



Facsimile

To: Jack Klien, Ambassador Const. Co. From: Frank Papayianis

Fax: 212-949-9762

Pages: 1, total

Phone: 212-922-1020

Date: April 29, 1998

Re: Mayor's Office Project

CC:

☐ Urgent ☐ For Review ☐ Please Comment ☐ Please Reply ☐ Please Recycle

Jack:

As per our conversations last night regarding the audio visual bid package for the Mayor's Office of Emergency Management, the audio visual portion of the electrical contractor installation is \$228,250. This price was not included in our original proposal dated April 24, 1998.

Please note that all conduits, coreing, and chases are to be completed by others. They have not been included in this or any other quotation by Ace AudioVisual.

The audio visual bid price is \$1,793,907. Thank you.

Frank Papayianis

Sales Engineer

Ace AudioVisual

April 28, 1998

Mr. Jack Klein
Ambassador Construction Co, Inc.
317 Madison Avenue
New York, NY 11507

Ref: Mayor's Office of Emergency Management, Audio-Visual Systems Bid

Dear Mr. Klein:

It is our privilege to provide Mayor's Office of Emergency Management with this quotation and further background on Ace AudioVisual Inc. A price on a piece of paper does not begin to tell the whole story of any firm, certainly not that of Ace. What sets us apart, what we like to call the "Ace Advantage" is simply in a word: SERVICE.

Ace not only provides the highest quality systems integration, but we are often the company that gets called to service and maintain much of what our competitors install. Our resources, our manpower, including the largest fleet of vehicles and technicians in the metro area, provides the most comprehensive "after install" service anywhere, certainly in the Tri-State area. We are a focused communications company that, because of our diversity and experiences, understands that any presentation is a show and, the show must go on no matter what!

Where communications and presentations are at the forefront, Ace AudioVisual has the highest visibility:

- PaineWebber (all NY metropolitan area conference and training facilities)
- NYU Medical Center (Auditoriums)
- Long Island University (Auditoriums and Video conferencing)
- Price Waterhouse (all New York conferences and meeting)
- Chemical Bank (Jericho training facilities, built and maintained)
- Madison Square Garden (all audio support for the world's greatest arena)
- Macy's (video displays and background music for tens of thousands of square feet of retail space)
- Lenox Hill Hospital (advanced operating room camera systems and control integration)
- New York Hospital for Special Surgery (multimedia lecture hall)
- DOITT - City of New York Department of Information Technologies (training rooms video teleconferencing system integration)
- New York Public Library Center for Science and Technology (all audio visual and computer data, training rooms and auditoriums)
- United Artist Theater Circuit (design installation and maintenance over 300 locations worldwide including videowalls, laserdisc automation and projection systems from New York to Hong Kong)
- CUNY, College of Staten Island, TV Studio (broadcast TV studio and edit suites)
- Hall of Science, NYC Museum of Science and Technology (multimedia theater)
- National Football League, PC training, Boardroom, Conference and Videoconferencing rooms

ACE AUDIOVISUAL
33-49 55th STREET
WOODSIDE, NY 11377
718-458-3800
FAX 718-899-1995

Ace AudioVisual

In addition to having the most technologically up to date staff, as the above clients would insist on, we at Ace share a philosophy with our sister company TVR Communications. It is an understanding of the word "URGENCY". We live by it and have grown strong with it, satisfying Ace and TVR clients since 1956.

Ace Audio-Visual will provide the engineering, fabrication, installation and supervision for Mayor's Office of Emergency Management. As part of the services, we will coordinate with all trades, electrical contractor and with Mayor's Office of Emergency Management to assure this project is installed on schedule.

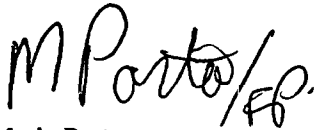
Again, thank you for the opportunity for Ace Audio-Visual to bid on this quotation. We look forward to working with you on this project.

Union Installation is not included in this quotation but will be provided at a later date.

