

Non-Binding Budgetary Estimate

Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
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2024 price for current contract

Q-472310-45015.653DP

Issued: 03/30/2023

Quote Expiration: 06/30/2023

Estimated Contract Start Date: 09/01/2023

Account Number: 322558

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
385 E Main St 385 E Main St 385 E Main St 385 E Main St Dahlonega, GA 30533-0504 Dahlonega, GA 30533-0504 USA USA	Lumpkin County Sheriff's Office - GA 99 Courthouse HI Dahlonega, GA 30533-0541 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Drew Patterson Phone: +1 5132038037 Email: dpatterson@axon.com Fax:	Brendan Garland Phone: 706-482-2608 Email: brendan.garland@lumpkincounty.gov Fax: (706) 864-1032

Quote Summary

Program Length	60 Months
TOTAL COST	\$736,125.70
ESTIMATED TOTAL W/ TAX	\$736,125.70

Discount Summary

Average Savings Per Year	\$39,499.48
TOTAL SAVINGS	\$197,497.40

Payment Summary

Date	Subtotal	Tax	Total
Aug 2023	\$135,435.95	\$0.00	\$135,435.95
Aug 2024	\$150,172.43	\$0.00	\$150,172.43
Aug 2025	\$150,172.44	\$0.00	\$150,172.44
Aug 2026	\$150,172.44	\$0.00	\$150,172.44
Aug 2027	\$150,172.44	\$0.00	\$150,172.44
Total	\$736,125.70	\$0.00	\$736,125.70

Quote Unbundled Price: \$933,623.10
 Quote List Price: \$854,609.10
 Quote Subtotal: \$736,125.70

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
100552	TRANSFER CREDIT - GOODS	1			\$1.00	(\$53,946.00)	(\$53,946.00)	\$0.00	(\$53,946.00)
100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1			\$1.00	(\$26,010.00)	(\$26,010.00)	\$0.00	(\$26,010.00)
BWCUwTAP	BWC Unlimited with TAP	25	60	\$98.17	\$98.58	\$98.58	\$147,870.00	\$0.00	\$147,870.00
CLASS2UAS	AXON AIR, CLASS 2 UAS BUNDLE	1	60	\$283.34	\$283.34	\$0.00	\$0.00	\$0.00	\$0.00
CoreBundle	Core Bundle	55	60	\$203.13	\$179.00	\$179.00	\$590,700.00	\$0.00	\$590,700.00
A la Carte Hardware									
AB3C	AB3 Camera Bundle	25			\$749.00	\$749.00	\$18,725.00	\$0.00	\$18,725.00
AB3C	AB3 Camera Bundle	55			\$749.00	\$749.00	\$41,195.00	\$0.00	\$41,195.00
AB3MBD	AB3 Multi Bay Dock Bundle	3			\$1,638.90	\$1,638.90	\$4,916.70	\$0.00	\$4,916.70
A la Carte Software									
100112	AXON AIR, E.COM PILOT DATA LIC	4	60		\$30.00	\$0.00	\$0.00	\$0.00	\$0.00
12024	AXON AIR, MOBILE STREAMING LICENSE	1	60		\$200.00	\$0.00	\$0.00	\$0.00	\$0.00
ProLicense	Pro License Bundle	5	60		\$39.00	\$42.25	\$12,675.00	\$0.00	\$12,675.00
A la Carte Services									
12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1			\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00
12326	AXON AIR, DPGS PART 107 TRAINING: 2 YR ACCESS	4			\$200.00	\$0.00	\$0.00	\$0.00	\$0.00
Total							\$736,125.70	\$0.00	\$736,125.70

