

dormakaba Americas, Airport Solutions AS, 6161 E. 75th Street, Indianapolis, IN 46250

William (Bill) Seibert

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Minot International Airport

Jennifer Eckman

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Minot, ND 58703

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Exit Lanes

Classification: Public

Indianapolis, IN, 12 June 2023

Minot Exit Lane Addition

Dear Jennifer,

On behalf of dormakaba USA Inc., we express our appreciation for the opportunity to supply the following proposal for the exit lane breach control technology for Minot International Airport. It is our intention to provide you with a smooth and expeditious process and a quality product delivered on time and complete. We expect to install and commission our system to your expectations, without concern; leaving you free to manage the total project and have no worries that the dormakaba scope of work is under control.

The following outlines:

- A. Project Description
- B. Scope of Work
- C. Project Specific Terms and Conditions
- D. Exceptions
- E. Product Description
- F. Product Drawing
- G. Pricing
- H. Relevant Experience
- I. Dormakaba General Terms and Conditions of Sale

Please contact me directly with any questions and/or concerns. Thank you once again for your interest in the dormakaba products and services, we look forward to working with you.

Best Regards,

Bill Seibert
dormakaba USA Inc
Business Development Manager
Airport Solutions AS

A. Project Description

1. Dormakaba will furnish and install one (1) PIL-M02 16 Single Exit Lane Breach Control (ELBC) corridors for delivery and installation at Minot International Airport.
2. The system proposed is a configuration consisting of (3) full height automatic doors, two (2) half-height swing gate per lane, with camera sensor technology for intruder and object detection. The similar configuration has been tested and accepted for use without a guard under an amended Airport Security Program (ASP).
3. Product quoted is the manufacturers standard product, terms, and conditions.

B. Scope of Work

1. Dormakaba shall be responsible for:
 - a. Generating shop drawings upon receipt of a purchase order or contract.
 - b. Coordinating shipping by specific method, air or sea freight.
 - c. Provide factory authorized installers and/or an installation supervisor.
 - d. Unpacking all crates delivered to the install area to begin installation.
 - e. Provide support to security and fire integrators for I/O integration
 - f. Assembling all unit components in preparation for operational testing.
 - g. Testing to ensure the units are operable to the specific location
 - h. Provide operations training to owner designated personnel (4 hours).
 - i. Provide PM training to owner designated personnel (4 hours).

2. The buyer, contractor or owner shall be responsible for:
 - a. Approving factory supplied shop drawings when applicable.
 - b. All power, data cabling, and cable connectors to point of installed units.
 - c. All cabling from the airport command center to ELBC unit(s) and I/O points.
 - d. All integration to the airports existing surveillance and fire detection systems.
 - e. Ensuring the floor conditions are smooth, level and free from expansion joints.
 - f. Verifying the slab contains no tension, data or electrical cables or plumbing.
 - g. Receipt, off-loading and storing of the shipment upon receipt at the job site.
 - h. Transporting any crates or crate contents to the installation area.
 - i. Removal of all crates and scrap metals from installation area.
 - j. Any work required to prepare and finish out opening
 - k. Sponsoring unescorted badge applications for technicians with clearance.
 - l. Ensuring there is an approved alternate means of egress in the event of an emergency

Project Specific Terms and Conditions

1. Validity of Quote: 90 days from date of quotation
2. Delivery: ExWorks to jobsite via LTL transportation. All Freight quoted are estimates. Actual charges may vary from the provided freight quote due to things like fuel surcharges, a change in rates, or unknown site-specific delivery requirements.
3. Lead Time: 5 working days after order, technical clarification and drawing approval.
4. Sales Tax: Unless otherwise noted, state and local sales tax are excluded. Please add applicable sales tax or provide a resale certificate issued from the state of destination.
5. Payment Terms: Net 30 days from receipt of a valid invoice
6. Warranty: Warranty is 24 months from installation of product. dormakaba's sole obligation shall be to repair or replace any parts found to be defective during the said guaranteed period.
7. Limitation of Liability: The total liability of dormakaba for all claims of any kind, whether in contract, liability or otherwise, arising out of, connected with, or resulting from dormakaba's performance of breach of this Agreement or services furnished hereunder shall in no event exceed the total purchase price expressed in this Agreement. dormakaba shall not under any circumstances be held liable for loss or profits or revenues, loss of use of product or any other product software, system, or facility, loss of data or information, lack or loss of productivity, interest charges, or cost of capital, cost of substitute product, software, systems, or services, cost of purchases or replacement power, downtime costs. Incidental, special, consequential damages are excluded from coverage under this warranty.

Exceptions:

dormakaba USA Inc. is acting as an equipment supplier to the selected contractor. awarded the contract for the entire scope. dormakaba's Scope of Work excludes any requirements for permits, licenses, bonds, or other fees.

We are submitting this bid subject to our being able to work out a mutually satisfactory definitive agreement as to the parties' obligations under the Specifications. Our submission of the bid is based upon the assumption that is we are the successful bidder, then such a mutually satisfactory, definitive agreement between the parties will be entered into. Subject to the terms and conditions contained in the bid documents and in accordance with our company policy, we would like to include the following:

Except for any (a) damages that the Owner is entitled to recover against Contractor under the [Owner Contract] in proportion to the Subcontractor's share of the responsibility for the delay due to Subcontractor's work, and (b) losses covered by insurance required by this [Subcontract]. Contractor and the Subcontractor mutually waive all claims against each other for consequential damages, including damages for loss of business, loss of financing related to the project, loss of profits not related to this project, loss of bonding capacity, loss of reputation, or insolvency. Notwithstanding anything contained herein and with the exception of gross negligence or willful, wanton, or intentional misconduct, Subcontractor's obligation to indemnify the indemnified parties shall be limited to the amount of (the subcontract value) or (\$2,000,000.00) whichever is greater, which amount the parties agree is an amount with a reasonable commercial relationship to this [Subcontract], provided, however, that the parties agree that this limitation of liability is applicable to uninsured claims only.

