

**HENSEL PHELPS**

Plan. Build. Manage.

**CHANGE ORDER REQUEST**

1. PROJECT:  <b>Sunnyvale Civic Center</b>	2. CONTRACTOR:  <b>Hensel Phelps</b>  <b>CE 0335 - Turnstiles PCO 148</b>	3. PROJECT:  <b>Sunnyvale City Hall</b>	4. REQUEST NO:  <b>CE 0335</b>
		5. CONTRACT:  <b>RC2023</b>	6. PROPOSAL DATE  <b>1/16/2023</b>

**FOR CHANGE WORK TO BE PERFORMED BY OTHERS, PER PROPOSALS AND DETAILED BREAKDOWNS ATTACHED:**

Company Name		TRADE/SCOPE OF WORK	AMOUNT
1	Acoustical Cielings	Remove and reinstall ceiling tiles in elevator lobby for fire alarm/electrical access (labor only)	\$2,515
2	Painting	Sand, prime and repaint ceiling patches for fire alarm/electrical access.	\$2,201
3	Framing	Drywall Patch and Repair Level 4 Ceiling after overhead electrical work	\$4,722
4	Hensel Phelps	Deck Scanning for Glass Railing Installation Intermittent and Final Clean Protection of exisiting finishes	\$20,655
5	Millwork	North Side - Remove/Modify/Re-Install Exisiting Wood Slat Wall Paneling South Side - Remove/Re-Install Exisiting Wood Slat Wall Paneling	\$42,209
6	Electrical w/ 2nd Tier Telecommunication	Provide raceway for security inputs to Turnstiles Provide 120vac standby power for (2) Turnstiles Raceway and cable for fire alarm inputs to Turnstiles Install (2) fire alarm relays and program fire alarm system (programming by EMS)	\$11,764
	Electical (2nd Tier Audio Visuals Only)		\$1,323
	Electrical (2nd Tier Fire Alarm Only)		\$2,524
7	Security Electronics w/ 2nd Tier Specialties	Install (2) card readers on the 9th floor to control access from elevator lobby	\$15,339
	Security Electronics (2nd Tier Programming)		\$3,931
8	Glazing w/ 2nd Tier Turnstile Installer	Provide and Install turnstiles and glass guardrail per PCO 148 Turnstile Protection Handling, Transporting and Delivery of Turnstile	\$97,427
Trade Partner TOTAL - Lines 1 - 11 (WITH MARK-UP; 20% Labor, 15% Materials & Equipment, 6% on tier)			<b>\$204,611</b>
SUBTOTAL AMOUNT - Lines A - D & 1 - 11 (Includes all Trade Partner and self work with markups)			<b>\$204,611</b>
CONTRACTOR MARK-UP (6% on Trade Partner(s))			<b>\$0</b>
TOTAL INCREASE OR DECREASE OF CONTRACT PRICE			<b>\$204,611</b>
TOTAL INCREASE OR DECREASE OF CONTRACT SHCHEDULE			<b>0</b>

**Hensel Phelps****SUBMITTED BY:**

1/16/2023

SIGNATURE / DATE

**HENSEL PHELPS**

Plan. Build. Manage.

**COST BREAKDOWN FORM FOR CONTRACT MODIFICATIONS****THIS FORM SHALL BE USED FOR ALL CHANGES TO THE CONTRACT**

One separate form shall be used by each first tier Trade Partner and each lower tier Trade Partner.

PCO/CO Number:	PCO 148	Date:	1/16/2023	Contract Number	26637
Name of Trade Partner: Framing					
Description of Change:					
Drywall Patch and Repair Level 4 Ceiling after overhead electrical work					

Trade Partner AND TIER SUBCONTRACTOR WORK TOTALS				Revisions/Comments
1. Labor Costs (see attached summary sheet )	Line A + E	\$3,776		
2. Equipment (see attached summary sheet)	Line B + F	\$0		
3. Materials (see attached summary sheet)	Line (C + G)8.75%	\$166		
4. Trade Partner and Tier Trade Partner Overhead	20% of Line 1 15% of Line 2 & 3	\$780		
5. Other Costs (no markup allowed)	Line D + H	\$0		
6. Trade Partner Mark-up on Tier Trade Partner	6% of Tier Sub Direct Costs	\$0		
7. SUBTOTAL (ADD LINES 1 - 6)			\$4,722	
8. Contractor Markup	6% of All Subs Direct Costs	\$0		
9. Total Cost of Work	Line 7 + 8		\$4,722	

Trade Partner	
DESCRIPTION	COST
<b>A) Labor</b>	<b>\$3,775.67</b>
20% Markup on Direct Labor	\$755.13
<b>B) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>C) Material</b>	<b>\$152.68</b>
9.00% Tax on Material	\$13.74
15% Markup on Direct Material	\$24.96
<b>D) Other Costs (no markup allowed)</b>	<b>\$0.00</b>
6% Markup on Tier Sub	\$0.00
<b>Subtotal (without markups)</b>	<b>\$3,942.09</b>
<b>Markup Total</b>	<b>\$780.10</b>
<b>TOTAL Trade Partner COSTS</b>	<b>\$4,722.19</b>

LOWER TIER Trade Partner	
DESCRIPTION	COST
<b>E) Labor</b>	<b>\$0.00</b>
20% Markup on Direct Labor	\$0.00
<b>F) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>G) Material</b>	<b>\$0.00</b>
9.00% Tax on Material	\$0.00
15% Markup on Direct Material	\$0.00
<b>H) Other Costs (no markup allowed)</b>	<b>\$0.00</b>
<b>Subtotal (without markups)</b>	<b>\$0.00</b>
<b>Markup Total</b>	<b>\$0.00</b>
<b>TOTAL TIER Trade Partner COSTS</b>	<b>\$0.00</b>

**HENSEL PHELPS**

Plan. Build. Manage.

**COST BREAKDOWN FORM FOR CONTRACT MODIFICATIONS****THIS FORM SHALL BE USED FOR ALL CHANGES TO THE CONTRACT**

One separate form shall be used by each first tier Trade Partner and each lower tier Trade Partner.

