

MUA COST DATA ANALYSIS AND NEGOTIATION. THE LABOR HOURS IS WITHIN THE LOCAL SCA WAGE RATE FOR THE WORK DURATION PROPOSED WHICH IS TO COMPLETE FOLLOW ON REPAIRS DETERMINED FROM COMPLETED DIAGNOSTIC WO# 22145 OF AHU TO REPLACE FIVE (5) CONTACTORS, CONTACT BLOCK, AND TEN (10) FUSES TO RESTORE FULL AHU OPERATION. THE MEANS AND METHODS PROPOSED FOR THIS REPAIR WORK IS TYPICAL OF WORK COMPLETED AT OTHER NY FACILITIES AND CONSIDERED FAIR AND REASONABLE.

## Latini, David J CIV USARMY CENAP (USA)

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**From:** Joe Bayne <joe.bayne@cmimgmt.com>  
**Sent:** Monday, June 12, 2023 9:25 AM  
**To:** Latini, David J CIV USARMY CENAP (USA); Moseman, Michael CIV (USA)  
**Cc:** Vanessa Fernandez  
**Subject:** [Non-DoD Source] RE: O&A Revised NY116, CSS 93481, Wo 22727  
**Attachments:** O&A Revised NY116, CSS 93481, Wo 22727.docx; CMI - Army Reserve - New Windsor CSS#93481 - Repair - REV1.pdf

Good morning David,

Please approve the attached revised proposal so that the work may proceed.

After further discussion with EMTech a new revised proposal was submitted. Please note that the new proposal has a greater cost due to material that was originally left out. The new proposal has material info with part #'s.

Joe Bayne  
Project Manager / 99th - Region 2  
5285 Shawnee Road Suite #510  
Alexandria, VA 22312  
703-738-5304  
[joe.bayne@cmimgmt.com](mailto:joe.bayne@cmimgmt.com)

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**From:** Joe Bayne  
**Sent:** Monday, June 12, 2023 9:24 AM  
**To:** David Latini (David.J.Latini@usace.army.mil) <david.j.latini@usace.army.mil>; Moseman, Michael CIV (USA) <michael.moseman.civ@army.mil>  
**Cc:** Vanessa Fernandez <vanessa.fernandez@cmimgmt.com>  
**Subject:** O&A Revised NY116, CSS 93481, Wo 22727  
**Importance:** High

Good morning David,

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Quotation #:

JCC060923 - REV1

Customer Name:

CMI Management Inc.

Customer Address:

5285 Shawnee Rd Suite # 510

City, State Zip Code:

Alexandria, VA 22312

Army Location:

New Windsor

CSS#

CSS# 93481 - Part 2: Repairs

\*\* Note: Possible Delta Controls Issues,  
Not Included

Material Costs			
1) Total Materials Price			\$1,426.01
2) Freight (Subject to Change)			\$114.08
3) Warranty			\$0.00
4) NYS sales tax	0 %		\$0.00
Total Material Costs			\$1,540.09

Labor Hours and Expenses			
1) Sub-Contract			\$0.00
2) Mechanical	8 Hours		\$1,304.00
3) Electrical	0 Hours		\$0.00
4) Technical	0 Hours		\$0.00
5) Project Management	0 Hours		\$0.00
6) Truck Charge	1 Rd. Trips: 202 mi.		\$353.50
7) Other			\$0.00
Total Labor Hours and Cost			\$1,657.50

Grand Total This Quotation

\$3,197.59

Qty.	Part # & Description	List Price	EMTech	Unit Sell Price @ 20% MU	Extended Price (Adj. \$ X Qty)
1	LC1D09G - Schneider Contactor	N/A	\$ 171.54	\$ 205.85	\$ 205.85
1	LC1D18G - Schneider Contactor	N/A	\$ 236.92	\$ 284.30	\$ 236.92
1	LC1D32G - Schneider Contactor	N/A	\$ 311.94	\$ 374.33	\$ 311.94
1	LC1D25G - Schneider Contactor	N/A	\$ 251.92	\$ 302.30	\$ 251.92
4	LADN11 - Schneider Contact Block	N/A	\$ 37.11	\$ 44.53	\$ 148.44
6	KLDR001 - Littelfuse Fuse	N/A	\$ 19.40	\$ 23.28	\$ 116.40
4	CCMR500 - Littelfuse Fuse	N/A	\$ 18.96	\$ 22.75	\$ 75.84
1	CA7-9 - Sprecher & Schu Contactor	N/A	\$ 78.70	\$ 94.44	\$ 78.70
TOTAL MATERIALS					\$ 1,426.01

Quotation Submitted by :

Jenna Caligaris

6/9/2023

ENERGY MANAGEMENT TECHNOLOGIES

DATE

Accepted:

PURCHASER

DATE