Exit Lane Breach Control Description

PIL-M02 16 Exit Lane Breach Technology

Includes:

Passage Width 1120mm (44-1/8")

Three Full-Height Doors

Two Half-height swing gate

Extension at landside for **thrown objects**

3-D Stereo sensor system

Configurable zones

- To assist in limiting false alarms
- To assist in determining threat level

Electrical cabinet within lane

- **No wiring on top of ceiling**

26 Inputs / Outputs for airports to choose

CAN Bus network

Voice module

Safety sensors

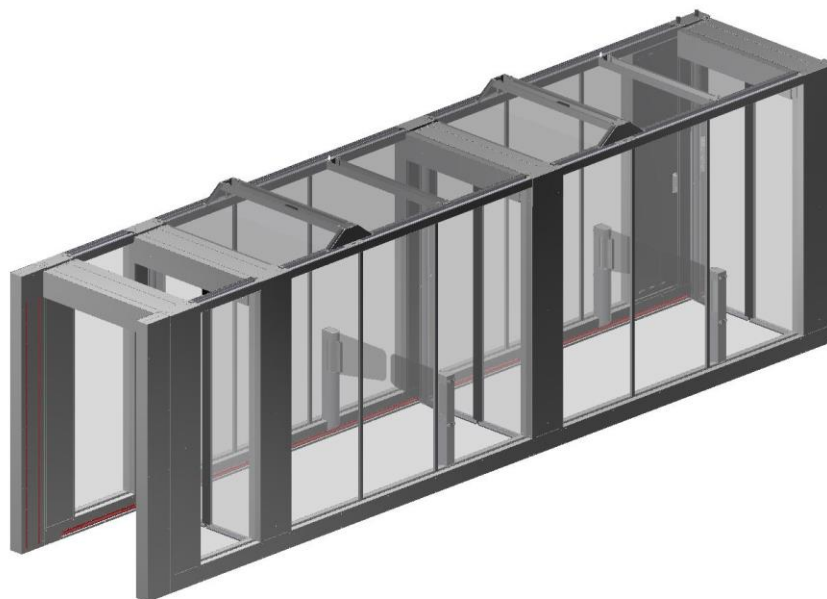
Activation sensors

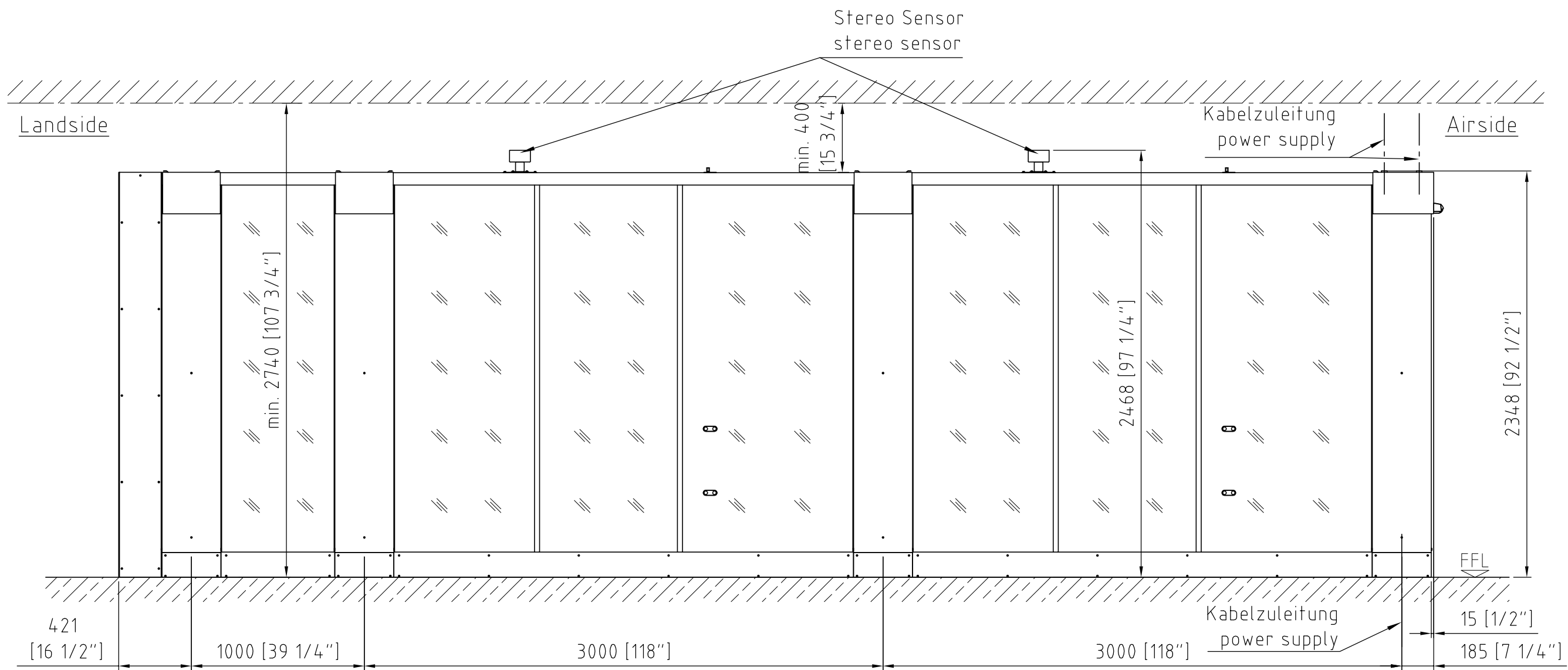
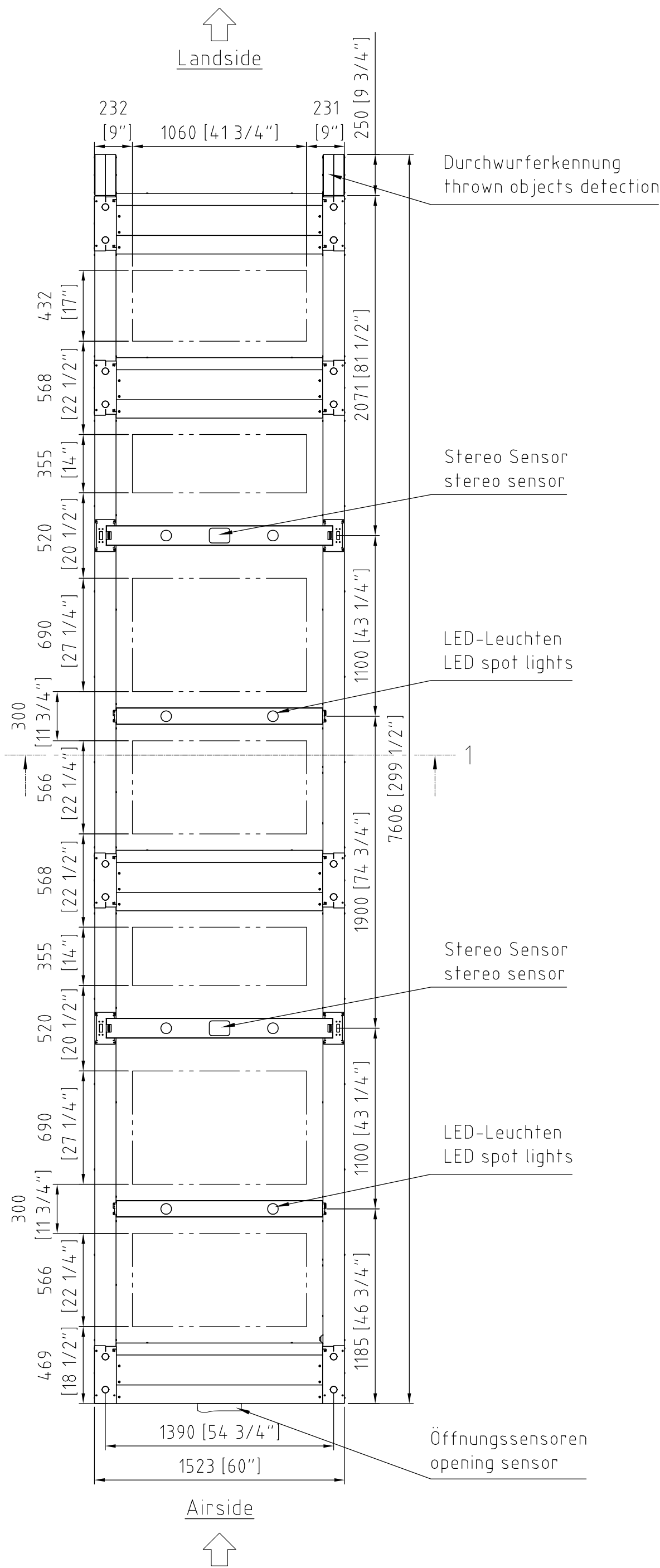
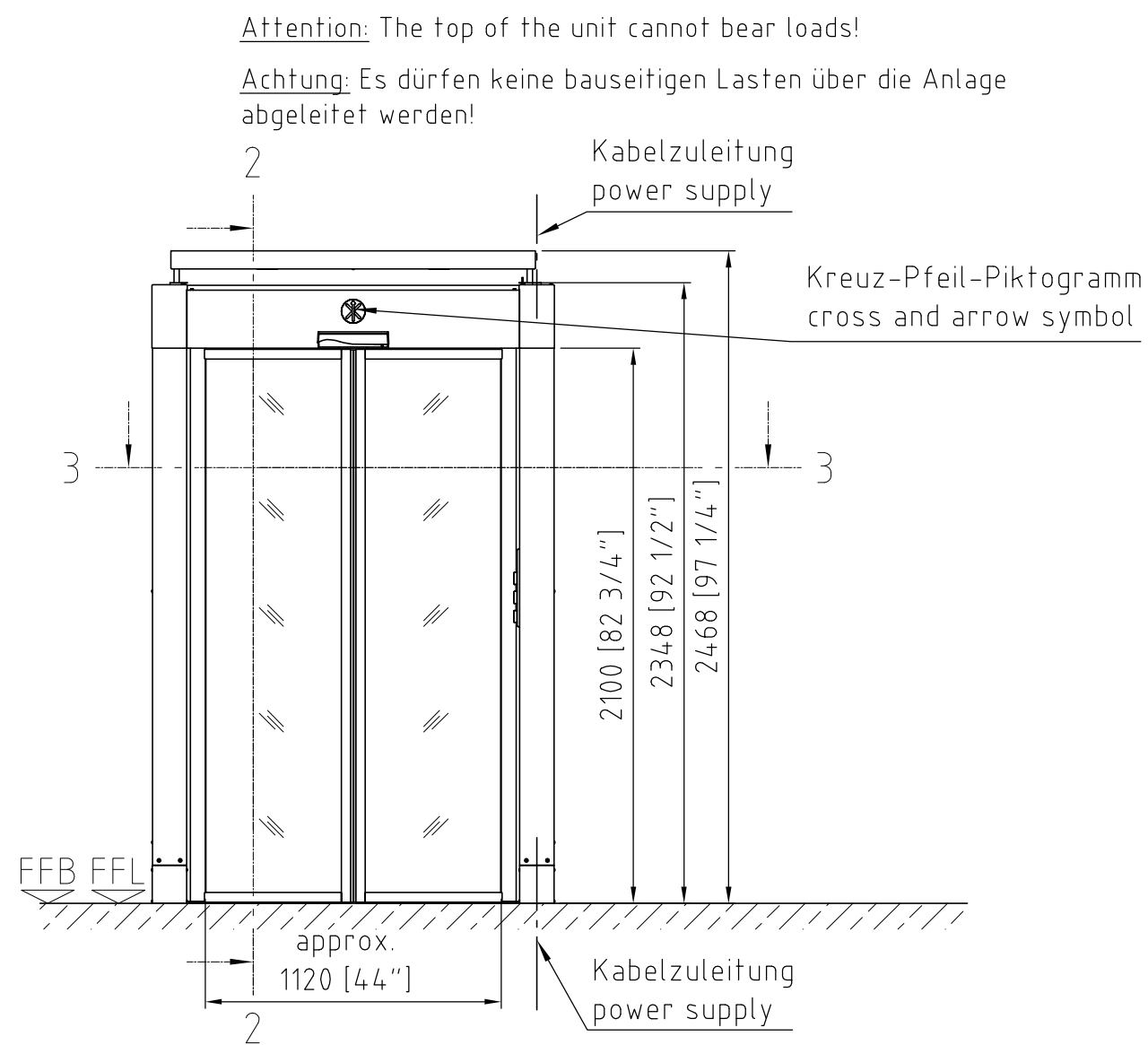
CCTV Camera each lane