<b>PCO/CO Number:</b> XX.XX	<b>Date:</b> XX/XX/XXX	<b>Contract Number</b> 26637	
<b>Name of Trade Partner:</b> Millwork			
<b>Description of Change:</b>			
North Side - Remove/Modify/Re-Install Existing Wood Slat Wall Paneling			
South Side - Remove/Re-Install Existing Wood Slat Wall Paneling			
<b>Trade Partner AND TIER SUBCONTRACTOR WORK TOTALS</b>			<b>Revisions/Comments</b>
1. Labor Costs (see attached summary sheet )	Line A + E	\$19,752	
2. Equipment (see attached summary sheet)	Line B + F	\$0	
3. Materials (see attached summary sheet)	Line (C + G)8.75%	\$15,444	
4. Trade Partner and Tier Trade Partner Overhead	20% of Line 1 15% of Line 2 & 3	\$6,267	
5. Other Costs (no markup allowed)	Line D + H	\$746	
6. Trade Partner Mark-up on Tier Trade Partner	6% of Tier Sub Direct Costs	\$0	
7. SUBTOTAL (ADD LINES 1 - 6)			\$42,209
8. Contractor Markup	6% of All Subs Direct Costs	\$0	
9. Total Cost of Work	Line 7 + 8		\$42,209
<b>Trade Partner</b>			
<b>DESCRIPTION</b>			<b>COST</b>
<b>A) Labor</b>			<b>\$19,751.82</b>
20% Markup on Direct Labor			\$3,950.36
<b>B) Equipment</b>			<b>\$0.00</b>
15% Markup on Direct Equipment			\$0.00
<b>C) Material</b>			<b>\$14,169.00</b>
9.00% Tax on Material			\$1,275.21
15% Markup on Direct Material			\$2,316.63
<b>D) Other Costs (no markup allowed)</b>			<b>\$746.00</b>
6% Markup on Tier Sub			\$0.00
<b>Subtotal (without markups)</b>			<b>\$35,942.03</b>
<b>Markup Total</b>			<b>\$6,267.00</b>
<b>TOTAL Trade Partner COSTS</b>			<b>\$42,209.03</b>

<b>LOWER TIER Trade Partner</b>	
<b>DESCRIPTION</b>	<b>COST</b>
<b>E) Labor</b>	<b>\$0.00</b>
20% Markup on Direct Labor	\$0.00
<b>F) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>G) Material</b>	<b>\$0.00</b>
9.00% Tax on Material	\$0.00
15% Markup on Direct Material	\$0.00
<b>H) Other Costs (no markup allowed)</b>	<b>\$0.00</b>
<b>Subtotal (without markups)</b>	<b>\$0.00</b>
<b>Markup Total</b>	<b>\$0.00</b>
<b>TOTAL TIER Trade Partner COSTS</b>	<b>\$0.00</b>

**HENSEL PHELPS**

Plan. Build. Manage.

**COST BREAKDOWN FORM FOR CONTRACT MODIFICATIONS****THIS FORM SHALL BE USED FOR ALL CHANGES TO THE CONTRACT**

One separate form shall be used by each first tier Trade Partner and each lower tier Trade Partner.

<b>PCO/CO Number:</b>	<b>XX.XX</b>	<b>Date:</b>	<b>XX/XX/XXX</b>	<b>Contract Number</b> 26637
<b>Name of Trade Partner:</b> Electrician with 2nd Tier Telecommunications Trade Partner				
<b>Description of Change:</b>				
REI: Provide 120vac standby power, raceway for security inputs and fire alarm. Install (2) alarm relays				
T&R: Provide security and low voltage connections for card reader functionality				
<b>Trade Partner AND TIER SUBCONTRACTOR WORK TOTALS</b>				<b>Revisions/Comments</b>
1. Labor Costs (see attached summary sheet )	Line A + E	\$7,528		
2. Equipment (see attached summary sheet)	Line B + F	\$0		
3. Materials (see attached summary sheet)	Line (C + G)8.75%	\$1,858		
4. Trade Partner and Tier Trade Partner Overhead	20% of Line 1 15% of Line 2 & 3	\$1,784		
5. Other Costs (no markup allowed)	Line D + H	\$522		
6. Trade Partner Mark-up on Tier Trade Partner	6% of Tier Sub Direct Costs	\$72		
7. SUBTOTAL (ADD LINES 1 - 6)			\$11,764	
8. Contractor Markup	6% of All Subs Direct Costs	\$0		
9. Total Cost of Work	Line 7 + 8		\$11,764	
<b>Trade Partner</b>				
<b>DESCRIPTION</b>			<b>COST</b>	
<b>A) Labor</b>			<b>\$6,644.65</b>	
20% Markup on Direct Labor			\$1,328.93	
<b>B) Equipment</b>			<b>\$0.00</b>	
15% Markup on Direct Equipment			\$0.00	
<b>C) Material</b>			<b>\$1,407.58</b>	
9.00% Tax on Material			\$126.68	
15% Markup on Direct Material			\$230.14	
<b>D) Other Costs (no markup allowed)</b>			<b>\$332.71</b>	
6% Markup on Tier Sub			\$72.41	
<b>Subtotal (without markups)</b>			<b>\$8,511.62</b>	
<b>Markup Total</b>			<b>\$1,631.48</b>	
<b>TOTAL Trade Partner COSTS</b>			<b>\$10,143.10</b>	

<b>LOWER TIER Trade Partner</b>	
<b>DESCRIPTION</b>	<b>COST</b>
<b>E) Labor</b>	<b>\$883.38</b>
20% Markup on Direct Labor	\$176.68
<b>F) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>G) Material</b>	<b>\$296.77</b>
9.00% Tax on Material	\$26.71
15% Markup on Direct Material	\$48.52
<b>H) Other Costs (no markup allowed)</b>	<b>\$188.80</b>
<b>Subtotal (without markups)</b>	<b>\$1,395.66</b>
<b>Markup Total</b>	<b>\$225.20</b>
<b>TOTAL TIER Trade Partner COSTS</b>	<b>\$1,620.86</b>



**HENSEL PHELPS**

Plan. Build. Manage.

**COST BREAKDOWN FORM FOR CONTRACT MODIFICATIONS****THIS FORM SHALL BE USED FOR ALL CHANGES TO THE CONTRACT**

One separate form shall be used by each first tier Trade Partner and each lower tier Trade Partner.

