

Joe's Financial Services - Fixture Schedule/Location - Page #1

3/22/04

| Company Pattern Number and Client Fixture Type | Blueprint Reference Room No. | Approx. Fixture Length | Fixture Quantity Per Room | Fixture Sections and Accessories PER fixture run (1) | | | | | |
|--|------------------------------|------------------------|---------------------------|--|-----------------------|-------------------|-----------|------------|------------|
| | | | | 'F-6' Std.-2 lamp 8' | 'F-7' Std.-2 lamp 12' | 'BL' custom Blank | Corner 90 | Std. 1-pwr | Endplates |
| Pattern #1 - 'F-6' | 200 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| | 211 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| | 600/602 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| | 632/633 | 18 | 2 | 2 | 2 | | 1 | | 2 |
| | 636/637 | 18 | 2 | 2 | 2 | | 1 | | 2 |
| | 640 | 18 | 2 | 2 | 2 | | 1 | | 2 |
| | 644/645 | 18 | 2 | 2 | 2 | | 1 | | 2 |
| Pattern #2 - 'F-6' | 200 | 16 | 1 | 2 | | | 1 | 2 | 2 |
| | 211 | 16 | 1 | 2 | | | 1 | 2 | 2 |
| Pattern #3 - 'F-6' | 100 | 8 | 2 | 1 | | | | 1 | 2 |
| | 134 | 8 | 2 | 1 | | | | 1 | 2 |
| Pattern #4 - 'F-7' | 102 | 12 | 3 | | 1 | | | 1 | 2 |
| | 103 | 12 | 3 | | 1 | | | 1 | 2 |
| | 132 | 12 | 2 | | 1 | | | 1 | 2 |
| | 133 | 12 | 3 | | 1 | | | 1 | 2 |
| | 136 | 12 | 3 | | 1 | | | 1 | 2 |
| | 137 | 12 | 2 | | 1 | | | 1 | 2 |
| | 138 | 12 | 2 | | 1 | | | 1 | 2 |
| | 139 | 12 | 2 | | 1 | | | 1 | 2 |
| | 140 | 12 | 2 | | 1 | | | 1 | 2 |
| | 141 | 12 | 2 | | 1 | | | 1 | 2 |
| | 142 | 12 | 2 | | 1 | | | 1 | 2 |
| | 143 | 12 | 2 | | 1 | | | 1 | 2 |
| | 144 | 12 | 2 | | 1 | | | 1 | 2 |
| | 145 | 12 | 2 | | 1 | | | 1 | 2 |
| | 146 | 12 | 2 | | 1 | | | 1 | 2 |
| 147 | 12 | 3 | | 1 | | | 1 | 2 | |
| Fixture Section and Accessory TOTALS - Per Floor : | | | | 36 | 37 | 14 | 2 | 73 | 114 |
| TAKE-OFF FROM BLUEPRINT PAGE NUMBER 'A3-24' - 24th FLOOR REFLECTED CEILING PLAN | | | | | | | | | |

