SPP 416: Irrigation Rate Card

Section: Pest Prevention and Lawn Service Procedures
Subject: Irrigation Rate Card
Approved by: Adam Jones
Effective Date: 10 June 2016
Last Reviewed Date: 10 June 2016
Policy Owner: Irrigation Technical Training Director

Policy

Objectives

This version of the Residential Irrigation Rate Card (see exhibits) has a new tool added to it called labor hours. This tool is to be used in three different ways to aid in the selling, execution, and managing of the irrigation service business:

- Scheduling
  - The total hours for a single call can be used to schedule the work to be completed
  - For service work that involves diagnostic services (troubleshooting), it is highly recommended to add time to the service call schedule in order to complete the repairs discovered during the diagnostic. This will prevent having to inconvenience the customer with a second or third service call and minimize drive time.
- Productivity Metric
  - The hours quoted to complete the work can be compared to the actual hours spent in order to identify trends
  - When actual hours consistently vary greatly from hours quoted, it may indicate the need for additional training of the sales person or the technician to ensure that the work required is identified correctly AND executed productively.

- Pricing Perspective
  - To help a sales inspector understand the quoted price, it can be beneficial to put the price into perspective of the amount of time to complete the work in order to prevent the urge to discount the rate card price based on an inaccurate perspective.

The Policies

1. The Residential Irrigation Rate Card is NOT to be used to quote commercial irrigation systems. The pricing is not correct to cover the scope and scale required to complete the work on commercial systems.
2. DO NOT quote any repairs without first diagnosing the cause of the observed symptom(s) or malfunction.
3. Any irrigation work that is not on an irrigation rate card MAY NOT be quoted without pre-approval by an irrigation Technical and Training team member (e.g. pumps, pump start relays, backflow preventers, new systems, major system alterations that affect hydraulics, any nozzle changes on pumps that change the flow by 20% or more, etc.).
4. When determining the per-foot cost of trenching, if digging will be required within 2 times the diameter of any plant canopy, the “Trench and Backfill Roots or Rocks” rate shall be used.
5. The hours per task and the total hour are for service center use only. These hours should never be given to the customer or prospect.
6. This rate card is not to be left with any customer or prospect for any reason. It is also not recommended to show any customer or prospect the rate card as the hours may be misinterpreted.

The Process

1. The inspector or other team member creating the proposal using the rate card shall also extend and total the labor hours required to conduct the work for each line and a total for all work on the quote.
2. The inspector shall give the Customer Service Representative or Office Manager the total hours of the work sold when calling in to get the work scheduled.
3. The technician shall be given a copy of the approved rate card with the other information for the job start.

4. Should the technician encounter or observe any conditions that will prevent them from meeting the quoted man hours, they shall immediately notify the Service Manager or General Manager.
5. The technician shall record the total actual hours spent completing the work on the copy of the approved rate card, in the space provided under to the total hours quoted (bottom center of page 2) and turn in with the daily White Sheets.
6. The Service Manager shall review the total hours, actual vs. quoted, at the end of each day, as part of the daily check-in of the irrigation technician and investigate any significant differences THAT DAY.
7. The General Manager shall be responsible to review all irrigation proposals in comparison of the actual work required to complete the work proposed to ensure the inspectors have adequate knowledge and skill to produce accurate proposals.
8. The first recurring service shall be scheduled to take place approximately 30 days after the completion of the initial service work to provide an opportunity to “fine tune” the system to the changes made during the initial repair.
   Any time repairs are made during periods of drought, a proactive service shall be scheduled to occur within 3 days after the repairs to go to the site and assess
9. the appearance and health of the plant material.



