



Stoner Mechanical

1967 Hendrix Way, Grass Valley, CA 95949

November 16, 2017

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

Re: ECM Pricing

Hi Noreen,

Dave's not here.

I am going to handle your stuff.

Here are our proposals for the work you requested.

1. Evaporator Pump CHWP-2 Impeller Trim - \$4,253 (Four thousand two hundred fifty three dollars)
2. Evaporator Pump CHWP-2 VFD - \$17,657 (Seventeen thousand six hundred fifty seven dollars)
3. Replace Evaporator Pump CHWP-2 - \$17,054 (Seventeen thousand fifty four dollars)

CLARIFICATIONS

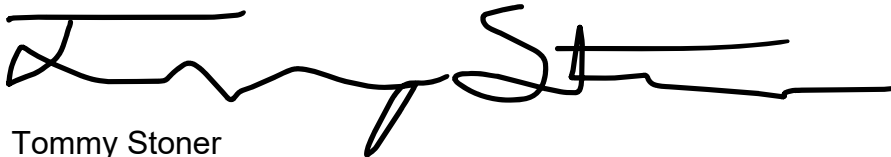
1. It is our understanding that only one of these options will be accepted pending the results of your bid analysis.
2. We have included using your preferred DDC vendor to interface the new VFD associated with the VFD option with your DDC system so that start-stop, proof of operation, speed command, and speed feedback points are provided.
3. You did not ask for a VFD rated motor upgrade for CHWP-2 for the VFD option, so we did not include that in our price. But we would be happy to provide a quote for the additional cost to upgrade the existing CHWP-2 motor to a VFD rated motor, which is recommended by the VFD vendor we are working with.
4. The best efficiency pump selection included in our proposal is as recommended by our pump vendor; B&G e1510 6 BD rated for 1,100 gpm at 28 ft.w.c., 85.74% efficiency, reusing your existing motor.
5. We have included aligning your existing motor with the new pump associated with the replacement of the existing pump with a new, best efficiency pump.
6. This proposal is valid for 30 days.
7. We have included compliance with the standard requirements of your purchase orders based on the AHU2 chilled water coil repair project we performed for you

in December of 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. 120V power.
4. Startup, commissioning, performance verification, and balancing of new equipment.
5. Concrete work, coring, sawing, excavation, trenching, and underground conduits.
6. Storage of equipment, parts, and supplies.
7. Wiring that is not specifically listed in this quotation.
8. Factory start-up and testing.
9. Paint, labeling, and finishes.

Thanks man,

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

Tommy Stoner

Lead ~~Grower~~ Estimator