

LaCOUR[®] INC

301, 1996

20 Elm Street, Harrington Park, NJ 07640 ■ (201) 784-3240 ■ Fax: (201) 784-1764
May 18, 1998

Mr. Jack Klein
Project Superintendent
Ambassador Construction Corporation
317 Madison Avenue
New York, New York 10017

RE: The Mayors Office of Emergency Management Command EOC Work
Stations (LaCOUR Proposal No. P2353B)

Dear Mr. Klein:

Further to my conversation with Mr. Vande Plasse, please find subject proposal, together with supporting views and component takeoff relative to the monitor platforms and bezels. While reviewing this material, please note the following;

74 Littlite 18" light fixtures with bulb and weighted base are included. To enhance optimum flexibility, we have maintained our slatwall articulating monitor platforms (this is beyond the bottom leveling specification shown on the drawings).

Relative to the various configurations' monitor platforms, we have maintained our super duty articulating monitor platforms. This feature is considerably more convenient in use compared to the specified bottom adjustable unit.

Further, we changed the overall quantity of monitor platforms from 222 to 227 and monitor bezels from 88 to 91. Moreover, in order to maintain optimum flexibility and user convenience, we decided to include five differently sized monitor platforms. For more information about this, please refer to enclosed Equipment Bay Takeoff.

A nominal reduction in delivery and installation offsets some of these changes.

The architect requested arrangements for tours of some local installations. I have enclosed photography of a similar configuration (sans monitor cowling).

All product is union made and installed. Project management services are also included (please refer to the enclosed quotation for more detail). Our conformance guarantee, which we previously submitted applies to this quotation.

Thank you for considering LaCOUR Technology Work station products and related services. Should you have any other questions, please feel free to call.

Yours truly,



Paul M. LaCour
President

cc: J. Ariota

CORPORATE FURNISHING SYSTEMS ■ DESIGN ■ ENGINEERING CONSULTANTS

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Date:	May 18, 1998
Title:	The Mayor's Office of Emergency Management's EOC Workstations @ Seven World Trade, NY, NY
Reference:	P2353B
Product:	The MettWERK STATION
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LEAD TIMES

Six Weeks From Approved Shop Drawings
Five Days for Shop Drawing Preparation

PRICING QUOTATIONS

EOC Workstations Per Enclosed Proposal No. P2353B:

Price per station (F.O.B. Fairfield, NJ): (74 required): \$3,527.15 each station
(including lighting fixture & base)

Podium Assembly: \$2,000.00 total

Total Fillers, End & Back Panels: \$5,937.70 total

Total Delivered & Installed \$301,199.62

Please submit tax exempt form if applicable.

Delivery and installation includes:

On site Principal in Charge Project Management throughout project planning stage.

On site coordination with concerned parties and trades.

On site floor marking of all power and signal termination locations.

Two phase 608 local O.T. site deliveries

Two phase 608 local regular time installation

Total end & back panels: 8 double sided
6 63"H finished back panels
12 single sided

For more information about the proposed trading desk system, please refer to LaCOUR Proposal No. P2353B.

Date:	May 18, 1998
Title:	The Mayor's Office of Emergency Management's EOC Workstations @ Seven World Trade, NY, NY
Reference:	P2353B
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GUARANTEE

LaCour guarantees all base desk components for the life of the installation.

Desktop accessories and drawer pedestals are guaranteed for ten years.

Please refer to LaCour Sales Quotation No. P2353B for more details.

TERMS

45% with order - 45% upon shipping - balance due upon completion and acceptance.

Pricing shall remain in effect for a period of one year after the initial order (re: P2353A).

Please refer to accompanying LaCour Sales Quotation P2353A for more details on terms and inclusions.

This proposal shall remain valid for a period of thirty days.

CONFORMANCE

We hereby attest that we have reviewed Swanke Hayden Connell Architect's Drawing No. D/1 dated April 6, 1998 as provided to us by Ambassador Construction Corporation, as well as evaluated the various CRT, CPU, voice, power and signal termination configurations. Accordingly, all specifications, requirements and space considerations have been taken into account and all exceptions have been noted. Therefore, in accordance with this review and evaluation, we hereby guarantee that all proposed furnishings conform to the architect's specifications and requirements.

