Contract#: 2020000608 Amendment#: 7 Vendor#: 308719

## STATE OF NORTH CAROLINA COUNTY OF MECKLENBURG

## SEVENTH AMENDMENT TO THE AGREEMENT TO PROVIDE FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES

THIS SEVENTH AMENDMENT TO THE AGREEMENT TO PROVIDE FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES (this "Seventh Amendment") is made and entered into this 1st of January 2022, by and between Knoll, Inc., a Delaware corporation doing business in North Carolina (the "Company"), and the City of Charlotte, a North Carolina municipal corporation (the "City").

## Statement of Background and Intent

- A. The City of Charlotte and the Company entered into an Agreement for furniture, installation, and related products and services dated January 1, 2020 (the "Contract") pursuant to which the Company agreed to provide furniture, installation, and related products and services for the City of Charlotte.
- B. The parties amended the Contract to add the Islands Collection and incorporate changes to the Delivery and Force Majeure clauses.
- C. The parties amended the Contract to add the k. base product line.
- D. The parties amended the Contract to add the k. screen product line.
- E. The parties amended the Contract to incorporate a modification to the list of public agencies in Exhibit E.
- F. The parties amended the Contract to incorporate price adjustments and the addition of the Domestic Procurement Preference clause to Exhibit D.
- G. The parties now desire to amend the Contract to replace the Commercial Non-Discrimination clause, add product lines, and incorporate adjustments to pricing and to certain other changes.

NOW, THEREFORE, in consideration of the mutual covenants and agreements contained herein, the parties hereby agree to the following:

### **AGREEMENT**

- 1. The terms of the Contract are restated by and incorporated into this Seventh Amendment by reference.
- 2. Defined terms used in this Seventh Amendment shall have the same meaning as are assigned to such terms in the Contract.
- 3. The Pricing Sheets in Exhibit A of the Contract is hereby replaced in its entirety due to the addition of products lines and price adjustments in the 2021 verifiable manufacturer's list price catalogs which are attached hereto as Exhibit A.7.
- 4. Section 27 of the Contract ("Required By City Ordinance: Commercial Non-Discrimination") is hereby replaced in its entirety as provided below:

**REQUIRED BY CITY ORDINANCE:** COMMERCIAL NON-DISCRIMINATION. Knoll, Inc. agrees to comply with the Non-Discrimination Policy set forth in Chapter 2, Article V of the Charlotte City Code, which is available for review at <a href="http://library.municode.com/index.aspx?clientId=19970">http://library.municode.com/index.aspx?clientId=19970</a>

KNOLL, INC. AMENDMENT SEVEN

Contract#: 2020000608 Amendment#: 7 Vendor#: 308719

and incorporated herein by reference. Knoll, Inc. consents to be bound by the award of any arbitration conducted thereunder."

- 5. Except to the extent specifically provided above, this amendment shall not be interpreted or construed as waiving any rights, obligations, remedies, or claims the parties may otherwise have under the Contract.
- 6. In all other respects and except as modified herein, the terms of the Contract shall remain in force and effect.

[Signature Page Follows]

Contract#: 2020000608 Amendment#: 7 Vendor#: 308719

IN WITNESS WHEREOF, and in acknowledgement that the parties hereto have read and understood each and every provision hereof, the parties have caused this Seventh Amendment to be executed as of the date first written above.

KNOLL, INC.	CITY OF CHARLOTTE: CITY MANAGER'S OFFICE
BY: Vete of Jallemanded	BY:
(signature)	(signature)
PRINT NAME: Peter J. Dallessandro	PRINT NAME:
TITLE: Director of Government Sales	TITLE:
DATE: 11/4/21	DATE:



# Digital Contract Routing Form Non-Encumbered

Date Submitted: November 22, 2021

Submitted by: Genetta N. Carothers Submitter email: genetta.carothers@charlottenc.gov

Contract #: 2020000608 Amendment #:7

Contract Name: Citywide Furniture (City Dist. One CBI)

Vendor Legal Name: Knoll, Inc.

Vendor #: 308719

#### REQUIRED ATTACHMENT(S):

Use the Paperclip icon to attach a full Contract Document Routing Packet for review by the authorized City individual with signature authority. The Routing Packet MUST include all required components per the direction provided at:

The following signatures, once completed, shall be incorporated by reference into the contractual document identified above.