Residential Irrigation Service & Repair Rate Card

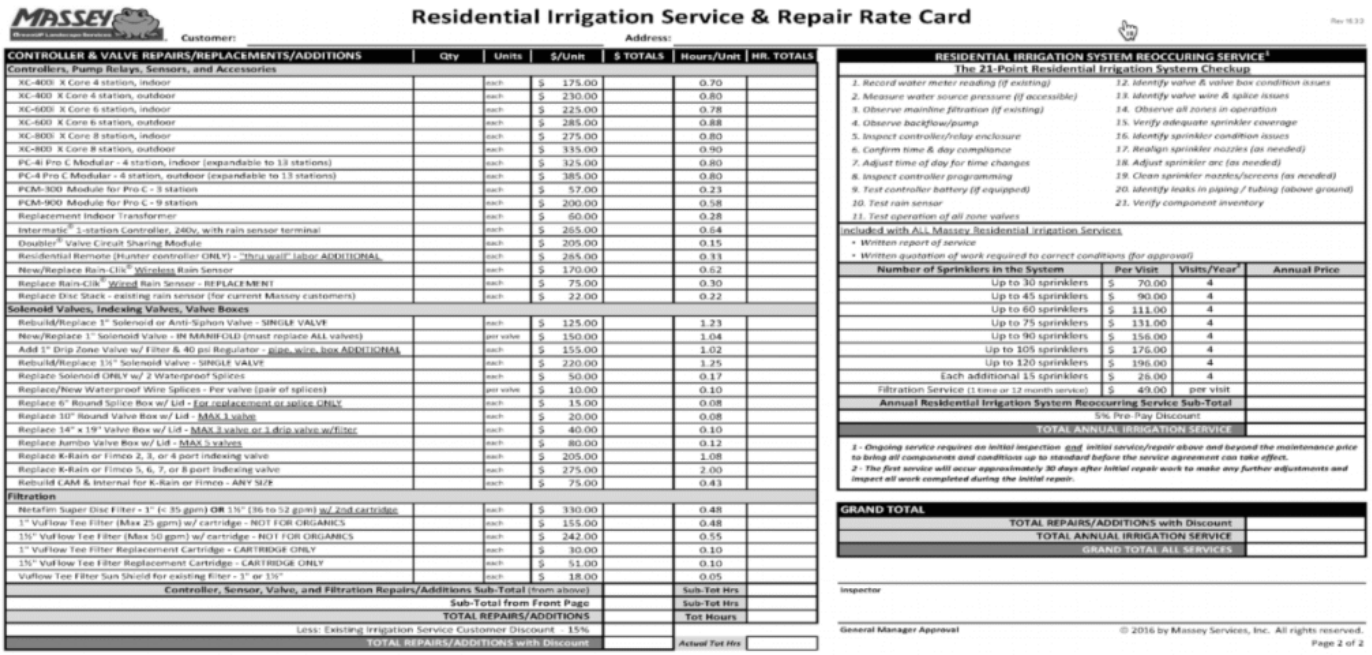
Customer: Address:

INITIAL SYSTEM REPAIR & SERVICE	1	2	3	4	5	6	7	8	9	10	Tot #	Units	$/Unit	$ TOTALS	Hours/Unit	HR. TOTALS
Minimum Initial Repair (in addition to specific repairs) - Includes 21-Point System Check-up for 6 Zones, PLUS Controller & Valve Circuit Electrical Test, PLUS Source & Sprinkler Pressure Test												6 zones	$ 100.00		0.75	
Additional Zones for Initial Repair (over 6 zones)	INCLUDED											per add'l zone	$ 10.00		0.12	
Valve Locating/Wire Tracing - Include in Initial if valves not visible												per valve	$ 75.00		0.63	
DIAGNOSTICS/GENERAL REPAIRS/TRENCHING/PIPE/WIRE	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**	**Tot #**	**Units**	**$/Unit**	**$ TOTALS**	**Hours/Unit**	**HR. TOTALS**
System Diagnostic Service - **1 HOUR MINIMUM** - Materials, valve, or wire locating ADDITIONAL												per 1 hour	$ 150.00		1.00	
RAISE or Level Sprinkler - (New sprinkler and Nozzle NOT INCLUDED)												per sprinkler	$ 15.00		0.23	
LOWER Sprinkler - No Move (New sprinkler and Nozzle NOT INCLUDED)												per sprinkler	$ 24.00		0.33	
Add/Replace Sprinkler Donut												per sprinkler	$ 4.00		0.10	
*Trench and Backfill **ROOTS or ROCK** - per move of any length												per foot	$ 12.00		0.08	
*Trench and Backfill (no roots or rock) - per move of 1 to 5 feet - pipe/wire ADDITIONAL												per foot	$ 9.00		0.06	
*Trench and Backfill (no roots or rock) - per move of 6 feet or longer - pipe/wire ADDITIONAL												per foot	$ 6.00		0.04	
PVC Pipe to Move Sprinklers (½ in. to 1¼ in.) - in addition to trenching												per foot	$ 1.50		0.005	
Repair PVC Pipe (½ in. to 1¼ in.) - 3 ft. trench w/ pipe & Slipfix® included												each	$ 75.00		0.75	
18 ga. Multi-Conductor Wire Replacement - in addition to trenching												per foot	$ 1.00		0.01	
14-1 ga. Single Conductor Wire Replacement - in addition to trenching												per foot	$ 0.65		0.02	
SPRINKLER & NOZZLE REPAIRS/REPLACEMENTS/ADDITIONS	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**	**Tot #**	**Units**	**$/Unit**	**$ TOTALS**	**Hours/Unit**	**HR. TOTALS**
