

THE PORT AUTHORITY OF NY & NJ

PROCUREMENT DEPARTMENT
2 MONTGOMERY STREET, 3RD FL.
JERSEY CITY, NJ 07302

4/1/2013

ADDENDUM # 1

To prospective Bidder(s) on Bid # 32858 for LOCKSMITH AND SAFE SERVICES AT
NEWARK LIBERTY INTERNATIONAL AIRPORT (EWR)

Due back on 4/19/2013, no later than 11:00AM

BIDDER'S QUESTIONS AND ANSWERS

The following information is available in response to questions submitted by prospective Bidders. The responses should not be deemed to answer all questions, which have been submitted by Bidders to the Port Authority. It addresses only those questions, which the Port Authority has deemed to require additional information and/or clarification. The fact that information has not been supplied with respect to any questions asked by a Bidder does not mean or imply, nor should it be deemed to mean or imply, any meaning, construction, or implication with respect to the terms.

The Port Authority makes no representations, warranties or guarantees that the information contained herein is accurate, complete or timely or that such information accurately represents the conditions that would be encountered during the performance of the Contract. The furnishing of such information by the Port Authority shall not create or be deemed to create any obligation or liability upon it for any reason whatsoever and each Bidder, by submitting its Bid, expressly agrees that it has not relied upon the foregoing information, and that it shall not hold the Port Authority liable or responsible therefor in any manner whatsoever. Accordingly, nothing contained herein and no representation, statement or promise, of the Port Authority, its Commissioners, officers, agents, representatives, or employees, oral or in writing, shall impair or limit the effect of the warranties of the Bidder required by this Bid or Contract and the Bidder agrees that it shall not hold the Port Authority liable or responsible therefor in any manner whatsoever. The Questions and Answers numbering sequence will be continued sequentially in any forthcoming Addenda that may be issued.

Question #1	Could you please provide us with the pricing of the current contract?
Answer #1	See attached.

PS11All

This communication should be initialed by you and annexed to your Bid upon submission.

In case any Bidder fails to conform to these instructions, its Bid will nevertheless be construed as though this communication had been so physically annexed and initialed.

THE PORT AUTHORITY OF NY & NJ

KATHY LESLIE WHELAN, MANAGER
COMMODITIES AND SERVICES DIVISION

BIDDER'S FIRM NAME: _____

INITIALED: _____

DATE: _____

QUESTIONS CONCERNING THIS ADDENDUM MAY BE ADDRESSED TO
SELENE ORTEGA, WHO CAN BE REACHED AT (201) 395-3407 or at
sortega@panynj.gov.

CONTRACTOR'S BID SHEET- EXHIBIT #1- (YEAR #1)

Cut Key Cost - Keys cut at shop or on site in service vehicle

<u>Description</u>	<u>Estimated Yearly Quantity</u>	<u>X</u>	<u>Price Per Unit</u>	<u>=</u>	<u>Annual Price</u>
Common Keys	300	X	<u>\$1.50</u>	=	<u>\$450.00</u>
Odd Keys	30	X	<u>\$2.00</u>	=	<u>\$60.00</u>
Security Keys	500	X	<u>\$8.50</u>	=	<u>\$4250.00</u>
Tubular Keys	25	X	<u>\$3.50</u>	=	<u>\$87.50</u>
Volvo High Security Keys	10	X	<u>\$40.00</u>	=	<u>\$400.00</u>
Transponder Keys	10	X	<u>\$35.00</u>	=	<u>\$350.00</u>
NorthEast Keys	10	X	<u>\$4.00</u>	=	<u>\$40.00</u>

Estimated Cost (Year #1)
(EXHIBIT #1 TOTAL) \$5637.50

12-21-07 P12:42 IN

EXHIBIT #2 - (YEAR #1)

Basic Services:

Price per Unit shall include assembled core/cylinder with two (2) keys where applicable

<u>Description</u>	<u>Estimated Yearly Quantity</u>	<u>X</u>	<u>Price Per Unit</u>	<u>=</u>	<u>Annual Price</u>
Standard Mortise, RIM & KIK Cyls Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	75	X	\$ <u>7.50</u>	=	\$ <u>562.50</u>
Padlock Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	25	X	\$ <u>7.50</u>	=	\$ <u>187.50</u>
Best IC Core Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	\$ <u>6.50</u>	=	\$ <u>325.00</u>
Best IC Core (Inc: Core, Pins, Spring, Caps)	25	X	\$ <u>60.00</u>	=	\$ <u>1500.00</u>
Medeco KeyMark Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	\$ <u>10.00</u>	=	\$ <u>500.00</u>
Medeco KeyMark Core Inc: Core, Pins, Springs, Caps)	25	X	\$ <u>70.00</u>	=	\$ <u>1750.00</u>
Medeco Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	\$ <u>25.00</u>	=	\$ <u>1250.00</u>
ASSA Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	\$ <u>35.00</u>	=	\$ <u>1750.00</u>
ASSA Core Keyed (Inc: Core, Pins, Springs, Caps)	25	X	\$ <u>80.00</u>	=	\$ <u>2000.00</u>
Key By Code (Cutting key on code machine)	15	X	\$ <u>8.00</u>	=	\$ <u>120.00</u>
Key By Impression	15	X	\$ <u>10.00</u>	=	\$ <u>150.00</u>
Simplex Combination Change	25	X	\$ <u>20.00</u>	=	\$ <u>500.00</u>
Safe Combination Change	12	X	\$ <u>25.00</u>	=	\$ <u>300.00</u>
Decode Best Cylinder	12	X	\$ <u>5.00</u>	=	\$ <u>60.00</u>