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	28	08/01/2023
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	28	08/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	25	08/01/2023
AB3 Camera Bundle	11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	61	09/01/2023
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	61	09/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	55	09/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	1	09/01/2023
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	3	09/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	3	09/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	3	09/01/2023
Core Bundle	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	55	09/01/2023
Core Bundle	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	1	09/01/2023
Core Bundle	20018	TASER 7 BATTERY PACK, TACTICAL	66	09/01/2023
Core Bundle	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	09/01/2023
Core Bundle	20160	TASER 7 HOLSTER - SAFARILAND, RH+CARD CARRIER	55	09/01/2023
Core Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	165	09/01/2023
Core Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	110	09/01/2023
Core Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	165	09/01/2023
Core Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	110	09/01/2023
Core Bundle	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	110	09/01/2023
Core Bundle	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	110	09/01/2023
Core Bundle	22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS	50	09/01/2023
Core Bundle	22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	50	09/01/2023
Core Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	09/01/2023
Core Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	09/01/2023
Core Bundle	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	110	09/01/2023
Core Bundle	74200	TASER 7 6-BAY DOCK AND CORE	1	09/01/2023
Core Bundle	75015	SIGNAL SIDEARM KIT	55	09/01/2023
Core Bundle	80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	1	09/01/2023
Core Bundle	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	1	09/01/2023
Core Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	110	09/01/2024
Core Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	110	09/01/2024
Core Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	110	09/01/2025
Core Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	110	09/01/2025
Core Bundle	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	110	09/01/2025
Core Bundle	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	110	09/01/2025
BWC Unlited with TAP	73309	AXON CAMERA REFRESH ONE	25	02/01/2026
Core Bundle	73309	AXON CAMERA REFRESH ONE	56	03/01/2026
Core Bundle	73889	MULTI-BAY BWC DOCK 1ST REFRESH	3	03/01/2026
Core Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	110	09/01/2026

Non-Binding Budgetary Estimate

Hardware

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Core Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	110	09/01/2026	09/01/2026
Core Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	110	09/01/2027	09/01/2027
Core Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	110	09/01/2027	09/01/2027
BWC Unlimited with TAP	73310	AXON CAMERA REFRESH TWO	25	08/01/2028	08/01/2028
Core Bundle	73310	AXON CAMERA REFRESH TWO	56	09/01/2028	09/01/2028
Core Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	3	09/01/2028	09/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
AXON AIR, CLASS 2 UAS BUNDLE	100580	AXON AIR, UAS LICENSE (CLASS 2)	1	09/01/2023	08/31/2028
AXON AIR, CLASS 2 UAS BUNDLE	100584	AXON AIR, ADVANCED STREAMING ADD-ON	1	09/01/2023	08/31/2028
AXON AIR, CLASS 2 UAS BUNDLE	100586	AXON AIR, API INTEGRATIONS ADD-ON	1	09/01/2023	08/31/2028
BWC Unlimited with TAP	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	25	09/01/2023	08/31/2028
BWC Unlimited with TAP	73746	PROFESSIONAL EVIDENCE.COM LICENSE	25	09/01/2023	08/31/2028
Core Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	55	09/01/2023	08/31/2028
Core Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	1	09/01/2023	08/31/2028
Core Bundle	73449	RESPOND DEVICE LICENSE	55	09/01/2023	08/31/2028
Core Bundle	73682	AUTO TAGGING LICENSE	55	09/01/2023	08/31/2028
Core Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	165	09/01/2023	08/31/2028
Core Bundle	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	55	09/01/2023	08/31/2028
Core Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	55	09/01/2023	08/31/2028
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	15	09/01/2023	08/31/2028
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	5	09/01/2023	08/31/2028
A la Carte	100112	AXON AIR, E.COM PILOT DATA LIC	4	09/01/2023	08/31/2028
A la Carte	12024	AXON AIR, MOBILE STREAMING LICENSE	1	09/01/2023	08/31/2028

Services

Bundle	Item	Description	QTY	QTY
Core Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1	1
Core Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1	1
Core Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1	1
Core Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1	1
Core Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1	1
Core Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1	1
Core Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1	1
Core Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1	1
Core Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1	1
Core Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1	1
Core Bundle	20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS PROGRAM	55	55
Core Bundle	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	1
A la Carte	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1	1
A la Carte	12326	AXON AIR, DPGS PART 107 TRAINING: 2 YR ACCESS	4	4