Spray Bodies & Accessories																
6" Pro-Spray Body - NO NOZZLE												per sprinkler	$ 20.00		0.35	
12" Pro-Spray Body - NO NOZZLE												per sprinkler	$ 25.00		0.38	
Pro-Spray Shrub Adapter (on existing riser) - NO NOZZLE												per sprinkler	$ 6.00		0.13	
Field Installed Drain Check Valve - HUNTER PRO SPRAY ONLY												per sprinkler	$ 1.00		0.03	
6" Pro-Spray, 30 psi Pressure Regulated (Required in Volusia County)												per sprinkler	$ 35.00		0.37	
12" Pro-Spray, 30 psi Pressure Regulated (Required in Volusia County)												per sprinkler	$ 45.00		0.40	
Nozzles for Spray Bodies																
MP Rotator Nozzles												per sprinkler	$ 20.00		0.12	
Spray Nozzles - Fixed or Adjustable												per sprinkler	$ 10.00		0.12	
Gear Drive Rotors & Accessories																
4" PGP Ultra Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	$ 40.00		0.40	
6" I-20 Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	$ 50.00		0.40	
12" PGP Ultra Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	$ 65.00		0.45	
PGP Ultra Shrub Rotor (on existing riser) - INCLUDES NOZZLE TREE												per sprinkler	$ 35.00		0.13	
Basket Screen with Drain Check Valve (for PGP Ultra or I-20 ONLY)												per sprinkler	$ 2.00		0.20	
Change Rotor Nozzle - Per Rotor (to make precipitation rates match)												per sprinkler	$ 7.00		0.13	
Drip, Micro Sprays, and Tubing																
Cap Unused Sprays or Remove Sprinkler and Cap Pipe												each	$ 10.00		0.23	
Convert Sprinkler to Drip Connection - per connection (Minimum of 2)												each	$ 30.00		0.22	
Emitter Line or Blank Drip Tubing w/ Emitters - Round up to nearest 100 Feet												per 100 feet	$ 150.00		0.98	
Pop-up Micro Sprays - Micro pop, 24" tubing, Veri-jet adj. micro spray												each	$ 20.00		0.13	
Fixed Micro Sprays - Fixed stake, 24" tubing, Veri-jet adj. micro spray												each	$ 15.00		0.13	
8 Outlet Pressure Regulating Manifold w/ Filter for 1/4" tubing - 3/4" FIPT												each	$ 27.00		0.17	
Drip Emitter on 1/4" Tubing with emitter - per foot												per foot	$ 0.85		0.05	
Front Page Sub-Total													**Sub-Tot $**		**Sub-Tot Hrs.**	

