

10/05/2016 14:26 Jefferson Parish Purchasing

(FAX)5043642693

P.006/009

DATE: 10/05/2016

INVITATION TO BID  
THIS IS NOT AN ORDER

Page: 4

BID NO.: 50-00117828

**JEFFERSON PARISH**PURCHASING DEPARTMENT  
P.O. BOX 9  
GRETN, LA. 70054-0009  
504-364-2678

VENDOR 27118 BLANK BID COPY VENDOR

BUYER. MCamardell

As per LSA-RS 47:301 et seq., all governmental bodies are excluded from payment of sales taxes to any Louisiana taxing body. Quotations shall be based on F.O.B. Agency warehouse or jobsite, anywhere within the Parish as designated by the Purchasing Department

JEFFERSON PARISH reserves the right to cancel all or any part of an order if not shipped promptly. No charges will be allowed for parking or cartage unless specified in quotation. The order must not be filled at a higher price than quoted. JEFFERSON PARISH reserves the right to cancel at any time and for any reason by issuing a THIRTY (30) day written notice to the contractor.

JEFFERSON PARISH is expecting all products to be new and all work is to be done in a workman-like manner, according to standard practices. Any deviations or alterations from the specifications must be indicated and backup documentation supplied with your quotation.

**DELIVERY: FOB JEFFERSON PARISH**

INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES

6 - 7 weeks from award

INDICATE STARTING TIME (IN DAYS) FOR CONSTRUCTION WORK

40 business days

INDICATE COMPLETION TIME (IN DAYS) FOR CONSTRUCTION WORK

8 business days

In the event that addenda are issued with this bid, bidders MUST acknowledge all addenda on the bid form. Bidder must acknowledge receipt of an addendum on the bid form as indicated. Failure to acknowledge any addendum on the bid form will result in bid rejection.

Acknowledge Receipt of Addenda: NUMBER: 41  
 NUMBER: \_\_\_\_\_  
 NUMBER: \_\_\_\_\_  
 NUMBER: \_\_\_\_\_

LOUISIANA CONTRACTOR'S LICENSE NO.: (if applicable) License No. 2637

<b>*** ALL BIDDERS MUST COMPLETE SECTION BELOW ***</b>	
FIRM NAME: KONE, Inc.	
SIGNATURE: (Must be signed here)	TITLE: Sr. Sales Consultant
PRINT OR TYPE NAME: Rick Clare	
ADDRESS: 520 Elmwood Park Blvd. Suite 150	
CITY, STATE: Jefferson, LA 70123	ZIP:
TELEPHONE: (504) 208-8341	FAX: ( )
EMAIL ADDRESS: rick.clare@kone.com	

TOTAL PRICE OF ALL BID ITEMS: \$ \$47,500.00

10/05/2016 14:26 Jefferson Parish Purchasing

(FAX)5043642693

P.007/009

DATE 10/05/2016

## INVITATION TO BID FROM JEFFERSON PARISH - continued

Page: 5

BID NO : 50-00-17828

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	1.00	JOB	<p>PROVIDE ALL LABOR AND EQUIPMENT FOR ELEVATOR UPGRADES AT THE NEW EAST BANK CONSOLIDATED FIRE DEPARTMENT HEADQUARTERS</p> <p>0001 ELEVATOR UPGRADES AT THE NEW EAST BANK CONSOLIDATED FIRE DEPARTMENT HEADQUARTERS: 834 S. CLEARVIEW PKWY., JEFFERSON, LA 70123</p> <p>JOB TO INCLUDE LABOR AND MATERIALS TO PERFORM THE FOLLOWING ON THE EXISTING HYDRAULIC ELEVATOR AT THE LOCATION: INSTALLATION OF A NEW CAR CONTROLLER, INSTALLATION OF A NEW CAR STATION WITH PROPER DOOR CONTROL BUTTONS AND KEY SWITCHES FOR FIRE CONTROL, INSTALLATION OF A NEW HALL STATION AT THE FIRST FLOOR WITH FIRE OPERATION KEY SWITCHES, INSTALLATION OF A NEW HALL STATION AT THE SECOND FLOOR, PROVIDING ADEQUATE CONTROL WIRING FOR FIRE SERVICE OPERATION, AND TESTING AND ADJUSTMENT OF ELEVATOR OPERATION.</p> <p>THESE UPGRADES ARE NECESSARY TO MEET THE CURRENT CODE FOR FIRE SERVICE OPERATION FOR AUTOMATIC ELEVATORS.</p>		

10/05/2016 14:26 Jefferson Parish Purchasing

(FAX)5043642693

P.008/009

BID 50-00117828

**STANDARD INSURANCE REQUIREMENTS ~ BIDS UNDER \$30k**

All required insurance under this bid shall conform to Jefferson Parish Resolution No. 113646 or No. 113647, as applicable. Contractors may not commence any work under any ensuing contract unless and until all required insurance and associated evidentiary requirements thereto have been met, along with any additional specifications contained in the bid. Except as where otherwise precluded by law, the Parish Attorney or his designee, with the concurrence of the Director of Risk Management or his designee, may agree on a case-by-case basis, to deviate from Jefferson Parish's standard insurance requirements, as provided in this Section. Vendors requesting deviation therefrom shall submit such requests in writing, along with compelling substantiation, to the Purchasing Department prior to the bid's due date. Any changes to the insurance requirements will be reflected in the bid specifications and addenda. Prior to contract execution and at all times thereafter during the term of such contract, contractors must provide and continuously maintain all coverages as required by the foregoing Resolutions, and the contract documents. Failure to do so shall be grounds for suspension, discontinuation or termination of the contract.

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For bidding purposes, bidders must submit with bid submission a current (valid) insurance certificate evidencing the required coverages. However, if a bidder has on file with the Purchasing Department a current (valid) insurance certificate that fulfills the requirements in this document, then this will be accepted as evidence of same. Otherwise, failure to submit a current (valid) insurance certificate with bid submission or if no current (valid) insurance certificate is on file, then the bid will be rejected. Final certificates shall name the Jefferson Parish, its Districts Departments and Agencies under the direction of the Parish President and the Parish Council as additional insureds regarding negligence by the contractor for the Commercial General Liability and the Comprehensive Automobile Liability policies. Additionally, said certificates should reflect the name of the Parish Department receiving goods and services and reference the respective Jefferson Parish bid number.

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**JEFFERSON PARISH REQUIRED STANDARD INSURANCE****☒ WORKER'S COMPENSATION INSURANCE**

As required by Louisiana State Statute, exception; Employer's Liability, Section B shall be \$1,000,000 per occurrence when Work is to be over water and involves maritime exposures to cover all employees not covered under the State Worker's Compensation Act, otherwise this limit shall be no less than \$500,000 per occurrence.

Note: If your company is not required by law to carry workmen's compensation insurance, i.e. not a Louisiana company, sole employee of the company, then bidders must request a workmen's compensation insurance declaration affidavit prior to the bid opening date. This insurance declaration affidavit must be fully completed, signed, properly notarized and submitted with the bid. A scanned copy may be submitted with the bid; however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.

10/05/2016 14:27 Jefferson Parish Purchasing

(FAX)5043642693

P.009/009

BID 50-00117828

☒ COMMERCIAL GENERAL LIABILITY

Shall provide limits not less than the following: \$1,000,000.00 Combined Single Limit per Occurrence for bodily injury and property damage.

☒ COMPREHENSIVE AUTOMOBILE LIABILITY

Bodily injury liability \$1,000,000.00 each person; \$1,000,000.00 each occurrence.  
Property Damage Liability \$1,000,000.00 each occurrence.

Note: This category may be omitted if bidders do not/will not utilize company vehicles for the project or do not possess company vehicles. Bidder must request an automobile insurance declaration affidavit prior to the bid opening date. This insurance declaration affidavit must be fully completed, signed, properly notarized and submitted with the bid. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid; however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.

DEDUCTIBLES

No insurance required shall include a deductible not greater than \$10,000.00. The cost of the deductible shall be borne by the contractor.

NOTE: If the vendor requires a change in deductibles, the request must be submitted in writing to the Purchasing Department prior to the due date of the bid. Such request shall be reviewed by the Parish Attorney's Office with the concurrence of the Director of Risk Management.

UMBRELLA LIABILITY COVERAGE

An umbrella policy or excess may be used to meet minimum requirements.

FOR CONSTRUCTION AND RENOVATION PROJECTS:

The following are required unless otherwise specified in the bid. Such insurance is due upon contract execution.

1) OWNER'S PROTECTIVE LIABILITY

To be for the same limits of liability for bodily injury and property damage liability established for commercial general liability.

2) BUILDER'S RISK INSURANCE

The contractor shall maintain Builder's Risk Insurance at his own expense to insure both the owner (Parish of Jefferson) and contractor as their interest may appear.



**W-9**

**Request for Taxpayer  
Identification Number and Certification**

Give form to the  
requester. Do not  
send to the IRS.

Print or type See Specific Instructions on page 2.	Name (as shown on your income tax return) <b>KONE INC.</b>	
	Business name, if different from above	
	Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ ..... <input checked="" type="checkbox"/> Exempt payee <input type="checkbox"/> Other (see instructions) ▶	
	Address (number, street, and apt. or suite no.) <b>ONE KONE COURT</b>	Requester's name and address (optional) <b>42228</b>
	City, state, and ZIP code <b>MOLINE, IL 61265</b>	
	List account number(s) here (optional)	

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number
or
Employer identification number
<b>36 2357423</b>

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here	Signature of U.S. person ▶ <i>Christy Kuka</i>	Date ▶ <i>9-09-09</i>
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**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Purpose of Form**

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

**Note.** If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

**Definition of a U.S. person.** For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

**Special rules for partnerships.** Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity.

09 SEP 16 08:57:16

📍 2525 Quail Drive, Baton Rouge, 70808 📞 (225) 765-2301



## Louisiana State Licensing Board for Contractors



### Contractor Information

**Business Name** KONE INC.  
**Mailing Address** One Kone Court  
Moline, IL 61265  
**Phone Number** (309) 764-6771  
**Fax Number** 309-743-5266  
**Email Address** mona.howard@kone.com

### Active Licenses

**License Number** 2673  
**Type** Commercial License  
**Status** LICENSED  
**Effective** 01/02/2015  
**Expiration** 01/01/2018  
**First Issued** 01/01/1962

### Classifications

Class	Qualifying Party	Parishes
BUSINESS AND LAW	Timothy Keith Randolph Sr.	ALL
SPECIALTY: ELEVATORS, DUMBWAITERS AND ESCALATORS	Timothy Keith Randolph Sr.	ALL

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**Translate »**

**Tom Schedler**  
**Secretary of State**

**State of  
Louisiana  
Secretary of  
State**



**COMMERCIAL DIVISION**  
**225.925.4704**

Fax Numbers  
225.932.5317 (Admin. Services)  
225.932.5314 (Corporations)  
225.932.5318 (UCC)

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Name	Type	City	Status
KONE INC.	Business Corporation (Non-Louisiana)	WILMINGTON	Active

**Previous Names**

MONTGOMERY KONE INC. (Changed: 1/12/2000)

MONTGOMERY ELEVATOR COMPANY (Changed: 1/26/1995)

**Business:** KONE INC.  
**Charter Number:** 25609980F  
**Registration Date:** 12/20/1961

**Domicile Address**

1209 ORANGE ST.  
WILMINGTON, DE 19801

**Mailing Address**

ONE KONE COURT  
MOLINE, IL 61265

**Principal Business Office**

ONE KONE COURT  
MOLINE, IL 61265

**Registered Office in Louisiana**

501 LOUISIANA AVENUE  
BATON ROUGE, LA 70802

**Principal Business Establishment in Louisiana**

520 ELMWOOD PARK BLVD., SUITE 150  
JEFFERSON, LA 70123

**Status**

**Status:** Active  
**Annual Report Status:** In Good Standing  
**Qualified:** 12/20/1961  
**Last Report Filed:** 11/30/2015  
**Type:** Business Corporation (Non-Louisiana)

**Registered Agent(s)**

<b>Agent:</b> CORPORATION SERVICE COMPANY
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**Address 1:** 501 LOUISIANA AVENUE  
**City, State, Zip:** BATON ROUGE, LA 70802  
**Appointment Date:** 4/2/2007

**Officer(s)****Additional Officers:** No

**Officer:** KURT E. STEPANIAK  
**Title:** Secretary, Vice-President  
**Address 1:** ONE KONE CT.  
**City, State, Zip:** MOLINE, IL 61265

**Officer:** KENNETH E. SCHMID  
**Title:** Vice-President, Director  
**Address 1:** 4225 NAPERVILLE RD., STE. 400  
**City, State, Zip:** LISLE, IL 60532

**Officer:** LARRY WASH  
**Title:** President, Director  
**Address 1:** 4225 NAPERVILLE ROAD  
**Address 2:** SUITE 400  
**City, State, Zip:** LISLE, IL 60532

**Officer:** BLUM JEFFREY  
**Title:** Vice-President  
**Address 1:** 1751 HARBOR BAY PARKWAY  
**Address 2:** SUITE 150  
**City, State, Zip:** ALAMEDA, CA 94502

**Officer:** TIMOTHY JOYCE  
**Title:** Vice-President  
**Address 1:** 3550 GEORGE BUSBEE PARKWAY  
**Address 2:** SUITE 360  
**City, State, Zip:** KENNESAW, GA 30144

**Officer:** JAY DIETZ  
**Title:** Vice-President  
**Address 1:** 4225 NAPERVILLE ROAD  
**Address 2:** SUITE 400  
**City, State, Zip:** LISLE, IL 60532

**Officer:** MICHAEL JAMES  
**Title:** Vice-President  
**Address 1:** 3550 GEORGE BUSBEE PARKWAY  
**Address 2:** SUITE 360  
**City, State, Zip:** KENNESAW, GA 30144

**Officer:** CHARLES MOORE  
**Title:** Vice-President  
**Address 1:** 4225 NAPERVILLE ROAD  
**Address 2:** SUITE 400  
**City, State, Zip:** LISLE, IL 60532

