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May 17, 2016

Mr. Mike Dobrotin  
Project Manager  
Totum Consulting  
15130 Ventura Blvd., Suite 327  
Sherman Oaks, CA 91403

**RE: Beverly Vista School (Central Quad Improvements) – 200 South Elm Drive, Beverly Hills, CA 90212**

Good afternoon Mr. Dobrotin;

Thank you for the opportunity to bid on the Beverly Vista School Project. Our understanding of the scope and materials to be used are reflective of Page A1.1 (dated 3.18.16) by SVA and a walk-thru with you last week. We are proposing to provide materials and installation for the following:

1. Provide and install 216 LF of steel rail and post installed per detail A1.1/3. Installation to be done in the Atrium. The steel is unpainted.
2. Provide and install up to 100 SkateStoppers FA902.5 (clear finish) in a pattern to be finalized prior to installation. Installation to be done on the Atrium stairs.
3. Provide and install 28 LF of steel rail and steel plates per detail A1.A/4. Installation to be done in the Auditorium. The steel is unpainted.
4. Provide and install one fixed Timely 42" x 42" aluminum window per plan A1.1. Provide necessary steel framing and drywall for installation. Paint entire window wall (both sides). The wall is located adjacent to the nurses station

Our price for the above scope is \$38,400.

Please don't hesitate to call if you have any questions. Again, thank you for the opportunity to establish a relationship with Totem Consulting and to bid on the project.

Kirk Lazaruk