**City of Charlotte** 

esigned via SeamlessDocs.com

Brent Cagle

Key: f88f2b82106208b08604836a6d96b831

#### KNOLL - CONTRACT 2020000608-7 EXHIBIT A.7 - PRICING SHEET

# 1. FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE - FURNITURE CATEGORIES AND OTHER RELATED PRODUCTS

CATEGORY	VERIFIABLE MANUFACTURER'S LIST PRICE CATALOG AND DATE	DROP SHIP	INSIDE DELIVERY
Systems Furniture	Antenna Workspaces, Date: October 2021	68.5%	65.5%
Systems Furniture	AutoStrada, Date: October 2021	68.5%	65.5%
Systems Furniture	Currents, Date: October 2021	68.5%	65.5%
Systems Furniture	Dividends Horizon, Date: October 2021	68.5%	65.5%
Systems Furniture	ReffProfiles Vol I: 26_1/2" Planning, Date: October 2021	68.5%	65.5%
Systems Furniture	ReffProfiles Vol II: 28_3/8" Planning, Date: October 2021	68.5%	65.5%
Systems Furniture	Series 2, Date: October 2021	68.5%	65.5%
Freestanding Furniture	Crinion Open Table Date: October 2021	59.5%	56.5%
Freestanding Furniture	DatesWeiser, Highline Collection Date: October 2021	41.0%	38.0%
Freestanding Furniture	DatesWeiser, Highline Vector, Date: June 2021	41.0%	38.0%
Freestanding Furniture	DatesWeiser, JD Collection Date: October 2021	41.0%	38.0%
Freestanding Furniture	Islands Collection, Date: October 2021	57.5%	54.5%
Freestanding Furniture	k. base; k. stand Price List, Date: October 2021	68.5%	65.5%
Freestanding Furniture	k. bench, Date: October 2021	68.5%	65.5%
Freestanding Furniture	k. screen, Date: October 2021	68.5%	65.5%
Freestanding Furniture	k. stand, Date: October 2021	68.5%	65.5%
Freestanding Furniture	KnollExtra, Date: October 2021	59.5%	56.5%
Freestanding Furniture	KnollStudio Volume I, Date: October 2021	52.5%	49.5%
Freestanding Furniture	KnollStudio Volume II, Date: October 2021	52.5%	49.5%
Freestanding Furniture	LSM Collection, Date: October 2021	52.5%	49.5%
Freestanding Furniture	Pixel Collection, Date: October 2021	57.0%	54.0%
Freestanding Furniture	Propeller Collection, Date: October 2021	52.5%	49.5%
Freestanding Furniture	Muuto, Date: August Q3 2021	23.0%	20.0%
Freestanding Furniture	Rockwell Unscripted, Date: October 2021	57.5%	54.5%
Freestanding Furniture	Tone, Date: October 2021	68.5% 68.5%	65.5% 65.5%
Freestanding Furniture	Upstart, Date: October 2021  Office Seating (Chadwick Seating, k. task, Remix, Life, Generation, Regeneration,		
Seating / Chairs	Multigeneration), Date: October 2021	59.5%	56.5%
Seating / Chairs	Office Seating (Moment, Ollo), Date: October 2021	52.0%	49.0%
Soft Seating	k. lounge, Date: October 2021	57.0%	54.0%
Soft Seating	Pixel Lounge Date: May 2021	57.5%	54.5%
Filing Systems, Storage & Equipment	Anchor, Date: October 2021	68.5%	65.5%
Filing Systems, Storage & Equipment	Calibre, Date: October 2021	59.5%	56.5%
Filing Systems, Storage & Equipment	Quoin, Date: October 2021	68.5%	65.5%
Filing Systems, Storage & Equipment	Template, Date: October 2021	68.5%	65.5%
OTHER RELATED PRODUCTS	VERIFIABLE MANUFACTURER'S LIST PRICE CATALOG AND DATE	DROP SHIP	INSIDE DELIVERY
Renewal / Replacement Parts	24 Response, Date October 2021	40.0%	n/a