<b>PCO/CO Number:</b>	<b>XX.XX</b>	<b>Date:</b>	<b>XX/XX/XXX</b>	<b>Contract Number</b> 26637
<b>Name of Trade Partner:</b> Electrician (2nd Tier Audio Visual Trade Partner Only)				
<b>Description of Change:</b> Remove and reinstall TVs				
<b>Trade Partner AND TIER SUNCONTRACTOR WORK TOTALS</b>				<b>Revisions/Comments</b>
1. Labor Costs (see attached summary sheet )	Line A + E	\$1,050		
2. Equipment (see attached summary sheet)	Line B + F	\$0		
3. Materials (see attached summary sheet)	Line (C + G)8.75%	\$0		
4. Trade Partner and Tier Trade Partner Overhead	20% of Line 1 15% of Line 2 & 3	\$210		
5. Other Costs (no markup allowed)	Line D + H	\$0		
6. Trade Partner Mark-up on Tier Trade Partner	6% of Tier Sub Direct Costs	\$63		
7. SUBTOTAL (ADD LINES 1 - 6)			\$1,323	
8. Contractor Markup	6% of All Subs Direct Costs	\$0		
9. Total Cost of Work	Line 7 + 8		\$1,323	
<b>Trade Partner</b>				
<b>DESCRIPTION</b>			<b>COST</b>	
<b>A) Labor</b>			<b>\$0.00</b>	
20% Markup on Direct Labor			\$0.00	
<b>B) Equipment</b>			<b>\$0.00</b>	
15% Markup on Direct Equipment			\$0.00	
<b>C) Material</b>			<b>\$0.00</b>	
9.00% Tax on Material			\$0.00	
15% Markup on Direct Material			\$0.00	
<b>D) Other Costs (no markup allowed)</b>			<b>\$0.00</b>	
6% Markup on Tier Sub			\$63.00	
<b>Subtotal (without markups)</b>			<b>\$0.00</b>	
<b>Markup Total</b>			<b>\$63.00</b>	
<b>TOTAL Trade Partner COSTS</b>			<b>\$63.00</b>	

<b>LOWER TIER Trade Partner</b>	
<b>DESCRIPTION</b>	<b>COST</b>
<b>E) Labor</b>	<b>\$1,050.00</b>
20% Markup on Direct Labor	\$210.00
<b>F) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>G) Material</b>	<b>\$0.00</b>
9.00% Tax on Material	\$0.00
15% Markup on Direct Material	\$0.00
<b>H) Other Costs (no markup allowed)</b>	<b>\$0.00</b>
<b>Subtotal (without markups)</b>	<b>\$1,050.00</b>
<b>Markup Total</b>	<b>\$210.00</b>
<b>TOTAL TIER Trade Partner COSTS</b>	<b>\$1,260.00</b>

**HENSEL PHELPS**

Plan. Build. Manage.

**COST BREAKDOWN FORM FOR CONTRACT MODIFICATIONS****THIS FORM SHALL BE USED FOR ALL CHANGES TO THE CONTRACT**

One separate form shall be used by each first tier Trade Partner and each lower tier Trade Partner.

PCO/CO Number: <b>XX.XX</b>	Date: <b>XX/XX/XXX</b>	Contract Number 26637
Name of Trade Partner: <b>Electrician (2nd Tier Fire Alarm Trade Partner Only)</b>		
Description of Change: <b>Design, program and commission fire alarm system</b>		

Trade Partner AND TIER SUNCONTRACTOR WORK TOTALS				Revisions/Comments
1. Labor Costs (see attached summary sheet )	Line A + E	\$960		
2. Equipment (see attached summary sheet)	Line B + F	\$0		
3. Materials (see attached summary sheet)	Line (C + G)8.75%	\$425		
4. Trade Partner and Tier Trade Partner Overhead	20% of Line 1 15% of Line 2 & 3	\$256		
5. Other Costs (no markup allowed)	Line D + H	\$800		
6. Trade Partner Mark-up on Tier Trade Partner	6% of Tier Sub Direct Costs	\$83		
7. SUBTOTAL (ADD LINES 1 - 6)			\$2,524	
8. Contractor Markup	6% of All Subs Direct Costs	\$0		
9. Total Cost of Work	Line 7 + 8		\$2,524	

Trade Partner	
DESCRIPTION	COST
<b>A) Labor</b>	<b>\$0.00</b>
20% Markup on Direct Labor	\$0.00
<b>B) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>C) Material</b>	<b>\$0.00</b>
9.00% Tax on Material	\$0.00
15% Markup on Direct Material	\$0.00
<b>D) Other Costs (no markup allowed)</b>	<b>\$0.00</b>
6% Markup on Tier Sub	\$83.11
<b>Subtotal (without markups)</b>	<b>\$0.00</b>
<b>Markup Total</b>	<b>\$83.11</b>
<b>TOTAL Trade Partner COSTS</b>	<b>\$83.11</b>

LOWER TIER Trade Partner	
DESCRIPTION	COST
<b>E) Labor</b>	<b>\$960.00</b>
20% Markup on Direct Labor	\$192.00
<b>F) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>G) Material</b>	<b>\$390.00</b>
9.00% Tax on Material	\$35.10
15% Markup on Direct Material	\$63.77
<b>H) Other Costs (no markup allowed)</b>	<b>\$800.00</b>
<b>Subtotal (without markups)</b>	<b>\$2,185.10</b>
<b>Markup Total</b>	<b>\$255.77</b>
<b>TOTAL TIER Trade Partner COSTS</b>	<b>\$2,440.87</b>

**HENSEL PHELPS**

Plan. Build. Manage.

**COST BREAKDOWN FORM FOR CONTRACT MODIFICATIONS****THIS FORM SHALL BE USED FOR ALL CHANGES TO THE CONTRACT**

One separate form shall be used by each first tier Trade Partner and each lower tier Trade Partner.

