



# SALES PROPOSAL



KOMPAN, INC. \* 605 W Howard Lane Ste 101, Austin, TX 78753 \* Tel 1-888-579-8223 \* Fax 1-888-579-8224 \* www.kompan.com



Date 03/19/19  
 Expiration Date  
 Proposal No. SP60479  
 Project Lonnie C. Miller: 2-5 and 5-12  
 Ship to State/Zip FL 32209  
 Customer Service Representative EliLan  
 Sales Representative Stacy Moseley  
 Payment Terms NET 30

**Site Location:** 510038  
 Lonnie C. Miller: 2-5 and 5-12  
 Jill Enz  
 7689 Price Lane  
 Jacksonville, 32209  
 United States

**Invoice-to:** 510038  
 City of Jacksonville  
 214 N Hogan St  
 Suite 312  
 Jacksonville, FL 32202  
 United States  
 Jill Enz

**Ship-to:**  
 Lonnie C. Miller:2-5 and 5-12  
 7689 Price Lane  
 Jacksonville, FL 32209  
 United States  
 Jill Enz

Qty.	Item No.	Description	Unit Price	Retail Price	Disc. %	Net Price
		U.S. Communities Contract #2017001135				
		Equipment 2-5				
1	ELE400158-3517F	JUNIOR SPICA, IG	1,380.00	1,380.00	12.00	1,214.40
1	MSC-CUSTOM	MSC-CUSTOM Story Maker Castle, IG Variant 690761	60,770.00	60,770.00	12.00	53,477.60
1	M17501-12P	WATER LILIES SPRINGER, IG	1,140.00	1,140.00	12.00	1,003.20
1	M18601-12P	Garden Seesaw, IG	5,320.00	5,320.00	12.00	4,681.60
1	PCM200304-0936	TWO TOWER W/ BRIDGE & ADA PHY Lime Green, IG	28,450.00	28,450.00	12.00	25,036.00
1	KSW924-CUSTOM	KSW924 CUSTOM VARIANT 20047129 2 Bay: 2 Belts, 2 Infant, 6'3", IG Galvanized Header and Legs	4,290.00	4,290.00	12.00	3,775.20
1	PCM111704-0902	Equipment 5-12 MEGA DECK WITH JACOB'S LADDER Plastic Slide, Yellow/Blue, Steel Posts IG	25,620.00	25,620.00	12.00	22,545.60
Continued on page 2.....						111,733.60

Continued from page 1.....						111,733.60
1	COR863002-0402	EXPLORER DOME US, BLUE, IG	63,400.00	63,400.00	12.00	55,792.00
1	GXY960012-3717	SUPERNOVA - GREY/LIME GREEN, IG	7,910.00	7,910.00	12.00	6,960.80
1	GXY801521-3717	SPICA 2, IG 009/03	1,870.00	1,870.00	12.00	1,645.60
1	KSW926-CUSTOM	KSW926 CUSTOM VARIANT 20047192 3 Bay: 2 Seats,2 Infants,1 Large Shell Lime, IG Galvanized Header and Legs	7,120.00	7,120.00	12.00	6,265.60
1	ELE400024-3717LG	SPINNER BOWL,LIME GREEN, IG	1,190.00	1,190.00	12.00	1,047.20
1	M21101-3417P	AGE APPROPRIATE SIGN 2-5 Years, IG	460.00	460.00	12.00	404.80
1	M21102-3417P	AGE APPROPRIATE SIGN 5-12 Years, IG	460.00	460.00	12.00	404.80
1	FRT-PA	Equipment Freight Middletown PA Installation:	7,200.00	7,200.00		7,200.00
1	CUSTOMINSTALL	Installation of all KOMPAN Equipment	59,349.05	59,349.05	5.00	56,381.60
1	SITWORK	Sitework (Both Areas): Demo and Haul off Existing Equipment Excavate, Remove, & Dispose of up to 9000sf EWF @ up to 12" deep in Use Zones Remove and Dispose of Existing Sidewalk Surfacing (Both Areas):	46,153.85	46,153.85	5.00	43,846.16
1	SITWORK	Installation of up to 2251sqft Sidewalk	25,846.15	25,846.15	5.00	24,553.84
589	TFG-FL-EWF	GreenSoft EWF by Cubic Yard Includes feathering the EWF near trees	25.98	15,304.94	10.00	13,774.45
12	TFGFF	Filter Fabric up to 12699sf	221.54	2,658.48	10.00	2,392.63
1	FRT-OTHER	Freight for EWF	3,447.00	3,447.00		3,447.00
589	CUSTOMINSTALL	Installation of EWF/FF by cy up to 12" depth in use zones, feathered under trees	13.85	8,157.65	5.00	7,749.77
1	PERMIT	Cost to Use GC License and Permit Runner to Pull Permit.	1,000.00	1,000.00		1,000.00
1	PERMIT	Cost of Permit	400.00	400.00		400.00
1	ENG STAMP DRW 3	Engineer Stamped Drawings	2,000.00	2,000.00		2,000.00
<b>Total</b>						<b>346,999.85</b>

**Comments:**

Please allow 9-11 weeks for product delivery upon order placement.

Please read attached General Assumptions and Exclusion document for information on install/sitework.

