

July 20, 2021

Mr. Marvin Ayala
Director of Electric Utility
City Of Ocala
1805 N.E. 30th Ave. Bldg 400
Ocala, FL 34470-4875

RE: POLE INSPECTION, TREATMENT, AND RESTORATION PRICING PROPOSAL – FY2022

Dear Mr. Ayala:

At the request of our Director-Business Development, Mr. John Tessieri, we are submitting the attached unit prices (Schedule 1) for your approval and acceptance. This pertains to the inspection, treatment, and restoration of distribution poles in your fiscal year 2022. Please note, these prices will be effective from October 1, 2021-September 30, 2022.

Per the terms of the GRU contract, the attached price schedule reflects a 3.1% increase. We have attached "Table 3. Consumer Price Index for All Urban Consumers (CPI-U): U.S. city average, special aggregate indexes (Services)," for your reference.

We look forward to working with you on this important project. If this proposal is acceptable, please issue an extension to the City of Ocala's Contract # ELE/16-055 dated February 7, 2017.

An insurance certificate covering Osmose for this work is attached for your convenience.

If you need further assistance or have any questions concerning this proposal, please do not hesitate to contact John Tessieri at (941) 915-0623.

Sincerely,

A handwritten signature in black ink, appearing to read "Jose Villalba", with a stylized initial "J" and a horizontal line extending to the right.

Jose Villalba
Vice President-Contracts

Attachment
JV/mb

C: File
1034935-36

Price Schedule 1

Pole Inspection and Treatment

Effective 10/01/2021 - 09/30/2022

Line	Item	Price
1	EXTERNAL TREAT	\$ 32.25
2	EXCAVATED REJECT	\$ 31.02
3	REJECT WITH EXTERNAL TREAT	\$ 37.39
4	SOUND AND BORE	\$ 8.00
5	VISUAL INSPECTION	\$ 5.75
6	INTERNAL TREATMENT	\$ 13.34
7	MITC-FUME® - PER TUBE	\$ 8.08
8	PRIVATE PROPERTY	\$ 5.58
9	INSTALL POLE STENCILS	\$ 1.17
10	INST OWNER-SUPPLIED GUY MRKR	\$ 6.06
11	GROUNDWIRE REPAIR	\$ 14.42
12	REATTACH GROUNDWIRE MOLDING	\$ 4.48
13	RISERS	\$ 5.38
14	LOADCALC REQUESTED POLES	\$ 7.24
15	GPS COORDINATES	\$ 3.29
16	DIGITAL IMAGES REJECTS ONLY	\$ 5.69
17	ONLINE DATA DELIVERY/MAPPING	\$ 0.80

Pricing Notes

CPI Increase: Per the terms of the GRU contract, the price schedule above reflects a 3.1% increase. We have attached the most current "Table 3. Consumer Price Index for All Urban Consumers (CPI-U): U.S. city average, special aggregate indexes (Services)," for your reference.

Groundwire Repair: Please note, the groundwire repair item listed on the price schedule will be made from the groundline to a distance as high as Osmose field technicians can reasonably reach from the ground (typically 7'-0" to 8'-0").

GPS and Digital Image: The GPS data (per structure) item includes a GPS point with an accuracy level of one to ten meters (1-10 meters). One attempt will be made to collect the GPS point and Digital Image. Osmose will not charge for any unattainable data or image collection. If requested however, Osmose field technicians can return to any pole location, for an hourly rate, to recollect data.