<b>PCO/CO Number:</b>	<b>XX.XX</b>	<b>Date:</b>	<b>XX/XX/XXX</b>	<b>Contract Number</b> 26637
<b>Name of Trade Partner:</b> Glazing with 2nd Tier Turnstile Specialties Installer				
<b>Description of Change:</b>				
Provide and Install turnstiles and glass guardrail per PCO 148				
Turnstile Protection				
<b>Trade Partner AND TIER SUBCONTRACTOR WORK TOTALS</b>				<b>Revisions/Comments</b>
1. Labor Costs (see attached summary sheet )	Line A + E	\$16,615		
2. Equipment (see attached summary sheet)	Line B + F	\$0		
3. Materials (see attached summary sheet)	Line (C + G)8.75%	\$60,207		
4. Trade Partner and Tier Trade Partner Overhead	20% of Line 1 15% of Line 2 & 3	\$12,354		
5. Other Costs (no markup allowed)	Line D + H	\$5,145		
6. Trade Partner Mark-up on Tier Trade Partner	6% of Tier Sub Direct Costs	\$3,106		
7. SUBTOTAL (ADD LINES 1 - 6)			\$97,427	
8. Contractor Markup	6% of All Subs Direct Costs	\$0		
9. Total Cost of Work	Line 7 + 8		\$97,427	
<b>Trade Partner</b>				
<b>DESCRIPTION</b>			<b>COST</b>	
<b>A) Labor</b>			<b>\$9,693.75</b>	
20% Markup on Direct Labor			\$1,938.75	
<b>B) Equipment</b>			<b>\$0.00</b>	
15% Markup on Direct Equipment			\$0.00	
<b>C) Material</b>			<b>\$14,093.04</b>	
9.00% Tax on Material			\$1,268.37	
15% Markup on Direct Material			\$2,304.21	
<b>D) Other Costs (no markup allowed)</b>			<b>\$2,295.00</b>	
6% Markup on Tier Sub			\$3,106.03	
<b>Subtotal (without markups)</b>			<b>\$27,350.16</b>	
<b>Markup Total</b>			<b>\$7,348.99</b>	
<b>TOTAL Trade Partner COSTS</b>			<b>\$34,699.15</b>	

<b>LOWER TIER Trade Partner</b>	
<b>DESCRIPTION</b>	<b>COST</b>
<b>E) Labor</b>	<b>\$6,921.43</b>
20% Markup on Direct Labor	\$1,384.29
<b>F) Equipment</b>	<b>\$0.00</b>
15% Markup on Direct Equipment	\$0.00
<b>G) Material</b>	<b>\$41,142.86</b>
9.00% Tax on Material	\$3,702.86
15% Markup on Direct Material	\$6,726.86
<b>H) Other Costs (no markup allowed)</b>	<b>\$2,850.00</b>
<b>Subtotal (without markups)</b>	<b>\$54,617.15</b>
<b>Markup Total</b>	<b>\$8,111.14</b>
<b>TOTAL TIER Trade Partner COSTS</b>	<b>\$62,728.29</b>



# BLDGWORKER

## ALL WORK DONE ON REGULAR TIME

Description of Work:

Drywall Patch and Repair Level 4 Ceiling after overhead electrical work - PCO 148

Correct wage rate  
and Mark-Up

		<u>Labor</u>		
Classification	Description	Hours	Rate w/ Markup	Subtotal
(1) Journeyman Drywaller	Protection / Drywall Cutout/Backing install	16	\$ 113.27	\$ 1,812.32
(1) Journeyman Taper	Taping + Sanding + Finishing + Cleaning	24	\$ 113.27	\$ 2,718.48

**Labor Total \$ 4,530.80 ✓**

= Labor (3,775.67) + Mark Up (\$755.13)

		<u>Material</u>	
Product	Quantity	Price	Total
Pan Heads Tex Points, 1/2"	1	\$ 86.40	\$ 86.40
Tape 500' Roll,, (TAPE-500)	2	\$ 10.00	\$ 20.00
20ga 11/2", 10', (362T150-33)	0	\$ 2.50	\$ -
6" Notched Backing 54 mil, 10', (NB616MAT)	0	\$ 4.20	\$ -
Joint Cement All Purpose 4/gal, 1' x 1', (MUD4)	2	\$ 15.15	\$ 30.30
5/8" Type "X" Wallboard, 4' x 12', (X58MAT)	1	\$ 15.98	\$ 15.98
	Tax		\$ 13.74 ✓
	Mark Up		\$ 24.96 ✓

**Material Total \$ 191.38 ✓**



## CHANGE ORDER PROPOSAL

Change Order #: 34

As per Owner's request:

4<sup>th</sup> Floor Entry Area

16 lf Right Side Entry- Remove/Re-Install Existing Wood Slat Wall Paneling

10 lf Left Side Entry- Remove/Modify/Re-Install Wood Slat Wall Paneling

Tax and Mark Up Not Included In Material Costs

	Plywood	\$ 2,499.00	
	Fabric	\$ 792.00	
	Hardwood	\$ 1,378.00	
	Shop Materials	\$ 9,500.00	
	Pickup/Delivery	\$ 746.00	
	Material	<del>\$ 14,515.00</del>	<del>5%</del> = <del>\$ 15,661.00</del> \$14,169
Correct wage rate, mark up not included	Journeyman Regular Shop Hours	\$ 115.28 per hour - 36hrs	<del>\$ 5,365.00</del> \$4,150.08
	Journeyman Overtime Installation	<del>\$ 183.79</del> per hour - 121hrs	<del>\$ 22,238.59</del> \$15,601.74
	Installation	<del>\$ 27,603.59</del>	<del>5%</del> = <del>\$ 28,983.77</del> \$19,751.82
Overtime Rate w/o mark up = \$128.94			20% Labor mark up
		Material = \$14,169 + 9% Tax + 15% Mark Up = \$17,760.84	
		Labor = \$19,751.82 + 20% Mark Up = \$23,702.18	
		Pick Up + Delivery = \$746.00	

**Millwoodcraft, Inc. will not proceed with shop drawings, fabrication, milling or installation of above mentioned items, until a written and approved change order is received from your company.** In the event that this proposal is a reduction of Millwoodcraft Millwork's scope, we must receive a change order prior to fabrication, milling, or installation or your company will be billed as per our contract.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_ Contract Total: \_\_\_\_\_



**HENSEL PHELPS CONSTRUCTION**

Subject: **SECURITY TURNSTILES DGS PCO 148**

This PCO includes changes to our current Scope of Work as described below. These changes are at the request of HP CE#0305 DGS PCO#148. The scope of changes is listed below.

