



QUOTE #BSWT20200300000497

Job Name: Willie BT Quotes - 2020
 Location: _____

Quoted By: **Willie Worthan**
 Bid Date: **12/31/2020**
 Expires: **01/30/2021**

Quoted prices are based upon receipt of the total quantity for immediate shipment (48 hours). SHIPMENTS BEYOND 48 HOURS SHALL BE AT THE PRICE IN EFFECT AT TIME OF SHIPMENT UNLESS NOTED OTHERWISE. Seller not responsible for delays, lack of product or increase of pricing due to causes beyond our control, and/or based upon Local, State and Federal laws governing type of products that can be sold or put into commerce. This Quote is offered contingent upon the Buyer's acceptance of Seller's terms and conditions, which are incorporated by reference and found either following this document, or on the web at http://wojseleyna.com/terms_conditionsSale.html. Govt Buyers: All items quoted are open market unless noted otherwise. QUOTES FOR PRODUCTS SHIPPED FOR RESALE ARE NOT FIRM UNLESS NOTED OTHERWISE. CONTACT YOUR SALES REPRESENTATIVE IMMEDIATELY FOR ASSISTANCE WITH DBE/MBE/WBE/SMALL BUSINESS REQUIREMENTS.

Ferguson – SoCal
Pomona: (909) 517-3085
San Diego:, CA
Phone: (619) 515-0300

ITEM #	MFC	DESCRIPTION	P-QTY	U/M	P-UNIT PRICE	EXT QTY	EXT PRICE
		<p>SECTION 301 TARIFFS: PLEASE SEE THE FULL FERGUSON LETTER AT THE END OF THIS QUOTE.</p> <p>THE ANNOUNCED INCREASED TARIFFS WILL RESULT IN PRICE INCREASES. AT THIS TIME, OUR VENDORS ARE UNCLEAR WHEN/IF AND AT WHAT RATE THESE TARIFFS WILL BE IMPOSED. HERE ARE THE STEPS WE WILL TAKE GIVEN THE INFORMATION WE HAVE TODAY:</p> <p>1) PRICING ON ALL PRODUCTS IMPORTED FROM CHINA ON OPEN AND FUTURE QUOTES WILL EXPIRE 30 DAYS AFTER THE BID DATE.</p> <p>2) WE WILL CONTINUE TO COMPETITIVELY QUOTE THESE PRODUCTS BASED ON OUR COST. IF THE TARIFFS ARE IMPOSED, WE WILL HAVE NO CHOICE BUT TO PASS THESE COSTS ON TO THE MARKET.</p> <p>3) TO BE CLEAR, IF/WHEN THE TARIFFS ARE IMPOSED, FERGUSON WILL BE FORCED TO PRICE THESE PRODUCTS BASED ON THE COST AT THE TIME OF SHIPMENT.</p>					
		ALVORD UNIFIED SCHOOL DISTRICT					
		QUOTED 9/9/20 WILLIE WORTHAN					
H5551	HAWS	CP SELF CL PUSH LEV GLASSFILLER FAUCET	1	EA	\$95.84	546	\$52,328.64
H67004	HAWS	STEEL MOUNTING PLATE FOR SINGLE HI-LO DUAL DRINKING FOUNTAINS	1	EA	\$127.74	106	\$13,540.44
H1117LN	HAWS	HI-LO BARRIER FREE WALL MOUNTED DRINKING FOUNTAIN. SATIN STAINLESS FINISH W/100% LEAD FREE WATERWAYS AND BACK PANEL	1	EA	\$1,417.04	106	\$150,206.24
H6700	HAWS	STEEL MOUNTING PLATE FOR SINGLE DRINKING FOUNTAINS	1	EA	\$78.13	144	\$11,250.72
H1920	HAWS	LF SS BTL FILL	1	EA	\$265.70	150	\$39,855.00
HBP32	HAWS	MODEL BP32 SATIN FINISH STAINLESS STEEL 32 BACK PANEL FOR MODEL 1920	1	EA	\$202.43	127	\$25,708.61
H1107L	HAWS	LF SS WM L/P DRINK FOUNTAIN	1	EA	\$841.37	17	\$14,303.29



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H6700R	HAWS	SGL FTN MTG PLT F/ 1920 RETROFIT	1	EA	\$87.30	23	\$2,007.90
HBP15	HAWS	BACK PANEL SINGLE SATIN FINISH	1	EA	\$101.85	23	\$2,342.55
H6469	HAWS	CATCH DRAIN FOR 1920 BOTTLE FILLER	1	EA	\$92.04	18	\$1,656.72
H1212SF	HAWS	WALL MOUNT HI-LO FILTERED ELECTRIC WATER COOLER WITH BOTTLE FILLER	1	EA	\$1,431.80	1	\$1,431.80
H3612-1200	HAWS	MODULAR OUTDOOR SS PEDESTAL W/ONE BOTTLE FILLER AND TWO FOUNTAINS W/STANDING ADA HEIGHT ARM, ADULT WHEEL-CHAIR HEIGHT ARM, ACCESS PANEL FACING FORWARD, AND BRACKET FOR FILTER (FILTER SUPPLIED BY OTHERS) SILVER	1	EA	\$5,006.79	56	\$280,380.24
H6426	HAWS	IN-LINE LEAD RMV WATER FILTER	1	EA	\$47.61	1,538	\$73,224.18
QUOTE SUBTOTAL							\$668,236.33
SALES TAX NOT INCLUDED (IF APPLICABLE)							
<u>PRICING PROTECTED THROUGH 12-31-20</u>							



