

# **EUREKA! Electric**

## **Sunbury, PA**

Normal Operating Hours:

Monday through Friday, 9:00 am – 5:00 pm. After hours by appointment only.

Standard Hourly Rate: \$40.00\*

\*Special rates and flat rate installations on some projects. Contact us for more information.

Quote vs T&M ( Time and Material )

Some customers want a quote in advance of the work. This is understandable since you would like to know how much the project is going to cost so you can plan accordingly. Unfortunately in this scenario, the contractor has to inflate the price in order to compensate for any unforeseen obstacles or issues when performing the work. For example: If the customer wants a new ceiling fan installed where there is no fan or light currently installed, and concealed wiring is required, the contractor can only guess as to what may be encountered during the installation process. Can the contractor get through the walls and ceiling or is it filled with insulation? Are there construction blocks in the walls that totally prevent passage through them? These things cannot be ascertained until after the project has started. Therefore, the contractor must compensate for any potential issues with the quote. This could result in the customer potentially paying more than necessary for the project.

On the other hand, if the customer would agree to an “estimate” and then a T&M project, the customer is guaranteed that they will be charged for exactly the amount of materials used and exactly the amount of time worked. This is the fairest way of doing things. The contractor gets paid accordingly for all the work performed. No more, no less. And, the customer is assured that they only pay for the exact amount of time and materials ( T&M ) needed to do the job. No more, no less.

We prefer the latter, but will do whatever is necessary to accommodate you, our customer.

We would be more than happy to give you an “estimate” or a “quote” for your project.

Call me today: 570-490-1570

*Erika*

Erika Hixson  
EUREKA! Electric