Authorized LaCOUR Signature



Date: 5/18/98

Thank you



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TO: **AMBASSADOR CONSTRUCTION**
 317 MADISON AVENUE, SUITE 1200
 NEW YORK, NEW YORK 1017

ATTN: JACK KLEIN

The METTWERKS Station SALES QUOTATION

PROPOSAL NUMBER:	P2353B		
DATE:	5/18/98		
TITLE:	MAYOR'S OFFICE OF EMERGENCY MANAGEMENT		
	EOC WORK STATIONS		
REFERENCE:	SWANKE HAYDEN & CONNELL ARCHITECT'S DRWG. No. D/1		
	DATED 4/6/98		
PAGE :	ONE OF FOUR		
DESCRIPTION:	QTY		NET SALE PRICE:
WORK STATION FOOT PRINT 60"L X 47"D			
60"L X 16"D WORK TOP W/ URETHANE BUMPER EDGE:	74		\$15,522.24
SPANNER SLATWALL ASSEMBLY:	20		\$13,110.00
UNILATERAL SLATWALL ASSEMBLY:	34		\$15,288.88
CPU STANCHION MEMBER (2 PER STATION):	74		\$19,402.80
VARIABLE SPANNER STRUT ASSEMBLY:	20		\$6,135.48
VARIABLE UNILATERAL STRUT ASSEMBLY:	34		\$5,655.55
STANCHION HEADER CROSS MEMBER:	74		\$7,430.30
CANTILEVER SUPPORT VERTICAL:	116		\$22,811.40
FULL EXTENSION CPU TRAY:	74		\$7,653.43
SPECIAL FILLERS & ACCESSORIES:			
15" MONITOR BEZEL:	16		
17" MONITOR BEZEL:	13		
21" MONITOR BEZEL:	62		
LITTLITE UL 3/18 WITH WEIGHTED BASE & BULB:	74		
BINDER STORAGE INSERT:	61		
HINGED, PERF. METAL MONITOR COWLING:	74		
SPANNER COWLING SPLINE:	20		
UNILATERAL COWLING SPLINE:	34		
MONITOR COWLING BUTTRESS MEMBER:	148		
15" ARTICULATING MONITOR PLATFORM:	16		
17" ARTICULATING MONITOR PLATFORM:	60		
21" ARTICULATING MONITOR PLATFORM:	77		
22"ARTICULATING MONITOR PLATFORM:	58		
24" ARTICULATING MONITOR PLATFORM:	16		
BOTTOM EQUIPMENT BAY FILLER:	222		
PREMIUM GRADE BOX, BOX, FILE MOBILE DRAWER PEDESTAL W/ GANG LOCK:	74		
CONTINUOUS D'MARC PANEL FOR CLEAN & UPS POWER STRIP:	74		
ALL ELECTRICAL FIXTURES SUPPLIED BY LOCAL 3 CONTRACTOR:			
CABLE MANAGERS & WIRE DUCT SET:	74		
SUB TOTAL DESK ACCESSORIES:	1173		\$147,999.32
TOTAL FULLY OPTIONED WORK STATIONS:	1693		\$261,009.41
END & BACK PANELS:			
PLASTIC LAMINATE SPANNER END PANEL:	8		\$3,647.70
PLASTIC LAMINATE UNILATERAL BACK PANEL:	6		\$0.00
PLASTIC LAMINATE UNILATERAL END PANEL:	12		\$4,290.00
PODIUM, CENTER SPLINE & WORK TOP FILLERS:			
CENTER PODIUM ASSEMBLY:	1		
V SHAPED UNILATERAL SLATWALL FILLER WITH TOP SECTION:	18		
Y SHAPED SPANNER SLATWALL FILLER WITH 2 TOP SECTIONS:	8		
PLASTIC LAMINATE UNILATERAL END PANEL:	27		\$33,432.75
SUB TOTAL PODIUM, FILLERS, END & BACK PANELS:	53		\$7,937.70

