

ITB 26-011 Piano Maintenance Services - Analysis

Company A

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Piano Tuning - Hourly or Flat Rate *	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Piano Tuning (Concert/Event Prep) Hourly or Flat Rate *	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Pitch Raise (if necessary) - Hourly or Flat Rate *	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75
Minor Repairs/Adjustments - Hourly or Flat Rate *	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Major Repairs/Regulations Labor - Hourly or Flat Rate *	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Major Repair Parts/Materials - Hourly or Flat Rate *	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Emergency/On-Call Services - Hourly or Flat Rate *	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Piano Evaluation/Conditions Reports - Per Evaluation *	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Discounts	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

* All rates in chart are flat rates.

Company B

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Piano Tuning - Hourly or Flat Rate	\$ 125 (flat rate)	\$ 125 (flat rate)	\$ 130 (flat rate)	\$ 130 (flat rate)	\$ 135 (flat rate)
Piano Tuning (Concert/Event Prep) Hourly or Flat Rate	\$150 (flat rate)	\$150 (flat rate)	\$155 (flat rate)	\$155 (flat rate)	\$160 (flat rate)
Pitch Raise (if necessary) - Hourly or Flat Rate	\$62.50 (flat rate)	\$62.50 (flat rate)	\$65 (flat rate)	\$65 (flat rate)	\$67.50 (flat rate)
Minor Repairs/Adjustments - Hourly or Flat Rate	\$ 80 /Hr.	\$ 80 /Hr.	\$ 85 /Hr.	\$ 85 /Hr.	\$ 90 /Hr.
Major Repairs/Regulations Labor - Hourly or Flat Rate	\$ 80 /Hr. + cost of parts/materials (discounted - see "Discounts" below)	\$ 80 /Hr. + cost of parts/materials (discounted - see "Discounts" below)	\$ 85 /Hr. + cost of parts/materials (discounted - see "Discounts" below)	\$ 85 /Hr. + cost of parts/materials (discounted - see "Discounts" below)	\$ 90 /Hr. + cost of parts/materials (discounted - see "Discounts" below)
Major Repair Parts/Materials - Hourly or Flat Rate	\$ Cost of parts/materials (discounted - see "Discounts" below)	\$ Cost of parts/materials (discounted - see "Discounts" below)	\$ Cost of parts/materials (discounted - see "Discounts" below)	\$ Cost of parts/materials (discounted - see "Discounts" below)	\$ Cost of parts/materials (discounted - see "Discounts" below)
Emergency/On-Call Services - Hourly or Flat Rate	\$50 + Standard service fee				
Piano Evaluation/Conditions Reports - Per Evaluation	Included	Included	Included	Included	Included
Discounts	10% off MSRP all parts/materials				

Note: Minimum required service charge of \$125 per visit