

2000 MANHOUR PROJECT
(10 weeks duration)

	UNION	NON-UNION
Apprentice Hours x Hourly Rate		
Journeyman Wireman Hours x Hourly Rate		
Foreman Hours x Hourly Rate		
CW/CE Hours x Hourly Rate		
Total Labor Cost		
Total Material Cost (Use Equivalent of Labor Cost)		
Subtotal		
Add 15% Overhead and profit		
Total Bid		
Divide total labor cost by 2,000 hours to determine composite crew cost		
Divide non-union labor cost by union composite crew cost to determine productivity factor		
Determine union labor hours by increasing one hour productivity per day (50 days times 5 workers equal 250 hours times composite crew rate equals savings		
Compare new union bid vs. non-union bid		
Recalculate union bid by changing the crew ratio to find out what it will take to get the project		