Price Schedule 2
Pole Restoration
Effective 10/01/2021 - 09/30/2022

Line	Item	Price
1	19,100 FT/LBS 5100 X 10	\$ 553.63
2	37,200 FT/LBS C2-3610	\$ 613.93
3	49,600 FT/LBS C2-4910	\$ 682.74
4	56,400 FT/LBS C2-5610	\$ 694.89
5	71,700 FT/LBS C2-7110	\$ 784.96
6	76,900 FT/LBS 980 X 10	\$ 817.54
7	94,900 FT/LBS 1080 X 11	\$ 842.83
8	112,200 FT/LBS 1180 X 11	\$ 902.37
9	129,400 FT/LBS 1280 X 11	\$ 937.98
10	152,600 FT/LBS 1380 X 11	\$ 989.10
11	170,200 FT/LBS 1480 X 13	\$ 1,077.30
12	191,800 FT/LBS 1580 X 13	\$ 1,157.94
13	211,100 FT/LBS 1680 X 13	\$ 1,184.83
14	224,400 FT/LBS 2-1180 X 11	\$ 1,353.58
15	258,800 FT/LBS 2-1280 X 11	\$ 1,406.97
16	305,200 FT/LBS 2-1380 X 11	\$ 1,483.68
17	340,400 FT/LBS 2-1480 X 13	\$ 1,615.95
18	383,600 FT/LBS 2-1580 X 13	\$ 1,736.91
19	PAINT TRUSS N/C	\$ N/C
20	COVER CAPS N/C	\$ N/C
21	UNDERGROUND CABLE EXCAVATE N/C	\$ N/C
22	CONCRETE REPAIR N/C	\$ N/C
23	RISERS N/C	\$ N/C
24	VISUAL INSPECTION N/C	\$ N/C
25	PRIVATE PROPERTY	\$ N/C
26	REDRIVE SINGLE TRUSS	\$ 413.02
27	REBAND,CAP & PAINT PREV TRUSS	\$ 169.71

Pricing Note

CPI Increase: Per the terms of the GRU contract, the price schedule above reflects a 3.1% increase. We have attached the most current "Table 3. Consumer Price Index for All Urban Consumers (CPI-U): U.S. city average, special aggregate indexes (Services)," for your reference.




