

July 18th, 2023

To: Brian Datto; Director of Facilities & Erik Zebley
Fr: Peter Stigi, Northeast Sales & Development, Window Film Depot, Inc.
Re: Security Film – Penn-Delco School District- Phase #1, #2 & #3

Proposal for Purchase & Installation of 3M Security Window Films

Thank you for considering Window Film Depot as your supplier of the 3M security film installation services for your project. Window Film Depot is proud to install our industry's best products and we take our responsibility to deliver to you on time and within budget very seriously.

WFD has been selling and installing solar and security and protective window films for over 16 years and has completed more installations for Federal and State agencies and departments - including The US Army Corps of Engineers - major colleges, universities and hospitals, than any film company in the US.

Our commercial clients include Dow, Merck, Fed Ex, CNN, Turner, Bellsouth, UPS, Coca Cola, IBM, Honda America, Bank of America and dozens of other Fortune 500 firms.

Proudly, in 2006, 2008, 2011, 2012 & 2013 Window Film Depot was named a 3M 'Dealer of the Year' based on performance and overall customer satisfaction, a statement we are very proud of.

Most WFD managers emerge from front-line installation roles, as we endeavor to be the best employer in the industry, providing meaningful, well-paid jobs to our corps.

We are family owned and operated since 1994.

Peter Stigi, Northeast Sales & Development

Project Details:

WFD's installed price shall include film product, labor, tools, and clean-up. It also includes window preparation encompassing window cleaning of the interior glass, removal of stickers & posters etc. This film will be field applied per manufacturer standards.

Pricing is based on panel sizes provided by client. If scope changes at any time, the price will be adjusted accordingly.

Interior Installation – The film will be applied to the interior of the glass.

Normal Business Hours - Based on working normal business hours and having full 8-hour days of access. If this is not the case, we need to know on the front end and price will be adjusted.

Access to Glass and Rooms: Based on free access to the glass and no blinds, furniture, wires/computers or other obstacles to move. If needed, we can handle and add to quote.

Based on windows being ground level, if lift or scaffolding is needed, rental fees will be applied.

Existing film – based on no existing film to remove. If film removal needed, price would change.

Badges/Security Courses: If any badges, etc are needed, those fees would be added to the cost and project start time may vary depending on how long these take to obtain.

This quote is valid for 90 days and it covers the scope and product spec indicated below:

Pricing Proposal:

Location	Scope of Work	Total Costs
8mil security film Phase #1	3M Scotchsheild Ultra 800 w/ DOW 995 Attachment System <i>Pricing is based on needing about 1600 sf of material on 1548.48 sf of glass and 120 panels.</i>	\$22,367.79 3M Certified Installers
8mil security film Phase #2	3M Scotchsheild Ultra 800 w/ DOW 995 Attachment System <i>Pricing is based on needing about 1800 sf of material on 1791.87 sf of glass and 173 panels.</i>	\$25,892.59 3M Certified Installers
8mil security film Phase #3	3M Scotchsheild Ultra 800 w/ DOW 995 Attachment System <i>Pricing is based on needing about 1500 sf of material on 1475.76 sf of glass and 135 panels.</i>	\$21,324.73 3M Certified Installers
	TOTALS	\$69,585.11
	Pricing includes the film and the attachment system – that is a bead of caulking that goes around the perimeter of each panel. Film helps hold that glass together and the attachment system helps hold the window in the frame.	***Note: attachment system can only be applied to metal/aluminum frames. Will remove that from scope if cannot be applied here.

Warranty:

WFD executes the warranty and manages any and all service issues, from day one through the lifetime of your warranty. All films include a warranty that protects against film and product failure from the manufacturer. *(Available upon request.) (Premium Warranty available to Purchase)*

Payment Terms:

WFD requests a 50% deposit upon scheduling for product procurement and invoices after completion, NET 30, but only after a walk through with you to ensure complete satisfaction. *(Other terms may be available upon request and once approved by WFD)*

Project Timing:

I will be personally responsible for overseeing this work and myself along with our operations team will ensure WFD delivers on time and within budget while meeting or exceeding your expectations. The estimate covers standard lead times and working hours stated above; if an expedited timeline is needed or there is limited access, please let me know so that we can work to help meet any timeline you may have.

- Our expectation is to conduct a detailed work planning session with your onsite liaison and management team to create a top-down work plan that respects project timelines and occupant concerns.
- We will require a clearly posted awareness schedule with employees to assure hassle free installation.
- We will assign an experienced project manager/installer dedicated to seeing this project through.
- Our project manager's role will also be day-to-day management including: project planning, supervision, productivity, problem solving and issue resolution, as well as project scheduling, communications and reporting.

Thank you for the opportunity to present these solutions for your project.

Respectfully,

Peter Stigi III
Northeast Sales & Development
[**pstigi@windowfilmdepot.com**](mailto:pstigi@windowfilmdepot.com)
3M National Dealer of the Year

Client Feedback:

Please contact Peter Stigi if additional information is desired.

"Jeff - I want to let you know BG's experience with Window Film Depot was exceptional. The installation was flawless; the crews were professional, quick, and accommodating -so thank you! Considering BG Group Place is 1 of 2 LEED Platinum certified buildings in the US the passion you have for what you do was impressive and gave us confidence in WFD ability to get the job done. The film looks great on our beautiful building, our employees and executives were happy with the service provided, the price quoted, and of course the end result of a great installation. It was our pleasure to award the bid the Window Film Depot and we would highly recommend your services. You're entire crew was a joy to work with, so thanks again Jeff. All the Best to you and Window Film Depot

Regards, **Chavon Davies** **BG Group PLC Contracts Coordinator** Contracts & Procurement Houston TX

"Jeff,

To expand on our earlier conversation. Krissy has been a life saver for us! You have a great one helping us on this and I am attempting to move more business your way because of her excellent communication and execution.

I have also sent her name into JLL as a great contact for other JLL projects as well. I am extremely impressed with Window Film Depot."

Rob Mote, Project Manager, Jones Lang LaSalle

STANDARDS for ASSESSING FILM INSTALLATIONS as ADOPTED BY the International Window Film Association

1. Film should be viewed from a minimum of ten feet and at an angle not to exceed 45 degrees. Any defects seen from a closer viewing distance or lesser angle are not to be considered.
2. A typical safety film application may have hazy appearance immediately following the application. Allow seven days for the haze to dissipate, (longer for double film applications).
3. Small water pockets or bubbles are common after application. Allow thirty days for water pockets to evaporate, (longer for double film applications).
4. Foreign material is unavoidable when applying safety film in a construction area. Particles that are visible from greater than ten feet shall be no more frequent than one for every five square feet of window area. For film applied in a non-construction environment, the frequency shall be no greater than one particle per ten square feet of window area.
5. Minor irregularities in the film can be exacerbated by fine, dark lines and high-contrast transitions in the background viewing area. Distortion associated with these background features shall not be considered cause for rejection.
6. It is common for tempered glass to have distortion from the manufacturing process, especially when viewed at an angle. Tempered glass will still show this distortion with Safety film applied to it.
7. Defects in the film including scratches, peeling, flaking and discoloration are covered under warranty.