Non-Binding Budgetary Estimate

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	25	09/01/2023	08/31/2028
Core Bundle	80464	EXT WARRANTY, CAMERA (TAP)	55	09/01/2023	08/31/2028
Core Bundle	80464	EXT WARRANTY, CAMERA (TAP)	1	09/01/2023	08/31/2028
Core Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	66	09/01/2024	08/31/2028
Core Bundle	80395	EXT WARRANTY, TASER 7 HANDLE	55	09/01/2024	08/31/2028
Core Bundle	80395	EXT WARRANTY, TASER 7 HANDLE	1	09/01/2024	08/31/2028
Core Bundle	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	1	09/01/2024	08/31/2028
Core Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	3	09/01/2024	08/31/2028

Payment Details

Aug 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100112	AXON AIR, E.COM PILOT DATA LIC	4	\$0.00	\$0.00	\$0.00
Year 1	100552	TRANSFER CREDIT - GOODS	1	(\$9,925.24)	\$0.00	(\$9,925.24)
Year 1	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$4,785.44)	\$0.00	(\$4,785.44)
Year 1	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1	\$0.00	\$0.00	\$0.00
Year 1	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$0.00	\$0.00	\$0.00
Year 1	12326	AXON AIR, DPGS PART 107 TRAINING: 2 YR ACCESS	4	\$0.00	\$0.00	\$0.00
Year 1	AB3C	AB3 Camera Bundle	25	\$3,445.12	\$0.00	\$3,445.12
Year 1	AB3C	AB3 Camera Bundle	55	\$7,579.24	\$0.00	\$7,579.24
Year 1	AB3MBD	AB3 Multi Bay Dock Bundle	3	\$904.58	\$0.00	\$904.58
Year 1	BWCUwTAP	BWC Unlimited with TAP	25	\$27,205.81	\$0.00	\$27,205.81
Year 1	CLASS2UAS	AXON AIR, CLASS 2 UAS BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 1	CoreBundle	Core Bundle	55	\$108,679.88	\$0.00	\$108,679.88
Year 1	ProLicense	Pro License Bundle	5	\$2,332.00	\$0.00	\$2,332.00
Total				\$135,435.95	\$0.00	\$135,435.95

Aug 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100112	AXON AIR, E.COM PILOT DATA LIC	4	\$0.00	\$0.00	\$0.00
Year 2	100552	TRANSFER CREDIT - GOODS	1	(\$11,005.19)	\$0.00	(\$11,005.19)
Year 2	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$5,306.14)	\$0.00	(\$5,306.14)
Year 2	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1	\$0.00	\$0.00	\$0.00
Year 2	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$0.00	\$0.00	\$0.00
Year 2	12326	AXON AIR, DPGS PART 107 TRAINING: 2 YR ACCESS	4	\$0.00	\$0.00	\$0.00
Year 2	AB3C	AB3 Camera Bundle	25	\$3,819.97	\$0.00	\$3,819.97
Year 2	AB3C	AB3 Camera Bundle	55	\$8,403.94	\$0.00	\$8,403.94
Year 2	AB3MBD	AB3 Multi Bay Dock Bundle	3	\$1,003.03	\$0.00	\$1,003.03
Year 2	BWCUwTAP	BWC Unlimited with TAP	25	\$30,166.04	\$0.00	\$30,166.04
Year 2	CLASS2UAS	AXON AIR, CLASS 2 UAS BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 2	CoreBundle	Core Bundle	55	\$120,505.03	\$0.00	\$120,505.03
Year 2	ProLicense	Pro License Bundle	5	\$2,585.75	\$0.00	\$2,585.75
Total				\$150,172.43	\$0.00	\$150,172.43

Aug 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100112	AXON AIR, E.COM PILOT DATA LIC	4	\$0.00	\$0.00	\$0.00
Year 3	100552	TRANSFER CREDIT - GOODS	1	(\$11,005.19)	\$0.00	(\$11,005.19)
Year 3	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$5,306.14)	\$0.00	(\$5,306.14)
Year 3	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1	\$0.00	\$0.00	\$0.00
Year 3	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$0.00	\$0.00	\$0.00
Year 3	12326	AXON AIR, DPGS PART 107 TRAINING: 2 YR ACCESS	4	\$0.00	\$0.00	\$0.00
Year 3	AB3C	AB3 Camera Bundle	25	\$3,819.97	\$0.00	\$3,819.97
Year 3	AB3C	AB3 Camera Bundle	55	\$8,403.94	\$0.00	\$8,403.94

