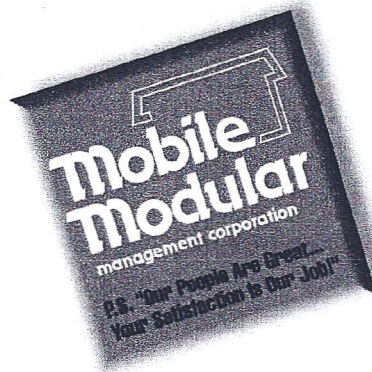


Response



**PRICING DOCUMENTS**  
**RFP# 04-206**

**The School District of Suwannee County, Florida**  
**702 2<sup>nd</sup> Street**  
**Live Oak, Florida, 32064**

**Concrete Modular, Type IV Modular, and  
Alternative Type IV Modular Buildings**



May 14, 2004

The School District of Suwannee County, Florida  
702 2<sup>nd</sup> Street  
Live Oak, Florida 32064

Dear Evaluation Committee Members:

On behalf of Mobile Modular Management Corporation I wish to express our sincere gratitude for allowing us the opportunity to provide your school district with information about our modular classrooms and the services we provide. Although we are new to Florida, we have been in business for twenty-five years providing modular classrooms to school districts just like yours. We take pride in our business and pledge to always give you the highest level of service on any product we provide for use in your school system.

We are also extremely proud to have been instrumental in the design and development of a new modular product for use in Florida school systems. This product is called the "Hybrid," due to its similarities to concrete modular buildings. It is very attractive, more energy efficient, more cost effective, and requires less land for multiple building installations. It sits side-by-side on the ground and therefore does not require the additional expense for stairs and ramps needed for the traditional Type IV portable classroom. We are proposing this new building as an Alternative Type IV Modular Facility in accordance with Section XXV of your RFP documents. Information on this product can be found in Section 9 of our proposal and in the Pricing Documents.

After review of our submitted documents and pricing information, we believe that you will find that the selection of Mobile Modular Management Corporation as you're modular vendor will provide you with exemplary value and service.

Respectfully,

Thomas R. Wagoner  
Florida Sales Manager

**No. California Inventory Center**  
5700 Las Positas Road  
Livermore, CA 94551  
925-606-9000  
Fax 925-453-3201

**So. California Inventory Center**  
11450 Mission Boulevard  
Mira Loma, CA 91752  
909-360-6600  
Fax 909-360-6622

**Texas Inventory Center**  
4445 Sam Houston Parkway South  
Pasadena, TX 77505  
281-487-9222  
Fax 281-487-1289

**Florida Sales Center**  
P.O. Box 470817  
Celebration, FL 34747-0817  
(407) 873-1431  
Fax (407) 566-8469

Suwannee County Public Schools  
702 2nd Street N. W.  
Live Oak, Florida 32064

## **STATEMENT OF UNDERSTANDING**

(This document, with original manual signature, must be included in the sealed envelope with all pricing forms)

### **The Bidder acknowledges the following:**

That he has read, understands and agrees to the terms and conditions stated in the Instructions to Bidders contained in this bid.

**PURCHASES BY OTHER PUBLIC AGENCIES** - With the consent and agreement of the successful bidder(s), awards may be made under this bid by other public schools and governmental agencies within the State of Florida. Such awards shall be governed by the same terms and conditions as stated herein.

The Bidder further declares that he has examined the requirements and specifications for the materials to be furnished, and has read all special provisions listed therein prior to the opening of bids.

The Bidder proposes and agrees, if this proposal is accepted, to contract with the Suwannee County Public Schools, in the form of contract specified, to deliver the materials/services listed, at the prices set forth. Furnish all labor, material, equipment, transportation permits and insurance necessary to perform the work in compliance with bid documents including Scope of Work, Specifications and Contractor's One (1) Year Warranty.

**WARRANTY:** Materials/Services are guaranteed against defects in materials and workmanship for a period of One (1) year.

**Term of Contract:** The term of the contract shall be for three years (3) years. Both parties may extend this contract for five (5) additional one (1) year periods at the same terms and conditions if mutually agreeable.

The District reserves the right to accept or reject any or all proposals.

The district reserves the right to waive any irregularities and technicalities and may, at its sole discretion, request a clarification or other information to evaluate any or all proposals.

The District reserves the right to further negotiate any proposal(s), including price.

