

	James H Drew Corporation			Collins & Hermann, Inc.		
Item #	Description	Qty	Unit Price	Description	Qty	Unit Price
4.11.1.	Mobilization-Each Work Order	1	\$400.00	Mobilization-Each Work Order	1	\$2,530.05
Type A Guardrail						
4.11.2.	12.5 Foot Beam	1	\$170.00	12.5 Foot Beam	1	\$121.48
4.11.3.	and Replace 12.5	1	\$190.00	and Replace 12.5	1	\$129.89
4.11.4.	12.5 Foot Radius	1	\$175.00	12.5 Foot Radius	1	\$176.07
4.11.5.	Repair - Remove and Replace 12.5 Foot Radius Beam, Concave or Convex	1	\$195.00	Repair - Remove and Replace 12.5 Foot Radius Beam, Concave or Convex	1	\$181.27
4.11.6.	New Installation - 6-foot Steel Post	1	\$100.00	New Installation - 6-foot Steel Post	1	\$79.57
4.11.7.	Repair - Remove and Replace 6-foot	1	\$110.00	Repair - Remove and Replace 6-foot	1	\$87.68
4.11.8.	New Installation - 9-foot Steel Post	1	\$115.00	New Installation - 9-foot Steel Post	1	\$91.81
4.11.9.	Repair - Remove and Replace 9-foot Steel Post	1	\$125.00	Repair - Remove and Replace 9-foot Steel Post	1	\$102.21
4.11.10.	New Installation - 6-foot Wood Post	1	\$135.00	New Installation - 6-foot Wood Post	1	\$60.20
4.11.11.	Repair - Remove and Replace 6-foot Wood Post	1	\$145.00	Repair - Remove and Replace 6-foot Wood Post	1	\$66.44
4.11.12.	Repair - Realign and Use Existing Post	1	\$30.00	Repair - Realign and Use Existing Post	1	\$15.60

4.11.13.	New Installation - 8-inch x 6-inch x 14-inch Wood Block	1	\$40.00	New Installation - 8-inch x 6-inch x 14-inch Wood Block	1	\$9.15
4.11.14.	Repair - Remove and Replace 8-inch x 6-inch x 14-inch Wood Block	1	\$40.00	Repair - Remove and Replace 8-inch x 6-inch x 14-inch Wood Block	1	\$9.67
4.11.15.	New Installation – End Section	1	\$50.00	New Installation – End Section	1	\$53.02
4.11.16.	Repair - Remove and Replace End Section	1	\$55.00	Repair - Remove and Replace End Section	1	\$59.88
4.11.17.	New Installation – Terminal Connector	1	\$75.00	New Installation – Terminal Connector	1	\$58.57
4.11.18.	Repair - Remove and Replace Terminal Connector	1	\$80.00	Repair - Remove and Replace Terminal Connector	1	\$65.44
4.11.19.	New Installation – Install Post in Solid Rock or Through Concrete	1	\$120.00	New Installation – Install Post in Solid Rock or Through Concrete	1	\$248.46
4.11.20.	Repair - Install Post in Solid Rock or Through Concrete	1	\$120.00	Repair - Install Post in Solid Rock or Through Concrete	1	\$300.48
Type E Guardrail						
4.11.21.	New Installation – 12.5-foot Thrie Beam Rail	1	\$235.00	New Installation – 12.5-foot Thrie Beam Rail	1	\$190.20
4.11.22.	Repair - Remove and Replace 12.5-foot Thrie Beam Rail	1	\$260.00	Repair - Remove and Replace 12.5-foot Thrie Beam Rail	1	\$198.00

