

**Olivencia, Mildred**

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**From:** malbicocco@gatewayinc.net  
**Sent:** Thursday, November 05, 2015 8:58 AM  
**To:** Olivencia, Mildred  
**Cc:** Torres-Rojas, Genara; Van Duyne, Sheree; Ng, Danny  
**Subject:** Freedom of Information Online Request Form

Information:

First Name: Mark  
Last Name: Albicocco  
Company: Gateway Industries  
Mailing Address 1: 77 Newbridge Rd  
Mailing Address 2:  
City: Hicksville  
State: NY  
Zip Code: 11801  
Email Address: [malbicocco@gatewayinc.net](mailto:malbicocco@gatewayinc.net)  
Phone: 516-933-7400  
Required copies of the records: No

List of specific record(s):

We respectfully request the following information regarding Bid No. 42536 opened on 6-18-2015: Complete bid pricing from the 2 lowest bidders Oxford and K2 as well as documentation submitted with those bids that these bidders met bid prerequisites of part 2 section 10A,10B, and 10C. Thank you

**THE PORT AUTHORITY OF NY & NJ**

FOI Administrator

February 24, 2016

Mr. Mark Albicoco  
Gateway Industries  
77 Newbridge Rd  
Hicksville, NY 11801

Re: Freedom of Information Reference No. 16457

Dear Mr. Albicoco:

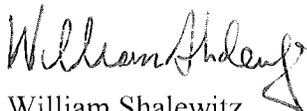
This is in response to your November 5, 2015 request, which has been processed under the Port Authority's Freedom of Information Code (the "Code", copy enclosed) for "copies of the following records related to Bid No. 42536 opened on 6-18-2015: Complete bid pricing from the 2 lowest bidders Oxford and K2 as well as documentation submitted with those bids that these bidders met bid prerequisites of part 2 section 10A, 10B, and 10C."

Material responsive to your request can be found on the Port Authority's website at <http://corpinfo.panynj.gov/documents/16457-c/>. Paper copies are available upon request.

Pursuant to the Code, certain portions of the material responsive to your request are exempt from disclosure as, among other classifications, personal privacy.

Please refer to the above FOI reference number in any future correspondence relating to your request.

Very truly yours,



William Shalewitz  
FOI Administrator

Enclosure

4 World Trade Center, 18th Floor  
150 Greenwich Street  
New York, NY 10007  
T: 212 435 3642 F: 212 435 7555



**The Port Authority of NY & NJ  
Vehicle Arrest Systems Maintenance and Repair Services  
at John F. Kennedy International Airport  
Bid Number 42536**



**Due Date/Time: June 18, 2015 at 11:00 AM**

**Submitted to:**  
Luz Santana  
Port Authority of NY & NJ  
Procurement Department  
4 World Trade Center  
150 Greenwich St., 21<sup>st</sup> Floor  
New York, NY 10007  
212-435-4625  
lsantana@panynj.gov

**Submitted by:**  
Christos Papachristou  
Vice President Engineering  
Oxford Airport Technical Services  
474 Meacham Avenue  
Elmont, NY 11003  
516-326-6262  
cpapachristou@oxford1.com



**OXFORD®**  
**AIRPORT TECHNICAL SERVICES**

474 Meacham Avenue, Elmont, NY 11003 Ph (516) 326-6262 Fax (516) 327-6051

June 11, 2015

The Port Authority of NY & NJ  
Procurement Department  
4 World Trade Center  
150 Greenwich Street, 21<sup>st</sup> Floor  
New York, NY 10007

Attention: Luz Santana

Re: BID NO. 42536 – Vehicle Arrest Systems Maintenance and Repair at John F. Kennedy International Airport

Dear Ms. Santana:

Oxford Airport Technical Services appreciates the opportunity to present the following proposal to The Port Authority of NY & NJ for Maintenance & Repair Services of the Vehicle Arrest Systems at JFK Airport.

For the past 13 years Oxford has had the privilege of providing the Port Authority of New York & New Jersey with vehicle arrest system maintenance and repair services at LaGuardia Airport. We also provide these services at Miami International Airport and the FAA tower at LaGuardia.

In 1976 – 38 years ago – Oxford Airport Technical Services (Oxford) was founded by our current company President, Anthony Dalia, to help airports and authorities meet the specialized maintenance, operation, engineering, and troubleshooting needs of their facilities maintenance, baggage handling systems, passenger loading bridges and ground support equipment. Today Oxford employs over 300 technical, managerial, and administrative professionals throughout the U.S., and provides GSE-related services at over 25 airports nationwide.

Oxford has a long history of building lasting relationships and partnerships with authorities and airlines across the nation to ensure the safe and dependable operation of their ground support equipment. Through these relationships we have built a reputation for reliability, innovation, quality, and safety -- a reputation based on mutual respect and trust. Our high level of customer satisfaction is evidenced by the large number of major airport authorities and carriers that choose us repeatedly to provide their contracted and emergency operation and maintenance services.

Our depth of aviation industry experience is difficult to match and gives us an excellent understanding of the issues critical to the successful installation, operation, maintenance, and



Bid No. 42536  
Vehicle Arrest Systems Maintenance and Repair  
Services at John F. Kennedy  
International Airport



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management of assets – issues like maximizing equipment availability and longevity, security, safety, productivity, and on-time airline schedules.

Oxford also has a fully-staffed Engineering Department with licensed Mechanical and Electrical Engineers to address equipment and system issues beyond normal maintenance and operation. We have the ability to evaluate, conceptualize, and integrate a total system solution from engineering and installation to project management, controls engineering, software, and on-site consulting. Our team regularly analyzes operational data, identifies trends and reveals inefficiencies to offer strategies for operational and financial improvements.

Additional assets Oxford will afford the Port Authority:

- We maintain a large presence of technicians at JFK Airport 24 hours per day, 7 days per week allowing us to respond immediately to emergencies
- Oxford technicians are certified by Delta Scientific to repair and maintain their Vehicle Arrest Systems
- All employees are badged to work on the AOA
- All vehicles are licensed for AOA operation
- We maintain a minimum of \$25 million liability insurance

Thank you for your interest in Oxford Airport Technical Services. We appreciate the opportunity to demonstrate the value we are able to provide to the Port Authority of NY and NJ.