Estimated Cost (Year #1)

EXHIBIT # 2 - TOTAL \$ 10,955.00

12-21-07 8:22:42 IN

PART IV - SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

PART IV - 6

Rev. 10/5/05 (PA/PATH)

EXHIBIT #3 - (YEAR #1)

<u>Description</u>	<u>Estimated Annual Hours</u>	X	<u>Charge Per Hour</u>	=	<u>Annual Price Labor</u>
A) Routine Service (locksmith per hour)	1200	X	\$ <u>60.⁰⁰</u>	=	\$ <u>72,000.⁰⁰</u>
B) Emergency Service (locksmith per hour)	80	X	\$ <u>75.⁰⁰</u>	=	\$ <u>6,000.⁰⁰</u>

C) Cost Of Materials (Non-Key Parts)

Step 1. Enter the percentage discount offered off of the Manufacturer's Printed Price List.

1A. Parts and Materials % 20% off list price

Step 2. Multiply \$75,000 (Estimated Year #1 Cost of Materials) by the Percentage Discount (from above). The sum is the Estimated Year #1 Discount Amount.

Est. Year #1 Cost of Material	<u>20%</u>	=	\$ <u>15,000.⁰⁰</u>
\$75,000 X	Percentage Discount		Estimated Year #1 Discount Amount

Step 3. Subtract the Estimated Year #1 Discount Amount from \$75,000 (Estimated Year #1 Cost of Materials). The result is the Total Estimated Year #1 Cost of Parts and Materials.

\$75,000	-	\$ <u>15,000.⁰⁰</u>	=	\$ <u>60,000.⁰⁰</u>
		Estimated Year #1 Discount Amount		TOTAL ESTIMATED YEAR #1 COST OF MATERIALS

EXHIBIT #3 - TOTAL \$ 38,000.00
(SUM OF ITEMS A, B & C)

1-2-21-07 P12:42 IN

TOTAL ESTIMATED ANNUAL COST OF YEAR #1

(ADD EXHIBITS #1, #2 AND #3)

EXHIBIT #1 \$5,637.50

EXHIBIT #2 \$10,955.00

EXHIBIT #3 \$138,000.00

TOTAL ESTIMATED ANNUAL COST YEAR #1 \$154,592.50

12-31-07 P12:42 IN

CONTRACTOR'S BID SHEET - EXHIBIT #1 - (YEAR #2)

Cut Key Cost - Keys cut at shop or on site in service vehicle

<u>Description</u>	<u>Estimated Yearly Quantity</u>	<u>X</u>	<u>Price Per Unit</u>	<u>=</u>	<u>Annual Price</u>
Common Keys	300	X	<u>\$1.50</u>	=	<u>\$450.⁰⁰</u>
Odd Keys	30	X	<u>\$2.00</u>	=	<u>\$60.⁰⁰</u>
Security Keys	500	X	<u>\$8.50</u>	=	<u>\$4250.⁰⁰</u>
Tubular Keys	25	X	<u>\$3.50</u>	=	<u>\$87.50</u>
Volvo High Security Keys	10	X	<u>\$40.⁰⁰</u>	=	<u>\$400.⁰⁰</u>
Transponder Keys	10	X	<u>\$35.⁰⁰</u>	=	<u>\$350.⁰⁰</u>
NorthEast Keys	10	X	<u>\$4.⁰⁰</u>	=	<u>\$40.⁰⁰</u>

Estimated Cost (Year #2)
(EXHIBIT #1 TOTAL) \$ 5,637.50

12-21-07 P12:42 LW

EXHIBIT #2 - (YEAR #2)

Basic Services:

Price per Unit shall include assembled core/cylinder with two (2) keys where applicable

