

# GREATER ORLANDO AVIATION AUTHORITY CHANGE ORDER

CHANGE ORDER NO. **BP-S00132-MCO - 22** CONTRACT NO. BP-S00132-MCO  
 CONTRACTOR: Vanderlande Industries, Inc.  
 CONTRACT DESCRIPTION: S TERM C. PH 1 - BAGGAGE HANDLING SYSTEM (DBOM)  
 CONTRACT DATE: 05/16/18 NTP : 06/14/18  
 ISSUE DATE: 08/13/25 (Ref. C.C. 05/20/25)

Work covered by this Change Order may proceed after Contractor executes and returns this Change Order to the Owner or OAR (Owner's Authorized Representative) AND after Contractor receives a Change Order Notice to Proceed or a fully executed copy of this Change Order. This Change Order will increase or decrease the Contract Amount and Time to complete by the amount shown below. The general, supplementary and other conditions of the Contract shall apply to this Change Order unless expressly modified by this Change Order.

DESCRIPTION OF CHANGE: <b>VARIOUS REVISIONS</b>	ADJUSTED CALENDER DAYS - CONTRACT TIME (SC=Substantial Completion / FC=Final Completion)	
See Attachment 'A' for description of change.	<u>SC</u>	<u>FC</u>
	ORIGINAL:	902      120
	THIS CO:	<b>0      0</b>
	TO DATE:	1826      0
	TOTAL :	2728      120
	ORIGINAL SC DATE:	12/01/20
	REVISED SC DATE:	12/01/25

SOURCE OF FUNDS <u>Previously-approved Capital Expenditure Funds</u>			
AMOUNT OF THIS CHANGE ORDER	ADD	<u>  X  </u>	DELETE
			\$ <b>986,928.84</b>
ORIGINAL TOTAL CONTRACT PRICE			\$ 94,900,000.00
APPROVED ADDITIONS TO CONTRACT TO DATE			\$ 71,654,923.97
APPROVED DELETIONS TO CONTRACT TO DATE			\$ <b>(8,489,890.66)</b>
REVISED TOTAL CONTRACT PRICE			\$ 159,051,962.15
PERCENTAGE OF THIS CHANGE OF ORIGINAL CONTRACT PRICE			<b>1.0%</b>

CONTRACTOR ACKNOWLEDGES, BY ITS EXECUTION AND ACCEPTANCE OF THIS CHANGE ORDER, THAT THE ADJUSTMENTS IN CONTRACT PRICE AND TIME SHOWN HEREON CONSTITUTE FULL AND COMPLETE COMPENSATION AND SATISFACTION FOR ALL COSTS AND MODIFICATIONS OF PERFORMANCE TIME INCURRED BY THE CONTRACTOR AS A RESULT OF THIS CHANGE ORDER. NO OTHER CLAIM FOR INCREASED COST OF PERFORMANCE OR MODIFICATIONS OF TIME WILL BE GRANTED BY THE OWNER FOR THE WORK COVERED BY THIS CHANGE ORDER. THE CONTRACTOR HEREBY WAIVES AND RELEASES ANY FURTHER CLAIMS FOR COST OR TIME AGAINST THE OWNER ARISING FROM OR RELATING TO THE MATTERS OF WORK SET FORTH OR CONTEMPLATED BY THIS CHANGE ORDER.

CONTRACTOR ALSO ACKNOWLEDGES THAT THERE HAS BEEN NO CHANGE IN ITS OPERATIONS WHICH WOULD REQUIRE A MODIFICATION OF ITS SWORN STATEMENT ON PUBLIC ENTITY CRIMES SUBMITTED WITH ITS BID.

CONTRACTOR'S ACCEPTANCE: *Bruce Buchholz* Aug 27, 2025  
box SIGN      4279LVKZ-1VR9XQ9Z      DATE

ACCEPTED AND APPROVED TO PROCEED:

<p><u><i>Hugh Gordon Duncan</i></u> <u>Aug 28, 2025</u>  <small>box SIGN      13VJYPK6-1VR9XQ9Z</small>      DATE</p> <p>OAR/PROJECT MANAGER</p> <p>WSP USA Inc. - Hugh (Gordon) Duncan</p> <p><u><i>Scott Shedek</i></u> <u>Aug 28, 2025</u>  <small>box SIGN      19RL7LV4-1VR9XQ9Z</small>      DATE</p> <p>VICE PRESIDENT, CONSTRUCTION</p> <p>Scott Shedek</p>	<p>ARCHITECT/ENGINEER      DATE</p> <p>NONE</p> <p><u><i>Scott Shedek</i></u> <u>Aug 28, 2025</u>  <small>box SIGN      19RL7LV4-1VR9XQ9Z</small>      DATE</p> <p>FOR OWNER/CONSTRUCTION COMMITTEE CHAIR      DATE</p> <p>Scott Shedek , Vice President, Construction</p>
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

<p>GREATER ORLANDO AVIATION AUTHORITY</p> <p><u><i>Lance Lytle</i></u> <u>Sep 3, 2025</u>  <small>box SIGN      4W263WW8-1VR9XQ9Z</small>      DATE</p>	<p>Approved as to Form and Legality (for the benefit of GOAA only)</p> <p><u><i>Claramargaret H Groover</i></u> <u>Aug 28, 2025</u>  <small>box SIGN      4ZR2R2V8-1VR9XQ9Z</small>      DATE</p> <p>Becker &amp; Poliakoff      DATE</p> <p>Legal Counsel, Greater Orlando Aviation Authority</p>
-------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

