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September 28, 2015

Mr. Charlie Conklin, P.E.
City of Orlando
Department of Public Works
Capital Improvement & Infrastructure Division
City Hall, 8th Floor
400 South Orange Street Avenue
Orlando, FL 32802-4990

RE: L.B. McLeod Road Sanitary Sewer Rehabilitation
Project #CIP0059 P
TCPN Certified Proposal Number: R5143-FL-7941

Dear Mr. Conklin,

SAK Construction, LLC (SAK) respectfully extends to the City of Orlando this proposal for the L.B. McLeod Road Sanitary Sewer Rehabilitation – Project number CIP0059 P, utilizing SAK's TCPN® (The Cooperative Purchasing Network) Contract #R5143, "Trenchless Technology Rehabilitation and Related Items & Services." The TCPN contract was competitively bid, and SAK was awarded the contract. We are currently in the 4th year of this potential 5-year term contract. This proposal includes unit pricing for the unit bid items for the rehabilitation of sanitary sewer mainline pipe utilizing the bid form proposal as established by the City of Orlando. As stipulated in the bid documents of the TCPN contract, (Item 7 on page 27 of 50), SAK is extending "additional discounts for purchase of a guaranteed quantity" to the City of Orlando. In Table 1 on the next page, SAK has prepared our unit pricing for the work outlined in the contract documents. Additionally in Table 1 SAK has shown, for comparative purposes, the TCPN established unit pricing and the corresponding savings.

SAK has reviewed the project details with your staff, and we look forward to working with you on this critical project. Please let me know if you have any questions.

Sincerely,

Clayton B. Washburn
General Manager

Table 1. SAK Unit Pricing Proposal for McLeod Road Sanitary Sewer Rehabilitation - Project CIP0059 P and TCPN Comparison Figures for Evaluation