Sincerely,

Christos Papachristou  
Vice President of Engineering  
Oxford Airport Technical Services  
Phone: (516) 326-6262  
Email: [cpapachristou@oxfordats.com](mailto:cpapachristou@oxfordats.com)



Bld No. 42536  
Vehicle Arrest Systems Maintenance and Repair  
Services at John F. Kennedy  
International Airport



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**Vehicle Barrier Maintenance and Repair Experience**

**Reference #1**

Maintenance and Repair of the Baggage Belt Conveyor and Vehicle Arrest Systems  
Port Authority of NY and NJ  
LaGuardia International Airport

Thomas Hatton – Contract Manager  
LaGuardia Airport  
Central Terminal Building (Terminal B)  
3<sup>rd</sup> Floor  
Flushing, NY 11371  
Ph: 718-533-5654  
Email: [thatton@panynj.gov](mailto:thatton@panynj.gov)

Contract Duration..... 13 years (on-going)  
Start Date..... 2002  
End Date ..... 2015 (renewed in 2014)

Contract Value: \$266,000 annually  
John Paterakis – Contract Manager

Scale of Operations:  
Nine (9) vehicle arrest systems (Delta Scientific TT207 S/FM)  
One inbound conveyor, flat plate carousel and associated rollup doors

**Reference #2**

Access Control Point Barrier Maintenance and Repair  
Miami-Dade County, Miami-Dade Aviation Dept.  
Miami International Airport

Neil Wyatt – Facilities Superintendent  
Miami-Dade Aviation Dept.  
P.O. Box 025504  
Miami, FL 33102  
Ph: 305-876-7324  
Email: [nwyatt@miami-airport.com](mailto:nwyatt@miami-airport.com)

Contract Duration..... 5 years (on-going)  
Start Date..... 2010  
End Date ..... 2015 (renewed in 2014)

Contract Value: \$550,000 annually  
Gregg Lazzaro – Contract Manager

Scale of Operations:  
Thirteen (13) vehicle arrest systems and associated gate arm systems



Bid No. 42536  
Vehicle Arrest Systems Maintenance and Repair  
Services at John F. Kennedy  
International Airport



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Reference #3

LaGuardia Air Traffic Control Tower Vehicle Security Barrier Periodic Maintenance  
Department of Transportation – Federal Aviation Administration

Sal Capone - Engineer  
Federal Aviation Administration  
Eastern Regional Office  
1 Aviation Plaza  
Jamaica, NY 11434  
Ph: 718-476-8818  
Email: sal.capone@faa.gov

Contract Duration..... 5 years  
Start Date..... 2010  
End Date..... 2015

Contract Value: \$15,000 annually  
John Paterakis – Contract Manager

Scale of Operations:  
Three (3) vehicle arrest systems and associated gate arm systems  
Three (3) motorized pivot gates  
One (1) induction loop detector



August 27, 2014

To whom it may concern:

On August 27, 2014 Daniel Dona employed by Oxford Airport Technical Services located at 474 Meacham Ave Elmont, NY 11003, attended a one day training session at La Guardia Airport. He received training on the TT207 S and TT207S/FM Delta barriers. Serial No: 4274-F, 4274-G, 4274-H, 4274-J, 4274-A, 4274-B, 4274-C, 4274-D, 4274-E.

John Lulka is an independent contractor, not an employee, or representative of Delta Scientific Corp. As such, he is not authorized to, and will not attempt to, create or assume any obligation or liability on behalf of Delta Scientific.

This authorization can be revoked at any time for any reason. Certification is valid up to one year from the date of training. Delta will need to re-certify each technician yearly. Technicians will be required to report examples of their work quarterly in order to keep their training valid. Should the trainee change employment, the trainee will automatically lose their certification.

Oxford Airport Technical Services shall indemnify Delta Scientific from any and all liability associated with technician field work on any and all barrier systems and equipment.

Should you have questions or need further verification please do not hesitate to contact me.

Sincerely,  
Delta Scientific Corp.

Ricardo Mercado  
Contract Manager



August 27, 2014

To whom It may concern:

On August 27, 2014 George Schafer III employed by Oxford Airport Technical Services located at 474 Meacham Ave Elmont, NY 11003, attended a one day training session at La Guardia Airport. He received training on the TT207 S and TT207S/FM Delta barriers. Serial No: 4274-F, 4274-G, 4274-H, 4274-J, 4274-A, 4274-B, 4274-C, 4274-D, 4274-E.

John Lulka is an independent contractor, not an employee, or representative of Delta Scientific Corp. As such, he is not authorized to, and will not attempt to, create or assume any obligation or liability on behalf of Delta Scientific.

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Oxford Airport Technical Services shall indemnify Delta Scientific from any and all liability associated with technician field work on any and all barrier systems and equipment.

Should you have questions or need further verification please do not hesitate to contact me.

Sincerely,  
Delta Scientific Corp.

Ricardo Mercado  
Contract Manager



August 27, 2014

To whom It may concern:

On August 27, 2014 Tony Martino employed by Oxford Airport Technical Services located at 474 Meacham Ave Elmont, NY 11003, attended a one day training session at La Guardia Airport. He received training on the TT207 S and TT207S/FM Delta barriers. Serial No: 4274-F, 4274-G, 4274-H, 4274-J, 4274-A, 4274-B, 4274-C, 4274-D, 4274-E.

Tony Martino is an Independent contractor, not an employee, or representative of Delta Scientific Corp. As such, he is not authorized to, and will not attempt to, create or assume any obligation or liability on behalf of Delta Scientific.

This authorization can be revoked at any time for any reason. Certification is valid up to one year from the date of training. Delta will need to re-certify each technician yearly. Technicians will be required to report examples of their work quarterly in order to keep their training valid. Should the trainee change employment, the trainee will automatically lose their certification.

Oxford Airport Technical Services shall indemnify Delta Scientific from any and all liability associated with technician field work on any and all barrier systems and equipment.

Should you have questions or need further verification please do not hesitate to contact me.

Sincerely,  
Delta Scientific Corp.



Ricardo Mercado  
Contract Manager

40355 Delta Lane • Palmdale, California 93551, USA • Phone: (661) 675-1100 • FAX (661) 675-1109

[www.deltascientific.com](http://www.deltascientific.com)



August 27, 2014

To whom it may concern:

On August 27, 2014 Terry Groves employed by Oxford Airport Technical Services located at 474 Meacham Ave Elmont, NY 11003, attended a one day training session at La Guardia Airport. He received training on the TT207 S and TT207S/FM Delta barriers. Serial No: 4274-F, 4274-G, 4274-H, 4274-J, 4274-A, 4274-B, 4274-C, 4274-D, 4274-E.

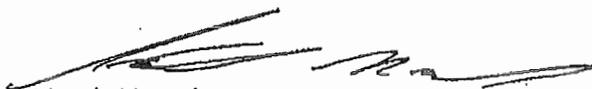
Terry Groves is an independent contractor, not an employee, or representative of Delta Scientific Corp. As such, he is not authorized to, and will not attempt to, create or assume any obligation or liability on behalf of Delta Scientific.

This authorization can be revoked at any time for any reason. Certification is valid up to one year from the date of training. Delta will need to re-certify each technician yearly. Technicians will be required to report examples of their work quarterly in order to keep their training valid. Should the trainee change employment, the trainee will automatically lose their certification.