**GREATER ORLANDO AVIATION AUTHORITY**  
**BP-S00132-MCO CHANGE ORDER NO. 22**  
**ATTACHMENT 'A'**  
**(Page 1 of 1)**

DESCRIPTION OF CHANGE:

Provide all labor, materials, and equipment to install two (2) new Self Service Bag Drops (SSBD) units at Check- In C-14 located at Terminal C Ticketing area. Prepare the site location to receive new SSBD units as follows:

- Remove and store five (5) existing GOAA ticketing check-in counter positions located at Terminal C Ticketing Check In C-14.
- Disconnect, make safe, coil and store existing power and data cables, in place.
- Disconnect, make safe, and remain in place existing cabling from facility power distribution panels and data connections from switches.
- Provide required power and data connections, with data cable redundancy, for the operation of the new SITA SSBD units. GOAA to purchase from SITA two (2) new SITA Materna-IPS Flex-go Dual SSBD units (OFE).
- SITA to install Owner Furnished Equipment (OFE) of two (2) SITA Materna-IPS Flex-go Dual SSBD units at Check-In C-14. Vanderlande to coordinate with SITA for configuration, integration, and coordination of the BHS interface, product commissioning, site acceptance testing, and ORAT.
- Contractor shall be responsible for any modifications to the current BHS system to support the installation and operation of the two (2) new SSBD units.

ADD: \$986,928.84

*This Change Order represents a written modification based on the terms and conditions of the Contract set forth above. This Change Order supersedes all prior negotiations, qualifications, terms, and conditions for the change in Work, Contract Time, and Contract Sum. By executing this Change Order. Contractor acknowledges that it included all direct and indirect costs arising out of or related to the changes described. Contractor certifies (i) that by executing this Change Order it will be adequately compensated for the cost and time impacts, if any, of the change (s); (ii) that all claims against Owner which are incidental to or resulting from this change including, without limitation, delays, disruptions, suspensions, acceleration, productivity, ripple effect, or other impacts are fully satisfied; and (iii) that this Change Order constitutes a full and final resolution of any further claim for cost or time arising from or relating to the matters set forth in this Change Order. Any reservation of rights is deemed null and void. Contractor shall commence the Work described upon execution of this Change Order and shall complete the Work timely based on the accepted schedule, it being understood and agreed that time is of the essence in the completion of each schedule milestone.*

## CHANGE ORDER AGENDA FOR CONSTRUCTION COMMITTEE

<b>CHANGE ORDER NO. 22</b>	<b>AMOUNT \$986,928.84</b>	Extension Of Time (Subst.):	0 Days
		Extension Of Time (Final):	0 Days
CONTRACT NO. & DESCRIPTION:	BP-S00132-MCO, S. Terminal C PH 1 – Baggage Handling System (DBOM) Self Baggage Drop Pilot	DATE:	5/20/2025
CONTRACTOR:	Vanderlande Industries, Inc.		
A/E:	Vanderlande Industries, Inc.		
DESCRIPTION OF CHANGE TO CONTRACT:			
<p>Provide all labor, materials, and equipment to install two (2) new Self Service Bag Drops (SSBD) units at Check-In C-14 located at Terminal C Ticketing area. Prepare the site location to receive new SSBD units as follows:</p> <ul style="list-style-type: none"> <li>Remove and store five (5) existing GOAA ticketing check-in counter positions located at Terminal C Ticketing Check In C-14.</li> <li>Disconnect, make safe, coil and store existing power and data cables, in place.</li> <li>Disconnect, make safe, and remain in place existing cabling from facility power distribution panels and data connections from switches.</li> <li>Provide required power and data connections, with data cable redundancy, for the operation of the new SITA SSBD units. GOAA to purchase from SITA two (2) new SITA Materna-IPS Flex-go Dual SSBD units (OFE).</li> <li>SITA to install Owner Furnished Equipment (OFE) of two (2) SITA Materna-IPS Flex-go Dual SSBD units at Check-In C 14. Vanderlande to coordinate with SITA for configuration, integration, and coordination of the BHS interface, product commissioning, site acceptance testing, and ORAT.</li> <li>Contractor shall be responsible for any modifications to the current BHS system to support the installation and operation of the two (2) new SSBD units.</li> </ul> <p><b>ADD: \$986,928.84</b></p>			
<i>(NOTE: The language above will be exactly what will appear on the actual Change Order under "Description of Change".)</i>			
REASON FOR CHANGE:			
<p><b>Owner Requested:</b> Vanderlande holds the Design Build Operate and Maintain (DBOM) contract for the South Terminal C Baggage Handling System. GOAA desires to implement the Self Service Baggage Drop Pilot Program utilizing turn-key services from Vanderlande.</p>			
SOURCE OF FUNDS:      Previously approved Capital Expenditure Funds			
Is above change within the intended scope of the original contract?    Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>			
EXPLAIN: The Self-Service Baggage Drop pilot project was originally an Add-Alternate to BP-S00132 that GOAA elected not to proceed with.			
Previously Presented Bulletin(s):	N/A	(Copy Attached)	
Previously Approved Field Change Order(s):	N/A	(Copy Attached)	
Contractor's Original RCO Submission	\$	<b>928,930.56</b>	
GOAA/OAR Estimate	\$	<b>986,928.84</b>	
(a) Change Contract Amount By		\$	<b>986,928.84</b>
(b) Amount of Associated Additional A/E Fees	(Not for Approval / For Info. Only)	\$	0.00
(c) Amount of Associated Additional OAR Fees	(Not for Approval / For Info. Only)	\$	165,120.00