Sales tax is not included in this quotation but may be applied later based on tax status. If exempt, proper documentation will need to be furnished.

Prices held for thirty days.

Very truly yours,



Mario Porto
Vice President
Integrated Systems Group

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FIRST YEAR WARRANTY MAINTENANCE STATEMENT

All equipment guaranteed/warranted with One Year on demand service and quarterly preventive maintenance scheduled for all rooms and equipment. In the event of a malfunction requiring the removal of a piece of equipment, a loaner piece of equipment will be provided, if available from our rental stock. Any and all attempts will be made to insure equipment exchange or replacement to complete a Mayor's Office of Emergency Management In-house presentation.

EXCLUSION #1:

All costs for consumable components such as cathode ray tubes, lamps, etc. Parts and assemblies made unserviceable due to negligence, misuse, external forces, loss of electrical power or power fluctuation, etc. and their replacement are also excluded.

EXCLUSION #2:

Ace shall have full and free access to the equipment to provide service thereon. If persons other than Ace representatives perform maintenance or repairs, and as a result further work is required by Ace to restore the equipment to operating condition, such repairs will be billed at Ace's published time and material rated then in effect.

TERMS AND CONDITIONS:

Ace will provide service and maintain the equipment including the exchange and replacement of parts and components during Ace's normal working hours 9 AM to 5 PM Monday through Friday.

EMERGENCY SERVICE:

Service will be rendered within four hours of phone notification. If equipment must be removed to be repaired, a "free loaner" will be provided, if available from Ace Audio-Visuals current rental inventory. Any and all attempts will be made to insure equipment exchange or replacement to complete a Mayor's Office of Emergency Management in-house presentation.

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SECOND YEAR PREVENTIVE MAINTENANCE (optional)

The preventive maintenance will consist of:

- Four site visits, each up to two days long per room, including at least one technician, between the hours of 9:00 AM and 5:00 PM, Monday through Friday, excluding holidays scheduled at a mutually convenient time between Ace Audio-Visual and Mayor's Office of Emergency Management
- Cleaning, greasing, and the oiling of the A/V equipment in the equipment racks as per manufacturer's recommendations.
- Testing of each individual piece of equipment in the equipment racks.
- Alignment of the video projectors, where applicable.
- Degaussing of the video monitors, where applicable.
- Alignment of the slide projectors, where applicable
- Testing of the audio and video receptacles in the all rooms.
- Testing of the control panels where applicable.
- Testing the system as a whole.
- A report made and given to Mayor's Office of Emergency Management. on problems with the systems within 48 hours at the conclusion of each visit.

Repairs: preventative

Any repairs needed to keep the system operational will be tended to immediately. Parts for equipment repair, as well as time over and above the regular maintenance time, will be billed separately. The standard labor rate for bench repair is \$85 per hour. For any equipment that must be removed for off-site repair, a free loaner, functionally equivalent to the unit needing service, will be provided to Mayor's Office of Emergency Management. at no cost provided the equipment is available in the Ace Rental Department inventory. Further, pick-up and delivery of equipment requiring service and loaner equipment will be provided at no charge to Mayor's Office of Emergency Management.

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Explanation Of Non-equipment Costs

A. Engineering/Project management

Includes jobsite meeting, field visits and inspection, preparation of all schematic drawings block diagrams and as-built drawings. Overall supervision and scheduling of equipment procurement, drawings, fabrication, delivery and training.

B. Drafting

Includes all required detailed AutoCAD drawings; electrical riser diagram, facilities plan, block diagram, transmittals and documentation drawing package.

C. Assembly and Wiring

Includes all in house fabrication, equipment testing and modifications, subassembly, wiring and testing.

D. Installation

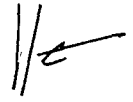
Includes coordination at job site with client and electrical contractor, supervision of electrical contractor for installation of wall plates and other AV related products. Cable pulls, installations of equipment, testing and checkout.

E. General and Administration

Includes all G&A expenses, freight and shipping costs, shipping complete systems to job site and insurance's.

