

From: Della Libera Federico
To: [Accorsi Federico](#); [Violato Enrico](#)
Cc: [Tonucci Fabrizio](#); [Chryssolor Ken](#); [Venturini Guido](#); [Palumbo Mauro](#); [Robasto Maurizio](#); [Vivian Luigi](#); [Zhou Jack](#); [Triassi Emanuele](#)
Subject: R: Emailing: Power house ICS comparison Proco-Budget
Date: Wednesday, December 18, 2013 10:42:08 AM
Attachments: [20131218145458701.pdf](#)
[Power House winter protection budget.xlsx](#)
[image001.jpg](#)
[image002.jpg](#)

Good morning,

I revised the previous table according to last informations received from you, and I am sending you a revised table which should be "final" according to PROCO quotation and our internal evaluation.

Best regards

Federico Della Libera
Tender Coordinator
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Da: Accorsi Federico
Inviato: martedì 17 dicembre 2013 23:16
A: Della Libera Federico; Violato Enrico
Cc: Tonucci Fabrizio; Chryssolor Ken; Venturini Guido; Palumbo Mauro; Robasto Maurizio; Vivian Luigi; Zhou Jack
Oggetto: RE: Emailing: Power house ICS comparison Proco-Budget

Good afternoon.

An update.

PROCO has send a revised quotation later today for a total of \$17,712,000.00 MM.

They have reduced insulation from R40 to R30 for the roof and from R30 to R20 for the walls.

This brings a saving of \$200K.

I will ask Ken Chryssolor if this change in specification is acceptable.

Additionally, their quotation no longer includes 180 air tickets for a total cost of \$288K.

Please confirm that these travel expenses will be paid by the client and what is the refund mechanism.

Would Astaldi reimburse PROCO and with what frequency?

On the other hand, we have to add:

- \$168,222.00 + Tax for a full time safety officer requested by Astaldi during the recent meeting in Goose Bay.

We then have:

- A total of 17,880,222.00 using R30/R20 insulation.

-A total of 18,080,222.00 using R40/R30 insulation.

I am supposed to speak with Ken later today and we will make a choice.

Thank you.

Best regards,

Federico Accorsi

Procurement Manager

4001 rue Saint-Antoine Ouest, bur. 110

Montreal, QC, H4C 1B9 Canada

Tel: 1 (514) 933-5525 Ext. 297

Cell: 1 (514) 717-9862



-----Original Message-----

From: Accorsi Federico

Sent: December-17-13 1:20 PM

To: Della Libera Federico; Violato Enrico

Cc: Tonucci Fabrizio; Chryssolor Ken; Venturini Guido; Palumbo Mauro; Robasto Maurizio; Vivian Luigi

Subject: RE: Emailing: Power house ICS comparison Proco-Budget

Good morning.

Please be aware that price negotiations with PROCO have not ended yet.

The supplier was selected by the comparison of offers based on the original design.

Recently, significant design changes were requested to the Designer by the PM, DPM and CM to minimize interference with the works and to make possible the access of large draft-tube formworks to the building. A site-visit by the supplier and a meeting in Goose Bay followed last week.

PROCO was provided with the new drawings and BOM and was asked to submit a revised quotation.

In spite of the optimization meeting held between Procurement, the Designer and PROCO, the new proposal will be higher than the original 16.7MM one.

I expect it to be somewhere around 18MM, still being the lowest of the local, all-included proposals received.

Ken Chryssolor and I have spoken over the weekend and agreed on a target price that I am negotiating, but right now seems difficult to achieve.
We also agreed on trying to avoid going to a new bidding process due to time constraints.

Orders for some steel profiles must be issued immediately by PROCO to the mills and distributors in order for them to meet delivery dates.

I will keep you informed.
Thank you.
Regards,

Federico Accorsi
Procurement Manager
4001 rue Saint-Antoine Ouest, bur. 110
Montreal, QC, H4C 1B9 Canada
Tel: 1 (514) 933-5525 Ext. 297
Cell: 1 (514) 717-9862

-----Original Message-----

From: Della Libera Federico
Sent: December-17-13 11:39 AM
To: Violato Enrico
Cc: Accorsi Federico; Tonucci Fabrizio; Chryssolor Ken; Venturini Guido; Palumbo Mauro; Robasto Maurizio
Subject: R: Emailing: Power house ICS comparison Proco-Budget

Dear Enrico,
I prepared the table that you find is "wrong" and I sent it to you on 11 december.....
I have now revised it excluding the overhead cranes that you say are excluded from the supply, but please check it carefully because there is a signed document stating that they are included...
According to my breakdown calculation we still have a saving of more than CAD 900,000 while comparing to PROCO quote of 16,691,828 mentioned in your table, and I see nothing "wrong"....
Best regards

-----Original Message-----

From: Robasto Maurizio
Sent: December-17-13 4:28 AM
To: Della Libera Federico
Cc: Violato Enrico
Subject: I: Emailing: Power house ICS comparison Proco-Budget

FYI
Enrico non dimenticare Federico in copia

Maurizio Robasto
Astaldi S.p.A.
Int'l Tendering Dpt. Manager
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Fax +39 0641766739
Mail: m.robasto@astaldi.com

-----Messaggio originale-----

Da: Violato Enrico
Inviato: lunedì 16 dicembre 2013 22:09
A: Venturini Guido
Cc: Chryssolor Ken; Robasto Maurizio
Oggetto: Emailing: Power house ICS comparison Proco-Budget

Dear Guido,
here enclosed a comparison table between the budget and the Proco Offers.