4.11.23.	New Installation – 6 foot Steel Post	1	\$90.00	New Installation – 6 foot Steel Post	1	\$84.31
4.11.24.	Repair - Remove and Replace 6-foot Steel Post	1	\$100.00	Repair - Remove and Replace 6-foot Steel Post	1	\$89.51
4.11.25.	New Installation – 9 foot Steel Post	1	\$115.00	New Installation – 9 foot Steel Post	1	\$91.81
4.11.26.	Repair - Remove and Replace 9-foot Steel Post	1	\$125.00	Repair - Remove and Replace 9-foot Steel Post	1	\$102.21
4.11.27.	New Installation – 6 foot Wood Post	1	\$135.00	New Installation – 6 foot Wood Post	1	\$66.22
4.11.28.	Repair - Remove and Replace 6-foot Wood Post	1	\$145.00	Repair - Remove and Replace 6-foot Wood Post	1	\$73.08
4.11.29.	Repair - Realign and Use Existing Post	1	\$20.00	Repair - Realign and Use Existing Post	1	\$20.81
4.11.30.	New Installation – 8 inch x 6-inch x 21- inch Wood Block	1	\$42.00	New Installation – 8 inch x 6-inch x 21- inch Wood Block	1	\$9.15
4.11.31.	Repair - Remove and Replace 8-inch x 6-inch x 21-inch Wood Block	1	\$42.00	Repair - Remove and Replace 8-inch x 6-inch x 21-inch Wood Block	1	\$9.67

Type E Guardrail (continued)

4.11.32.	New Installation – Thrie Beam Terminal Connector	1	\$90.00	New Installation – Thrie Beam Terminal Connector	1	\$88.57
4.11.33.	Repair - Remove and Replace Thrie Beam Terminal Connector	1	\$95.00	Repair - Remove and Replace Thrie Beam Terminal Connector	1	\$95.43

4.11.34.	New Installation – Install Post in Solid Rock or Through Concrete	1	\$120.00	New Installation – Install Post in Solid Rock or Through Concrete	1	\$273.31
4.11.35.	Repair - Install Post in Solid Rock or Through Concrete	1	\$120.00	Repair - Install Post in Solid Rock or Through Concrete	1	\$330.52
End Terminal						
4.11.36.	New Installation – Type A Crashworthy End Terminal	1	\$2,250.00	New Installation – Type A Crashworthy End Terminal	1	\$2,450.71
4.11.37.	Repair - Remove and Replace Type A Crashworthy End Terminal	1	\$2,500.00	Repair - Remove and Replace Type A Crashworthy End Terminal	1	\$2,721.19
4.11.38.	New Installation – Type A Flared Crashworthy End Terminal	1	\$2,200.00	New Installation – Type A Flared Crashworthy End Terminal	1	\$2,649.99
4.11.39.	Repair - Remove and Replace Type A Flared Crashworthy End Terminal	1	\$2,450.00	Repair - Remove and Replace Type A Flared Crashworthy End Terminal	1	\$2,910.06
4.11.40.	New Installation – Type B Crashworthy End Terminal	1	\$4,700.00	New Installation – Type B Crashworthy End Terminal	1	\$4,370.78
4.11.41.	Repair - Remove and Replace Type B Crashworthy End Terminal	1	\$4,975.00	Repair - Remove and Replace Type B Crashworthy End Terminal	1	\$4,630.85

4.11.42.	New Installation – Type C Crashworthy End Terminal	1	\$12,200.00	New Installation – Type C Crashworthy End Terminal	1	\$15,670.15
4.11.43.	Repair - Remove and Replace Type C Crashworthy End Terminal	1	\$12,750.00	Repair - Remove and Replace Type C Crashworthy End Terminal	1	\$15,930.23
4.11.44.	Repair - Miscellaneous Type B or C Terminal Removal	1	\$750.00	Repair - Miscellaneous Type B or C Terminal Removal	1	\$260.08
4.11.45.	New Installation – Type W Beam End Section	1	\$50.00	New Installation – Type W Beam End Section	1	\$1,603.17
4.11.46.	Repair - Remove and Replace Type W Beam End Section	1	\$55.00	Repair - Remove and Replace Type W Beam End Section	1	\$1,738.41
Anchor						
4.11.47.	New Installation – End Anchor	1	\$1,000.00	New Installation – End Anchor	1	\$1,019.47
4.11.48.	Repair - Remove and Replace End Anchor	1	\$1,100.00	Repair - Remove and Replace End Anchor	1	\$1,214.53
4.11.49.	New Installation – Embedded Guardrail Anchor	1	\$1,000.00	New Installation – Embedded Guardrail Anchor	1	\$2,176.30
4.11.50.	Repair - Remove and Replace Embedded Guardrail Anchor	1	\$1,250.00	Repair - Remove and Replace Embedded Guardrail Anchor	1	\$2,358.35
4.11.51.	New Installation – Rock Face Guardrail Anchor	1	\$400.00	New Installation – Rock Face Guardrail Anchor	1	\$509.95

