

Aitkin County Board of Commissioners
Request for County Board Action/Agenda Item Cover Sheet



To: Chairperson, Aitkin County Board of Commissioners Date: 02/28/14

Via: Roxy Traxler, Interim County Administrator

From: Sheriff Scott t Turner

Title of Item:
Dispatch Workstation

Requested Meeting Date: 03/11/14 Estimated Presentation Time: 7.36 min

Presenter: Sheriff Scott Turner

Type of Action Requested (check all that apply)

- For info only, no action requested
- For discussion with possible action
- Let/Award Bid or Quote (attach copy of basic bid/quote specs or summary of complex specs, each bid/quote received & bid/quote comparison)
- Approve/adopt proposal by motion
- Authorize filling vacant staff position
- Request to schedule public hearing or sale
- Request by member of the public to be heard
- Item should be addressed in closed session under MN Statute
- Approve under Consent Agenda
- Adopt Ordinance Revision
- Approve/adopt proposal by resolution (attach draft resolution)
- Other (please list)

Fiscal Impact (check all that apply)

- Is this item in the current approved budget? Yes No (attach explanation) **E911 Reserve Funds**
- What type of expenditure is this? Operating Capital Other (attach explanation)
- Revenue line account # that funds this item is:
- Expenditure line account # for this item is:

Staffing Impact (Any yes answer requires a review by Human Resources Manager before going to the board)

- Duties of a department employee(s) may be materially affected. Yes No
- Applicable job description(s) may require revision. Yes No
- Item may impact a bargaining unit agreement or county work policy. Yes No
- Item may change the department's authorized staffing level. Yes No



Supporting Attachment(s)

- Memorandum Summary of Item
- Copy of applicable county policy and/or ordinance (excerpts acceptable)
- Copy of applicable state/federal statute/regulation (excerpts acceptable)
- Copy of applicable contract and/or agreement
- Original bid spec or quote request (excluding complex construction projects)
- Bids/quotes received (excluding complex construction projects, provide comparison worksheet)
- Bid/quote comparison worksheet
- Draft County Board resolution
- Plat approval check-list and supporting documents
- Copy of previous minutes related to this issue
- Other supporting document(s) (please list)

Provide (1) copy of supporting documentation NO LATER THAN Wednesday at Noon to make the Board's agenda for the following Tuesday. (If your packet contains colored copies, please provide (4) paper copies of supporting documentation as we do not have a color printer or copier.) Items WILL NOT be placed on the Board agenda unless complete documentation is provided for the Board packets.

SCOTT A. TURNER

SHERIFF OF AITKIN COUNTY

217 Second Street NW
Aitkin, MN 56431

218-927-2138 Emergency 911
Sheriff Fax 218-927-7359 / Dispatch Fax 218-927-6887
TOLL FREE 1-888-900-2138

MEMO

To: Aitkin County Board of Commissioners

Date: March 3, 2014

From: Sheriff Scott Turner

Re: ARMER Project – End stages

Attached to this memo are quotes for dispatcher workstation furniture and one quote for a bi-directional amplifier for the McGregor School. Both are end-stage parts to the ARMER migration.

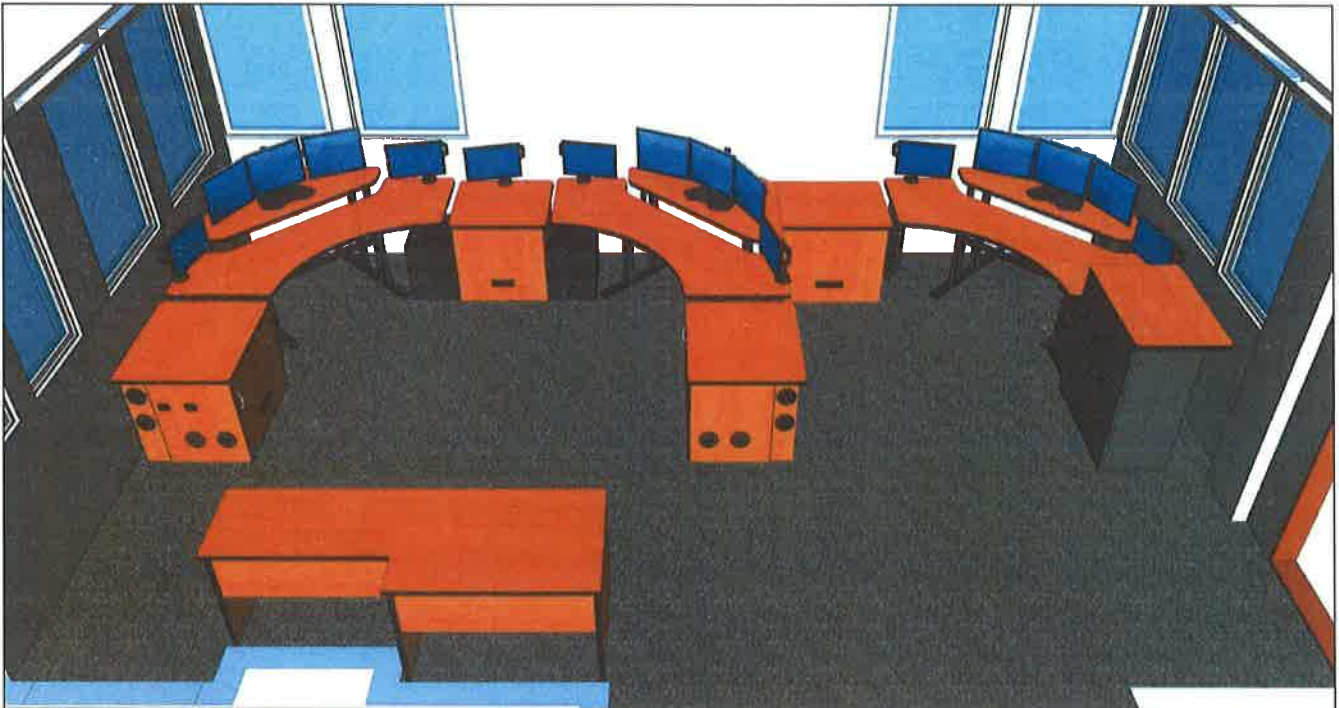
The dispatcher workstation is furniture to house all of the radio and associated dispatch equipment currently being used at each of the dispatch stations. It will allow for better placement of the equipment to facilitate the busy nature of the dispatch work load, allow for better protection of the electronic equipment and be more ergonomically correct for a dispatcher that is confined to that work station for periods of time ranging from 8 to 12 hours. We are not requesting levy dollars for this expenditure. The funds expended for this purchase would come from the statutory dedicated 911 funds. We are recommending going with the quote from Viking Acoustical Furniture in the amount of \$37,270.85. This includes the installation and the replacing of the flooring in the dispatch center. Installation will be accomplished without the need for any down time in the dispatch center. The other quote from Watson was for \$62,008.50.

Only one quote was obtained for the bi-directional amplifier in the McGregor School as they were the radio shop that did all of the other service work relative to the migration to the ARMER system as well as the upgrading of the county-wide paging system. We are recommending going with this quote for \$23,495.00. As many are aware, the layout of the state ARMER tower sites is such that there is not one in close proximity to the City of McGregor. There is such a state site on Quadna Mountain near Hill City which provides good coverage in and around Hill City. We recently completed the local enhancement site near Aitkin which did the same for the Aitkin Area – which had unacceptable signal strength for a considerable area – including in-building coverage. While there are no existing towers which we could co-locate a local enhancement site in the McGregor Area, the placement of this BDA would alleviate the area of no communications within the McGregor School. This expenditure would be paid for using the dedicated ARMER funds. To date we have spent little over 2.1 million dollars out of a budgeted 3.2 million for the radio project.

Proposal to

**Aitkin County Sheriff's Office
Dispatch/Master Control**

Aitkin, Minnesota



By

KARNS
SERVICES

And

VIKING
Acoustical Furniture

Revised
November 7, 2013

Section 1 – Company Profiles

Karns Services, Inc.

Karns Services, Inc. is a Bloomington, Minnesota based company that plans, delivers, and installs, dispatch workstations, support furniture, intensive use seating and noise control products for communications centers, medical facilities, and technical operations centers. We service clients in Wisconsin, Minnesota, Iowa, North and South Dakota, and elsewhere in the Midwest for special projects.



Company President, Frank Karnauskas, is personally involved and provides hands-on supervision at every stage of your project. No part of your project is subcontracted to third party delivery or installation companies. Prior to starting Karns Services, Frank Karnauskas served as the training coordinator for the Minnesota Metropolitan Regional 800 MHz Digital Trunked Public Safety Radio system and participated in converting dozens of city and county public safety organizations to APCO P25 compliant radio systems. Having trained several hundred public safety dispatchers, Frank Karnauskas developed an understanding of PSAP operations and dispatcher needs. He is a graduate of the University of Wisconsin (1970). Frank is also an FCC licensed Amateur Radio operator and is the Section Emergency Coordinator for the Minnesota Section of the American Radio Relay League. Frank is a member of both APCO International and NENA and has presented programs on interoperability at the local chapter meetings, and International conferences.

Contact:

Frank Karnauskas, President
Karns Services, Inc.
9801 Little Road
Bloomington, MN 55437

Tel: (612) 644-9174
Fax: (888) 315-4885

Email: FWK@GoKarns.com
Web: www.GoKarns.com

Viking Acoustical Furniture, Inc.

Viking is a manufacturer of Adjustable Workstations, Office Furniture, and Ergonomic Accessories that focus on productivity and use comfort through ergonomic solutions.