<b>Officer:</b>	OIJALA JUSSI
<b>Title:</b>	Vice-President
<b>Address 1:</b>	4225 NAPERVILLE ROAD
<b>Address 2:</b>	SUITE 400
<b>City, State, Zip:</b>	LISLE, IL 60532
<b>Officer:</b>	RONALD BAGWILL
<b>Title:</b>	Vice-President
<b>Address 1:</b>	ONE ALLEN CENTER
<b>Address 2:</b>	700 CENTRAL EXPRESSWAY SOUTH
<b>City, State, Zip:</b>	ALLEN, TX 75013
<b>Officer:</b>	MICHAEL BAUSCHKA
<b>Title:</b>	Treasurer
<b>Address 1:</b>	ONE KONE COURT
<b>City, State, Zip:</b>	MOLINE, IL 61265
<b>Officer:</b>	DAHLQUIST JOHN
<b>Title:</b>	Officer
<b>Address 1:</b>	4225 NAPERVILLE ROAD
<b>Address 2:</b>	SUITE 400
<b>City, State, Zip:</b>	LISLE, IL 60532
<b>Officer:</b>	BARBARA BROCKMEYER
<b>Title:</b>	Officer
<b>Address 1:</b>	ONE KONE COURT
<b>City, State, Zip:</b>	MOLINE, IL 61265
<b>Officer:</b>	MIKKO KORTE
<b>Title:</b>	Vice-President
<b>Address 1:</b>	4225 NAPERVILLE ROAD
<b>Address 2:</b>	SUITE 400
<b>City, State, Zip:</b>	LISLE, IL 60532
<b>Officer:</b>	JOSEPH KANG
<b>Title:</b>	Officer
<b>Address 1:</b>	4225 NAPERVILLE ROAD
<b>Address 2:</b>	SUITE 400
<b>City, State, Zip:</b>	LISLE, IL 60532
<b>Officer:</b>	COREY WARD
<b>Title:</b>	Officer
<b>Address 1:</b>	4225 NAPERVILLE ROAD
<b>City, State, Zip:</b>	LISLE, IL 60532

## Mergers (1)

Filed Date	Effective Date:	Type	Charter#	Chater Name	Role
9/14/1973	9/14/1973	MERGE	25609980F	KONE INC.	SURVIVOR

**Amendments on File (21)**

<b>Description</b>	<b>Date</b>
Stmt of Chg or Chg Prin Bus Off	7/26/1971
Stmt of Chg or Chg Prin Bus Off	9/21/1972
Amendment	9/14/1973
Merger	9/14/1973
Amendment	9/21/1973
Amendment	4/18/1974
Amendment	3/10/1977
Amendment	7/18/1980
Stmt of Chg or Chg Prin Bus Off	1/30/1981
Amendment	8/17/1981
Stmt of Chg or Chg Prin Bus Off	2/22/1985
Stmt of Chg or Chg Prin Bus Off	4/1/1986
Stmt of Chg or Chg Prin Bus Off	2/1/1993
Name Change	1/26/1995
Disclosure of Ownership	9/13/1999
Name Change	1/12/2000
Disclosure of Ownership	6/12/2000
Stmt of Chg or Chg Prin Bus Off	4/2/2007
Revoked	3/30/2010
Reinstatement	7/15/2010
Stmt of Chg or Chg Prin Bus Off	12/28/2015

[Print](#)





## KONE People Flow - Solution for You

- Eco-efficient
- Reliable and space efficient
- Quick and easy installation

*Dedicated to People Flow™*



October 17, 2016

KONE Inc.  
Elevators & Escalators

520 Elmwood Park Blvd.,  
Suite 150  
Jefferson, LA 70123  
Mobile 504.208.8341  
[www.kone.us](http://www.kone.us)

Prepared by:  
Rick Clare  
[rick.clare@kone.com](mailto:rick.clare@kone.com)

**Reference**                      **Jefferson Parish FD - HQ**

**Site Address**                834 Soth Clearview  
Jefferson, LA

We are pleased to enclose, for your review and consideration, KONE's proposal to modernize your equipment located at the above address.

The offer is based on the following documents. In case of any differences or contradictions between the contents of the documents contained in this offer, the order of precedence is according to the numbering below. Should you have any questions or require additional information, please feel to contact Rick Clare directly. We look forward to hearing from you and working together on this project.

Best regards

**KONE Inc.**

Rick Clare  
Sr. Sales Consultant

The KONE solution offered is based on the following design information:

## Solution Specification

### Technical Equipment Data

Equipment-No.	Passenger Elevator
Rated Load	3000 lb
Rated Speed	125 fpm
Travel Height	12 ft 0 in
Number of floors	2

The KONE solution offered comprises design, manufacturing, supply and installation of following unit(s). Besides the technical specification we would highlight the key inclusions mentioned below.

### Offered Components

Car Door Panels	New car door panel(s) shall be provided where applicable. New door(s) shall be UL fire rated 1 ½ hour.
ReNova Door Operator	<p>A closed loop permanent magnet PWM high-performance door operator shall be provided to open and close the car and hoistway doors simultaneously. Door movement shall be cushioned at both limits of travel. An electric contact shall be provided on the car at each car entrance to prevent the operation of the elevator unless the car door is closed.</p> <p>The door operator shall be arranged so that, in case of interruption or failure of electric power, the doors can be readily opened by hand from within the car, in accordance with applicable code. Emergency devices and keys for opening doors from the landing shall be provided as required by the local code.</p> <p>Doors shall open automatically when the car has arrived at or is leveling at the respective landings. Door shall close after a predetermined time interval or immediately upon pressing of a car button. A door open button shall be provided in the car. Momentary pressing of this button shall reopen the doors and reset the time interval.</p> <p>Door hangers and tracks shall be provided for each car door. Tracks shall be contoured to match the hanger sheaves. The hangers shall be designed for power operation with provisions for vertical and lateral adjustment. Hanger sheaves shall have polyurethane tires and pre-lubricated sealed-for-life bearings.</p>
Curtain of Lights	The elevator car shall be equipped with an electronic protective device extending the full height of the car. When activated, this sensor shall prevent the doors from closing or cause them to stop and reopen if they are in the process of closing. The doors shall remain open as long as the flow of traffic continues and shall close shortly after the last person passes through the door opening.

*Dedicated to People Flow™*



**KCM831 Hydraulic Controller**    New Microprocessor Based Hydraulic Control System

**Signalization**    New signalization shall be provided as required.



## **Pricing Summary**

Proposal pricing is based on the scope of work as defined herein. Any additional work required will be performed only upon purchaser's approval of a mutually agreeable change proposal. Any other deficiencies revealed in the progress of the work will be promptly reported to the purchaser with recommendations and cost for corrective action.

**Total Sales Price (including tax)** **\$ 47,500.00**

**Pricing Conditions** This offer is valid for 90 days.

**Handover Date** Mutually agreeable project schedule will be determined at time of proposal acceptance. Current delivery lead time is 8 weeks from order receipt, deposit and approval of drawings.

**Downtime period** 3 weeks per unit

**Maintenance** Warranty & Maintenance not included within above price



## Tender Approval

**Receiver:**

KONE Inc.  
Elevators & Escalators  
Rick Clare  
Sr. Sales Consultant  
520 Elmwood Park Blvd., Suite 150  
Jefferson, LA 70123

**Sender:**

We accept the offer constituted by this proposal and agree to the conditions contained there in.

**Reference**

**Jefferson Parish FD - HQ**

**Equipment-No.**

Solution 1  
Door Panel(s)  
ReNova Door Equipment  
Curtain of Light  
KCM831  
Custom Fixtures

**Total Sales Price**

**\$ 47,500.00**

**Total Sales Price (including tax)**

**\$ 47,500.00**

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Salesperson's signature

\_\_\_\_\_  
Sales Manager's signature

\_\_\_\_\_  
Customer's signature



### Clarifications

Our proposal is based on the following clarifications:

- Contract terms between KONE Inc. and Purchaser shall be based on our Proposal and Attachments. (See Attachment "A" and "B")
- All new elevator equipment provided shall meet applicable ASME A17.1 code requirements. Any provisions of codes applicable to out-of-scope items shall be the Purchaser's responsibility. Cost of any future code changes adopted prior to permitting and completion are excluded.
- The existing cab and entrance dimensions, which may not meet current ADA or stretcher access rules, will be retained as is.
- Our proposal includes inspections and testing as required by the AHJ. However, any re-testing required due to other trades' failures to complete their work or tests in a timely manner will be billed at our regular billing rates.
- Proposal includes a standard one-year warranty. No costs for preventive maintenance services are included in this capital improvement pricing.
- The ASME code limits changes to the empty car weight + capacity of each elevator to 5% of the originally installed value. If past or proposed changes result in a change to the weight or system pressure (for hydraulic) greater than 5% above the original design values, the cost of any engineering and of any required modifications to the elevator system or structure shall be extra to this proposal scope and pricing. If this situation is discovered during the engineering process, KONE will notify purchaser and recommend an alternate design or other changes.
- In order to provide best pricing, proposal excludes any extra demobilizations and remobilizations. If we must demobilize from the jobsite for any reason outside our control, we shall be compensated at our regular billing rates.
- Proposal pricing is based on the scope of work as defined herein. Any additional work required will be performed only upon Purchaser's approval of a mutually agreeable change proposal. Any other deficiencies revealed in the progress of the work will be promptly reported to purchaser with recommendations and cost for corrective action.
- Asbestos: Notwithstanding anything contained to the contrary within this bid or contract, KONE's work shall not include any abatement or disturbance of asbestos containing material (ACM) or presumed asbestos containing materials (PACM). Any work in a regulated area as defined by Section 1910 or 1926 of the Federal OSHA regulations is excluded from KONE's scope of work without an applicable change order to reflect the additional costs and time. In accordance with OSHA requirements, the Customer shall inform KONE and its employees who will perform work activities in areas which contain ACM and/ or PACM of the presence and location of ACM and/or PACM in such areas which may be contacted during work before entering the area. Other than as expressly disclosed in writing, Customer warrants that KONE's work area at all times meets applicable OSHA permissible exposure limits (PELs). KONE shall have the right to discontinue its work in any location where suspected ACM or PACM is encountered or disturbed. Any asbestos removal or abatement, or delays caused by such, required in order for KONE to perform its work shall be the Customer's sole responsibility and expense. After any removal or abatement, customer shall provide documentation that the asbestos has been abated from the KONE work area and air clearance reports shall be made available upon request prior to the start of KONE's work.
- Purchaser shall provide any security, escort or other building service support personnel required during demolition, installation, testing, and inspections.
- For hydraulic elevators, we can assume no responsibility for unusual conditions such as hole cave in and complete hydraulic cylinder assembly embedded in concrete. The excavation of the hole to accommodate the new hydraulic cylinder assembly is based on encountering soil free of rocks, boulders, building construction members, sand, water, quicksand, underground caves and/or any other obstructions or unusual conditions. Should such obstructions or unusual conditions be encountered, additional time above or beyond the working days estimated to complete this project may be required. We will proceed with this portion of the project on a time and material basis, based on our normal billing rates.

New Orleans Branch

October 17, 2016

Jefferson Parish Purchasing Department  
Attn: Misty A. Camardelle  
200 Derbigny Street  
General Government Building, Suite 4400  
Gretna, LA 70053

**Re: Jefferson Parish Fire Department Headquarters  
Elevator Modernization and Maintenance Bid**



Elevators Escalators

KONE Inc.  
520 Elmwood Park  
Suite 150  
Jefferson, LA 7012  
Tel 504-208-8341  
www.kone.com  
rick.clare@kone.com

Dear Mist Camardelle,

We are pleased to attach our bid for the elevator work at the above location. Our bid is based upon the project specifications provided by the Jefferson Parish Purchasing Department and the following clarifications:

**Voluntary Alternate #1:** To furnish and install new KONE KCM control systems, KONE ReNova Door Operator, car door and Innovation Fixtures for elevators 1, please deduct \$0.00, including sales tax, from the total base bid.

**Specification Clarifications:**

Accept \_\_\_\_\_ Decline \_\_\_\_\_ (Please Initial)

**Finishes:**

Our base bid includes #4SS finish on replacement fixtures.

**Bid Form:**

Lead times and schedule are subject to change based upon crew availability.

**Extra Parts:**

KONE shall supply a complete set of boards in our local inventory and are the property of KONE. The owner can purchase any replacement boards from KONE for an additional cost.

**Paint:**

We have not included painting of the rails, brackets, car sling, platform, cab shell, or machine room walls.

**Indemnity:**

Indemnification will be proportional only to the extent of the negligent acts or omissions of KONE agents, employees and subcontractors, but does not include liability for the negligence of KONE.

**Contractor's Liability Insurance:**

Our bid is based on KONE's standard insurance. Please see enclosed sample certificate of insurance. In lieu of Additional Insured requirement KONE shall provide an Owner's and Contractor's Protective Liability Policy in which Owner shall be the named insured. Limit to be \$2,000,000.

**Occupied Building:**

Our bid is based on performing all required work (except painting) during normal business hours.

**Communication:**

All required phone lines will be provided by the Owner.

**Items Excluded From Contract:**

KONE shall not be obligated to: make safety tests other than those specified herein; install new attachments or equipment adjustments, whether or not recommended or directed by insurance companies or by federal, state, municipal, ASME codes or other governmental or non-governmental authorities; make changes or adjustments required by new or retroactive code changes; make renewals or repairs necessitated by fluctuations in the building AC power systems, adverse machine room conditions (including temperature variations below 60 degrees and above 90 degrees Fahrenheit), excessive humidity, adverse environmental conditions, water damage, prior water exposure, rust, fire, explosion, acts of God, misuse, obsolescence, vandalism, theft, war, acts of government, labor disputes, strikes, lockouts or tampering with the elevator equipment by unauthorized personnel; make repairs or renewals for damage or deterioration caused by UV rays; make renewals or repairs necessitated by negligence or misuse of the equipment or any other cause beyond its control except ordinary wear and tear.

**General Clarifications:**

The completion of work or delivery of material specified in this agreement is subject to delays caused directly or indirectly by embargoes, strikes, lockout, common carriers, accidents or by any other similar or dissimilar cause beyond KONE's control, for which KONE is to be held harmless.

Neither party shall be liable for incidental, consequential, or liquidated damages.

Proposal excludes any extra demobilizations and remobilizations. If we must demobilize from the jobsite for any reason outside our control, we shall be compensated at our regular billing rates.

Any additional work required will be performed only upon Purchaser's approval of a mutually agreeable change proposal. Any other deficiencies revealed in the progress of the work will be promptly reported to purchaser with recommendations and cost for corrective action.

It is assumed that we may work between the hours of 7:00 AM and 4:30 PM, Monday – Friday. No overtime or premium time work has been included within our base bid. The standard wage rate is assumed.

With regards to installation of any new cab interiors; The ASME code limits changes to the empty car weight + capacity of each elevator to 5% of the originally installed value. If past or proposed changes result in a change to the weight or system pressure greater than 5% above the original design values, the cost of any engineering and of any required modifications to the elevator system or structure shall be extra

to this proposal scope and pricing. If this situation is discovered during the engineering process, KONE will notify purchaser and recommend an alternate design or other changes.