4.11.52.	Repair - Remove and Replace Rock Face Guardrail Anchor	1	\$450.00	Repair - Remove and Replace Rock Face Guardrail Anchor	1	\$738.82
4.11.53.	New Installation – Thrie Beam Bridge Anchor Section	1	\$1,975.00	New Installation – Thrie Beam Bridge Anchor Section	1	\$2,095.75
4.11.54.	Repair - Remove and Replace Thrie Beam Bridge Anchor Section	1	\$2,100.00	Repair - Remove and Replace Thrie Beam Bridge Anchor Section	1	\$2,420.84

Transition Section

4.11.55.	New Installation – Transition Section	1	\$425.00	New Installation – Transition Section	1	\$338.98
4.11.56.	Repair - Remove and Replace Transition Section	1	\$460.00	Repair - Remove and Replace Transition Section	1	\$404.00
4.11.57.	New Installation – 6 foot Post	1	\$70.00	New Installation – 6 foot Post	1	\$84.31
4.11.58.	Repair - Remove and Replace 6-foot Post	1	\$100.00	Repair - Remove and Replace 6-foot Post	1	\$89.51
4.11.59.	New Installation – 9 foot Post	1	\$115.00	New Installation – 9 foot Post	1	\$91.81
4.11.60.	Repair - Remove and Replace 9-foot Post	1	\$125.00	Repair - Remove and Replace 9-foot Post	1	\$102.21

ET 2000

4.11.61.	New Installation – 6 inch x 8-inch x 72-inch Wood Post 1-4	1	\$135.00	New Installation – 6 inch x 8-inch x 72-inch Wood Post 1-4	1	\$58.43
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4.11.62.	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 1-4	1	\$145.00	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 1-4	1	\$63.63
4.11.63.	New Installation – 6 inch x 8-inch x 72-inch Wood Post 5-8	1	\$145.00	New Installation – 6 inch x 8-inch x 72-inch Wood Post 5-8	1	\$71.68
4.11.64.	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 5-8	1	\$155.00	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 5-8	1	\$76.89
4.11.65.	New Installation – 6 inch x 8-inch x 14-inch Wood Block	1	\$40.00	New Installation – 6 inch x 8-inch x 14-inch Wood Block	1	\$10.07
4.11.66.	Repair - Remove and Replace 6-inch x 8-inch x 14-inch Wood Block	1	\$40.00	Repair - Remove and Replace 6-inch x 8-inch x 14-inch Wood Block	1	\$10.64
4.11.67.	New Installation – 25-foot Deep Beam Rail	1	\$295.00	New Installation – 25-foot Deep Beam Rail	1	\$566.86
4.11.68.	Repair - Remove and Replace 25-foot Deep Beam Rail	1	\$340.00	Repair - Remove and Replace 25-foot Deep Beam Rail	1	\$631.88
4.11.69.	New Installation – Steel Foundation Tube with Soil Plate	1	\$200.00	New Installation – Steel Foundation Tube with Soil Plate	1	\$185.31
4.11.70.	Repair - Remove and Replace Steel Foundation Tube with Soil Plate	1	\$250.00	Repair - Remove and Replace Steel Foundation Tube with Soil Plate	1	\$190.51