Published By: H. Gordon Duncan  
Reviewed By:

(d) Total Cost Impact of this Change (d = a + b + c)		<b>\$ 1,152,048.84</b>
Is there any potential backcharge to the A/E? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	Omissions	\$ 0.00
	Errors	\$ 0.00
PREPARED BY: H. Gordon Duncan		PHONE: 404-909-5320
<p><i>NOTE: All Agenda Items are to be submitted via Box procedures. The deadline for the agenda items is <b>no later than 3:00 p.m. Tuesdays, two weeks</b> preceding the intended Construction Committee meeting.</i></p>		
GOAA's Financial Auditor: <b>ACCENTURE</b>	Date Received: <b>5/19/2025</b>	Date Review Completed: <b>5/19/2025</b>
	Initials of Reviewer: <b>ZTA</b>	Verification of Funding by Finance: <i>Melvin Martinez</i>



May, 19 2025

Greater Orlando Aviation Authority  
**Attn: Angela Fisher, AOR Technical Director**  
**Hugh Gordon Duncan, Senior Aviation Program Manager**

1 Jeff Fuqua Blvd  
Orlando, FL 32827

Re: Terminal C Integration of Materna Self Bag Drop (SBD) Units

Dear Angela, Gordon,

After a close collaboration with GOAA and SITA, Vanderlande has developed a detailed program for the integration of two (2) dual sided SITA Flex.Go Self Bag Drop (SBD) units at the Orlando International Airport (MCO) South Terminal Complex (STC) ticket lobby.

For this project, it is proposed to integrate the SITA Flex. Go unit, using a 2-step process, meaning Vanderlande will integrate the SITA-IPS unit with SITA kiosks (to be provided by GOAA). Once a passenger has checked in via the SITA kiosks, they will move to the SITA Flex.Go unit to induct their bag into the system.

For this Proposal, Vanderlande will be responsible for providing the complete integration of the units (provided by GOAA), including mechanical, electrical, controls, testing, commissioning, and go-live. Operations and Maintenance are not included in this pricing due to the agreement that SITA-IPS will be providing this scope.

Vanderlande Industries greatly appreciates this opportunity to submit this pricing and ask that you please contact me if you have any questions.

Sincerely,

**Gustavo Torres García**  
Sr. Service Development Consultant  
Mobile : +1 (678) 537 1265

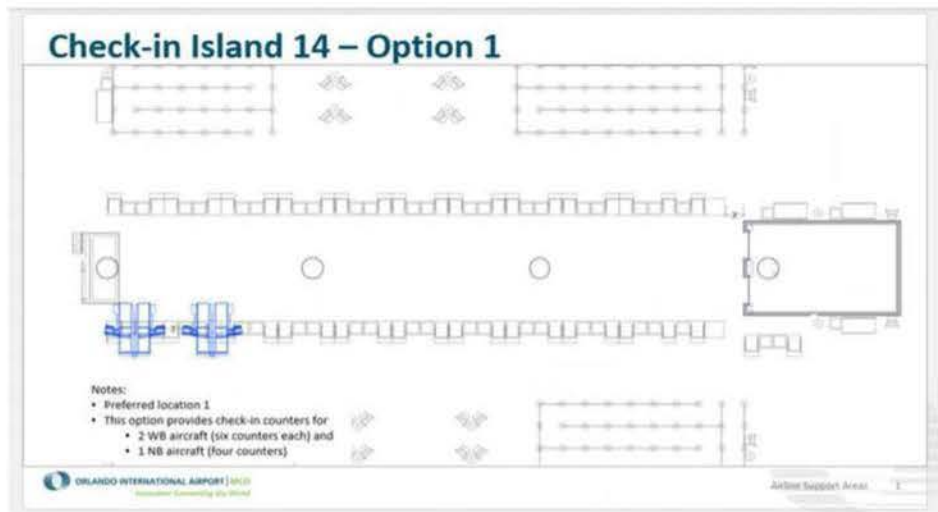
**Vanderlande Industries Inc.**  
3054 Chastain Meadows Pkwy NW, Marietta, GA 30066, USA  
T +1 770 250 2800 | [www.vanderlande.com](http://www.vanderlande.com)



*MOVING YOUR BUSINESS FORWARD*

**A. Layout & Equipment**

Vanderlande has received this layout as proposed location for the installation of the Self Bag Drop units, all engineering, design and on-site work has been developed based in this location which is the most upstream in the collector belts.

**B. Self-Bag Drop Unit.**

SITA-IPS Flex-go Dual, is the equipment considered to be integrated in our proposal per agreement with GOAA.