The benefits and advantages of selecting Viking are as follows:

- Locally owned and operated Minnesota company...we care about your business.
- Headquarters and manufacturing in Lakeville, Minnesota...we are less than three hours from your site.
- In business for over 35 years...our products are based on first hand experience.
- Over 60,000 square feet of manufacturing space...modern manufacturing and materials handling facilities for precision production and highest quality.
- Manufacture and distribute the largest selection of adjustable tables and workstations with custom shapes also available to ensure a perfect solution to your needs.
- Additionally manufacture a complete line of laminate furniture - Modular Solutions Casegoods...we are your single source for dispatch and support furniture for a coordinated look and simplified procurement.
- National sales and service organization in twenty (20) territories...ensures excellent customer support before and after the sale.
- We have manufactured and installed furniture from 1 workstation to 1,550 workstations...no project is too big or too small

Select References:

1. Winona County, Minnesota Sheriff's Office
2. White Bear Lake, Minnesota Public Safety
3. Steele County, Minnesota Pearl Street Dispatch Center
4. Wabasha County, Minnesota Sheriff's Office
5. Lake County, Minnesota Sheriff's Office
6. Minnesota Bureau of Criminal Apprehension
7. State of Minnesota, MnDOT State Patrol
8. Cook County, Minnesota Sheriff's Office
9. Ramsey County, Minnesota Emergency Communications Center
10. Stearns County, Minnesota Sheriff's Office
11. Freeborn County, Minnesota Sheriff's Office
12. Dodge County, Minnesota Sheriff's Office
13. Fillmore County, Minnesota Sheriff's Office
14. Lincoln County, South Dakota Sheriff's Office
15. Yankton County, South Dakota Sheriff's Office
16. City of Maplewood, Minnesota Police Department
17. City of Minneapolis, Minnesota Emergency Communications Center
18. Marquette County, Wisconsin 911 Center
19. Regions Hospital, Medical Control East
20. Conoco Pipeline Company
21. Veterans Administration Hospital
22. NASA – Johnson Manned Space Center - Houston, Texas
23. Jet Propulsion Laboratory – Houston, Texas

Names and Contact Information Available Upon Request

Section 2 – Dispatch Workstations

Viking Corner Dispatch Workstation

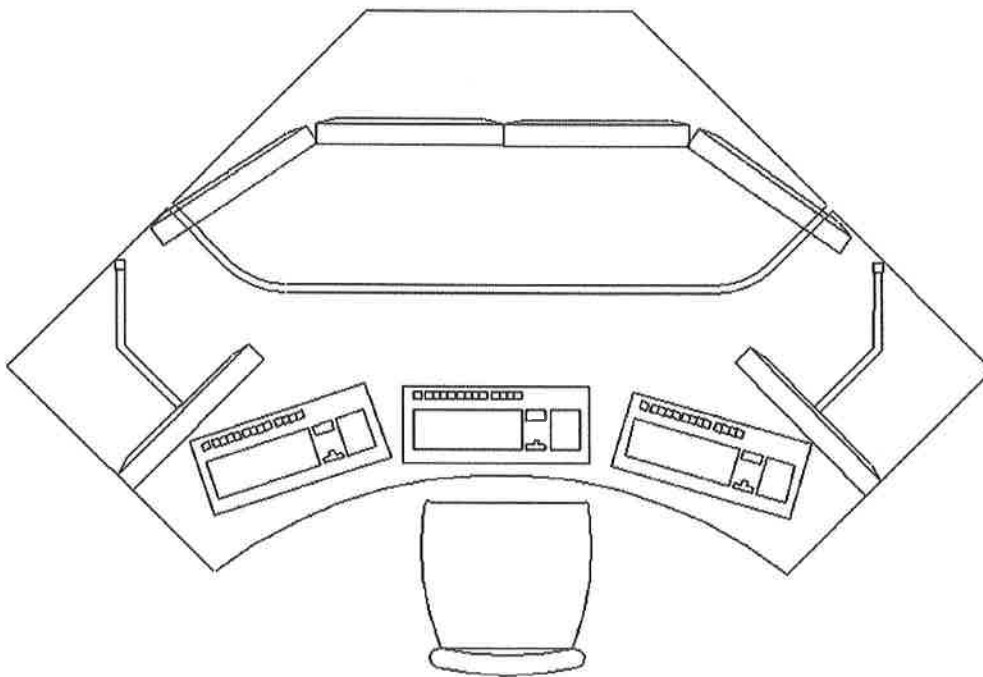


Key Benefits:

- Dual Surface Console, one surface for monitors and one for the work area.
- Oversized front surface accommodates modern demands for dispatcher keyboards, mice, phone and radio controls.
- Wrap-around contoured front minimizes dispatcher reaching and increases ease of movement at all surface heights.
- Electrical Adjustment of both surfaces independently by the operator allowing for adjustment for different sized operators and the ability to change position during their shift, even to a sit-stand position.
- Lifting capacity for up to 600 lbs. on either surface, allowing for future changes in equipment without any limitations.
- All the workstation surfaces are adjustable, allowing for all the materials and equipment on the surfaces to adjust at the same time as the operator.
- Fully complies with OSHA Guidelines for workstation safety.

General:

The Viking Corner Dispatch Workstation is one of a family of height adjustable workstations and console designs based around our modular height frame technology, which uses a synchronized electric actuator system. A dual surface console with each surface capable of lifting 600 pounds per surface. The standard unit has a height adjustment range of between 28" an 48".



The CNR-7273 Corner Dispatch Workstation is 70" x 70" x 30" deep. The front curved work surface is 23.5" deep and the rear work surface is 25.6 deep. These dimensions provide the ideal balance of work area and display and equipment mounting requirements. The distance between the front edge of the front work surface and typical flat panel display position falls within OSHA guidelines for workstation safety.

Height Adjustment Frames:

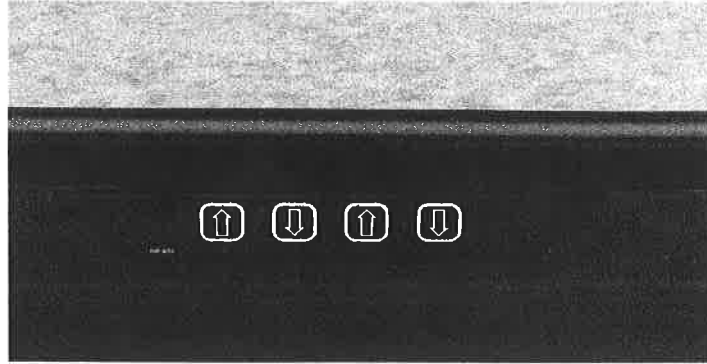


Steel telescopic square tubing 2mm thick with external faces chrome plated ride within a second tubing along with a pre-loaded needle roller cage supporting eight needle rollers. Each tower section utilizes four telescopic tubes. The frame is counter balanced with a ½" plate steel base, upon which the four upright tubes are fitting and joined cross bars. The whole tower system is covered with removable fluted aluminum panels and steel top plate to access actuators and allow for easy cable routing of components being supported.

Electric Actuators:

The actuators are powered via a transformer converting AC, and are geared down to approximately 40 rpm. Each surface is powered by two actuators, which are positioned between two of the stabilizing tubes. The actuators are connected to a control box, and each pair operates independently, and is synchronized electrically via readers to compensate for uneven load factors on the surface. Each actuator is rated at 700 pounds.

Operator Control:



The operator control keypad is set in the front surface and has the following options: a). Front Surface – up and down, b). Rear Surface – up and down, c). Reset Front and Reset Rear – resets with a five-second delay to lower the surface.

Finishes:

The frames are finished with black enamel coating. Work surfaces are curved to a 60" radius on the front surface and are finished with a wide range of high-pressure laminates with a black 3mm PVC edging.

Section 3 – Support Furniture

CPU Cabinets:



Key Benefits:

- Viking CPU cabinets are an attractive solution to the growing problem of housing computers and peripheral equipment required at each workstation.
- Viking CPU cabinets include a sliding shelf, power strip, door lock, swing-out side access doors as standard features.
- Choice of laminate and acrylic doors is also standard.
- Dual quiet, efficient cooling fans
- A variety of sizes and configurations are available, as are laminate surfaces to match workstations and support furniture.

Mobile Pedestal Storage Cabinet



Key benefits:

- Viking Mobile Pedestal Storage Cabinets provide flexible storage solutions for shared or personal needs.
- Cabinet width of 15".
- Full extension steel ball-bearing slides on files and extension steel ball-bearing slides on box drawers.
- Inverted "J" handle in drawer front.
- Gang locking with master-keyed, core removable locks. Counter weights.
- Two locking casters at front of cabinet and two non-locking casters at the rear of the cabinet.
- Meets all BIFMA standards.
- Textured black baked enamel finish.
- Laminate tops available to match workstation and support furniture.