**I. SCOPE OF WORK**

**A. ITEMS INCLUDED IN QUOTATION:**

1. Provide raceway for security inputs to Turnstiles
2. Provide 120vac standby power for (2) Turnstiles
3. Provide raceway and cable for fire alarm inputs to Turnstiles. Install (2) fire alarm relays and program fire alarm system

**B. ITEMS EXCLUDED FROM QUOTATION:**

1. Allowances unless specifically noted in this proposal.
2. Overtime other than specifically stated.

**C. CLARIFICATIONS:**

1. Proposal pricing is good for 30 days.
2. Pricing is based upon currently ascertainable costs regarding the scope of work on the date of this proposal. reserves the right to amend this proposal should additional information become available.

**D. QUOTATION PRICING**

1. **TOTAL:** ..... ~~\$15,882.00~~ **15,611.00**

Should you have any questions regarding this budget, please feel free to contact the undersigned  
Sincerely,



## Proposed Change Order

### Summary

Extension Materials			Tax %		Total	
Database Material					102.37	✓
Total Extension Material Cost					102.37	
Material Tax			9%	<del>8.75</del>	8.96	✓
Material Markup			15.00		16.70	✓
Total Extension Material					<del>128.03</del>	128.32
Quotes			Cost	Tax %	Total	
Edges Invoice S5656451.001			806.64	<del>7.75</del>	869.15	
Edges Invoice S5636017.001			276.58	<del>7.75</del>	298.01	
CED Invoice 6550-1042505			191.71	<del>7.75</del>	206.57	
Grainger Invoice 9429426332			30.28	<del>8.75</del>	32.93	
Total Quotes Cost			1,305.21	+ 9%	= <del>1,406.67</del>	1,422.68
Quotes Markup			15.00		<del>211.00</del>	213.40
Total Quotes					<del>1,617.67</del>	1,636.08
Labor	%	Hours	Rate		Total	
Field Labor						
340 - Journeyman Electrician	1,950.35	22.000	103.79	✓	2,283.38	✓
340 - Journeyman Electrician (Weekend)	531.91	6.000	<del>138.01</del>	139.55	<del>828.06</del>	837.30
340 - Journeyman Electrician (Swing)	2,703.90	30.500	<del>116.08</del>	115.54	<del>3,540.44</del>	3,523.97
Total Field Labor					<del>6,651.88</del>	6,644.65
Labor Markup		20.00			<del>1,330.38</del>	1,328.93
Total Labor					<del>7,982.26</del>	\$7,973.58
General Expenses (Other)		Qty	Duration	Cost/Unit	Total	
Engineering.		1.00	1.00	175.00	175.00	
Truck & Vehicle.		33.00	.10	5.24	17.29	
Consumables.		59.00	1.00	2.00	118.00	
Offsite Parking - Craft Labor.		59.00	1.00	.38	22.42	
Total General Expenses Cost					332.71	
Total General Expenses					332.71	✓
Subcontracts			Cost	Total		
Fire Alarm			2,597.50	<del>2,597.50</del>	2,440.87	
6% MU on Fire Alarm			149.00	<del>149.00</del>	83.11	
Telecom			1,620.00	<del>1,620.00</del>	1,620.86	
6% MU on Telecom			72.00	<del>72.00</del>	72.41	
Audio Visuals			1,260.00	1,260.00	✓	
6% MU on Audio Visuals			63.00	63.00	✓	
Total Subcontracts Cost					<del>5,761.50</del>	
Total Subcontracts					<del>5,761.50</del>	5,540.25
Sub Total 2					<del>15,822.17</del>	
Total					<del>15,822.17</del>	15,610.94
Breakdown Description		Material \$	Mat %	Labor Hours	Labor %	
No Bid Item		\$102.36	100.00%	1.13	39.72%	
Bid Item Totals		\$102.36	100.00%	1.13	100.00%	

### Extension

Description	Qty	Net Price U	Total \$	Labor U	Labor
No Bid Item					

3/4" Connector - FMC Diecast Screw-In	4.00	426.64 C	17.07	11.20 C	.45
1/2" Flex / AC-90 / MC Connector Speedlock Type	4.00	199.80 C	7.99	2.00 C	.08
#0 Antishorts #14/2C #14/3C #12/2C	4.00	34.91 C	1.40	.00 C	.00
3-1/2" D 4" Square Fire Alarm Box w/ Box Adapter - Factory Painted Red	2.00	3,628.91 C	72.58	18.00 C	.36
5/8" Bundle (+/-) Cable Tie +/- 0.0910" Wide 18 lb Rating - Nylon Natural	8.00	7.52 C	.60	1.00 C	.08
3/4" 1-Hole Strap Steel - EMT	2.00	71.25 C	1.43	3.50 C	.07
Oscillating Saw Blade	1.00	1.30 E	1.30	.09 E	.09
<b>Totals</b>	<b>None</b>		<b>102.36</b>		<b>1.13</b>
<b>Totals</b>	<b>None</b>		<b>102.36</b>		<b>1.13</b>





Electrical Group

EDGES ELECTRICAL GRP - SACRAMENTO  
1701 NATIONAL DRIVE, STE 200  
SACRAMENTO\* CA 95834  
916-648-3900 Fax 916-648-9100

# INVOICE

CUSTOMER NUMBER		CUSTOMER PO NUMBER		ORDERED BY		TERMS		
25434		270125-6576		mike		NET EOM		
WRITER		SALESPERSON		SHIP VIA		DATE ORDERED	DATE SHIPPED	WAREHOUSE
WAYNE MARCH (SAC)		SHAWNA CRANDELL (SAC)		DIRECT				6
ORDER QTY	SHIP QTY	DESCRIPTION				NET	U/M	EXTENDED AMOUNT
1000	1000	OMNI H71802 SOLID BARE CU SHIELDED SPECIAL ORDER-SUBJ TO VENDOR RETURN				285.390	M	285.39
1000	1000	18/2 FPLR STR F/A OMNI H71402 #14/2C FPLR BC STR N/S 300V PVC RED ROHS FIRE ALARM SPECIAL ORDER-SUBJ TO VENDOR RETURN BOTH STOCK IN ILLINOIS				521.250	M	521.25