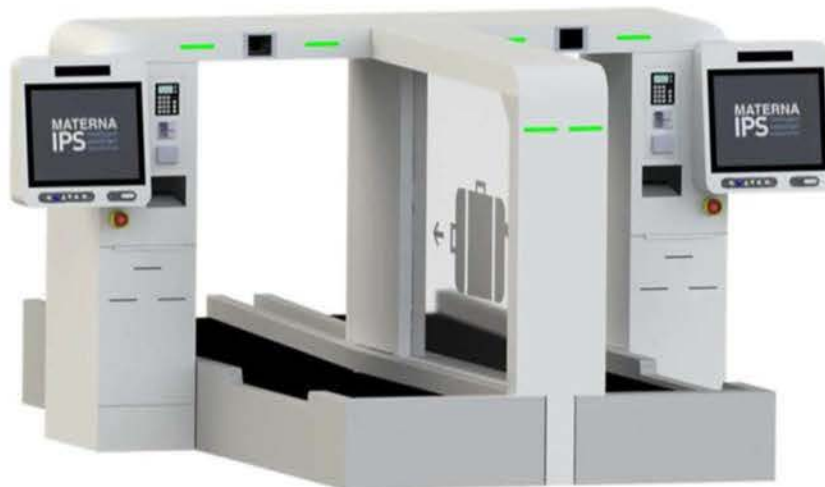


Figure 2 Flex-Go Dual Lane Side Loader Module w/ biometrics, payment, touchless and volumetric [capability](#)

### C. Integration.

Integration efforts and calculations are derived from the coordination meetings with GOAA, SITA-IPS and Vanderlande, using document: **Induction Belt – BHS Interface, Version 1.2 from SITA-IPS.**

#### Main agreements:

- Window reservation is not necessary in BHS programming, SITA-IPS will implement “mini-BHS” logic to dispatch bags into collector belt.
- Safety PLC integration is on Vanderlande scope
- Communication protocol: Profinet
- SCADA modifications based on Section 2.3 of integration document
- Start-stop procedure assumes that Airline representative will be there to support operations.
- SITA will deliver SBD directly to enclosure on site. VI not responsible for logistics.
- VI responsible for building a construction wall to (included in CCC scope)
- VI responsible to include scanning of the ground
- VI to provide power to the SBDs for SITA to use
  - Estop cables (4 - 24v)
  - BHS data cable (4)
  - Network uplink data cable (4) - Ethernet
  - Each lane has its own electrical cabinet (including its own PLC, VFD, etc.)
  - Info below is **per lane** (we have a total of 4 lanes) for each cabinet

#### North America

3-phase power: 220VAC (60Hz) - 4 Amp required<sup>1</sup>

3-phase power: 480VAC (60Hz) - 2.14 Amp required

#### North America

Single phase power: 120VAC (60Hz)

Breaker required per lane: 16 Amp

- VI responsible for electrically connecting and terminating the SBDs inside the units
- VI/SITA to collaborate on the integration & coordination of test flights.
- SITA will provide trouble shooting of the SBD. Airline will notify onsite team and call SITA hotline and/or use same local contact number
- No stainless-steel work/modifications required - SBD offload belt will hang over existing collector belt and comes with tipper
- No VI scope for the existing kiosks
- VI to provide 5 test bags to SITA
- GOAA to provide boarding passes and bag tags

#### D. Schedule

In terms of schedule, Vanderlande estimates complete integration of this scope of work within duration of actual project completion date if contract Proposal is awarded in June 2025.

#### E. Pricing

Pricing for this integration, as shown in the layout above and as described in the scope of work, is **\$986,928.84** and substantiated by the Unit Rate Sheet and backup quotes in [Appendix B](#).

As always, we appreciate the opportunity to further serve GOAA. If you have any questions or concerns, please feel free to reach out to me directly.

#### F. Clarifications & Assumptions

Specific to this project, the scope of work shall include:

- All work and associated cost related to BHS modifications to integrate SSBD units and perform the pilot.
- Electrical work associated to safety circuits requires hardware for Estop devices.
- HMI modifications to incorporate system changes (alarms and status of the area)
- Complete testing and commissioning of all new conveyors.
- Complete record set of drawings after scope is substantially complete.
- All project management, and engineering support required to successfully execute this work.
- Furnishing of test bags and labor for system acceptance.
- All work is to occur on day shifts, 8 hours each, 5 days per week
- Mechanical & Electrical Permits, PE Stamping and costs associated, will be the responsibility Vanderlande.
- Server License, Touchless connect fee & Airline DCS integration is not considered in Vanderlande Scope
- 1 Year Warranty for parts and labor is included.
- Insurance is included.
- This pricing is based in continuity of current suppliers on site, in case of demobilization of current suppliers, additional fees will be incurred.
- This proposal is valid until July 1, 2025.

#### G. Tariffs

New tariff impositions on various countries over the recent months have resulted in direct impacts on VI's material pricing. Vanderlande has included the current and known Tariff costs within its current pricing. However, Vanderlande cannot assume the risk of additional Tariff impositions or increase of existing Tariffs on impacted equipment and materials for this project after the dates of this Proposal. As such, those Tariffs shall be excluded from the pricing and submitted as a change order to GOAA for such additional tariff costs.

