



## Rate Sheet

- Electronics and electrical labor rate \$95.00/hr
- Projects involving customer supplied equipment \$125.00/hr
- A minimum of one half hour labor will be charged.
- Minimum labor charge applies to consultations via email and phone, per each.
- All electronics hardware and software shall be paid for in full. Credit cards are accepted.
- All labor services provided outside of normal working hours (7:30-4:00) Monday-Friday will be billed at time and one half.
- Travel is billed at \$95.00/hr.
- Invoices are emailed every Friday.
- Winsor Consulting bills all labor, travel, data and voice consultations at actual time.  
Pre-sales support, system design, and estimating are derived from consultation, and as such are billed as consultation services. Given the wide variety of installation scenarios, a flat installation quote is not in the customer's best interest.
- The customer will be fully aware of their responsibility for whatever costs are incurred to have the project done right.
- All bills due and payable upon presentation. A service charge of two percent per month will be added to all accounts not paid within thirty days.
- Winsor Consulting, Inc. provides On Board services only to yachts located in Maine waters.

**Rates and Terms Subject to Change without Notice**