Section 5 – Floor Plan and Cost

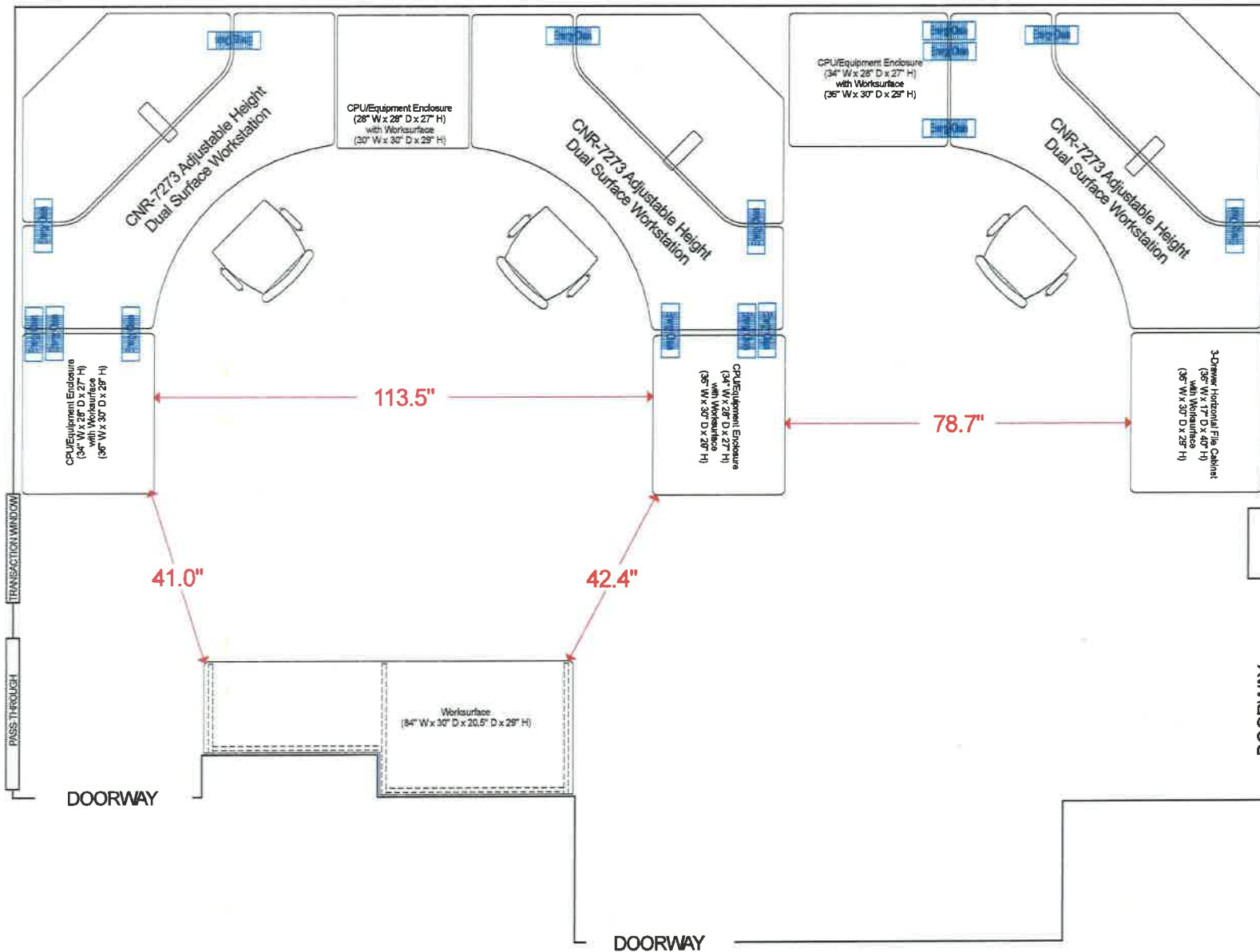
This floor plan is based on actual room measurements and discussions with agency personnel who have provided information on the customer equipment that must be accommodated in the facility upgrade.

~~This floor plan assumes that the customer will reposition the step up to the raised floor and will extend the raised floor along the jail wall as shown in the drawing.~~

The proposed floorplan meets the customer's requirements for equipment support 100%.

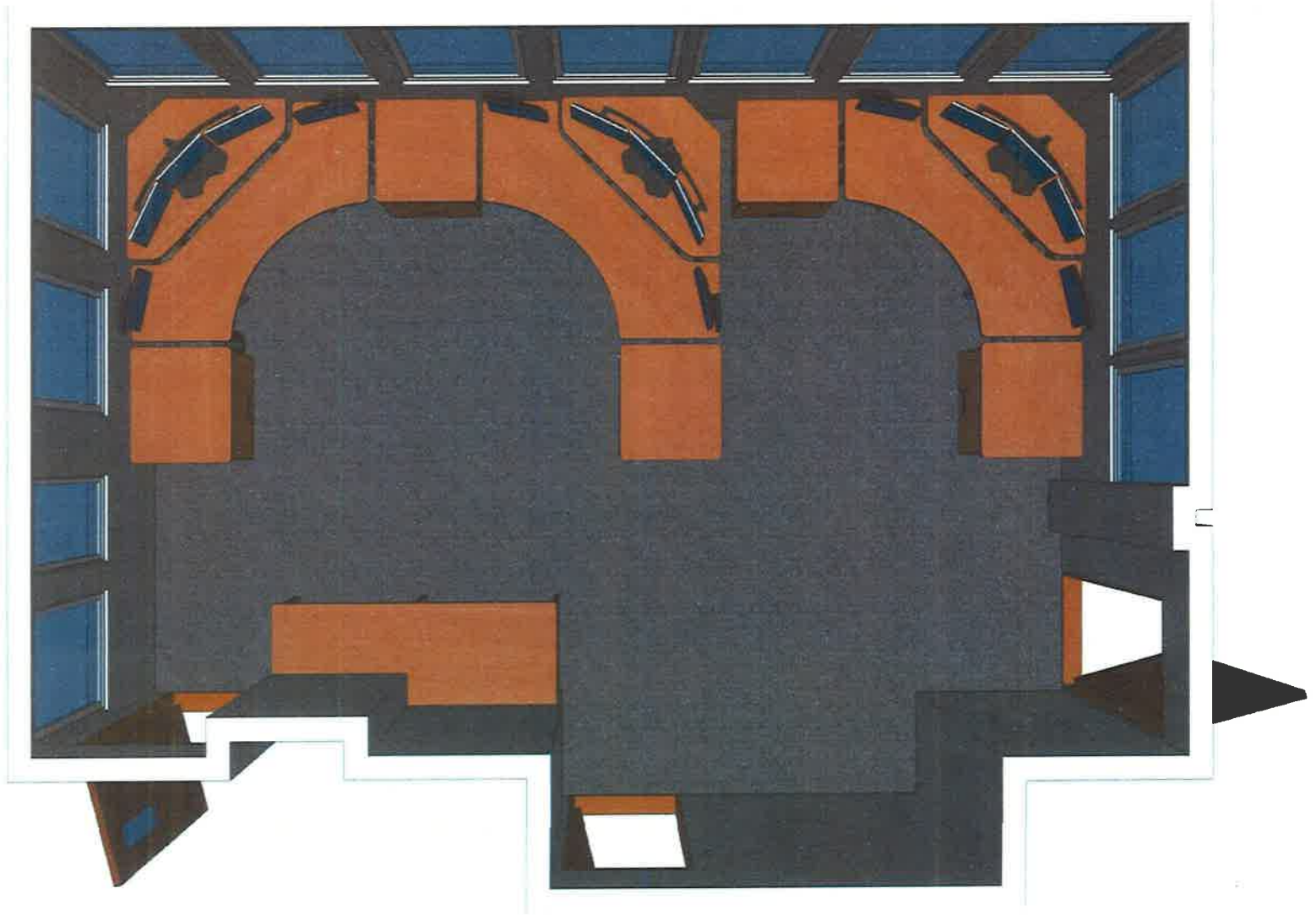
The layout is illustrated on the following pages:

- Drawing: Room Base Dimensions
- Drawing: Workstation and Worksurfaces/CPU Cabinets
- Drawing: 3D Rendering – Top View
- Drawing: 3D Rendering – Rear View
- Drawing: 3D Rendering – Dispatch Position
- Drawing: 3D Rendering – Supervisor Position
- Drawing: 3D Rendering – Workstation Detail

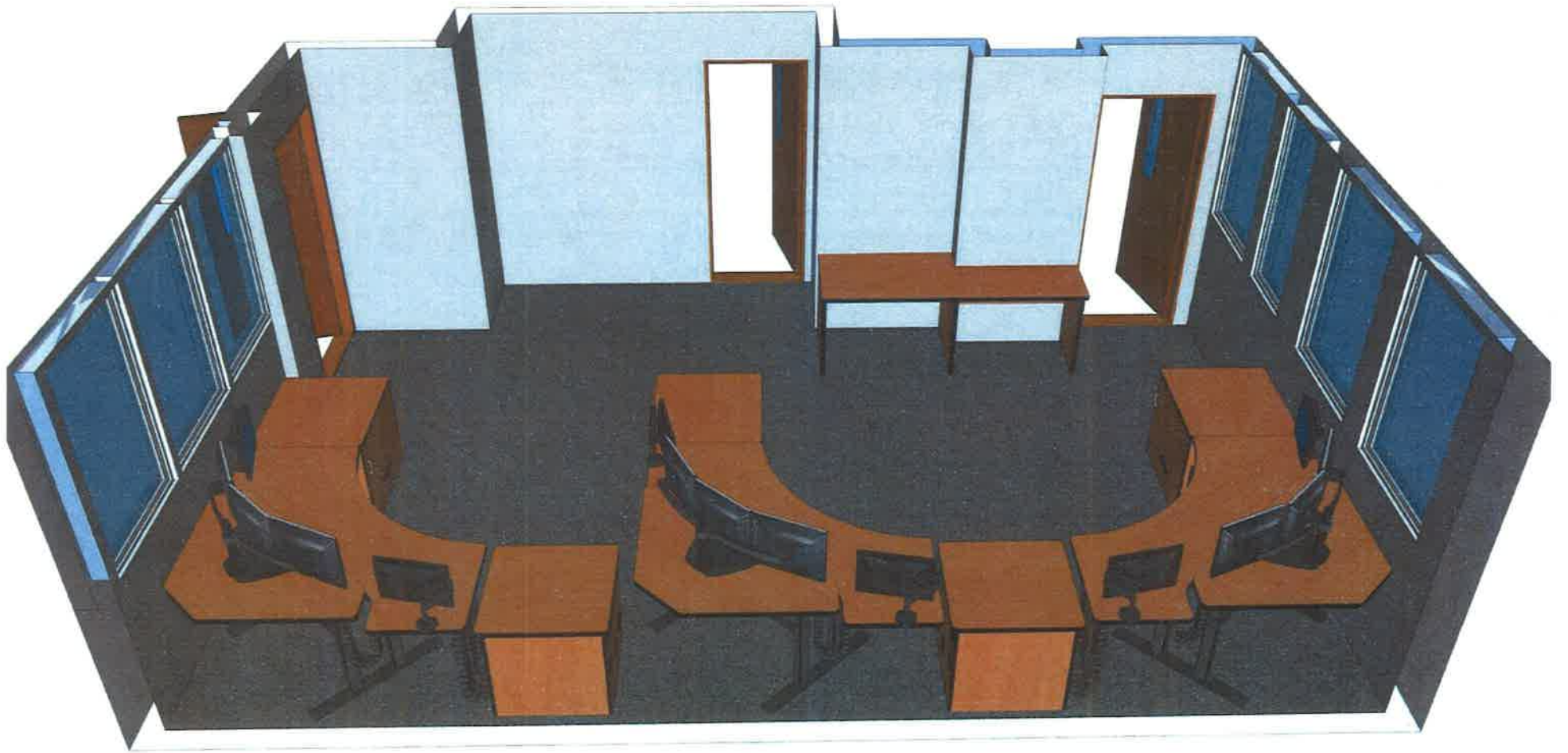


Aitkin County Sheriff's Office - Dispatch/Master Control
 Presented by Karns Services, Inc.
 Featuring Viking Ergonomic Workstations