Emergency Release Button

Separate drive units to help prevent collusion

Airport Staff Training





Orthos PIL on top
not walkable

Orthos PIL oben
nicht begehbar

1 Orthos PIL-M02 Einzelanlage Var. 3c

- Gesamthöhe: 2468 mm [97 1/4"]
- Gesamtbreite: 1523 mm [60"]
- Antriebe in der Anlage integriert
- Integrierte USV
- Signalanlage (Kreuz-Pfeil-Piktogramm Ø90mm) auf der Luftseite
- Einsperren von Personen wird durch Befreientaster verhindert
- Türöffnung über Sensor auf der Luftseite
- Infrarot Lichtgitter über die komplette Länge der Anlage auf zur Personendetektion und -schutz, als Öffnungssensor sowie zur Erkennung von hinterlassenen Gegenständen (min. > 50x50x50 mm, > ca. [1.97"] x [1.97"] x [1.97"])
- Achtung: bei spiegelnden Böden können Fehlschaltungen auftreten
- Multifunktionsprofil am Boden mit integriertem Lichtgitter und Glasaufnahme
- Multifunktionsprofil oben mit integriertem Kabelkanal und Glasaufnahme
- Oberfläche: Edelstahl geschliffen K 320 / AISI 304
- Montage auf tragfähigem Fertigfußboden

Mannshöhe, zweiflügelige Drehflügeltür

- Portalhöhe: 2348 mm [92 1/2"]
- Durchgangshöhe: 2100 mm [82 3/4"]
- Durchgangsbreite ca.: 1120 mm [44"]
- Verglasung: VSG 6 mm (ANSI Z97.1-2004)
- Nassverglasung Fa. dormakaba

Zweiflügelige, schnelllaufende, halbhöhe Schwenktüranlage

- Gesamthöhe: 900 mm [35 1/2"]
- Flügelhöhe ca.: 900 mm [35 1/2"]
- Durchgangsbreite ca.: 1120 mm [44"]
- Polycarbonat Flügel (klar) mit Einbahnstraßensymbolen

Netzausfallverhalten

- Drehflügeltür Luftseite geschlossen und verriegelt, letzte Bewegung schließen und verriegeln mittels integrierter USV
- alle weiteren Drehflügeltüren: geschlossen und nicht verriegelt, letzte Bewegung schließen mittels integrierter USV, danach Türflügel frei drehbar
- Schwenktüren letzte Bewegung schließen mittels integrierter USV, danach Türflügel frei drehbar

Ausstattungsmerkmale

- Verglasung Seitenwände: VSG 10 mm [0.39"] (ANSI Z97.1-2004), Trockenverglasung vor Ort
- Glasstöße mit Blechstreifen (Edelstahl) abgedeckt und vor Ort versiegelt
- Bürsten an Unterkanten der Türflügel (Bürstenprofil eloxiert C0)
- Gegenrichtungssensor auf Stereobasis
 - Schließen und Alarmierung bei Begehung in Gegenrichtung
- Sprachmodul (Sprache: Englisch)
- Durchwurferkennung von Gegenständen min. Ø100mm, v_{max} 10m/s
- Achtung: bei spiegelnden Böden können Fehlschaltungen auftreten!
- Beleuchtung: 8 LED-Leuchten (je 4W) Ø75 mm je Durchgang
- Bedienung über OPL 05 (Reinigen, Service, Blockieren, Freischalten, Gruppendauerfreigabe Auslass, Dauerfreigabe Auslass) mit Schlüsseltaster für baus. Euro-Halbzyylinder eingebaut im Portalpfosten Luftseite
- Schlüsseltaster Reinigen eingerichtet für baus. Euro -Halbzyylinder eingebaut im Portalpfosten Luftseite
- Schlüsseltaster Service eingerichtet für baus. Euro -Halbzyylinder eingebaut im Portalpfosten Luftseite

Funktionsablauf

- siehe Dokumentennummer: 32214DE Betriebsanleitung

- Kennzeichnung der Verglasung bauseits

1 Orthos PIL-M02 single unit var. 3c

- total height: 2468 mm [97 1/4"]
- total width: 1523 mm [60"]
- integrated drive units
- integrated UPS
- light display on the airside (cross and arrow symbol)
- Set free button to avoid entrapment of pedestrians
- opening sensor on airside portal
- Infrared light grids throughout the length of the corridor in the bottom profile system. Combined functionalities for presence detection, pedestrian safety, door opening and left object detection (min. 50x50x50 mm, approx. [1.97"] x [1.97"] x [1.97"])
- Attention: Reflecting floors may cause false detections of the light grid!
- multifunctional bottom profile with integrated light grids and glass fixing
- multifunctional top profile with integrated cable conduit and glass fixing
- finish: grinded stainless steel K 320 / AISI 304
- installation on load-bearing finished floor level

Full height, two leaf swin g door

- portal height: 2348 mm [92 1/2"]
- passage height: 2100 mm [82 3/4"]
- passage width approx.: 1120 mm [44"]
- glazing: laminated safety glass 6 mm [1/4"] (ANSI Z97.1-2004)
- wet-glazed by dormakaba

Half height, fast moving two-winged swing door

- total height: 900 mm [35 1/2"]
- height of barrier elements approx.: 900 mm [35 1/2"]
- passage width approx.: 1120 mm [44"]
- polycarbonate door leaves (clear) with one-way symbols on airside and landside

Behavior during power failure

- full height swing door airside: closed and locked, last movement is closing and locking through integrated UPS
- all other full height swing doors: closed and unlocked, last movement is closing through UPS, then doorwings freely rotateable
- half height swing doors: last movement is closing through UPS, then doorwings freely rotateable