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Terms of Payment

Forty percent of the total contract price will be due with the contract before any commencement of work. The date of receipt of initial payment will be considered the date of order. 

Progress billing will occur as equipment arrives, up to 80% of total contract.

A final invoice payment for the remaining 20% will be due 10 days after completion of project

Equipment pricing

Our Submittal has been made based on the equipment list generated by the audio-visual consultant. A final determination of actual equipment required, that's not in the equipment list can only be determined after this system is completely engineered by Ace, and there maybe extra charges for such equipment that was not included in the original submittal. Our initial overview of this system shows a well-designed system.

Sales tax is not included in the equipment price.

All phone lines including ISDN and fiber optics lines, are by TELCO. All T1, T2 lines and any IMUX needed will be supplied by others.

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MAYOR'S OFFICE

ITEM	QTY	MANUFACTURER	MODEL #	COST	TOTAL
EMERGENCY OPERATIONS CENTER					
1	4	SHARP	XG-E3000U	7,875.00	31,500.00 ✓
2	4	CUSTOM	PROJECTOR AND MIRROR SUPPORT ASSEMBLIES	625.00	2,500.00
3	32	NEC	MULTISYNC XP37 (XP3790)	8,254.00	264,128.00 ✓
4	8	NEC	XP29 PLUS	4,675.00	37,400.00 ✓
5	1	PESA	QUOTE# 9804026BH (32X80)	245,609.00	245,609.00 ✓
6	7	EXTRON	RGB 300; RGBS EXTENSION CABLES; MBC-SVGA 26-162-01	1,188.00	8,316.00
7	4	CANARE	242U-DVJW	735.00	2,940.00
8	1	SONY	SVO-1620 W/ RACK MOUNT	794.00	794.00
9	1	EXTRON	SYSTEM 4LDEX	2,813.00	2,813.00
10	1	MITSUBISHI	DIAMOND PRO 700 OR EQUAL	988.00	988.00
11	74	SONY	KV-13M30	268.00	19,832.00
12	1	PEAVEY-LOT	MEDIA MATRIX MM740; MM8830 DIGITAL INTRFACE; PASHA OPTION	7,375.00	7,375.00
13	12	SHURE	SM-58LC OR EQUAL	118.00	1,416.00
14	2	PEAVEY	A/A-8P	500.00	1,000.00
15	6	TOA	P906MKII	357.00	2,142.00
16	30	SOUNDOLIER	FC104/T47	27.00	810.00
17	1	AMX/CRESTRON	MAS98D01ER/ 1054	9,844.00	9,844.00
18	1	APC	LINE - R 1250	245.00	245.00
19	1	CUSTOM	RACK AUX PANEL	188.00	188.00
20	3	MIDDLE ATLANTIC	MRK-44-26 PLUS ALL ACCESSORIES	1,063.00	3,189.00
21	1	LOT	MISCELLANEOUS	2,250.00	2,250.00
22	1	STEWART	AEROVIEW 100; PERIMETER 2000 FRAMING SYSTEM	3,138.00	3,138.00
23	30	SOUNDOLIER	E-410; 51-4	27.00	810.00
24	5	FSR	FL-540P	494.00	2,470.00
25	8	PIVOTELLI	CEILING MOUNT BRACKETS FOR 29" CEILING MOUNTED MONITORS	188.00	1,504.00
26	1	STEWART	MODEL A 60"X80" W/ LOW VOLTAGE INTERFACE	2,063.00	2,063.00
			TOTAL	0.00	655,264.00 •
MAYOR'S CONFERENCE ROOM					