Concept 3A
 Revised 11-07-2013









Supervisor Position with CPU Cabinet, Mobile File Pedestal and 3-Drawer Horizontal File Cabinet



Dispatcher Position with 2 CPU Cabinets and Mobile File Pedestal

Karns Services, Inc.
Aitkin County Sheriff's Office
Concept 3A
Featuring Viking Ergonomic Height Adjustable Furniture
Revised November 13, 2013

Line	Catalog	Description	MSRP	Discount	Price	Qty	Extended
	CNR-7273	70"W x 70"W x 30"D x 28"/48"H; OSHA compliant electrical height adjustable corner workstation; dual surfaces operate independently; each surface lifts 600 lbs.	\$ 4,775.00	30.00%	\$ 3,342.50	3	\$ 10,027.50
	TO2436	Allows forward/rearward positioning of LCDs from operator; manual operation; 24"D x 36"W.	\$ 472.00	30.00%	\$ 330.40	3	\$ 991.20
	CPU-30X30D	30"W x 30"D x 27"H; Laminate CPU cabinet with sliding shelf; dual fan ventilation	\$ 1,148.00	30.00%	\$ 803.60	1	\$ 803.60
	CPU-36X30D	36"W x 30"D x 27"H; Laminate CPU cabinet with sliding shelf; dual fan ventilation	\$ 1,277.00	30.00%	\$ 893.90	3	\$ 2,681.70
	DIS-501	Holds one display; dual arm extends 22"; black finish; with desk clamp and grommet mount	\$ 535.00	30.00%	\$ 374.50	3	\$ 1,123.50
	DIS-1x3-G	Holds 3 displays; 1x3 horizontal configuration; grommet mount; black finish	\$ 539.00	30.00%	\$ 377.30	3	\$ 1,131.90
	TSK-LED-B	LED task light with bolt-through grommet mount	\$ 399.00	30.00%	\$ 279.30	3	\$ 837.90
	TSK-B	For accessory mount to LCD stand	\$ 28.00	30.00%	\$ 19.60	3	\$ 58.80
	ADD	Mounts accessory bolt-through mount to LCD stand post	\$ 9.00	30.00%	\$ 6.30	3	\$ 18.90
	ADD	Three-speed, oscillating desktop fan with base clamp	\$ 129.00	30.00%	\$ 90.30	3	\$ 270.90
	CM-15	Passes cables between workstation and CPU cabinet	\$ 275.00	30.00%	\$ 192.50	21	\$ 4,042.50
	CM-21	Passes cables between Focal Monitor Platform and workstation	\$ 189.00	30.00%	\$ 132.30	3	\$ 396.90
	ADD	ten outlets; metal box; covered switch; 12' cord; 20 amp; surge protected	\$ 67.00	30.00%	\$ 46.90	10	\$ 469.00
	MW-BFMF	15"W x 18"D x 19-1/2"H; 1 box drawer, one file drawer; locking	\$ 539.00	30.00%	\$ 377.30	6	\$ 2,263.80
	ADD	Matches workstation worksurfaces.	\$ 113.00	30.00%	\$ 79.10	6	\$ 474.60
	MW-LAT336	36"W x 17-1/2"D x 40"H; three drawers; all metal construction; black finish	\$ 944.00	30.00%	\$ 660.80	1	\$ 660.80
	ADD	30"D; Matches workstation worksurfaces.	\$ 113.00	30.00%	\$ 79.10	1	\$ 79.10
	CD6629-J	66"W x 20"D x 29"H with adjustable shelf; laminate top matches workstation surfaces; custom cut for room bump-out	\$ 1,676.00	30.00%	\$ 1,173.20	1	\$ 1,173.20
	Sub-Total						\$ 27,505.80
	Tear down of existing workstations and haul to customer supplied dumpster (3 phases)						\$ 900.00
	Delivery and Installation; 3 separate days on-site installation in hot center x 3 sessions						\$ 5,200.00
	TOTAL						\$ 33,605.80

Karns Services, Inc.
Aitkin County Sheriff's Office
Carpet Replacement
Featuring Tandus Wear Resistant Office Carpet Tiles
Revised August 21, 2013

Line		Color	Description	Price	Qty	Extended
1	Carpet Tiles	54206	Tandus Hybrid Resilient Modular Floor Tiles, 18" x 18"; Style: Pivot; Color: Gray/Black	\$ 2,165.05	1	\$ 2,165.05
2	Sub-Total					\$ 2,165.05
3	Remove existing carpet and tiles, remove old adhesive and smooth floor service, and haul waste to customer supplied dumpster (3 phases)					\$ 600.00
4	Delivery and Installation; 3 separate phases in conjunction with workstation installation.					\$ 900.00
5	TOTAL					\$ 3,665.05

Section 6 – Limited Lifetime Warranty

Viking Acoustical Corporation ("Seller") warrants to the original purchaser ("Buyer") that its products are free from defects in materials and workmanship for the following warranty period applicable to the product (the "Applicable Warranty Period"):

Lifetime Warranty for Viking Acoustical Manufactured Products: The Applicable Warranty Period for a product manufactured and sold by Seller under the Viking brand name shall be the period of time that the original purchaser owns the product.

Three Year Warranty on Motorized Parts including lift columns, exhaust fans, blower fans and Air circulation and heating units.

Limited Term Warranty for All Other Products or Components: The Applicable Warranty Period for all other products, or components purchased by Viking Acoustical and integrated into Viking Acoustical manufactured products, sold by Seller, shall be the warranty as outlined in the original manufacturer's warranty. This warranty does not cover any damage to customer equipment that is caused by an AC power disturbance or any other causes unrelated to the quality and/or functionality of Seller's products. No claims under this warranty will be valid unless Buyer notifies Seller in writing within a reasonable time of its discovery of the defect, but in any event prior to the expiration of the Applicable Warranty Period for such product. This warranty does not cover ordinary maintenance, wear and tear within the normal consumable life of a product, abuse, improper use, alterations, repairs and installations which have not been performed by an authorized Seller's representative, and products which have not been maintained or operated in accordance with Seller's written instructions.

THE FOREGOING WARRANTY IS EXCLUSIVE AND IS IN LIEU OF ALL OTHER EXPRESS AND IMPLIED WARRANTIES WHATSOEVER, INCLUDING BUT NOT LIMITED TO IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

Seller will repair or replace, at its option, any products (or parts thereof) which are covered by this warranty and which are found to be defective. Seller may provide a substitute product of equal or higher value to resolve a warranty claim. No such repair, substitution or replacement will extend the Applicable Warranty Period. When a warranty claim arises, Buyer must contact Seller to arrange return shipment to Seller, with freight prepaid by Buyer. The risk of loss or damage to any products returned to Seller will be with Buyer.

THE REMEDY OF REPAIR OR REPLACEMENT PROVIDED FOR HEREIN IS BUYER'S EXCLUSIVE REMEDY IN THE EVENT OF BREACH OF THIS WARRANTY. IN ADDITION, SELLER SHALL NOT BE LIABLE FOR ANY INCIDENTAL, CONSEQUENTIAL OR SPECIAL DAMAGES OR FOR ANY LOSS, DAMAGE OR EXPENSE ARISING FROM THE SALE, USE OR INSTALLATION OF THE PRODUCTS OR FROM ANY OTHER CAUSE WHATSOEVER, WHETHER BASED ON WARRANTY (EXPRESSED OR IMPLIED) OR OTHERWISE BASED ON CONTRACT, OR ON TORT, OR REGARDLESS OF ANY ADVICE OR REPRESENTATIONS THAT MAY HAVE BEEN RENDERED BY SELLER OR ITS AGENTS OR REPRESENTATIVES CONCERNING THE SALE, USE OR INSTALLATION OF THE PRODUCTS.

This warranty will be effective for products sold after January 1, 2009.

VIKING

TERMS & CONDITIONS OF SALE

1. PRIMACY OF SELLER'S TERMS AND CONDITIONS. Any order received and accepted by Viking Acoustical Corporation ("Seller") shall be construed as an acceptance of Seller's offer to sell its goods in accordance with the terms and conditions of sale set forth herein. This document contains all of the terms and conditions of the agreement between Seller and Buyer of the goods sold, to the exclusion of any terms and conditions incorporated in Buyer's order or other documents of Buyer. Seller's acceptance of Buyer's order is expressly conditioned on Buyer's acceptance of the terms and conditions contained herein. Buyer, upon placing an order, is presumed to have accepted all of the terms and conditions without modification. No alteration, waiver, modification of or addition to the terms or conditions shall be binding on Seller unless specifically agreed to in writing by a person authorized by Seller to accept such different or inconsistent terms or conditions.