Features

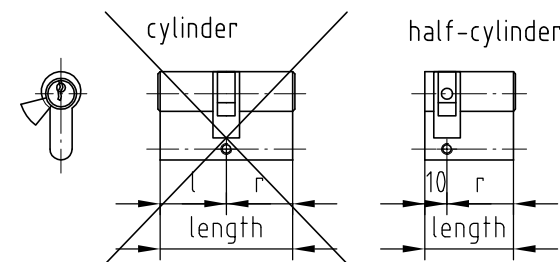
- sidewall glazing: laminated glass 10 mm [0.39"] (ANSI Z97.1-2004), dry glazing on site
- glass joints covered with sheet metal stripes of stainless steel and wet sealed on site
- brushes at the bottom of the door leaves (brush profiles anodized C0)
- stereo sensor for detection of movements in opposite direction
 - closing during alarm/breach alarm
- voice module (language: English)
- thrown objects detection min. Ø100mm [4"], v_{max} 10m/s
- Attention: Reflecting floors may cause false detections of the sensor!
- lighting: 8 LED spot lights (4W each) Ø75 mm per lane
- OPL 05 (cleaning, maintenance, block, release, interlock Mode, continuous release exit) with key switch for customer's Euro half cylinder installed in full height swing door post at the airside
- key switch for cleaning function for customer's Euro half cylinder installed in full height swing door post at the airside
- key switch for maintenance function for customer's Euro half cylinder installed in full height swing door post at the airside

Functional sequence

- see Document number: 32214EN Operation manual

- warning labeling on glazing by others

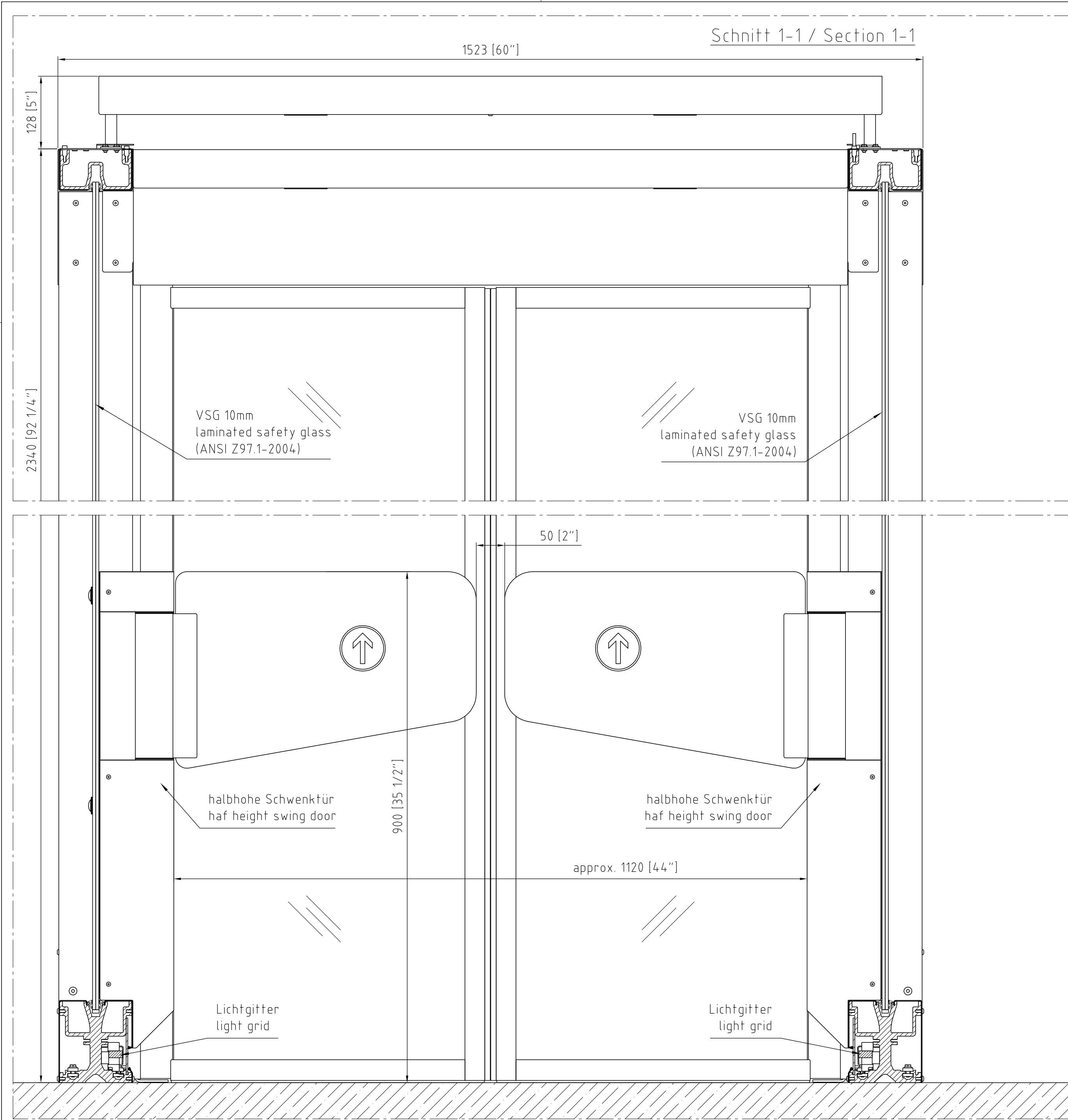
Cylinders by builder					
door section	number of cylinders	Type	length	l	r
key switch (OPL)	1	Half-cylinder	40	10	30
key switch (cleaning)	1	Half-cylinder	40	10	30
key switch (maintenance)	1	Half-cylinder	40	10	30
electrical cabinet	1	half-cylinder	40	10	30



floorfinish in accordance
to DIN 18202 ±2 mm required

Sprinkler
installation Zone

A	Überarbeitung Zeichnung und Texte	15.02.2018	JJH	21.02.2018	BM
-	Dokument erstellt	07.12.2017	JJH	07.12.2017	BM
Index	Änderung	Datum gez	Name gez	Datum gepr	Name gepr
dormakaba 		Kunde			
Kaba Gallenschütz GmbH		Projekt			
Nikolaus-Ortho-Str. 1 Tel. 07223/286-0 D - 77815 Bühl Fax 07223/286-111		Standort			
		Auftrags-Nr.			
Maßstab	Titel	Dokument-Nr.			Blatt 1/4
1:25	PIL-M02_16 single unit var. 3c PW1120	2040362404A			
Schulzvermerk nach DIN ISO 16016 beachten! Zulässige Abweichung für Maße ohne Toleranzangabe: DIN ISO 2768-mK		3D Modell-Nr.		Ersatz für Ersetzt durch	