<u>Description</u>	<u>Estimated Yearly Quantity</u>	<u>X</u>	<u>Price Per Unit</u>	<u>=</u>	<u>Annual Price</u>
Standard Mortise, RIM & KIK Cyls Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	75	X	<u>\$ 7.50</u>	=	<u>\$ 562.50</u>
Padlock Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	25	X	<u>\$ 7.50</u>	=	<u>\$ 187.50</u>
Best IC Core Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$ 6.50</u>	=	<u>\$ 325.00</u>
Best IC Core (Inc: Core, Pins, Spring, Caps)	25	X	<u>\$ 60.00</u>	=	<u>\$ 1500.00</u>
Medeco KeyMark Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$ 10.00</u>	=	<u>\$ 500.00</u>
Medeco KeyMark Core Inc: Core, Pins, Springs, Caps)	25	X	<u>\$ 70.00</u>	=	<u>\$ 1750.00</u>
Medeco Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$ 25.00</u>	=	<u>\$ 1250.00</u>
ASSA Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$ 35.00</u>	=	<u>\$ 1750.00</u>
ASSA Core Keyed (Inc: Core, Pins, Springs, Caps)	25	X	<u>\$ 80.00</u>	=	<u>\$ 2000.00</u>
Key By Code (Cutting key on code machine)	15	X	<u>\$ 8.00</u>	=	<u>\$ 120.00</u>
Key By Impression	15	X	<u>\$ 10.00</u>	=	<u>\$ 150.00</u>
Simplex Combination Change	25	X	<u>\$ 20.00</u>	=	<u>\$ 500.00</u>
Safe Combination Change	12	X	<u>\$ 25.00</u>	=	<u>\$ 300.00</u>
Decode Best Cylinder	12	X	<u>\$ 5.00</u>	=	<u>\$ 60.00</u>

12-21-07 11:42 AM

Estimated Cost (Year #2)

EXHIBIT # 2 - TOTAL \$ 10,955.00

PART IV - SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

PART IV - 10

Rev. 10/5/05 (PA/PATH)

EXHIBIT #3 - (YEAR #2)

<u>Description</u>	Estimated Annual Hours	X	Charge Per Hour	=	Annual Price <u>Labor</u>
A) Routine Service (Locksmith per hour)	1200	X	<u>\$60.⁰⁰</u>	=	<u>\$72,000.⁰⁰</u>
B) Emergency Service (locksmith per hour)	80	X	<u>\$75.⁰⁰</u>	=	<u>\$6000.⁰⁰</u>

C) Cost Of Materials (Non-Key Parts)

Step 1. Enter the percentage discount offered off of the Manufacturer's Printed Price List.

1A. Parts and Materials % 20% off list price

Step 2. Multiply \$75,000 (Estimated Year #2 Cost of Materials) by the Percentage Discount (from above). The sum is the Estimated Year #2 Discount Amount.

$$\begin{array}{rcccl} \text{Est. Year \#2 Cost of Material} & & \underline{20\%} & \% & = & \underline{\$15,000.⁰⁰$$

Step 3. Subtract the Estimated Year #2 Discount Amount from \$75,000 (Estimated Year #2 Cost of Materials). The result is the Total Estimated Year #2 Cost of Parts and Materials.

$$\begin{array}{rcccl} \$75,000 & - & \underline{\$15,000.⁰⁰⁰⁰$$

EXHIBIT #3 - TOTAL \$138,000.⁰⁰
(SUM OF ITEMS A, B & C)

IL-21-07 P12:42 1X

PART IV - 11

PART IV - SIGNATURE SHEET, NAME AND RESIDENCE OF PRINCIPALS SHEET AND PRICING SHEET(S)

Rev. 10/5/05 (PA/PATH)

TOTAL ESTIMATED ANNUAL COST OF YEAR #2
(ADD EXHIBITS #1, #2 AND #3)

EXHIBIT #1 \$ 5637.50

EXHIBIT #2 \$10,955.00

EXHIBIT #3 \$138,000.00

TOTAL ESTIMATED ANNUAL COST YEAR #2 \$154,592.50

10-11-07 P12:42 IN

CONTRACTOR'S BID SHEET- EXHIBIT #1- (YEAR #3)

Cut Key Cost - Keys cut at shop or on site in service vehicle

<u>Description</u>	<u>Estimated Yearly Quantity</u>	X	<u>Price Per Unit</u>	=	<u>Annual Price</u>
Common Keys	300	X	<u>\$ 1.50</u>	=	<u>\$450.00</u>
Odd Keys	30	X	<u>\$ 2.00</u>	=	<u>\$60.00</u>
Security Keys (i.e ASSA, Medeco, Best etc)	500	X	<u>\$ 8.50</u>	=	<u>\$4250.00</u>
Tubular Keys	25	X	<u>\$ 3.50</u>	=	<u>\$ 87.50</u>
Volvo High Security Keys	10	X	<u>\$40.00</u>	=	<u>\$400.00</u>
Transponder Keys	10	X	<u>\$35.00</u>	=	<u>\$350.00</u>
NorthEast Keys	10	X	<u>\$4.00</u>	=	<u>\$40.00</u>

