

K.J. CAIN COMPANY INC.

Certified DVBE Participant

Lic. #922737

Mr. Green,

I wanted to follow up on our previous conversation. We are in receipt of Diani Building Corp. letter dated 2 July 2012. I would like to respond to their Items in question.

1, Is totally correct. No electrical company bidding this project had any fire alarm scope in their proposal.

1, Paragraph 2. They are correct. This was my mistake. We had Stanley doing the electric doors and another division of Stanley is doing the Fire Alarm System. Per plans. We listed Stanley for the electric door however; the alarm system bid by Stanley provided was under ½ of 1% therefore it was not necessary to list them.

2, Our fire sprinkler contractor holds a C-16 license (#413884) and is performing this project in a labor only manner.

As per our earlier phone conversation, K.J.CAIN COMPANY feels the plans are clear as to what the design teams intent was for the fire alarm. First of all, GN 16 on sheet G1 clearly states the we are to submit a fire detection PLAN. K.J.CAIN COMPANY has set aside monies in our general conditions for such a plan.

Also, you reference sheet G3 under the Building STATS. The building stat section covers the building stats in which statistic is a term used to define a set of data that defines an existing conditions of the building. Within these building stats it is mentioned that the existing building is to receive a fire alarm system through out. Setting aside the argument that this is not the place to put this requirement. We understand this requirement and will install a new alarm system through out the existing building as approved by our drawing set forth by GN 16 on sheet G1. GN 16 says to provide a complete Design Build plan. A complete plan would require drywall, acoustic panel demo and repair. It would also require conduit and electrical boxes. As mentioned by Diani Building Corp's letter mentioned above paragraph 1 " we compiled our bid, none of the electrical contractors, including Santa Maria Electric included fire alarm in there scope of work..." Now, you read on the telephone Cosco bid which excluded all conduit and electrical boxes. So I ask, if this is so clear why are these critical items missing from the bid? Diani Building Corp. holds an A, B, C12, C21, C8 they are not licensed to do electrical.

Additionally, there is nothing in the Spec. Book that gives even a basic guideline as to patching, dust control or any demo on existing occupied areas. For this project, the Spec book doesn't even include a section for fire detection which is usually Spec Section 16721. Wouldn't you agree that there should have been a Spec section for this division and should have included whatever the building construction would involve regardless if it is a design build? At a minimum the basic design guidelines. We believe that any way you look at this the fire alarm situation (there will be some questions/issues) that will result in future change orders.

K.J. CAIN COMPANY intends and is willing to cooperate with the County of Santa Barbara to obtain their desired intent. We believe our proposal to be responsible and bid as we understood the plans and specifications. If the County of Santa Barbara agrees with our proposal to be fair, we would be willing to provide pricing for the fire alarm system at cost plus minimal profit and overhead. We feel even with this change order our number for this job will be under the next bidder. K.J. CAIN COMPANY is looking forward to working with you and building this job for the County of Santa Barbara and would appreciate your recommendation. By the way Building D has live, working alarm system that is maintained by our low alarm system sub contractor (Sylvester).

Respectfully,

K.J. Cain Company INC.

A handwritten signature in black ink, appearing to read 'Kareem Cain', with a long horizontal flourish extending to the right.

Kareem Cain
President