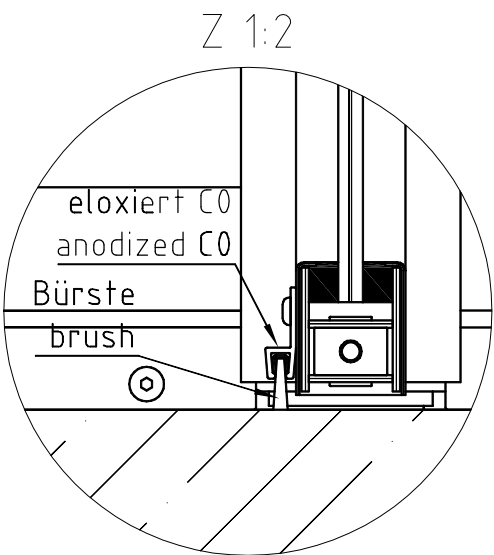
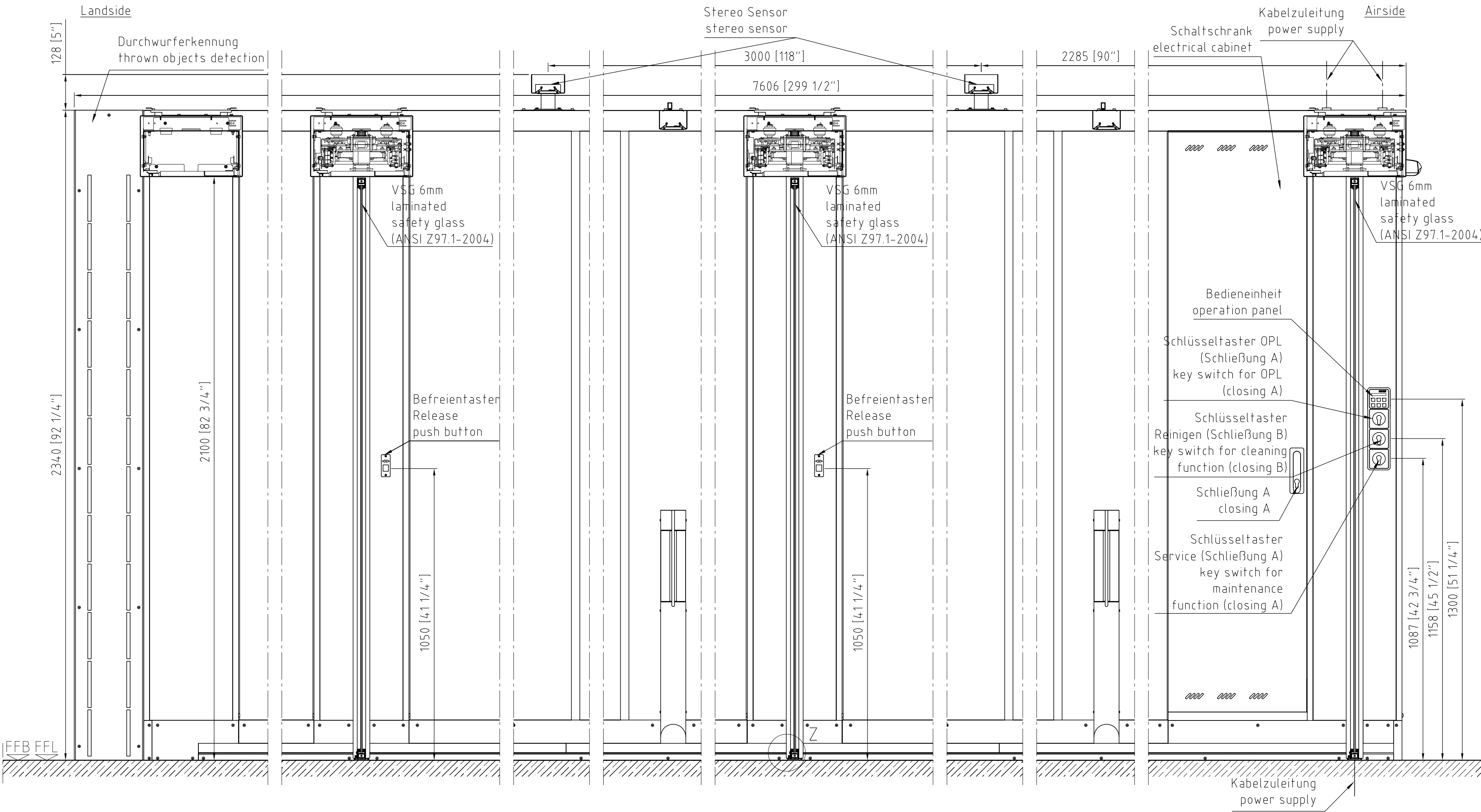