The Following Documents are also included:

- Scope of Work: MCE Controls with Innovation Fixtures
- Voluntary Alternate #1 Scope of Work: KONE Controller, ReNova Door Operator & Innovation Fixtures
- Bid Attachment 'A'
- Bid Attachment 'B'

We appreciate the opportunity to provide you with this quote for this project. We would be glad to set up a meeting with you at your convenience to discuss any questions you may have.

Sincerely Yours,  
KONE Inc.

A handwritten signature in black ink, appearing to read 'Rick Clare', is positioned above the printed name.

Rick Clare  
Sr. Sales Consultant  
Modernization





## KONE People Flow - Solution for You

- Eco-efficient
- Reliable and space efficient
- Quick and easy installation

*Dedicated to People Flow™*



October 17, 2016

KONE Inc.  
Elevators & Escalators

520 Elmwood Park Blvd.,  
Suite 150  
Jefferson, LA 70123  
Mobile 504.208.8341  
[www.kone.us](http://www.kone.us)

Prepared by:  
Rick Clare  
[rick.clare@kone.com](mailto:rick.clare@kone.com)

**Reference**                      **Jefferson Parish FD - HQ**

**Site Address**                834 South Clearview  
Jefferson, LA

We are pleased to enclose, for your review and consideration, KONE's proposal to modernize your equipment located at the above address.

The offer is based on the following documents. In case of any differences or contradictions between the contents of the documents contained in this offer, the order of precedence is according to the numbering below. Should you have any questions or require additional information, please feel to contact Rick Clare directly. We look forward to hearing from you and working together on this project.

Best regards

**KONE Inc.**

Rick Clare  
Sr. Sales Consultant



The KONE solution offered is based on the following design information:

## **Solution Specification**

### **Technical Equipment Data**

<b>Equipment-No.</b>	Passenger Elevator
<b>Rated Load</b>	3000 lb
<b>Rated Speed</b>	125 fpm
<b>Travel Height</b>	12 ft 2 in
<b>Number of floors</b>	2

The KONE solution offered comprises design, manufacturing, supply and installation of following unit(s). Besides the technical specification we would highlight the key inclusions mentioned below.

### **Offered Components**

#### **Hydraulic Controller**

A new controller shall be provided. All controller relays, printed circuit boards, solid state devices and other items of control equipment will be mounted on a common panel or individual panels which are made of an approved moisture-resisting, noncombustible material and will have suitable dielectric and structural properties. The panel(s) will be securely mounted on a substantial, self-supporting steel frame with fastenings suitable for panel demounting.

Switches and relays will be of the direct current type, magnet operated, with contacts of design and material to ensure maximum conductivity, long life and reliable operation without overheating or excessive wear and provide a wiping action to prevent sticking due to fusion. Switches carrying highly inductive currents will be provided with arc-deflectors or suppressor. Wiring on the controller, whether factory or field wiring, will be done in neat, workmanlike order and connections will be made with studs and/or terminals by means of grommets, solder or solder-less lugs or similar connections.

Terminal blocks with identifying studs will be provided on the controller for connection of board wiring and external wiring.

Identifying symbols or letters will be permanently marked on or adjacent to each device on the controller and the markings will be identical with markings used on the wiring diagrams. In addition to the identifying marks, the ampere rating will be marked adjacent to all fuse holders.

#### **Signalization**

New signalization shall be provided as required.



**Pricing Summary**

Proposal pricing is based on the scope of work as defined herein. Any additional work required will be performed only upon purchaser's approval of a mutually agreeable change proposal. Any other deficiencies revealed in the progress of the work will be promptly reported to the purchaser with recommendations and cost for corrective action.

**Total Sales Price (including tax)** **\$ 47,500.00**

<b>Pricing Conditions</b>	This offer is valid for 90 days.
<b>Handover Date</b>	Mutually agreeable project schedule will be determined at time of proposal acceptance. Current delivery lead time is 5 weeks from order receipt, deposit and approval of drawings.
<b>Downtime period</b>	2 weeks per unit
<b>Maintenance</b>	Warranty & Maintenance not included



## **Tender Approval**

**Receiver:**

**Sender:**

KONE Inc.  
Elevators & Escalators  
Rick Clare  
Sr. Sales Consultant  
520 Elmwood Park Blvd., Suite 150  
Jefferson, LA 70123

We accept the offer constituted by this proposal and agree to the conditions contained there in.

**Reference**

**Jefferson Parish FD - HQ**

**Equipment-No.**

Solution 1  
Custom Controller Hydro  
Custom Fixtures

**Total Sales Price**

**\$ 47,500.00**

**Total Sales Price (including tax)**

**\$ 47,500.00**

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Salesperson's signature

\_\_\_\_\_  
Sales Manager's signature

\_\_\_\_\_  
Customer's signature



### Clarifications

Our proposal is based on the following clarifications:

- Contract terms between KONE Inc. and Purchaser shall be based on our Proposal and Attachments. (See Attachment "A" and "B")
- All new elevator equipment provided shall meet applicable ASME A17.1 code requirements. Any provisions of codes applicable to out-of-scope items shall be the Purchaser's responsibility. Cost of any future code changes adopted prior to permitting and completion are excluded.
- The existing cab and entrance dimensions, which may not meet current ADA or stretcher access rules, will be retained as is.
- Our proposal includes inspections and testing as required by the AHJ. However, any re-testing required due to other trades' failures to complete their work or tests in a timely manner will be billed at our regular billing rates.
- Proposal includes a standard one-year warranty. No costs for preventive maintenance services are included in this capital improvement pricing.
- The ASME code limits changes to the empty car weight + capacity of each elevator to 5% of the originally installed value. If past or proposed changes result in a change to the weight or system pressure (for hydraulic) greater than 5% above the original design values, the cost of any engineering and of any required modifications to the elevator system or structure shall be extra to this proposal scope and pricing. If this situation is discovered during the engineering process, KONE will notify purchaser and recommend an alternate design or other changes.
- In order to provide best pricing, proposal excludes any extra demobilizations and remobilizations. If we must demobilize from the jobsite for any reason outside our control, we shall be compensated at our regular billing rates.
- Proposal pricing is based on the scope of work as defined herein. Any additional work required will be performed only upon Purchaser's approval of a mutually agreeable change proposal. Any other deficiencies revealed in the progress of the work will be promptly reported to purchaser with recommendations and cost for corrective action.
- Asbestos: Notwithstanding anything contained to the contrary within this bid or contract, KONE's work shall not include any abatement or disturbance of asbestos containing material (ACM) or presumed asbestos containing materials (PACM). Any work in a regulated area as defined by Section 1910 or 1926 of the Federal OSHA regulations is excluded from KONE's scope of work without an applicable change order to reflect the additional costs and time. In accordance with OSHA requirements, the Customer shall inform KONE and its employees who will perform work activities in areas which contain ACM and/ or PACM of the presence and location of ACM and/or PACM in such areas which may be contacted during work before entering the area. Other than as expressly disclosed in writing, Customer warrants that KONE's work area at all times meets applicable OSHA permissible exposure limits (PELs). KONE shall have the right to discontinue its work in any location where suspected ACM or PACM is encountered or disturbed. Any asbestos removal or abatement, or delays caused by such, required in order for KONE to perform its work shall be the Customer's sole responsibility and expense. After any removal or abatement, customer shall provide documentation that the asbestos has been abated from the KONE work area and air clearance reports shall be made available upon request prior to the start of KONE's work.
- Purchaser shall provide any security, escort or other building service support personnel required during demolition, installation, testing, and inspections.
- For hydraulic elevators, we can assume no responsibility for unusual conditions such as hole cave in and complete hydraulic cylinder assembly embedded in concrete. The excavation of the hole to accommodate the new hydraulic cylinder assembly is based on encountering soil free of rocks, boulders, building construction members, sand, water, quicksand, underground caves and/or any other obstructions or unusual conditions. Should such obstructions or unusual conditions be encountered, additional time above or beyond the working days estimated to complete this project may be required. We will proceed with this portion of the project on a time and material basis, based on our normal billing rates.





## Bid Attachment "A" / KONE Inc. General Terms and Conditions

### 1. APPLICATION OF THESE TERMS

The parties agree to be bound by the terms and conditions contained in the Bid Letter, this Bid Attachment A and Bid Attachment B, including the documents incorporated herein by reference (collectively, the "Proposal").

### 2. SPECIAL PURCHASING REQUIREMENTS

This Proposal is made without regard to compliance with any special sourcing and/or manufacturing requirements including, but not limited to, Buy America, Buy American, U.S. Steel, FAR clauses, minority / disadvantaged supplier requirements or similar federal and/or state procurement laws. Should such requirements be applicable to this Project, KONE reserves the right to modify and/or withdraw its Proposal.

### 3. PROPOSAL CONDITIONS

The Proposal shall be open for acceptance within the period stated in the Bid Letter, or when no period is stated, for a period of 30 days from the date of the Bid Letter. Prior to commencing manufacture of the equipment described in the Bid Letter ("Equipment"), KONE must have (i) a fully executed contract; (ii) a schedule acceptable to KONE identifying the Equipment installation start date, or date ("Ship Date Letter") signed by Customer, which, as applicable, is incorporated by reference herein; (iii) the first payment in Section 5 herein; and (iv) fully approved KONE layouts.

### 4. INSTALLATION

Customer shall be responsible for procurement and cost of all permits, except permits related to installation of the Equipment. This Proposal is conditioned upon KONE using its standard installation method. The installation of the Equipment shall start after Customer has completed all site requirements in Bid Attachment B and any other documents describing site requirements ("Site Requirements"), all of which are incorporated by reference herein. Within two (2) weeks prior to the scheduled delivery date for KONE's materials, KONE shall verify that the Site Requirements are complete and notify Customer if there are outstanding deficiencies preventing KONE from beginning installation. If there are any deficiencies, KONE shall be

entitled to delay the start of installation and Customer shall be responsible for all additional costs incurred by KONE, including without limitation, costs associated with: labor reallocation, re-directing materials to and storage in a KONE Distribution Center, additional labor for double handling of materials, and additional trucking, freight and insurance. Should Customer elect not to use a storage facility and direct KONE to deliver material to the site, Customer accepts all responsibility for material on site. Once the Site Requirements are completed, the start of installation shall be subject to the availability of labor and the delivery of material, if applicable. KONE shall not participate in a composite clean-up crew or any costs thereto. KONE shall not attend jobsite meetings until mobilized onsite.

KONE's work shall be performed during regular union working hours of regular working days, Monday to Friday, statutory holidays excluded. If overtime is mutually agreed upon and performed, the additional costs for such work shall be added to the Price at KONE's standard overtime rates. If the installation cannot be performed in an uninterrupted manner for any reason beyond KONE's control, Customer shall store and protect the Equipment at Customer's risk and cost and compensate KONE for any costs caused by such delay including, but not limited to, double handling of Equipment and demobilization.

KONE shall not be required to perform overtime or any Customer directed change to its work ("Extra Work") without an executed change order. No action by KONE, including but not limited to, performing Extra Work without an executed change order, shall be a waiver of KONE's right to seek payment for Extra Work performed. KONE shall be entitled to an extension of time and an equitable increase in the Price, including but not limited to, increased costs of labor, in the direction of KONE personnel, resulting from any change in area, acceleration, or out of

KONE shall take reasonable work-in-place while KONE and until execution of a KONE Acceptance, which is incor

entitled to an equitable adjustment of limited to, any of scheduled overtime, re- sequence work. Methods to protect actively on site Inform Fin



herein. Should damage occur to KONE property, material or work-in-place by fire, theft or vandalism, Customer shall compensate KONE for said damages. KONE shall abide by Customer's safety policies and procedures to the extent such policies and procedures are not in conflict with KONE's Safety Policy. Testing and/or security features of Equipment must be completed before Equipment turnover. KONE is not responsible for damages, either to Equipment or the building, or for any personal injury or death, arising out of or resulting from any code required safety tests performed on Equipment or hoistway access granted by Customer to other trades prior to Equipment turnover.

#### **5. TEMPORARY USE**

Temporary use of Equipment may be permitted, provided the use period allows adequate time for Equipment restoration for final turnover and Customer executes KONE's Temporary Use Agreement. Temporary use shall be invoiced separately and subject to payment terms in Section 7 herein. At the end of temporary use, Customer shall return the Equipment to KONE in "like new" condition.

#### **6. HAZARDOUS MATERIALS**

Notwithstanding any contract provisions to the contrary, KONE's work shall not include any abatement or disturbance of asbestos containing material ("ACM"), presumed asbestos containing materials ("PACM"), or other hazardous materials (i.e. lead, PCBs) (collectively "HazMat"). KONE shall have the right to discontinue its work in any location where suspected HazMat is encountered or disturbed. Any HazMat removal or abatement, or delays caused by such, required in order for KONE to perform its work shall be Customer's sole responsibility and expense. Should any HazMat abatement occur within the shaft or machine room, Customer shall execute KONE's Hoistway or Pit Access Request. If any HazMat is known to be present on site before the start of work, HazMat removal or abatement shall be completed prior to KONE scheduling installation and delivering material.

#### **7. PAYMENT TERMS**

Payments are due 30 days from invoice date, based on benchmarks as follows:

- 30% of the Price for engineering, site management, and overhead, billable and due upon execution of this Proposal or receipt of the subcontract;

- 50% of the Price for material and shipping, billable and due upon delivery of material to the jobsite or KONE Distribution Center;

- 20% of the Price for Equipment installation, billable and due at the billing cycle following the start of installation.

KONE reserves the right to delay, suspend, or stop the work, including manufacturing, delivery, installation and/or Equipment turnover, for non-payment, without liability to KONE or being held in default. Simple interest at 1.5% per month shall be charged on amounts not paid when due. Payments to KONE are not contingent on any third party payments to Customer. Customer shall reimburse KONE for all costs of collection, including courts costs and reasonable attorneys' fees.

Prior to turnover, KONE must receive a final punchlist and be paid in full, less 10% maximum retention, the Price including all change orders. Retention shall be due and payable within 30 days of execution of the Uniform Final Acceptance or Equipment turnover, whichever occurs first.

If certified payroll reporting is required, KONE will submit the requested reporting in the format of the U.S. Department of Labor form WH 347 & WH 348. The Price does not include Textura or any other special billing requirements, which can be added via change order at a rate of 0.3% of the Price.

#### **8. PROPERTY RIGHTS**

The delivered material remains the property of KONE and KONE retains title thereto until final payment is made. The proprietary and intellectual property rights to the Equipment, drawings, technical documentation, and software shall remain solely with KONE. All software supplied by KONE with Equipment contains a limited license to Customer or its successors for the use and operation of the Equipment. Use of such software for any other purpose is prohibited. KONE shall not provide any information such as KONE's internal manuals, manufacturing drawings, source codes, or other proprietary and confidential information, all of which are excluded from the Proposal.