Distribution: Combined Grade B & C

CUSTOMER: City of Ocala

Effective Date: 10/1/2021				Expiration Date: 9/30/2022				Class		NESC Restoration Factor: Rule 250B					67%
Length (ft)	H6	H5	H4	H3	H2	H1	1	2	3	4	5	6	7	9	
20							Blue C2-4910 \$682.74	Red C2-3610 \$613.93	Red C2-3610 \$613.93	Red C2-3610 \$613.93	White 5100x10 \$553.63	White 5100x10 \$553.63	White 5100x10 \$553.63	White 5100x10 \$553.63	
25							Green C2-5610 \$684.89	Blue C2-4910 \$682.74	Red C2-3610 \$613.93	Red C2-3610 \$613.93	Red C2-3610 \$613.93	White 5100x10 \$553.63	White 5100x10 \$553.63	White 5100x10 \$553.63	
30							Brown C2-7110 \$784.96	Green C2-5610 \$694.89	Blue C2-4910 \$682.74	Red C2-3610 \$613.93	Red C2-3610 \$613.93	Red C2-3610 \$613.93	White 5100x10 \$553.63	White 5100x10 \$553.63	
35					Yellow 1280x11 \$937.98	White 1180x11 \$902.37	Black 1080x11 \$842.83	Brown C2-7110 \$784.96	Green C2-5610 \$694.89	Blue C2-4910 \$682.74	Red C2-3610 \$613.93	Red C2-3610 \$613.93	Red C2-3610 \$613.93		
40			Blue 1580x13 \$1,157.94	Red 1480x13 \$1,077.30	Green 1380x11 \$989.10	Yellow 1280x11 \$937.98	White 1180x11 \$902.37	Black 1080x11 \$842.83	Brown C2-7110 \$784.96	Green C2-5610 \$694.89	Blue C2-4910 \$682.74	Red C2-3610 \$613.93	Red C2-3610 \$613.93		
45	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	White 2-1180x11 \$1,353.58	Blue 1580x13 \$1,157.94	Red 1480x13 \$1,077.30	Green 1380x11 \$989.10	White 1180x11 \$902.37	Black 1080x11 \$842.83	Brown 980x10 \$617.54	Brown C2-7110 \$784.96	Green C2-4910 \$682.74	Red C2-3610 \$613.93	Red C2-3610 \$613.93		
50	Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	White 2-1180x11 \$1,353.58	Blue 1580x13 \$1,157.94	Green 1380x11 \$989.10	Yellow 1280x11 \$937.98	White 1180x11 \$902.37	Black 1080x11 \$842.83	Brown C2-7110 \$784.96	Green C2-5610 \$694.89				
55	Blue 2-1580x13 \$1,736.91	Green 2-1380x11 \$1,483.68	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	White 2-1180x11 \$1,353.58	Red 1480x13 \$1,077.30	Green 1380x11 \$989.10	Yellow 1280x11 \$937.98	Black 1080x11 \$842.83	Brown 980x10 \$617.54					
60	Blue 2-1580x13 \$1,736.91	Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	White 2-1180x11 \$1,353.58	Blue 1580x13 \$1,157.94	Green 1380x11 \$989.10	Yellow 1280x11 \$937.98	White 1180x11 \$902.37	Black 1080x11 \$842.83	<div>LEGEND</div> <div>Truss Color Code</div> <div>Standard Truss Required</div> <div>Standard Truss Price</div> <div>Tall Truss Price</div>				
65		Blue 2-1580x13 \$1,736.91	Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	White 2-1180x11 \$1,353.58	Red 1480x13 \$1,077.30	Green 1380x11 \$989.10	White 1180x11 \$902.37	Black 1080x11 \$842.83	• For Tall Trusses the last digit in the truss part number will change to a 3.				
70			Blue 2-1580x13 \$1,736.91	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	White 2-1180x11 \$1,353.58	Blue 1580x13 \$1,157.94	Green 1380x11 \$989.10	Yellow 1280x11 \$937.98	Black 1080x11 \$842.83					
75			Blue 2-1580x13 \$1,736.91	Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	Blue 1580x13 \$1,157.94	Red 1480x13 \$1,077.30	Yellow 1280x11 \$937.98						
80				Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97	White 2-1180x11 \$1,353.58	Red 1480x13 \$1,077.30	Green 1380x11 \$989.10						
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100					Blue 2-1580x13 \$1,736.91	Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68	White 2-1180x11 \$1,353.58							
105						Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97							
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115						Blue 2-1580x13 \$1,736.91	Green 2-1380x11 \$1,483.68	Yellow 2-1280x11 \$1,406.97							
120						Blue 2-1580x13 \$1,736.91	Red 2-1480x13 \$1,615.95	Green 2-1380x11 \$1,483.68							
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Truss Name	Min. Circ. @ GL (in.)	Rated Strength (ft- lbs)
5100x10	18.00	19,100
C2-3610	22.75	37,200
C2-4910	28.50	49,600
C2-5610	32.00	56,400
C2-7110	33.50	71,700
980x10	29.75	76,900
1080x11	33.75	94,900
1180x11	36.50	112,200
1280x11	39.25	129,400
1380x11	43.00	152,600
1480x13	45.25	170,200
1580x13	48.75	191,800
1680x13	52.00	211,100
2-1180x11	36.50	224,400
2-1280x11	39.25	258,800
2-1380x11	43.00	305,200
2-1480x13	45.25	340,400
2-1580x13	48.75	383,600

Truss Name	Min. Circ. @ GL (in.)	Rated Strength (ft- lbs)
5100x10	18.00	19,100
C2-3610	22.75	37,200
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1080x11	33.75	94,900
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1380x11	43.00	152,600
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LEGEND

Truss Color Code

Standard Truss Required

Standard Truss Price

Tall Truss Price

• For Tall Trusses the last digit in the truss part number will change to a 3.

Truss Name	Min. Circ. @ GL (in.)	Rated Strength (ft-lbs)
2-1180x11	36.50	224,400
2-1280x11	39.25	258,800
2-1380x11	43.00	305,200
2-1480x13	45.25	340,400
2-1580x13	48.75	383,600



Resilient Grids. Strong Networks. Safe Energy.

ACCEPTANCE OF PROPOSAL

To accept the attached proposal as written and authorize the work to be performed, please issue an extension to Contract # ELE/16-055 dated February 7, 2017 via email to OsmoseContracts@Osmose.com. This price proposal is valid for 90 calendar days from the date of the proposal.

