



180 Brook Street, Suite B&C, Scarsdale, NY 10583
Tel. 914.472.7222 | Fax 914.472.7223

January 3, 2025

Mr. Al Dilello
Assistant Supervisor of Facilities
Yonkers Public Schools
1 Larkin Plaza
Yonkers, NY 10701

Mr. Dilello:

Thank you for this opportunity to quote on some of your Stage Drapery requirements.

I have examined the Stage Draperies in the Auditorium at your Enrico Fermi School and found that you will require the following:

Front Curtain and Front Valance – For the sum of \$9,935.00 we hereby offer to provide and install (2) Front Curtain Panels and 1 Front Valance Panel. This quotation is based on utilizing Inherently Fire-Resistant 22 oz. “Encore” Velour. A 100% Polyester Velour. These draperies will never require re-flameproofing.

These services are available from us on the Southern Westchester BOCES Cooperative Bid 2023-24-C09, Item P4 Frankel Associates.

BOCES Breakdown:

120 Yards of 22 oz. Encore Velour @ \$102.05 = \$12,246.00

Minus BOCES Discount (15%) = - \$1,836.90

Minus Additional Discount = - \$2,250.60

Total Net BOCES Material Price = \$8,158.50

Plus Prevailing Wage Installation = \$1,776.50 (Available on Southampton Bid SPS23-003)

Total Net Installed = \$9,935.00

Installation is available from us on the SPS23-003 Southampton Stage Curtain/Rigging Inspection, Cleaning and Repairs.

Bid Breakdown:

Labor = 10 Man Hours @ \$177.65 = \$1,776.50

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Rear Stage Draperies – For the sum of \$15,975.00 we hereby offer to provide and install (4) Side Curtain Panels, (4) Traveler Curtain Panels and (2) Masking Border Panels. This quotation is based on utilizing Inherently Fire-Resistant “Doral Opaque” with 75% added fullness added for the (2) Front Curtain Panels and (1) Arched Front Valance Panel, and 50% added fullness for the (2) Side Curtain Panels and (2) Rear Curtain Panels. These draperies will never require re-flameproofing.

These stage draperies are available from us on the Southern Westchester BOCES Cooperative Bid 2023-24-C09, Item P4 Frankel Associates.

BOCES Breakdown:

260 Yards of Doral Opaque @ \$85.75 = \$22,295.00

Minus BOCES Discount (15%) = - \$3,344.25

Minus Additional Discount = - \$5,107.55

Total Net BOCES Material Price = \$13,843.20

Plus Prevailing Wage Installation = \$2,131.80 (Available on Southampton Bid SPS23-003)

Total Net Installed = \$15,975.00

Installation is available from us on the SPS23-003 Southampton Stage Curtain/Rigging Inspection, Cleaning and Repairs.

Bid Breakdown:

Labor = 12 Man Hours @ \$177.65 = \$2,131.80

I sincerely hope that we may be of service to you in this matter.

Very truly yours,
Sal Barbera