



COCHISE COUNTY PROCUREMENT DEPARTMENT
 1415 Melody Lane, Building C, Bisbee, AZ 85603
 Phone: 520-432-8391 Fax: 520-432-8397
 thudson@cochise.az.gov

June 24, 2014

Peter Granillo
 Brown and White, Inc.
 P.O. Box 27283
 Tucson, AZ 85726

Re: Contract Renewal #11-51-HFP-04 – Guardrail Repair and Replacement

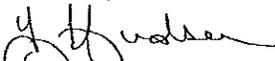
Dear Mr. Granillo:

The Cochise County Board of Supervisors approved the renewal of the above referenced contract with your firm on June 25, 2013 for the period of August 1, 2013 through July 31, 2014. The terms and conditions of the original contract allow for the option to renew the contract for four additional one-year periods. If the conditions of the renewal can be satisfactorily negotiated, this will be the third renewal term.

The County is considering the renewal of this contract for the term of August 1, 2014 through July 31, 2015. Please indicate your decision below, then sign and return this letter to my attention. Renewal of your contract is solely at the County's discretion. Your response will be carefully evaluated to determine if a satisfactory renewal can be accomplished, or if rebidding will best serve the County's interest.

For your convenience and copy of the current contract pricing is attached. If you have any questions regarding this process, please contact me at 520-432-8391 or thudson@cochise.az.gov.

Sincerely,


 Terry Hudson, CPPB
 Senior Buyer

 AS AN AUTHORIZED REPRESENTATIVE OF THIS FIRM, I:

 X Agree to a one-year renewal at the same pricing and terms.

 Agree to a one-year renewal with the changes shown on the attached. Indicate any changes on a separate document and return it with this form.

PETER A. GRANILLO
 Name (Type or print)

PRESIDENT
 Title


 Signature

6/26/2014
 Date

COCHISE COUNTY
 PROCUREMENT DEPARTMENT
 1415 W. MELODY LANE, BLDG C
 BISBEE, AZ 85603

INVITATION FOR BIDS IFB-11-51-HFP-04
 GUARDRAIL REPAIR & REPLACEMENT

ORIGINAL

SECTION FIVE - BID SUBMITTAL
 TO THE COUNTY OF COCHISE:

The undersigned hereby offers and agrees to furnish all labor, material, tools, vehicles and any other related item necessary to repair or replace accident damaged guardrail within the roadway boundaries of Cochise County in compliance with all terms, conditions, specifications, and amendments in the solicitation.

1.0 Provide pricing

Item No.	Description	Unit Price	Benson	Bisbee	Douglas	Elfrida	Portal - San Simon	Sierra Vista	Sunsites - Sunizona	Tombstone	Willcox
1	Guardrail installed in place as specified, to include installation, material and removal of bent and damaged of guardrail, post and block	Priced per linear foot	\$ 20.50	\$ 31.90	\$ 28.90	\$ 23.50	\$ 32.75	\$ 28.90	\$ 28.90	\$ 27.80	\$ 23.90
2	Guardrail Removal as specified	Priced per linear foot	\$ 8.00	\$ 10.00	\$ 10.00	\$ 9.00	\$ 12.00	\$ 9.00	\$ 9.00	\$ 9.00	\$ 9.00
3	Hourly labor rate for any additional related work	Per Hour	\$ 159	\$ 159	\$ 159	\$ 159	\$ 169	\$ 159	\$ 159	\$ 159	\$ 159
4	Install/replace guardrail end treatments	Each	\$ 3100	\$ 3800	\$ 3800	\$ 3700	\$ 3950	\$ 3800	\$ 3880	\$ 3880	\$ 3880
5	Reconstruct guardrail with material supplied by others	Priced per linear foot	\$ 11.00	\$ 18.00	\$ 13.00	\$ 13.00	\$ 18.00	\$ 12.00	\$ 12.00	\$ 12.00	\$ 12.00
6	Bolted Anchors	Each	\$ 275	\$ 275	\$ 275	\$ 275	\$ 295	\$ 275	\$ 275	\$ 275	\$ 275

BEOWN and WHITE INC

PETE GRANILLO

Company Name

Representative Name

6/26/14

COCHISE COUNTY
 PROCUREMENT DEPARTMENT
 1415 W. MELODY LANE, BLDG C
 BISBEE, AZ 85603

INVITATION FOR BIDS IFB-11-51-HFP-04
 GUARDRAIL REPAIR & REPLACEMENT

SECTION FIVE - BID SUBMITTAL (continued)

