



September 14, 2018

Mr. Randy Sherman
City of Riviera Beach – Procurement Department
2051 Martin Luther King Blvd.
Riviera Beach, FL 33404

Dear Mr. Sherman,

In an effort to assist the City with this project and to keep it moving forward, Marinetek offers the following concessions/requests, which we feel is fair and beneficial to both parties;

- We offer a 3.5% discount on the sales price for Docks F and G as documented in the Bid Schedule
- We agree to “split the project” – delivering Dock F first so as to meet dead-lines affecting permits and Grants
- We ask for progressive payments via joint pay checks for engineering and major material suppliers
 - No more than 5 checks/vendors
- We ask that final payments be made as the dock units or major sections are delivered and inspected – within 10 days via wire transfer

Please feel free to call me to discuss, or to arrange a meeting. We look forward to working with the City of Riviera Beach as together we expand this beautiful Marina.

Sincerely,

A handwritten signature in blue ink that reads "Bob Berry". The signature is stylized and includes a long horizontal flourish extending to the right.

Bob Berry – General Manager
Marinetek North America, Inc.

MARINETEK NORTH AMERICA, INC.

ADDRESS 222 14th Ave S
St Petersburg, FL 33701

TEL +1 877 909 3625
FAX +1 727 202 6932

EMAIL info@marinetek.us
WEBSITE www.marinetek.net