CORPORATE FURNISHING SYSTEMS ■ DESIGN ■ ENGINEERING CONSULTANTS

PROPOSAL NUMBER:	P2353B
DATE:	5/18/98
TITLE:	MAYOR'S OFFICE OF EMERGENCY MANAGEMENT EOC WORK STATIONS
REFERENCE:	SWANKE HAYDEN & CONNELL ARCHITECT'S DRWG. No. D/1 DATED 4/6/98
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DESCRIPTION:	QTY		NET SALE PRICE:
TOTAL TRADING DESK FURNISHINGS:	1746		\$268,947.11
2 PHASE DELIVERY & INSTALLATION:			\$32,252.51
TOTAL:			\$301,199.62
SALES TAX: (SUBMIT TAX EXEMPT FORM IF APPLICABLE)			\$24,848.97
TOTAL AMOUNT THIS ESTIMATE:			\$326,048.59

PRORATED PRICE PER STATION:	\$3,527.15
TOTAL END PANELS & FILLERS:	\$7,937.70

FINISHES & MATERIALS:	
WORK TOP:	1.5" THICK SOLID CORE WITH SPECIFIED HIGH PRESSURE PLASTIC LAMINATE SURFACE & MATCHING H.P. SUBSTRATE LAMINATED ON UNDERSIDE HIGH DENSITY URETHANE BUMPER EDGE EXTRUSION
SLATWALL ASSEMBLY:	2 MODULE HARDENED ALUMINUM EXTRUSION WITH SATIN BLACK POWDER COAT FINISH 1 1/2" THICK FLAKE CORE D'MARC PANEL IS STD. BLACK TOP CAP I S SPECIFIED PLASTIC LAMINATE OR EQUAL
CPU STANCHIONS:	40 X 80MM & 40 X 40MM 6063-T6 ALUMINUM EXTRUDED ALUMINUM ALUMINUM IS AVAILABLE EITHER CLEAR COAT OR BLACK ANODIZED. CUSTOM ANODIZING IS AVAILABLE.
CANTILEVER SUPPORT ASSEMBLY:	TYPICAL ALUMINUM EXTRUSIONS WITH BLACK POWDER COAT .25" CARBON STEEL CANTILEVER MEMBER
STRUT MEMBERS:	TYPICAL 40X 40 ALUMINUM EXTRUSIONS
MONITOR PLATFORMS:	STD. BLACK LAMINATE MONITOR TILE BLACK POWDER COAT STEEL BACK PLATE & BRACKET ARMS. CHROMIUM RATCHETS
CPU TRAY:	TYPICAL 40X40MM ALUMINUM RAILS ATTACHED TO CPU STANCIONS (ELEVATION ADJUSTABLE) FULL EXTENSION 110 LB. ACCURIDE GLIDES SUSPENDING SATIN BLACK STEEL TRAY HEAVY DUTY ACCURIDE FULL EXTENSION SUSPENSION GLIDES
DRAWER PEDESTAL:	3/4" PLYWOOD CONSTRUCTED BODY WITH STANDARD BLACK PLASTIC LAMINATE ON ALL EXTERIOR SURFACES SPECIFIED PLASTIC LAMINATE DRAWER FACES WITH FLUSH ALUMINUM PULLS DRAWER INTERIORS ARE SOLID BEECHWOOD WITH CLEAR FINISH HEAVY DUTY ACCURIDE FULL EXTENSION SUSPENSION GLIDES FIFTH WHEEL ANTITIPPING DEVICE TIMBERLINE GANG LOCK
MATERIAL & FINISH NOTES:	END PANELS ARE 1 1/2" THICK FLUSH MDF PANELS WITH SPECIFIED PLASTIC LAMINATE & PAINTED METAL
NOTES:	
	EACH DESK FEATURES THE FOLLOWING ACCOMMODATIONS: 60"L X 16"D 1.5" THICK SOLID CORE CANTILEVERED WORK TOP WITH URETHANE BUMPER EDGE 2 MODULE SUSPENDED BLACK POWDER COAT SLATWALL EXTRUSION 6' H FULL LENGTH D'MARC PANEL AT CENTER SPLINE 1 - VARIABLE HEIGHT FULL EXTENSION CPU TRAY CABLE DUCT & D'RING SET:

