



October 12, 1976

P.P.G. Industries, Inc.  
Industrial Chemical Division  
P.O. Box 1000  
Lake Charles, Louisiana 70601

Attention: Mr. D.S. Mattiza  
Purchasing Engineer

Reference: Your Inquiry No. 9-1207-K  
Insulation for Number Two Liquefaction System  
Our Quotation Number L-76-056-I

Gentlemen:

We propose to furnish materials, labor, tools, equipment, scaffolding, warehousing, and supervision necessary to insulate subject piping and equipment in accordance with your inquiry dated September 20, 1976 and specifications, to the extent detailed on the drawings received with the bid documents.

BID CLARIFICATIONS:

1. This bid is based on the assumption that we will be permitted to insulate completely all piping, fittings, flanges and valves, et cetera, (requiring insulation) connecting and adjacent to insulated vessels while scaffolding is in place and needed for the vessel insulation.
2. Personnel employed by P.P.G. may use our erected scaffolding provided such use will not interfere with or delay our progress, and that we will not be held responsible for any damage or personal injury as a result of their use of the scaffolding.
3. This bid and any contract subsequently awarded are based upon all piping and equipment remaining at atmospheric temperature while insulation is being applied.

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BID CLARIFICATIONS:

4. We acknowledge Addendum Number 1.

WORK WEEK:

This bid is based on a normal eight-hour day, forty-hour work week, Monday through Friday. We will work spot overtime if requested to do so; in which event, the purchaser is to reimburse us for all monies paid as premium time, plus taxes, overhead, and all other applicable charges.

PRICES: (Firm through May 1, 1977.)

TOTAL LUMP SUM PRICE . . . . . \$ 87,711.00

Alternate: If polyurethane is to be used in lieu of  
Foamglas, deduct from the base bid

. . . . . \$ 11,888.00

COST-PLUS WORK: (or Extra Work)

Labor and Materials: Cost plus 15% for overhead and  
profit.

TERMS:

The terms of payment for the material and labor described herein, and any additions or deductions ultimately made hereto, shall be as follows:  
Payment in the amount of 90% of the sale value of all material shall be due and payable 30 days after delivery. Payment for 90% of the labor accomplished shall be due and payable within 30 days of invoice date. Payment of the 10% of the total contract value withheld shall be due and payable within 30 days of final completion and acceptance of the work described herein. Unless otherwise agreed, invoices will be rendered monthly.

INSURANCE:

All men employed by B & B and actually engaged in carrying out the herein described work will be fully covered by workmen's compensation and public liability insurance in normally adequate limits.

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INSURANCE:

All vehicles entering the premises of said company owned or leased by B & B will be covered by liability insurance and property damage insurance in normally adequate limits.

STARTING AND COMPLETION:

We can start work within 30 calendar days after receipt of order, and can complete the project within 60 calendar days thereafter.

We appreciate the opportunity to quote on your insulation requirements.  
Please call if there are any questions.

Resepctfully Submitted,

B & B INSULATION OF LOUISIANA, INC.

*William D. Proudfit*

William D. Proudfit  
Assistant Manager

WDP/pz

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**B & B INSULATION OF LOUISIANA, INC.**