

Otis Elevator Company
Nashville Branch
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Nashville, Tennessee 37203
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For Service 1-800-233-6847
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Otis

A United Technologies Company

Brent Eubanks
Senior Account Manager-Southern Region

As a follow up to our Friday meeting we have the following requests:

1. Please identify and describe in detail any pricing variables or formulas which will allow agencies to configure pricing on a National basis.

Prices based on standard model passenger cars with front entrances only

All prices are subject to a site survey to determine:

1. Type of equipment (Relay vs. Microprocessor)
2. Age, model, and condition of equipment
3. Actual rise and number of openings
4. Resident mechanic, Route Structure, fixed labor requirements, Overtime requirements
5. Equipment usage
6. Building Specific Requirements
7. Outdoor elevator/escalator pricing dependent on conditions and waterproof protection.

Please consult your local Otis Representative for exact pricing

2. As discussed in the Friday meeting the MNPS chose to withdraw from participating in this procurement. As a result please provide your best pricing to reflect those and the changes noted below as identified in the attached revised pricing sheet:

- a. Addition of 1 elevator for Fire Headquarters
- b. Addition of 2 elevators for the Fulton Parking garage
- c. Deletion of 1 elevator at the the CJC Annex

See Attachment

3. Complete the revised Pricing Worksheets. Be sure to complete all four (4) sheets. You must click on the tab at the bottom of the worksheet to open the next worksheet.

See Attachment



Every one.
Every job.
Every day.