*NOTES: If trenching will be within 3 times the diameter of the plant canopy, us "Roots or Rock" rate

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EXHIBIT A: Standard Residential Irrigation Rate Card - SIDE ONE



Residential Irrigation Service & Repair Rate Card

Customer: Address:

CONTROLLER & VALVE REPAIRS/REPLACEMENTS/ADDITIONS	Qty	Units	$/Unit	$ TOTALS	Hours/Unit	HR. TOTALS
Controllers, Pump Relays, Sensors, and Accessories						
XC-400i X Core 4 station, indoor		each	$ 175.00		0.70	
XC-400 X Core 4 station, outdoor		each	$ 230.00		0.80	
XC-600i X Core 6 station, indoor		each	$ 225.00		0.78	
XC-600 X Core 6 station, outdoor		each	$ 285.00		0.88	
XC-800i X Core 8 station, indoor		each	$ 275.00		0.80	
XC-800 X Core 8 station, outdoor		each	$ 335.00		0.90	
PC-4i Pro C Modular - 4 station, indoor (expandable to 13 stations)		each	$ 325.00		0.80	
PC-4 Pro C Modular - 4 station, outdoor (expandable to 13 stations)		each	$ 385.00		0.80	
PCM-300 Module for Pro C - 3 station		each	$ 57.00		0.23	
PCM-900 Module for Pro C - 9 station		each	$ 200.00		0.58	
Replacement Indoor Transformer		each	$ 60.00		0.28	
Intermatic® 1-station Controller, 240v, with rain sensor terminal		each	$ 265.00		0.64	
Doubler® Valve Circuit Sharing Module		each	$ 205.00		0.15	
Residential Remote (Hunter controller ONLY) - "thru wall" labor ADDITIONAL		each	$ 265.00		0.33	
New/Replace Rain-Clik® Wireless Rain Sensor		each	$ 170.00		0.62	
Replace Rain-Clik® Wired Rain Sensor - REPLACEMENT		each	$ 75.00		0.30	
Replace Disc Stack - existing rain sensor (for current Massey customers)		each	$ 22.00		0.22	
Solenoid Valves, Indexing Valves, Valve Boxes						
Rebuild/Replace 1" Solenoid or Anti-Siphon Valve - SINGLE VALVE		each	$ 125.00		1.23	
New/Replace 1" Solenoid Valve - IN MANIFOLD (must replace ALL valves)		per valve	$ 150.00		1.04	
Add 1" Drip Zone Valve w/ Filter & 40 psi Regulator - pipe, wire, box ADDITIONAL		each	$ 155.00		1.02	
Rebuild/Replace 1½" Solenoid Valve - SINGLE VALVE		each	$ 220.00		1.25	
Replace Solenoid ONLY w/ 2 Waterproof Splices		each	$ 50.00		0.17	
Replace/New Waterproof Wire Splices - Per valve (pair of splices)		per valve	$ 10.00		0.10	
Replace 6" Round Splice Box w/ Lid - For replacement or splice ONLY		each	$ 15.00		0.08	
Replace 10" Round Valve Box w/ Lid - MAX 1 valve		each	$ 20.00		0.08	
Replace 14" x 19" Valve Box w/ Lid - MAX 3 valve or 1 drip valve w/filter		each	$ 40.00		0.10	
Replace Jumbo Valve Box w/ Lid - MAX 5 valves		each	$ 80.00		0.12	
Replace K-Rain or Fimco 2, 3, or 4 port indexing valve		each	$ 205.00		1.08	
Replace K-Rain or Fimco 5, 6, 7, or 8 port indexing valve		each	$ 275.00		2.00	
Rebuild CAM & Internal for K-Rain or Fimco - ANY SIZE		each	$ 75.00		0.43	
Filtration						
Netafim Super Disc Filter - 1" (< 35 gpm) **OR** 1½" (36 to 52 gpm) w/ 2nd cartridge		each	$ 330.00		0.48	
1" Vuflow Tee Filter (Max 25 gpm) w/ cartridge - NOT FOR ORGANICS		each	$ 155.00		0.48	
1½" Vuflow Tee Filter (Max 50 gpm) w/ cartridge - NOT FOR ORGANICS		each	$ 242.00		0.55	
1" Vuflow Tee Filter Replacement Cartridge - CARTRIDGE ONLY		each	$ 30.00		0.10	
1½" Vuflow Tee Filter Replacement Cartridge - CARTRIDGE ONLY		each	$ 51.00		0.10	
Vuflow Tee Filter Sun Shield for existing filter - 1" or 1½"		each	$ 18.00		0.05	
Controller, Sensor, Valve, and Filtration Repairs/Additions Sub-Total (from above)					Sub-Tot Hrs	
Sub-Total from Front Page					Sub-Tot Hrs	
TOTAL REPAIRS/ADDITIONS					Tot Hours	
Less: Existing Irrigation Service Customer Discount - 15%						
TOTAL REPAIRS/ADDITIONS with Discount					*Actual Tot Hrs*	

RESIDENTIAL IRRIGATION SYSTEM REOCCURING SERVICE[1]

The 21-Point Residential Irrigation System Checkup

1. *Record water meter reading (if existing)*
2. *Measure water source pressure (if accessible)*
3. *Observe mainline filtration (if existing)*
4. *Observe backflow/pump*
5. *Inspect controller/relay enclosure*
6. *Confirm time & day compliance*
7. *Adjust time of day for time changes*
8. *Inspect controller programming*
9. *Test controller battery (if equipped)*
10. *Test rain sensor*
11. *Test operation of all zone valves*
12. *Identify valve & valve box condition issues*
13. *Identify valve wire & splice issues*
14. *Observe all zones in operation*
15. *Verify adequate sprinkler coverage*
16. *Identify sprinkler condition issues*
17. *Realign sprinkler nozzles (as needed)*
18. *Adjust sprinkler arc (as needed)*
19. *Clean sprinkler nozzles/screens (as needed)*
20. *Identify leaks in piping / tubing (above ground)*
21. *Verify component inventory*

Included with ALL Massey Residential Irrigation Services

- *Written report of service*
- *Written quotation of work required to correct conditions (for approval)*

Number of Sprinklers in the System	Per Visit	Visits/Year[2]	Annual Price
Up to 30 sprinklers	$ 70.00	4	
Up to 45 sprinklers	$ 90.00	4	
Up to 60 sprinklers	$ 111.00	4	
Up to 75 sprinklers	$ 131.00	4	
Up to 90 sprinklers	$ 156.00	4	
Up to 105 sprinklers	$ 176.00	4	
Up to 120 sprinklers	$ 196.00	4	
Each additional 15 sprinklers	$ 26.00	4	
Filtration Service (1 time or 12 month service)	$ 49.00	per visit	
Annual Residential Irrigation System Reoccurring Service Sub-Total			
5% Pre-Pay Discount			
TOTAL ANNUAL IRRIGATION SERVICE			

1 - Ongoing service requires an initial inspection and initial service/repair above and beyond the maintenance price to bring all components and conditions up to standard before the service agreement can take effect.
2 - The first service will occur approximately 30 days after initial repair work to make any further adjustments and inspect all work completed during the initial repair.