Electrical Group

EDGES ELECTRICAL GRP - SACRAMENTO  
1701 NATIONAL DRIVE, STE 200  
SACRAMENTO\* CA 95834  
916-648-3900 Fax 916-648-9100

# INVOICE

CUSTOMER NUMBER		CUSTOMER PO NUMBER		ORDERED BY		TERMS		
25434		270125-6574		mike		NET EOM		
WRITER		SALESPERSON		SHIP VIA		DATE ORDERED	DATE SHIPPED	WAREHOUSE
WAYNE MARCH (SAC)		SHAWNA CRANDELL (SAC)		WC WILL CALL				6
ORDER QTY	SHIP QTY	DESCRIPTION				NET	U/M	EXTENDED AMOUNT
10	10	T&B 304 3/4 S/SCR FLEX CONN				604.290	C	60.43
50	50	CONDUIT 3/4 EMT				107.310	C	53.66
250	250	MCAL 12/2 W/GR BK/WE/GN 250FT				649.950	M	162.49

# EDI INVOICE

Invoice #: 6550-1042505

CONSOLIDATED ELECTRICAL DISTRIBUTORS

PO Number: 270125-6575

Terms: NET 20 DAYS

Due Date:

Discount Date:

Discountable Amount: \$1.22

Line	PO #	PO Line#	Description	Qty	UOM	Unit Price	Extended Amount
1	270125-6575	1	FLEX\RWS1-1/4-50FT\FLEX STEEL REDUCED WALL	50	C	\$2.3858	\$119.29
2	270125-6575	2	COND\3/4REDFIREEMT\3/4 RED FIRE ALARM EMT	40	C	\$1.402	\$56.08
3	270125-6575	3	3M\CP25WB+\FIRE CAULK	1	C	\$11.2133	\$11.21
4	270125-6575	4	ARL\GF862\ (25) 3/4 FLEX TO EMT COUPLING	2	C	\$2.5628	\$5.13

Invoice Subtotal \$191.71

~~Tax Total (7.75%) \$14.86~~ 17.25

Freight/Shipping \$0.00

Invoice Total \$206.57



2261 RINGWOOD AVE.  
SAN JOSE, CA 95131-1717  
www.grainger.com

PAGE 1

## ORIGINAL INVOICE

INVOICE NUMBER

9429426332

AMOUNT DUE

\$32.93

PO NUMBER: 270125-6190  
PROJECT/JOB: 270125 / FOM.18264  
CALLER: MIKE SCOTT  
CUSTOMER PHONE: 5555555555  
ORDER NUMBER: 1457325106  
INCO TERMS: FOB ORIGIN

Pay invoices online at:  
[www.grainger.com/invoicing](http://www.grainger.com/invoicing)

**THANK YOU!** FEI NUMBER 36-1150280

FOR QUESTIONS ABOUT THIS INVOICE OR ACCOUNT CALL **1-800-472-4643**

PO LINE #	ITEM #	DESCRIPTION	QUANTITY	UNIT PRICE	TOTAL
1	3TP16	WIRE MARKER BOOK,WRITE-ON,SELF-LAMINATN CUST PART # 3TP16 MANUFACTURER # PWC-PK-6  Delivery #6562609781 Carrier: FDX GROUND No:of Pkgs:1 Wt: 0.130 Trk #:605970785957 SHIPPED FROM: DC PATTERSON 004 2710 KEYSTONE PACIFIC PARKWAY,PATTERSON,CA 95363-0000	1	30.28	30.28

THIS PURCHASE IS GOVERNED EXCLUSIVELY BY GRAINGER'S TERMS OF SALE, INCLUDING: (I) DISPUTE RESOLUTION REMEDIES, AND (II) CERTAIN WARRANTY AND DAMAGES LIMITATIONS AND DISCLAIMERS IN EFFECT AT THE TIME OF THE ORDER, WHICH ARE INCORPORATED BY REFERENCE HEREIN. GRAINGER'S TERMS OF SALE ARE AVAILABLE AT [WWW.GRAINGER.COM](http://WWW.GRAINGER.COM)  
PRODUCT RETURN INSTRUCTIONS ARE AVAILABLE AT [WWW.GRAINGER.COM/RETURNS](http://WWW.GRAINGER.COM/RETURNS)

INVOICE SUB TOTAL  
TAX

30.28  
~~2.65~~ 2.73

These items are sold for domestic consumption. If exported, purchaser assumes full responsibility for export controls. Diversion contrary to US law prohibited.

PAY THIS INVOICE - PAYMENT TERMS Net 60 days after inv IN U.S. DOLLARS.

**AMOUNT DUE**

**\$32.93**

INVOICE NUMBER  
9429426332

**AMOUNT DUE**  
**\$32.93**

# TELECOM

## PROJECT CHANGE ORDER

				PCO #:	147
				Submission Date:	
Change Description:		HP PCO #148	Work to be Performed Starting:		
LABOR					
Premium Time Rates					
S&C Senior Technician; thru 1/31/23	0.00	MH @	\$	98.59 / hr =	\$ -
S&C Technician Wage: thru 1/31/23	8.00	MH @	\$	90.70 / hr =	\$ 725.63
S&C Installer Wage: thru 1/31/23	2.00	MH @	\$	78.87 / hr =	\$ 157.75
S&C Apprentice Wage: thru 1/31/23	0.00	MH @	\$	70.99 / hr =	\$ -
Overtime Adder Time Rates					
S&C Senior Technician; thru 1/31/23		MH @	\$	23.27 / hr =	\$ -
S&C Technician Wage: thru 1/31/23		MH @	\$	21.52 / hr =	\$ -
S&C Installer Wage: thru 1/31/23		MH @	\$	18.92 / hr =	\$ -
S&C Apprentice Wage: thru 1/31/23		MH @	\$	17.14 / hr =	\$ -
Doubletime Adder Time Rates					
S&C Senior Technician; thru 1/31/23		MH @	\$	46.54 / hr =	\$ -
S&C Technician Wage: thru 1/31/23		MH @	\$	43.03 / hr =	\$ -
S&C Installer Wage: thru 1/31/23		MH @	\$	37.84 / hr =	\$ -
S&C Apprentice Wage: thru 1/31/23		MH @	\$	34.29 / hr =	\$ -
			\$	-	
Total Labor Hours:	11.00	MH	Total Labor:	\$	883.38 ✓
MATERIALS					
Attached Material:				\$	296.77
Consumables:	10.00	@	\$0.00 of labor	\$	-
Subtotal:				\$	296.77
Estimated Freight:				\$	-
Special Expediting:				\$	-
Total Materials:				\$	296.77 ✓
DIRECT JOB EXPENSE (Other)					
Outside Rental Equipment:				\$	-
Tools Over \$300:				\$	-
Mobilization:			0.00% of labor	\$	-
De-Mobilization:			0.00% of labor	\$	-
Jobsite Trailer, Office Supplies:	@		0.00% of labor	\$	-
Offsite Parking:	10.00	@	\$0.38	\$	3.80 ✓
Small Tools:	@		0.00% of labor	\$	-
Clean-Up:	@		0.00% of labor	\$	-
Owned Large Tools:			NECA hourly rental rates	\$	-
Permits:				\$	-
Warranty Reserve:	@		0.00% of labor	\$	-
Total Direct Job Expense:				\$	3.80
SUBCONTRACTOR					
Subcontractor Quotes:				\$	-
Total Subcontractor:				\$	-
RECAPITULATION					
Total Labor:				\$	883.38 ✓
Total Materials:				\$	296.77 ✓
Sales Tax			<del>8.75%</del>	\$	<del>25.97</del> 26.71
Total Direct Job Expense:				\$	3.80
Labor Profit:		20.00%		\$	176.68 ✓
Materials Profit:		15.00%		\$	<del>48.41</del> 48.52
Direct Job Expense Profit:		0.00%		\$	-
Subtotal Labor:				\$	1,060.05 ✓
Subtotal Materials:				\$	371.14 ✓
Engineering ST Wage:	1.00	MH @	\$	185.00 / hr =	\$ 185.00 ✓
Subtotal Direct Job Expense:				\$	3.80 ✓
Subtotal:				\$	1,620.00
Sub Material				\$	-
Sub Labor				\$	-
Total Sub Cost				\$	-
Subcontractor Markup:		6.00%		\$	-
Subcontractor Subtotal:				\$	-
				\$	-
TOTAL PROPOSED CHANGE ORDER:				\$	<del>1,620.00</del>
					1,620.86

