



## SECTION D - NON-COMPETITIVE PROPOSAL

# Southern Folger

Detention Equipment Company Founded 1897

A COASTAL DETENTION HOLDINGS LLC COMPANY

## PRICE PROPOSAL

**Project Name:** Pinellas County Jail – F Wing  
**Scope:** Sliding Door Retrofit  
**Date:** April 2, 2020  
**To:** Pinellas County Government  
**Attention:** Steve Daniel – Construction Administrator  
**Email:** [sdaniel@pinellascounty.org](mailto:sdaniel@pinellascounty.org)  
**Phone:** (727) 415-9020  
**Proposal #:** TS2019-165

### \*\*\*NOTICE\*\*\*

This document has been prepared by Southern **Folger Detention Equipment Company** for a price proposal for the below listed scope of work. Price proposal was generated based on the counts provided by the facility.

**Proposal valid for 90 days with a Purchase Order**

## PROPOSAL OVERVIEW

Request for current unit price quotation to replace 144 old cell door slider mechanism, 94 vestibule gate mechanism, and 39 fire door sliding gate mechanism.

This proposal is estimated using the Southern Steel model 3150LXbHC mechanism for the Cell Gates and the CC Cells, the Southern Steel model 3165LXbHCP-1 mechanism for the Vestibule Gates, and the Southern Steel model 3165LXbHCP-1F Fire Door Listed mechanism for the sliding Fire Doors.

All mechanism is current production models. This is a price proposal for the wing F mechanism replacement based on quantities sent to us in your FWING Door Count. As requested, we have developed unit prices for each type based on your quantities.

*Please note the unit prices are based on the quantities provided and are subject to change with deviation in quantities*



## DETAILED SCOPE OF WORK

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### I. Scope of Work

- A. This is a price proposal to replace 132 Cell Gate slider mechanism, and the 12 CC Cell slider door mechanism. This price proposal is based on your count of these doors. Your existing doors and their controls are being reused. The existing sliding door mechanism will be taken down and carried to a dumpster we will have spotted on site. Material will be recycled if possible
- B. This is a price proposal to replace 94 Vestibule Gate slider mechanism. This price proposal is based on your count of these doors. Your existing doors and their controls are being reused. The existing sliding door mechanism will be taken down and carried to a dumpster we will have spotted on site. Material will be recycled if possible.
- C. This is a price proposal to replace 39 Fire Doors gate slider mechanism. This price proposal is based on your count of these doors. Your existing doors and their controls are being reused. The existing sliding door mechanism will be taken down and carried to a dumpster we will have spotted on site. Material will be recycled if possible.
- D. All project management, labor, tools, travel expenses, and ancillary expenses required to complete the scope of work as described herein. Our workers get paid the prevailing wage for Pinellas County. Normal daylight hours are used in our price. We require Two (2) independent 220 VAC 40-amp circuits with a 50-amp twist-lock plug per work area for use with our Plasma cutters and welders. We will provide the 50-amp twist lock pigtails to the facility for connection at the facility power panels. All material is primed for paint. Finish painting in not included in this price proposal.
- E. All engineering, drafting, and CAD work required, to complete the scope of work as described herein.
- F. Delivery will be FOB Destination by common carrier with freight allowed to the job site.
- G. If concealed or unknown conditions which affect the whole or in part the performance of the scope of work are encountered, then Southern Folger shall stop work and provide written notice thereof to the owner before conditions are further disturbed. This proposal shall be adjusted accordingly to account for additional staffing, additional mobilization/demobilization, increased labor, additional material, delays or other costs as required and a change order issued prior to continuing the scope of work.

## **GENERAL QUALIFICATIONS, EXCLUSIONS, TERMS AND CONDITIONS**

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### **II. General Qualifications, Exclusions and Terms and Conditions**

- A. Any sales or use taxes. "If claiming exemption from sales and/or use tax, please furnish a valid sale/use tax exemption certificate or proper reference to exemption specification. Lack of tax exemption evidence will require Southern Folger to bill applicable sales/use tax".
- B. We specifically exclude the following:
1. Finish paint and painting
  2. Caulk and caulking
  3. All non-security and security sealants
  4. Conduit, wire and wiring
  5. Any electrical or electronic controls work not included above
  6. Abatement of hazardous materials i.e. lead and or asbestos
  7. Any door hardware not specifically identified in this proposal
  8. Rebar through frames and anchors
  9. All structural steel members unless specifically indicated above
  10. Prime and finish paint touch-up and cleaning. We will touch-up surfaces which have been disturbed by our welding on items we install only.
  11. Portable toilets
  12. Temporary utilities
  13. Permits, permit fees and special license requirements
  14. Testing and inspections and any associated fees
  15. All allowances
- D. Contract Execution Terms and Conditions
1. Our proposal is based on execution of a mutually agreeable contract, which will incorporate this proposal in its entirety.
  2. Our proposal is based upon reaching a mutually agreeable schedule during normal daylight hours. We will provide schedule input for incorporation into your schedule using durations and sequencing to support the overall completion and owner acceptability of the project.
  3. Our proposal is based upon based on a mutually agreeable schedule of values developed by Pinellas County and Southern Folger collectively.