MAYOR'S OFFICE

ITEM	QTY	MANUFACTURER	MODEL #	COST	TOTAL
1	1	SHARP	XG-E3000U	7,875.00	7,875.00
2	1	CUSTOM	PROJECTOR AND MIRROR SUPPORT ASSEMBLIES	625.00	625.00
3	6	NEC	MULTISYNC XP29 (XP2990)	4,675.00	28,050.00
4	1	EXTRON	CROSSPOINT 1616HVA	12,519.00	12,519.00
5	2	EXTRON	RGB 300; RGBS EXTENSION CABLES; MBC-SVGA 26-162-01	1,188.00	2,376.00
6	1	SONY	SVO-1620 W/ RACK MOUNT	794.00	794.00
7	2	EXTRON	SYSTEM 4LDEX	2,813.00	5,626.00
8	1	EXTRON	SW 6 SV MX; 60-190-01	594.00	594.00
9	1	SIGMA-LOT	SERIES 26 - (2)VIDEO; (1)DISTRIBUTION AMPLIFIERS	900.00	900.00
10	1	PICTURETEL	V4DZ2NV3501200E30; COUNTRY KIT - S2-CK-A	26,000.00	26,000.00
11	1	ASCEND	MBV-BRI4U; PTEL V.35/RS-366 CABLE KIT	4,188.00	4,188.00
12	3	CANON	VC-C3	1,249.00	3,747.00
13	1	RGB SPECTRUM	VIDEOLINK 1650	6,558.00	6,558.00
14	2	EAW	JF-50S; SB48	1,078.00	2,156.00
15	2	CROWN	CT-210	713.00	1,426.00
16	1	TOA	A906MKII	419.00	419.00
17	1	SOUND CONTROL TECHNOLOGIES	AVT-24	4,300.00	4,300.00
18	1	TASCAM	112R MKII	1,028.00	1,028.00
19	2	GENTNER	DELTA	700.00	1,400.00
20	1	LECTROSONICS	DIVERSITY LAVALIER SYSTEM W/M150	894.00	894.00
21	1	LECTROSONICS	AM8	994.00	994.00
22	6	SOUNDOLIER	FC104/T47	27.00	162.00
23	1	AMX/CRESTRON	MAS98D01ER/ 1054	6,704.00	6,704.00
24	1	APC	LINE-R 1250	245.00	245.00
25	1	CUSTOM	RACK AUX PANEL	188.00	188.00
26	2	MIDDLE ATLANTIC	MRK-44-26 PLUS ALL ACCESSORIES	1,125.00	2,250.00
27	1	LOT	MISCELLANEOUS	3,125.00	3,125.00
28	1	STEWART	AEROVIEW 100; PERIMETER 2000 FRAMING SYSTEM	3,138.00	3,138.00
29	1	STEWART	ABT 4120	3,725.00	3,725.00
30	6	SOUNDOLIER	E-410; 51-4	27.00	162.00
			TOTAL	0.00	132,168.00

MAYOR'S OFFICE

ITEM	QTY	MANUFACTURER	MODEL #	COST	TOTAL
MAYOR'S SUITE					
1	2	FUJITSU	PDS2173B	8,494.00	16,988.00
2	1	SONY	SVO-1620 W/RACK MOUNT	794.00	794.00
3	1	TOA	A906MKII	419.00	419.00
4	1	RANE	ME 30B	334.00	334.00
5	4	SOUNDOLIER	FC104/T47	27.00	108.00
6	1	AMX/CRESTRON	MAS98D01ER/1054	6,704.00	6,704.00
7	1	APC	LINE-R 1250	245.00	245.00
8	1	LOT	MISCELLANEOUS	938.00	938.00
9	3	SOUNDOLIER	EZ96-4X ; 51-4	27.00	81.00
			TOTAL	0.00	26,611.00
COMMISSIONER'S SUITE					
1	1	NEC	MULTISYNC XP37 PLUS (XP3790)	8,688.00	8,688.00
2	4	NEC	MULTISYNC XP29 PLUS (XP2990)	4,675.00	18,700.00
3	2	EXTRON	RGB 300; RGBS EXT. CABLES; MBC SVGA 26-162-01	1,188.00	2,376.00
4	1	SONY	SVO-1620 W/RACK MOUNT	794.00	794.00
5	2	EXTRON	4LDEX	2,813.00	5,626.00
6	1	DENON	DN-T620	592.00	592.00
7	1	TOA	A906MKII	419.00	419.00
8	1	RANE	ME 30B	334.00	334.00
9	4	SOUNDOLIER	FC104/T47	27.00	108.00
10	1	AMX/CRESTRON	MAS98D01ER/1054	11,032.00	11,032.00
11	1	APC	LINE-R 1250	245.00	245.00
12	1	CUSTOM	RACK AUX PANEL	188.00	188.00
13	1	MIDDLE ATLANTIC	SLIM 5 SERIES W/ ALL ACCESSORIES	938.00	938.00
14	1	LOT	MISCELLANEOUS	2,500.00	2,500.00
15	4	SOUNDOLIER	E-410; 51-4	27.00	108.00
			TOTAL	0.00	52,648.00
WATCH COMMAND					
1	8	NEC	MULTISYNC XP29 PLUS (XP2990)	4,675.00	37,400.00
2	1	TOA	A906MKII	419.00	419.00
3	1	RANE	ME 30B	334.00	334.00
4	10	SOUNDOLIER	FC104/T47	27.00	270.00
5	1	AMX/CRESTRON	MAS98D01ER/1054	1,500.00	1,500.00
6	1	APC	LINE-R 1250	245.00	245.00

