

Food Service Café Design and Remodeling Services

Martin County School District

RFP-5003-0-2005/JK

Proposed By:
Denver Equipment Co. of Charlotte, Inc.
5922 Harris Technology Blvd.
Charlotte, NC 28269
800-447-3315

April 27, 2005

The School Board of Martin County, FL
Service Center/ Warehouse
2845 SE Dixie Highway
Stuart, FL 34997-5037

Purchasing Department:

Please accept the following pages as proposal for RFP-5003-0-2005/JK. In addition to the decoration remodel contained in the RFP, we would like to submit information regarding our complete remodel packages that include décor and dining elements.

Through our trade-marked SERVTECH Custom Feeding Systems and our patented DEPCON Decorative Utility System, we offer our clients an innovative, cost-effective way to remodel their dining facility without cutting floors and in as little as 3-4 days.

We have installed SERVTECH & DEPCON designs in over 10 states. Our approach is to take the entire operation of a school dining facility: labor costs, control, speed of service, presentation of the food, as well as the aesthetics of the serving and dining areas, and make necessary changes in a very economical way. We have developed a method to successfully complete a turn-key installation in 3 to 4 days. Our patented DEPCON Decorative Utility System has been in use for 7 years, and we have used it, not only in schools, but many business and industry projects. At NASA, they could not believe how quickly we made the changes at their O & C facility.

In addition to redecorating the 21 sites in Martin County, we proposed a complete SERVTECH or DEPCON remodel which not only includes a comprehensive décor design but includes a full servery and/or kitchen remodel with complete turn-key installation. We could complete a remodel of all 21 sites in less than 5 years.

We would like to provide you with a floor plan and 3-D color renderings of a proposed design for one of your locations. If approved, we will provide you with layouts, 3D renderings and complete submittals for each of your locations.

We welcome an opportunity to meet with you to discuss our SERVTECH Custom Feeding Systems. If you have any questions or need more references or support material, please contact us at 800-447-3315.

Sincerely,



Barry S. Poole, President
Denver Equipment Co. of Charlotte, Inc.

Project Analysis

Scope of Work
Submittals
Schedule

Scope of Work

Our understanding of the proposed scope of work includes decoration of cafeterias and dining rooms operated by the School Food Services of Martin County.

The district of Martin County operates 21 cafeteria/dining facilities and is planning to redecorate all 21 sites within a 5-year period.

Our understanding is that the awarded vendor will be responsible for developing concepts for approval by the district and completing the implementation of these concepts in the 5-year period specified.

The scope of work that we are proposing will include:

- Site visits to each school to take field measurements and photographs of the cafeteria space to be remodeled
- Collaboration with school administration, staff and students on the decorating concepts we are proposing for their input in the design process.
- 3-D color renderings of the proposed remodel
- Written cost proposal by school for each design

Submittals

In addition, the design package for each school will include:

- Complete drawings of the space with wall dimensions and roof openings
- Complete plumbing and electrical specifications with dimensioned demand drawings as well as conceptual 3D rendering images of proposed design
- Meetings with contractor and sub-contractors to coordinate the work required
- Shop drawings of all custom items
- Interior design of entire space including renderings of at least two areas as well as a color board of all materials used (Includes material specifications)
- Reflective ceiling plan for lighting if required
- Floor pattern design, traffic pattern and aisles if required
- Equipment specifications and working drawings for all sub-contractors

Schedule

We propose to complete redecoration or remodel on all 21 sites based on a schedule approved by the district and agreed upon by Denver Equipment Co. of Charlotte, not to exceed 5-years total. Any schedule must take into account the scope of the remodel at each school. Some schools may only require simple decoration and artwork while others may incorporate a servery remodel.