Any tools, devices, or other equipment that KONE uses to perform its work or monitor the Equipment remains the sole property of KONE.



If this Proposal terminates or expires for any reason, Customer will give KONE access to the premises to remove such equipment at KONE's expense.

#### **9. CLOSE-OUT**

Upon turnover, KONE requires a signed Uniform Final Acceptance. KONE shall provide its standard electronic O&M manuals with CD-ROMs in electronic format, if applicable, upon execution of the Uniform Final Acceptance. Standard KONE samples shall be provided upon request. No mock-ups or video training are included.

#### **10. LIMITED WARRANTY**

For one (1) year after the acceptance date set forth in the signed Uniform Final Acceptance, date of Equipment turnover, or date of Customer's use of Equipment (unless such use is pursuant to the Temporary Use Agreement), whichever occurs first, KONE warrants Equipment against defect in workmanship and material. The warranty excludes remedy for damage or defect caused by abuse, misuse, vandalism, neglect; use other than the intended purpose; repairs, alteration or modifications not executed by KONE; improper or insufficient maintenance, improper operation, characteristics of the building such as electrical power or security features, natural or other catastrophe such as flood, fire, or storm, or normal wear and tear and normal usage. The warranty excludes training or instruction in the proper operation or maintenance of Equipment. Specific noise ratings and energy efficiencies cannot be guaranteed due to different building characteristics and ambient noise levels. Customer's remedy is limited to repair or replacement of a defective part, in KONE's sole discretion, and excludes labor. KONE DISCLAIMS ANY OTHER WARRANTY OF ANY KIND, EITHER EXPRESSED OR IMPLIED, INCLUDING WITHOUT LIMITATION, THE IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT.

#### **11. LIABILITY LIMITATION**

Notwithstanding any other provision to the contrary, KONE shall only indemnify and hold Customer harmless for claims, damages, losses or expenses ("Claims") due to bodily injury, including death, or tangible property damage (excluding loss of use) to the extent

caused by KONE's negligent acts or omissions. KONE shall not indemnify Customer for any other types of Claims. Customer agrees to indemnify and hold KONE harmless from any Claim for bodily injury, including death, or tangible property damage in connection with the use or operation of Equipment. Each party shall defend itself in the event of a Claim.

#### **12. INSURANCE**

KONE will not name any party as additional insured to its policies. KONE shall not provide loss runs, copies of its insurance policies or no-fault medical payments coverage. If the Project is covered by an Owner/Contractor Controlled Insurance Program, KONE agrees to participate provided there is no cost to KONE, no reduction in the Price, and subject to KONE's review of the proposed program.

#### **13. DAMAGES**

Notwithstanding anything to the contrary, in no event shall either party be liable to the other party for any consequential, special, punitive, exemplary, liquidated, incidental, or indirect damages (including, but not limited to, loss of profits or revenue, loss of goodwill, loss of use, increase in financing costs) (collectively, "Consequential Damages") that arise out of or relate to this Proposal even if such party has been advised of the possibility of such Consequential Damages. The limitation set forth in this section shall apply whether the claim is based on contract, tort or other theory. The limitation set forth in this section shall not, however, apply to any (i) indemnification obligations for third-party Claims; or (ii) breach by either party of any confidentiality obligations.

#### **14. PROJECT DELAYS**

KONE shall not be liable for any loss, damage, claim, or delay due to any cause beyond KONE's control, including, but not limited to, acts of government, strikes, lockouts, work interruption or other labor disturbance, delays caused by others, fire, explosion, theft, floods, inclement weather, riot, civil commotion, war, malicious mischief, or acts of God. Customer shall compensate KONE for labor and material cost escalations resulting from Project delays not caused by KONE, which extend completion of KONE's work beyond the end of the current calendar year. Customer is on notice that IUEC labor rates increase annually.

#### **15. CONCEALED OR UNKNOWN CONDITIONS**

If KONE encounters conditions at the site that are subsurface, differ materially from what is represented in the contract documents, or otherwise concealed physical conditions, KONE shall be entitled to an extension of time and additional costs for the performance of its work, which shall not be subject to any payment conditions or contingencies.

deemed a waiver of any rights or remedies that such party may have or a waiver of any subsequent breach or default under this Proposal.

#### **16. BACKCHARGES**

KONE shall not be responsible for backcharges unless Customer provides notice prior to incurring such charges, supporting documentation and such charges directly arise out of KONE's failure to perform under the Proposal.

#### **17. TERMINATION**

If a party materially breaches this Proposal, the other party shall provide written notice of the breach and a reasonable time to cure the breach, but in no event less than 30 days. If the breaching party fails to cure the breach within the specified time period, the non-breaching party may terminate the Proposal upon 15 days written notice to the other party. If KONE notifies Customer of a material breach pursuant to this paragraph, KONE may temporarily suspend its work without liability.

#### **18. MISCELLANEOUS**

This Proposal shall be governed by the laws of the state where the Project is located, and venue for disputes shall be located in that state. This Proposal, including the documents incorporated herein by reference, embodies the entire agreement of the parties and supersedes all prior negotiations, agreements, and understandings relating to the subject matter hereof. Where a conflict or ambiguity exists between this Proposal and any other contract document (including but not limited to, Customer's drawings and specifications), the terms and conditions of this Proposal shall control. This Proposal may not be amended or changed except by a writing signed by both parties. This Proposal may be executed in one or more counterparts. Each counterpart shall be considered an original and all of the counterparts shall constitute a single agreement binding all the parties as if all had signed a single document. For purposes of executing this Proposal, a document signed by electronic means is to be treated as an original document. The failure of either party to insist upon performance or strict performance of any of the terms or conditions of this Proposal shall not be



**Bid Attachment "B"**  
**Site Requirements / Work by Other Trades**

The work described below is a summary of work to be performed by others ("Work by Other Trades") that may be required in conjunction with the elevator modernization performed by KONE (the "Work"). Purchaser shall provide any and all building electrical, structural and mechanical system upgrades required for code compliance, life safety, and proper equipment installation and operation. The Authorities Having Jurisdiction (AHJ) may require additional remedial or preparatory work. All required remedial or preparatory work shall be performed by properly licensed trade contractors in compliance with applicable codes and based on a schedule of performance that allows for uninterrupted progress of the Work. Under no circumstances shall KONE be responsible for any cost associated with the performance of remedial work by others.

**Purchaser shall provide the following unless specifically included in KONE's Work:**

**Electrical**

- A properly rated three phase fused disconnect switch, externally operable and lockable in the open position, located as required by code. Accommodate any increases in motor size or feeder loads.
- A dedicated 110 VAC fused disconnect switch, externally operable and lockable in the open position adjacent to the machine room door for cab lighting and ventilation, located as required by code
- Shunt-trip disconnect if fire sprinklers are present in machine room or hoistway.
- GFI 120 VAC convenience outlets in machine room and pit.
- Separate outlet in the pit area if a sump pump is installed.
- Telephone line service brought to the elevator machine room for emergency communication device.
- Any required RF shielding of TV or radio transmitters, antennae and/or wave-guides.
- Conduit with pull boxes from each elevator bank to any remote fire control or communication panels specified
- If required by building code, standby/emergency power , sufficiently sized to provide power of permanent characteristics to each elevator's disconnect, simultaneously, upon loss of regular power, including feeders, transfer switches and auxiliary contact signal outputs to elevator controllers.

**Machine Room**

- A code-compliant machine room. Provide or maintain fire rating as required by building code.
- Fire-rated door for access into the machine room. Door shall be self-closing and self-locking, operable from inside the room without the use of a key.
- Independent ventilation or an air conditioning system for the elevator machine room, to assure temperature is maintained between 65 degrees and 95 degrees Fahrenheit.
- Fire extinguisher inside machine room.
- Minimum clear machine room height of 7'-0".
- Suitable lighting that provides a minimum of 19 ftc at floor.
- Removal of any non-elevator related equipment and materials from within the machine room and proper disposal of oil and other hazardous or non-hazardous substances and materials.

**Hoistway**

- A code-compliant hoistway, constructed in accordance with KONE's requirements and specifications. Provide or maintain fire rating as required by building code.
- Patching of all holes in hoistway walls with fire rated material.

- Beveling all ledges within hoistway measuring over 4".
- Removal of any non-elevator related equipment and materials from within the hoistway and proper disposal of oil and other hazardous or non-hazardous substances and materials.
- A guarded light fixture and light switch in pit. Switch must be located 42" above the lowest landing floor level.
- A means of displacing water located in the pit and containing and disposing of oil, chemicals, and other substances in compliance with environmental laws and regulations (KONE assumes no responsibility for discharge of oil, chemicals, and other substances into storm water systems, sanitary sewer systems, retention ponds, etc.).
- Elevator hoistway ventilation to the outside atmosphere as required by building code.

#### **Fire Service**

- Fire alarm smoke detectors with wiring and relays in the machine room terminating at elevator controller.
- Fire alarm initiating devices must be located in front of each elevator entrance as well as in the machine room and at the top of the hoistway.
- Where sprinklers exist in the machine room and/or hoistway, a fire alarm initiating device within 12" of each sprinkler head.

#### **Access Integration/Security**

- Our proposal includes KONE logic and provisions for the specified Touchscreen(s), Keypad Destination Operating Panel(s), Monitoring System(s) and Multi-Media Equipment.
- Card Readers and/or any additional required hardware & software for proper functionality of access control/security system(s) shall be furnished and installed by others.
- Any required software to ensure proper communication between KONE control system(s) and building system(s) shall be the responsibility of others.
- A designated 115V 15A circuit is required at each of the remote monitoring stations.
- KONE recommends a minimum 100 Mbit/s Ethernet for each of the following application(s): Integrated Touchscreen/Keypad Destination Operating Panels, Monitoring System, Multi-Media Equipment, and Card Readers.

#### **Counterweighting**

- Pricing is based upon the existing car to counterweight weight ratio being consistent with elevator industry standards. This is defined as the counterweight weight being equal to the empty car weight plus 40%. The actual assemblies will be weighed during the modernization process. If modifications are required to correct the existing weight balance, these modifications will be provided at additional cost.

#### **RK1 Fuses and Circuit Breakers**

- Fuses are to be current limiting class RK1 or equivalent. Circuit breakers are to have current limiting characteristics equivalent to RK1 fuses. Provisions of these fuses are the responsibility of others, not KONE.

#### **General**

- Access to the building to perform the Work and for deliveries with dry, protected storage adjacent to the hoistway.
- Cutting of existing walls, floors and finishes, together with all repairs made necessary by such cutting or changes, e.g. cutting of lobby walls for flush hall fixtures and removal of encroaching lobby features such as wall-mounted ashtrays. Removal, replacement, and/or repair of any mirrors, millwork, plaster, stone or other special hall finishes.

- All work of other trades must be complete and ready at time of first elevator inspection, or elevator will not be released for operation by the AHJ. If the AHJ does allow temporary operation under a Temporary Operating Inspection (TOI), any associated costs shall be Purchaser's responsibility.
- Our tender is based on suitable site conditions, material and tooling storage space, and bathroom access being available on site.
- Safe working environment must be provided and supported by provision for adequate entrance protection, means of hoisting, hoistway dividing screens, and protection of floors walls and doors etc.
- Emergency evacuation procedures to be clearly defined where required. Subject to site survey and actions agreed.
- Any portion of the Work that is subject to the permissions of local authorities beyond the elevator permits must be identified to KONE. Responsibility for permits to be agreed. Permits and appropriate signage indicating any changes to pedestrian access routes for building users must be in place prior to start of the Work.
- Elevator installation methods requires the integrity of the existing Safety Gear and Overspeed protection devices, and are therefore subject to verification of suitability prior to commencement of the work. Any remedial work required or alternative solution is not included in this tender.



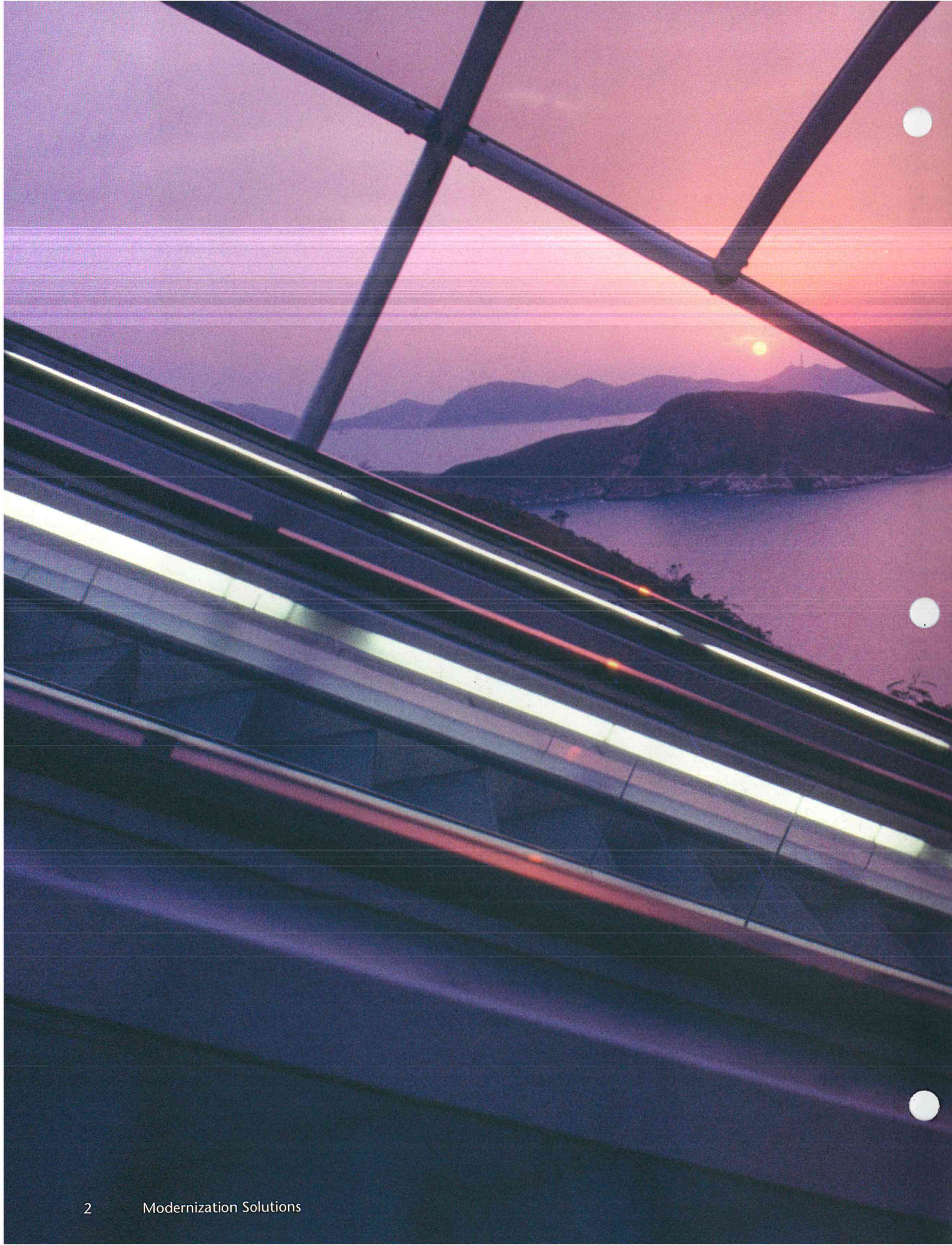
*Dedicated to People Flow™*



FOR A LIFETIME OF RELIABLE PEOPLE FLOW

# KONE Modernization • Solutions









## Why modernize?

Improved traffic flow. Shorter waiting times. Better reliability. Modernization increases safety and enhances the aesthetic appearance of an elevator. Energy-efficient, reliable systems combined with modern, stylish interiors naturally add to a building's value.