#### KNOLL - CONTRACT 2020000608-7 EXHIBIT A.7 - PRICING SHEET

2. FIXED HOURLY I	RATE RA	NGE FO	R INSTAI	LLATION	AND O	THER AD	DITIONA	AL SERV	ICES AN	D SOLU	TIONS BY	Y STATE:													
Additional Services & Solutions	AL	AK	AZ	AR	CA	со	СТ	DE	FL	GA	ні	ID	IL	IN	IA	KS	KY	LA	ME	MD	MA	MI	MN	MS	МО
Basic Installation - Normal Hours	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28
Basic Installation - After Hours	\$106.08- \$141.42	\$106.08- \$141.43	\$106.08- \$141.44	\$106.08- \$141.45	\$106.08 \$141.46	\$106.08- \$141.47	\$106.08- \$141.48	\$106.08-	\$106.08 \$141.50	\$106.08 \$141.51		\$106.08- \$141.53	\$106.08- \$141.54	\$106.08 \$141.55	\$106.08- \$141.56	\$106.08- \$141.57	\$106.08- \$141.58	\$106.08- \$141.59	\$106.08		\$106.08 \$141.62	\$106.08- \$141.63	\$106.08- \$141.64	\$106.08- \$141.65	\$106.08- \$141.66
Expanded Installation - Normal Hours	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28
Expanded Installation - After Hours	\$106.08- \$141.42	\$106.08- \$141.43	\$106.08- \$141.44	\$106.08- \$141.45	\$106.08 \$141.46	\$106.08- \$141.47	\$106.08- \$141.48	-	\$106.08- \$141.50		\$106.08- \$141.52	\$106.08- \$141.53	\$106.08- \$141.54	\$106.08 \$141.55	\$106.08- \$141.56	\$106.08- \$141.57	\$106.08- \$141.58	\$106.08- \$141.59	\$106.08 \$141.60	\$106.08- \$141.61	\$106.08 \$141.62	\$106.08- \$141.63	\$106.08- \$141.64	\$106.08- \$141.65	\$106.08- \$141.66
Design	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55	\$87.55
Project Management	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-	\$70.72-
	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28	\$94.28
Asset Management	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28
Refurbishment	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job	Quoted per job
FIXED HOURLY RA	TE RAN	GE FOR	INSTALL	ATION A	ND OTH	ER ADDI	TIONAL	SERVIC	ES AND	SOLUTIO	ONS BY S	STATE:													
Additional Services & Solutions	MT	NE	NV	NH	NJ	NM	NY	NC	ND	ОН	ок	OR	PA	RI	sc	SD	TN	TX	UT	VT	VA	WA	wv	WI	WY
Basic Installation - Normal Hours	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28
Basic Installation - After Hours	\$106.08- \$141.42	\$106.08- \$141.43	\$106.08- \$141.44	\$106.08- \$141.45	\$106.08 \$141.46	\$106.08- \$141.47	\$106.08- \$141.48		\$106.08- \$141.50			\$106.08- \$141.53	\$106.08- \$141.54	\$106.08 \$141.55	\$106.08- \$141.56	\$106.08- \$141.57	\$106.08- \$141.58	\$106.08- \$141.59	\$106.08 \$141.60	\$106.08- \$141.61	\$106.08 \$141.62	\$106.08- \$141.63	\$106.08- \$141.64	\$106.08- \$141.65	\$106.08- \$141.66
				l																					
Expanded Installation - Normal Hours	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28	\$70.72- \$94.28
								\$94.28 \$106.08-		\$94.28 \$106.08	\$94.28						\$94.28 \$106.08			\$94.28 \$106.08					\$94.28
Normal Hours  Expanded Installation	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08	\$94.28 \$106.08	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08	\$94.28 \$106.08-	\$94.28 \$106.08	\$94.28 \$106.08	\$94.28 \$106.08	\$94.28 \$106.08	\$94.28 \$106.08-	\$94.28 \$106.08-	\$94.28 \$106.08-
Normal Hours  Expanded Installation - After Hours	\$94.28 \$106.08 \$141.42 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.43 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.44 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.45 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.46 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.47 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.48 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.49 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.50 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.51 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.52 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.53 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.54 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.55 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.56 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.57 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.58 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.59 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.60 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.61 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.62 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.63 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.64 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.65 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.66 \$87.55 \$70.72-
Normal Hours  Expanded Installation - After Hours  Design  Project Management	\$94.28 \$106.08 \$141.42 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.43 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.44 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.45 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.46 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.47 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.48 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.49 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.50 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.51 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.52 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.53 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.54 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.55 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.56 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.57 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.58 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.59 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.60 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.61 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.62 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.63 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.64 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08 \$141.65 \$87.55 \$70.72- \$94.28	\$94.28 \$106.08- \$141.66 \$87.55 \$70.72- \$94.28
Normal Hours  Expanded Installation - After Hours  Design	\$94.28 \$106.08 \$141.42 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.43 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.44 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.45 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.46 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.47 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.48 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.49 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.50 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.51 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.52 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.53 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.54 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.55 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.56 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.57 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.58 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.59 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.60 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.61 \$87.55 \$70.72-	\$94.28 \$106.08 \$141.62 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.63 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.64 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.65 \$87.55 \$70.72-	\$94.28 \$106.08- \$141.66 \$87.55 \$70.72-