The upper part has been done by someone that I don't , but in my opinion it is wrong.
In the below part I take out the budget lines, I discounted the cost amount as per Maurizio advises
and I compare the Proco offers for the same activity quoted by Proco.
As you can see we are going to exceed the budgeted cost of 2M for the ICS construction.

@ your disposal for further clarification,

Yours

ENricoV.

PS: it has been done without much care on the editing, for the hurry, as soon as possible I will edit in
a better way.

INTERMEDIATE Analysis

Code	Description	U.M.	BoQ Q.ty	U. Cost	Total Cost	%FC			
006379	Overhead (12+6) P.house Cranes :C. W.& Inst.	LS	1.000	748,170.109	748,170.11	1.555%			
Code	Description/	F.	U.M.	Qty Incid.	Unitario	Amount incid.	Quantity	Amount	%
10	Manpower								
10) 00001	O/A Unskilled generic		HR	2,000.000000	77.470	154,940.000000	2,000.000	154,940.00	20.709%
20) 00010d	O/A Skilled Struct. Steel fixer		HR	2,000.000000	76.990	153,980.000000	2,000.000	153,980.00	20.581%
30) 00015d	O/A High Skilled Struct. Steel fixer		HR	2,000.000000	82.870	165,740.000000	2,000.000	165,740.00	22.153%
32) 00040d	O/A Foreman Struct. Steel fixer		HR	750.000000	92.050	69,037.500000	750.000	69,037.50	9.228%
	TOTAL Manpower					543,697.500000	MDO	543,697.50	72.670%
20	Materials and Spare parts								
35) 39850	Various mat. for plant		LS	8,000.000000	1.000	8,000.000000	8,000.000	8,000.00	1.069%
	TOTAL Materials and Spare parts					8,000.000000		8,000.00	1.069%
35	Plant & equipment freight/ins								
62) 51005	Sea freight (Europe/....)		P. U.	0.000000	1.000	.....	0.000	.....	.....
64) 51110	Freigh insurance .35% CIF		LS	0.000000	1.000	.....	0.000	.....	.....
66) 51120	Port charges		P. U.	0.000000	25.000	.....	0.000	.....	.....
68) 51220a	Inland transp. road		LS	50,000.000000	1.000	50,000.000000	50,000.000	50,000.00	6.683%
	TOTAL Plant & equipment freight/ins					50,000.000000		50,000.00	6.683%
100	Rated mob. equip.								
70) 2307.00	Flat bed truck 20 Tn., HP 410		HR	100.000000	180.750	18,075.022994	*EQ 100.000	18,075.02	2.416%
75) 2325.00	Flat bed 11Tn. W/crane 7.0Tn., HP 250		HR	100.000000	161.492	16,149.219239	*EQ 100.000	16,149.22	2.158%
80) 2521.00	Hydr. Wheel crane 60 Tn., HP 200		HR	300.000000	242.618	72,785.366925	300.000	72,785.37	9.728%
	TOTAL Rated mob. equip.					107,009.609158		107,009.61	14.303%
150	Workshops								
90) 009030	Mechanical workshop		HR	250.000000	80.753	20,188.250000	250.000	20,188.25	2.698%
100) 009001	Electrical workshop		HR	250.000000	77.099	19,274.750000	250.000	19,274.75	2.576%
	TOTAL Workshops					39,463.000000	MDO	39,463.00	5.275%
	TOTAL					748,170.109158		748,170.11	100.000%

MDO
EQ.
MISC.

