



850 Main Road, Corfu, New York 14036

Office: 716-741-7416 Fax: 716-706-1403 www.hybridbuildingsolutions.com

**Certified WBE**

November 7, 2025

Bob Parkhurst  
Town of New Haven  
4279 State Route 104  
New Haven, NY 13126

Dear Bob,

Please accept the following proposal for the new cover on your salt storage building.

**New Fabric Cover for 72 feet wide by 50 feet long Coverall Structure**

13.5 ounce Non-Fire-Retardant Elite fabric one- piece "bag" cover

One Fabric Standard End with 2 passive vents

Replacement parts include: ratchets, strapping, PVC, and cambuckles; winches as needed

Erected on site with OSHA certified, factory trained crew utilizing prevailing wages for Oswego County

All equipment and travel expenses included

25 Year Warranty on fabric

Delivered to Site

Sourcewell Awarded

**\$38,434.00**

**Proposal Subject to:**

- Ability of equipment to maneuver in and around perimeter of building safely
- Site and a 20 foot perimeter of the site being level, compacted and drained so equipment can operate safely and effectively
- No electrical, gas or water lines to be worked around. They must be clearly labeled.
- Building to be clear of salt or with a clear path down the middle to the back so equipment can operate safely and effectively

**Not Included in the Above Estimate**

- Taxes (we would require a tax-exempt certificate)
- Associated fees or permits
- Bonding
- Electrical and Heating requirements
- Repair and Maintenance of any structural steel, including pull down pipe
- Replacement parts not mentioned above

*Due to the potential for changes in tariffs and trade regulations, the prices quoted in this contract are subject to adjustment. If there are any increases or decreases in tariffs that affect the cost of materials or services, the contractor reserves the right to modify the contract price accordingly. Any adjustments will be communicated in writing and agreed upon by both parties prior to implementation.*

Miscellaneous parts and materials if needed to complete this installation will be billed at cost plus 20%.

Thank you for this opportunity to provide you with a proposal. Please call us once you have had an opportunity to review it.

Sincerely,

*Mari Louise Merkwa*

Mari Louise Merkwa  
Managing Member  
Cell Phone: 716-544-5872



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### Fabric Building Maintenance Program 2026

Hybrid Building Solutions, LLC, your fabric covered building specialist, is here to help with the maintenance and care of your fabric structure. Contact us today to learn more about our Fabric Building Maintenance Program and how you can prolong the life of your building.

#### Fabric Building Maintenance Program:

- Proper cover tensioning and torque settings
- Inspect all bolt connections for proper torque settings
- Inspect and tension end webbing to proper specifications
- Inspect and tighten all wind bracing cables
- Inspect the fabric and its termination and repair

#### Pricing:

- |                          |            |
|--------------------------|------------|
| • Under 2,400 sq. ft.    | \$4,271.00 |
| • 2401 to 10,000 sq. ft. | \$5,939.00 |
| • 10,001 sq. ft. +       | \$6,947.00 |

#### Please Note:

- Miscellaneous parts and labor for additional repairs not included. Will be billed at cost plus 20%
- Additional travel costs may apply (based on 100 mile radius - \$2.00 per mile thereafter)

#### Additional Notes:

Optional Asphalt Emulsion Spray \$8,505.00.

*\*includes washing of foundation walls with anti alkaline solution*

We recommend that this Maintenance Plan be completed once in the summer following the installation and approximately once every 5 years after that.