will not be committed to the test program until all equipment is on-site and ready to install and test. Delays in equipment receipt will delay all testing planned for the piggyback program.
3. Piggyback test participants should be aware that in the event of delivery delays of any one test item, it will delay the entire test program. There are no schedule guarantees of any kind on piggyback tests.
4. Test plans and all requirements must be identified no later than two months prior to testing. Changes in installation, testing, instrumentation, etc., after this period may cause delay of the test program and additional costs.
5. Changes in test plans or FSP/DSF arrangement designs required will be at the expense of the customer causing the change and may delay testing, awaiting approvals of all parties.
6. All participants are expected to make their on-site representatives available, as required, to maintain the test schedule.
7. Participants that have equipment failures, requiring their equipment to be removed from the test, will be responsible for all costs of any re-engineering, re-ballasting, delays, etc., as a result of the removal.
8. HI-TEST accepts no responsibility of equipment failures that damage other participant's equipment during testing.
9. Any equipment that requires a repeat test shot due to repairs or modifications, during the course of testing, will be tested at the completion of the test program at that customer's expense. Costs for re-engineering, re-ballasting or FSP/DSF changes will be that customer's responsibility.

CONTRACT TERMS & CLAUSES

1. Rates and Prices

Firm prices are provided for testing to be completed, in its entirety, by a specified date. Work performed after this date will be subject to upward escalation, based on the US Department of Labor, Bureau of Labor Statistics, "Wholesale Prices and Indexes", Code 107.

2. Invoices

Invoices are issued based on achievement of performance milestones as provided in the contract proposal. These milestones should be incorporated into the purchase order as line items for services.

Payment: Terms of payment are net 30 days. *All accounts shall be current and paid in full prior to issue of the final test report(s) for the services provided.* Invoices over 30 days will carry a 1.5% per month (18% annual) charge. Acceptable forms of payment include: cash, check, cashier check, electronic funds transfer (EFT or ACH), as well as VISA® and MasterCard® credit card transactions.

Remittance: Remit payment to address below. In the event the customer fails to remit payment in accordance with the terms, the customer agrees to pay all collection expenses, court costs, reasonable attorney's fees, and any other costs which may be incurred in the collection or enforcement of this offer.

Out of Scope Documentation: All out of scope efforts will be documented on daily time sheets describing the effort performed, employees involved, hours, rates, materials and additional test site utilization, if applicable. Daily time sheets will be submitted with the resulting invoices as documentation.

Renegotiation: HI-TEST reserves the option to renegotiate and/or invoice milestones payments on a prorated basis in the event of schedule delays resulting from failures, repairs, or modifications to customer furnished equipment.

3. Warranty

HI-TEST warrants that its testing services and procedures are within the limits of the applicable test specifications and that the accuracy of the instrumentation readings will be within standard industrial tolerances or calibration. A malfunction of any supplemental instrumentation will not be cause for a retest if the test is fully accomplished in all other respects according to the applicable test specification. HI-TEST makes no other warranty of any nature as to the data or any tests made by it. Any subsequent use of, or reliance upon the test reports and data furnished by HI-TEST shall be at the customer's risk.

<p>Remit to: Chesapeake Bank PO Box 799 Gloucester, VA. 23061</p>

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