2. WAIVER. No waiver, whether express or implied, by Seller of any of the terms or conditions hereof shall be deemed a continuing waiver or trade custom between the parties, but shall apply solely to the instance to which the waiver is directed.

3. ACCEPTANCE BY SELLER. All orders received by Seller are subject to revision and possible rejection by Seller within seven business days after its receipt of the same at its home office, notwithstanding the fact that the same may have been signed by Seller's field personnel. Unless revised or rejected, any such order shall become a firm Purchase Agreement upon the passage of such seven days.

4. PRICE. Unless otherwise agreed to by Seller: (a) all prices, quotations, shipments and deliveries by Seller are FOB Shipping Point, Freight Collect; (b) all prices, including related extras and deductions, are subject to change without notice and the price to be paid by Buyer will be in accordance with Seller's price in effect on the day of Seller's acceptance; (c) prices do not include Seller's freight/handling charges; (d) prices do not include any sales, use, excise, value-added or other tax, all of which present or future tax obligations are the responsibility of, and must be paid by, the Buyer.

5. DELIVERY, TITLE AND RISK OF LOSS. Unless otherwise specified, Seller's obligation is to deliver the goods to a carrier at the shipping point. Seller reserves the right to produce and ship all or any part of the goods specified in any order from any of its plants or facilities or those of its suppliers. Seller will use all reasonable efforts to comply with Buyer's requests as to method of transportation, but Seller reserves the right to use an alternate method of transportation whether or not at a higher cost to Buyer, if the method specified by Buyer is deemed by Seller to be unavailable or otherwise unsatisfactory. Title and risk of loss passes to the Buyer at the moment of Seller's delivery of the goods to the carrier. Although Seller may assist Buyer in connection with pursuing any claim for damages, Seller shall not thereby assume any obligations for such damage or continue to assist Buyer in the presentation of its claim to any carrier.

6. CLAIMS. Buyer must inspect or test all goods upon actual receipt. Buyer waives any right to assert any claim against Seller arising from any defects, damages or shortages which would have been observable upon reasonable inspection or testing at the time of delivery, unless Seller is advised of such defects, damages or shortages within thirty (30) days after receipt of the defective goods by Buyer, a period which the parties agree is reasonable for this purpose. All other claims under the Seller's warranty must be made within thirty (30) days of the discovery of the defect. Buyer must obtain shipping instructions from Seller prior to returning the goods to Seller for repair or replacement. Unless otherwise agreed, returned goods must be shipped freight prepaid or they will not be accepted by Seller.

7. PAYMENT. The terms of payment for each order shall be net cash within thirty (30) days from date of invoice. If complete payment is not made when due, the unpaid balance shall bear interest at the rate of 1 1/2 % per month until paid.

8. CANCELLATIONS. Buyer may cancel an order prior to receipt only upon prior written notice by Buyer to Seller and upon payment to Seller of reasonable and proper cancellation charges which will, in accordance with good accounting practices, satisfy all costs incurred by Seller, together with its proportionate profit on such costs.

9. WARRANTY. Viking Acoustical Corporation ("Seller") warrants to the original purchaser ("Buyer") that its products are free from defects in materials and workmanship for the following warranty period applicable to the product (the "Applicable Warranty Period"): The Applicable Warranty Period for a product manufactured and sold by Seller under the Viking brand name shall be the period of time that the original purchaser owns the product. The Applicable Warranty Period for all other products, or components purchased by Viking Acoustical and integrated into Viking Acoustical manufactured products, sold by Seller, shall be the warranty as outlined in the original manufacturer's warranty. This warranty does not cover any damage to customer equipment that is caused by an AC power disturbance or any other causes unrelated to the quality and/or functionality of Seller's products. No claims under this warranty will be valid unless Buyer notifies Seller in writing within a reasonable time of its discovery of the defect, but in any event prior to the expiration of the Applicable Warranty Period for such product. This warranty does not cover ordinary maintenance, wear and tear within the normal consumable life of a product, abuse, improper use, alterations, repairs and installations which have not been performed by an authorized Seller's representative, and products which have not been maintained or operated in accordance with Seller's written instructions. **THE FOREGOING WARRANTY IS EXCLUSIVE AND IS IN LIEU OF ALL OTHER EXPRESS AND IMPLIED WARRANTIES WHATSOEVER, INCLUDING BUT NOT LIMITED TO IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.** Seller will repair or replace, at its option, any products (or parts thereof) which are covered by this warranty and which are found to be defective. Seller may provide a substitute product of equal or higher value to resolve a warranty claim. No such repair, substitution or replacement will extend the Applicable Warranty Period. When a warranty claim arises, Buyer must contact Seller to arrange return shipment to Seller, with freight prepaid by Buyer. The risk of loss or damage to any products returned to Seller will be with Buyer. **THE REMEDY OF REPAIR OR REPLACEMENT PROVIDED FOR HEREIN IS BUYER'S EXCLUSIVE REMEDY IN THE EVENT OF BREACH OF THIS WARRANTY. IN ADDITION, SELLER SHALL NOT BE LIABLE FOR ANY INCIDENTAL, CONSEQUENTIAL OR SPECIAL DAMAGES OR FOR ANY LOSS, DAMAGE OR EXPENSE ARISING FROM THE SALE, USE OR INSTALLATION OF THE PRODUCTS OR FROM ANY OTHER CAUSE WHATSOEVER, WHETHER BASED ON WARRANTY (EXPRESSED OR IMPLIED) OR OTHERWISE BASED ON CONTRACT, OR ON TORT, OR REGARDLESS OF ANY ADVICE OR REPRESENTATIONS THAT MAY HAVE BEEN RENDERED BY SELLER OR ITS AGENTS OR REPRESENTATIVES CONCERNING THE SALE, USE OR INSTALLATION OF THE PRODUCTS.**

10. LIMITATION OF LIABILITY. SELLER WILL NOT BE LIABLE UNDER ANY CIRCUMSTANCES FOR ANY INCIDENTAL, CONSEQUENTIAL OR SPECIAL DAMAGES, INCLUDING WITHOUT LIMITATION ANY LOST PROFITS OR LABOR COSTS, ARISING FROM THE SALE, USE OR INSTALLATION OF THE PRODUCTS, FROM THE PRODUCTS BEING INCORPORATED INTO OR BECOMING A COMPONENT OF ANOTHER PRODUCT, FROM ANY BREACH OF THIS AGREEMENT OR FROM ANY OTHER CAUSE WHATSOEVER, WHETHER BASED ON WARRANTY (EXPRESSED OR IMPLIED) OR OTHERWISE BASED ON CONTRACT, OR ON TORT OR OTHER THEORY OF LIABILITY, AND REGARDLESS OF ANY ADVICE OR REPRESENTATIONS THAT MAY HAVE BEEN RENDERED BY SELLER OR SELLER'S AGENTS OR REPRESENTATIVES CONCERNING THE SALE, USE OR INSTALLATION OF THE PRODUCTS.

11. PATENTS, TRADEMARKS AND COPYRIGHT INDEMNITY. If Buyer has not provided specifications, Seller shall indemnify Buyer from any and all damages and costs, including reasonable attorney's fees, for patent, trademark or trade name, or copyright infringement arising by reason of the sale or use of any goods sold to Buyer, provided that Seller is properly notified at the outset of any such claim or suit and Buyer offers Seller full and exclusive control of the defense of such suit when products of Seller only are involved therein, and the right to participate in the defense of such suit when products other than those of Seller are also involved therein. Buyer shall indemnify Seller against any and all damages or costs, including reasonable attorney's fees, for patent, trademark or trade name, or copyright infringement in any way arising out of the preparation or manufacture of any goods in accordance with Buyer's specifications.

12. EXCUSABLE DELAYS. Seller shall not be liable for delays or failure in performance of an order or default in delivery arising out of, or resulting from, causes beyond its control and without its fault or negligence. Such causes include, but are not limited to, acts of God, acts of Buyer or of the government, or of a public enemy, fire, flood, epidemic, quarantine restrictions, strikes, freight embargoes, unusually severe weather, or default of suppliers due to any such causes.

13. ASSIGNMENT. Buyer shall not assign any order or any interest therein without the written consent of Seller. Any such actual or attempted assignment without Seller's prior written consent shall entitle Seller to cancel the order upon written notice to the Buyer.

14. ENGINEERING CHANGES. In the event Seller changes the design of any of the goods described on the order, either as to construction or materials used, but not as to function, Buyer agrees to accept such changed goods in fulfillment of the Sales Order.

15. **VALIDITY OF SEPARATE CLAUSES.** If any provisions of this agreement shall be held to be invalid, illegal, or unenforceable, the validity, legality, or enforceability of the remaining provisions shall not be affected or impaired thereby.

16. **LIMITATION OF ACTIONS.** Any cause of action arising from the agreement or the breach of it must be commenced within two years after the cause of action accrues.

17. **GOVERNING LAW.** The interpretation, construction and validity of the Agreement shall be governed by the laws of the State of Minnesota.