**Summary:**

	<b>Retail Price</b>	<b>Discount</b>	<b>Net Price</b>
Subtotal - KOMPAN Products	209,380.00	25,125.60	184,254.40
Subtotal - Other Products	3,400.00	0.00	3,400.00
Subtotal - Surfacing	17,963.42	1,796.34	16,167.08
Subtotal - Installation & Other Services	139,506.70	6,975.33	132,531.37
Subtotal - Freight	10,647.00	0.00	10,647.00
<b>Subtotal</b>	<b>380,897.12</b>	<b>33,897.27</b>	<b>346,999.85</b>

(Applicable sales tax will be added unless a valid tax exemption certificate is provided. This amount is only an estimate of your tax liability.)

<b>Estimated Tax Rate</b>	0.00
<b>Total</b>	<b>346,999.85</b>

Your acceptance of this proposal constitutes a valid order request and includes acceptance of terms and conditions contained within the Master Agreement, which is hereby acknowledged. Acceptance of this proposal by KOMPAN is acknowledged by issuance of an order confirmation by an authorized KOMPAN representative. Prices in this quotation are good for 60 days.

This proposal may be withdrawn if not accepted by 05/18/19.

KOMPAN Products are "Buy American" qualified, and compliant with the Buy American Act of 1933 and the "Buy American" provision of the ARRA of 2009.

KOMPAN Authorized Signature:

Accepted By (signature): \_\_\_\_\_

Accepted By (please print): \_\_\_\_\_

Date: \_\_\_\_\_



**General Assumptions:**

- Pricing is based on all equipment being direct delivery to the project address identified in KOMPANs Sales Proposal (SP).
- Placement of order into fabrication is contingent with deposit being received by KOMPAN as agreed to during the pricing phase.
- If cost proposal is to be considered as Tax-Exempt a current tax exemption form must be provided or on file at KOMPAN main office.
- Customer shall provide a lay down area for deliveries of materials within proximity of final installation site. Site access must be clear and unobstructed with at least ten (10') foot wide access to allow delivery of materials. Any size restrictions contributing to additional handling or downsizing of deliver trucks shall be addressed as a change of conditions and will be invoiced as additional costs to the customer.
- Installation site must be level to no more than one (1") inch in then (10') feet slope or change in elevation over the full length and width of the playground area.
- Price assumes NO overhead obstructions within thirteen feet, six inches (13'-6") or lower and NO underground utilities or obstructions within the playground footprint.
- Soils are to be suitable for the installation of all playground equipment and surfacing and compacted to 95% compaction prior to installation crews arriving on-site.
- All underground utilities, boulders, rock ledge or other obstructions not visible without subsurface investigation shall be considered "unforeseen conditions", all costs shall be invoiced to the customer as a change order to the contract.
- All spoils generated during the excavation of footings shall be disposed of on site at no cost to KOMPAN.
- Customer to provide at no additional costs a 120 V (15 amp) power source and standard hose bib connection for water supply within one hundred (100') feet from work site.
- Customer shall have removed all existing equipment or obstacles from playground area prior to the arrival of the installation crews.
- Time is of the essence in the installation of all materials delivered to project site. KOMPAN shall have delivered all equipment and materials as scheduled to project site. If delays to the installation schedule accrue outside KOMPANs control equipment shall be delivered to project site as scheduled and equipment and materials invoiced at the time of delivery. Unless additional storage arrangements are made in writing between Customer and KOMPAN, additional costs may apply.
- Unloading of equipment and materials shall be performed by the installation crews at the time of installation. If site is not ready for installation by cause outside of KOMPAN, it will be the responsibility of the Customer to off load and store equipment and materials at the project site. KOMPAN shall not be held liable for offloading costs, storage fees or equipment damage.

- If site requires installation of a drainage system within the proposed playground area, playground equipment footing shall be installed prior to the installation of the drainage system and playground footing locations shall take precedence over drainage system requirements.
- Site layout and dimensions shall be based of KOMPANs 2D drawing or CAD drawings. Customer to provide site "bench mark" to be used for layout and final elevation calculations.
- Unless otherwise noted on KOMPAN's SP, proposal assumes that there are no Prevailing Wages requirement on the project.
- Any additional costs which maybe incurred during installation shall be negotiated between Customer and KOMPAN in writing prior to the start of additional work. If written approval is not received during the time the installation crews are on-site, additional mobilization costs will apply.

**Exclusions (Unless Explicitly Stated in KOMPAN Sales Proposal):**

- Stamped engineered drawings/calculations or costs to secure permits are not included, if required these costs will be added as a change order payable to Kompan.
- Demolition and off-site disposal of any existing equipment or site amenities.
- Any sitework, including but not limited to grading, excavation outside playground equipment footing and soils compaction and testing.
- Concrete work outside of play equipment footing requirements.
- Relocation of any existing equipment.
- Any required drainage system for playground area.
- Third party testing of materials and playground installation.
- Site landscaping or trimming of vegetation encroaching within the play equipment and safety zones.
- Play area surfacing and base materials if not noted in KOMPAN proposal.
- Installation of Poured in Place surfacing does not include the use of aliphatic binder, solid or custom colors.
- Site security during Poured in Place surfacing cure time and any vandalism which may accrue during surfacing cure time.
- Borders for play area surfacing containment.
- Any required retaining walls for proposed play area.
- Site storage for equipment.
- Site safety fencing beyond standard four (4') foot orange construction fencing.
- Utilities site location services and/or relocation of any underground utilities.
- On site dumpster for disposal of shipping containers and general construction debris.
- If applicable, primary electrical service, such as connection of primary power to KOMPANs ICON server box. Primary power is to be terminated within ICON server box by a licensed electrician.



**Lonnie C Miller**



Spinning Training Experimenting Rocking Swinging Pretending Gathering