**NAME OF RFP:** Concrete Modular Facilities, Type IV Modular, and Alternative Type IV Modular Buildings

**LEGAL NAME OF BIDDER:** Mobile Modular Management Corporation

**MAILING ADDRESS:** P.O. Box 470817, Celebration, FL 34747-0817

**TELEPHONE:** 407 - 873 - 1431

**FAX:** 407 - 566 - 8469

**SIGNATURE:**  **DATE:** 5 / 14 / 2004

**PRINTED NAME:** Thomas R. Wagoner **TITLE:** Florida Sales Manager



**ATTACHMENT "A" - RFP Modular Unit and Accessory PURCHASE COST Bid Form**  
**Type IV Modular and Concrete Modular Units**  
 (Items per RFP Specifications)

ITEM	DESCRIPTION	AMOUNT
<b>Type C-1:</b>	<b>Concrete Construction, 24'x36' Classroom Unit;</b>	
1.	With restroom *	\$63,668
2.	Without restroom	\$59,984
<b>Type C-2:</b>	<b>Concrete Construction, 24' x 36' Two Story Classroom Unit;</b>	
1.	With restroom *	\$N/A
2.	Without restroom	\$N/A
<b>Type C-3:</b>	<b>Concrete Construction, 24' x 40' Classroom Unit;</b>	
1.	With restroom *	\$66,300
2.	Without restroom	\$62,616
<b>Type C-4:</b>	<b>Concrete Construction, 28' x 36' Two Story Classroom Unit;</b>	
1.	With restroom *	\$N/A
2.	Without restroom	\$N/A
<b>Type C-5:</b>	<b>Concrete Construction, 24'x 36' Non-Instructional Unit;</b> (Administrative Unit)	
1.	With two restrooms	\$66,195
2.	Without restroom	\$58,826
<b>Type C-6:</b>	<b>Concrete Construction, 24' x 36' Two Story Non-Instructional Unit;</b> (Administrative Unit)	
1.	With two restrooms	\$N/A
2.	Without restroom	\$N/A
<b>Type C-7:</b>	<b>Concrete Construction, 24'x 40' Non-Instructional Unit;</b> (Administrative Unit)	
1.	With two restrooms	\$68,826
2.	Without restroom	\$61,458
<b>Type C-8:</b>	<b>Concrete Construction, Group Toilet Room Units;</b>	
1.	4 female/4 male units.	\$74,000
2.	3 female/3 male units.	\$68,000
<b>Type C-9:</b>	<b>Concrete Construction Dining/Multi-Purpose Modular;</b> Comprised of 12' x 40' modules, having VCT floor two (2) electric water coolers and with hand wash sink. Four doors are to be provided in the multi-unit dining/multi-purpose room buildings located as directed by the District, and compliant with NFPA 101 Life Safety Code.	
1.	Approximately 2000 square feet in area.	\$125,680
2.	Approximately 3000 square feet in area	\$173,802
3.	Each additional interior bay unit	\$29,000
<b>Type IV-1:</b>	<b>Type IV Modular – 24' x 36' Classroom Unit;</b>	
1.	With one restroom	\$39,466
2.	Without restroom	\$36,602
<b>Type IV-2:</b>	<b>Type IV Modular – 24' x 40' Classroom Unit;</b>	
1.	With one restroom *	\$42,467
2.	Without restroom	\$38,994

