| 7 7 | <b>P</b> 1 |  |
|-----|------------|--|
| A   |            |  |

| Architectural Lighting Designs, Inc. | Main: | 1.612.252.4100  |
|--------------------------------------|-------|-----------------|
| 2920 Anthony Lane                    | Fax:  | 1.612.252.4141  |
| Minneapolis, MN 55418                | Web:  | www.aldmpls.com |

| To: EARL STEWART<br>CITY OF DULUTH<br>TRAFFIC OPERATIONS<br>1532 WEST MICHIGAN STREET<br>DULUTH, MN 55806                              |   |   | Job/Project Name:<br>CITY OF DULUTH ENERGY EFFICIENCY LIGHT<br>DULUTH, MN<br>Bid Date: 2/10/2017  |  |           |                    |             |
|--|---|---|---|--|-----------|--------------------|-------------|
| Qty  | Туре  | Mfg   | Description   |  |           | Unit Price         | Extd.Price  |
|  |   |   |   |  |           |                    |             |
| 25   |   | ECHE  | 76520R - CRD3000 CONTROL ROUTER DEVICE  |  |           | \$150.00           | \$3,750.00  |
| 6  |   | ECHE  | 100142 - LUMENWAVE BASE STATION 2.0   |  | 02        | \$2,475.00         | \$14,850.00 |
| 9  |   | ECHE  | 100198-SS - LUMENWAVE PL-RF GATEWAY IN<br>STAINLESS STEEL ENCLOSURE   |  | IN        | \$2,425.00         | \$21,825.00 |
| 1  |   | ECHE  | 20001002A - LUMINSIGHT DESKTOP CENTRAL<br>MGMT SOFTWARE (1,501 + CONTROLLERS)   |  | AL .      | \$6,000.00         | \$6,000.00  |
| 100  |   | ECHE  | 100118 - TOP900TLX-GRY WIRELESS<br>CONTROLLER   |  |           | \$160.00           | \$16,000.00 |
| 1  |   | ECHE  | 96100 - START UP  |  |           | \$3,800.00         | \$3,800.00  |
|  |   |   |   |  |           |                    |             |
|  |   |   | FREIGHT ALLOWED (INCLU  |  |           |                    |             |
|  |   |   | TOTAL:  |  |           |                    | \$66,225.00 |
|  |   | TERMS   |   | I  |           | + • • •,== • • • • |             |
| Prices firm  | n for entry b   | oy: 6/14/20   | 17 Shipment by: 8/13/2  | 017  | Lead Time | : PER MANUF        | ACTURER     |
| UNIT PRICES<br>QUOTATION<br>BY CATALO<br>NOTES: 1) T<br>LIGHTING/C<br>THE SPECIF<br>RESERVES<br>IS ORDEREI<br>FOR OMISSI<br>MISINTERPF | S ARE BASED<br>I IS VOID IF C<br>G NUMBER O<br>HIS QUOTATI<br>ONTROLS BII<br>ICATION ANE<br>THE RIGHT T<br>D. ARCHITEC<br>ONS, LABOR<br>RETATION OF | ON TOTAL<br>HANGED. A<br>R DESCRIP<br>ON REPRES<br>L OF MATE<br>O/OR SCHEL<br>O MODIFY F<br>TURAL LIG<br>COSTS OR | BLISHED TERMS AND CONDITIO<br>JOB. INDIVIDUAL PRICING MAY V<br>ANY OPTION NOT SHOWN ON TH<br>TION, IS NOT INCLUDED IN THIS<br>SENTS ALD'S BEST INTERPRETA<br>ERIAL REQUIRED FOR THIS PRO.<br>DULE SUPPLIED TO US. ARCH. L<br>PRICING IF ONLY A PORTION OF<br>HTING DESIGNS, INC. WILL NOT<br>MATERIAL CHARGES RESULTIN<br>TATION. THIS QUOTE IS BASED (<br>DITIONAL COST. | VARY.<br>IIS QUOTE,<br>QUOTE.<br>TION OF THE<br>JECT BASED ON<br>TG. DESIGNS<br>THIS QUOTATION<br>BE LIABLE<br>IG FROM A |           |                    |             |
|  |   |   | ED IN "COURIER NEW" FONT. 7 Per: PHIL GUSICK Email:   | PGUSICK@ALDN   | IPLS.COM  |                    |             |