Cost Proposal

Décor & Dining Remodel
Décor, Dining & Kitchen Remodel
Artwork & Neon Décor Package
Servery Remodel - Single Inside Line
Servery Remodel - Double Inside Lines with Limited Decor
Servery Remodel - Double Outside Lines with Decor
Typical Remodel & Décor Package

Décor & Dining Remodel \$15,000-\$92,000

Our décor and dining packages can include any of the following features: booths, in-lay tables, chairs, wall benches, decorative laminated ½ walls, quilted stainless steel wall panels, glass-block walls, diner stools, neon, FRP panels, laminate column coverings, laminate triple and double soffits, custom made valances, banners, framed and non-framed artwork and complete turn-key installation in as little as 2 to 3 days

Décor, Dining & Kitchen Remodel \$15,000-\$25,000

In addition to the Décor & Dining Package above you can add kitchen remodels for additional \$15,000 to \$25,000 and will include Dish Machine replacement, dish tables, condensate hood, disposer, pre-rinse unit, ductwork, faucets and turn-key installation in as little as 2-3 days

Artwork & Neon Décor Package \$8,000-\$20,000

We can provide custom made framed, non-framed and fast-framed artwork, neon runs of any length as well as neon script and school logos. We also offer banners, custom artwork such as school logos on PVC or laminate board. You think it, we can make it.

Single Inside Line \$30,000-\$50,000

Counter, hot wells, cold wells, display cases, refrigerated display case, patented DEPCON Decorative Utility System, lights and track, wiring for computers and complete turn-key installation in as little as 2 days

Double Inside Lines with Décor \$85,000-\$115,000

2-3 counters, 4 sneeze guards, 2 heated displays, 2 hot wells, 2 cold wells, 2 buffet warmers, milk box, 2-3 air-screen merchandisers, 2 drawer warmers, divider walls, custom canopies, glass-block walls, DEPCON Decorative Utility System, lights and track, neon lighting package to include accents strips and neon logos, artwork or theme décor pieces, electrical, transformers if required and complete turn-key installation in as little as 3 days

Double Outside Lines \$65,000-\$75,000

2 counters, 2 drop-in ice cream units, 2 supplemental sales racks, 2 air-screen merchandisers, 2 sneeze guards, 2 hot wells, 2 cold wells, end enclosure wall, SERVTECH panel wall system, DEPCON Decorative Utility System, lights and track, electrical work, transformer if required and complete turn-key installation in as little as 3 days

Typical Servery & Small Décor Package \$90,000-\$175,000

2-3 Serving lines with counters, hot wells, cold wells, heated display, air-screen merchandisers, sneeze guards, heated cabinet, refrigerator, tray starters, buffet warmers, DEPCON Decorative Utility System, lights and track, SERVTECH divider wall or panel wall system, electrical work and complete turn-key installation in as little as 3-4 days

Qualifications

Current References

Past References

Qualifications

Denver Equipment Co. of Charlotte, Inc. is a multi-faceted food service solution provider to commercial, institutional, and government clients who need to modernize and optimize the food service capability they offer their patrons and personnel.

Since our incorporation in May of 1990, we have provided innovative, cost-effective renovations of foodservice facilities through the exclusive development and distribution of our trademarked SERVTECH Custom Feeding Systems and patented DEPCON Decorative Utility Distribution Systems (DEPCON U.S. Patent No. 5,413,135).

SERVTECH and DEPCON systems are packaged as complete turn-key design/build projects which include field investigation and survey of existing facilities, design and engineering, manufacture and installation of complete food service and dining packages.

Current References

Hillsborough County Schools
901 East Kennedy Blvd.
Tampa, FL 33602

Contact: Mary Kate Harrison
Phone: 813-272-4128

Jefferson County Public Schools
3001 Crittenden Drive, Room 133
Louisville, KY 40209

Contact: Jill Costin
Phone: 502-485-3449

Rowan-Salisbury Schools
P.O. Box 2349
Salisbury, NC 28145

Contact: Jim Smith
Phone: 704-630-6045
Cell: 704-779-7431

Past References

Alamance-Burlington Schools
1712 Vaughn Road
Burlington, NC 27217

Contact: Sally Ange
Phone: 336-570-6080

Union Co. Public Schools
409 Lancaster Avenue
Monroe, NC 28112

Contact: Denise Lamar
Phone: 704-296-3000 x14

Chesterfield Co. Schools
7610 Whitepine Road
Richmond, VA 23237

Contact: Warren Grigg
Phone: 804-748-1809
Other: 804-748-1617