Oxford Airport Technical Services shall indemnify Delta Scientific from any and all liability associated with technician field work on any and all barrier systems and equipment.

Should you have questions or need further verification please do not hesitate to contact me.

Sincerely,  
Delta Scientific Corp.



Ricardo Mercado  
Contract Manager



August 27, 2014

To whom it may concern:

On August 27, 2014 Bob Riegel employed by Oxford Airport Technical Services located at 474 Meacham Ave Elmont, NY 11003, attended a one day training session at La Guardia Airport. He received training on the TT207 S and TT207S/FM Delta barriers. Serial No: 4274-F, 4274-G, 4274-H, 4274-J, 4274-A, 4274-B, 4274-C, 4274-D, 4274-E.

Bob Riegel is an Independent contractor, not an employee, or representative of Delta Scientific Corp. As such, he is not authorized to, and will not attempt to, create or assume any obligation or liability on behalf of Delta Scientific.

This authorization can be revoked at any time for any reason. Certification is valid up to one year from the date of training. Delta will need to re-certify each technician yearly. Technicians will be required to report examples of their work quarterly in order to keep their training valid. Should the trainee change employment, the trainee will automatically lose their certification.

Oxford Airport Technical Services shall indemnify Delta Scientific from any and all liability associated with technician field work on any and all barrier systems and equipment.

Should you have questions or need further verification please do not hesitate to contact me.

Sincerely,  
Delta Scientific Corp.

Ricardo Mercado  
Contract Manager

40355 Delta Lane • Palmdale, California 93551, USA • Phone: (661) 675-1100 • FAX (661) 675-1109

[www.deltascientific.com](http://www.deltascientific.com)



August 27, 2014

To whom it may concern:

On August 27, 2014 Nelson Wightman employed by Oxford Airport Technical Services located at 474 Meacham Ave Elmont, NY 11003, attended a one day training session at La Guardia Airport. He received training on the TT207 S and TT207S/FM Delta barriers. Serial No: 4274-F, 4274-G, 4274-H, 4274-J, 4274-A, 4274-B, 4274-C, 4274-D, 4274-E.

Nelson Wightman is an independent contractor, not an employee, or representative of Delta Scientific Corp. As such, he is not authorized to, and will not attempt to, create or assume any obligation or liability on behalf of Delta Scientific.

This authorization can be revoked at any time for any reason. Certification is valid up to one year from the date of training. Delta will need to re-certify each technician yearly. Technicians will be required to report examples of their work quarterly in order to keep their training valid. Should the trainee change employment, the trainee will automatically lose their certification.

Oxford Airport Technical Services shall indemnify Delta Scientific from any and all liability associated with technician field work on any and all barrier systems and equipment.

Should you have questions or need further verification please do not hesitate to contact me.

Sincerely,  
Delta Scientific Corp.

A handwritten signature in black ink, appearing to read "Ricardo Mercado", written over a horizontal line.

Ricardo Mercado  
Contract Manager

40355 Delta Lane • Palmdale, California 93551, USA • Phone: (661) 575-1100 • FAX (661) 576-1109

[www.deltascientific.com](http://www.deltascientific.com)



August 27, 2014

To whom It may concern:

On August 27, 2014 John Lulka employed by Oxford Airport Technical Services located at 474 Meacham Ave Elmont, NY 11003, attended a one day training session at La Guardia Airport. He received training on the TT207 S and TT207S/FM Delta barriers. Serial No: 4274-F, 4274-G, 4274-H, 4274-J, 4274-A, 4274-B, 4274-C, 4274-D, 4274-E.

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Should you have questions or need further verification please do not hesitate to contact me.

Sincerely,  
Delta Scientific Corp.



Ricardo Mercado  
Contract Manager

40355 Delta Lane • Palmdale, California 93551, USA • Phone: (661) 575-1100 • FAX (661) 575-1109

[www.deltascientific.com](http://www.deltascientific.com)

# Purchase Order

## AVIATION DEPARTMENT

4200 NW 36TH Street  
Miami FL 33102  
United States

Vendor: 0000014692  
OXFORD AIRPORT TECHNICAL  
474 Meacham Ave  
ELMONT NY 11003

Dispatch via Print

Purchase Order	Date	Revision	Page
AVIAT-0000033563	12/30/2013		1
Payment Terms	Freight Terms	Ship Via	
130	Destination	Common	
Buyer	Phone	Currency	
Carlos J. Chang -MDAD	305 869 3010		

Ship To: 1C30401C  
Warehouse Bldg 3040  
4331 NW 22nd Street  
Miami FL 33122  
United States

Bill To: Accounts Payable  
P.O. Box 526624  
MIAMI FL 33152-6624  
United States

Tax Exempt? Y	Tax Exempt ID: 69-6000573	Replenishment Option: Standard				
Line-Sch	Item/Description	Mfg ID	Quantity UOM	PO Price	Extended Amt	Due Date

Blanket PO for Oxford barrier  
services per terms and conditions  
of contract #9288-4/15-3.  
Attn: Alina Garay-MDAD  
Work Order: 201310-00280244

1			1.00 EA	90,000.00	90,000.00	12/30/2013
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Contract ID: ABCW1400062

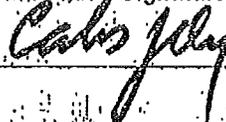
Contract Line: 0 Category Line: 0 Release: 2

Item Total: 90,000.00

Total PO Amount: 90,000.00

Note: All Chemical and hazardous material orders must be delivered with a copy of the most recent available MSDS for the product. Failure to do so, may result in the refusal of acceptance of the material or product.

Authorized Signature





MIAMI-DADE COUNTY  
BLANKET PURCHASE ORDER

BPO ID: ABCW1400062

PRINT DATE: 10/24/2013

PAGE: 02

\*\* ORIGINAL \*\*

THIS IS A BLANKET PURCHASE ORDER COVERING PERIOD FROM 11/01/2013 TO 10/31/2014. DELIVERIES AGAINST THIS PURCHASE ORDER SHALL BE MADE IN QUANTITIES AND TIMES AS REQUESTED BY THE DEPARTMENT DURING SAID PERIOD. INVOICING SHALL BE ON A PER ORDER (DELIVERY) BASIS OR ON A MONTHLY INVOICE BASIS. ALL ITEMS IN ACCORDANCE WITH BID PROVISIONS AND SPECIFICATIONS AND THE VENDOR'S QUOTE OR BID. ESTIMATED QUANTITIES AND/OR DOLLARS ARE FOR RECORD PURPOSES ONLY. NO GUARANTEE IS EXPRESSED OR IMPLIED AS TO QUANTITIES AND/OR DOLLARS THAT WILL ACTUALLY BE PURCHASED. THE VENDOR ACCEPTS ALL RISKS ASSOCIATED WITH USING THIS INFORMATION.