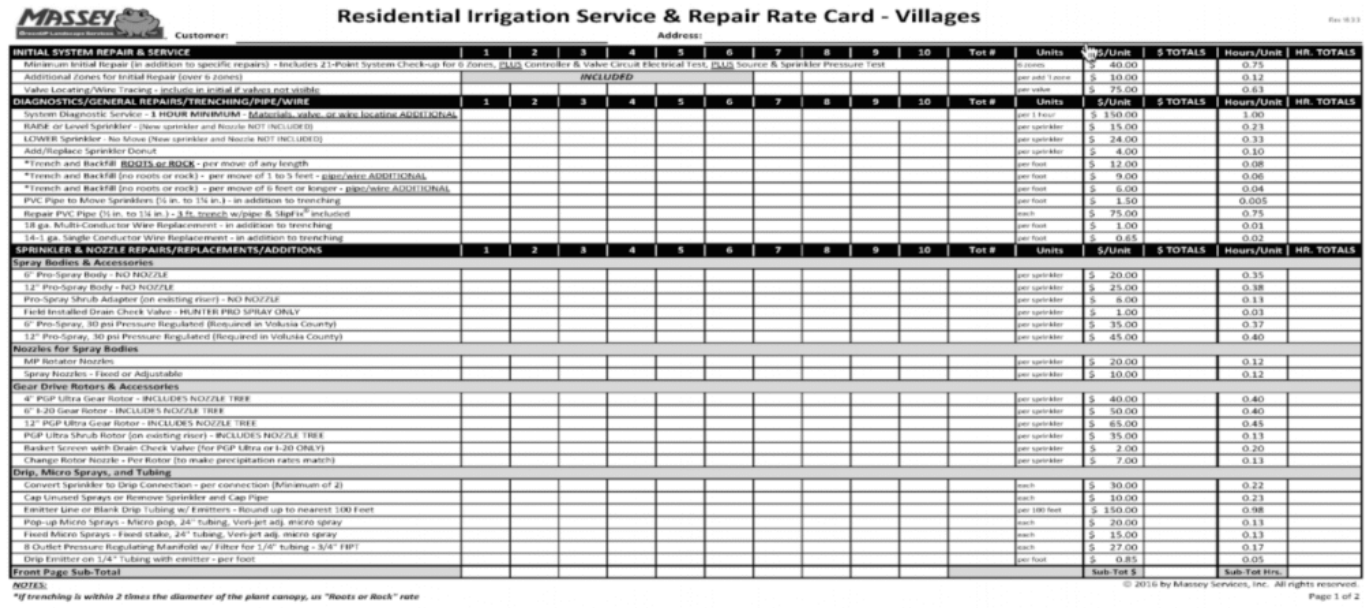
GRAND TOTAL	
TOTAL REPAIRS/ADDITIONS with Discount	
TOTAL ANNUAL IRRIGATION SERVICE	
GRAND TOTAL ALL SERVICES	

Inspector

General Manager Approval

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EXHIBIT B: Standard Residential Irrigation Rate Card - SIDE TWO