OSMOSE CONTACT

If you have any questions or would like to discuss this proposal in more detail, please contact:

NAME	John Tessieri
TITLE	Director Business Development
PHONE	(941) 915-0623
JOB #	1034935-36
PROJECT DESCRIPTION	POLE INSPECTION, TREATMENT, AND RESTORATION PRICING PROPOSAL – FY2022

Table 3. Consumer Price Index for All Urban Consumers (CPI-U): U.S. city average, special aggregate indexes, May 2021

[1982-84=100, unless otherwise noted]

Special aggregate indexes	Relative importance Apr. 2021	Unadjusted indexes			Unadjusted percent change		Seasonally adjusted percent change		
		May 2020	Apr. 2021	May 2021	May 2020- May 2021	Apr. 2021- May 2021	Feb. 2021- Mar. 2021	Mar. 2021- Apr. 2021	Apr. 2021- May 2021
All items less food.....	86.072	254.486	266.093	268.394	5.5	0.9	0.7	0.8	0.7
All items less shelter.....	67.143	232.598	244.958	247.484	6.4	1.0	0.8	1.0	0.8
All items less food and shelter.....	53.215	223.627	237.700	240.537	7.6	1.2	1.0	1.1	0.9
All items less food, shelter, and energy.....	46.274	232.916	242.101	244.439	4.9	1.0	0.4	1.3	1.1
All items less food, shelter, energy, and used cars and trucks.....	43.277	238.773	245.687	247.125	3.5	0.6	0.4	0.7	0.6
All items less medical care.....	91.252	243.812	254.703	256.971	5.4	0.9	0.7	0.8	0.7
All items less energy.....	93.059	265.471	273.092	274.891	3.5	0.7	0.3	0.8	0.7
Commodities.....	38.062	182.064	194.456	197.117	8.3	1.4	0.9	1.1	1.1
Commodities less food, energy, and used cars and trucks.....	17.328	144.091	147.536	148.545	3.1	0.7	0.0	0.7	0.9
Commodities less food.....	24.134	145.341	159.832	162.903	12.1	1.9	1.4	1.5	1.4
Commodities less food and beverages.....	23.115	141.639	156.346	159.470	12.6	2.0	1.5	1.5	1.5
Services.....	61.938	329.958	338.518	340.052	3.1	0.5	0.4	0.6	0.4
Services less rent of shelter ¹	29.436	344.834	356.494	358.568	4.0	0.6	0.6	1.0	0.5
Services less medical care services.....	54.729	312.350	320.837	322.545	3.3	0.5	0.4	0.8	0.5
Durables.....	11.097	104.309	111.983	115.051	10.3	2.7	0.5	3.5	3.0
Nondurables.....	26.964	221.514	236.092	237.991	7.4	0.8	1.3	-0.3	0.6
Nondurables less food.....	13.037	182.539	204.988	207.498	13.7	1.2	3.0	-0.6	0.5
Nondurables less food and beverages.....	12.017	177.787	201.493	204.141	14.8	1.3	3.2	-0.6	0.5
Nondurables less food, beverages, and apparel.....	9.279	220.969	256.202	260.377	17.8	1.6	4.5	-1.3	0.1
Nondurables less food and apparel.....	10.298	223.420	255.411	259.205	16.0	1.5	4.1	-1.1	0.1
Housing.....	41.880	270.823	277.258	278.648	2.9	0.5	0.3	0.5	0.4
Education and communication ²	6.651	139.340	141.742	142.002	1.9	0.2	-0.1	0.3	0.3
Education ²	2.952	269.725	271.829	272.544	1.0	0.3	-0.2	0.2	0.4
Communication ²	3.699	73.793	75.630	75.721	2.6	0.1	0.0	0.4	0.2
Information and information processing ²	3.588	69.699	71.420	71.508	2.6	0.1	-0.1	0.4	0.2
Information technology, hardware and services ³	1.277	7.350	7.361	7.357	0.1	-0.1	0.2	1.4	0.1
Recreation ²	5.740	122.779	124.546	124.769	1.6	0.2	0.4	0.9	0.2
Video and audio ²	1.519	106.530	109.612	109.731	3.0	0.1	0.3	0.5	0.3
Pets, pet products and services ²	1.180	179.788	183.781	184.359	2.5	0.3	0.1	0.4	0.3
Photography ²	0.071	74.506	76.591	76.800	3.1	0.3	-1.0	-0.3	0.8
Food and beverages.....	14.947	267.792	272.367	273.441	2.1	0.4	0.1	0.4	0.4
Domestically produced farm food.....	6.422	262.316	263.207	264.290	0.8	0.4	0.2	0.7	0.4
Other services.....	11.554	367.263	373.376	373.725	1.8	0.1	0.4	0.3	0.2
Apparel less footwear.....	2.086	107.006	112.301	112.430	5.1	0.1	-0.4	0.3	1.2
Fuels and utilities.....	4.387	240.361	253.460	255.631	6.4	0.9	0.6	1.0	0.6
Household energy.....	3.294	195.974	207.988	210.371	7.3	1.1	0.7	1.3	0.7
Medical care.....	8.748	519.194	524.585	523.918	0.9	-0.1	0.1	0.1	-0.1
Transportation.....	16.166	191.419	222.547	229.689	20.0	3.2	2.7	2.5	2.1
Private transportation.....	15.016	188.771	220.742	227.144	20.3	2.9	2.8	2.3	2.0
New and used motor vehicles ²	7.712	98.717	108.477	112.405	13.9	3.6	0.5	4.6	4.0
Utilities and public transportation.....	8.865	214.913	225.076	228.265	6.2	1.4	0.4	1.4	0.9
Household furnishings and operations.....	4.637	125.373	129.321	131.086	4.6	1.4	0.4	0.9	1.3
Other goods and services.....	3.129	460.730	473.649	473.011	2.7	-0.1	0.6	0.2	-0.1
Personal care.....	2.517	237.997	242.303	241.814	1.6	-0.2	0.6	0.2	-0.2