AUTHORIZED SIGNATURE:

\*\* ORIGINAL \*\*

*Samela Jones for Denis Ch...*

DATE:

*10/24/13*

\*\*\*\*\* LAST PAGE \*\*\*\*\*

MIAMI-DADE COUNTY  
BLANKET PURCHASE ORDER

BPO ID: ABCW1200463 PRINT DATE: 10/10/2014 PAGE: 01

\*\* UPDATED/REVISED BPO \*\*

VENDOR ID: 112407710  
OXFORD ELECTRONICS

PRIME VENDOR SET ASIDE :  
SUBVENDOR GOAL : 00%

474 MEACHAM AVE

PRIME VENDOR COMMITMENT: 00%

ELMONT

NY 11003

SHIP TO:  
AS SPECIFIED ON INDIVIDUAL ORDERS

PLEASE REFER ALL QUESTIONS  
CONCERNING THIS ORDER TO:  
CELESTE WALKER  
(305) 375-5683

ITB ID	EXPR DATE	DISCOUNT TERMS	CONTRACT AMOUNT
	10/31/2014	NET30	2,564,999.80

BID NUMBER  
4346-4/13-4

\*\*\*\*\*  
ITEM COMMODITY ID U/M UNIT COST  
\*\*\*\*\*  
001 560-09

CONVEYOR SYSTEMS, OVERHEAD

----- END OF ITEM LIST -----

AUTHORIZED DEPT:		AUTHORIZED DEPTS/USERS		ALLOCATION;	
CALLER ID	CALLERS NAME	AV*****	DOLLAR LIMIT	PHONE NUMBER	

\*\*\*\*\* \$2,564,999.80 ( )

TERMS:

COSTS OF MANDATORY RANDOM AUDIT BY THE INSPECTOR GENERAL ARE  
INCORPORATED INTO THIS CONTRACT AS 1/4 OF 1% OF THE CONTRACT  
PRICE.

MIAMI-DADE COUNTY  
BLANKET PURCHASE ORDER

BPO ID: ABCW1200463

PRINT DATE: 10/10/2014

PAGE: 02

\*\* UPDATED/REVISED BPO \*\*

THIS IS A BLANKET PURCHASE ORDER COVERING PERIOD FROM 4/1/2012 TO 10/31/2014. DELIVERIES AGAINST THIS PURCHASE ORDER SHALL BE MADE IN QUANTITIES AND TIMES AS REQUESTED BY THE DEPARTMENT DURING SAID PERIOD. INVOICING SHALL BE ON A PER ORDER (DELIVERY) BASIS OR ON A MONTHLY INVOICE BASIS. ALL ITEMS IN ACCORDANCE WITH BID PROVISIONS AND SPECIFICATIONS AND THE VENDOR'S QUOTE OR BID. ESTIMATED QUANTITIES AND/OR DOLLARS ARE FOR RECORD PURPOSES ONLY. NO GUARANTEE IS EXPRESSED OR IMPLIED AS TO QUANTITIES AND/OR DOLLARS THAT WILL ACTUALLY BE PURCHASED. THE VENDOR ACCEPTS ALL RISKS ASSOCIATED WITH USING THIS INFORMATION.

\*\* UPDATED/REVISED BPO \*\*

AUTHORIZED SIGNATURE:



DATE:

10/10/14

\*\*\*\*\* LAST PAGE \*\*\*\*\*

**Contractor's Pricing Sheets**

**I. Maintenance and Repair**

**Year One**

**MID-MONTHLY, MAINTENANCE & INSPECTIONS**

Location	Number of Units		Mid-monthly Unit Price	=	Mid Monthly Price				Estimated Year One Total
Post G	3	x	\$ 572.15	=	\$ 1,716.45	x	12	=	\$ 20,597.40
Post H Grab Net	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
Post H	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post J	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
Post O	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post P	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post S	3	x	\$ 572.15	=	\$ 1,716.45	x	12	=	\$ 20,597.40
Post V	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post W	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Gate 106	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
<b>A. Estimated Year 1 Total Mid-Monthly Maintenance &amp; Inspection =</b>									<b>\$ 130,450.20</b>

**MONTHLY MAINTENANCE & INSPECTIONS**

Location	Number of Units		Monthly Unit Price	=	Monthly Price				Estimated Year One Total
Post G	3	x	\$ 962.32	=	\$ 2,886.96	x	12	=	\$ 34,643.52
Post H Grab Net	1	x	\$ 962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
Post H	2	x	\$ 962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post J	1	x	\$ 962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
Post O	2	x	\$ 962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post P	2	x	\$ 962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post S	3	x	\$ 962.32	=	\$ 2,886.96	x	12	=	\$ 34,643.52
Post V	2	x	\$ 962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post W	2	x	\$ 962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Gate 106	1	x	\$ 962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
<b>B. Estimated Year 1 Total Monthly Maintenance &amp; Inspection =</b>									<b>\$ 219,408.96</b>

**Contractor's Pricing Sheets**

**I. Maintenance and Repair (continued)**

**ANNUAL MAINTENANCE AND INSPECTIONS**

Location	Number of Units		Annual Unit Price		Estimated Year One Total
Post G	3	x	\$ 2,592.32	=	\$ 7,776.96
Post H Grab Net	1	x	\$ 2,592.32	=	\$ 2,592.32
Post H	2	x	\$ 2,592.32	=	\$ 5,184.64
Post J	1	x	\$ 2,592.32	=	\$ 2,592.32
Post O	2	x	\$ 2,592.32	=	\$ 5,184.64
Post P	2	x	\$ 2,592.32	=	\$ 5,184.64
Post S	3	x	\$ 2,592.32	=	\$ 7,776.96
Post V	2	x	\$ 2,592.32	=	\$ 5,184.64
Post W	2	x	\$ 2,592.32	=	\$ 5,184.64
Gate 106	1	x	\$ 2,592.32	=	\$ 2,592.32
<b>C. Estimated Year 1 Annual Maintenance &amp; Inspection =</b>					<b>\$ 49,254.08</b>

**D. Estimated Year One Price for Maintenance and Repair: \$ 399,113.24**

**Sum of A+B+C = D**

**Year Two**

**MID-MONTHLY MAINTENANCE & INSPECTIONS**

Location	Number of Units		Mid-monthly Unit Price		Mid-monthly Price				Estimated Year Two Total
Post G	3	x	\$ 572.15	=	\$ 1,716.45	x	12	=	\$ 20,597.40
Post H Grab Net	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
Post H	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post J	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
Post O	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post P	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post S	3	x	\$ 572.15	=	\$ 1,716.45	x	12	=	\$ 20,597.40
Post V	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post W	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Gate 106	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
<b>E. Estimated Year 2 Total Mid-Monthly Maintenance &amp; Inspection =</b>									<b>\$ 130,450.20</b>

PART IV - 6

PART IV -- SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 4/22/15 (PA/PATH)