4.11.71.	New Installation – 25-foot Deep Beam Rail Punched for Extruder	1	345.00	New Installation – 25-foot Deep Beam Rail Punched for Extruder	1	\$648.93
4.11.72.	Repair - Remove and Replace 25-foot Deep Beam Rail Punched for Extruder	1	370.00	Repair - Remove and Replace 25-foot Deep Beam Rail Punched for Extruder	1	\$713.94
4.11.73.	New Installation – New Guardrail Extruder	1	800.00	New Installation – New Guardrail Extruder	1	\$861.88
4.11.74.	Repair - Remove and Replace with a New Guardrail Extruder	1	840.00	Repair - Remove and Replace with a New Guardrail Extruder	1	\$880.09
4.11.75.	Repair - Remove and Replace with a Used Guardrail Extruder	1	150.00	Repair - Remove and Replace with a Used Guardrail Extruder	1	\$91.03
4.11.76.	New Installation – Offset Strut	1	95.00	New Installation – Offset Strut	1	\$74.19
4.11.77.	Repair - Remove and Replace Offset Strut	1	110.00	Repair - Remove and Replace Offset Strut	1	\$78.77
4.11.78.	New Installation – Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	125.00	New Installation – Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	\$218.01

4.11.79.	Repair - Remove and Replace Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	135.00	Repair - Remove and Replace Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	\$210.21
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BEST

4.11.80.	New Installation – 6 inch x 8-inch x 45-inch Wood Post 1-2	1	\$80.00	New Installation – 6 inch x 8-inch x 45-inch Wood Post 1-2	1	\$51.42
4.11.81.	Repair - Remove and Replace 6-inch x 8-inch x 45-inch Wood Post 1-2	1	\$90.00	Repair - Remove and Replace 6-inch x 8-inch x 45-inch Wood Post 1-2	1	\$55.99
4.11.82.	New Installation – 6 inch x 8-inch x 72-inch Wood Post 3-7	1	\$135.00	New Installation – 6 inch x 8-inch x 72-inch Wood Post 3-7	1	\$63.08
4.11.83.	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 3-7	1	\$145.00	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 3-7	1	\$67.66
4.11.84.	New Installation – 6 inch x 8-inch x 14-inch Wood Block	1	\$40.00	New Installation – 6 inch x 8-inch x 14-inch Wood Block	1	\$9.15
4.11.85.	Repair - Remove and Replace 6-inch x 8-inch x 14-inch Wood Block	1	\$40.00	Repair - Remove and Replace 6-inch x 8-inch x 14-inch Wood Block	1	\$9.67
4.11.86.	New Installation – 25-foot Deep Beam Rail	1	\$295.00	New Installation – 25-foot Deep Beam Rail	1	\$566.86

4.11.87.	Repair - Remove and Replace 25-foot Deep Beam Rail	1	\$340.00	Repair - Remove and Replace 25-foot Deep Beam Rail	1	\$631.88
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BEST (continued)

4.11.88.	New Installation – 25-foot Deep Beam Rail Punched for Extruder	1	\$300.00	New Installation – 25-foot Deep Beam Rail Punched for Extruder	1	\$648.93
4.11.89.	Repair - Remove and Replace 25-foot Deep Beam Rail Punched for Extruder	1	\$325.00	Repair - Remove and Replace 25-foot Deep Beam Rail Punched for Extruder	1	\$713.94
4.11.90.	New Installation – Impact Head	1	\$750.00	New Installation – Impact Head	1	\$861.88
4.11.91.	Repair - Remove and Replace a new Impact Head	1	\$775.00	Repair - Remove and Replace a new Impact Head	1	\$880.09
4.11.92.	New Installation – Groundline Strut	1	\$110.00	New Installation – Groundline Strut	1	\$67.45
4.11.93.	Repair - Remove and Replace Groundline Strut	1	\$125.00	Repair - Remove and Replace Groundline Strut	1	\$71.61
4.11.94.	New Installation – Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	\$125.00	New Installation – Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	\$174.22