Residential Irrigation Service & Repair Rate Card - Villages

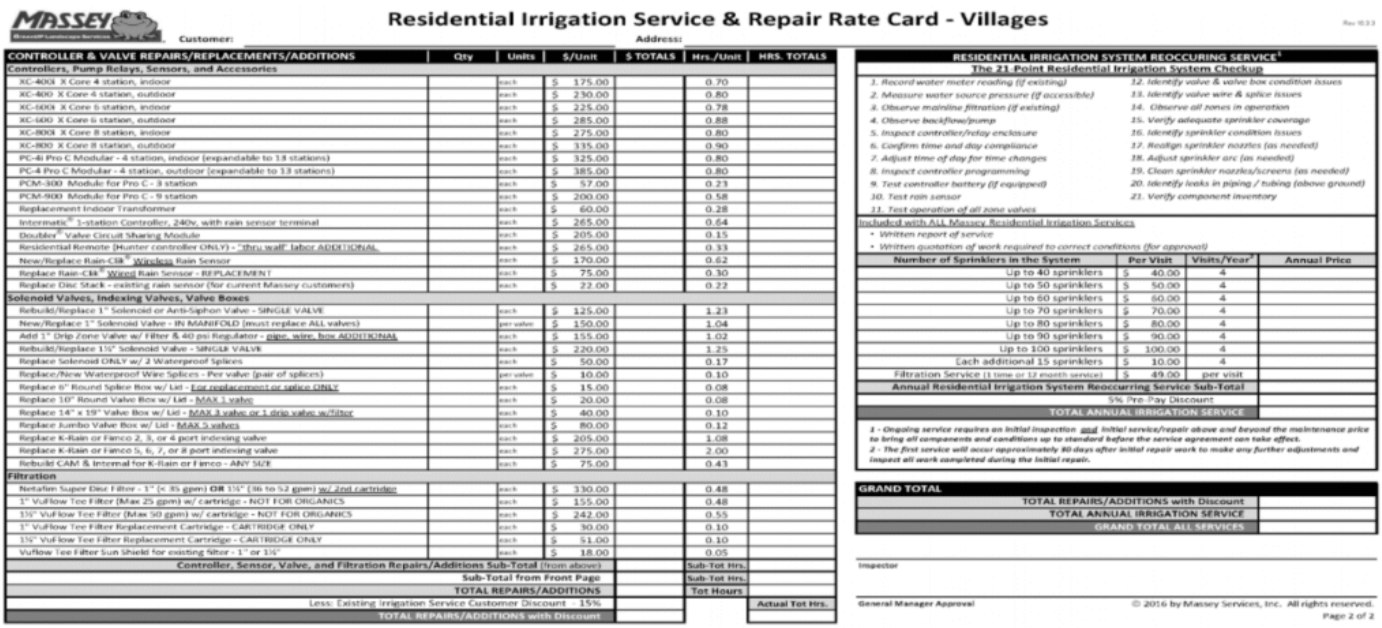
Customer: Address:

INITIAL SYSTEM REPAIR & SERVICE	1	2	3	4	5	6	7	8	9	10	Tot #	Units	$/Unit	$ TOTALS	Hours/Unit	HR. TOTALS
Minimum Initial Repair (in addition to specific repairs) - Includes 21-Point System Check-up for 6 Zones, PLUS Controller & Valve Circuit Electrical Test, PLUS Source & Sprinkler Pressure Test												6 zones	$ 40.00		0.75	
Additional Zones for Initial Repair (over 6 zones)	*INCLUDED*											per add'l zone	$ 10.00		0.12	
Valve Locating/Wire Tracing - include in initial if valves not visible												per valve	$ 75.00		0.63	
DIAGNOSTICS/GENERAL REPAIRS/TRENCHING/PIPE/WIRE	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**	**Tot #**	**Units**	**$/Unit**	**$ TOTALS**	**Hours/Unit**	**HR. TOTALS**
System Diagnostic Service - **1 HOUR MINIMUM** - Materials, valve, or wire locating ADDITIONAL												per 1 hour	$ 150.00		1.00	
RAISE or Level Sprinkler - (New sprinkler and Nozzle NOT INCLUDED)												per sprinkler	$ 15.00		0.23	
LOWER Sprinkler - No Move (New sprinkler and Nozzle NOT INCLUDED)												per sprinkler	$ 24.00		0.33	
Add/Replace Sprinkler Donut												per sprinkler	$ 4.00		0.10	
*Trench and Backfill ROOTS or ROCK - per move of any length												per foot	$ 12.00		0.08	
*Trench and Backfill (no roots or rock) - per move of 1 to 5 feet - pipe/wire ADDITIONAL												per foot	$ 9.00		0.06	
*Trench and Backfill (no roots or rock) - per move of 6 feet or longer - pipe/wire ADDITIONAL												per foot	$ 6.00		0.04	
PVC Pipe to Move Sprinklers (½ in. to 1¼ in.) - in addition to trenching												per foot	$ 1.50		0.005	
Repair PVC Pipe (½ in. to 1¼ in.) - 3 ft. trench w/pipe & SlipFix® included												each	$ 75.00		0.75	
18 ga. Multi-Conductor Wire Replacement - in addition to trenching												per foot	$ 1.00		0.01	
14-1 ga. Single Conductor Wire Replacement - in addition to trenching												per foot	$ 0.65		0.02	
SPRINKLER & NOZZLE REPAIRS/REPLACEMENTS/ADDITIONS	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**	**Tot #**	**Units**	**$/Unit**	**$ TOTALS**	**Hours/Unit**	**HR. TOTALS**
Spray Bodies & Accessories																
6" Pro-Spray Body - NO NOZZLE												per sprinkler	$ 20.00		0.35	
12" Pro-Spray Body - NO NOZZLE												per sprinkler	$ 25.00		0.38	
Pro-Spray Shrub Adapter (on existing riser) - NO NOZZLE												per sprinkler	$ 6.00		0.13	
Field Installed Drain Check Valve - HUNTER PRO SPRAY ONLY												per sprinkler	$ 1.00		0.03	
6" Pro-Spray, 30 psi Pressure Regulated (Required in Volusia County)												per sprinkler	$ 35.00		0.37	
12" Pro-Spray, 30 psi Pressure Regulated (Required in Volusia County)												per sprinkler	$ 45.00		0.40	
Nozzles for Spray Bodies																
MP Rotator Nozzles												per sprinkler	$ 20.00		0.12	
Spray Nozzles - Fixed or Adjustable												per sprinkler	$ 10.00		0.12	
Gear Drive Rotors & Accessories																
4" PGP Ultra Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	$ 40.00		0.40	
6" I-20 Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	$ 50.00		0.40	
12" PGP Ultra Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	$ 65.00		0.45	
PGP Ultra Shrub Rotor (on existing riser) - INCLUDES NOZZLE TREE												per sprinkler	$ 35.00		0.13	
Basket Screen with Drain Check Valve (for PGP Ultra or I-20 ONLY)												per sprinkler	$ 2.00		0.20	
Change Rotor Nozzle - Per Rotor (to make precipitation rates match)												per sprinkler	$ 7.00		0.13	
Drip, Micro Sprays, and Tubing																
Convert Sprinkler to Drip Connection - per connection (Minimum of 2)												each	$ 30.00		0.22	
Cap Unused Sprays or Remove Sprinkler and Cap Pipe												each	$ 10.00		0.23	
Emitter Line or Blank Drip Tubing w/ Emitters - Round up to nearest 100 Feet												per 100 feet	$ 150.00		0.98	
Pop-up Micro Sprays - Micro pop, 24" tubing, Veri-jet adj. micro spray												each	$ 20.00		0.13	
Fixed Micro Sprays - Fixed stake, 24" tubing, Veri-jet adj. micro spray												each	$ 15.00		0.13	
8 Outlet Pressure Regulating Manifold w/ Filter for 1/4" tubing - 3/4" FIPT												each	$ 27.00		0.17	
Drip Emitter on 1/4" Tubing with emitter - per foot												per foot	$ 0.85		0.05	
Front Page Sub-Total													**Sub-Tot $**		**Sub-Tot Hrs.**	