MAYOR'S OFFICE

ITEM	QTY	MANUFACTURER	MODEL #	COST	TOTAL
7	1	DEDUCT	MATRIX COLOR TOUCH SCREEN CONTROL PANEL; LCD CONTROL PANEL	NA AS OF 4-28 98	NA AS OF 4-28 98
8	1	ADD	AMX/CRESTRON MAS98D01ER/1054	3,125.00	3,125.00
9	10	SOUNDOLIER	E-410; 51-4	27.00	270.00
10	8	PIVOTELLI	CEILING MOUNT HARDWARE FOR 29" MONITORS	219.00	1,752.00
			TOTAL	0.00	45,315.00
			PRESS ROOM		
1	2	MITSUBISHI	XC3730C	8,313.00	16,626.00
2	1	SONY	SVO-1620	700.00	700.00
3	1	TOA	P906MKII	357.00	357.00
4	12	SOUNDOLIER	FC104/T47	27.00	324.00
5	1	CROWN	LM300-A	233.00	233.00
6	1	AMX/CRESTRON	MAS98D01ER/1054	10,407.00	10,407.00
7	1	APC	LINE-R 1250	245.00	245.00
8	1	LOT	MISCELLANEOUS	1,875.00	1,875.00
9	1	FORCE	QUOTE # Q80406MA	148,929.00	148,929.00
10	3	SIGMA	ADA-210	613.00	1,839.00
11	1	MIDDLE ATLANTIC	RACK FOR FIBER TRANSCIVER/MODULATORS	938.00	938.00
12	1	MIDDLE ATLANTIC	DWR SERIES	569.00	569.00
13	12	SOUNDOLIER	EZ96-4X; 51-4	24.00	288.00
14	2	FSR	FL-500P	494.00	988.00
15	2	PIVOTELLI	CEILING MOUNT FOR 37" CEILING MOUNTED MONITORS	219.00	438.00
16	1	STEWART	MODEL A 72"X 96" W/ LOW VOLTAGE INTERFACE	2,313.00	2,313.00
			TOTAL	0.00	187,069.00
			PIU/TRAINING ROOM		
1	1	SHARP	XG-E3000U	7,875.00	7,875.00
2	1	LOT	CEILING MOUNT HARDWARE	219.00	219.00
3	2	NEC	MULTISYNC XP37	8,688.00	17,376.00
4	1	EXTRON	CROSSPOINT 128HVA	4,938.00	4,938.00
5	2	EXTRON	RGB 300; EXTENSION CABLES; MBC-SVGA 26-162-01	1,188.00	2,376.00