18. **PROVISIONS FOR INTERNATIONAL TRANSACTIONS.** The following provisions apply to sales to customers located outside the United States: (a) the 1980 United Nations Conventions on Contracts for the International Sale of Goods shall not apply; (b) except as otherwise specified, terms of delivery are Ex-Works (within the meaning of INCOTERMS 1990) and all customs fees, import duties, cargo insurance, taxes and other charges imposed on or relating to the purchase or sale of the products shall be paid by Buyer in addition to the stated price; (c) except as otherwise specified, payment shall be made by issuance to Seller of an irrevocable letter of credit which (i) is issued and confirmed by a U.S. bank acceptable to Seller (ii) is governed by the Uniform Customs and Practice for Documentary Credits (ICC Publication No.500 effective January 1, 1994) and otherwise acceptable in form and substance to Seller; and (iii) provides for payment to Seller of the full amount of the purchase price plus pre-paid freight in U.S. dollars upon presentation by Seller of sight drafts, Seller's invoice and such other documents as shall be required by the letter of credit. All banking and other charges for such letter of credit shall be for the account of Buyer; (d) prices include Seller's standard commercial export packaging which may vary depending on whether shipment is made by air, land or sea. Buyer will bear any additional expenses required to satisfy Buyer's specifications. Packages will be marked in accordance with Buyer's instructions, if any. Seller shall furnish packing lists and such other information as may be necessary to enable Buyer's agent to prepare documents required for export shipment. Buyer shall supply Seller with all necessary information and assistance for the most expeditious clearance of such shipment through customs; (e) all shipments hereunder are subject to compliance with U.S. Export Administration Act as amended, regulations thereunder and all other U.S. laws and regulations concerning exports. Buyer agrees to comply with all such laws and regulations concerning the use, disposition, re-export and sale of the products provided hereunder.

Karla White

Subject: FW: Quote

From: Frank Karnauskas [<mailto:frank@gokarns.com>]
Sent: Wednesday, February 26, 2014 11:08 AM
To: 'Karla White'
Subject: RE: Quote

You are correct, Karla. I am sorry I was having email troubles on my main computer yesterday and could only answer your query on my not-so-smart phone. Things are as they should be again.

The quotations you show in your PDF File 4911_001.pdf are valid.

Kind Regards,
Frank

Frank Karnauskas, President
KARNS Services, Inc.
9801 Little Road
Bloomington, MN 55437
V: 612-644-9174
E: FWK@GoKarns.com
W: www.GoKarns.com

From: Karla White [<mailto:kwhite@co.aitkin.mn.us>]
Sent: Wednesday, February 26, 2014 11:02 AM
To: frank@gokarns.com
Subject: Quote

Hi Frank
Sorry to bother you again. In looking at the paperwork, I have 2 quotes. I assume the later one from November 13th is the one we should use. Just wanted to confirm this with you.
Thanks

Karla White
Aitkin County Sheriff's Office
218-927-7436



QUOTATION

Quote #: Q.F01-AitkinCoSI.08
Date: 2/26/2014
Valid Until: 4/26/2014
Contract:

Prepared By:

Kelly Dowling
 Project Coordinator
 Watson
 26246 Twelve Trees Lane NW
 Poulsbo, WA 98370
 360-394-1300 ext 207
 360-394-1322
 kdowling@watsonfurniture.com

Rep:

Dick Buss
 Territory Rep
 Dick Buss & Associates LLC
 WI

Net 30**Prepared For:**



Debbie Hamilton
 Jail Administrator
 Aitkin County Sheriff
 217 2nd St. NW
 Aitkin, MN 56431
 218-927-7435

Ship To:

Debbie Hamilton
 Jail Administrator
 Aitkin County Sheriff
 217 2nd St. NW
 Aitkin, MN 56431
 218-927-7435

Project: AitkinCoSI.08

INSTALLATION BASED ON LIVE CUTOVER, ONE TRIP, GROUND FLOOR WITH NO PREVAILING WAGE AND NO UNION REQUIREMENTS.

Part Number	Qty	Purchase	Ext Purchase
F01 - Aitkin County Sheriff			
Item 1. (3) Synergy 3 Full Lift Consoles			
 QEFPD2436T42	1	\$14,682.00	\$14,682.00
SYNERGY 3 FULL LIFT POWER PRIMARY, DUAL, 24" DEEP x 36" WIDE, TACKABLE PANEL, 42" HIGH			
MULTIPOINT	M	Multiport	
TCS	X	No TCS	
WORKSURFACE	...	Skipped Option	
PARTITION	...	Skipped Option	
EDGE FINISH	...	Skipped Option	
POWDER	...	Skipped Option	
FABRIC	...	Skipped Option	
 QEFP2436T42	1	\$6,962.50	\$6,962.50
SYNERGY 3 FULL LIFT POWER PRIMARY, SINGLE, 24" DEEP x 36" WIDE, TACKABLE PANEL, 42" HIGH			
MULTIPOINT	M	Multiport	
TCS	X	No TCS	

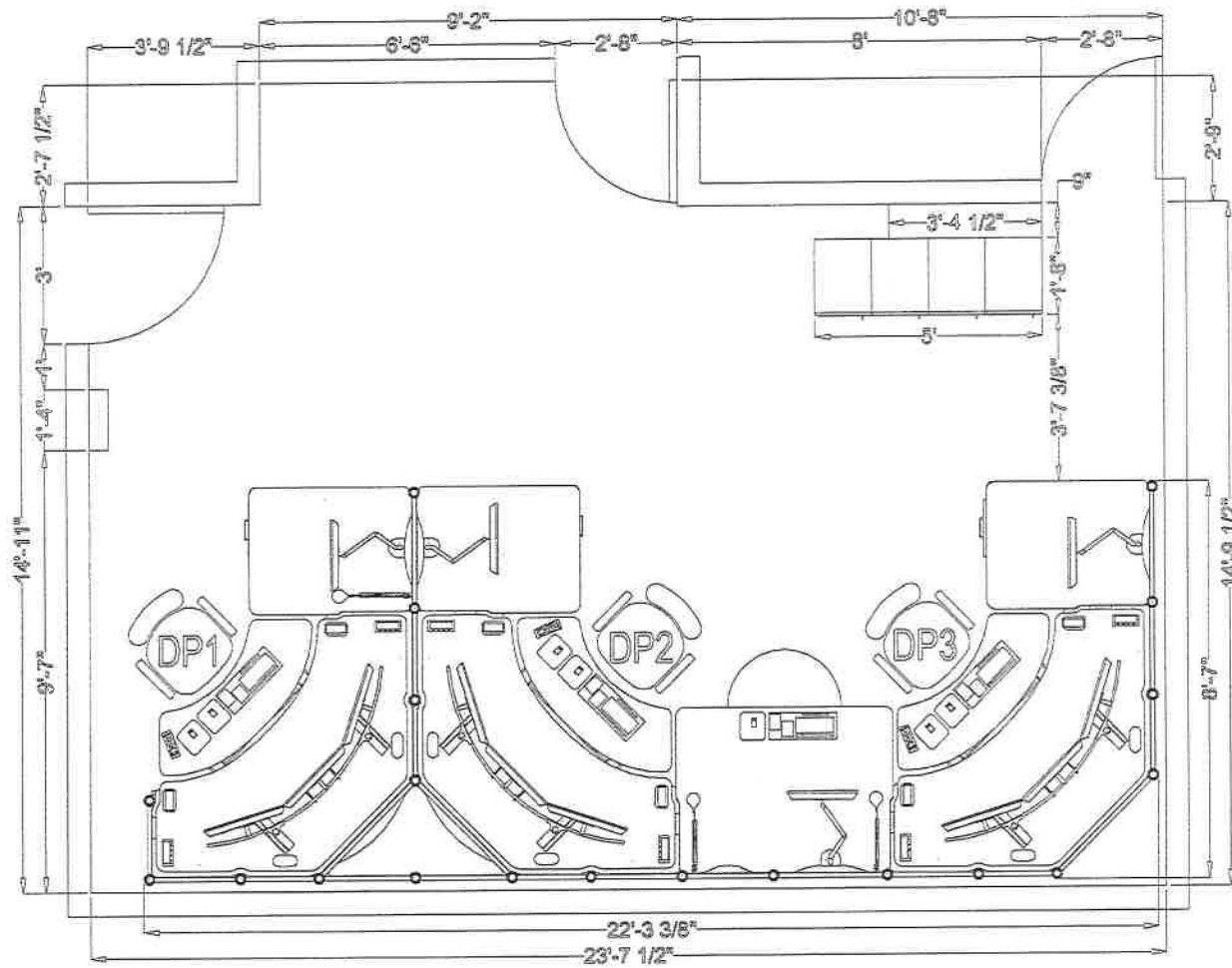
Part Number			Qty	Purchase	Ext Purchase
WORKSURFACE	...	Skipped Option			
PARTITION	...	Skipped Option			
EDGE FINISH	...	Skipped Option			
POWDER	...	Skipped Option			
FABRIC	...	Skipped Option			
QEFBRS4254T42			1	\$1,557.00	\$1,557.00
SYNERGY 3 FULL LIFT BRIDGE (POWER PRIMARY), SINGLE, 42" DEEP x 54" WIDE, TACKABLE PANEL, 42" HIGH					
WORKSURFACE	...	Skipped Option			
PARTITION	...	Skipped Option			
EDGE FINISH	...	Skipped Option			
POWDER	...	Skipped Option			
FABRIC	...	Skipped Option			
QEFXTD4230T42			1	\$2,167.50	\$2,167.50
SYNERGY 3 FULL LIFT EXTENSION (POWER PRIMARY), DUAL, 42" DEEP x 30" WIDE, TACKABLE PANEL, 42" HIGH					
WORKSURFACE	...	Skipped Option			
PARTITION	...	Skipped Option			
EDGE FINISH	...	Skipped Option			
POWDER	...	Skipped Option			
FABRIC	...	Skipped Option			
QEFXTS4230T42L			1	\$1,283.00	\$1,283.00
SYNERGY 3 FULL LIFT EXTENSION (POWER PRIMARY), SINGLE, 42" DEEP x 30" WIDE, TACKABLE PANEL, 42" HIGH, LEFT HAND					
WORKSURFACE	...	Skipped Option			
PARTITION	...	Skipped Option			
EDGE FINISH	...	Skipped Option			
POWDER	...	Skipped Option			
FABRIC	...	Skipped Option			
QEFECT42R			1	\$404.00	\$404.00
SYNERGY 3 FULL LIFT END CAP (POWER PRIMARY), TACKABLE PANEL, 42" HIGH, RIGHT HAND					
PARTITION	...	Skipped Option			
EDGE FINISH	...	Skipped Option			
POWDER	...	Skipped Option			
FABRIC	...	Skipped Option			
					\$27,056.00

