



July 21, 2023

IKON USA
P.O. Box 980022
Park City, UT 84098

Ref: Sommet Blanc Condominiums-Updated
9300 Marsac Ave.
Park City, UT 84060

The price to provide and install 325 qty-dual motorized roller shades and 155 qty-single motorized roller shades for the above referenced project is \$772,950.00.

This price is based on providing dual motorized roller shades for the bedroom and bathroom windows using a blackout fabric, combined with a fabric with a 3% openness factor. The single motorized roller shades would be provided for the living areas using a fabric with a 3% openness factor.

Pricing is based on providing shades manufactured by Hunter Douglas Architectural using the Somfy motors. The motors quoted are radio frequency, and the most commonly used.

Pricing is based on information taken from plans dated November 18, 2022.

The breakdown in the cost per tower is as follows:

- Tower A-97 qty-dual motorized roller shades and 52 qty-single motorized roller shades..\$232,810.00.
- Tower B-137 qty-dual motorized roller shades and 58 qty-single motorized roller shades...\$312,245.00.
- Tower C-91 qty-dual motorized roller shades and 155 qty-single motorized roller shades...\$227,895.00.

If actual window sizes, or quantities, vary from those shown on the plans, the price would be adjusted accordingly. This price is guaranteed for 90 days. It's not uncommon to see a price increase, at least once a year for roller shades materials. The only way we've been able to hold our pricing on larger projects like this is if we give Hunter Douglas a deposit so they can pre-order the materials and have them on hand until we are able to give them the sizes needed to fabricate the shades.

Thank you for giving us the opportunity to bid this project. If you have any questions, please feel free to contact me.

Thank you,
Scott L. Schvaneveldt
Estimator