MAYOR'S OFFICE

ITEM	QTY	MANUFACTURER	MODEL #	COST	TOTAL
6	1	SONY	SVO-1620 W/ RACK MOUNT	794.00	794.00
7	1	EXTRON	SYSTEM 4LDEX	2,813.00	2,813.00
8	2	EAW	JF-50S W/ OMNIMOUNT SERIES 75 WALL MOUNT	472.00	944.00
9	2	CROWN	CT-210	713.00	1,426.00
10	1	TOA	A906MKII	419.00	419.00
11	1	TOA	DX-0808	2,129.00	2,129.00
12	1	TASCAM	112	759.00	759.00
13	1	LECTRSONICS	DIVERSITY LAVALIER SYSTEM W/M150	894.00	894.00
14	1	CROWN	LM300-A	233.00	233.00
15	1	RANE	ME 30B	334.00	334.00
16	1	RANE	ME15B	343.00	343.00
17	6	SOUNDOLIER	FC104/T47	27.00	162.00
18	1	AMX/CRESTRON	MAS98D01ER/1054	4,732.00	4,732.00
19	1	APC	LINE-R 1250	245.00	245.00
20	1	CUSTOM	RACK AUX PANEL	188.00	188.00
21	2	MIDDLE ATLANTIC	MRK-44-26 W/ ALL ACCESSORIES	1,000.00	2,000.00
22	1	LOT	MISCELLANEOUS	2,188.00	2,188.00
23	1	STEWART	MODEL A	2,313.00	2,313.00
24	6	SOUNDOLIER	E-410; 51-4	27.00	162.00
25	2	PIVOTELLI	CEILING MOUNT BRACKETS FOR 37" MONITORS	219.00	438.00
			TOTAL		56,300.00
			HEAD END SYSTEM		
26	7	SONY	TU-1042	500.00	3,500.00
27	7	EXTRON	SYSTEM 4LDEX	2,813.00	19,691.00
28	1	PESA	QUOTE#9804027BH	97,599.00	97,599.00
29	1	BLONDER TONGUE	QUOTE#98721	59,068.00	59,068.00
30	1	SONY	PVM-20N1U W/ SLR-103A RAIL KIT	1,182.00	1,182.00
31	10	MIDDLE ATLANTIC	MRK-44-26 W/ ALL ACCESSORIES	1,063.00	10,630.00
			TOTAL	0.00	191,670.00

Mayor's Office Recap Sheet

AREA	EQUIPMENT	ENGINEERING	PRE-INSTALL	INSTALL	ELEC/INSTALL	G & A	TOTAL
EMERGENCY OPERATIONS CENTER	655,264.00	26,000.00	9,600.00	44,900.00		14,886.00	750,650.00
MAYOR'S CONFERENCE ROOM	132,168.00	9,300.00	5,200.00	7,570.00		4,515.00	158,753.00
MAYOR'S SUITE	26,611.00	4,100.00	1,560.00	2,620.00		1,076.00	35,967.00
COMMISSIONER'S SUITE	52,648.00	5,750.00	3,040.00	4,300.00		1,896.00	67,634.00
WATCH COMMAND	45,315.00	5,230.00	1,360.00	3,700.00		1,581.00	57,186.00
PRESS ROOM	187,069.00	6,400.00	1,450.00	4,240.00		1,716.00	200,875.00
PIU/TRAINING ROOM	56,300.00	6,600.00	4,800.00	5,320.00		2,222.00	75,242.00
HEAD END SYSTEM	191,670.00	6,700.00	9,600.00	4,800.00		6,580.00	219,350.00
TOTAL	1,347,045.00	70,080.00	36,610.00	77,450.00	228,250	34,472.00	1,565,657.00
							+ 228,250
							1,793,907
Sales Tax is not included in this quotation but may be applicable at a later date							
based on tax status.							

Mayor's Office Recap Sheet

2nd Year Service Contract	\$45,000.00								
Hourly Rate:	85.00								
O.T. Rate:	110.00								
The union installation quote is not included in this bid. However, we will provide that quote as soon as the information becomes available to us.									