**1. CONTENTS**

---

**2. APPENDIX A – Responsibility Matrix..... 6**

**3. APPENDIX B – UNIT RATE SHEET AND BACKUP QUOTATIONS..... 7**

## 1.1 Responsibility Matrix

Item	SITA	Vanderlade	Airline	GOAA
Provision of power supply incl. power sockets		X		
Provision of network access incl. LAN ports		X		
Electrical engineering inside SBD	X			
Electrical engineering outside SBD		X		
Supervision, Decommissioning and Hoarding		X		
Responsibility for the construction site		X		X
Installation support	X			
Physical installation	X	X		
Software installation	X			
Provision of IP interface to the BHS	X			
Adaptation to the collection belt control for the connection and control of the check-in belts of an SBD unit	X	X		
Provision of Consumables (bag tag and or receipt paper)				X
Provision, Hosting and Operation of Servers/VMs				X
Delivery curbside	X			
Provision of a dedicated Project Manager	X	X	X	
Cooperation for the Integration of respective DCS System	X		X	
Provision of test data regarding DCS Integration			X	
Provision of necessary documentation	X	X	X	
Provision of GUI items & text translations (if necessary)			X	
Provision of a contact person for network related items		X	X	X

# 1. APPENDIX B – UNIT RATE SHEET AND BACKUP QUOTATIONS

COST CATEGORY	UNIT RATE	UOM	Total Units	Subtotal	Vanderlande OH&P	Total Price	NOTES
<b>CMR Self Performance Hours</b>							
Program Manager	\$ 356.00	per hour		\$ -	10%	\$ -	
Project Manager	\$ 323.00	per hour	275	\$ 88,825.00	10%	\$ 97,707.50	
Coordination & Integration Management	\$ 277.00	per hour	80	\$ 22,160.00	10%	\$ 24,376.00	
Finance, Support & Accounting	\$ 269.00	per hour	130	\$ 34,970.00	10%	\$ 38,467.00	
Project Procurement	\$ 190.00	per hour	160	\$ 30,400.00	10%	\$ 33,440.00	POC for Mech/Elec/Permits and PE Stamping
Project Planning	\$ 197.00	per hour	60	\$ 11,820.00	10%	\$ 13,002.00	
Shipping Documents	\$ 163.00	per hour		\$ -	10%	\$ -	
Site Management	\$ 262.00	per hour	200	\$ 52,400.00	10%	\$ 57,640.00	
Project Leader Eng.	\$ 244.00	per hour	200	\$ 48,800.00	10%	\$ 53,680.00	
Project Leader Eng. HLC	\$ 285.00	per hour		\$ -	10%	\$ -	
System Engineering & Architecture	\$ 319.00	per hour	200	\$ 63,800.00	10%	\$ 70,180.00	addedSpecial Design Work hours
Simulation/Emulation	\$ 207.00	per hour		\$ -	10%	\$ -	
Coordination Doc. & Manuals	\$ 187.00	per hour		\$ -	10%	\$ -	
Func. Specification LLC	\$ 256.52	per hour	80	\$ 20,521.58	10%	\$ 22,573.74	
Func. Specification HLC	\$ 256.52	per hour		\$ -	10%	\$ -	
Mechanical Engineering	\$ 167.00	per hour	100	\$ 16,700.00	10%	\$ 18,370.00	Permit dwgs for mechanical
Mechanical Specifications	\$ 167.00	per hour	8	\$ 1,336.00	10%	\$ 1,469.60	
Controls Hardware Specification	\$ 224.00	per hour	274	\$ 61,376.00	10%	\$ 67,513.60	
PLC Programming	\$ 224.00	per hour	200	\$ 44,800.00	10%	\$ 49,280.00	
SCADA Programming	\$ 224.00	per hour	120	\$ 26,880.00	10%	\$ 29,568.00	
Computer set up IT	\$ 212.00	per hour		\$ -	10%	\$ -	
HLC Design	\$ 265.00	per hour		\$ -	10%	\$ -	
HLC Build	\$ 265.00	per hour		\$ -	10%	\$ -	
HLC Inhouse test	\$ 257.00	per hour		\$ -	10%	\$ -	
HLC Documentation	\$ 257.00	per hour		\$ -	10%	\$ -	
Site Supervisor Installation	\$ 219.00	per hour	0	\$ -	10%	\$ -	
Safety Manager	\$ 149.00	per hour		\$ -	10%	\$ -	
Site Administrator	\$ 219.00	per hour		\$ -	10%	\$ -	
Site Engineer & Commissioning	\$ 167.00	per hour		\$ -	10%	\$ -	
PLC Commissioning	\$ 224.00	per hour	120	\$ 26,880.00	10%	\$ 29,568.00	
SCADA Commissioning	\$ 224.00	per hour	60	\$ 13,440.00	10%	\$ 14,784.00	
Integration, Testing and Acceptance	\$ 265.00	per hour	60	\$ 15,900.00	10%	\$ 17,490.00	
Training	\$ 172.30	per hour		\$ -	10%	\$ -	
Stand by / Ramp Up Support	\$ 190.00	per hour	20	\$ 3,800.00	10%	\$ 4,180.00	
Service Take Over	\$ 162.00	per hour		\$ -	10%	\$ -	
Spare Parts Lists	\$ 133.00	per hour		\$ -	10%	\$ -	
<b>Total Self Performance Hours</b>				\$ 584,808.58		\$ 643,289.44	
<b>General Conditions</b>							
Warehouse Rentals - Includes forklift lease, pickup truck lease, and flat		Estimate		\$ -	6%	\$ -	
Logistics Warehouse		Estimate		\$ -	6%	\$ -	
Site Office with utilities		Estimate		\$ -	6%	\$ -	
Testing Material - Test Bags		Estimate		\$ -	6%	\$ -	
Office Lease		Estimate		\$ -	6%	\$ -	
Parking on-site (VI Employee) - per person	\$ 1,800.00	Estimate	1	\$ 1,800.00	6%	\$ 1,908.00	1.5 people, \$24.00 per/day
Transport	\$ -	Estimate	1	\$ -	6%	\$ -	
<b>Total General Conditions</b>				\$ 1,800.00		\$ 1,908.00	
<b>Fees</b>							
Travel Expenses							
Domestic Short Trip (3 days)		Estimate		\$ -	0%	\$ -	
Domestic Long Trip (2 weeks)	\$ 4,789.00	Estimate	4	\$ 19,156.00	10%	\$ 21,071.60	Qty (4) - 2 week trips
International Short Trip (3 days)		Estimate		\$ -	0%	\$ -	
International Long Trip (2 weeks)		Estimate		\$ -	0%	\$ -	
Long Apartment		Estimate		\$ -	0%	\$ -	
Freight & Packing		Estimate		\$ -	0%	\$ -	
<b>Total Fees</b>				\$ 19,156.00		\$ 21,071.60	
<b>Subcontractors</b>							
Mechanical Installation	\$ 99,600.00	Lump Sum	1	\$ 99,600.00	6%	\$ 105,576.00	
Electrical Installation	\$ 174,661.89	Lump Sum	1	\$ 174,661.89	6%	\$ 185,141.60	
Controls Network Installation		Estimate		\$ -	6%	\$ -	
ATR Installation		Estimate		\$ -	6%	\$ -	
Surveying		Estimate		\$ -	6%	\$ -	
<b>Total Subcontractors</b>				\$ 274,261.89		\$ 290,717.60	
Permit - Allowance				\$ 20,000.00		\$ -	Building, Mech and Elec permit.
<b>Total Pricing</b>				\$ 880,026.47		\$ 956,986.64	
Bonding				\$ 3,442.20		\$ 3,442.20	3.5% for every \$1000
PE Stamping				\$ 25,000.00	6%	\$ 26,500.00	
<b>Total Change Order Pricing</b>				\$ 928,468.67		\$ 986,928.84	



