

**PROPOSAL REPORT FOR:**

Cabana Bay Village Condominium Association  
 2121 South Ocean Boulevard  
 Pompano Beach, FL 33062

**Summary Details For RFP No.663630:**

Reference Name: Lighting Replacement  
 Industry Solicited: Electrical and Lighting  
 RFP Close Date & Time: 06-08-2012 11:00  
 Location where work is to be performed: Common areas  
 Pool  
 Projected Contract Term: Single Service: System Renovation

**Proposal Overview Details:**

Proposals Submitted: **3**  
 Alt.Proposals Submitted: **0**  
 High Bid: **\$24,185.00**  
 Low Bid: **\$19,579.00**  
 Average Bid: **\$21,747.00**

VENDOR 1	VENDOR 2	VENDOR 3
		
Sun Electric Works - Reliable Power	Elcon Electric, Inc.	Atech Fire and Security Inc.
Vendor Apple Rating: 	Vendor Apple Rating: 	Vendor Apple Rating: 
130 NW 11th Street, Boca Raton, Florida 33432	3500 Park Central Blvd., North, Pompano Beach, Florida 33064	1945 W Copans Rd, Pompano Beach, Florida 33064
In-House Vendor? <b>No</b>	In-House Vendor? <b>No</b>	In-House Vendor? <b>No</b>
Company Phone: (561) 362-4484	Company Phone: (954) 979-5445	Company Phone: (954) 957-8980
Extension: 0	Extension: 0	Extension: 0
Alt.Phone: (561) 362-4484	Alt.Phone: (954) 979-5445	Alt.Phone: (954) 957-8980
Alt.Extension: 0	Alt.Extension: 0	Alt.Extension: 0
Year Business Established: 2002	Year Business Established: 1989	Year Business Established: 1980
Contact: Robert Biscardi - Attn. Rick	Contact: Ronn Hornsby	Contact: John Meyer
E-mail: rob@sunelectricworks.com	E-mail: RonnHornsby@elconelectric.com	E-mail: john@atechsystems.us
Mobile Phone: (561) 441-5995	Mobile Phone: (954) 275-1288	Mobile Phone: (954) 695-5426
<b>TOTAL AMOUNT PROPOSED</b>	<b>TOTAL AMOUNT PROPOSED</b>	<b>TOTAL AMOUNT PROPOSED</b>
<b>\$21,477.00 *</b>	<b>\$19,579.00</b>	<b>\$24,185.00 *</b>
Alternate Proposal Provided?	Alternate Proposal Provided?	Alternate Proposal Provided?
<b>No</b>	<b>No</b>	<b>No</b>
<b>Alt.Price: N/A</b>	<b>Alt.Price: N/A</b>	<b>Alt.Price: N/A</b>

\*Designates exception for 1 or more line items. Please see vendor notes for details.

**LINE ITEM #1:** Lighting Replacement - Wall Fixtures.

Provide and install approx. 166 exterior WALL fixtures as follows. A sample fixture is preferred for viewing and approval, but an adequately clear brochure may be acceptable. These fixtures should match the post fixtures.

- 1) Fixtures to be of Bronze color.
- 2) Fixtures to be in a style consistent with community architecture. An example of acceptable style is attached.
- 3) Fixtures to be of cast metal and powder coated.
- 4) Fixtures will have beveled glass unless otherwise approved by the Board in writing.
- 5) Fixtures shall be equipped with standard base outdoor CF soft white lamps of 75 to 100 Watt incandescent equivalent brightness. IN ANY CASE, MINIMUM ILLUMINATION STANDARDS FOR VEHICLE AREAS (CITY OF POMPANO BEACH) AND GENERAL ACCEPTED SAFETY STANDARDS FOR PEDESTRIANS MUST BE MET.
- 6) Provide notation pricing (not in total) for price each for spare fixtures purchased at time of installation.
- 7) Verify replacement count for wall fixtures.

ALTERNATE PROPOSAL ENCOURAGED: You may also provide an Alternate Proposal for LED illumination soft white lamps of 75 to 100 Watt incandescent equivalent brightness. Please provide estimated annual energy and lamp replacement savings for this option.