¹ Indexes on a December 1982=100 base.

² Indexes on a December 1997=100 base.

³ Indexes on a December 1988=100 base.



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
06/18/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Aon Risk Services Central, Inc. Columbia Center II 101 West Big Beaver Road 14th Floor/Suite 1444 Troy MI 48084 USA	CONTACT NAME:	
	PHONE (A/C. No. Ext): (866) 283-7122	FAX (A/C. No.): (800) 363-0105
INSURED Osmose Utilities Services, Inc. 635 Highway 74 S Peachtree City GA 30269 USA	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
	NAIC #	
	INSURER A: Old Republic Insurance Company	
	INSURER B: Starr Indemnity & Liability Company	
	INSURER C:	
	INSURER D:	
INSURER E:		
INSURER F:		

Holder Identifier :

COVERAGES**CERTIFICATE NUMBER:** 570087911802**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY			MWZY31489421	07/01/2021	07/01/2022	EACH OCCURRENCE	
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						\$2,000,000	
	GEN'L AGGREGATE LIMIT APPLIES PER:							
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC							
	OTHER:							
A	AUTOMOBILE LIABILITY			MWTB31562021	07/01/2021	07/01/2022	COMBINED SINGLE LIMIT (Ea accident)	
	<input checked="" type="checkbox"/> ANY AUTO						\$5,000,000	
	<input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY							
B	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB	<input checked="" type="checkbox"/> OCCUR		1000095518211	07/01/2021	07/01/2022	EACH OCCURRENCE	
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION	<input type="checkbox"/> CLAIMS-MADE					\$10,000,000	
							AGGREGATE	
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			MWC31561921	07/01/2021	07/01/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
	ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y <input checked="" type="checkbox"/> N	N / A				E.L. EACH ACCIDENT	
	If yes, describe under DESCRIPTION OF OPERATIONS below						\$1,000,000	
								E.L. DISEASE-EA EMPLOYEE
							\$1,000,000	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Certificate Holder is included as Additional Insured in accordance with the policy provisions of the General Liability policy. A waiver of Subrogation is granted in favor of Certificate Holder in accordance with the policy provisions of the General Liability policy.

CERTIFICATE HOLDER**CANCELLATION**

City of Ocala 2100 N.E. 30th Avenue Ocala FL 34470 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central, Inc.</i>

Certificate No : 570087911802