- Passengers enjoy increased safety, accessibility and comfort.
- Building managers benefit from reduced operation expenses, maximum system availability and predictable life-cycle management costs.
- Building owners gain greater tenant satisfaction and retention as well as enhanced property value.



# And when?

With KONE Care for Life™ services, we help you determine when and how to modernize, with a thorough assessment of the safety, accessibility, reliability, eco-efficiency and appearance of your elevator or escalator. Based on the KONE Care for Life assessment, you replace only the components or modules that need to be replaced and keep the rest. The solution you choose can range from individual components, to modernization packages, to full replacement.

## Step 1 – When to modernize?

- Is your equipment more than 10 years old?
- Does it meet the latest safety regulations?
- Does it consume more energy than a modern solution?
- Do passengers use it with peace of mind?
- Is the elevator or escalator often out of order?
- Does your elevator or escalator look outdated?
- Does it meet accessibility requirements?

## Step 2 – What to modernize?

### KONE Care For Life assessment:

- Precise analysis of elevator and escalator performance, aesthetics, accessibility, eco-efficiency and safety
- The focus in elevators is on hoisting equipment, electrification, signalization, cars and doors
- The focus in escalators is on the drive system, step chain, electrification and aesthetics
- KONE solutions include: replacing components, modular modernization, modular modernization packages and full replacement

## Step 3 – Why modernize with KONE?

- Based on the KONE Care for Life analysis, KONE offers a tailored solution
- KONE offers a complete range of cost-effective solutions to improve safety, accessibility, reliability, aesthetics and performance
- Minimum disruption to passengers and tenants
- Predictable elevator and escalator modernization and budgeting

KONE Care for Life services meet your modernization needs – when you need it. Whether it's an individual component or a full replacement, KONE has the solution.







### **Aesthetics**

First impressions matter – and the elevator or escalator is often the first thing tenants or customers see when they enter the building. Contemporary design and quality materials improve the image of the building.

### **Safety**

Safety means more than conforming with local laws and regulations – though that is important; minimizing potential risks is the goal, and the end result is peace of mind for staff, tenants and visitors.

### **Accessibility**

Proper accessibility makes the equipment safer and more convenient for all. Leveling accuracy and larger car capacities increase accessibility.

### **Performance**

Reliable, efficient, continuous operation is important to ensure smooth people flow in the building. It also saves energy and makes maintenance costs more predictable.

### **Eco-efficiency**

Mechanical systems such as gears and hoisting machines can last for decades, but electronic systems and safety regulations could change considerably over time. With modular modernization, you keep the components that work and modernize the rest. With full elevator replacement, you can achieve energy savings of 50-70% compared to the old equipment. KONE's modernization solution for escalators provides substantial energy savings, significantly reduces waste from demolition and reduces oil consumption by two-thirds.





## Taking care of people by taking care of technology

A primary concern when modernizing an elevator is to improve the safety and convenience for the passengers. The elevators stop precisely at the landing floor level, making it safer for all passengers to enter and leave. The KONE Remote Monitoring System automatically alerts the KONE Customer Care Center™ in the event of a malfunction. Often a problem can be solved even before passengers are aware of it. For passengers' peace of mind, KONE Remote Monitoring Voice Link offers round-the-clock, two-way voice communication with the KONE Customer Care Centers.

Another major concern, as a result of rising energy prices and greater concern for the environment, is energy efficiency. A modern KONE elevator solution consumes less than half as much energy as an elevator built a few decades ago. Even without full replacement, you can achieve significant eco-efficiency improvements by installing LED lights or standby systems, for example.

Depending on the results of the KONE Care for Life analysis, KONE can recommend a solution ranging from regular maintenance, to modular modernization to full replacement. These cost-effective solutions enable the modernization to be completed with the least possible disruption and in the shortest possible time.



## ELEVATOR MODERNIZATION

### Full replacement

A new elevator in an existing building is easier than you might think. We focus on minimizing disruption for building residents, while delivering a successful installation, on budget and on time. KONE full replacement solutions are designed and manufactured as complete units, not as an assembly of parts from various sources, so customers and passengers will enjoy an elevator that looks and works like new – and that they can use with peace of mind.

The KONE EcoSpace EB™ is an innovative solution designed specifically for replacing existing elevators, giving you an alternative to modernization. This Machine Room-Less design is the first turnkey full replacement elevator solution for existing hydraulic elevators and is based on the revolutionary KONE EcoDisc® hoisting machine, reducing energy consumption by up to 70% compared with conventional hydraulic elevator systems.

### Modular modernization

In recent years, new elevator safety requirements have been introduced and others updated. Expectations of energy efficiency are more demanding than was the case even a few years ago. Passengers expect a comfortable and efficient journey to the destination floor. Building owners are conscious of the impression their facility gives to their building users and customers. There are many aspects to how an elevator functions within a building and a modernization program may be the solution to addressing any issues that may be present. KONE has modular modernization solutions created to address any needs or concerns, with interfacing techniques designed to integrate successfully with existing equipment.

### Major modernization

The presence of several improvement needs may make it necessary to consider a major modernization of your elevator. In such a case, it is of course important to have the correct solutions – and KONE has modernization solutions suitable for all applications. However, it is also important to be reassured that the management of the project is in safe hands. For KONE, project management does not only mean proficient and timely completion of jobs. We believe the key to a successful modernization comes from an understanding of the process and the immediate and long-term effects the modernization will have for elevator passengers in your building. It's this depth of knowledge and breadth of experience that give us the edge.

### Escalator modernization

KONE gives you a range of options, so you can replace the entire installation or individual components as needed. With full replacement, the entire installation including the truss is removed and a new one is put in its

place. With a modular solution, you can replace only the modules that require attention, with minimal impact on the building structure and minimal interruption to people flow in the building.

Under almost any circumstance, KONE can offer a full escalator modernization solution without removing the existing truss. The KONE EcoMod™ solution gives you quiet, reliable and energy-efficient escalator technology, and installation that is faster, cleaner and less disruptive than a full replacement, resulting in less costs associated with work by others.



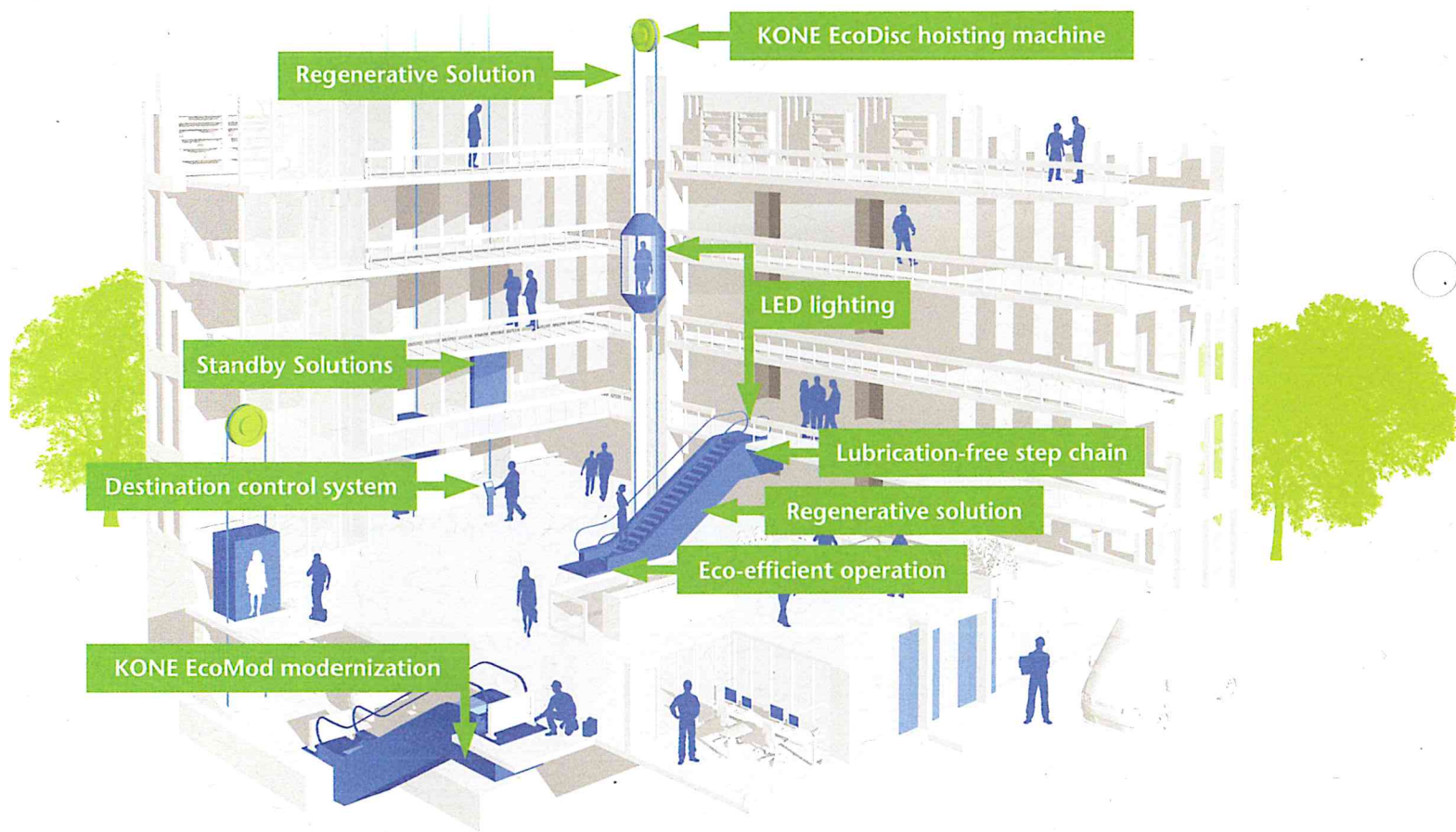


# Eco-efficient solutions for the lifetime of your building

Modernizing your elevators or escalators is an investment that can pay for itself in increased safety, performance and energy efficiency.

KONE also offers modular solutions so that you can focus on areas where modernization will be the most cost-effective. Modernizing the electrification system, for example, is an excellent way to improve the energy efficiency of your elevator or escalator.

When you replace the installation, then you reap the full benefit of modernization. An elevator built twenty years ago was based on hydraulic or traction technology. A new KONE elevator, using the KONE EcoDisc motor, can reduce the energy consumption by as much as 70%. The KONE EcoMod modernization solution for escalators provides substantial energy savings and can reduce oil consumption by two-thirds.



## Eco-efficiency through modernization

- Up to 70% energy savings potential from elevator and 40% from escalator modernization.
- The KONE Care for Life assessment helps identify the energy-saving potential of elevators and escalators.
- A broad portfolio of elevator modernization solutions, ranging from retrofitted LED lights to a completely new elevator equipped with energy regeneration technology.
- The environmentally efficient KONE EcoMod solution that saves energy and enables modernization without removing the existing truss – saving material, time and costs.



# For your peace of mind

Every KONE modernization project is led by an experienced Project Manager. He or she is responsible for the entire replacement, including any construction work required so you know who to call if you have a question.

## **A thorough site survey**

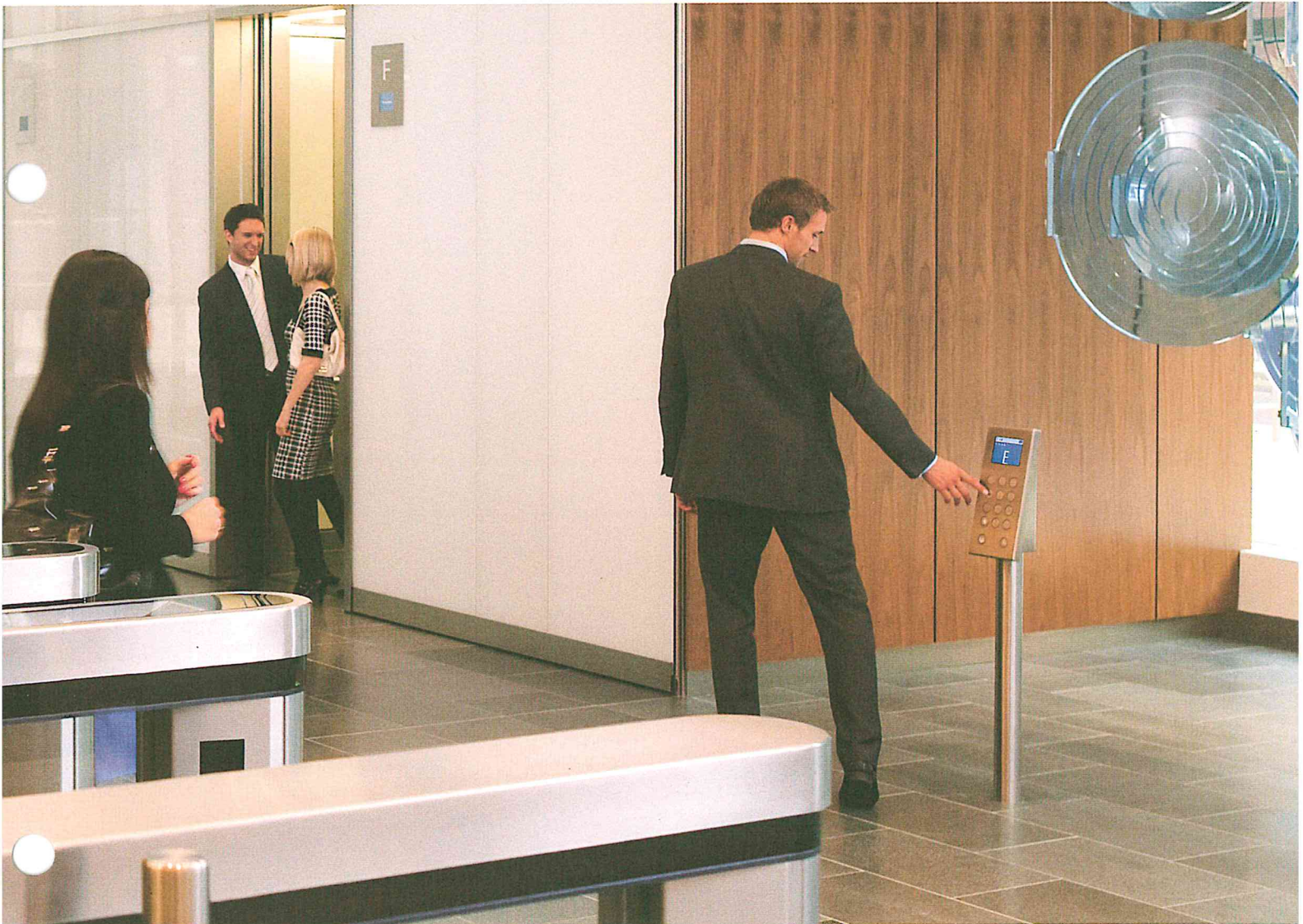
Before any elevator or escalator replacement, the KONE Project Manager carries out a detailed site-specific project assessment. The purpose is to minimize disruption for occupants, while leaving you with a successful installation, delivered on time and on budget. When a group of elevators is being replaced, our goal is to always keep at least one elevator in service to avoid any inconvenience to users and visitors.