Item No.	Description	Unit Price	Benson	Bisbee	Douglas	Efrida	Portal - San Simon	Sierra Vista	Sunsites - Sunizona	Tombstone	Wilcox
7	Wall Transitions Tiebeam	Each	\$3200	\$3200	\$3200	\$3200	\$3400	\$3200	\$3200	\$3200	\$3200
8	Single Rail	Each	\$1290	\$1545	\$1290	\$1290	\$1600	\$1290	\$1290	\$1290	\$1290
9	TA-33 Traffic Control per day	Each	\$1200	\$1200	\$1200	\$1200	\$1200	\$1200	\$1200	\$1200	\$1200
10	Shoulder closure per day	Each	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900
11	TA-45 movable barrier per day	Each	\$1875	\$1875	\$1875	\$1875	\$1875	\$1875	\$1875	\$1875	\$1875
12	Message Board per day	Each	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130
13	Attenuator Truck per day	Each	\$145	\$145	\$145	\$145	\$145	\$145	\$145	\$145	\$145
14	Mobilization	Each	\$650	\$800	\$1500	\$800	\$1600	\$700	\$800	\$700	\$800

Company Name BROWN and WHITE INC.

Representative Name PETE GRANILLO

6/26/14

SECTION FIVE - BID SUBMITTAL (continued)

2.0 Provide pricing for the individual items

Item No.	Description	Unit	Price
1	25 ft. 12 ga. galvanized guardrail	each	\$ 167.00
2	Core-Ten, 25 ft. 12 ga.	each	\$ 180.00
3	Etched, 25 ft. 12 ga.	each	\$ 192.00
4	12 ft. 6 in. 12 ga.	each	\$ 81.00
5	Pre-punched BCT 12 ft. 6 in.	each	\$ 145.00
6	Core-Ten 12 ft. 6 in. 12 ga.	each	\$ 84.00
7	Etched, 12 ft. 6 in. 12 ga.	each	\$ 109.00
8	Concave 12 ft. 6 in. 12 ga.	each	\$ 95.00
9	Convex 12 ft. 6 in. 12 ga.	each	\$ 95.00
10	Flare Ends, Standard	each	\$ 28.00
11	Posts, C.C.A.	each	\$ 25.00
12	Posts, C.C.A., 6 in x 8 in x 64 in	each	\$ 56.00
13	Blocks, C.C.A., 8 in x 8 in x 14 in	each	\$ 7.50
14	Extruder Terminal Assembly	each	\$ 1695.00
15	External Post 6 ft. x 8 in.	each	\$ 22.00
16	Cable Anchor	each	\$ 260.00
17	Post Anchor	each	\$ 178.00
18	Offset strut including hardware	each	\$ 106.00
19	25 foot Extruder Rail	each	\$ 250.00
20	SKT 350 assembly	each	\$ 1695.00
21	Button Head Bolt, 5/8 in. x 1-1/4 in.	each	\$ 1.55
22	Button Head Bolt, 5/8 in. x 2 in.	each	\$ 1.95

BROWN and WHITE INC.

PETE GRANILLO

Company Name

Representative Name

6/26/14
 [Signature]

COCHISE COUNTY
 PROCUREMENT DEPARTMENT
 1415 W. MELODY LANE, BLDG C
 BISBEE, AZ 85603

INVITATION FOR BIDS IFB-11-51-HFP-04
 GUARDRAIL REPAIR & REPLACEMENT

SECTION FIVE - BID SUBMITTAL (continued)

2.0 Provide pricing for the Individual Items

Item No.	Description	Unit	Price
23	Button Head Bolt, 5/8 in. x 10 in.	each	\$ 2.35
24	Button Head Bolt, 5/8 in. x 18 in.	each	\$ 2.68
25	Washer, round 5/8 in.	each	\$.21
26	Washer, 1-3/4 in x 3 in x 3/16 in	each	\$.45
27	Bolted Anchoe C-10.23	each	\$ 178.00
28	Safety Barricade Repair per Linear Foot	linear foot	\$ 22.55

Payment Terms:

Indicate if a Prompt Payment discount is offered or standard net payment terms: 0 % discount if paid within _____ days or net _____ days after receipt of invoice.

Tax:

The County as applicable will add State of Arizona and other Arizona government sales taxes to the bid price. The County is exempt from F. E. T. Indicate tax rate to be applied 7.1 %

BROWN and WHITE INC, PETE GRANILLO
 Company Name Representative Name

6/26/14