#### KNOLL - CONTRACT 2020000608-7 EXHIBIT A.7 - PRICING SHEET

2. UNION - FIXED HOURLY RATE RANGE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS BY STATE:																									
Additional Services & Solutions	AL	AK	AZ	AR	CA	со	CT	DE	FL	GA	ні	ID	IL	IN	IA	KS	КҮ	LA	ME	MD	MA	MI	MN	MS	МО
<u>Union Installation</u> -	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-
Normal Hours	\$151.54	\$151.55	\$151.56	\$151.57	\$151.58	\$151.59	\$151.60	\$151.61	\$151.62	\$151.63	\$151.64	\$151.65	\$151.66	\$151.67	\$151.68	\$151.69	\$151.70	\$151.71	\$151.72	\$151.73	\$151.74	\$151.75	\$151.76	\$151.77	\$151.78
<u>Union Installation</u> -	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-
After Hours	\$227.31	\$227.32	\$227.33	\$227.34	\$227.35	\$227.36	\$227.37	\$227.38	\$227.39	\$227.40	\$227.41	\$227.42	\$227.43	\$227.44	\$227.45	\$227.46	\$227.47	\$227.48	\$227.49	\$227.50	\$227.51	\$227.52	\$227.53	\$227.54	\$227.55
Union Project	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	4	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-
Management	\$151.54	\$151.55	\$151.56	\$151.57	\$151.58	\$151.59	\$151.60	\$151.61	\$151.62	\$151.63	\$151.64	\$151.65	\$151.66	\$151.67		\$151.69	\$151.70	\$151.71	\$151.72	\$151.73	\$151.74	\$151.75	\$151.76	\$151.77	\$151.78
Union Asset Management	\$140.31- \$151.54	\$140.31- \$151.55	\$140.31- \$151.56	\$140.31- \$151.57	\$140.31- \$151.58	\$140.31- \$151.59	\$140.31- \$151.60	\$140.31- \$151.61	\$140.31- \$151.62	\$140.31- \$151.63	\$140.31- \$151.64	\$140.31- \$151.65	\$140.31- \$151.66	\$140.31- \$151.67	\$140.31- \$151.68	4	\$140.31- \$151.70	\$140.31- \$151.71	\$140.31- \$151.72	\$140.31- \$151.73	\$140.31- \$151.74		\$140.31- \$151.76	\$140.31- \$151.77	\$140.31- \$151.78
Refurbishment	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted														
	per job	per job	per job	per job	per job	per job	per job	per job	per job	per job	per job														
UNION - FIXED I	HOURLY R	RATE RAN	GE FOR I	NSTALLA	TION AN	OTHER A	ADDITION	NAL SERVI	ICES ANI	SOLUTIO	ONS BY ST	ГАТЕ:													
Additional Services & Solutions	MT	NE	NV	NH	NJ	NM	NY	NC	ND	ОН	ок	OR	PA	RI	sc	SD	TN	TX	UT	VT	VA	WA	wv	WI	WY
Union Installation - Normal Hours	\$140.31- \$151.54	\$140.31- \$151.55	\$140.31- \$151.56	\$140.31- \$151.57	\$140.31- \$151.58	\$140.31- \$151.59	\$140.31- \$151.60	\$140.31- \$151.61	\$140.31- \$151.62	\$140.31- \$151.63	\$140.31- \$151.64	\$140.31- \$151.65	\$140.31- \$151.66	\$140.31- \$151.67	\$140.31- \$151.68		\$140.31- \$151.70	\$140.31- \$151.71	\$140.31- \$151.72	\$140.31- \$151.73	\$140.31- \$151.74		\$140.31- \$151.76	\$140.31- \$151.77	\$140.31- \$151.78
Union Installation -	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-	\$210.47-
After Hours	\$227.31	\$227.32	\$227.33	\$227.34	\$227.35	\$227.36	\$227.37	\$227.38	\$227.39	\$227.40	\$227.41	\$227.42	\$227.43	\$227.44	\$227.45	\$227.46	\$227.47	\$227.48	\$227.49	\$227.50	\$227.51	\$227.52	\$227.53	\$227.54	\$227.55
Union Project	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-		\$140.31-	\$140.31-	\$140.31-
Management	\$151.54	\$151.55	\$151.56	\$151.57	\$151.58	\$151.59	\$151.60	\$151.61	\$151.62	\$151.63	\$151.64	\$151.65	\$151.66	\$151.67	\$151.68	\$151.69	\$151.70	\$151.71	\$151.72	\$151.73	\$151.74		\$151.76	\$151.77	\$151.78
Union Asset	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-	\$140.31-
Management	\$151.54	\$151.55	\$151.56	\$151.57	\$151.58	\$151.59	\$151.60	\$151.61	\$151.62	\$151.63	\$151.64	\$151.65	\$151.66	\$151.67	\$151.68	\$151.69	\$151.70	\$151.71	\$151.72	\$151.73	\$151.74	\$151.75	\$151.76	\$151.77	\$151.78
Refurbishment	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted	Quoted														
	per job	per job	per job	per job	per job	per job	per job	per job	per job	per job	per job														