Contractor's Pricing Sheets

**I. Maintenance and Repair (continued)**

**MONTHLY MAINTENANCE & INSPECTIONS**

Location	Number of Units		Monthly Unit Price	=	Monthly Price				Estimated Year Two Total
Post G	3	x	\$962.32	=	\$ 2,886.96	x	12	=	\$ 34,643.52
Post H Grab Net	1	x	\$962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
Post H	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post J	1	x	\$962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
Post O	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post P	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post S	3	x	\$962.32	=	\$ 2,886.96	x	12	=	\$ 34,643.52
Post V	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post W	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Gate 106	1	x	\$962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
<b>F. Estimated Year 2 Total Monthly Maintenance &amp; Inspection =</b>									<b>\$ 219,408.96</b>

**ANNUAL MAINTENANCE AND INSPECTIONS**

Location	Number of Units		Annual Unit Price	=	Estimated Year Two Total
Post G	3	x	\$ 2,592.32	=	\$ 7,776.96
Post H Grab Net	1	x	\$ 2,592.32	=	\$ 2,592.32
Post H	2	x	\$ 2,592.32	=	\$ 5,184.64
Post J	1	x	\$ 2,592.32	=	\$ 2,592.32
Post O	2	x	\$ 2,592.32	=	\$ 5,184.64
Post P	2	x	\$ 2,592.32	=	\$ 5,184.64
Post S	3	x	\$ 2,592.32	=	\$ 7,776.96
Post V	2	x	\$ 2,592.32	=	\$ 5,184.64
Post W	2	x	\$ 2,592.32	=	\$ 5,184.64
Gate 106	1	x	\$ 2,592.32	=	\$ 2,592.32
<b>G. Estimated Year 2 Annual Maintenance &amp; Inspection =</b>					<b>\$ 49,254.08</b>

**H. Estimated Year Two Price for Maintenance and Repair: \$ 399,113.24**

**Sum of E+F+G = H**

Contractor's Pricing Sheets

II. Maintenance and Repair (continued)

Year Three

MID-MONTHLY MAINTENANCE & INSPECTIONS

Location	Number of Units		Mid-monthly Unit Price	=	Mid-monthly Price				Estimated Year Three Total
Post G	3	x	\$ 572.15	=	\$ 1,716.45	x	12	=	\$ 20,597.40
Post H Grab Net	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
Post H	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post J	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
Post O	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post P	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post S	3	x	\$ 572.15	=	\$ 1,716.45	x	12	=	\$ 20,597.40
Post V	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Post W	2	x	\$ 572.15	=	\$ 1,144.30	x	12	=	\$ 13,731.60
Gate 106	1	x	\$ 572.15	=	\$ 572.15	x	12	=	\$ 6,865.80
I. Estimated Year 3 Total Mid-Monthly Maintenance & Inspection =									\$ 130,450.20

MONTHLY MAINTENANCE & INSPECTIONS

Location	Number of Units		Monthly Unit Price	=	Monthly Price				Estimated Year Three Total
Post G	3	x	\$962.32	=	\$ 2,886.96	x	12	=	\$ 34,643.52
Post H Grab Net	1	x	\$962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
Post H	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post J	1	x	\$962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
Post O	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post P	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post S	3	x	\$962.32	=	\$ 2,886.96	x	12	=	\$ 34,643.52
Post V	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Post W	2	x	\$962.32	=	\$ 1,924.64	x	12	=	\$ 23,095.68
Gate 106	1	x	\$962.32	=	\$ 962.32	x	12	=	\$ 11,547.84
J. Estimated Year 3 Total Monthly Maintenance & Inspection =									\$ 219,408.96

PART IV - 8

PART IV - SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 4/22/15 (PA/PATH)

Contractor's Pricing Sheets

**I. Maintenance and Repair (continued)**

ANNUAL MAINTENANCE AND INSPECTIONS

Location	Number of Units		Annual Unit Price		Estimated Year Three Total
Post G	3	x	\$ 2,592.32	=	\$ 7,776.96
Post H Grab Net	1	x	\$ 2,592.32	=	\$ 2,592.32
Post H	2	x	\$ 2,592.32	=	\$ 5,184.64
Post J	1	x	\$ 2,592.32	=	\$ 2,592.32
Post O	2	x	\$ 2,592.32	=	\$ 5,184.64
Post P	2	x	\$ 2,592.32	=	\$ 5,184.64
Post S	3	x	\$ 2,592.32	=	\$ 7,776.96
Post V	2	x	\$ 2,592.32	=	\$ 5,184.64
Post W	2	x	\$ 2,592.32	=	\$ 5,184.64
Gate 106	1	x	\$ 2,592.32	=	\$ 2,592.32
K. Estimated Year 3 Annual Maintenance & Inspection =					\$ 49,254.08

L. Estimated Year Three Price for Maintenance and Repair: \$ 399,113.24  
Sum of I+J+K=L

M. Estimated Three Year Contract Price for Maintenance and Repair:

\$ 1,197,339.72  
Sum of = D+H+L=M

**Contractor's Pricing Sheets**

**II. Labor Rates\* for Emergency and Non-Routine Work**

\*Labor rates for Emergency and Non-Routine Work are all-inclusive rates which shall include, but are not limited to, the Contractor's overhead, profit, travel time and cost for vehicle use including tolls.

**Year One**

Labor	Estimated Hours		All-Inclusive Hourly Rate		Estimated Year One Total
Mechanic Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$ 100.15	=	\$ 40,060.00
Mechanic All hours not specified above	400	x	\$ 100.15	=	\$ 40,060.00
Helper Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$ 100.15	=	\$ 40,060.00
Helper All hours not specified above	400	x	\$ 100.15	=	\$ 40,060.00

**A. Estimated Year One Labor for Emergency and Non-Routine Work: \$ 160,240.00**

**Year Two**

Labor	Estimated Hours		All-Inclusive Hourly Rate		Estimated Year Two Total
Mechanic Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$ 100.15	=	\$ 40,060.00
Mechanic All hours not specified above	400	x	\$ 100.15	=	\$ 40,060.00
Helper Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$ 100.15	=	\$ 40,060.00
Helper All hours not specified above	400	x	\$ 100.15	=	\$ 40,060.00

**B. Estimated Year Two Labor for Emergency and Non-Routine Work: \$ 160,240.00**

**Contractor's Pricing Sheets**

**II. Labor Rates\* for Emergency and Non-Routine Work (continued)**

\*Labor rates for Emergency and Non-Routine Work are all-inclusive rates which shall include, but are not limited to, the Contractor's overhead, profit, travel time and cost for vehicle use including tolls.