Joe's Financial Services - Fixture Schedule/Location - Page #2

3/22/04

| Company Pattern Number and Client Fixture Type | Blueprint Reference Room No. | Approx. Fixture Length | Fixture Quantity Per Room | Fixture Sections and Accessories PER fixture run (1) | | | | | |
|--|------------------------------|------------------------|---------------------------|--|-----------------------|-------------------|-----------|------------|------------|
| | | | | `F-6' Std.-2 lamp 8' | `F-7' Std.-2 lamp 12' | `BL' custom Blank | Corner 90 | Std. 1-pwr | Endplates |
| Pattern #1 - `F-6' | 203 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| | 208 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| | 600/603 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 601/602 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 604/606 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 605/606 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 609/608 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 610/608 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 613/612 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 614/612 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 617/616 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 618/616 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 621/620 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| | 622/620 | 18 | 1 | 2 | | 1 | | 2 | 2 |
| Pattern #2 - `F-6' | 203 | 16 | 1 | 2 | | | 1 | 2 | 2 |
| | 208 | 16 | 1 | 2 | | | 1 | 2 | 2 |
| Pattern #3 - `F-6' | 110 | 8 | 2 | 1 | | | | 1 | 2 |
| | 124 | 8 | 2 | 1 | | | | 1 | 2 |
| Pattern #4 - `F-7' | 104 | 12 | 2 | | 1 | | | 1 | 2 |
| | 105 | 12 | 2 | | 1 | | | 1 | 2 |
| | 106 | 12 | 2 | | 1 | | | 1 | 2 |
| | 107 | 12 | 2 | | 1 | | | 1 | 2 |
| | 109 | 12 | 3 | | 1 | | | 1 | 2 |
| | 111 | 12 | 1 | | 1 | | | 1 | 2 |
| | 112 | 12 | 2 | | 1 | | | 1 | 2 |
| | 113 | 12 | 2 | | 1 | | | 1 | 2 |
| | 114 | 12 | 3 | | 1 | | | 1 | 2 |
| | 115 | 12 | 2 | | 1 | | | 1 | 2 |
| | 116 | 12 | 2 | | 1 | | | 1 | 2 |
| | 117 | 12 | 2 | | 1 | | | 1 | 2 |
| | 118 | 12 | 2 | | 1 | | | 1 | 2 |
| | 119 | 12 | 2 | | 1 | | | 1 | 2 |
| | 120 | 12 | 2 | | 1 | | | 1 | 2 |
| | 121 | 12 | 1 | | 1 | | | 1 | 2 |
| | 122 | 12 | 2 | | 1 | | | 1 | 2 |
| | 123 | 12 | 2 | | 1 | | | 1 | 2 |
| | 124 | 12 | 1 | | 1 | | | 1 | 2 |
| | 125 | 12 | 1 | | 1 | | | 1 | 2 |
| 126 | 12 | 2 | | 1 | | | 1 | 2 | |
| 128 | 12 | 3 | | 1 | | | 1 | 2 | |
| 700 | 12 | 2 | | 1 | | | 1 | 2 | |
| Pattern #5 - `F-6/F-7' | 130 | 42 | 1 | 2 | 2 | 1 | | 2 | 2 |
| Fixture Section and Accessory TOTALS - Per Floor : | | | | 42 | 47 | 17 | 2 | 87 | 136 |
| TAKE-OFF FROM BLUEPRINT PAGE NUMBER `A3-25' - 25th FLOOR REFLECTED CEILING PLAN | | | | | | | | | |

Joe's Financial Services - Fixture Schedule/Location - Page #3

3/22/04

| Company Pattern Number and Client Fixture Type | Blueprint Reference Room No. | Approx. Fixture Length | Fixture Quantity Per Room | Fixture Sections and Accessories PER fixture run (1) | | | | | |
|--|------------------------------------|------------------------------|---------------------------------|--|-----------------------------|-------------------------|----------------------------|---------------|-------------|
| | | | | 'F-6' Std.-2 lamp 8' | 'F-7' Std.-2 lamp 12' | 'BL' custom Blank | Corner 90 | Std. 1-pwr | Endplates |
| Joe's Financial Insurance Job TOTALS | | | | | | | | | |
| Drawing A3-24 - 24th Floor Totals : | | | | 36 | 37 | 14 | 2 | 73 | 114 |
| Drawing A3-25 - 25th Floor Totals : | | | | 42 | 47 | 17 | 2 | 87 | 136 |
| SPARE IN-RUN JOINT KITS | | | | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL Components required for Project : | | | | 78 | 84 | 31 | 4 | 160 | 250 |
| Company Catalogue Numbers | | | | A-1 | B-1 | D-1 | W-1 | H-1 | J-1 |
| Total Feet | | | | 624 | 1008 | 62 | Grand Total Footage | | 1694 |
| | | | | TOTAL "LIT" FOOTAGE = | | | | | |
| BOOK PRICE (EACH) = | | | | \$ 212.75 | \$ 324.25 | \$ 45.00 | \$ 75.00 | \$ 28.70 | \$ 16.25 |
| EXTENDED PRICE @ BOOK = | | | | \$ 16,594.50 | \$ 27,237.00 | \$ 1,395.00 | \$ 300.00 | \$ 4,592.00 | \$ 4,062.50 |
| ** Plus 70 a/c release keys @ \$3.84 each = | | | | \$ 268.80 | | | | | |
| TOTAL BOOK PRICE = | | | | \$ 54,181.00 | | | | | |
| TOTAL SELL PRICE = | | | | \$ 59,599.10 | | | | | |
| DISCOUNT ON JOB = | | | | 10.00% | | | | | |
| TOTAL COMMISSION % = | | | | 5% | | | | | |

