



# Integrity Mechanical

1776 Spangled Banner Way, San Diego, CA 92127 USA

November 16, 2017

Ms. Noreen McGallahaphy - Chief Engineer  
Bayview Hijend Hotel  
333 West Harbor Drive  
San Diego, California 92101

Re: ECM Pricing

Dear Ms. McGallahaphy,

Integrity Mechanical is honored to be considered for providing services to you and Hijend International to improve the performance of the chilled water system at the Hijend Bayview Hotel. We propose the following for the pricing options you requested.

1. Evaporator Pump CHWP-2 Impeller Trim - \$4,466 (Four thousand four hundred sixty six dollars)
2. Evaporator Pump CHWP-2 VFD - \$17,215 (Seventeen thousand two hundred fifteen dollars)
  - a. Voluntary Alternate – Furnish and install a VFD rated motor for the existing pump including alignment - \$3,095 (Three thousand ninety five dollars)
3. Replace Evaporator Pump CHWP-2 - \$30,280 (Thirty thousand two hundred eighty dollars)
  - a. Voluntary Alternate – Furnish and install a completely redundant evaporator pump with pad, electrical service, controls, piping specialties to match existing, and insulation, piped in parallel with CHWP-1 and 2 and configured to back up both CHWP-1 and CHWP-2 - \$85,397 (Eighty five thousand three hundred ninety seven dollars).

## CLARIFICATIONS

1. We have assumed that you will only accept one of these options depending on the cost benefit analysis performed by your consultant.
2. We have included using the local Moneyhell representative to interface the new VFD associated with the VFD option with your DDC system so that start-stop, proof of operation, speed command, and speed feedback points are provided.
3. We have assumed the existing conduit and raceway serving the existing motor starter will be suitable for the new VFD associated with the VFD option. If the vendor's requirements are such that special cable is required which could mean a new race-way system is required, then we reserve the right to renegotiate our price to accommodate this contingency.

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4. We consulted with Bell and Gossett to determine the appropriate best efficiency pump selection and have based our pricing on a B&G e1510 6 BD rated for 1,100 gpm at 28 ft.w.c., 85.74% efficiency, reusing your existing motor, including alignment of the existing motor with the new pump.
5. The pipe centerline dimensions for the new pump are not the same as the existing pump and our proposal includes modifications of the existing piping, pump frame, and motor mount to accommodate this. Our field work indicates that we can accommodate this with-in the space provided when the existing service valves are closed, meaning we believe a system outage is not required to accommodate the work and that is what we have priced. However:
  - a. There will be a period of time when Chiller 2 is not available for operation while the work progresses. This is true for all of the options and we have assumed we can coordinate with you to accomplish this during normal working hours.
  - b. Our ability to assess these requirements is hampered to some extent by the existing insulation. It is possible that we may discover - upon removal of the insulation – that we cannot accommodate the necessary piping modifications with out a system outage that is long enough to allow us to relocate a service valve.
  - c. If you require that we do the work during non-normal working hours – either to minimize the impact on normal operations or to minimize the duration of an outage if it is required – then we reserve the right to renegotiate our price to accommodate the added costs that will be associated with this contingency.
6. We have included factory start-up for the VFD if that option is selected.
7. We have included startup, commissioning, performance verification, and balancing of new equipment as required by best practice as defined by ASHRAE for all of the pricing options requested.
8. You have a very clean plant and we have assumed that you would want us to return it to that state upon completion of the work and thus have included labeling, painting and other finishes as needed to match your existing color coding and labeling scheme.
9. We have included the cost of any draining, filling, and venting required by the work to be performed by our team with support as needed from your team.
10. This proposal is valid for 60 days.
11. We have included compliance with the standard requirements of your purchase orders based on the bid we submitted for the AHU2 chilled water coil repair

project in 2016. If your boiler plate requirements have changed since that time, we reserve the right to renegotiate our price to reflect any changes.

#### EXCLUSIONS

1. Any fire life safety interlocks, including equipment shutdown wiring and other safety interlocks.
2. Motors other than as described in this proposal.
3. Concrete work, coring, sawing, excavation, trenching, and underground conduits other than as described by this proposal.
4. Wiring that is not specifically listed in this quotation.

We appreciate the time your staff spent with us during our pre-bid site visit and hope that our proposal reflects all of the contingencies that you would deem important in terms of providing a robust, turn-key project.

Please feel free to contact us if you have any questions.

A handwritten signature in black ink, appearing to read 'Dudly Dewright', with a stylized, cursive script.

Dudly Dewright  
VP Operations