## **Information for peace of mind**

It is comforting to know what is going on in your building and a time frame for completion. KONE will provide information to building tenants explaining what we are doing, how long it will take, and what benefits they can expect from the new elevator. For the customer's peace of mind, the Project Manager strives to ensure that he or she always know what work has been done, what's next on the schedule, and when the project will be completed.

## **Out with the old equipment**

During replacement, our goal is to protect the floors, walls and walkways to ensure that no damage is done to the building. We will also handle the safe, environmentally-friendly removal and disposal of the old equipment.



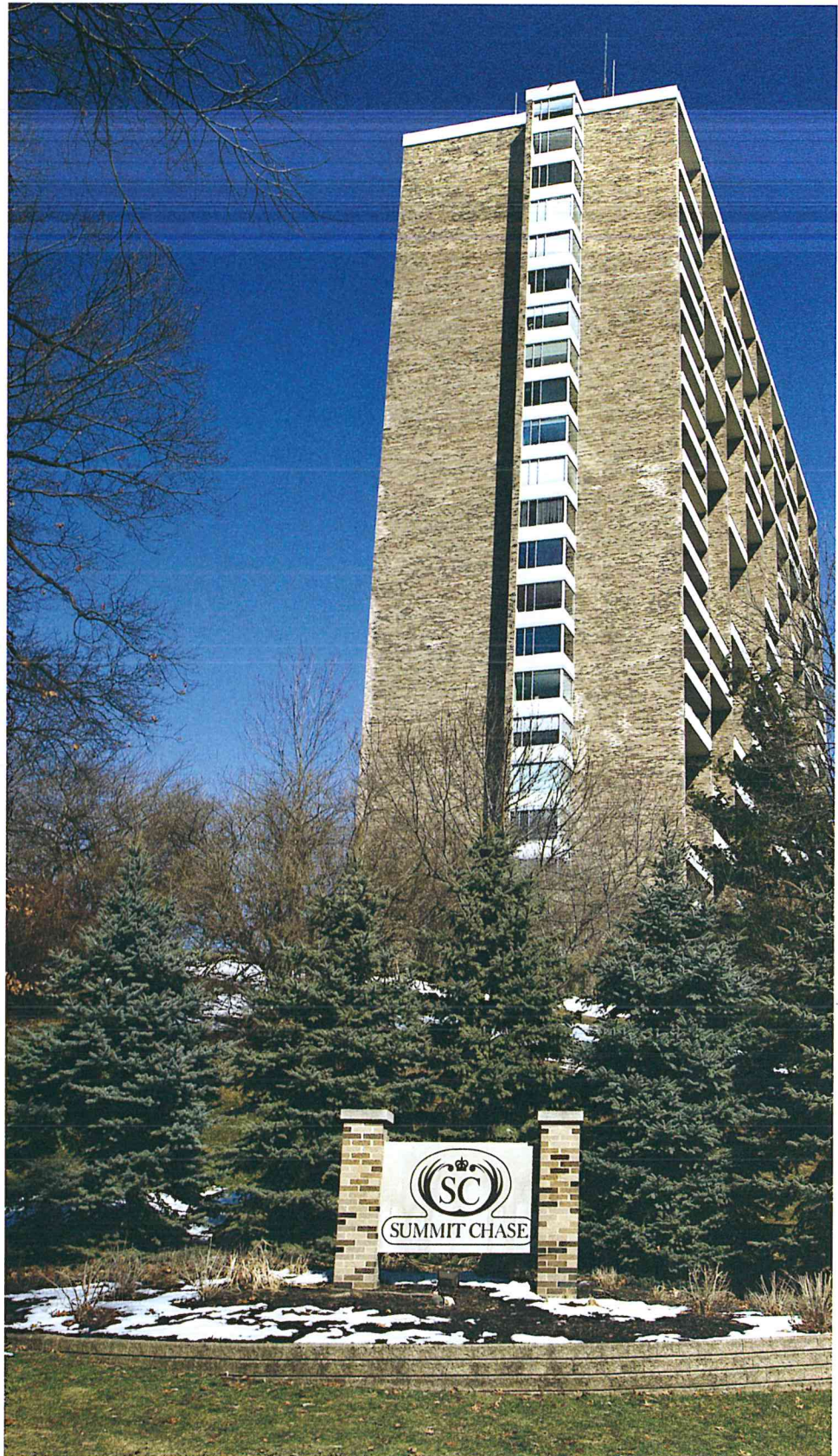


# References

## **Summit Chase Condominium, Grandview, OH, USA**

KONE replaced the condominium's current elevator system with the ReVolution™, our turnkey solution that offers innovative gearless technology for a smoother, faster, more efficient ride for the 178 families who call the 24-story building their home. The buttons and fixtures were updated with the KONE KSS ReVive™, installed in compliance with ADA height standards, and a smoother door operation with our ReNova™ package was provided.

**Modernization  
completed:** 2011  
**Number of floors:** 24  
**Number of elevators:** 3





**Emily Morgan Hotel,  
San Antonio, USA**

This modernization project improved elevator service while significantly cutting energy consumption, by about 45% in kWh through the installation of KONE ReSolve™ with Unity Drive technology.

**Modernization  
completed:** 2007  
**Number of floors:** 14  
**Number of elevators:** 3  
**Energy Rebate:** \$16,867



**McCarran International  
Airport, Las Vegas, USA**

Minimal service disruption was most critical for this busy airport that serves 46 million passengers a year. KONE modernized four dual drive escalators with EcoMod replacement escalators, resulting in energy savings for the airport and an efficient, smoother ride for passengers.

**Modernization  
completed:** 2006  
**Number of escalators:** 4







#### U.S. Operations Center

One KONE Court  
Moline, Illinois 61265  
1-800-956-KONE (5663)

#### Canadian Operations Centre

6696 Financial Drive, Unit 2  
Mississauga, Ontario L5N 7J6  
1-905-858-8383

#### KONE Mexico, S.A. de C.V.

Clavel 227  
Colonia Atlampa  
Mexico City, D.F. 06450  
+52.55.1946.0100

For the latest product information  
and interactive design tools, visit  
[www.kone.us](http://www.kone.us)

### U.S. Offices

#### Alabama

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Mobile 251-661-7522

#### Arizona

Phoenix 623-434-3599  
Tucson 520-624-3125

#### Arkansas

Little Rock 501-758-1889

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San Diego 858-578-5100  
San Francisco 510-351-5141  
Santa Barbara 805-349-1013

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#### Delaware

856-251-1555

#### District of Columbia

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Miami 954-437-4300  
Naples 239-598-9310  
Orlando 407-812-8033  
Tampa 813-635-0330

#### Georgia

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#### Hawaii

Honolulu 808-836-2231

#### Idaho

801-977-1144

#### Illinois

Chicago 630-629-3100  
Peoria 309-697-9011  
Quad Cities 309-797-3232  
Rockford 815-874-1502  
Springfield 217-544-5461

#### Indiana

Fort Wayne 260-484-9586  
Indianapolis 317-788-0061

#### Iowa

Des Moines 515-243-0109  
Quad Cities 309-797-3232

#### Kansas

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#### Kentucky

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#### Louisiana

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New Orleans 504-736-0776

#### Maine

781-828-6355

#### Maryland

Baltimore 410-766-2100

#### Massachusetts

Boston 781-828-6355

#### Michigan

Detroit 734-513-6944

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#### Mississippi

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#### Missouri

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St. Louis 314-521-8800  
Springfield 417-862-1174

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#### Nebraska

Omaha 402-592-7381

#### Nevada

Las Vegas 702-269-0919

#### New Hampshire

781-828-6355

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Warren 908-626-0220

#### New Mexico

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#### New York

Albany 518-464-0002  
New York City 718-361-7200

#### North Carolina

Charlotte 704-597-0430

#### North Dakota

651-452-8062

#### Ohio

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Cleveland 440-546-1100  
Columbus 614-866-1751

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Tulsa 918-258-0582

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Philadelphia 856-488-8830  
Pittsburgh 412-279-1561

#### Rhode Island

781-828-6355

#### South Carolina

704-597-0430

#### South Dakota

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Memphis 901-758-8320  
Nashville 615-360-7013

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Houston 281-442-6619  
San Antonio 210-491-0485

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#### Washington

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#### West Virginia

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Morgantown 412-279-1561

#### Wisconsin

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#### Wyoming

303-792-3423

### Canada Offices

#### Alberta

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Edmonton 780-452-9227

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Victoria 250-384-0613  
Kelowna 250-491-1838

#### Manitoba

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#### Nova Scotia

Halifax 902-450-1102

#### Ontario

Hamilton 905-648-3188  
Kingston 613-531-6262  
Ottawa 613-225-8222  
Toronto 905-948-2230

#### Quebec

Montreal 514-284-5663  
Quebec City 418-877-1494  
Sherbrooke 819-821-2182

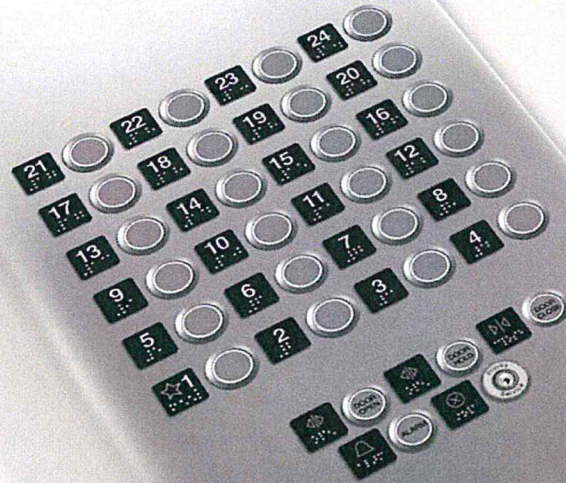
KONE Inc. reserves the right to alter  
design and specifications without  
prior notice.

KONE and EcoDisc are registered  
trademarks of KONE Inc. Care for  
Life, Customer Care Center,  
Dedicated to People Flow, EcoMod,  
EcoSpace EB, Remote Monitoring  
System, ReNova, ReSolve, ReVive and  
ReVolution are trademarks of  
KONE Inc.

"USGBC" and related logo is a  
trademark owned by the U.S. Green  
Building Council and is used by  
permission.



*Dedicated to People Flow™*



Submitted to:

Jefferson Parish  
Purchasing Department

Submitted by:

Rick Clare

Contact: Rick Clare

Phone: 504-208-8341

E-mail: rick.clare@kone.com

State Contractor License/  
Business Registration: LA 2673

This information is up-to-date and  
accurate to the best of our knowledge.

Date: 10/19/2016

#### CONFIDENTIALITY STATEMENT

The information contained herein is being disclosed to you in connection with a bid or prequalification. KONE Inc. requires that you keep this information in confidence, not disclose such information to any third party and use such information only in connection with the bid or prequalification.



Thank you for considering KONE Inc.  
as a partner for your project!



KONE, one of the global leaders in the elevator and escalator industry, was founded in 1910. The company's objective is to offer the best People Flow experience by developing and delivering solutions that enable people to move smoothly, safely, comfortably and quickly through buildings in an increasingly urbanizing environment.

Our solutions are known for their industry leading eco-efficiency, design and innovative technology. Additionally, we offer a portfolio of services to support our customers and partners – architects, consultants, builders, developers, building owners and facility managers – at every step of their building's lifecycle; from design and construction to maintenance and modernization of their buildings.

KONE delivers a performance edge with a strong focus on Safety and Quality. In addition, we are proud to have engaged employees who are focused on providing the best Customer Experience possible.

The detail you will find throughout this Qualification Package provides KONE information and responses to the most commonly asked questions we see from customers when selecting KONE – and these are the same types of questions we ask of our partners! I trust you will find this package informative and helpful in your vendor qualification process. Please feel free to contact your local sales representatives for any further detail needed.

Thank you for considering KONE to work on your project. We look forward to doing business with you in the future.

A handwritten signature in black ink that reads "Larry Wash".