<b>Type IV-3:</b>	<b>Type IV Modular – 24' x 36' Non-Instructional Unit;</b> (Administrative unit)	
1.	With two restrooms	\$40,613
2.	Without restroom	\$36,266
<b>Type IV-4:</b>	<b>Type IV Modular – 24' x 40' Non-Instructional Unit;</b> (Administrative unit)	
1.	With two restrooms	\$43,766
2.	Without restroom	\$38,669
<b>Type IV-5:</b>	<b>Type IV Modular Dining/Multi-Purpose Modular;</b> Comprised of 12' x 40' modules, having VCT floor, two (2) electric water coolers and with hand was sink. Four doors are to be provided in the multi-unit dining/multi-purpose room buildings located as directed by the District, and compliant with NFPA 01 Life Safety Code.	
1.	Approximately 2000 square feet in area.	\$97,691
2.	Approximately 3000 square feet in area	\$116,981
3.	Each additional interior bay unit	\$19,539
<b>Type IV-6:</b>	<b>Type IV Modular – Group Toilet Room Units;</b>	
1.	4 female/4 male units.	\$N/A
2.	3 female/3 male unit.	\$35,348
<b>Type IV-7:</b>	<b>Alternate Type IV Portable Classroom – Vendor Option;</b> (Vendor to describe details)	<b>See Added Attachment "C"</b>
<b>Type IV-8:</b>	<b>Type IV Modular – 24' x 36' Classroom Unit; (146 MPH)</b>	
1.	With one restroom	\$42,219
2.	Without restroom	\$39,049
<b>Type IV-9:</b>	<b>Type IV Modular – 24' x 40' Classroom Unit; (146 MPH)</b>	
1.	With one restroom	\$44,957
2.	Without restroom	\$41,483
<b>Type IV-10:</b>	<b>Type IV Modular – 24' x 36' Non-Instructional Unit; (146 MPH)</b> (Administrative unit)	
1.	With two restrooms	\$43,061
2.	Without restroom	\$39,049
<b>Type IV-11:</b>	<b>Type IV Modular – 24' x 40' Non-Instructional Unit; (146 MPH)</b> (Administrative unit)	
1.	With two restrooms	\$48,554
2.	Without restroom	\$41,483
<b>Type IV-12:</b>	<b>Type IV Modular Dining/Multi-Purpose Modular; (146 MPH)</b> Comprised of 12' x 40' modules, having VCT floor, two (2) electric water coolers and with hand was sink. Four doors are to be provided in the multi-unit dining/multi-purpose room buildings located as directed by the District, and compliant with NFPA 01 Life Safety Code.	
1.	Approximately 2000 square feet in area.	\$101,516
2.	Approximately 3000 square feet in area	\$122,051
3.	Each additional interior bay unit	\$20,305
<b>Type IV-13:</b>	<b>Type IV Modular – Group Toilet Room Units; (146 MPH)</b>	
1.	4 female/4 male units.	\$N/A
2.	3 female/3 male unit.	\$39,500

NOTE: Prices may be adjusted annually based on cost of steel and/or increases in the Consumer Price Index.

	One Time Charges (per building) or Required Options	Amount
1	Delivery (Concrete)	\$800.00
2	Delivery in excess of 30 miles from manufacturer's plant (Concrete)	\$5.00/mile
3	Installation for 1 Story (Concrete)	\$3,600.00
4	Installation for 2 Story (Concrete)	N/A
5	Delivery (Type IV)	\$350.00
6	Delivery in excess of 100 miles from manufacturer's plant (Type IV)	\$3.00/mile
7	Installation (Type IV)	\$1,750.00

**Note ALL Variations to Bid Documents:**

What was Specified	What is Proposed	Reasoning
Concrete and Type IV Steel Frame	Hybrid	Better and less expensive product. See attachment "C"
Standard Type IV	146 MPH Type IV	For District consideration
Concrete 28' x 36"	Concrete 24' x 40'	For District consideration

**End of Attachment "A", Modular Unit Purchase Bid Form**  
*(Also refer to Attachment "B", Modular Unit Rental Bid Form)*



**ATTACHMENT "B" - RFP Modular Unit and Accessory RENTAL COST Bid Form**  
**Type IV Modular and Concrete Modular Units**  
 (Items per RFP Specifications)