583 340
34 224
8000

INTERMEDIATE Analysis

Code	Description	U.M.	BoQ Q.ty	U. Cost	Total Cost	%FC			
006381	P.H.(4 N°) Overhead trav.Crane 5 t:c. W.& Inst	LS	1.000	260,750.321	260,750.32	5.096%			
Code	Description/	F.	U.M.	Qty Incid.	Unitario	Amount incid.	Quantity	Amount	%
10 Manpower									
10) 00001	O/A Unskilled generic		HR	400.000000	77.470	30,988.000000	400.000	30,988.00	11.884%
20) 00010d	O/A Skilled Struct. Steel fixer		HR	400.000000	76.990	30,796.000000	400.000	30,796.00	11.811%
30) 00015d	O/A High Skilled Struct. Steel fixer		HR	400.000000	82.870	33,148.000000	400.000	33,148.00	12.713%
32) 00040d	O/A Foreman Struct. Steel fixer		HR	200.000000	92.050	18,410.000000	200.000	18,410.00	7.060%
	TOTAL Manpower					113,342.000000	MDO	113,342.00	43.468%
20 Materials and Spare parts									
35) 39850	Various mat. for plant		LS	0.000000	1.000	.....	0.000	.....	.....
	TOTAL Materials and Spare parts					.....	.....	.....	.....
35 Plant & equipment freight/ins									
62) 51005	Sea freight (Europe/....)		P. U.	0.000000	1.000	.....	0.000	.....	.....
64) 51110	Freigth insurance .35% CIF		LS	0.000000	1.000	.....	0.000	.....	.....
66) 51120	Port charges		P. U.	0.000000	25.000	.....	0.000	.....	.....
68) 51220a	Inland transp. road	25000	LS	25,000.000000	1.000	25,000.000000	25,000.000	25,000.00	9.588%
	TOTAL Plant & equipment freight/ins					25,000.000000		25,000.00	9.588%
60 Rentals									
85) 55157	Rent of Crawled crane 250 ton	1	Mh	1.000000	45,000.000	45,000.000000	1.000	45,000.00	17.258%
	TOTAL Rentals					45,000.000000		45,000.00	17.258%
100 Rated mob. equip.									
70) 2307.00	Flat bed truck 20 Tn., HP 410	30	HR	30.000000	180.750	5,422.506898	30.000	5,422.51	2.080%
75) 2325.00	Flat bed 11Tn. W/crane 7,0Tn., HP 250	60	HR	60.000000	161.492	9,689.531544	60.000	9,689.53	3.716%
80) 2515.00	Hydr. Wheel crane 90 Tn., HP 355	180	HR	180.000000	284.501	51,210.102225	180.000	51,210.10	19.640%
	TOTAL Rated mob. equip.					66,322.140667		66,322.14	25.435%
150 Workshops									
90) 009030	Mechanical workshop	80	HR	80.000000	80.753	6,460.240000	80.000	6,460.24	2.478%
100) 009001	Electrical workshop	60	HR	60.000000	77.099	4,625.940000	60.000	4,625.94	1.774%
	TOTAL Workshops					11,086.180000	MDO	11,086.18	4.252%
	TOTAL					260,750.320667		260,750.32	100.000%

MDO 124 428
EQ. 15 MM

POWER HOUSE WINTER PROTECTION TENDER EVALUATION

			Labour Component CAD.				Non Labour Component CAD					Total Price	
PRICE ITEM	WBS CODE	PRICE ITEM DESCRIPTION	UNIT OF MEASURE	ESTIMATED QUANTITY of UNITS A	MAN HOURS (AT SITE) per UNIT	MANPOWER COST/ UNIT (\$ CAD) B	COST OF LABOUR (\$CAD) C=(AxB)	MATERIALS COST/UNIT (\$ CAD) D	EQUIPMENT COST/UNIT (\$ CAD) E	PROFIT and OTHER/UNIT (\$ CAD) F	UNIT PRICE (\$ CAD) G=(D+E+F)	TOTAL PRICE (\$ CAD) H= A x G	CAD
2.5		Winter protection	LS	1	68,849.605	5,531,277.460	5,531,277.46	15,981,361.27	663,939.01	1,165,171.02	17,810,471.30	17,810,471.30	23,341,748.76
included in above item and to be deducted													
		lifting equipment		1	19,649.925	1,632,908.800	1,632,908.80	595,861.93	457,157.01		1,053,018.94	1,053,018.94	2,685,927.74
		winter shelter		1			0.00	462,339.00			462,339.00	462,339.00	462,339.00
		dismantling of the structure		1	19,581.000	1,562,940.000	1,562,940.00	184,629.97	145,444.00		330,073.97	330,073.97	1,893,013.97
		Spillway protection		1	1,400.000	109,964.000	109,964.00	1,221,126.00	23,898.00		1,245,024.00	1,245,024.00	1,354,988.00
		concrete foundations		1	2,340.000	187,200.000	187,200.00	149,760.00	37,440.00		187,200.00	187,200.00	374,400.00
		Subtotal		1	25,878.680	2,038,264.660	2,038,264.660	13,367,644.370	-	1,165,171.020	14,532,815.390	14,532,815.390	16,571,080.05
		deduction Astaldi profit 7%										- 1,017,297.077	
		overhead cranes installation cost not included in item above *		1	8,527.325	707,768.000	707,768.00	8,000.00	49,535.00		57,535.00	57,535.00	765,303.00
		Total value of Power House winter protection		1	34,406.005	2,746,032.660	2,746,032.66	13,375,644.370	49,535.000	1,165,171.020	14,590,350.39	13,573,053.31	16,319,085.97
		5% Overheads Discount					-137,302					-678,653	
		Amount available for Subcontract					2,608,731					12,894,401	15,503,132
		PROCO Subcontract price Recommendation of CAD											17,880,222
		Difference CAD											-2,377,090

* see intermediate analysis 006379 - 006381