**Attachment for Line Item 1: BronzeLamp.jpg****VENDOR 1:****LINE ITEM PRICE: \$ 17,667.00**

**NOTES:**As per specifications ,additional information upon request see atrttached brochure

**EXCEPTION(S):** permit and expediting fee  
repairs to existing wiring

**ATTACHMENT(S):** 9653TZ.pdf

**VENDOR 2:****LINE ITEM PRICE: \$ 15,743.00**

**NOTES:**Price per Spare Fixture (lamp not included) is \$54.00

LED OPTION: Pricing will be available in approximately 7 days if required. Note that the Return on Investment based on a 10 hour burn period per day will be approximately 7 years.

**EXCEPTION(S):** NONE

**ATTACHMENT(S):** Cabana\_Bay\_Village\_-\_Wall\_Light.pdf

**VENDOR 3:****LINE ITEM PRICE: \$ 20,235.00**

**NOTES:**price to install the exact fixture in the attachment #1 for 166 exterior wall fixtures tax included \$20,235.00 includes 166 26 watt floresant bulbs. additional fixtures not installed \$75.00 each

**EXCEPTION(S):** plans and permits not included

**LINE ITEM #2:** Lighting Replacement - Post Fixtures.

Provide and install approx. 22 exterior POST fixtures as follows. A sample fixture is preferred for viewing and approval, but an adequately clear brochure may be acceptable. These fixtures should match the wall fixtures.

- 1) Fixtures to be of Bronze color.
  - 2) Fixtures to be in a style consistent with community architecture. An example of acceptable style is attached.
  - 3) Fixtures to be of cast metal and powder coated.
  - 4) Fixtures will have beveled glass unless otherwise approved by the Board in writing.
  - 5) Fixtures shall be equipped with standard base outdoor CF soft white lamps of 75 to 100 Watt incandescent equivalent brightness. IN ANY CASE, MINIMUM ILLUMINATION STANDARDS FOR VEHICLE AREAS (CITY OF POMPANO BEACH) AND GENERAL ACCEPTED SAFETY STANDARDS FOR PEDESTRIANS MUST BE MET.
  - 6) Provide notation pricing (not in total) for price each for spare fixtures purchased at time of installation.
  - 7) Verify count required, but do not include any inside the pool area.
  - 8) ALL POSTS TO BE PAINTED TO MATCH FIXTURE COLOR.
- NOTE THAT IF YOU CAN NOT PROVIDE AN OPTION FOR PAINTING OR COATINGS FOR THE POSTS, PLEASE QUOTE REPLACEMENT OF POSTS WITH NEW MATCHING THE FIXTURES.

ALTERNATE PROPOSAL ENCOURAGED: You may also provide an Alternate Proposal for LED illumination soft white lamps of 75 to 100 Watt incandescent equivalent brightness. Please provide estimated annual energy and lamp replacement savings for this option.

### Attachment for Line Item 2:None

<b>VENDOR 1:</b>	<b>LINE ITEM PRICE: \$ 2,585.00</b>
<b>NOTES:</b> As per specifications ,additional information upon request see atrtached brochure. No paint included - replacement posts add \$4295.00 <b>EXCEPTION(S):</b> permit and expediting fee repairs to existing wiring <b>ATTACHMENT(S):</b> 9956TZ.pdf	
<b>VENDOR 2:</b>	<b>LINE ITEM PRICE: \$ 2,718.00</b>
<b>NOTES:</b> Cost to paint the poles to match new fixtures is included. Price per Spare Fixture (lamp not included) is \$59.00 LED OPTION: Pricing will be available in approximately 7 days if required. Note that the Return on Investment based on a 10 hour burn period per day will be approximately 7 years. <b>EXCEPTION(S):</b> NONE <b>ATTACHMENT(S):</b> Cabana_Bay_Village_-_Post_Light.pdf	
<b>VENDOR 3:</b>	<b>LINE ITEM PRICE: \$ 2,750.00</b>
<b>NOTES:</b> remove 22 post fixuters only replace with like fixture as shown in attachment #1 no painting included.included 22 26 watt floresant bulbs. additional fixtures are 85.00 each not installed <b>EXCEPTION(S):</b> post will not be painted by atech. plans and permits not included	

### LINE ITEM #3: Photocell Sensors.

Evaluate current controls for Dawn-Dusk operation: Replace existing as recommended. Our understanding is there are two circuits per building, and possibly one on the pool house.

