

CUSTOMER NAME : Blair Corp.
 ICB PROJECT NUMBER : 2003-263086
 FILENAME : Blair Corp. 263086
 ENGINEERING REP : John Forish
 DATE ICB RECEIVED : 8/29/2003
 DATE OSP DATA DUE : 9/11/2003

LOCATION A : Oil City C.O.
 260 Seneca St.
 Oil City, Pa.

LOCATION B : Blair Corp.
 534 Allegheny
 Franklin, Pa.

Product Service Request: Diverse Fiber path to Oil City C.O. (Alt SWC)

The following is a list of OSP equipment needed to provide the proposed service.

MATERIALS:

	QTY	PROP OR EXIST	FIB/CA ACCOUNT	TOTAL MAT'L SIZE	ICB MAT'L SIZE	TOTAL COST PER FT	ALLOC %	MATERIAL COST	ALLOCATED MATERIAL COST	ROUTE
1)	3000	Exist	U.G.	12	2	\$0.63	16.67%	\$1,890.00	\$315.00	Oil City C.O. to L70P215
2)	33500	Exist	Aerial	12	2	\$0.63	16.67%	\$21,105.00	\$3,517.50	Oil City C.O. to L70P215
3)	1500	New	Aerial	24	24	\$0.63	100.00%	<u>\$945.00</u>	<u>\$945.00</u>	L70P215 to Customer
MATERIAL:								\$23,940.00	\$4,777.50	

LABOR:

	PLACING HRS	(111) LABOR RATE	SPLICING HRS	(121) LABOR RATE	ENGR HRS	(021) LABOR RATE	ALLOC %	LABOR COST	ALLOCATED LABOR COST	ROUTE
1)	98	33.93	44	29.15	18	49.26	16.67%	\$5,494.42	\$915.74	Oil City C.O. to L70P215
2)	860	33.93	280	29.15	124	49.26	16.67%	\$43,450.04	\$7,241.67	Oil City C.O. to L70P215
3)	48	33.93	32	29.15	12	49.26	100.00%	<u>\$3,152.56</u>	<u>\$3,152.56</u>	L70P215 to Customer
LABOR:								\$52,097.02	\$11,309.97	
LABOR COST:								\$52,097.02	\$11,309.97	
MATERIAL COST:								<u>\$23,940.00</u>	<u>\$4,777.50</u>	
TOTAL COST:								\$76,037.02	\$16,087.47	

Notes on the above Quotation:

- 1 Customer is responsible to provide alternate path/conduit at customers location.