

## Johnson Controls 031517-JHN

Pricing for contract #031517-JHN offers Sourcewell participating agencies the following discounts:

- Labor Rates - each branch location has published street labor rates that are competitive in their local markets. We will be using the approach discounting 10% off our local branch published street rates
- Up to as much as 55% off the manufacturers' national list price. Discounts vary based on equipment and labor.