Consider  
every angle

May 5, 2025

Vanderlande Industries  
1975 West Oak Circle  
Marietta, GA., 30062

Lindsey Estep  
Group Lead, APS Procurement Operations

Orlando MCO STC SBDs.  
CCC Estimate #24-100

Dear Ms. Estep,

Commercial Contracting Corporation is pleased to submit pricing for the above referenced project as per the drawings, equipment list, schedule and written direction provided. The following clarifications and exclusions form an integral part of this quotation and shall be incorporated into any contract or purchase order resulting from this quotation.

**Cost of Proposal: \$99,600.00**

**Clarifications**

- Provide and install 8' high Swiftwall for a 30' x 20' area.
- Removal of (5) existing ticket counters and relocation to onsite storage area.
- Unloading and transporting of SBD units to installation area for installation by others.
- All ticket counter utilities, electrical and networking disconnection will be by other prior to our mobilization to site.
- Our quote is based on a mobilization date during December 2025 and a demobilization date February 2025.
- Our quote is based on a (40) hour work week and does not include overtime.
- Ground Penetration has been included.
- CCC has included one Mobilization and one Demobilization
- All previous inclusion and exclusions apply.

Commercial Contracting Corporation greatly appreciates this opportunity to submit our proposal, and we look forward to hearing from you.  
Any questions please contact me directly

Sincerely,

**David Schultz** | Executive Vice President of Equipment Installation Services  
**COMMERCIAL CONTRACTING CORPORATION**  
Office: 248.209.0531 | Direct: 248.521.8740  
[david.schultz@ccnetwork.com](mailto:david.schultz@ccnetwork.com)

**COMMERCIAL CONTRACTING CORPORATION**  
4260 North Atlantic Boulevard, Auburn Hills, MI 48326 Office 248.209.0500 Fax 248.209.0501  
Email [info@ccnetwork.com](mailto:info@ccnetwork.com) [www.ccnetwork.com](http://www.ccnetwork.com)

Project Tender No. Q543  
Vanderlande- MCO SOUTH TERMINAL  
SELF-BAG DROP SYSTEMS (SBD's)  
EL Installation  
Fixed Price

**From:** Jose Corbino <[jcorbino@jckltd.com](mailto:jcorbino@jckltd.com)>  
**Sent:** Monday, May 5, 2025 2:59 PM  
**To:** Roderick Wegener <[Roderick.Wegener@vanderlande.com](mailto:Roderick.Wegener@vanderlande.com)>  
**Subject:** RE: Quote for MCO STC SBD's Q543

Roderick, thanks for your time this morning. based on our conversation, please see below the proposed price based on the new requirements, considering the scope was increased from 2 power runs to 4, and also, I separated the option to hard wire the estop circuits.

Item	Description	Cost
1	Installation	\$ 83,084.00
2	Terminations	\$ 1,600.00
3	Materials	\$ 53,034.24
4	Hardwired option for Estop	\$ 16,616.80
5	Hardwired options Materials	\$ 10,606.85
6	Mobilization /Demob	\$ 6,920.00
7	Tools/Equipment	\$ 2,800.00
<b>Total cost</b>		<b>\$ 174,661.89</b>

Also, please see below some assumptions:

1. The provided quote is based on the assessment of the available information. However, JCK will not assume any design responsibility for the installation and expects to receive complete installation drawings from VI Engineering.
2. The communication drops to the GOAA network are considered local, with Ethernet cable runs not exceeding 300 feet.
3. The primary method of cable containment considered is the existing tray installed with the current BHS system. The only allowance included is for cable drops from the building panels to the nearest cable tray route if required, the maximum allowance for the additional containment is up to 200'/run.
4. The routing used for quoting purposes assumes connections to panels C1101 for 120VAC and PDP1823 for 480VAC.
5. Items 4 and 5 are required in current system due to the logic connection with the existing safety circuits not feasible and hardwiring is required.
6. JCK will use all reasonable endeavors to mitigate any costs and time impacts that manifest themselves in this respect.