Part Number		Qty	Purchase	Ext Purchase
Item 2. Storage & Accessories				
M2TRFT2060		1	\$228.50	\$228.50
M2 STORAGE TOP SURFACE, 20"DEEP x 60"WIDE				
BASE	N			No Base
LAMINATE TYPE	...			Skipped Option
EDGE	...			Skipped Option
GROMMET	...			Skipped Option
ZSPEPBF201526M		3	\$501.00	\$1,503.00
ZO STORAGE PEDESTAL, PENCIL, BOX, FILE, 20"D x 15"W x 26"H, MOBILE				
LOCK	...			Skipped Option
PULL	...			Skipped Option
CONTRASTING	...			Skipped Option
CASE FINISH	...			Skipped Option
TRN30X		1	\$751.50	\$751.50
ROTATING RESOURCE, 30" DIAMETER, NO GROMMET				
CASE FINISH	...			Skipped Option
TXXICMHMAT		3	\$179.00	\$537.00
HEATER, MAT - TOTAL COMFORT SYSTEM HEATER MAT FOR TOTAL COMFORT SYSTEM				
S13-1206-L		4	\$644.00	\$2,576.00
MODIFIED WZSLOT201562L - ZONE SLOT **(2-DOOR)** STORAGE LOCKER, 20"D x 15"W x **31.5"H, LEFT HAND				
QCS24PS		7	\$56.00	\$392.00
SYNERGY CAVITY SHELF, 24" WIDE, ADD-ON, PULL-OUT, COMMON - SURFACE & EDGE: Black				
QCS30PS		4	\$61.50	\$246.00
SYNERGY CAVITY SHELF, 30" WIDE, ADD-ON, PULL-OUT, COMMON - SURFACE & EDGE: Black				
TXXCL		6	\$39.00	\$234.00
INSIDE CAVITY LIGHT				

Part Number	Qty	Purchase	Ext Purchase
TXXDAYTON 4" DAYTON FAN (INCLUDES HARDWARE)	6	\$109.00	\$654.00
TXXDLDB LED LIGHT, BLACK (TRILLIUM) [FOR FUSION/SYNERGY] WITH ONE-PIECE CLAMP	3	\$343.00	\$1,029.00
TXXMS1HDC SYNERGY MONITOR ARM - DESK CLAMP, 1 ea. MONITORS (UP TO 21"), HEIGHT ADJUSTABLE, DUAL ARM EXTENSION	4	\$380.50	\$1,522.00
TXXTCSKTH SYNERGY TOTAL COMFORT SYSTEM, HEIGHT ADJUSTABLE PACKAGE, WITH TWO MOBILE (FILTERED) AIR CIRCULATION FANS	3	\$2,077.50	\$6,232.50
TXXTECHLNK SYNERGY TECH LINK - POWDER: Black	3	\$306.50	\$919.50
QDAA8-4-4_3-3_24 SYNERGY DEPTH ADJUSTMENT ARRAY, 8 ea. UP TO 21" MONITORS (FOUR OVER FOUR)	3	\$1,765.50	\$5,296.50
DADL DUAL LOCK - SET OF THREE	4	\$4.00	\$16.00
			\$22,137.50
Item 3. Installation			
DNI INSTALL CHARGE	1	\$9,545.00	\$9,545.00
			\$9,545.00
Item 4. Freight			
FREIGHT FREIGHT CHARGE	1	\$3,270.00	\$3,270.00
			\$3,270.00
		Sub Total:	\$62,008.50
		Grand Total:	\$62,008.50

Part Number	Qty	Purchase	Ext Purchase
Approved By: _____		Date: _____	
Name _____		PO: _____	
Title _____			

-
1. State and Local Taxes will apply unless proof of exemption is provided with the Purchase Order.
 2. Deposit may be required with order; Net 30 days of Shipment of Product.
 3. Chairs are for representational purposes only.
 4. Lead time 45-60 days after receipt of Purchase Order issued to Watson Furniture Group.
 5. Completed Order consist of signed Contract or Purchase Order, Signed Drawings, Signed Color Selection Sheet, and Deposit.
 6. Change Order Fee (minimum \$500) may be applicable after 5 business days of Complete Order submission.
 7. Re-Scheduled Delivery & Installation requires 4 week notification.
 8. There will be a \$500 (Net per order) Finish Configuration Fee added IF a color scheme is chosen outside of the eight (8) standard color schemes.
 9. Pricing will be valid for four (4) months after receipt of Purchase Order any orders that have not been manufactured within this time frame will be subject to a price change.



Proprietary material may not be reproduced without written permission by Watson Furniture Group. Field verify all dimensions prior to order. Optional items may be shown that can be purchased at time of order. Watson Furniture Group guarantees our AutoCAD symbols to be correct. Accuracy of building plan dimensions, features, etc. provided to Watson remains the end user's responsibility. PDF may not be to scale.

F01.0

Scale:
1/4" = 1'

Project: Aitkin County Sheriff

Furniture Option: Synergy 3 Full Lift Consoles
 42" Tack Panels - 2436 90° Full Lift Primaries

Dwg Name: AitkinCoSl.08

Location: Aitkin, MN

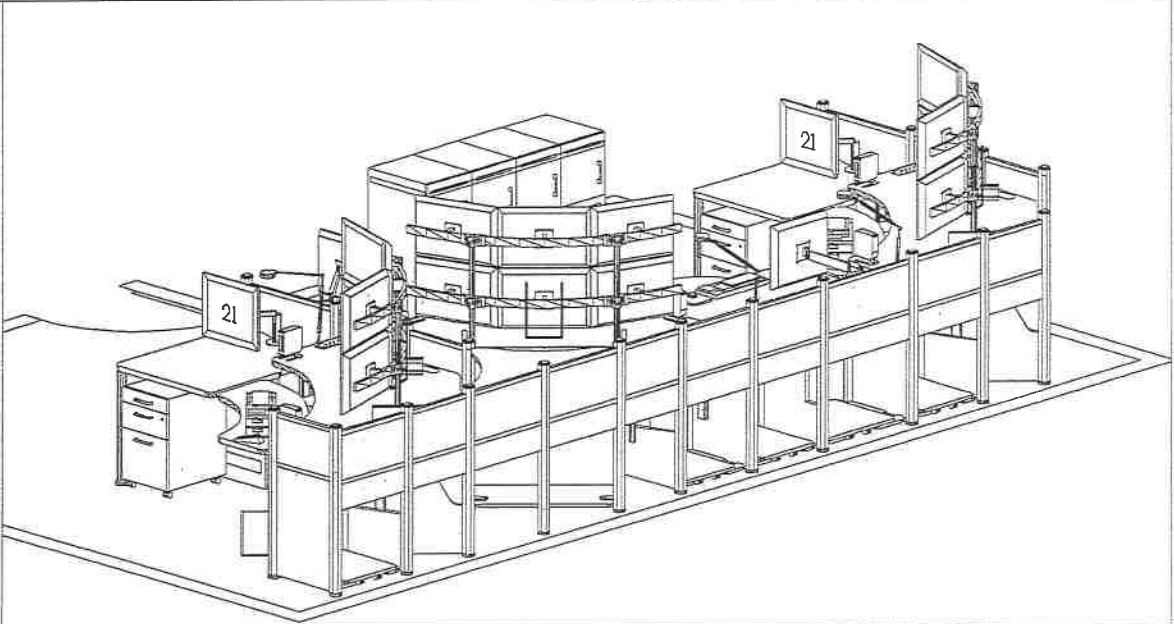
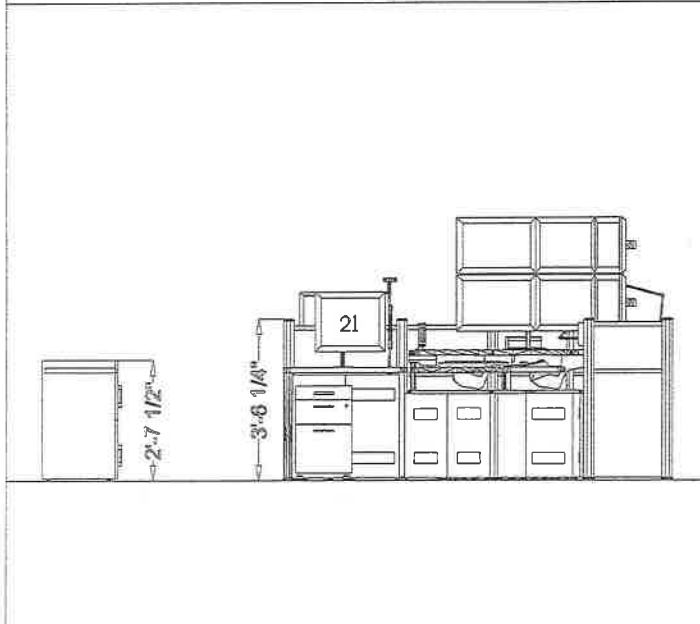
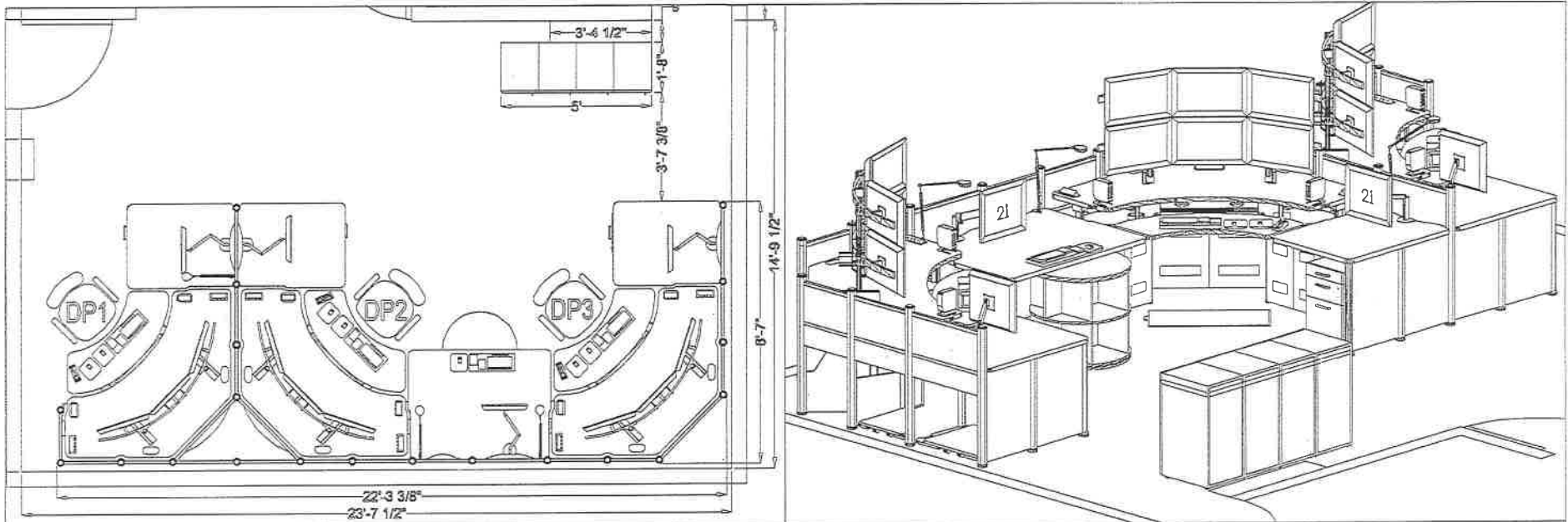
PC: KLD Rep Firm/Rep: DBA

