

**James Lynn**

---

**From:** James Lynn <jlynn@avanienvironmental.com>  
**Sent:** Wednesday, September 19, 2012 1:35 PM  
**To:** 'NICKY HOWSARE (NHOWSARE@AVANIENVIRONMENTAL.COM)'  
**Subject:** Duct Layout and Take-off for Salinas Union H.S.

**Contacts:** NICKY HOWSARE

Hi Nicky

The Pricing to duct 6 welding booths to a collector with return air at the school is as follows:

*What we pay:*

K&B Duct as drawn w/h 35% discount.....2,909.68  
6” Dia. Fume Arm Brackets..... \$35.00x(10 min. order)..... .350.00  
14” Dia. Silencer (K&B’s) list price w/h discount .....800.00  
Louver Box for Return Air.....1,600.00

Total estimated duct cost to Avani: \$5,659.68

**Avani Sell Price/Quote:**

<u>Item</u>	<u>mark-up</u>	<u>quote price</u>
K&B Duct as drawn .....	2,909.68/ .65.....	4,476.43
Fume Arm Brackets.....	350.00x2.....	700.00
Silencer.....	800.00x2.....	1,600.00
Louver Box for return air.....	1,600.00x2.....	3,200.00

**Total Duct Quote: \$9,976.43**

\*Note: Fan, collector, installation, and fume arms not included in Quote.

Thanks, Jim

James Thomas Lynn  
Engineering Technician  
Tel. 919-570-2862 ext. 203  
Fax 919-570-2863  
E-mail: [jlynn@environmental.com](mailto:jlynn@environmental.com)



This document was created with Win2PDF available at <http://www.win2pdf.com>.  
The unregistered version of Win2PDF is for evaluation or non-commercial use only.  
This page will not be added after purchasing Win2PDF.