ITEM	DESCRIPTION	MONTHLY	ANNUAL TOTAL
<b>Type C-1:</b>	<b>Rental Concrete Construction, 24' x 36' Classroom Unit;</b>		
1.	With restroom	\$1,060	\$12,720
2.	Without restroom	\$999	\$11,988
<b>Type C-2:</b>	<b>Rental Concrete Construction, 24' x 36' Two Story Classroom Unit;</b>		
1.	With restroom	\$N/A	\$N/A
2.	Without restroom	\$N/A	\$N/A
<b>Type C-3:</b>	<b>Rental Concrete Construction, 28' x 36' Classroom Unit;</b>		
1.	With restroom	\$N/A	\$N/A
2.	Without restroom	\$N/A	\$N/A
<b>Type C-4:</b>	<b>Rental Concrete Construction, 28' x 36' Two Story Classroom Unit;</b>		
1.	With restroom	\$N/A	\$N/A
2.	Without restroom	\$N/A	\$N/A
<b>Type C-5:</b>	<b>Rental Concrete Construction, 24' x 36' Non-Instructional Unit;</b> (Administrative Unit)		
1.	With two restrooms	\$1,102	\$13,752
2.	Without restroom	\$979	\$12,276
<b>Type C-6:</b>	<b>Rental Concrete Construction, 24' x 40' Classroom Unit;</b>		
1.	With two restrooms	\$1,165	\$13,980
2.	With one restroom	\$1,104	\$13,248
2.	Without restroom	\$1,043	\$12,516
<b>Type C-7:</b>	<b>Rental Concrete Construction, 24' x 40' Non-Instructional Unit;</b> (Administrative Unit)		
2.	With two restrooms	\$1,146	\$13,752
2.	Without restroom	\$1,023	\$12,276
<b>Type C-8:</b>	<b>Rental Concrete Construction, Group Toilet Room Units;</b>		
1.	4 female/4 male units.	\$N/A	
2.	3 female/3 male units.	\$N/A	
<b>Type C-9:</b>	<b>Rental Concrete Construction Dining/Multi-Purpose Modular;</b> Comprised of 12' x 40' modules, having VCT floor two (2) electric water coolers and with hand wash sink. Four doors are to be provided in the multi-unit dining/multi-purpose room buildings located as directed by the District, and compliant with NFPA 101 Life Safety Code.		
1.	Approximately 2000 square feet in area.	\$N/A	
2.	Approximately 3000 square feet in area	\$N/A	
3.	Each additional interior bay unit	\$N/A	
<b>Type IV-1:</b>	<b>Rental Type IV Modular – 24' x 36' Classroom Unit;</b>		
1.	With one restroom	\$635.00	
2.	Without restroom	\$589.00	
<b>Type IV-2:</b>	<b>Rental Type IV Modular – 24' x 40' Classroom Unit;</b>		
1.	With one restroom	\$683.00	
2.	Without restroom	\$627.00	

<b>Type IV-3:</b>	<b>Rental Type IV Modular – 24' x 36' Non-Instructional Unit;</b> (Administrative unit)	
1.	With two restrooms	\$653.00
2.	Without restroom	\$583.00
<b>Type IV-4:</b>	<b>Rental Type IV Modular – 24' x 40' Non-Instructional Unit;</b> (Administrative unit)	
1.	With two restrooms	\$704.00
2.	Without restroom	\$622.00
<b>Type IV-5:</b>	<b>Rental Type IV Modular Dining/Multi-Purpose Modular;</b> Comprised of 12' x 40' modules, having VCT floor, two (2) electric water coolers and with hand was sink. Four doors are to be provided in the multi-unit dining/multi-purpose room buildings located as directed by the District, and compliant with NFPA 01 Life Safety Code.	
1.	Approximately 2000 square feet in area.	\$1,572.00
2.	Approximately 3000 square feet in area	\$1,882.00
3.	Each additional interior bay unit	\$318.00
<b>Type IV-6:</b>	<b>Rental Type IV Modular – Group Toilet Room Units;</b>	
1.	4 female/4 male units.	\$N/A
2.	3 female/3 male unit.	\$569
<b>Type IV-7:</b>	<b>Rental Alternate Type IV Portable Classroom – Vendor Option;</b>	
1.	(Description provided in Section 9 of proposal. Prices and plans included in pricing section. <b><u>SEE ATTACMENT "C" in Pricing Section</u></b>	
<b>Type IV-8:</b>	<b>Rental Type IV Modular – 24' x 36' Classroom Unit; (146 MPH)</b>	
1.	With one restroom	\$679
2.	Without restroom	\$628
<b>Type IV-9:</b>	<b>Rental Type IV Modular – 24' x 40' Classroom Unit; (146 MPH)</b>	
1.	With one restroom	\$723
2.	Without restroom	\$667
<b>Type IV-10:</b>	<b>Rental Type IV Modular – 24' x 36' Non-Instructional Unit; (146 MPH)</b> (Administrative unit)	
1.	With two restrooms	\$693
2.	Without restroom	\$628
<b>Type IV-11:</b>	<b>Rental Type IV Modular – 24' x 40' Non-Instructional Unit; (146 MPH)</b> (Administrative unit)	
1.	With two restrooms	\$781
2.	Without restroom	\$667
<b>Type IV-12:</b>	<b>Rental Type IV Modular Dining/Multi-Purpose Modular; (146 MPH)</b> Comprised of 12' x 40' modules, having VCT floor, two (2) electric water coolers and with hand was sink. Four doors are to be provided in the multi-unit dining/multi-purpose room buildings located as directed by the District, and compliant with NFPA 01 Life Safety Code.	
1.	Approximately 2000 square feet in area.	\$1,633
2.	Approximately 3000 square feet in area	\$1,963
3.	Each additional interior bay unit	\$327
<b>Type IV-13:</b>	<b>Rental Type IV Modular – Group Toilet Room Units; (146 MPH)</b>	
1.	4 female/4 male units.	\$N/A
2.	3 female/3 male unit.	\$575
<b>Type IV-14:</b>	<b>Rental Type IV Modular – Aluminum Stairs &amp; Ramps</b>	
1.	Aluminum stairs	\$42.00
2.	Aluminum ramps	\$142.00