NOTE THAT MINIMUM ILLUMINATION STANDARDS FOR VEHICLE AREAS (CITY OF POMPANO BEACH) AND GENERAL ACCEPTED SAFETY STANDARDS FOR PEDESTRIANS

MUST BE MET.

### Attachment for Line Item 3:None

<b>VENDOR 1:</b>	<b>LINE ITEM PRICE: \$ 950.00</b>
<b>NOTES:</b> As per specifications ,additional information upon request . <b>EXCEPTION(S):</b> permit and expediting fee repairs to existing wiring	
<b>VENDOR 2:</b>	<b>LINE ITEM PRICE: \$ 558.00</b>
<b>NOTES:</b> This includes replacing 16 photo cells. <b>EXCEPTION(S):</b> NONE	
<b>VENDOR 3:</b>	<b>LINE ITEM PRICE: \$ 0.00</b>
<b>NOTES:</b> each photo cell is 85.00 plus 95.00 per hour to install atec cannot give a line item as the scope of work is incomplete <b>EXCEPTION(S):</b> plans and permits not included	

### LINE ITEM #4: Safe removal of poles and fixtures in pool area..

Remove the standing light short pole fixtures around the back of the pool area: We want a price to remove them completely and safely secure the circuits from risk to people in the area..

There are spot lights already in the mulch area and those stay.

### Attachment for Line Item 4:None

**VENDOR 1:****LINE ITEM PRICE: \$ 275.00****NOTES:**As per specifications ,additional information upon request.**EXCEPTION(S):** permit and expediting fee  
repairs to existing wiring**VENDOR 2:****LINE ITEM PRICE: \$ 560.00****NOTES:**Remove and safe off fixtures by the pool as directed.**EXCEPTION(S):** NONE**VENDOR 3:****LINE ITEM PRICE: \$ 1,200.00****NOTES:**remove poles completely "4" and cover with safe plate**EXCEPTION(S):** plans and permits not included

**VENDOR 1:**

**\$ 0.00**

**VENDOR 2:**

**\$ 0.00**

**VENDOR 3:**

**\$ 0.00**

**SPECIAL REQUIREMENTS -- Vendors meet the following requirements:**

**VENDOR 1:**

Occupational License: [SunPBC2012.pdf](#),[ReliablePBC2012.pdf](#)  
Professional License: [Sun\\_Electric\\_State\\_License.pdf](#),[Reliable\\_State\\_License.pdf](#)  
General Liability Insurance: [CCE05162012\\_00000.pdf](#),[CCE05162012\\_00000.pdf](#)  
Workers Comp Insurance: [CCE05162012\\_00000.pdf](#)

W-9: [Sun\\_Elect\\_W9.pdf](#)  
WARRANTY-INFO: No Files

Warranty: 2 year warranty on parts and labor

**NOTES:**NONE

**EXCEPTION(S):**NONE

**VENDOR 2:**

Occupational License: [county\\_tax.pdf](#),[city\\_tax.pdf](#)  
Professional License: [state\\_lic.pdf](#)  
General Liability Insurance: [ERL\\_9371818\\_58709.pdf](#),[ERL\\_9371818\\_58709.pdf](#)  
Workers Comp Insurance: [ERL\\_9371818\\_58709.pdf](#)

W-9: [wnine.pdf](#)  
WARRANTY-INFO: No Files

Warranty: 1 Year Manufacturer Warranty on Fixtures and CF Lamps

**NOTES:**NONE

**EXCEPTION(S):**NONE

**VENDOR 3:**

Occupational License: [BrowardOccTax.pdf](#)  
Professional License: [CertElectContractor-Atech.pdf](#)  
General Liability Insurance: [GL-Atech.pdf](#)  
Workers Comp Insurance: [WC-Atech-2012.pdf](#)

W-9: [W9-Atech.pdf](#)  
WARRANTY-INFO: No Files

Warranty: one year on parts and labor

**NOTES:**NONE

**EXCEPTION(S):**NONE