**Year Three**

Labor	Estimated Hours		All-Inclusive Hourly Rate		Estimated Year Three Total
Mechanic Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$ 100.15	=	\$ 40,060.00
Mechanic All hours not specified above	400	x	\$ 100.15	=	\$ 40,060.00
Helper Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$ 100.15	=	\$ 40,060.00
Helper All hours not specified above	400	x	\$ 100.15	=	\$ 40,060.00

**C. Estimated Year Three Labor for Emergency and Non-Routine Work: \$ 160,240.00**

**D. Estimated Three Year Contract Price for Emergency and Non-Routine Work:**

\$ 480,720.00  
Sum of A+B+C = D

**Contractor's Pricing Sheets**  
**III. Parts and Materials – Three Years**

Description: Compensation for Part and Materials Purchased by the Contractor for Emergency and Non-Routine work.

The percentage markup inserted by the Contractor shall not be subject to adjustment and shall remain firm for the duration of the Contract, including any options or extensions, if exercised.

Estimated Three Year Net Cost of Parts and Materials	X	Contractor's Percentage <u>Markup</u>	=	Estimated Contractor's Percentage <u>Price</u>	+	Estimated Three Year Net Cost of Parts and <u>Materials</u>	=	Estimated Three Year Contract Price for Parts and <u>Materials</u>
<u>\$45,000</u>	X	<u>9.00</u> %	=	<u>\$ 4,050.00</u>	+	<u>\$45,000</u>	=	III. \$ <u>49,050.00</u>



**Contractor's Pricing Sheets**  
**V. - Summary Sheet**

I. Estimated Three Year Contract Price for Maintenance and Repair	\$ <u>1,197,339.72</u>
II. Estimated Three Year Contract Price for Labor Rates for Emergency and Non-Routine Work	\$ <u>480,720.00</u>
III. Estimated Three Year Contract Price for Parts and Materials	\$ <u>49,050.00</u>
IV. Estimated Three Year Contract Price for Project Work	\$ <u>205,049.28</u>
V. <b>ESTIMATED THREE-YEAR CONTRACT PRICE</b> (Sum of I+II+III+IV = V)	\$ <u>1,932,159.00</u>

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June 15, 2015

**K2 Construction Consultants, Inc.**  
4330 East-West Highway  
Suite # 320  
Bethesda, MD 20814

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**Ref: Certification of Authorization for Delta Scientific High Security Barrier Systems**

**To Whom It May Concern:**

**Please be advised that K2 is certified by Delta Scientific in the maintenance and installation of Delta Scientific Corporation's High Security Vehicle Barrier Systems. K2 has completed the necessary training with Delta Scientific Corporation to earn this certification.**

**Questions concerning the aforementioned certification may be addressed to the undersigned.**

**Best Regards,**

**Keith Bobrosky**  
Sales Manager  
High Security Systems  
Project Management  
661-575-1100 office  
661-575-1110 fax  
[keith@deltascientific.com](mailto:keith@deltascientific.com)  
[www.deltascientific.com](http://www.deltascientific.com)

<b>Program: Tennessee State Capitol</b>	
<b>Contract: Service &amp; Maintenance, &amp; Repairs</b>	<b>Contractor: SecureUSA</b>
<b>Start Date: 9/2005</b>	<b>Completion Date: 12/2015</b>
<p><b>Services Provided:</b>  SecureUSA functions as the Service and Maintenance provider for the Tennessee State Capitol perimeter security equipment in Nashville TN. In this role, SecureUSA is responsible for the quarterly and annual maintenance of all Delta equipment and. Also SecureUSA takes care of any necessary repairs. The work consists of the following:</p> <ul style="list-style-type: none"> <li>• Quarterly Preventative Maintenance - consists of a physical inspection, testing, adjustment and cleaning as per OEM maintenance schedule (also includes filters for the HPUs).</li> <li>• Annual Preventive Maintenance - all equipment will be thoroughly inspected, adjusted, tested, and the attached annual schedule of maintenance performed (also includes filters and hydraulic fluid for the oil change and moderate painting if needed).</li> <li>• Repair equipment as needed with 24/7 response available.</li> </ul>	

<b>Program: Port Authority of NY &amp; NJ</b>	
<b>Contract: Service &amp; Maintenance, &amp; Repairs</b>	<b>Contractor: SecureUSA</b>
<b>Start Date: 12/2008</b>	<b>Completion Date: 12/2015</b>
<b>Point of Contact</b> Name: Tom Connors Title: Address: 500 Boulevard East, Weehawken NJ Telephone: 201-617-8442 Email: <a href="mailto:TCONNORS@panynj.gov">TCONNORS@panynj.gov</a>	
<b>Services Provided:</b> SecureUSA functions as the Service and Maintenance provider for the Lincoln Tunnel security equipment for Port Authority of NY & NJ. In this role, SecureUSA is responsible for the quarterly and annual maintenance of all Delta equipment and. Also SecureUSA takes care of any necessary repairs. The work consists of the following: <ul style="list-style-type: none"> <li>• Quarterly Preventative Maintenance - consists of a physical inspection, testing, adjustment and cleaning as per OEM maintenance schedule (also includes filters for the HPUs).</li> <li>• Annual Preventive Maintenance - all equipment will be thoroughly inspected, adjusted, tested, and the attached annual schedule of maintenance performed (also includes filters and hydraulic fluid for the oil change and moderate painting if needed).</li> <li>• Repair equipment as needed with 24/7 response available.</li> </ul>	

<b>Program: 26 Federal Plaza</b>	
<b>Contract: Service &amp; Maintenance, &amp; Repairs</b>	<b>Contractor: SecureUSA</b>
<b>Start Date: 9/2005</b>	<b>Completion Date: 10/2015</b>
<p><b>Services Provided:</b>  SecureUSA functions as the Service and Maintenance provider for the perimeter security equipment for 26 Federal Plaza NY. In this role, SecureUSA is responsible for the quarterly and annual maintenance of all Delta equipment and guard booths. Also SecureUSA takes care of any necessary repairs. The work consists of the following:</p> <ul style="list-style-type: none"> <li>• Quarterly Preventative Maintenance - consists of a physical inspection, testing, adjustment and cleaning as per OEM maintenance schedule (also includes filters for the HPUs).</li> <li>• Annual Preventive Maintenance - all equipment will be thoroughly inspected, adjusted, tested, and the attached annual schedule of maintenance performed (also includes filters and hydraulic fluid for the oil change and moderate painting if needed).</li> <li>• Repair equipment as needed with 24/7 response available.</li> </ul>	