Drawn By: JTB Date: 07/16/13

Approved _____ Date _____

watson™

CONFIDENTIAL
 26246 Twelve Trees Lane
 Poulsbo, Washington 98370
 (800) 426-1202



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F01.1

Scale:
1/4" = 1'

Project: Aitkin County Sheriff

Furniture Option: Synergy 3 Full Lift Consoles
 42" Tack Panels - 2436 90° Full Lift Primaries

Location: Aitkin, MN

PC: KLD Rep Firm/Rep: DBA

Drawn By: JTB Date: 07/16/13

Approved: _____ Date: _____

watson™

CONFIDENTIAL
 26246 Twelve Trees Lane
 Poulsbo, Washington 98370
 (800) 426-1202

Thank you for selecting Watson Dispatch!

Attached you will find the sign off package for your new console furniture. Below is a checklist of what Watson needs from you for a complete order.

Please review all of the drawings for accuracy. The consoles will be produced as shown in these drawings. If the drawings are correct in layout, room dimensions and console configuration, please sign each page where it says "approved".

REQUIRED DOCUMENTS

Signed Contract or Purchase Order

Net 30 Days (50% deposit may be required)

Target Installation Date– Note that on the Statement of Understanding

Signed Floor Plan and Perspective Drawings

Signed Color Selection Sheet – **see note below*

Signed Statement of Understanding

Please provide information on the building access:

Is the building capable of accommodating a 53' truck – semi with trailer?

Is there a loading dock available?

The signed documents can be faxed to my attention when you are ready.

Watson will not proceed with your order until all items are received. Upon receipt of all documents, Watson will process your order and notify you of your confirmed installation date.

If you have any questions or need anything further please let us know!

**There will be a \$500 (net per order) Finish Configuration Fee added if a color scheme is chosen outside of the eight (8) standard color schemes.*

Statement of Understanding

Client: _____

Contact Name: _____ Phone: (____) _____

Email Address: _____ Fax: (____) _____

Delivery Address: _____

Desired Installation Date: _____

(Standard Lead Times are 60-70 Days to Shipment of Furniture, after Receipt of Complete Order.)

COMPLETE ORDER

Watson Furniture Group requires all of the below items before an Order can be turned into Production to secure the Ship Date. The "Complete Order" includes:

- Signed Purchase Order or Contract
- 50% Deposit, Net 30 Days
- Signed Floor Plan Drawing
- Signed 3-Dimensional Drawing(s)
- Signed Color Selection Sheets
- Signed Statement of Understanding

WARRANTY

Delivery and Installation (of Watson consoles only) will be done by factory trained installers. *If installation not completed by a Factory Trained Installer, Warranty is Void.*

Limited Lifetime Warranty – Except as listed below, all Watson Dispatch manufactured components will be replaced at no charge for as long as the original purchaser owns the product. Labor and all associated installation expenses for defective products covered by warranty will be provided to the original buyer for three years from the date of purchase.

Limited Term Warranty – Adjustment mechanisms, TCS Components, monitor arms, task lighting, and heating devices will be replaced at no charge for the first three years of original ownership. Components not manufactured by Watson Dispatch are not listed above shall be warranted under the terms and time period outlined in the original manufacturer's warranty.

CHANGE ORDERS

Once a Complete Order has been turned into Watson Furniture Group, the client will have 5 business days to make any changes to the layout of the furniture, the colors of the furniture or the order in general. After 5 days, Watson may charge a Change Order Fee of a minimum of \$500. At this time, a revised quote and revised drawings will be issued. The Revised Drawings will have to be signed by the customer as approved and returned to Watson with an updated Purchase Order or a Change Order. The five (5) day grace period will begin again with acceptance of Revised Drawings and Quote.

WATSON DISPATCH™

DELIVERY

Watson Furniture Group will plan the Delivery and Installation of Dispatch Console Furniture based on Date given by the Customer above. The date given is in understanding that the room where the furniture will be installed will be ready for Delivery and Installation of Console Furniture.

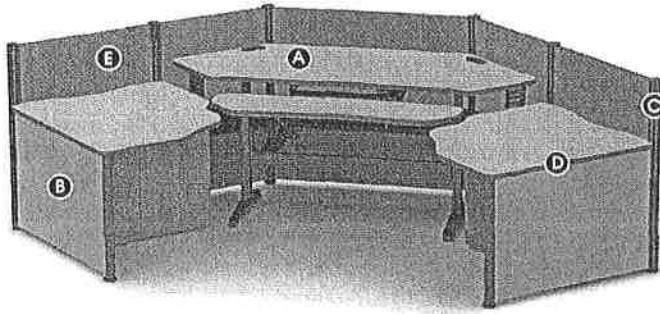
If the room is not ready by specified date, Watson will need to have at least four (4) weeks notice to Re-Schedule the Delivery and Installation of Dispatch Console Furniture. If four (4) weeks notice is not given, the customer must inform Watson if they want to Accept Delivery of Furniture and store themselves, or if they would like Watson to store the furniture for them. Watson will charge a weekly storage fee of a minimum of \$300 which will be added to the Final Invoice.

I understand and agree to the above stated terms.

Client

Date

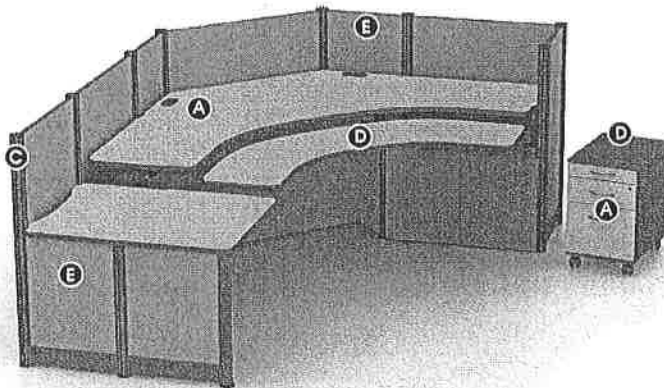
Console Color Elements



SYNERGY 1

- A** Worksurface Laminate
- B** Laminate Segment / Storage Face
- C** Posts / Metal Powder
- D** Edge / Storage Case
- E** Fabric Segment

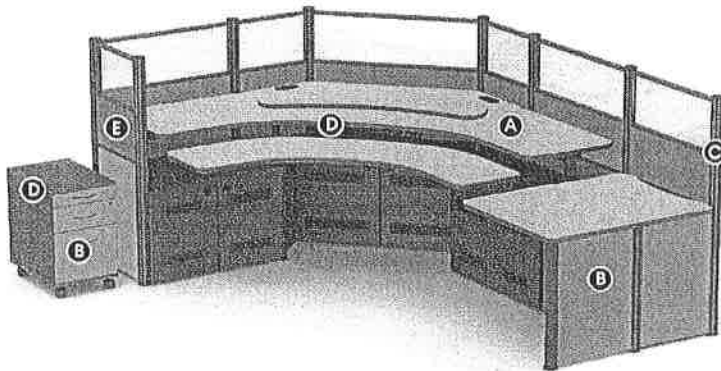
Note: Console undercarriage is always black.



SYNERGY 2

- A** Worksurface Laminate
- B** Laminate Segment / Storage Face
- C** Posts / Metal Powder
- D** Edge / Storage Case
- E** Fabric Segment

Note: Console undercarriage is always black.



SYNERGY 3

- A** Worksurface Laminate
- B** Laminate Segment / Storage Face
- C** Posts / Metal Powder
- D** Edge / Storage Case
- E** Fabric Segment

Note: Console undercarriage is always black.