



OpenAire Sales Inc.
2360B Cornwall Road
Oakville, Ontario, Canada, L6J 7T9
Tel: 905-901-8535 Fax: 905-901-9662

February 15, 2022

Andrew Zavala
City of Lompoc Aquatic Centre
207 West College Ave
Lompoc, California
93436

Subject: Proposal – Upgrade to Aluminum Track
City of Lompoc Aquatic Centre

Dear Andrew

OpenAire Sales Inc. is pleased to submit its proposal to replace existing delrin with aluminum rack, motor with bronze gear. The Aquatic Centre enclosure has 44 sliders. Sliders 3,6,13,19,23,24,26,27 have already been upgraded to aluminum rack and new motor/gear, therefore will not be included in our pricing. We are proposing three (3) options as follows for a total of 36 sliders.

PHASE 1-UPGRADE 8 OPERABLE SLIDERS:

- Remove existing delrin track & motor
- Replace with new aluminum track, motor & bronze gear
- New hardware, limit switches, glides

AT A TOTAL PRICE OF: (USD) \$45,640.00 _____
Initial

PHASE 2-UPGRADE 14 OPERABLE SLIDERS:

- Remove existing delrin track & motor
- Replace with new aluminum track, motor & bronze gear
- New hardware, limit switches, glides

AT A TOTAL PRICE OF: (USD) \$75,640.00 _____
Initial

PHASE 3-UPGRADE 14 OPERABLE SLIDERS:

- Remove existing delrin track & motor
- Replace with new aluminum track, motor & bronze gear
- New hardware, limit switches, glides

AT A TOTAL PRICE OF: (USD) \$75,640.00 _____
Initial

Notes:

1. All work will be done by OpenAire’s non-union crew. Additional costs will be incurred if a union crew is required.
2. Price is based on unobstructed daytime access. Pool below area of work to be closed
3. All removed delrin track & motors will be placed in an owner supplied dumpster.
4. OpenAire is not responsible for damage to the existing structure during removal or installation of the motor and aluminum track.
5. This contract is made for acceptance within thirty-(30) days. Acceptance after thirty-(30) days shall not be binding upon OpenAire, Inc., and might be subject to escalation.
6. Existing Motor Covers and Motor Bases to be re-used
7. Material, Hardware, Labor and Shipping included in the above cost for all options
8. Equipment Rental extra, by others
9. Motors have a lead time of 45 wks

Items not included in this contract:

1. Disposal of delrin track, motors & debris, responsibility of others
2. Taxes
3. Permits and bonds
4. Power to the control panel
5. Final cleaning
6. Repair or repainting of the existing enclosure
7. Provision and removal of dumpsters
8. Conduit
9. Protection of work after installation
10. Protection of the pool and pool deck
11. Covering of the pool during the work
12. Equipment Rental
13. Hotel rooms for the OpenAire crew including Sundays which is an off day

Payment terms:

1. 40% upon signing of contract
2. 40% upon delivery of material
3. 20% upon substantial completion

Pricing, specifications, terms and conditions listed herein are satisfactory and are hereby accepted.

Vendor:
OpenAire Sales, Inc.

Purchaser:
City of Lompoc Aquatics Centre

Mark Albertine
President

Date: _____

Date: _____