Larry Wash  
Executive Vice President  
KONE Americas

# Table of Contents



I.	Organization	
A.	Company Overview .....	Page 1
B.	General Workforce Summary .....	Page 2
C.	Directors and Officers .....	Page 3
II.	Insurance and Bonding Information	
A.	Bonding/Surety Information .....	Page 4
B.	Sample Certificate of Insurance .....	Page 5
III.	Safety	
A.	Safety Overview .....	Page 6
B.	Regional EHS Directors .....	Page 7
C.	Corporate Safety Statistics .....	Page 7
D.	EMR Verification .....	Page 8
E.	Workers' Compensation Rates .....	Page 9
IV.	Quality	
A.	ISO Certification .....	Page 10
B.	Supplier Quality Management .....	Page 10
V.	Financials	
A.	Key Figures .....	Page 11
B.	Balance Sheet .....	Page 12
C.	Statement of Income .....	Page 13
D.	KONE Letter of Support .....	Page 14
VI.	References and Experience	
A.	Banking & Trade Reference List .....	Page 15
B.	First Midwest Bank Reference Letter (LOC) .....	Page 16
C.	Construction Volume past 5 yrs .....	Page 17
D.	LEED Certified Buildings .....	Page 17
E.	Complete Projects and Projects in Progress .....	Page 18
F.	Litigation, Arbitration, Mediation and Claims .....	Page 19



# Organization



**KONE Inc.'s objective is to offer the best People Flow experience by developing and delivering solutions that enable people to move smoothly, safely, comfortably and without waiting in buildings in an increasingly urbanizing environment.**

Legal Name:	KONE Inc.
Principal Office:	One KONE Court Moline, IL 61265
Type of Entity:	Corporation
State of Incorporation:	Delaware
Date of Incorporation:	12/31/1956
FEIN:	36-2357423
Website:	<a href="http://www.kone.us">www.kone.us</a>
Parent Company:	KONE Holdings Inc.
Address:	PO Box 5214 Bettendorf, IA 52722
History:	Founded in 1892*
Former names:	Moline Elevator Company (1892 – 1913) Montgomery Elevator (1913 – 1994) Montgomery KONE Inc. (1994 – 2000) KONE Inc. (2000 – present)
Nature of Business:	Design, manufacture, install, service, repair, maintain and modernize elevators, escalators and autowalks.
Licensing:	KONE Inc. is authorized to do business in all 50 states, U.S. Virgin Islands and Puerto Rico and holds current contractor licenses and business registrations where applicable.
NAICS Codes	238290 & 333921
SIC Codes	1796 & 3534
Subcontractor Scope of Work	Division 14
DUNS#:	00-526-2308

\* KONE Inc. is an indirect subsidiary of KONE Corporation, a Finnish company founded in 1910.

## General Workforce Summary

### The America's Workforce Summary as of June 30, 2014\*:

US .....	4,119
Mexico .....	470
Canada.....	928

### US Workforce Summary by:

Job Category	Employee Count
Exec/Sr Officials & Managers.....	15
First/Mid Officials & Managers .....	510
Professionals .....	246
Technicians.....	24
Sales Workers.....	261
Admin Support .....	218
Craft Workers.....	2,698
Operatives .....	73
Laborers.....	74
Grand Total.....	4,119

\* Workforce demographic data for specific locations is available upon request.



# Organization



## KONE Inc. Directors and Officers

First Name	Last Name	Title	Business Address
Larry G.	Wash	Executive Vice President KONE Americas; Director/Chairman of the Board	4225 Naperville Road, Suite 400 Lisle, IL 60532
Kenneth E.	Schmid, Jr.	Senior Vice President Finance, Chief Financial Officer, Director	4225 Naperville Road, Suite 400 Lisle, IL 60532
Jeffrey S.	Blum	Senior Vice President West Region	1751 Harbor Bay Parkway, Suite 150 Alameda, CA 94502
Timothy J.	Joyce	Senior Vice President South Region	3550 George Busbee Parkway, Suite 360 Kennesaw, GA 30144
Mikko	Korte	Senior Vice President New Equipment Business	4225 Naperville Road, Suite 400 Lisle, IL 60532
Jay	Dietz	Senior Vice President North Region	4225 Naperville Road, Suite 400 Lisle, IL 60532
Michael	James	Senior Vice President Modernization	3550 George Busbee Parkway, Suite 360 Kennesaw, GA 30144
Charles D.	Moore	Senior Vice President Human Resources	4225 Naperville Road, Suite 400 Lisle, IL 60532
Jussi	Oijala	Senior Vice President Supply and Sourcing	4225 Naperville Road, Suite 400 Lisle, IL 60532
Kurt E.	Stepaniak	Senior Vice President Law and Acquisitions; Secretary	4225 Naperville Road, Suite 400 Lisle, IL 60532
Ronald L.	Bagwill	Vice President, Director of Supply Unit Americas	One Allen Center 700 Central Expwy South Allen, TX 75013
Corey	Ward	Vice President, Environmental Health & Safety	4225 Naperville Road, Suite 400 Lisle, IL 60532
Michael P.	Bauschka	Treasurer	One KONE Court Moline, IL 61265
John	Dahlquist, Jr.	Assistant Secretary	4225 Naperville Road, Suite 400 Lisle, IL 60532
Joseph	Kang	Assistant Secretary	4225 Naperville Road, Suite 400 Lisle, IL 60532
Barbara	Brockmeyer	Assistant Treasurer	One KONE Court Moline, IL 61265

# Insurance and Bonding



**Bonding Company:**

**Fidelity and Deposit Company of Maryland**

1400 American Lane, Schaumburg, IL  
Underwriter: John Bokovitz  
Phone: 847-240-8111

State Incorporated: MD  
Bonding Capacity: \$300,000,000+  
Best Key Rating: A+  
Relationship Duration: 07/01/2002

**Bonding Company:**

**Travelers Casualty and Surety Company of America**

215 Shuman Boulevard, Naperville, IL 60563  
Underwriter: Launa Reidenbach  
Phone: 630-961-7051

State Incorporated: CT  
Bonding Capacity: \$125,000,000  
Best Rating: A+  
Relationship Duration: 05/01/2009

**Bonding Company:**

**Chubb Insurance Group**

233 S. Wacker Drive, Chicago, IL 60606  
Underwriter: Nenad Osmanovic  
Phone: 312-831-3778

State Incorporated: IN  
Bond Capacity: \$250,000,000  
Best Rating: A++  
Relationship Duration: 06/01/2009

**Agent/Broker for All:**

**Aon Surety**

Jean Torres  
Surety Analyst/Aon Construction Services Group  
Phone: 312-381-5214

Jeff Leadley  
Director/Aon Construction Services Group  
Phone: 312-381-2158

200 East Randolph Street, 12<sup>th</sup> Floor, Chicago, IL 60601  
Email: [kone.bonds@aon.com](mailto:kone.bonds@aon.com)  
Relationship Duration: 07/17/2007

KONE Inc.'s Surety program has been able to furnish all Performance and Payment Bonds required to date. Additional Surety capacity is available should the need arise. There have been no claims paid to date by our Surety program. Current bond rate is \$4.00 per thousand dollars of total contract amount.



# Insurance and Bonding



## Sample Certificate of Insurance

ACORD®		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 12/18/2014		
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p> <p>IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).</p>						
PRODUCER Aon Risk Services Central, Inc. Chicago IL Office 200 East Randolph Chicago, IL 60601		CONTACT NAME: Aon Client Services PHONE (A/C No. Ext): 866-283-7122 FAX (A/C No.): 847-953-5390 E-MAIL: ADDRESS:				
INSURED KONE Inc. Attn: insurancerequests@kone.com One KONE Court Moline IL 61265		INSURER(S) AFFORDING COVERAGE INSURER A: Old Republic Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:		NAIC # 24147		
COVERAGES		CERTIFICATE NUMBER: 22708279		REVISION NUMBER:		
<p>THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.</p>						
INSR LTR	TYPE OF INSURANCE	ADOL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		MWZY 57732	1/1/2015	1/1/2018	EACH OCCURRENCE \$ 10,000,000 CLAIMS TO RENTED PREMISES (Ea occurrence) \$ 10,000,000 MED EXP (Any one person) \$ 0 PERSONAL & ADV INJURY \$ 10,000,000 GENERAL AGGREGATE \$ 10,000,000 PRODUCTS - COM/OP AGG \$ 10,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS  UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		MWTB 20018	1/1/2015	1/1/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ EACH OCCURRENCE \$ AGGREGATE \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N N/A	MWC 11539707 (AOS) MWXS 82207 (OH)	1/1/2015 1/1/2015	1/1/2018 1/1/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 2,000,000 E.L. DISEASE - EA EMPLOYEE \$ 2,000,000 E.L. DISEASE - POLICY LIMIT \$ 2,000,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)						
Contract No. - Project/Location: Sample Project Name Sample Project City St						
CERTIFICATE HOLDER			CANCELLATION			
Sample Holder Name Sample Holder Address City ST ZIP			SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central, Inc.</i> Aon Risk Services Central, Inc.			

ACORD 25 (2014/01)

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FORM NO.: 22708279 CLIENT CODE: 800-U.S. Vickie Parker 12/18/2014 9:49:35 AM (CST) Page 1 of 1  
This certificate cancels and supersedes ALL previously issued certificates.

At KONE, safety has always been a high priority area. We strongly believe that each employee has the right to return home injury-free after each workday; therefore we have zero tolerance towards unsafe behavior and attitudes and our ultimate goal is to have zero incidents. To minimize incidents, we ensure that all our employees have the right set of competencies they need in order to perform their work in a safe manner. We have the same level of requirements for the safety of our subcontractors' employees as our own employees.

KONE continually strives to improve the safety of its equipment and work methods to realize the zero incident expectation. To improve KONE's safety culture, incidents and near-misses are continuously monitored and investigated. The lessons learned are discussed with the entire organization on a regular basis.

## **KONE trains employees on safety**

The minimum requirement for all KONE employees and subcontractors is a general level of training in health and safety, which must be regularly refreshed. Additional training relating to respective work roles and tasks must be completed in order to develop and maintain the needed competencies.

## **KONE's steps to achieving world-class EHS performance**

KONE Inc. is committed to becoming a world-class leader of Environment, Health, and Safety (EHS) excellence in everything we do and everywhere we conduct business. The actions below demonstrate KONE Inc.'s steps towards achieving world-class EHS performance:

- Employs full time safety-trained and health personnel.
- In place procedures for investigating, reporting, and follow-up of accidents and occupational injuries. Action items are documented to completion.
- Written Safety and Health program addressing management's commitment and expectations, employee participation, accountability, and responsibility, as well as work best practices and procedures.
- Personnel trained in first aid and CPR.
- Written substance abuse prevention program.
- Maintain inspection and maintenance certification for operating equipment.
- Safety field inspections are conducted on a weekly basis, while safety and health audits of company policies and procedures are conducted annually.
- Trained employees in appropriate job skills. Understanding is verified through: written and oral exams, performance testing, and job monitoring.
- Conduct safety and health orientation (8 hours) for new hires and personnel promotions.



# Safety



## EHS Team

Valdez Hails  
EHS Director - New England, New York and Mid Atlantic  
Phone: 240-743-8175  
E-mail: [Valdez.Hails@kone.com](mailto:Valdez.Hails@kone.com)

Christopher Johnson  
EHS Director - Southeast and South Central  
Phone: 469-549-0581  
E-mail: [Christopher.Johnson@kone.com](mailto:Christopher.Johnson@kone.com)

Robert Whitaker  
EHS Director, North - Central, and Great Plains  
Phone: 678-290-4100  
E-mail: [Robert.Whitaker@kone.com](mailto:Robert.Whitaker@kone.com)

Lena Velluso  
EHS Director – Mid Pacific, Mountain West, and Pacific Southwest  
Phone: 425-260-1359  
E-mail: [Lena.Velluso@kone.com](mailto:Lena.Velluso@kone.com)

Matthew Walsh  
EHS Coordinator - ENA  
Phone: 630-995-3171  
E-mail: [Matthew.Walsh@kone.com](mailto:Matthew.Walsh@kone.com)

Corey Ward  
Vice President, EHS  
Phone: 630-955-4220  
E-mail: [Corey.Ward@kone.com](mailto:Corey.Ward@kone.com)

## Corporate Safety Statistics

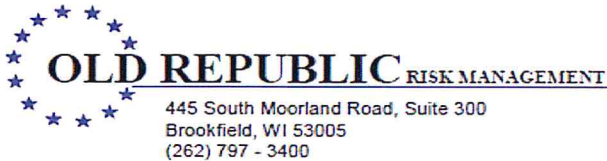
Interstate (National) EMR	2010	2011	2012	2013	2014
# Total OSHA Recordable Cases	89	103	150	120	93
# Restricted Work Activity Cases	32	28	55	59	44
# Restricted Workdays	1,327	1,789	3,433	3,938	3,025
# Lost Workday Cases	13	16	37	29	17
# Lost Workdays	528	539	1,479	1,385	425
# Fatalities	0	0	0	0	0
Employees Hours Worked	7,921,792	7,451,069	7,875,351	7,993,960	7,854,974
# Employees	3,961	3,725	3,930	3,996	3,927
Total Recordable Rate	2.25	2.76	3.8	3.0	2.39
Lost Workday Incident Rate (Lost Time Only)	0.33	0.43	0.93	0.73	0.43
DART Rate (Lost Time and Restricted Time)	1.14	1.18	2.3	2.20	1.55



Safety



## Experience Mod Rate Verification



January 5, 2015

Kristin Kahn  
AON Risk Services Central, Inc.  
200 East Randolph Street  
Chicago, IL 60601

Re: KONE, Inc.  
Effective 1/1/15 – 1/1/16

Dear Kristin:

According to your request, below are the NCCI Experience Modification Factors for the five years, valuation date 01/05/2015.

.72 eff. 1-1-15  
.74 eff. 1-1-14  
.73 eff. 1-1-13  
.75 eff. 1-1-12  
.80 eff. 1-1-11

These modification factors are true and correct as per the National Council on Compensation Insurance, Inc. (NCCI).

Sincerely,

OLD REPUBLIC RISK MANAGEMENT, INC.

Smita Desai  
Sr. Account Manager

[www.orrmm.com](http://www.orrmm.com)

Please reply P.O. Box 2939 Milwaukee, Wisconsin 53201-2939 • Fax 262/797-0486

## Workers' Compensation Rates

Class Code 5160

Rates Effective 1/1/15

Rate per \$100 payroll

State	2015 Rate	State	2015 Rate
AK	3.37	MT	3.85
AL	4.88	NC	5.64
AR	1.64	ND	Upon Request
AZ	3.24	NE	4.21
CA	3.67	NH	5.12
CO	3.74	NJ	7.43
CT	8.38	NM	5.44
DC	7.80	NV	3.41
DE	7.50*	NY	8.23
FL	3.58	OH	0.5184
GA	3.23	OK	3.02
HI	2.02	OR	2.25
IA	5.06	PA	5.26*
ID	2.96	RI	4.63
IL	8.99	SC	5.34
IN	1.43	SD	4.29
KS	2.62	TN	3.99
KY	4.58	TX	3.05
LA	4.19	UT	3.27
MA	3.91	VA	4.06
MD	4.13	VT	5.06
ME	3.38	WA	1.6903 (per hr)
MI	2.82	WI	3.93
MN	4.60	WV	3.02
MO	4.48	WY	5.47
MS	2.96		

\*\* Interstate/NCCI Experience Mod – 0.72, Applies in all states except where another mod is shown above (CA, DE, MI, NJ, PA)

\*For DE and PA, class code 675 is equivalent to 5160

KONE Quality Objectives are to improve customer loyalty, reduce call outs and minimize the cost of poor quality. To achieve our objectives, our established Quality Strategy is to provide superior service experience by strengthening involvement of people and continuously improve the quality of our solutions and processes. A copy of the KONE Quality Manual describing the KONE Management System focused on Quality and Environment is available upon request.