Non-Binding Budgetary Estimate

Aug 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	AB3MBD	AB3 Multi Bay Dock Bundle	3	\$1,003.03	\$0.00	\$1,003.03
Year 3	BWCUwTAP	BWC Unlimited with TAP	25	\$30,166.05	\$0.00	\$30,166.05
Year 3	CLASS2UAS	AXON AIR, CLASS 2 UAS BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 3	CoreBundle	Core Bundle	55	\$120,505.03	\$0.00	\$120,505.03
Year 3	ProLicense	Pro License Bundle	5	\$2,585.75	\$0.00	\$2,585.75
Total				\$150,172.44	\$0.00	\$150,172.44

Aug 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100112	AXON AIR, E.COM PILOT DATA LIC	4	\$0.00	\$0.00	\$0.00
Year 4	100552	TRANSFER CREDIT - GOODS	1	(\$11,005.19)	\$0.00	(\$11,005.19)
Year 4	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$5,306.14)	\$0.00	(\$5,306.14)
Year 4	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1	\$0.00	\$0.00	\$0.00
Year 4	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$0.00	\$0.00	\$0.00
Year 4	12326	AXON AIR, DPGS PART 107 TRAINING: 2 YR ACCESS	4	\$0.00	\$0.00	\$0.00
Year 4	AB3C	AB3 Camera Bundle	25	\$3,819.97	\$0.00	\$3,819.97
Year 4	AB3C	AB3 Camera Bundle	55	\$8,403.94	\$0.00	\$8,403.94
Year 4	AB3MBD	AB3 Multi Bay Dock Bundle	3	\$1,003.03	\$0.00	\$1,003.03
Year 4	BWCUwTAP	BWC Unlimited with TAP	25	\$30,166.05	\$0.00	\$30,166.05
Year 4	CLASS2UAS	AXON AIR, CLASS 2 UAS BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 4	CoreBundle	Core Bundle	55	\$120,505.03	\$0.00	\$120,505.03
Year 4	ProLicense	Pro License Bundle	5	\$2,585.75	\$0.00	\$2,585.75
Total				\$150,172.44	\$0.00	\$150,172.44

Aug 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100112	AXON AIR, E.COM PILOT DATA LIC	4	\$0.00	\$0.00	\$0.00
Year 5	100552	TRANSFER CREDIT - GOODS	1	(\$11,005.19)	\$0.00	(\$11,005.19)
Year 5	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$5,306.14)	\$0.00	(\$5,306.14)
Year 5	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1	\$0.00	\$0.00	\$0.00
Year 5	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$0.00	\$0.00	\$0.00
Year 5	12326	AXON AIR, DPGS PART 107 TRAINING: 2 YR ACCESS	4	\$0.00	\$0.00	\$0.00
Year 5	AB3C	AB3 Camera Bundle	25	\$3,819.97	\$0.00	\$3,819.97
Year 5	AB3C	AB3 Camera Bundle	55	\$8,403.94	\$0.00	\$8,403.94
Year 5	AB3MBD	AB3 Multi Bay Dock Bundle	3	\$1,003.03	\$0.00	\$1,003.03
Year 5	BWCUwTAP	BWC Unlimited with TAP	25	\$30,166.05	\$0.00	\$30,166.05
Year 5	CLASS2UAS	AXON AIR, CLASS 2 UAS BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 5	CoreBundle	Core Bundle	55	\$120,505.03	\$0.00	\$120,505.03
Year 5	ProLicense	Pro License Bundle	5	\$2,585.75	\$0.00	\$2,585.75
Total				\$150,172.44	\$0.00	\$150,172.44

Non-Binding Budgetary Estimate

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