NOTE: Prices may be adjusted annually based on cost of steel and/or increases in the Consumer Price Index.

	One Time Charges (per building)or Required Options	Monthly Amount	One time Amount
1	Delivery (Concrete)		\$800.00
2	Delivery in excess of 30 miles from manufacturer's plant (Concrete)		\$5.00/mile
3	Installation for 1 Story (Concrete)		\$3,600.00
4	Installation for 2 Story (Concrete)		N/A
5	Dismantle and return delivery (Concrete)		\$4,800.00
6	Dismantle and return delivery in excess of 30 miles from manufacturer's plant (Concrete)		\$4,800 plus \$5.00/mile
7	Delivery (Type IV )		\$350.00
8	Delivery in excess of 100 miles from manufacturer's plant (Type IV)		\$3.00/mile
9	Installation (Type IV)		\$1,750.00
10	Dismantle and return delivery (Type IV)		\$1,500.00 + mileage

**Note ALL Variations to Bid Documents:**

What was Specified	What is Proposed	Reasoning
Concrete and Type IV Steel Frame	Hybrid	Better and less expensive product. See attachment "C"
Standard Type IV	146 MPH Type IV	For District consideration
Concrete 28' x 36"	Concrete 24' x 40'	For District consideration
Stairs and ramps omitted	Aluminum stairs & ramps	Required for standard units

**End of Attachment "B", Modular Unit Rental Bid Form**  
 (Also refer to Attachment "A", Modular Unit Purchase Bid Form)

**ATTACHMENT "C" - RFP Modular Unit  
Alternative Type IV Modular Facilities per Article XXV**

ITEM	DESCRIPTION	
1:	<b>Purchase Price of new 24' x 36' "Hybrid" Alternative Modular</b>	
1.	With restroom	\$46,575.00
2.	Without restroom	\$43,700.00
2:	<b>Standard Rental Price of new 24' x 36' "Hybrid" Alternative Modular</b>	
1.	With restroom	\$729.00/month
2.	Without restroom	\$684.00/month

**Other Conditions:**

- Mobile Modular will apply a five percent (5%) discount to the price of Hybrid units leased during this agreement.  
Rental Price of new 24' x 36' "Hybrid" Alternative Modular With restroom = **\$693.00/month**  
Rental Price of new 24' x 36' "Hybrid" Alternative Modular Without restroom = **\$650.00/month**
- Mobile Modular will waive all lease payments for the months of July, August and September of 2004. October 1, 2004 will be the effective date for leasing the new "Hybrid" for the first year of this agreement.
- All units will be delivered and set up by June 30, 2004.
- All units are new and have not been in previous service.
- One set of plans are included with this proposal for school district review.
- If actual delivery and installation cost are less than quoted, the school district will pay the lower amount plus ten percent.
- If delivery and installation cost exceed the amount quoted, the district will pay only the amount quoted in this RFP response.
- Prices may be adjusted annually based on cost of steel and/or the Consumer Price Index.

	One Time Charges (per building)or Required Options	Monthly Amount	One time Amount
1	Delivery - Hybrid		\$500
2	Delivery in excess of 50 miles from manufacturer's plant		\$5.00/mile
3	Installation of Hybrid		\$1,600
5	Dismantle and return of Hybrid		\$1,400 + mileage

**End of Attachment "C"**