4. We will begin engineering submittals upon receipt of purchase order/executed contract
5. Southern Folger will bill 20% for Engineering when engineering submittals are completed and approved by the County. There will be a 10-day review process for the County. We will then proceed with monthly progress payments in accordance with a mutually agreeable schedule of values that includes, general conditions, material delivery, stored materials and installation. Payment terms are net 30 days unless otherwise agreed and stated.
6. Our proposal is based on having free and clear access to a specific number of devices each day.
7. Deviations from these items could affect our proposed price.
8. Due to the volatile nature of material & fuel costs, Southern Folger Detention Equipment Company can only honor pricing for ninety (90) days without an executed purchase order/contract.
9. Our proposal is based on monthly progress payments against a schedule of values that includes, engineering, general conditions, stored materials, and installation.
10. If after One Hundred Eighty (180) days all project information has not been submitted (i.e. hardware schedule, keying schedule etc.). the price is subject to escalation based on the CPI or PPI.

## **WARRANTY & LEAD TIME**

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### III. Warranty

Equipment and manufacturing workmanship are warranted against defects for one (1) year after installation. Warranty is limited to repair or replacement of equipment deemed to have failed under regular conditions of normal use and excludes failures attributable to misuse or vandalism.

### IV. Lead Time – As of the date of this quotation, our lead times are as follows:

A. Submittals: 6 - 8 weeks after receipt of acceptable purchase order and all project documents. (i.e. Plans, specifications and all addenda)

B. Initial shipment of products: 10 - 12 weeks after receipt of all information required for fabrication, including approved shop drawings, submittals, hardware schedules, and an approved keying schedule.

C. Lead times are subject to change without notice. Final shipping schedule will only be determined after receipt of all approvals.

## PROPOSAL PRICE PRICING

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Total unit price for "A" is: \_\_\_\_\_ **Dollars \$9,720**  
*144 Cell Gate slider mechanism*

Total unit price for "B" is: \_\_\_\_\_ **Dollars \$12,150**  
*94 Vestibule Gate slider mechanism*

Total unit price for "C" is: \_\_\_\_\_ **Dollars \$13,350**  
*39 Fire Doors gate slider mechanism*

F - WING DOOR COUNT				
FLOORS	VEST GATES	CELL GATES	CC CELLS	FIRE DOORS
<b>UNIT COST</b>	<b>\$12,150</b>	<b>\$9,720</b>	<b>\$9,720</b>	<b>\$13,350</b>
<b>1st Floor Attorney Visitation Area</b>	6	6	0	0
<b>2F 10 PODS</b>	24	32	3	10
<b>3F 9 PODS (3F POD 10 COMPLETED)</b>	20	30	3	9
<b>4F 10 PODS</b>	22	32	3	10
<b>5F 10 PODS</b>	22	32	3	10
<b>TOTAL QUANTITIES</b>	94	132	12	39
<b>TOTAL COST</b>	<b>\$1,142,100</b>	<b>\$1,283,040</b>	<b>\$116,640</b>	<b>\$520,650</b>
<b>SUB TOTAL:</b>	<b>\$3,062,430</b>			
<b>BOND COST</b>	<b>\$22,050</b>			
<b>GRAND TOTAL:</b>	<b>\$3,084,480</b>			

## PHASING PRICING

FWING DOOR COUNT				
FLOORS	VEST GATES	CELL GATES	CC CELLS	FIRE DOORS
UNIT COST	\$12,150	\$9,720	\$9,720	\$13,350
1st Floor Attorney Visitation Area	6	6	0	0
2F 10 PODS	24	32	3	10
3F 9PODS	20	30	3	9
<b>PHASE 1:</b> <i>143 TOTAL DOORS</i>	<b>\$1,580,430</b>			
4F 10 PODS	22	32	3	10
5F 10 PODS	22	32	3	10
	\$534,600	\$622,080	\$58,320	\$267,000
<b>PHASE 2:</b> <i>134 TOTAL DOORS</i>	<b>\$1,482,000</b>			

If you have any questions concerning this preliminary scope of work, please contact the undersigned at (210) 380-9713.

Thank you for the opportunity of quoting your work.

Southern Folger Detention Equipment Company



Michael Chike  
Director Sales and Marketing / Estimating

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