Best regards

**Jose Corbino**  
**JCK USA, Ltd**

## **i. Clarifications and Exclusions**

Where the scope is unclear relating to the works or requirements set out within the documents used for Tender, the following clarifications have been used to develop the tender return price:

### **Assumptions**

#### **General Assumptions:**

- **Project shall be procured as a whole with the requested quotation.**
- **No overlapping with other subcontractors during the installation windows defined for Opt.2 is expected, free access is assumed to the installation areas. Clashing with other subcontractors will be a considered as a constraint with possible schedule/cost impact.**
- Any costs, because of delay during the installation windows will be costed as T&M for the stand down period.
- Responsibility of equipment is JCKs' only once equipment has been signed over to JCK from Vanderlande Industries.
- All design information will be provided at least 2 weeks before the start on site date.
- All equipment is delivered on site (complete activities) at least 1 weeks before the start of the scope of work.
- Material is expected to be delivered to site directly. There is no allowance for the provision or management of any offsite storage facility.
- No Interface to external systems (such as fire alarm or security doors, global estop etc) have been included in our price.
- All equipment is expected to be free issued unless otherwise specified.
- All UPS issued equipment is expected to include the power and control elements.
- There's only engineering allowance for the design of the Electrical quick disconnect solution.
  - Power distribution design is excluded indicating the power source.

#### **Utilities Requirements:**

- Uninterrupted temporary power is available for hand tools at local distribution centers maximum 50ft from the working area.
- Uninterrupted temporary lighting (100 Lux) sufficient to enable people to work and move about safely.
- Lights and fittings should not create any hazard to the working environment.
- There is a continuous fresh air flow.

#### **System Protection:**

JCK has assumed that controlled and segregated access through the system areas shall be implemented by others and that as a consequence third party working within the area shall in the event of any act or omission on their part which causes damage to the work; shall be responsible for any costs arising. Accordingly, there is no specific allowance within the contract sum for implementation of system protection other than the one described in the scope.

#### **Exclusions:**

JCK have excluded the following:

- **Electrical permit cost is not included.**
- As Built Drawings (Excluding Standard Red-Lines)
- Asset Labelling integration.
- All Items not expressly detailed within this quotation and the scope of supply detailed below.
- Fixed Scaffolding required for access/installation/demolition
- Any Force Majeure affecting Labor/Material markets outside of standard inflation (For example Market Crashes, Pandemics, Global Material Shortages, Labor Strikes, Economic Crisis, War, etc)
- All hardware.
- Fire Stopping.
- Caster as a temporary physical mobilization method, instead additional structural support to be added in order to mobilize the equipment with the use of standard lifting equipment or machinery moving skates.
- Our scope of work is limited to provide power to the machines and not to troubleshoot is excluded.
- Our prices are based on supplied locations of PDP1823 for 480VAC run and CC1101 for 120VAC run and location provided island 14.
- Planned to use separate containment system for BHS.
- Only 1 single run of ethernet cable is included per machine.
- Access for 5 hour window during system shutdown.
- Vanderlande to provide design indicating available existing power to be used in the panels.

## Project Charge rates for Change Management

Job Grade	Straight Time	Night shift	Overtime Per Hour
Site Manager	\$94.50		
Technician	\$80.00	\$100.00	\$120.00

We trust we have interpreted your requirements correctly, however if you require any clarification or further information, please do not hesitate to contact the undersigned.

The price quoted represents a lump sum price but does not include local taxation and according to the extent that the goods supplied or services rendered in the performance of the contract are chargeable with tax, the contract price shall be increased by the gross amount of the Tax chargeable thereon.

