



## *Treat Yourself to the Hijend Experience*

October 21, 2017

Mr. Dudley Dewright  
Integrity Mechanical  
1776 Spangled Banner Way  
San Diego, CA 92127

Re: ECM Pricing

Dear Dudley,

As you know, we recently enrolled in the SDG&E Existing Building Commissioning Program. As of this time, our consultant has identified an opportunity in our central chilled water plant in the form of optimizing the evaporator pump serving Chiller 2 that we want to move on right away while the remainder of the work on the project is completed in order to begin to capture savings as soon as possible.

Our consultant has identified a number of options that could be used to achieve the savings. To identify the best option in terms of cost/benefit, we are asking you for a bid for each of the following options.

1. Trim the impeller on the existing evaporator pump to deliver the maximum pump efficiency at the chiller design flow rate.
2. Install a variable speed drive on the existing evaporator pump to allow the pump speed to be reduced, thereby delivering the maximum pump efficiency at the chiller design flow rate.
3. Provide a new chilled water pump selected to deliver the maximum pump efficiency at the design chiller flow rate

Our consultant tells us that the savings associated with each of these options is different due to the technical details behind each strategy so we need a stand alone price for each option. We will select only one of these options for implementation based on the one that has the best simple payback that also complies with our obligations to the SDG&E program.

As you know, we are required to obtain pricing from three contractors for work of this type and will need to go with the low bid. We appreciate your ongoing efforts to provide proposals for our projects and wish you the best of luck in securing this one.

Please let us know if you would like to visit the site prior to bidding the project and we will arrange for whatever access you require.

Best regards,

Noreen McGallahaphy  
Chief Engineer