AUDITORIUM															
Building Name	Address	Type	Brand	Capacity	Speed	# Floors Served	Usage - Hi Medium Low	Hours available to service	Permit Number	Passenger Elevator Quantity	Freight Elevator Quantity	Escalator Quantity	Chair Lift Quantity	Platform Lift Quantity	Monthly Maint. Cost \$
MUNICIPAL AUDITORIUM	417 4TH AVENUE NORTH	FREIGHT	OTIS	6000	45	3	low	8am-5pm	419673		1				\$ 85
MUNICIPAL AUDITORIUM	417 4TH AVENUE NORTH	PASSENGER	OTIS	2500	100	3	low	8am-5pm	391115	1					\$ 85
SUBTOTAL										1	1	0	0	0	\$ 170
FARMER'S MARKET															
Building Name	Address	Type	Brand	Capacity	Speed	# Floors Served	Usage - Hi Medium Low	Hours available to service	Permit Number	Passenger Elevator Quantity	Freight Elevator Quantity	Escalator Quantity	Chair Lift Quantity	Platform Lift Quantity	Monthly Maint. Cost \$
FARMER'S MARKET MAIN BUILDING	900 8TH AVENUE NORTH	PASSENGER	THYSSENKRUPP	2100	100	2	medium	8am-5pm	UNKNOWN	1					\$ 85
FARMER'S MARKET MAIN BUILDING	900 8TH AVENUE NORTH	PASSENGER	THYSSENKRUPP	4500	100	3	high	8am-5pm	UNKNOWN	1					\$ 85
SUBTOTAL										2	0	0	0	0	\$ 170
GENERAL SERVICES															
Building Name	Address	Type	Brand	Capacity	Speed	# Floors Served	Usage - Hi Medium Low	Hours available to service	Permit Number	Passenger Elevator Quantity	Freight Elevator Quantity	Escalator Quantity	Chair Lift Quantity	Platform Lift Quantity	Monthly Maint. Cost \$
222 BUILDING	222 3RD AVENUE NORTH	PASSENGER	THYSSENKRUPP	4000	350	8	Med	M-F 6am-6pm	25305	1					\$ 225
222 BUILDING	222 3RD AVENUE NORTH	PASSENGER	THYSSENKRUPP	4000	350	8	Med	M-F 6am-6pm	25306	1					\$ 225
BEN WEST LIBRARY	225 POLK AVENUE	PASSENGER	OTIS	2000	100	3	Low	M-F 6am-6pm	18040	1					\$ 85
BEN WEST LIBRARY	225 POLK AVENUE	PASSENGER	OTIS	2000	100	3	Low	M-F 6am-6pm	18041	1					\$ 85
BEN WEST MUNICIPAL BUILDING	100 JAMES ROBERTSON PKY	PASSENGER	US	2500	100	2	Hi	M-F 6am-6pm	25169	1					\$ 85
BEN WEST MUNICIPAL BUILDING	100 JAMES ROBERTSON PKY	WHEEL CHAIR LIFT	PORCH LIFT	750	12	0	Low	M-F 6am-6pm	34444				1		\$ 50
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	US	2600	150	8	Hi	24 hrs	25010	1					\$ 85
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	US	2600	150	8	Hi	24 hrs	25011	1					\$ 85
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	US	4500	350	8	Hi	24 hrs	25017	1					\$ 225
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	US	4500	2501	8	Hi	24 hrs	25018	1					\$ 225
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	US	2500	350	8	Hi	24 hrs	25019	1					\$ 225
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	US	2500	0	8	Hi	24 hrs	25020	1					\$ 225
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	THYSSENKRUPP	1500	110	4	Hi	24 hrs	34828	1					\$ 85
CRIMINAL JUSTICE CENTER	200 JAMES ROBERTSON PKY	PASSENGER	THYSSENKRUPP	2500	125	4	Hi	24 hrs	34829	1					\$ 85
E-911	2060 15TH AVENUE SOUTH	PASSENGER	GUNDERLIN LTD	4000	75	2	Hi	24 hrs	25016	1					\$ 85
FIRE HEADQUARTERS	63 HERMITAGE AVENUE	PASSENGER	THYSSENKRUPP	5000	125	2	Med	M-F 6am-6pm	35842	1					\$ 85
FULTON GARAGE	806 2ND AVE SOUTH	PASSENGER	THYSSENKRUPP	4500	200	5	Hi	M-F 6am-6pm	36175	1					\$ 85
FULTON GARAGE	806 2ND AVE SOUTH	PASSENGER	THYSSENKRUPP	4500	200	5	Hi	M-F 6am-6pm	36176	1					\$ 85
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	THYSSENKRUPP	3500	350	10	Hi	M-F 6am-6pm	35150	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	THYSSENKRUPP	3500	350	10	Hi	M-F 6am-6pm	35151	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	HOLISTER WHITNEY	2500	450	10	Hi	M-F 6am-6pm	UNKNOWN	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	HOLISTER WHITNEY	2500	450	10	Hi	M-F 6am-6pm	UNKNOWN	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	HOLISTER WHITNEY	2500	450	10	Hi	M-F 6am-6pm	UNKNOWN	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	HOLISTER WHITNEY	2500	450	10	Hi	M-F 6am-6pm	UNKNOWN	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	HOLISTER WHITNEY	2500	450	10	Hi	M-F 6am-6pm	UNKNOWN	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	PASSENGER	HOLISTER WHITNEY	2500	450	10	Hi	M-F 6am-6pm	UNKNOWN	1					\$ 225
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	WHEEL CHAIR LIFT	THYSSENKRUPP	750	9	0	Low	M-F 6am-6pm	35543					1	\$ 50
HISTORIC COURTHOUSE	1 PUBLIC SQUARE	WHEEL CHAIR LIFT	SCHINDLER	260	18	0	Low	M-F 6am-6pm	36732					1	\$ 50
HOWARD OFFICE BUILDING	700 2ND AVENUE SOUTH	PASSENGER	THYSSENKRUPP	5000	150	3	Med	24 hrs	UNKNOWN	1					\$ 85
HOWARD OFFICE BUILDING	700 2ND AVENUE SOUTH	PASSENGER	THYSSENKRUPP	5000	150	3	Med	24 hrs	UNKNOWN	1					\$ 85
HOWARD OFFICE BUILDING	700 2ND AVENUE SOUTH	PASSENGER	THYSSENKRUPP	5000	150	3	Med	24 hrs	UNKNOWN	1					\$ 85
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	5000	350	7	Hi	M-F 6am-6pm	34439	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	5000	350	7	Hi	M-F 6am-6pm	34440	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34441	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34444	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34445	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34446	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34447	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34448	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34449	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	PASSENGER	THYSSENKRUPP	3500	350	7	Hi	M-F 6am-6pm	34450	1					\$ 225
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34842				1		\$ 50

JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34843				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34844				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34845				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34846				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34847				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34848				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34849				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34850				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34851				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34852				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34853				1		\$	50
JUSTICE A. A. BIRCH	408 2ND AVENUE NORTH	WHEEL CHAIR LIFT	NAT WHEEL O VAT	750	9	0	Low	M-F 6am-6pm	34854				1		\$	50
JUVENILE JUSTICE CENTER	100 WOODLAND STREET	PASSENGER	THYSSENKRUPP	2500	150	3	Hi	24 hrs	28775	1					\$	85
JUVENILE JUSTICE CENTER	100 WOODLAND STREET	PASSENGER	THYSSENKRUPP	3500	100	3	Hi	24 hrs	28776	1					\$	85
JUVENILE JUSTICE CENTER	100 WOODLAND STREET	PASSENGER	THYSSENKRUPP	4500	125	3	Hi	24 hrs	28777	1					\$	85
LINDSLEY HALL	730 2ND AVENUE SOUTH	PASSENGER	UNKNOWN	UNKNOWN	UNKNOWN	3	Low	M-F 6am-6pm	UNKNOWN	1					\$	85
METRO OFFICE BUILDING	800 2ND AVENUE SOUTH	PASSENGER	SCHINDLER	3500	150	4	Hi	M-F 6am-6pm	34599	1					\$	85
METRO SOUTH EAST	1417 MURFREESBORO RD	PASSENGER	THYSSENKRUPP	4500	110	2	Med	M-F 6am-6pm	34799	1					\$	85
METRO SOUTH EAST	1417 MURFREESBORO RD	FREIGHT	THYSSENKRUPP	6000	50	2	Med	M-F 6am-6pm	10519		1				\$	225
SHELBY STREET BRIDGE	2ND AVENUE SOUTH	PASSENGER	THYSSENKRUPP	3500	200	2	Low	24 hrs	32242	1					\$	85
SUBTOTAL										45	1	0	14	2	\$	8,210

HEALTH

Building Name	Address	Type	Brand	Capacity	Speed	# Floors Served	Usage - Hi Medium Low	Hours available to service	Permit Number	Passenger Elevator Quantity	Freight Elevator Quantity	Escalator Quantity	Chair Lift Quantity	Platform Lift Quantity	Monthly Maint. Cost \$
EAST	1015 TRINITY LN	PASSENGER	DOVER	135	2000	2	Medium	8A-4:30P	27047	1					\$ 85
LENTZ	311 23RD AVE N	PASSENGER	DOVER	200	3500	4	High	7A-4:30P	24190	1					\$ 225
LENTZ	311 23RD AVE N	PASSENGER	DOVER	200	3500	4	High	7A-4:30P	24191	1					\$ 225
LENTZ	311 23RD AVE N	PASSENGER	OTIS	75	2000	4	High	7A-4:30P	15562	1					\$ 225
WOODBINE	224 ORIEL AVE	DUMBWAITER	SEDGWICK	50	1000		Removed form Service		27655		1				\$ 50
SUBTOTAL										4	1	0	0	0	\$ 810