## CHANGE ORDER AGENDA FOR CONSTRUCTION COMMITTEE

<b>CHANGE ORDER NO. 22</b>	<b>AMOUNT \$1,055,902.30</b>	<b>Extension Of Time (Subst.):</b> 105 Days	
		<b>Extension Of Time (Final):</b> 0 Days	
<b>CONTRACT NO. &amp; DESCRIPTION:</b>	BP-S00132-MCO, S. Terminal C PH 1 – Baggage Handling System (DBOM) Self Baggage Drop Pilot	<b>DATE:</b> 5/20/2025	
<b>CONTRACTOR:</b>	Vanderlande Industries, Inc.		
<b>A/E:</b>	Vanderlande Industries, Inc.		
<b>DESCRIPTION OF CHANGE TO CONTRACT:</b>			
<p>Under project BP-S00132, Vanderlande is to remove and store five (5) existing GOAA ticketing check in counters positions) located at Terminal C Level 3 Ticketing Check In Island 14. Prepare the site location to receive new Self Service Bag Drops (SSBD). Disconnect, make safe, coil and store existing power and data cables, in place. Disconnect cabling from facility power distribution panels and data connections from switches. Cables to be made safe and remain in place. Provide required power and data connections, with data cable redundancy, for the operation of the new SITA SSBD units. GOAA to purchase from SITA two (2) new Materna-IPS Flex-go Dual SSBD units (OFE). Vanderlande with SITA to install the Materna IPS SSBD units at Check-In Island 14, configure, integrate, and coordinate the BHS interface, product commissioning, site acceptance testing, and ORAT. Vanderlande shall be responsible for any modifications to the current BHS system to support installation and operation of the (2) new Materna-IPS Flex-go Dual SSBD units.</p> <p><i>(NOTE: The language above will be exactly what will appear on the actual Change Order under "Description of Change".)</i></p>			
<b>REASON FOR CHANGE:</b>			
Vanderlande holds the Design Build Operate and Maintain (DBOM) contract for the South Terminal C Baggage Handling System. GOAA Information Technology (GOAA I.T.) desires to implement the Self Baggage Drop Pilot Program utilizing turn-key services from Vanderlande. This change order has been submitted as a single source item.			
<b>SOURCE OF FUNDS:</b> Capital Expenditure Fund (CapEx) Health and Safety Renovation ZC-335			
Is above change within the intended scope of the original contract? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>			
<b>EXPLAIN:</b> Original Self Baggage Drop project was deferred during Covid 19.			
<b>Previously Presented Bulletin(s):</b>		(Copy Attached)	
<b>Previously Approved Field Change Order(s):</b>		(Copy Attached)	
<b>Contractor's Original RCO Submission</b>		\$	
<b>GOAA/OAR Estimate</b>		\$	1,055,902.30
<b>(a) Change Contract Amount By</b>			<b>\$ 1,055,902.30</b>
<b>(b) Amount of Associated Additional A/E Fees</b>		(Not for Approval / For Info. Only)	\$ 0.00
<b>(c) Amount of Associated Additional OAR Fees</b>		(Not for Approval / For Info. Only)	\$ 166,600.00
<b>(d) Total Cost Impact of this Change (d = a + b + c)</b>			<b>\$ 1,222,502.30</b>
Is there any potential backcharge to the A/E? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>		<b>Omissions</b>	\$
		<b>Errors</b>	\$
<b>PREPARED BY:</b> H. Gordon Duncan, WSP USA Inc.		<b>PHONE:</b> 404-909-5320	
<i>NOTE: All Agenda Items are to be submitted via Box procedures. The deadline for the agenda items is no later than 3:00 p.m. Tuesdays, two weeks preceding the intended Construction Committee meeting.</i>			
<b>GOAA's Financial Auditor:</b>	<b>Date Received:</b>	<b>Date Review Completed:</b>	<b>Initials of Reviewer:</b>
			<b>Verification of Funding by Finance:</b>

## **Memorandum**

DATE: July 16, 2025

TO: Members of the Aviation Authority

FROM: Scott Shedek, Chair, Construction Committee

### **Item Description**

Recommendation of the Construction Committee for Approval of Change Order(s) to Various Construction Contracts

### **Background**

At its meeting on May 13, 2025, and May 20, 2025, the Construction Committee recommended approval of the change orders, as outlined in Attachment A.

### **Issues**

Description of change for each change order is outlined in Attachment A.

### **Small Business**

Not applicable.

### **Alternatives**

None.

### **Fiscal Impact**

Funding for each change order is outlined in Attachment A.

### **Recommended Action**

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to (1) approve Change Order No. V-S00047-01 for a 59 day extension to Substantial Completion, with funding as outlined in Attachment A; and, (2) approve Change Order No. BP No. S00132-22 for \$986,928.84 and no time extension, with funding as outlined in Attachment A; and, (3) authorize the Chief Executive Officer or an Aviation Authority Officer to execute the change order(s) following satisfactory review by legal counsel.

**Attachment A (Page 2 of 2)**

**Change Order No. BP No. S00132-22**

Construction Committee: May 20, 2025  
Project: South Terminal C, Phase 1 - Baggage Handling System, Design  
Build Operate and Maintain (DBOM)  
Contractor: Vanderlande Industries, Inc. (Vanderlande)

**Amount This Change Order: \$ 986,928.84** (1.04% of Original Contract Price)  
Original Contract Amount: \$ 94,900,000.00  
Previous Change Orders: \$ 63,165,033.31 (66.56%) of Original Contract Price)  
Revised Contract Amount: \$159,051,962.15

Time Extension: 0 Days

Funding Source: Capital Expenditure Funds

Description of Changes: Provide all labor, materials, and equipment to install two (2) new Self Service Bag Drops (SSBD) units at Check-In C-14 located at Terminal C Ticketing area. Prepare the site location to receive new SSBD units as follows:

- Remove and store five (5) existing GOAA ticketing check-in counter positions located at Terminal C
- Ticketing Check In C-14.
- Disconnect, make safe, coil and store existing power and data cables, in place.
- Disconnect, make safe, and remain in place existing cabling from facility power distribution panels and data connections from switches.
- Provide required power and data connections, with data cable redundancy, for the operation of the new SITA SSBD units. GOAA to purchase from SITA two (2) new SITA Materna-IPS Flex-go Dual SSBD units (OFE).
- SITA to install Owner Furnished Equipment (OFE) of two (2) SITA Materna-IPS Flex-go Dual SSBD units at Check-In C 14. Vanderlande to coordinate with SITA for configuration, integration, and coordination of the BHS interface, product commissioning, site acceptance testing, and ORAT.
- Contractor shall be responsible for any modifications to the current BHS system to support the installation and operation of the two (2) new SSBD units.

Reasons for Change: Vanderlande holds the DBOM contract for the South Terminal C Baggage Handling System. GOAA Information Technology desires to implement the SSBD Pilot Program utilizing turn-key services from Vanderlande.