NOTES:
****If trenching is within 2 times the diameter of the plant canopy, us "Roots or Rock" rate***

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EXHIBIT C: Villages Residential Irrigation Rate Card - SIDE ONE



Residential Irrigation Service & Repair Rate Card - Villages

Customer: Address:

CONTROLLER & VALVE REPAIRS/REPLACEMENTS/ADDITIONS	Qty	Units	$/Unit	$ TOTALS	Hrs./Unit	HRS. TOTALS
Controllers, Pump Relays, Sensors, and Accessories						
XC-400i X Core 4 station, indoor		each	$ 175.00		0.70	
XC-400 X Core 4 station, outdoor		each	$ 230.00		0.80	
XC-600i X Core 6 station, indoor		each	$ 225.00		0.78	
XC-600 X Core 6 station, outdoor		each	$ 285.00		0.88	
XC-800i X Core 8 station, indoor		each	$ 275.00		0.80	
XC-800 X Core 8 station, outdoor		each	$ 335.00		0.90	
PC-4i Pro C Modular - 4 station, indoor (expandable to 13 stations)		each	$ 325.00		0.80	
PC-4 Pro C Modular - 4 station, outdoor (expandable to 13 stations)		each	$ 385.00		0.80	
PCM-300 Module for Pro C - 3 station		each	$ 57.00		0.23	
PCM-900 Module for Pro C - 9 station		each	$ 200.00		0.58	
Replacement Indoor Transformer		each	$ 60.00		0.28	
Intermatic® 1-station Controller, 240v, with rain sensor terminal		each	$ 265.00		0.64	
Doubler® Valve Circuit Sharing Module		each	$ 205.00		0.15	
Residential Remote (Hunter controller ONLY) - "thru wall" labor ADDITIONAL		each	$ 265.00		0.33	
New/Replace Rain-Clik® Wireless Rain Sensor		each	$ 170.00		0.62	
Replace Rain-Clik® Wired Rain Sensor - REPLACEMENT		each	$ 75.00		0.30	
Replace Disc Stack - existing rain sensor (for current Massey customers)		each	$ 22.00		0.22	
Solenoid Valves, Indexing Valves, Valve Boxes						
Rebuild/Replace 1" Solenoid or Anti-Siphon Valve - SINGLE VALVE		each	$ 125.00		1.23	
New/Replace 1" Solenoid Valve - IN MANIFOLD (must replace ALL valves)		per valve	$ 150.00		1.04	
Add 1" Drip Zone Valve w/ Filter & 40 psi Regulator - pipe, wire, box ADDITIONAL		each	$ 155.00		1.02	
Rebuild/Replace 1½" Solenoid Valve - SINGLE VALVE		each	$ 220.00		1.25	
Replace Solenoid ONLY w/ 2 Waterproof Splices		each	$ 50.00		0.17	
Replace/New Waterproof Wire Splices - Per valve (pair of splices)		per valve	$ 10.00		0.10	
Replace 6" Round Spike Box w/ Lid - For replacement or splice ONLY		each	$ 15.00		0.08	
Replace 10" Round Valve Box w/ Lid - MAX 1 valve		each	$ 20.00		0.08	
Replace 14" x 19" Valve Box w/ Lid - MAX 3 valve or 1 drip valve w/filter		each	$ 40.00		0.10	
Replace Jumbo Valve Box w/ Lid - MAX 5 valves		each	$ 80.00		0.12	
Replace K-Rain or Fanco 2, 3, or 4 port indexing valve		each	$ 205.00		1.08	
Replace K-Rain or Fanco 5, 6, 7, or 8 port indexing valve		each	$ 275.00		2.00	
Rebuild CAM & Internal for K-Rain or Fimco - ANY SIZE		each	$ 75.00		0.43	
Filtration						
Netafim Super Disc Filter - 1" (< 35 gpm) **OR** 1½" (36 to 52 gpm) w/ 2nd cartridge		each	$ 330.00		0.48	
1" Vuflow Tee Filter (Max 25 gpm) w/ cartridge - NOT FOR ORGANICS		each	$ 155.00		0.48	
1½" Vuflow Tee Filter (Max 50 gpm) w/ cartridge - NOT FOR ORGANICS		each	$ 242.00		0.55	
1" Vuflow Tee Filter Replacement Cartridge - CARTRIDGE ONLY		each	$ 30.00		0.10	
1½" Vuflow Tee Filter Replacement Cartridge - CARTRIDGE ONLY		each	$ 51.00		0.10	
Vuflow Tee Filter Sun Shield for existing filter - 1" or 1½"		each	$ 18.00		0.05	
Controller, Sensor, Valve, and Filtration Repairs/Additions Sub-Total (from above)					**Sub-Tot Hrs.**	
Sub-Total from Front Page					**Sub-Tot Hrs.**	
TOTAL REPAIRS/ADDITIONS					**Tot Hours**	
Less: Existing Irrigation Service Customer Discount - 15%						**Actual Tot Hrs.**
TOTAL REPAIRS/ADDITIONS with Discount						

