

U093



Elevators Escalators

February 20, 2018

SAVANNAH AIRPORT COMMISSION
40 AIRWAYS AVENUE
SAVANNAH, GA 31408

Subject: Maintenance Contract Escalation
KONE Contract: 40010943

Customer Number: 147322

SAVANNAH AIRPORT COMMISSION
SAVANNAH INTERNATIONAL AIRPORT
SAVANNAH, GA 31402-2723

SAVANNAH/HILTON HEAD INT AIRPORT
400 AIRWAYS AVE
SAVANNAH, GA 31402

Dear Customer:

KONE is proud to be your chosen provider for your elevator/escalator service in your facility. Continuing our relationship and providing you with our quality "First Service" maintenance is our highest priority.

Our contract agreement with you provides for price adjustments for labor and material indexes on an annual basis. We will be adjusting your price by +3.88% on April 1st, 2018.

As a reminder, the cost of labor to KONE and to all companies signatory to the IUEC (International Union of Elevator Constructors) current labor agreement is fixed. The percentage annual increase will vary depending on the rate that exists in your local union chapter but in many cases, it will be considerably higher than in the past.

Thank you for your continued business. Should you have any questions, please do not hesitate to contact your KONE Account Representative, Scott Kinzie, at 904-292-0225 ext. 201.

Sincerely,

KONE Elevators and Escalators