**Contractor's Pricing Sheets**

**I. Maintenance and Repair**

**Year One**

**MID-MONTHLY, MAINTENANCE & INSPECTIONS**

Location	Number of Units		Mid-monthly Unit Price	=	Mid Monthly Price	x		=	Estimated Year One Total
Post G	3	x	\$440.00	=	\$1,320.00	x	12	=	\$15,840.00
Post H Grab Net	1	x	\$440.00	=	\$440.00	x	12	=	\$5,280.00
Post H	2	x	\$440.00	=	\$880.00	x	12	=	\$10,560.00
Post J	1	x	\$440.00	=	\$440.00	x	12	=	\$5,280.00
Post O	2	x	\$440.00	=	\$880.00	x	12	=	\$10,560.00
Post P	2	x	\$440.00	=	\$880.00	x	12	=	\$10,560.00
Post S	3	x	\$440.00	=	\$1,320.00	x	12	=	\$15,840.00
Post V	2	x	\$440.00	=	\$880.00	x	12	=	\$10,560.00
Post W	2	x	\$440.00	=	\$880.00	x	12	=	\$10,560.00
Gate 106	1	x	\$440.00	=	\$440.00	x	12	=	\$5,280.00
<b>A. Estimated Year 1 Total Mid-Monthly Maintenance &amp; Inspection =</b>									<b>\$100,320.00</b>

**MONTHLY MAINTENANCE & INSPECTIONS**

Location	Number of Units		Monthly Unit Price	=	Monthly Price	x		=	Estimated Year One Total
Post G	3	x	\$935.00	=	\$2,805.00	x	12	=	\$33,660.00
Post H Grab Net	1	x	\$935.00	=	\$935.00	x	12	=	\$11,220.00
Post H	2	x	\$935.00	=	\$1,870.00	x	12	=	\$22,440.00
Post J	1	x	\$935.00	=	\$935.00	x	12	=	\$11,220.00
Post O	2	x	\$935.00	=	\$1,870.00	x	12	=	\$22,440.00
Post P	2	x	\$935.00	=	\$1,870.00	x	12	=	\$22,440.00
Post S	3	x	\$935.00	=	\$2,805.00	x	12	=	\$33,660.00
Post V	2	x	\$935.00	=	\$1,870.00	x	12	=	\$22,440.00
Post W	2	x	\$935.00	=	\$1,870.00	x	12	=	\$22,440.00
Gate 106	1	x	\$935.00	=	\$935.00	x	12	=	\$11,220.00
<b>B. Estimated Year 1 Total Monthly Maintenance &amp; Inspection =</b>									<b>\$213,180.00</b>

PART IV - 5

PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 4/22/15 (PA/PATH)



**Contractor's Pricing Sheets**

**I. Maintenance and Repair (continued)**

**MONTHLY MAINTENANCE & INSPECTIONS**

Location	Number of Units		Monthly Unit Price	=	Monthly Price	x		=	Estimated Year Two Total
Post G	3	x	\$953.70	=	\$2,861.10	x	12	=	\$34,333.20
Post H Grab Net	1	x	\$953.70	=	\$953.70	x	12	=	\$11,444.40
Post H	2	x	\$953.70	=	\$1,907.40	x	12	=	\$22,888.80
Post J	1	x	\$953.70	=	\$953.70	x	12	=	\$11,444.40
Post O	2	x	\$953.70	=	\$1,907.40	x	12	=	\$22,888.80
Post P	2	x	\$953.70	=	\$1,907.40	x	12	=	\$22,888.80
Post S	3	x	\$953.70	=	\$2,861.10	x	12	=	\$34,333.20
Post V	2	x	\$953.70	=	\$1,907.40	x	12	=	\$22,888.80
Post W	2	x	\$953.70	=	\$1,907.40	x	12	=	\$22,888.80
Gate 106	1	x	\$953.70	=	\$953.70	x	12	=	\$11,444.40
<b>F. Estimated Year 2 Total Monthly Maintenance &amp; Inspection =</b>									<b>\$217,443.60</b>

**ANNUAL MAINTENANCE AND INSPECTIONS**

Location	Number of Units		Annual Unit Price	=	Estimated Year Two Total
Post G	3	x	\$2,120.58	=	\$6,361.74
Post H Grab Net	1	x	\$2,120.58	=	\$2,120.58
Post H	2	x	\$2,120.58	=	\$4,241.16
Post J	1	x	\$2,120.58	=	\$2,120.58
Post O	2	x	\$2,120.58	=	\$4,241.16
Post P	2	x	\$2,120.58	=	\$4,241.16
Post S	3	x	\$2,120.58	=	\$6,361.74
Post V	2	x	\$2,120.58	=	\$4,241.16
Post W	2	x	\$2,120.58	=	\$4,241.16
Gate 106	1	x	\$2,120.58	=	\$2,120.58
<b>G. Estimated Year 2 Annual Maintenance &amp; Inspection =</b>					<b>\$40,291.02</b>

**II. Estimated Year Two Price for Maintenance and Repair: \$360,061.02**

**Sum of E+F+G = H**

PART IV - 7

PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 4/22/15 (PA/PATH)

**Contractor's Pricing Sheets**

**II. Maintenance and Repair (continued)**

**Year Three**

**MID-MONTHLY MAINTENANCE & INSPECTIONS**

Location	Number of Units		Mid-monthly Unit Price	=	Mid-monthly Price				Estimated Year Three Total
Post G	3	x	\$456.96	=	\$1,370.88	x	12	=	\$16,450.56
Post H Grab Net	1	x	\$456.96	=	\$456.96	x	12	=	\$5,483.52
Post H	2	x	\$456.96	=	\$913.92	x	12	=	\$10,967.04
Post J	1	x	\$456.96	=	\$456.96	x	12	=	\$5,483.52
Post O	2	x	\$456.96	=	\$913.92	x	12	=	\$10,967.04
Post P	2	x	\$456.96	=	\$913.92	x	12	=	\$10,967.04
Post S	3	x	\$456.96	=	\$1,370.88	x	12	=	\$16,450.56
Post V	2	x	\$456.96	=	\$913.92	x	12	=	\$10,967.04
Post W	2	x	\$456.96	=	\$913.92	x	12	=	\$10,967.04
Gate 106	1	x	\$456.96	=	\$456.96	x	12	=	\$5,483.52
<b>I. Estimated Year 3 Total Mid-Monthly Maintenance &amp; Inspection =</b>									<b>\$104,186.88</b>

**MONTHLY MAINTENANCE & INSPECTIONS**

Location	Number of Units		Monthly Unit Price	=	Monthly Price				Estimated Year Three Total
Post G	3	x	\$972.78	=	\$2,918.34	x	12	=	\$35,020.08
Post H Grab Net	1	x	\$972.78	=	\$972.78	x	12	=	\$11,673.36
Post H	2	x	\$972.78	=	\$1,945.56	x	12	=	\$23,346.72
Post J	1	x	\$972.78	=	\$972.78	x	12	=	\$11,673.36
Post O	2	x	\$972.78	=	\$1,945.56	x	12	=	\$23,346.72
Post P	2	x	\$972.78	=	\$1,945.56	x	12	=	\$23,346.72
Post S	3	x	\$972.78	=	\$2,918.34	x	12	=	\$35,020.08
Post V	2	x	\$972.78	=	\$1,945.56	x	12	=	\$23,346.72
Post W	2	x	\$972.78	=	\$1,945.56	x	12	=	\$23,346.72
Gate 106	1	x	\$972.78	=	\$972.78	x	12	=	\$11,673.36
<b>J. Estimated Year 3 Total Monthly Maintenance &amp; Inspection =</b>									<b>\$221,793.84</b>

