

REQUEST FOR PROPOSALS FOR PURCHASE AND INSTALLATION OF MANHOLE COVER AND HATCH LOCKS

PROPOSAL TABULATION

NAME	Stabiloc LLC	Manhole Barrier Security Systems, Inc.	Tallman Contracting, Inc.
ADDRESS	Warren, MI	Garden City, NY	Alma, MI
Years in Business	4 years	6 years	7 years
Years providing & installing manhole cover & hatches locking systems	4 years	6 years	First Time
Client List	Over 100 clients in US/internationally Oak Park, DWSD, Oakland County Water Authority, SOCWA, GM, National Signal Corp, East Jordan Iron Works, Michigan Municipal Sales, Etna Municipal Supply	Several telecommunications and utility companies & govt agencies. Level 3 Communications, Qualcomm, Inc., KeySpan Corp, First Data, Empire City Subway, Rock Hill Telephone, WilTel Comm East Jordan Iron Works, Social Security Admin, Military Bases, State Dept.	No clients w/ manhole cover locks. Troy - Painting Fire Station #6; Lansing- building maintenance; State of Michigan- Landfill repairs, new garage, make & install gates; Detroit Metro Airport-supplier; Birmingham-remove chain link fence, make and install cedar fence
Employees	5 full time/4 part time		2 full time/0 part time
Project Description	Complete turnkey services including transporting manhole covers to their facility for modification, delivery to DPS/Gar, on-site installation and product training. On-call tech support 24/7/365. Comprehensive warranty and after sales support	Patented product; only self-contained, independent, locking manhole barrier device. It is placed immediately beneath the manhole cover as it sits on the manhole flange. It is a drop and lock procedure; has two locks that secure the device to the manhole	Sketches provided. Supply & install. Suggest moving Scada system to lockable room. (not included in this proposal)
Work Plan	ID all manhole covers & hatch cover locations; meet with DPS protocol & work w/ DPS to gain access to areas for inspection/measurement; pick up covers; machine covers for receiver & cover modification; install receiver, return finished cover to DPS and assist DPS w/ installations; repeat sequence until complete.	Will provide manhole barrier device product to City. No installation reqd.-placed into manhole flange & manhole cover is placed back on top. Locks & unlocks w/ code key Maint free, no parts or gadgets to affix or assemble.	

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NAME	Stabiloc LLC	Manhole Barrier Security Systems, Inc.	Tallman Contracting, Inc.
ADDRESS	Warren, MI	Garden City, NY	Alma, MI
Time frame	12 weeks after receipt of order	4 to 8 weeks	Start 5 days after award. 2 weeks to order supplies and fabricate. 4 weeks to install and invoices. 7-8 weeks start to finish
Qualifications	Edward Christie-VP sales & marketing is primary contact; full service firm, ability to provide product and services	Only product they are engaged in and are leaders w/ its manhole barrier device	Primary contact-Greg Tallman, machinist; tool & mold maker, 15 yrs. Experience Tim Tallman-machinist, heavy equip mech.
Lock manufacturer	Stabiloc LLC/ 4.5 years	Manhole Barrier Security Systems, Inc.	None; used Master Lock padlocks for many applications.
Subcontractors	No subcontractors	No subcontractors	No subcontractors
Warranty	Lifetime against failure due to corrosion; limited warranty against failure due to materials & workmanship - 1 year	10 year product warranty.	TCI will warranty materials & labor for 1 yr; Master Lock warranty on locks.
Surface Preparation	When manhole cover is removed, recommend DPS clean out any visible dirt and debris which may be lying on lip of manhole frame. No specific surface preparations required	None required as product sits beneath the manhole cover. It remains level and flush	Will grind areas being welded clean. On-site painting will restore these areas.
Locks:			
Security Features	Patented tooling design prevents duplication; tamper evident seal protects bolt head and provides visual indication of tampering superior construction & materials	Rods extend into the manhole on each side	Commercial grade Master Lock; outdoor use padlocks
Covers will remain flush w/ ground	Yes	Yes	Yes
Lock Manufacturer	Stabiloc LLC	Manhole Barrier Security Systems, Inc.	Master Lock padlocks
Preparation Required	Machine manhole cover to accommodate Stabiloc receiver	No	Only in weld areas
Routine Maintenance	Recommend the locking system be lubricate periodically (WD40 or equiv)	None	Once a year apply anti-seize to lock pin and padlock

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NAME	Stabiloc LLC	Manhole Barrier Security Systems, Inc.	Taliman Contracting, Inc.
ADDRESS	Warren, MI	Garden City, NY	Alma, MI
Lock system's physical attributes	Weight of lock - 3 lbs Weight of receiver - 3 lbs Grade 8 bot-left hand thread Material-corrosion resistant stainless steel alloy	Patented product has self-contained locking mechanism made of solid stainless steel. Does not rust and is durable and strong.	HRS steel welded to manhole rings; bolted HRS steel to hatches and panel doors HRS steel welded to vault doors and angle iron pit frames
Coating	Coating--non-corrosive/conductive proprietary coating. Made in USA		
Contract	No		
Ability to meet insurance requirements	Yes	Yes	
Cost Proposal:			
Manholes:			
Materials	\$437/each	\$688/each	
Installation	\$126/each	NA	
Total Manholes	\$563/each	\$688/each	\$340/each
Access Hatches:			
Materials	\$756/each	Customized	
Installation	\$500/each		
Total Hatches	\$1,256/each		\$100/each door
Manufacturer	Stabiloc LLC	Manhole Barrier Security Systems, Inc	TCI and Master Lock Corporation
Installer	Stabiloc LLC	Manhole Barrier Security Systems, Inc	TCI
Manholes	76x\$563= \$42,788	76x\$688=\$52,288	
Hatches	10x\$1256= \$12,560	Customized - No cost provided	# of door x \$100/ea
Total	\$55,348	\$52,288 manhole covers only	\$25,840