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	DESK TOP FEATURES ARE:
 NO TOOLS REQ'D.  NO TOOLS REQ'D.  NO TOOLS REQ'D.  NO TOOLS REQ'D.	1 - PERF. METAL CANTILEVER & HINGED MONITOR COWLING 1 - LITTLITE LAMP FIXTURE W/ WEIGHTED BASE 3 - HEAVY DUTY ADJUSTABLE MONITOR PLATFORMS THAT ADJUST FROM WORK TOP ELEVATION DOWN TO 6 1/2" BELOW WORK TOP ELEVATION MONITOR PLATFORMS REMOVE, AND CHANGE ELEVATION IN SECONDS MONITOR PLATFORMS SUPPORT 300 LBS. 1 - 17" OR 21" MONITOR BEZEL & BINDER STORAGE INSERT WHERE SPEC'D. 3 - REMOVABLE EQUIP. BAY FILLERS 1 - PREMIUM GRADE MOBILE BOX BOX FILE DRAWER PEDESTAL WITH GANG LOCK AND FIFTH WHEEL ANTI TIPPING DEVICE
IMPLEMENTATION NOTES:	
	DELIVERY & INSTALLATION INCLUDES EXCLUSIVE SAME DAY O.T. TRUCK TO DOCK SIDE. UNION CARPENTER LOCAL O.T. SITE DELIVERY. UNION CARPENTER INSTALLATION ON REGULAR TIME. PROJECT MANAGEMENT IS FACTORY DIRECT WITH PRINCIPALS' IN CHARGE OF DESIGN, NEGOTIATIONS, PLANT OPERATIONS AND ON SITE CUSTOMER AND CONCERNED CONTRACTORS' COORDINATION. LaCOUR WILL COORDINATE WITH ALL CONCERNED PARTIES AS WELL AS MARK RACEWAY CORE PERIMETERS AND TERMINATION LOCATIONS ON THE SITE FLOOR PRIOR TO THE DELIVERY AND INSTALLATION OF THE DESK SYSTEMS.
LaCOUR FACTORY FACTS:	
	LaCOUR OWNS AND MAINTAINS ITS TECHNOLOGY WORK STATION PLANT WITHIN 30 MINUTES FROM MIDTOWN MANHATTAN. CUSTOMERS' CONSTRUCTION SITE AND OUR PLANT FLOOR IS SAME DAY ACCESSIBLE TO ALL LaCOUR MANAGEMENT. ALL LaCOUR PRODUCT IS PREMIUM GRADE & UNION MADE.
GUARANTEE:	
	ALL BASE DESK COMPONENTS ARE GUARANTEED AGAINST COMPONENT OR STRUCTURAL FAILURE FOR THE LIFE OF THE INITIAL INSTALLATION. INSERTS & ACCESSORY COMPONENTS ARE GUARANTEED AGAINST STRUCTURAL FAILURE FOR TEN YEARS. ACCORDINGLY, AS A RESULT OF NORMAL USE, SHOULD ANY WARRANTIED COMPONENT FAIL DURING THE TERM OF THE GUARANTEE PERIOD, THEN LaCOUR SHALL REPLACE THAT COMPONENT AT NO EXTRA COST TO THE PURCHASER. THIS GUARANTEE DOES NOT COVER NORMAL WEAR & TEAR NOR DOES COVER SCRATCHES, DENTS OR DAMAGE CAUSED BY EXCESSIVE ABUSE OR IMPROPER OPERATION. STRAIGHT TIME, UNION, DELIVERY & INSTALLATION RATES OF REPLACEMENT PARTS IS INCLUDED. PURCHASER SPECIFIED OVERTIME DELIVERY & INSTALLATION COSTS SHALL BE BORNE BY THE PURCHASER
SERVICE & MAINTENANCE PROGRAM:	
	ON SITE SERVICE & MAINTENANCE SERVICES ARE AVAILABLE WITH ONE, THREE & FIVE YEAR TERMS. ALL MAINTENANCE IS DONE ON WEEKENDS DURING NON TRADING HOURS. PREMIUM, UNION RATES ARE INCLUDED. EMERGENCY SAME DAY SERVICE IS INCLUDED. EXTENDED GUARANTEES ARE INCLUDED WITH THREE & FIVE YEAR PROGRAMS. ASK YOUR LaCOUR REPRESENTATIVE FOR MORE INFORMATION& PRICING..
DELIVERY DATE:	SIX WEEKS FROM APPROVED SHOP DRAWINGS