PART IV - 8

PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 4/22/15 (PA/PATH)

Contractor's Pricing Sheets

I. Maintenance and Repair (continued)

ANNUAL MAINTENANCE AND INSPECTIONS

Location	Number of Units		Annual Unit Price		Estimated Year Three Total
Post G	3	x	\$2,163.00	=	\$6,489.00
Post H Grab Net	1	x	\$2,163.00	=	\$2,163.00
Post H	2	x	\$2,163.00	=	\$4,326.00
Post J	1	x	\$2,163.00	=	\$2,163.00
Post O	2	x	\$2,163.00	=	\$4,326.00
Post P	2	x	\$2,163.00	=	\$4,326.00
Post S	3	x	\$2,163.00	=	\$6,489.00
Post V	2	x	\$2,163.00	=	\$4,326.00
Post W	2	x	\$2,163.00	=	\$4,326.00
Gate 106	1	x	\$2,163.00	=	\$2,163.00
K. Estimated Year 3 Annual Maintenance & Inspection =					\$41,097.00

L. Estimated Year Three Price for Maintenance and Repair: \$367,077.72  
 Sum of I+J+K=L

M. Estimated Three Year Contract Price for Maintenance and Repair:

\$1,080,139.74  
 Sum of = D+H+L=M

PART IV - 9

PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 4/22/15 (PA/PATH)

**Contractor's Pricing Sheets**

**II, Labor Rates\* for Emergency and Non-Routine Work**

\*Labor rates for Emergency and Non-Routine Work are all-inclusive rates which shall include, but are not limited to, the Contractor's overhead, profit, travel time and cost for vehicle use including tolls.

**Year One**

Labor	Estimated Hours		All-Inclusive Hourly Rate		Estimated Year One Total
Mechanic Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$130.00	=	\$52,000.00
Mechanic All hours not specified above	400	x	\$245.00	=	\$98,000.00
Helper Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$115.00	=	\$46,000.00
Helper All hours not specified above	400	x	\$217.00	=	\$86,800.00

A. Estimated Year One Labor for Emergency and Non-Routine Work: \$ 282,800.00

**Year Two**

Labor	Estimated Hours		All-Inclusive Hourly Rate		Estimated Year Two Total
Mechanic Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$130.00	=	\$52,000.00
Mechanic All hours not specified above	400	x	\$245.00	=	\$98,000.00
Helper Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$115.00	=	\$46,000.00
Helper All hours not specified above	400	x	\$217.00	=	\$86,800.00

B. Estimated Year Two Labor for Emergency and Non-Routine Work: \$ 282,800.00

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PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

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**Contractor's Pricing Sheets**

**II. Labor Rates\* for Emergency and Non-Routine Work (continued)**

\*Labor rates for Emergency and Non-Routine Work are all-inclusive rates which shall include, but are not limited to, the Contractor's overhead, profit, travel time and cost for vehicle use including tolls.

**Year Three**

Labor	Estimated Hours		All-Inclusive Hourly Rate		Estimated Year Three Total
Mechanic Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$130.00	=	\$52,000.00
Mechanic All hours not specified above	400	x	\$245.00	=	\$98,000.00
Helper Monday – Friday 7:00 AM to 3:30 PM (excluding holidays)	400	x	\$115.00	=	\$46,000.00
Helper All hours not specified above	400	x	\$217.00	=	\$86,800.00

C. Estimated Year Three Labor for Emergency and Non-Routine Work: \$ 282,800.00

D. Estimated Three Year Contract Price for Emergency and Non-Routine Work:

\$848,400.00

Sum of A+B+C = D

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**Contractor's Pricing Sheets**

**III. Parts and Materials – Three Years**

Description: Compensation for Part and Materials Purchased by the Contractor for Emergency and Non-Routine work.

The percentage markup inserted by the Contractor shall not be subject to adjustment and shall remain firm for the duration of the Contract, including any options or extensions, if exercised.

Estimated Three Year Net Cost of Parts and Materials		Contractor's Percentage Markup		Estimated Contractor's Percentage Price		Estimated Three Year Net Cost of Parts and Materials		Estimated Three Year Contract Price for Parts and Materials
\$45,000	X	21%	=	\$9,450.00	+	\$45,000	=	III. \$ 54,450.00

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**Contractor's Pricing Sheets**

**IV – Project Work**

Provide a labor and material Lump Sum Price for the items listed below. (See the section of the specifications entitled, "Project Work"). Project Work may, at the sole discretion of the Manager, be performed during the term of the Contract. No Project Work shall be started without proper authorization.

**Project Work Item**

Lump Sum Price

- |   |              |
|---|--------------|
| (1) Remove and repair barrier road plate (straightening) and perimeter frame, replace barrier hydraulic cylinders and misc hardware.  | \$ 13,240.00 |
| (2) Twice (2) per year, furnish, install and maintain temporary steel plates during repair.   | \$ 6,370.00  |
| (3) Five (5) times per year, remove barrier plate and repair barrier pivoting mechanism. Furnish, install and maintain temporary steel plates during repair.  | \$ 35,570.00 |
| (4) Twice (2) per year, remove barrier plate and repair internal steel supports, replace worn or damaged exterior plates, replace worn bearing block attachment points, replace worn connector plates for hydraulic pistons to the plate. Furnish and install steel plates during repair. | \$ 29,230.00 |
| (5) Twice (2) per year, replace complete gate arm control unit with Magnetic Auto Control MHTM Micro Drive unit.  | \$5,050.00   |
| (6) Four (4) times per year, replace gate arm with new MicroBoom fourteen (14) feet in length manufactured by Magnetic Automation Corporation.  | \$ 5,648.00  |

Estimated Annual Price for Project Work \$ 95,108.00 X 3 =

IV. Estimated Three Year Contract Price for Project Work \$ 285,324.00

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PART IV – SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

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**Contractor's Pricing Sheets**  
**V. - Summary Sheet**

I. Estimated Three Year Contract Price for Maintenance and Repair	<u>\$1,080,139.74</u>
II. Estimated Three Year Contract Price for Labor Rates for Emergency and Non-Routine Work	<u>\$848,400.00</u>
III. Estimated Three Year Contract Price for Parts and Materials	<u>\$54,450.00</u>
IV. Estimated Three Year Contract Price for Project Work	<u>\$285,324.00</u>
V. ESTIMATED THREE-YEAR CONTRACT PRICE (Sum of I+II+III+IV = V)	<u>\$2,268,313.74</u>

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PART IV - SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

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