March 20, 2020

Re: Bid activity

Dear valued customer,

The World Health Organization has declared COVID-19 a global pandemic, and Ferguson's priority continues to be the health of our associates, our customers and the communities in which we live and work. In addition to ensuring all our locations are equipped with and using proper sanitization products and techniques, any Ferguson associate who is not feeling well or is at high risk for contracting the virus is being asked to protect themselves and others by staying home.

Efforts to prevent the spread of COVID-19 have the potential to impact the global supply chain across many industries. Ferguson's Supply Chain, Procurement and Business Continuity teams are continually evaluating our supply chain from both sourcing and distribution perspectives and do not anticipate any significant disruptions based on information currently available. We are working together to plan for and mitigate any potential disruption so that we may quickly and effectively implement measures to keep business moving as usual.

Ferguson is committed to fulfilling requests for all bids as quoted – including pricing and inventory availability. Bid products and pricing are based on current knowledge at the time of the quote and have the potential to change.

We are committed to sharing additional information as it becomes available. In the meantime, should you have any questions, please reach out to your Sales associate directly.

Thank you for your business and support.



To our valued customers,

In December 2018, the U.S. Trade Representative (USTR) modified the 301-tariff schedule to allow for negotiations between the U.S. and China. The Trump Administration has decided to increase the current 10% tariff by an additional 15% on certain Chinese-made imports due to dissatisfaction with **China's Commitment to address U.S. concerns**. The tariff increase took effect on May 10, 2019.

Tariffs are taxes that cannot be negotiated, therefore Ferguson must implement timely price increases to cover additional costs in totality. While we cannot give manufacturer-specific price increases at this time, we will immediately follow manufacturer price changes as we receive them.

Ferguson does not anticipate any shortages of material. However, increased tariffs will result in price increases. To better support you, we are proactively contacting all our vendor partners to understand how they will manage price increases including existing job contracts.

Here are the steps we will take given the information we have today:

- 1) Unless otherwise noted on seller's quotation, all prices are subject to change at any time.
- 2) We will continue to competitively quote these products based on our costs. If the additional tariffs are imposed, we will have no choice but to pass these costs on to the market.
- 3) To be clear, if/when the additional tariffs are imposed, Ferguson will be forced to price these products based on the costs at the time of shipment.

Our priority is to provide you with access to products at a competitive price, with no disruption in supply. We appreciate your loyalty and understanding as we manage this changing business environment. If you have questions concerning upcoming jobs or existing quotes, please speak with your Ferguson sales associate to help plan your business.

Thank you for your continued support and partnership.

Ferguson Enterprises

Update: Section 301 Tariffs

Background

The President announced the third round of tariffs in the Section 301 action, imposing 10% tariffs on Chinese imports valued at \$200B, effective September 24, 2018. Tariffs were scheduled to increase to 25% on January 1, 2019, but the President suspended this deadline for 90-days to allow for negotiations between the US and China.

Timeline of Section 301 Tariff Measures

May 29, 2018 The President issues a statement, invoking his authority under Section 301 of the U.S. Trade Act of 1974 to combat China's burdensome trade practices on U.S. interests. He instructed the Office of the U.S. Trade Representative (USTR) to release by June 15 a list of Chinese imports valued at \$50B that would be subject to an additional 25% tariff.

July 6, 2018 Effective date of 25% tariffs on Chinese imports valued at \$34B. (List #1)

July 10, 2018 USTR releases notice of intent and initiation of the public comment period to impose additional 25% tariffs on a third list of Chinese imports valued at \$200B. (List #3)

August 23, 2018 Effective date of 25% tariffs on Chinese imports valued at \$16B. (List #2)

September 17, 2018 President announces decision to impose 10% tariffs on Chinese imports valued at \$200B. (List #3). Tariffs to increase to 25% on January 1, 2019. President also announces additional tariffs on \$267B of Chinese imports if China retaliates against the U.S.

September 18, 2018 China initiates retaliation against the U.S., moving to impose tariffs on \$60B of U.S. goods imported into China, increasing likelihood of fourth round of tariffs imposed by the U.S.

September 24, 2018 Effective date of 10% tariffs on Chinese imports valued at \$200B. Scheduled to increase to 25% on January 1, 2019. (List #3).

December 19, 2018 - President announces a 90-day suspension of the January 1, 2019 deadline. List #3 tariffs to increase to 25% on March 2, 2019 if negotiations do not result in China meeting US demands.

May 10, 2019 President announces decision to increase tariffs to 25% on List #3. Increase to take effect May 10, 2019.

For additional information, visit [USTR.gov](https://ustr.gov).