KONE uses the ISO 9001:2008 and ISO 14001:2004 for selected units to provide benchmarks against which entire global operations can be measured. KONE Americas Supply Line is certified under the global Certification Process. Certificates are available upon request.

## **KONE ISO 9001 and 14001 Certificate Number(s):**

FQA 0964592/A

Expires June 30, 2015

Issued by Lloyd's Register Quality Assurance France

## **Supplier Quality Management**

KONE has created one KONE Sourcing organization to continuously improve customer value with the aim of reducing total cost of ownership. Supplier Quality Management, as a part of the KONE Sourcing organization, is responsible to set up and implement a harmonized supplier qualification process across the organization and assure an effective supplier development system.

Cross functional teams take into account the sensitivity of the goods/services purchased. We maintain a list of supplier profiles to achieve quality targets and competitiveness when changing products and/or suppliers.

A "Quality Annex" is a part of the supply agreement. The Quality Annex contains all the Quality targets and the Quality control plan agreed with supplier, in line with KONE targets and processes.

Supplier Quality Management monitors the performance of suppliers using KONE Process (Preventative and Corrective Action System, Feedback Process and KPI measurements). Regular performance reporting between KONE and key suppliers are conducted in order to motivate both parties to improve continuously toward the agreed quality targets.



KONE Inc. is an indirect subsidiary of KONE Corporation located in Espoo, Finland. KONE operates on a calendar year end (December 31). The KONE Annual Report and audited financial statements are prepared globally on a consolidated basis only, and reflect KONE worldwide operations. A condensed income statement and balance sheet are attached for your reference. Please visit the KONE Investor page for a complete copy of the current and past interim and annual reports.

<http://www.kone.com/corporate/en/Investors/reportsandpresentations/Pages/default.aspx>

The audited financials and annual reports are prepared by:

PricewaterhouseCoopers Oy

Itämerentori 2

FI-00180 Helsinki, Finland

KONE Inc. has never filed for Bankruptcy or Reorganization. A copy of the *Letter of Support* from KONE Corporation is included.

## Key Figures

Currency = MEUR	2014	2013	2012	2011	2010
Sales	7,335	6,933	6,277	5,225	4,987
Orders received	6,813	6,151	5,496	4,465	3,809
Order book	6,952	5,587	5,050	4,348	3,598
Total Assets	6,360	5,343	5,109	4,727	4,148
Total Liabilities	4,297	3,691	3,204	2,694	2,547
Equity / Net Worth (Total Assets - Total Liabilities)	2,063	1,725	1,905	2,033	1,601
Leverage (Total Liab / Equity)	2.08	2.10	1.68	1.33	1.59
Current Assets	4,191	3,405	3,204	2,977	2,725
Current Liabilities	3,839	3,217	2,862	2,397	2,245
Working Capital (Current Assets - Current Liabilities)	352	188	342	580	480
Current Ratio (Current Assets / Current Liabilities)	1.09	1.06	1.12	1.24	1.21

## KONE Consolidated Balance Sheet

Assets MEUR (Million Euros)	Dec 31, 2014	Dec 31, 2013
<b>Non-current assets</b>		
Goodwill	1,208.9	1,103.6
Other intangible assets	261.8	228.9
Property, plant and equipment	317.1	269.6
Investments in associated companies	4.5	4.3
Shares	108.0	107.9
Non-current loans receivable	6.3	5.3
Deferred tax assets	262.8	218.9
<b>Total non-current assets</b>	<b>2,169.4</b>	<b>1,938.3</b>
<b>Current assets</b>		
Inventories	1,211.8	1,103.9
Accounts receivable	1,368.3	1,164.6
Deferred assets	284.7	203.0
Income tax receivables	47.2	43.0
Current deposits and loans receivable	942.7	551.4
Cash and cash equivalents	336.1	339.1
<b>Total current assets</b>	<b>4,190.6</b>	<b>3,405.0</b>
<b>Total assets</b>	<b>6,360.0</b>	<b>5,343.3</b>
<b>Equity and liabilities MEUR (Million Euros)</b>	<b>Dec 31, 2014</b>	<b>Dec 31, 2013</b>
<b>Capital and reserves attributable to the shareholders of the parent company</b>		
Share capital	65.6	65.3
Share premium account	100.3	100.3
Paid-up unrestricted equity reserve	127.0	105.4
Fair value and other reserves	-5.5	7.3
Translation differences	118.3	-7.0
Remeasurements of employee benefits	-92.0	-50.6
Retained earnings	1,704.2	1,473.3
<b>Total shareholders' equity</b>	<b>2,017.8</b>	<b>1,694.2</b>
Non-controlling interests	44.5	30.4
<b>Total equity</b>	<b>2,062.4</b>	<b>1,724.6</b>
<b>Non-current liabilities</b>		
Loans	31.2	21.1
Deferred tax liabilities	110.6	106.1
Employee benefits	178.9	134.7
<b>Total non-current liabilities</b>	<b>320.8</b>	<b>261.9</b>
<b>Provisions</b>	<b>137.4</b>	<b>139.4</b>
<b>Current liabilities</b>		
Current portion of long-term loans	9.3	8.1
Short-term loans and other liabilities	153.8	110.0
Advance payments received	1,628.7	1,397.5
Accounts payable	597.1	511.2
Accruals	1,371.0	1,105.5
Income tax payables	79.6	85.2
<b>Total current liabilities</b>	<b>3,839.4</b>	<b>3,217.4</b>
<b>Total equity and liabilities</b>	<b>6,360.0</b>	<b>5,343.3</b>



## KONE Consolidated Statement of Income

Currency = MEUR (Million Euros)	Jan 1 - Dec 31, 2014	%	Jan 1 - Dec 31, 2013	%
<b>Sales</b>	7,334.5		6,932.5	
Costs, expenses and depreciation	-6,298.8		-5,979.1	
One-time cost	0.0		0.0	
<b>Operating income</b>	<b>1,035.7</b>	<b>14.1</b>	<b>953.4</b>	<b>13.8</b>
Share of associated companies' net income	-0.3		1.1	
Financing income	43.5		42.7	
Financing expenses	-62.6		-36.8	
<b>Income before taxes</b>	<b>1,016.4</b>	<b>13.9</b>	<b>960.4</b>	<b>13.9</b>
Taxes	-242.4		-247.3	
<b>Net income</b>	<b>773.9</b>	<b>10.6</b>	<b>713.1</b>	<b>10.3</b>
<b>Net income attributable to:</b>				
Shareholders of the parent company	755.6		701.8	
Non-controlling interests	18.4		11.3	
<b>Total</b>	<b>773.9</b>		<b>713.1</b>	
Earnings per share for profit attributable to the shareholders of the parent company, EUR				
Basic earnings per share, EUR	1.47		1.37	
Diluted earnings per share, EUR	1.47		1.36	

## Corporate Financial Letter of Support

Treasury



To whom it may concern

Espoo, 1<sup>st</sup> of January, 2015

### Letter of Support

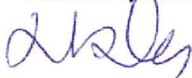
KONE Inc., One KONE Court, Moline, IL 61625, USA, is a solely, indirectly 100% owned subsidiary of KONE Corporation.

It has always been our business policy to manage all units of our group companies in such a manner that they are able to meet their financial obligations. We confirm that it will remain our policy to manage KONE Inc. in the same way so as to enable them to satisfy all their obligations and liabilities.

This confirmation is valid until 31<sup>st</sup> December 2015 after which it will automatically become void.

Yours faithfully,

**KONE Corporation**



**Sirkku Markula**

SVP, Corporate Treasurer



**Nina Leväjärvi**

SVP, Global Taxes



# References and Experience



Our customers' success is our goal. We work for and with them to identify and deliver solutions that exceed expectations. We keep our promises. We drive new ideas to realization with speed and an obsession for customer-driven quality.

## Bank Reference

Name:	First Midwest Bank, N.A. 506 15 <sup>th</sup> Street Moline, IL 61265
Contact:	Ray Tiedeman
Phone:	309-797-7505
Line of Credit:	15,000,000 (LOC letter included)
ABA (Routing):	071901604
Account:	01-1800-1

## Trade References

<b>Giese Companies</b> Attn: Charlie Giese	7025 Chavenelle Road Dubuque, IA 52002 Tel: 563-588-8772 Email: <a href="mailto:Charlie@gieseco.com">Charlie@gieseco.com</a>
---	---

<b>DRAKA Elevator Products</b> Attn: Accounts Payable	2151 North Church Street, PO B Rocky Mount, NC 27802-0400 Tel: 877-32-5237 Email: <a href="mailto:Eric.lazear@draka.com">Eric.lazear@draka.com</a>
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<b>Innovation Industries, Inc.</b> Attn: Paul Horney, CEO	3500 East Main Street, PO Box 29 Russellville, AR 72802 Tel: 800-843-1004 Email: <a href="mailto:Paul.Horney@innovationind.com">Paul.Horney@innovationind.com</a>
--	--

## References and Experience



### First Midwest Bank Line of Credit



September 5, 2014

To Whom It May Concern:

Please allow this letter to serve notice that KONE Inc. currently maintains a revolving line of credit with First Midwest Bank in the amount of \$15,000,000.00. The line of credit has a maturity date of June 4, 2015. Furthermore, the company has maintained its banking relationship with First Midwest Bank since 1964. The entire banking relationship has always been handled as agreed. KONE Inc. is a valued client of First Midwest Bank. If you need any additional information, please feel free to contact me at (309) 797-7537.

Regards,

A handwritten signature in black ink that reads "Mark Evans".

Mark Evans  
Market President





# References and Experience



## Construction Volume (past 5 years)

2014 – 4.976 Billion Euros  
2013 – 4.710 Billion Euros  
2012 – 4.143 Billion Euros  
2011 – 3.292 Billion Euros  
2010 – 3.142 Billion Euros

KONE Inc. subcontracts <2% of all construction work. On occasion, KONE may need to retain the service of qualified hole drillers.

## Certified LEED Buildings

KONE has successfully helped projects across the United States earn LEED credits in the Energy & Atmosphere and Innovation in Design categories through the installation of KONE's Machine Room-Less elevator solutions. We fully support the needs of our customers and their projects and will work to gather all necessary quantitative data needed for your projects.

Building Name	Location	Level of Certification
Siemens Medical Solutions Office Building	Cary	Gold
440 S. Church St.	Charlotte	Gold
300 N. LaSalle	Chicago	Gold
Howard M. Metzenbaum Court House	Cleveland	Certified
SAP America Headquarters	Newton Square	Platinum
McKinney Green Building	McKinney	Platinum
Corqan Associates, Inc.	Dallas	Silver
IntelliCenter – Dallas	Irvine	Certified
Flour Corporate Headquarters	Irvine	Certified
Westchase Park Campus Phase 1	Houston	Gold
Ronald McDonald House	Austin	Platinum
10001 New Hampshire Avenue	Silver Spring	Gold
Cashell Elementary School	Rockville	Gold
Sidwell Friends Middle School	Washington D.C.	Platinum
Hotel Terra	Teton Village	Silver
National Hispanic Cultural Center of New	Albuquerque	Gold
Day Break Corporate Center	South Jordan	Platinum
200 Renaissance at Colony Park	Ridgeland	Gold
Chevron North Park – Louisiana Office	Covington	Gold
EPA Region 8 Headquarters	Denver	Gold
Bourne Mille Apts.	Tiverton	Silver

# References and Experience



## Top 10 Completed Projects by Quantity of Units \*

Project Name	Location	Quantity	Project End Date
McCarran Airport, T-3	Las Vegas	73	February 2012
Blocks 75 & 76 Redevelopment – City Creek	Salt Lake City	64	February 2012
WMATA Silver Line Phase 1	Multiple	51	September 2013
SEATAC	Seattle	44	November 2013
CONRAC – Atlanta Airport	College Park	34	March 2009
LAX VT Project – Escalators	Los Angeles	32	January 2011
J.W. Marriott Hotel Complex	Indianapolis	31	November 2010
United Nations Capital	New York	31	June 2012
OSU Boone Pickens III	Stillwater	28	July 2009
Wishard Hospital Replacement Facility	Indianapolis	28	December 2013

## Top 10 Projects in Progress by Quantity of Units\*

Project Name	Location	Quantity	Project End Date
WMATA	Washington DC	129	June 2020
Madison Square Garden Renovations	New York	55	October 2014
VA Hospital New Orleans	New Orleans	41	April 2015
SLVCHS Replacement Hospital	Los Angeles	41	April 2015
Kyle Field	College Station	34	September 2015
Atlanta Airport Escalator	Atlanta	29	February 2016
Ameristar	Lake Charles	27	August 2014
Stanford University Adult Hospital	Stanford	22	December 2016
Echo Aventura	Aventura	18	July 2015
GWB Bus Station	New York	18	February 2015

\* KONE is publicly listed on the NASDAQ OMX Helsinki exchange. Due to KONE Disclosure Guidelines, we are unable to release specific contract dollar amounts. Disclosure guidelines also prevent release of specific customer information without customer approval.



### **Litigation, Arbitration, Mediation and Claims**

Like other large American corporations, at any given time KONE has a variety of claims and lawsuits filed against it. KONE can state with confidence that there are no outstanding judgments against KONE, and that no known claims now existing, nor aggregate of known claims now pending, in any manner impinge on the financial strength of the company or in any manner limit the ability of KONE to perform any contract or project. KONE is seldom, if ever, subject to a judgment against it in a contractual dispute. KONE takes its contractual obligations very seriously and is committed to meeting all its obligations in a timely, professional and satisfactory manner. We take pride in being able to resolve disputes with or against our customers in a non-litigious manner to the satisfaction of both parties.



Elevators  
Escalators

One KONE Court, Moline, IL 61265

KONE Inc.  
New Orleans Branch Office  
520 Elmwood Park Blvd.  
Suite 150  
Jefferson, LA 70123

LA # 2673



KONE Inc.  
520 Elmwood Park Blvd, Suite 150  
Jefferson, LA 70123

Bid Number 50-00117828

Jefferson Parish Purchasing Department  
200 Derbigny Street  
General Government Building, Suite 4400  
Gretna, LA 70053

CONFIDENTIAL – SEALED QUOTATION – DO NOT  
OPEN

**BID/RFP RECEIPT**

Receipt of Bid/RFP Proposal No. 50-117828

From: Kone Escalators

Company's Name

Person Received Bid: Tam B. Babin

Number of Envelopes/Boxes Received: 1

Jefferson Parish Purchasing Department  
200 Derbigny Street  
Suite 4400 – General Government Building  
Gretna, LA 70053

RECEIVED  
2016 OCT 19 AM 10:51  
JEFFERSON PARISH  
PURCHASING