City of Orlando Quantities and Item Description as Designed				SAK Price Proposal for L.B. McLeod Road Sanitary Project		TCPN Corresponding Unit Pricing*		Negotiated Price Savings of SAK Proposal versus TCPN	
Item No.	Quantity	Unit	Item Description	Unit Price	Total Price	Unit Price	Total Price	Unit Savings	Extension
101-1	1	LS	Mobilization and Demobilization	\$ 44,000.00	\$ 44,000.00	\$ 100,000.00	\$ 100,000.00	\$ (56,000.00)	\$ (56,000.00)
101-2	1	LS	Bonds and Insurance	\$ 37,000.00	\$ 37,000.00	\$ 50,000.00	\$ 50,000.00	\$ (13,000.00)	\$ (13,000.00)
102-1	1	LS	Maintenance of Traffic	\$ 177,000.00	\$ 177,000.00	\$ 300,000.00	\$ 300,000.00	\$ (123,000.00)	\$ (123,000.00)
104-14	1	LS	Prevention, Control and Abatement of Erosion and Water Pollution	\$ 11,000.00	\$ 11,000.00	\$ 20,000.00	\$ 20,000.00	\$ (9,000.00)	\$ (9,000.00)
110-1-1	1	LS	Clearing and Grubbing (includes Demolition)	\$ 5,000.00	\$ 5,000.00	\$ 25,000.00	\$ 25,000.00	\$ (20,000.00)	\$ (20,000.00)
285-70-08	125	SY	Concrete Road Base, 8 inch thick	\$ 85.00	\$ 10,625.00	\$ 126.00	\$ 15,750.00	\$ (41.00)	\$ (5,125.00)
334-72-2	250	SY	Superpave Asphaltic Concrete, SP-12.5, Traffic Level C, 2.5 inch thick	\$ 20.00	\$ 5,000.00	\$ 54.00	\$ 13,500.00	\$ (34.00)	\$ (8,500.00)
426-5-2	100	GAL	Chemical Grout Seal Manhole Leaks F&I	\$ 50.00	\$ 5,000.00	\$ 350.00	\$ 35,000.00	\$ (300.00)	\$ (30,000.00)
426-5-3	100	GAL	Chemical Grout Seal Pipe Joint Leaks F&I	\$ 50.00	\$ 5,000.00	\$ 350.00	\$ 35,000.00	\$ (300.00)	\$ (30,000.00)
426-7	2	EA	Sanitary Manhole Remove/Replace Ring and Cover (SM2 & SM8)	\$ 3,200.00	\$ 6,400.00	\$ 5,000.00	\$ 10,000.00	\$ (1,800.00)	\$ (3,600.00)
426-8-5	67	VF	Sanitary Manhole FRP Liner 5' Diameter	\$ 2,150.00	\$ 144,050.00	\$ 2,300.00	\$ 154,100.00	\$ (150.00)	\$ (10,050.00)
522-2	200	SY	Concrete Driveway 6 inch thick	\$ 75.00	\$ 15,000.00	\$ 108.00	\$ 21,600.00	\$ (33.00)	\$ (6,600.00)
575-3	1	LS	Restoration of Unpaved Areas	\$ 12,000.00	\$ 12,000.00	\$ 25,000.00	\$ 25,000.00	\$ (13,000.00)	\$ (13,000.00)
1580-1	2	EA	Project Identification Sign	\$ 400.00	\$ 800.00	\$ 3,000.00	\$ 6,000.00	\$ (2,600.00)	\$ (5,200.00)
13270-48	8683	LF	Cleaning Sanitary Sewer 48 inch diameter	\$ 37.00	\$ 321,271.00	\$ 60.00	\$ 520,980.00	\$ (23.00)	\$ (199,709.00)
13270-54	1315	LF	Cleaning Sanitary Sewer 54 inch diameter	\$ 42.00	\$ 55,230.00	\$ 60.00	\$ 78,900.00	\$ (18.00)	\$ (23,670.00)
13270-D	2000	Ton	Sanitary Sewer Debris Disposal	\$ 40.00	\$ 80,000.00	\$ 100.00	\$ 200,000.00	\$ (60.00)	\$ (120,000.00)
13271-1	9998	LF	Video Inspection Post Cleaning	\$ 3.00	\$ 29,994.00	\$ 5.50	\$ 54,989.00	\$ (2.50)	\$ (24,995.00)
13271-2	3488	LF	Video Inspection Post Construction	\$ 3.00	\$ 10,464.00	\$ 5.50	\$ 19,184.00	\$ (2.50)	\$ (8,720.00)
13273-48	3488	LF	Bypass Pumping Sanitary Sewer 48 inch diameter	\$ 49.00	\$ 170,912.00	\$ 75.00	\$ 261,600.00	\$ (26.00)	\$ (90,688.00)
13275-48	3040	LF	CIPP Pipe Liner Sanitary Sewer 48 inch diameter 19.5mm	\$ 300.00	\$ 912,000.00	\$ 562.00	\$ 1,708,480.00	\$ (262.00)	\$ (796,480.00)
13275-48	448	LF	CIPP Pipe Liner Sanitary Sewer 48 inch diameter 22.5mm	\$ 325.00	\$ 145,600.00	\$ 664.00	\$ 297,472.00	\$ (339.00)	\$ (151,872.00)
15050-24-V	1	EA	Plug Valve 24 inch F&I	\$ 47,000.00	\$ 47,000.00	\$ 60,000.00	\$ 60,000.00	\$ (13,000.00)	\$ (13,000.00)
15102-24-F	3	EA	DIP Fitting 24 inch F&I	\$ 8,000.00	\$ 24,000.00	\$ 15,000.00	\$ 45,000.00	\$ (7,000.00)	\$ (21,000.00)
15104-24-2	50	LF	PVC FM Pipe 24 inch F&I	\$ 220.00	\$ 11,000.00	\$ 350.00	\$ 17,500.00	\$ (130.00)	\$ (6,500.00)
Total SAK Price Proposal and Comparison				\$ 2,285,346.00		\$ 4,075,055.00		\$ (1,789,709.00)	

* SAK has reflected unit pricing as established with TCPN. CIPP unit pricing for item 13275-48 is based on 48 inch diameter x 15.0 mm (\$412.00 per foot) plus an additional \$50.00 per foot for each 1.5 mm thickness over 15.0 mm.