Schnitt 1-1 / Section 1-1

floorfinish in accordance
to DIN 18202 ±2 mm required

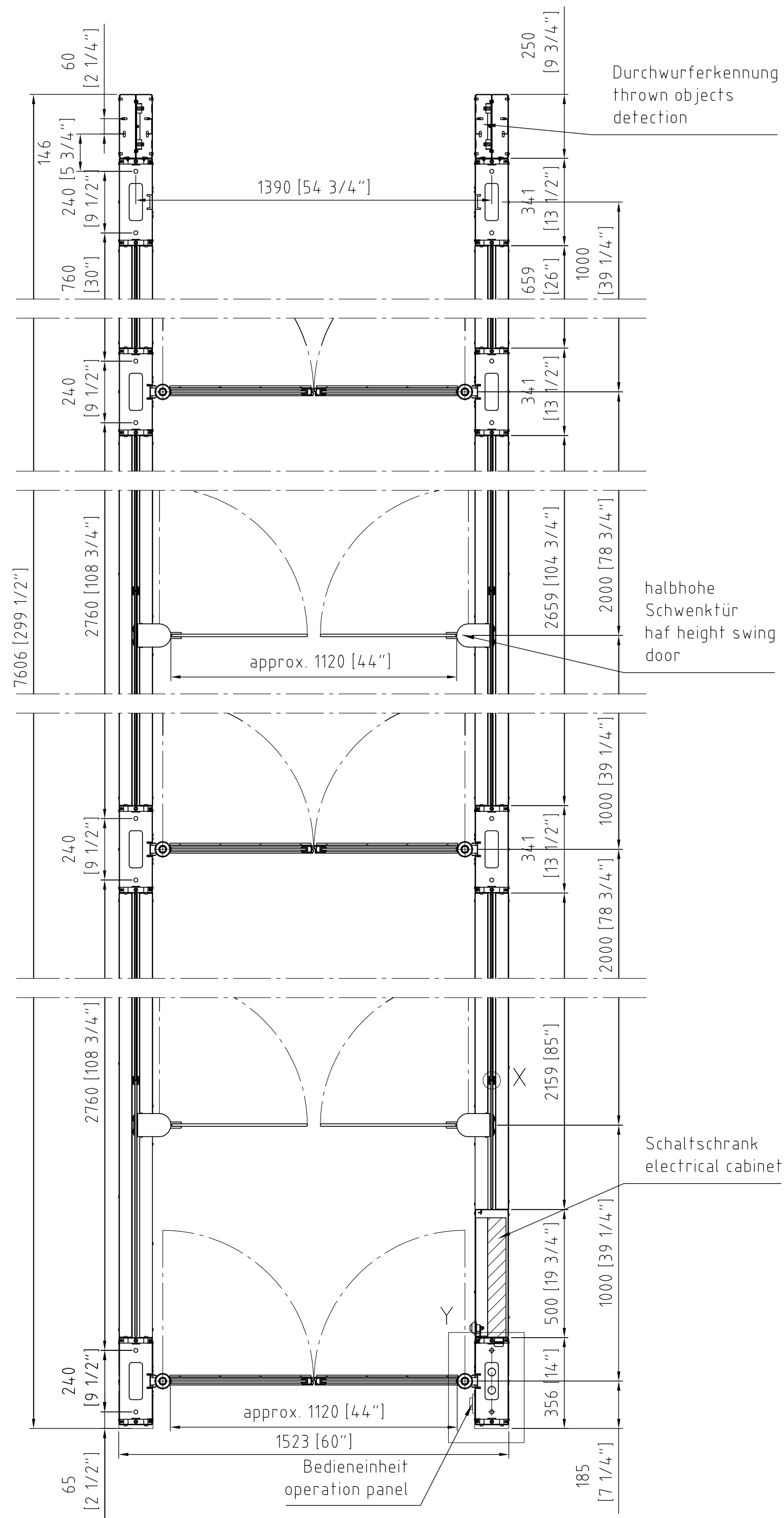
A	Überarbeitung Zeichnung und Texte	15.02.2018	JJH	21.02.2018	BM
-	Dokument erstellt	07.12.2017	JJH	07.12.2017	BM
Index	Änderung	Datum gez	Name gez	Datum gepr	Name gepr
dormakaba Kaba Gallenschütz GmbH Nikolaus-Otto-Str. 1 Tel.: 07223/286-0 D - 77815 Bühl Fax.: 07223/286-111		Kunde			
		Projekt			
		Standort		Auftrags-Nr.	
Maßstab	Titel	Dokument-Nr.			Blatt
1:5	PIL-M02__16 single unit var. 3c PW1120	2040362404A			2/4
Schutzvermerk nach DIN ISO 16016 beachten! Zulässige Abweichung für Maße ohne Toleranzangabe: DIN ISO 2768-mK		Ersatz für			
		Ersetzt durch			