TELECOM

Description	Manufacturer	Part Number	Quantity	Unit	Unit Cost	Extended Cost	Labor U	Labor
CAT 6A UTP plenum cable, blue	General Cable	6AP4P24-BL-P-GCC-AP-SD	200	ft	\$ 0.66	\$ 132.00		0
RG-6 coax plenum cable	Belden	9116p	100	ft	\$ 1.05	\$ 105.18		0
CAT 6A, 8 wire 8 position jack, gray	Panduit	CJ6X88TGIG	4	ea	\$ 10.01	\$ 40.04		0
RG-6 connector	Belden	FSNS6PL-25	0.2	bag/10	\$ 23.18	\$ 4.64		0
					\$ -	\$ -		0
Test CAT 6A/Coax cables			3	ea	\$ 2.20	\$ 6.60		0
Misc. consumables/hangers			1	lot	\$ 8.32	\$ 8.32		0
					\$ -	\$ -		0
Hours per work order			1	lot	\$ -	\$ -	10	10
					\$ -	\$ -		0
					\$ -	\$ -		0
					\$ -	\$ -		0
					\$ -	\$ -		0
					\$ -	\$ -		0
					\$ -	\$ -		0
					Total	\$ 296.77		10



**RE: Change Proposal #55 - PCO 148 (CI 354)**

**Audioviz, Inc. is providing you the following proposal for the scope of work described below.**

**Scope of Work:**

- Uninstall and reinstall (3) displays for the security barriers**

**ASSUMPTIONS, EXCLUSIONS AND CLARIFICATIONS**

**We have assumed the following:**

- Only the above mentioned scope of work has been included in this pricing**
- All work will be done during normal business hours (Mon-Fri, 8am-5pm)**

**Total Costs ..... \$1,260.00**

## CP#55 - PCO 148 (CI 354) TM Security Barriers

Location:  
Dates:

[illegible]





ORIGINAL QUANTITY	MODEL NO.	DESCRIPTION		PER EACH/FT							
					TRADE COST	ITEM TOTAL	TAX <del>-8.25%</del>	SUB TOTAL	MARK-UP 15%	TOTAL MATERIAL	
<u>EQUIPMENT AND MATERIAL</u>											
2	XTRI-R	ADDRESSABLE RELAY MODULE	EA	\$195.00	\$390.00	<del>\$32.10</del>	<del>\$422.10</del>	<del>\$63.33</del>	<del>\$485.50</del>		
							\$35.10	\$425.10	\$63.77	\$488.87	
<u>MATERIAL</u>					\$390.00	<del>\$32.10</del>		<del>\$63.33</del>	<del>\$485.50</del>		
<u>DESIGN LABOR</u>					UNIT LABOR	TOTAL LABOR	LABOR RATE	MARK-UP 20%	SUB-TOTAL RATE	TOTAL LABOR	
6		PROGRAMMING AND CHECKOUT	EA	2.00	12.00	\$80.00	\$16.00	\$96.00	\$1,152.00		
1		DESIGN - INDIRECT COST FIRE ALARM NICET III	EA	2.00	2.00	\$80.00	<del>\$16.00</del>	<del>\$96.00</del>	<del>\$192.00</del>	\$160.00	
1		DESIGN - INDIRECT COST CADD OPERATOR	EA	8.00	8.00	\$80.00	<del>\$16.00</del>	<del>\$96.00</del>	<del>\$768.00</del>	\$640.00	
					22.00					<del>\$2,112.00</del>	
						TOTAL				<del>\$2,597.50</del>	\$2,440.87



**TO: HP**

**ATTN: Project Engineer**

**JOB: Sunnyvale Center PCO 148**

---

You are hereby authorized to perform the following specifically described additional work:

TOTAL AMOUNT FOR CLEAR RESULTS: ~~\$41,560~~ — \$34,699.15  
TOTAL AMOUNT FOR LOWER TIER TRADE: ~~\$55,700~~ — \$62,728.29

Above additional work to be performed under same conditions as specified in original contract unless otherwise stipulated.