Estimated Cost (Year #3)
(EXHIBIT #1 TOTAL) \$5,637.50

12-21-07 12:42 IN

EXHIBIT #2 - (YEAR #3)

Basic Services:

Price per Unit shall include assembled core/cylinder with two (2) keys where applicable

<u>Description</u>	<u>Estimated Yearly Quantity</u>	<u>X</u>	<u>Price Per Unit</u>	<u>=</u>	<u>Annual Price</u>
Standard Mortise, RIM & KIK Cyls Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	75	X	<u>\$ 7.50</u>	=	<u>\$562.50</u>
Padlock Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	25	X	<u>\$ 7.50</u>	=	<u>\$187.50</u>
Best IC Core Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$ 6.50</u>	=	<u>\$325.00</u>
Best IC Core (Inc: Core, Pins, Springs, Caps)	25	X	<u>\$ 60.00</u>	=	<u>\$1500.00</u>
Medeco KeyMark Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$10.00</u>	=	<u>\$500.00</u>
Medeco KeyMark Core Inc: Core, Pins, Springs, Caps)	25	X	<u>\$ 70.00</u>	=	<u>\$1750.00</u>
Medeco Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$ 25.00</u>	=	<u>\$1250.00</u>
ASSA Rekeyed (Inc: Pins, Springs, Caps, 2 Keys)	50	X	<u>\$ 35.00</u>	=	<u>\$1750.00</u>
ASSA Core Keyed (Inc: Core, Pins, Springs, Caps)	25	X	<u>\$ 80.00</u>	=	<u>\$2000.00</u>
Key By Code (Cutting key on code machine)	15	X	<u>\$ 8.00</u>	=	<u>\$120.00</u>
Key By Impression	15	X	<u>\$10.00</u>	=	<u>\$150.00</u>
Simplex Combination Change	25	X	<u>\$ 20.00</u>	=	<u>\$500.00</u>
Safe Combination Change	12	X	<u>\$ 25.00</u>	=	<u>\$300.00</u>
Decode Best Cylinder	12	X	<u>\$ 5.00</u>	=	<u>\$60.00</u>

Estimated Cost (Year #3)

EXHIBIT # 2 - TOTAL \$10,955.00

12-21-07 P12:42 IN

EXHIBIT #3 - (YEAR #3)

<u>Description</u>	<u>Estimated Annual Hours</u>	X	<u>Charge Per Hour</u>	=	<u>Annual Price Labor</u>
A) Routine Service					
(locksmith per hour)	1200	X	<u>\$60.00</u>	=	<u>\$72,000.00</u>
B) Emergency Service					
(locksmith per hour)	80	X	<u>\$75.00</u>	=	<u>\$6000.00</u>

C) Cost Of Materials (Non-Key Parts)

Step 1. Enter the percentage discount offered off of the Manufacturer's Printed Price List.

1A. Parts and Materials % 20% off list price

Step 2. Multiply \$75,000 (Estimated Year #3 Cost of Materials) by the Percentage Discount (from above). The sum is the Estimated Year #3 Discount Amount.

<u>Est. Year #3 Cost of Material</u>		<u>20%</u>	<u>%</u>	<u>=</u>	<u>\$15,000.00</u>
\$75,000	X	Percentage	Discount		Estimated Year #3 Discount Amount

Step 3. Subtract the Estimated Year #3 Discount Amount from \$75,000 (Estimated Year #3 Cost of Materials). The result is the Total Estimated Year #3 Cost of Parts and Materials.

\$75,000	--	<u>\$15,000.00</u>		<u>=</u>	<u>\$60,000.00</u>
		Estimated Year #3 Discount Amount			TOTAL ESTIMATED YEAR #3 COST OF MATERIALS

EXHIBIT #3 - TOTAL \$138,000.00
(SUM OF ITEMS A, B & C)

TOTAL ESTIMATED ANNUAL COST OF YEAR #3

(ADD EXHIBITS #1, #2 AND #3)

EXHIBIT #1 \$ 5637.50

EXHIBIT #2 \$10,955.00

EXHIBIT #3 \$138,000.00

TOTAL ESTIMATED ANNUAL COST YEAR #3 \$154,592.50

SUMMARY

YEAR #1 TOTAL ESTIMATED CONTRACT PRICE \$154,592.50

YEAR #2 TOTAL ESTIMATED CONTRACT PRICE \$154,592.50

YEAR #3 TOTAL ESTIMATED CONTRACT PRICE \$154,592.50

TOTAL ESTIMATED THREE (3) YEAR CONTRACT PRICE:

\$463,777.50

12-31-07 12:42 IN