LIBRARY

Building Name	Address	Type	Brand	Capacity	Speed	# Floors Served	Usage - Hi Medium Low	Hours available to service	Permit Number	Passenger Elevator Quantity	Freight Elevator Quantity	Escalator Quantity	Chair Lift Quantity	Platform Lift Quantity	Monthly Maint. Cost \$
CARNEGIE EAST	117 CHARLES E DAVIS BLVD	PASSENGER	DOVER	2100	125	2	medium	8am-5pm	410895	1					\$ 85
CARNEGIE NORTH	206 GALLATIN RD	PASSENGER	SCHLINDLER	1500	100	2	medium	8am-5pm	415340	1					\$ 85
DONELSON	1010 JONES ST	PASSENGER	THYSSENKRUPP	2000	100	2	medium	8am-5pm	419546	1					\$ 85
MAIN LIBRARY	1001 MONROE ST	PASSENGER	THYSSENKRUPP	2000	100	4	HIGH	8am-5pm	416401	1					\$ 85
MAIN LIBRARY	2315 GALLATIN RD	PASSENGER	THYSSENKRUPP	2000	100	4	HIGH	8am-5pm	416307	1					\$ 85
MAIN LIBRARY	615 CHURCH ST	PASSENGER/FR	THYSSENKRUPP	4500	350	5	HIGH	8am-5pm	32095		1				\$ 225
MAIN LIBRARY	615 CHURCH ST	PASSENGER/FR	THYSSENKRUPP	4500	150	3	medium	8am-5pm	418009		1				\$ 85
MAIN LIBRARY	615 CHURCH ST	PASSENGER	THYSSENKRUPP	3500	200	3	HIGH	8am-5pm	418008	1					\$ 85
MAIN LIBRARY GARAGE	615 CHURCH ST	ESCALATOR	THYSSENKRUPP	3500	150	3	HIGH	8am-5pm	419389			1			\$ 350
MAIN LIBRARY GARAGE	615 CHURCH ST	ESCALATOR	THYSSENKRUPP	2500	150	5			425753			1			\$ 350
MAIN LIBRARY GARAGE	615 CHURCH ST	ESCALATOR	THYSSENKRUPP	2500	150	5			425755			1			\$ 350
MAIN LIBRARY GARAGE	615 CHURCH ST	ESCALATOR	WESTINGHOUSE	3400	90	5			426271			1			\$ 350
MAIN LIBRARY GARAGE	615 CHURCH ST	ESCALATOR	WESTINGHOUSE	3400	90	5			426272			1			\$ 350
MAIN LIBRARY GARAGE	615 CHURCH ST	ESCALATOR	WESTINGHOUSE	3400	90	5			426270			1			\$ 350
MAIN LIBRARY GARAGE	615 CHURCH ST	ESCALATOR	WESTINGHOUSE	3400	90	5			425754			1			\$ 350
OLD HICKORY	615 CHURCH ST	PASSENGER	THYSSENKRUPP	3500	200	2	medium	8am-5pm	418007	1					\$ 85

Are you authorized to service nationally?		
Brand		Description of any limitations
Dover	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Haughton	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Kone	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Montgomery	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Motion Control	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Otis	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Schindler	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Sigma	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
ThyssenKrupp	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem
Westinghouse	Specific "one-off" type controllers could possibly pose a problem	Specific "one-off" type controllers could possibly pose a problem

List all other brands of elevators that you are authorized to service

[illegible]

List All Other Pricing Elements	Pricing Breakdown	100%
	Parts	10%
	Labor	60%
	OH & Profit	30%
		100%

Provide the % for each category, add additional categories if necessary. The total % must equal 100% of the cost for full service maintenance pricing

[illegible]

State	Rate of Adjustment	Method of Calculating Annual Escalation/De-escalation	All listed prices are contingent on condition of equipment, age, usage and specific building requirements at time of survey.
Alabama	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Alaska	20.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Arizona	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Arkansas	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
California	20.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Colorado	5.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Connecticut	15.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Delaware	5.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Florida	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Georgia	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Hawaii	20.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Idaho	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Illinois-Chicago	10.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Indiana	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Iowa	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Kansas	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Kentucky	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Louisiana	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Maine	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Maryland	10.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Massachusetts	15.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Michigan	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Minnesota	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Mississippi	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Missouri	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Montana	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Nebraska	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
Nevada	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
New Hampshire	5.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
New Jersey	15.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
New Mexico	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
New York- NYC	25.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	
North Carolina	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government	

North Dakota	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Ohio	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Oklahoma	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Oregon	5.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Pennsylvania-Philadelphia area	10.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Rhode Island	5.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
South Carolina	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
South Dakota	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Tennessee	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Texas	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Utah	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Vermont	5.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Virginia-DC area	10.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Washington	5.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
West Virginia	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Wisconsin	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government
Wyoming	0.0%	90% labor and 10% material based on IUEC wages and metals and metal products as published by US Government

NOTE: Tennessee will serve as the Basis for Adjustments. All other states will be adjusted upward or downward from Tennessee. List the % of increase or decrease from the base set for Tennessee for each state listed