Date: \_\_\_\_\_ Authorizing Signature: \_\_\_\_\_

We hereby agree to furnish labor and material in accord

Item	Cost Item Description	Qty	UOM		Total Cost	Notes
01	Glass Guardrail/Security Barrier System @ 8'-8"ft	1	LS		\$ 22,853	Tax and Markups Included
02	Glazing Labor to R&R Back Painted Glass	1	LS		\$ 3,465	Tax and Markups Included
03	Misc Closure Parts	1	LS		\$ 3,475	Tax and Markups Included
04	Shop Dwgs	1	LS		\$ 1,800	
05	6%Subcontract to Install Turnstile		LS		\$ <del>3,342</del> 3,106.03	
<b>TOTAL</b>					<b>\$ \$34,935</b>	<b>\$34,699.15</b>

**INCLUSIONS:**

Glass Guardrail /Security Barrier

Heavy Base Shoe with Painted Cladding to Match Other Aluminum Systems. **4" anchor Embedment Required**  
 9/16 Tempered Glass with SS top Cap

Glazing Labor

Remove Back Painted Glass  
 Store Back Painted Glass  
 Reinstall Back Painted Glass

Misc Materials

Provide Raceway Shoe Between Portal & Turnstile  
 Misc Sealant Work limited to 50 Lineal Feet

Shop Drawings

Provide Basic Elevations & Details for Railing System

State & Local Tax

Material tax included in pricing

Included @ 9.00%

Labor Rate used is \$96.93 not including mark up

**EXCLUSIONS:**

Concrete Scanning  
 Wood Panel Rework/Removal or Installation  
 Structural Calculations

Should you have any questions please contact the undersigned at your convenience.  
 Respectfully,

END OF BUDGET PROPOSAL

	Description		Units	Unit Type	Cost
Material \$17,665.62	Railing Base		1	EA	\$ 2,691.56
	Railing Cladding		1	EA	\$ 5,682.19
	Anchors		1	LS	\$ 373.83
	Cladding/Misc Parts		1	LS	\$ 1,495.31
	Top Cap		1	LS	\$ 1,495.31
	End Caps		2	EA	\$ 269.16
	Cement		1	LS	\$ 299.06
	Misc Metal/RaceWay		1	LS	\$ 1,495.31
	Glass		34	SF	\$ 3,863.89
Labor = \$11,632.50	Labor to Layout		6	HRS	\$ 1,485.00
	Labor to Drill		4	HRS	\$ 990.00
	Labor to Install Anchors /channel		2	HRS	\$ 495.00
	Labor to set glass		8	HRS	\$ 1,980.00
	Labor to install cladding		4	HRS	\$ 990.00
	Labor to install top cap		2	HRS	\$ 495.00
	Labor to set end caps		1	HRS	\$ 247.50
	Labor to set Misc Metal		8	HRS	\$ 1,980.00
	Labor to R&R Back Paint Glass		12	HRS	\$ 2,970.00
Other Costs = \$495 + \$1,800	Labor to Transport Back Paint Glass		2	HRS	\$ 495.00
	Shop Drawings		8	HRS	\$ 1,800.00

#### Glazers

Materials = \$17,665.62 (9%Tax + 15% Mark Up Included)

Labor = \$11,632.50 (20% Mark Up Included)

Shop Drawings + Delivery = \$2,295

6% Mark Up on Tier Sub = \$3,106.03

#### 2nd Tier Turnstile

Materials = \$41,142.86 + 9% Tax + 15% Mark Up = \$51,572.58

Labor = \$8,305.71

Delivery = \$2,850

# Estimate

# StickyFeet

## ADDRESS

null

## SHIP TO

null

ESTIMATE #	DATE	EXPIRATION DATE
1547 - LABOR	2/9/2023	3/9/2023

20% Mark Up Included

	DESCRIPTION	QTY	RATE W/ MARKUP	AMOUNT	
Labor - Installation	Note: High and low voltage and, concrete, flooring and asphalt to be provided by others. Includes High and low voltage terminations at the turnstiles. Access Control components to be configured and installed by others.	1	8,305.71	8,305.71	✓

- Does not include removal of existing equipment or structures
- Does not include running any wires or cable
- Does not include integration/access control
- All work to be performed during normal business hours.
- Customer must supply dumpster for refuse.
- Does not include any concrete work, excavation, trenching, flooring, etc.
- Customer must be available and capable to receive equipment.
- Pricing is provided as a complete package, prices subject to change if all products and labor are not purchased together.
- Customer is responsible for all shipping charges.
- Taxes will be collected wherever applicable.
- SES is not responsible for any issues which may result from previous use of equipment.
- See Site Conditions Checklist For Requirements When SES Team Arrives
- All terms per Company "Installation Terms and Conditions", included with this proposal on a separate sheet

TOTAL

**\$8,305.71**

Accepted By

Accepted Date

# Estimate

# StickyFeet

ADDRESS
null

SHIP TO
null

ESTIMATE #	DATE	EXPIRATION DATE
1550 - MATERIALS	2/9/2023	3/9/2023

	DESCRIPTION	QTY	RATE	AMOUNT
<b>SU5000MA</b>	- Two End Cabinets w/Clear 46" High Motorized Panels - Configurable Audio, Alarm Sounds and Operation Modes - Advanced Detection Optics - I/O Integration to Facility Access Control System - Stainless Steel #4 Satin Finish Cabinet - Solid Surface Lid, Livingstone "Starry Nite" Custom Feature - Motor / Optics Settings Custom Wide Lane - 36" Clear Width Passage Between Cabinets	1	35,714.29	35,714.29
<b>SU5000-BP-A</b>	Single Lane Baseplate, 36" Passage Width	1	5,428.57	5,428.57
<b>Estimated Freight</b>	Freight is estimated by manufacture and subject to change.Any change in shipment criteria will require freight estimates to be recalculated.		2,850.00	2,850.00

- Does not include removal of existing equipment or structures
- Does not include running any wires or cable
- Does not include integration/access control
- All work to be performed during normal business hours.
- Customer must supply dumpster for refuse.
- Does not include any concrete work, excavation, trenching, flooring, etc.
- Customer must be available and capable to receive equipment.
- Pricing is provided as a complete package, prices subject to change if all products and labor are not purchased together.
- Customer is responsible for all shipping charges.
- Taxes will be collected wherever applicable.
- SES is not responsible for any issues which may result from previous use of equipment.
- See Site Conditions Checklist For Requirements When SES Team Arrives
- All terms per Company "Installation Terms and Conditions", included with this proposal on a separate sheet

<b>SUBTOTAL</b>	\$41,142.86	<del>\$43,992.86</del>
<b>TAX</b>	9% Tax = \$3,702.86	<del>\$3,401.61</del>
<b>TOTAL</b>	15% Mark Up = \$6,726.86	<del>\$47,394.47</del>
	Delivery =\$ 2,850.00	
		<b>\$54,422.58</b>