Joe's Financial Services - Fixture Schedule/Location - Page #4

3/22/04

| Company Pattern Number and Client Fixture Type | Blueprint Reference Room No. | Approx. Fixture Length | Fixture Quantity Per Room | Fixture Sections and Accessories PER fixture run (1) | | | | | |
|--|------------------------------|------------------------|---------------------------|--|-----------------------|-------------------|----------------------------|------------|------------|
| | | | | 'F-6' Std.-2 lamp 8' | 'F-7' Std.-2 lamp 12' | 'BL' custom Blank | Corner 90 | Std. 1-pwr | Endplates |
| KEMPER FINANCIAL - TOTAL 'ADDED' OR 'DELETED' FIXTURES AND COMPONENTS | | | | | | | | | |
| ADDERS | | | | | | | | | |
| Pattern #1 - `F-6' | | | | | | | | | |
| ** 27th Floor ** | 201/602 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| | 202/606 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| ** 34th Floor ** | 208 | 18 | 2 | 2 | | 1 | | 2 | 2 |
| Pattern #2 - `F-6' | | | | | | | | | |
| ** 27th Floor ** | 124 | 16 | 1 | 2 | | | 1 | 2 | 2 |
| ** 34th Floor ** | 208 | 16 | 1 | 2 | | | 1 | 2 | 2 |
| ** 34th Floor ** | 124 | 8 | 2 | 1 | | | | 1 | 2 |
| Pattern #4 - `F-7' | | | | | | | | | |
| ** 34th Floor ** | 124 | 12 | 2 | | 1 | | | 1 | 2 |
| Fixture Section and Accessory TOTALS-'ADDERS' : | | | | 18 | 2 | 6 | 2 | 20 | 24 |
| DELETIONS | | | | | | | | | |
| Pattern #4 - `F-7' | | | | | | | | | |
| ** 34th Floor ** | 135 | 12 | 1 | | 1 | | | 1 | 2 |
| Fixture Section and Accessory TOTALS-'DELETED' : | | | | 0 | 1 | 0 | 0 | 1 | 2 |
| TOTAL Add/Delete Components req'd. for Project : | | | | 18 | 1 | 6 | 2 | 19 | 22 |
| Company Catalogue Numbers | | | | A-1 | B-1 | D-1 | E-1 | H-1 | J-1 |
| Total Feet | | | | 144 | 12 | 12 | Grand Total Footage | | 168 |
| | | | | TOTAL "LIT" FOOTAGE = | | | | | |
| BOOK PRICE (EACH) = | | | | 212.75 | 324.25 | 45.00 | 75.00 | 28.70 | 16.25 |
| EXTENDED PRICE @ BOOK = | | | | 3829.50 | 324.25 | 270.00 | 150.00 | 545.30 | 357.50 |
| TOTAL BOOK PRICE = | | | | \$ 5,476.55 | | | | | |
| TOTAL SELL PRICE = | | | | \$ 5,750.38 | | | | | |
| DISCOUNT ON JOB = | | | | 5.00% | | | | | |