Schnitt 2-2 / Section 2-2

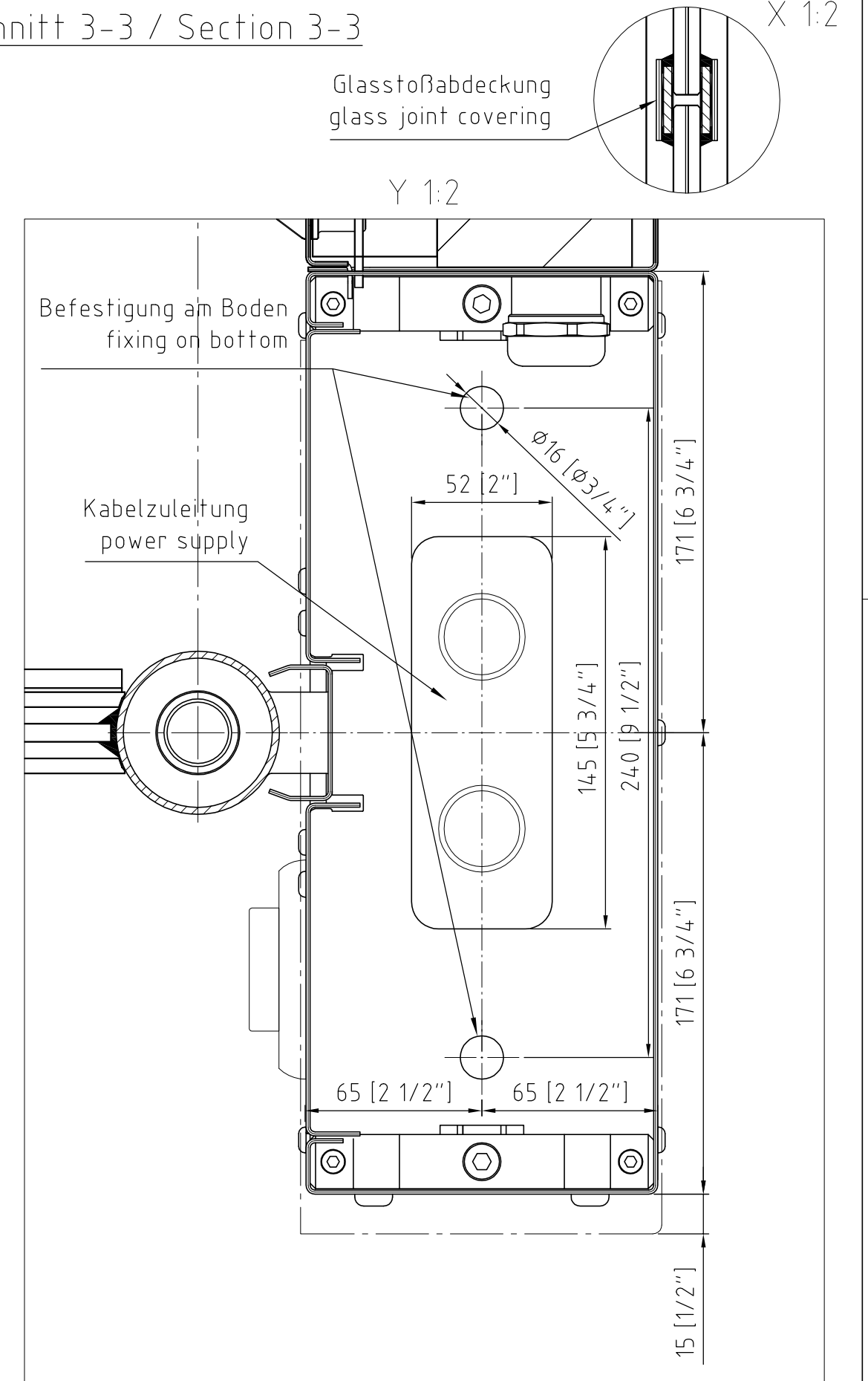


floorfinish in accordance
to DIN 18202 ±2 mm required

A	Überarbeitung Zeichnung und Texte	15.02.2018	JJH	21.02.2018	BM
-	Dokument erstellt	07.12.2017	JJH	07.12.2017	BM
Index	Änderung	Datum gez	Name gez	Datum gepr	Name gepr
dormakaba 		Kunde			
Kaba Gallenschütz GmbH		Projekt			
Nikolaus-Otto-Str. 1 Tel.: 07223/286-0 D - 77815 Bühl Fax: 07223/286-111		Standort		Auftrags-Nr.	
Maßstab	Titel	Dokument-Nr.			Blatt
1:10	PIL-M02_16 single unit var. 3c PW1120	2040362404A			3/4
Schutzvermerk nach DIN ISO 16016 beachten! Zulässige Abweichung für Maße ohne Toleranzangabe: DIN ISO 2768-mK		Ersatz für Ersetzt durch			




Schnitt 3-3 / Section 3-3



A	Überarbeitung Zeichnung und Texte	15.02.2018	JJH	21.02.2018	BM
-	Dokument erstellt	07.12.2017	JJH	07.12.2017	BM
Index	Änderung	Datum gez	Name gez	Datum gepr	Name gepr
<div>dormakaba</div> <div>Kaba Gallenschütz GmbH</div> <div>Nikolaus-Otto-Str. 1 Tel.: 07223/286-0 D - 77815 Bühl Fax: 07223/286-111</div>		Kunde			
		Projekt			
		Standort		Auftrags-Nr.	
Maßstab	Titel	Dokument-Nr.			Blatt
1:15	PIL-M02__16 single unit var. 3c PW1120	2040362404A			4/4
Schutzvermerk nach DIN ISO 16016 beachten! Zulässige Abweichung für Maße ohne Toleranzangabe: DIN ISO 2768-mK		Ersatz für			
		Ersetzt durch			

Airport Solutions Quote

Account #		<div> dormakaba USA Inc. 6161 E. 75th Street Indianapolis, IN 46250 Bill Seibert 704-774-7368 Email: bill.seibert@dormakaba.com</div>		
Customer	Minot International Airport			
Job Name	Exit Lane			
PO or Quote #	AS061223M			
Ship Date	TBD			
Ordered By	Jennifer Eckman			
Today's Date	12-Jun-23			
Ship To				
Minot International Airport				
305 Airport Road				
Minot, ND 58703		Architect:		
		LTL Freight		Air Freight
Part Number	Description	Quantity	Price	Total
PIL-M02 16 3c Single 1120	Exit Lane Breach Control	1	\$76,750.00	\$76,750.00
FRT	LTL Freight	1	\$4,500.00	\$4,500.00
INST	Installation, Commissioning	1	\$17,500.00	\$17,500.00
ADD ALT: 2nd Lane				
	PIL-M02 16 3c Single 1120	1	\$71,000.00	
	Sea Freight	1	\$12,000.00	
	Installation	1	\$17,500.00	
<div></div>			Sub-Total	\$98,750.00
			Taxes	TBD
			Total Amount	\$98,750.00
Special Instructions				
** Throughput is approx. 2,500 PAX / HR / Lane **				
*** Single lane is in warehouse in TX - shipping time 5 Days ***				
Supply chain disruptions:				
Global trade is experiencing delays at all factories and brands at this time. All brands are subject to short notice price increases and long lead times. This is beyond our control and therefore dormakaba and its manufacturing partners are not responsible for any delays or back charges due to project delays caused by the global shipping crisis, and raw materials shortage. Regardless of any Force Majeure or liquidated damages provisions, lead times at this time are estimated and not guaranteed. Should you have questions or concerns, please contact your local sales representative.				

Exit Lane Costs	
Item	Cost
Dormakaba Exit Lane Cost	\$98,750.00
Escorting during Installation	\$971.68
Security Door Monitoring	\$25,240.77
Electrical Work	\$2,000.00
Archkey (Genetec)	\$9,300.00
Contract Time	\$742.20
Badging and Security Training	\$67.00
Tech Work for Installation	\$3,100.00
Supplies (conduit, drywall, framing materials, etc)	\$700.00
Total	\$140,871.65