

From: [Seth Rodgers](#)
To: [Paul Bekaert](#)
Cc: [Danny Moore](#); [Matthew Fultz](#)
Subject: RE: Shade project for animal services
Date: Thursday, January 18, 2024 11:57:18 AM
Attachments: [3.png](#)
[4.png](#)
[5.png](#)
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[15.png](#)

Hey Paul,

Sorry for the delayed response here. I wanted to make sure I got the most accurate answer for you. The labor cost is based on 35% of the MSRP of the shades. In this case, the MSRP total comes out to \$62,405 and 35% of that gives us that \$21,841.75 labor cost.

Let me know if I can do anything else for you here!

Best,

Seth Rodgers

Account Executive

www.proplaygrounds.com

Ph: 1-800-573-PLAY (Ex 118)

Fx: 850-254-715



----- On Wed, 17 Jan 2024 10:06:01 -0500 **Paul Bekaert** <pbekaert@alachuacounty.us> wrote

Hi Seth,

What is the labor cost based on? It says per contract, and I see a 5% discount but I can't find anything else.

Thank you,

Paul

From: Seth Rodgers <srodgers@proplaygrounds.com>
Sent: Tuesday, January 16, 2024 4:31 PM
To: Paul Bekaert <pbekaert@alachuacounty.us>
Cc: Danny Moore <jdmoore@alachuacounty.us>; Matthew Fultz <mfultz@alachuacounty.us>
Subject: RE: Shade project for animal services

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Hey Paul,

Reattaching the original contract and MSRP pricing list for reference.

To answer your question regarding the Superior Shade list, that is the manufacturer for our shade structures. Per the Volusia County Contract, you are piggybacking on a discounted price from the manufacturers MSRP. Because this state contract is multi year, there is not specific pricing listed, only the discount rate off the MSRP. Reference pages 5 and 6 for the discounted rates applied by the state contract.

Hope this helps Paul! If not, let me know and I will get back to you ASAP.

Best,
Seth Rodgers
Account Executive
www.proplaygrounds.com
Ph: 1-800-573-PLAY (Ex 118)
Fx: 850-254-715



---- On Tue, 16 Jan 2024 16:16:42 -0500 **Paul Bekaert** <pbekaert@alachuacounty.us> wrote -
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Gents-

Do we have a copy of the original contract? "Shade Contract and Price List.pdf (attached) has the most recent renewals but the price list looks to be for a company named Superior Shade? Maybe I'm misinterpreting something but I don't see anything that looks like an executed contract and I haven't been able to find a copy on the Volusia County Schools website.

Quote 23727 mentions pricing and a discount per the contract but I can't find anything that documents pricing except for with the actual shade structure itself.

Assuming Purchasing lets us piggyback they will want to be able to demonstrate that we are getting the same contractual pricing. I don't see any way to do that and I've spent some time on this. Any suggestions?

/that suggestion is anatomically impossible Danny, but it's colorful

Paul Bekaert
Senior Fiscal Assistant
Facilities Management
915 SE 5th Street • Gainesville • FL • 32601
352-548-3761 (office)



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From: Danny Moore <jdmoore@alachuacounty.us>
Sent: Tuesday, January 16, 2024 2:45 PM
To: Paul Bekaert <pbekaert@alachuacounty.us>
Cc: Matthew Fultz <mfultz@alachuacounty.us>; Seth Rodgers <srodgers@proplaygrounds.com>
Subject: Shade project for animal services
Importance: High

Good afternoon Paul,
You had indicated there was an issue with the price sheet on the shade project for animal services. I have copied Seth Rogers with Pro-Playgrounds as he has been the Point of contact for this and I need to keep this on the front burner. The Turf Purchase order went through but I need to complete the Shade before we do the turf. I was unsure if you had Seth's contact info. I appreciate your help on this and please make this a Priority. Let me know if there is anything I can do to help expedite.

Danny



Danny Moore
Capital Projects Coordinator
Facilities Management
915 SE 5th Street • Gainesville • FL • 32601
352-338-3229 (office) • 352.647.6002 (mobile)



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