RESIDENTIAL IRRIGATION SYSTEM REOCCURING SERVICE[1]

The 21 Point Residential Irrigation System Checkup

1. Record water meter reading (if existing)
2. Measure water source pressure (if accessible)
3. Observe mainline filtration (if existing)
4. Observe backflow/pump
5. Inspect controller/relay enclosure
6. Confirm time and day compliance
7. Adjust time of day for time changes
8. Inspect controller programming
9. Test controller battery (if equipped)
10. Test rain sensor
11. Test operation of all zone valves
12. Identify valve & valve box condition issues
13. Identify valve wire & splice issues
14. Observe all zones in operation
15. Verify adequate sprinkler coverage
16. Identify sprinkler condition issues
17. Realign sprinkler nozzles (as needed)
18. Adjust sprinkler arc (as needed)
19. Clean sprinkler nozzles/screens (as needed)
20. Identify leaks in piping / tubing (above ground)
21. Verify component inventory

Included with ALL Massey Residential Irrigation Services

- Written report of service
- Written quotation of work required to correct conditions (for approval)

Number of Sprinklers in the System	Per Visit	Visits/Year[2]	Annual Price
Up to 40 sprinklers	$ 40.00	4	
Up to 50 sprinklers	$ 50.00	4	
Up to 60 sprinklers	$ 60.00	4	
Up to 70 sprinklers	$ 70.00	4	
Up to 80 sprinklers	$ 80.00	4	
Up to 90 sprinklers	$ 90.00	4	
Up to 100 sprinklers	$ 100.00	4	
Each additional 15 sprinklers	$ 10.00	4	
Filtration Service (1 time or 12 month service)	$ 49.00	per visit	
Annual Residential Irrigation System Reoccurring Service Sub-Total			
5% Pre-Pay Discount			
TOTAL ANNUAL IRRIGATION SERVICE			

1 - Ongoing service requires an Initial Inspection and Initial service/repair above and beyond the maintenance price to bring all components and conditions up to standard before the service agreement can take effect.
2 - The first service will occur approximately 90 days after initial repair work to make any further adjustments and inspect all work completed during the initial repair.

GRAND TOTAL	
TOTAL REPAIRS/ADDITIONS with Discount	
TOTAL ANNUAL IRRIGATION SERVICE	
GRAND TOTAL ALL SERVICES	

Inspector

General Manager Approval

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EXHIBIT D: Villages Residential Irrigation Rate Card - SIDE TWO

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