4.11.95.	Repair - Remove and Replace Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	\$135.00	Repair - Remove and Replace Cable Assembly including Pipe Sleeve, Bearing Plate, and Cable Anchor	1	\$184.98
4.11.96.	New Installation – Steel Foundation Tube with Soil Plate	1	\$200.00	New Installation – Steel Foundation Tube with Soil Plate	1	\$152.41
4.11.97.	Repair - Remove and Replace Steel Foundation Tube with Soil Plate	1	\$250.00	Repair - Remove and Replace Steel Foundation Tube with Soil Plate	1	\$162.81
Miscellaneous						
4.11.98.	New Installation – Object Marker (OM12-1V)	1	\$70.00	New Installation – Object Marker (OM12-1V)	1	\$98.05
4.11.99.	Repair - Remove and Replace Object Marker (OM12-1V)	1	\$80.00	Repair - Remove and Replace Object Marker (OM12-1V)	1	\$110.53
SRT-350						
4.11.100.	New Installation – 6 inch x 8-inch x 45-inch Wood Post 1-2	1	\$80.00	New Installation – 6 inch x 8-inch x 45-inch Wood Post 1-2	1	\$58.43
4.11.101.	Repair - Remove and Replace 6-inch x 8-inch x 45-inch Wood Post 1-2	1	\$90.00	Repair - Remove and Replace 6-inch x 8-inch x 45-inch Wood Post 1-2	1	\$63.63
4.11.102.	New Installation – 6 inch x 8-inch x 72-inch Wood Post 3-9	1	\$135.00	New Installation – 6 inch x 8-inch x 72-inch Wood Post 3-9	1	\$71.68

4.11.103.	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 3-9	1	\$145.00	Repair - Remove and Replace 6-inch x 8-inch x 72-inch Wood Post 3-9	1	\$76.89
4.11.104.	New Installation – 6 inch x 8-inch x 14-inch Wood Block	1	\$40.00	New Installation – 6 inch x 8-inch x 14-inch Wood Block	1	\$10.07
4.11.105.	Repair - Remove and Replace 6-inch x 8-inch x 14-inch Wood Block	1	\$40.00	Repair - Remove and Replace 6-inch x 8-inch x 14-inch Wood Block	1	\$10.64
4.11.106.	New Installation – Strut Assembly	1	\$110.00	New Installation – Strut Assembly	1	\$115.87
4.11.107.	Repair - Remove and Replace Strut Assembly	1	\$125.00	Repair - Remove and Replace Strut Assembly	1	\$121.07
4.11.108.	New Installation – First Slotted 12.5-foot Guardrail Panel	1	\$300.00	New Installation – First Slotted 12.5-foot Guardrail Panel	1	\$495.53
4.11.109.	Repair - Remove and Replace First Slotted 12.5-foot Guardrail Panel	1	\$325.00	Repair - Remove and Replace First Slotted 12.5-foot Guardrail Panel	1	\$560.55
4.11.110.	New Installation – Second Slotted 12.5-foot Guardrail Panel	1	\$250.00	New Installation – Second Slotted 12.5-foot Guardrail Panel	1	\$609.16
4.11.111.	Repair - Remove and Replace Second Slotted 12.5-foot Guardrail Panel	1	\$275.00	Repair - Remove and Replace Second Slotted 12.5-foot Guardrail Panel	1	\$674.18

4.11.112.	New Installation – Barrier End Nose Piece	1	\$150.00	New Installation – Barrier End Nose Piece	1	\$348.45
4.11.113.	Repair - Remove and Replace Barrier End Nose Piece	1	\$165.00	Repair - Remove and Replace Barrier End Nose Piece	1	\$400.47
4.11.114.	New Installation – Steel Foundation Tube with Soil Plate	1	\$200.00	New Installation – Steel Foundation Tube with Soil Plate	1	\$167.65
SRT-350 (continued)						
4.11.115.	Repair - Remove and Replace Steel Foundation Tube with Soil Plate	1	\$250.00	Repair - Remove and Replace Steel Foundation Tube with Soil Plate	1	\$179.09
Terminal End Marker						
4.11.116.	New Installation – Type III Black and Yellow Object Marker on End Terminal	1	\$50.00	New Installation – Type III Black and Yellow Object Marker on End Terminal	1	\$153.98
4.11.117.	Repair - Install Type III Black and Yellow Object Marker on End Terminal	1	\$50.00	Repair - Install Type III Black and Yellow Object Marker on End Terminal	1	\$199.76
Grand Total			\$71,559.00			\$90,292.85
Experience Sheet			Yes			Yes
1st Renewal Period Increase			10%			5%
2nd Renewal Period Increase			10%			5%
Coop?			Yes			Yes