
From: Zak Maynard
Sent: 24 June 2014 10:43
To: Katie Bachellier
Subject: RE: Grenfell Tower - price build up

Probably go 50-50 on the face fixed as we would still pocket £100k on that, however the cassette I would probably offer 75-25 as 50-50 would only leave us with £47k gain

Zak Maynard, BSc (Hons)
Commercial Manager

T [REDACTED]
D [REDACTED]

From: Katie Bachellier
Sent: 24 June 2014 09:27
To: Zak Maynard
Subject: RE: Grenfell Tower - price build up

Can we go 50/50 with Harley as it was their cock-up?

Katie Bachellier, BA (Hons)
Senior Estimator

T [REDACTED]
D [REDACTED]

From: Zak Maynard
Sent: 24 June 2014 09:24
To: Katie Bachellier
Subject: FW: Grenfell Tower - price build up

FYI – Funny how their issue takes us to our saving that we offered the client on the face fixed!! Inside knowledge perhaps?

Zak Maynard, BSc (Hons)
Commercial Manager

T [REDACTED]
D [REDACTED]

From: Mike Albiston [<mailto:MikeAlbiston@harleycw.co.uk>]
Sent: 23 June 2014 11:24
To: Zak Maynard
Subject: RE: Grenfell Tower - price build up

Hi Zak

I've been through my cost error on Grenfell Tower and enclose the following to explain what happened.

The original cost for Zinc cladding included in our quotation was **£1,258,803**.

The cost saving for ACM face fix was given as **£576,973** (based on **£1,258,803 - £681,830**)

- However the cost of **£681,830** for face fix ACM did not include for flashings, smoke stops and supports for the crown, whereas the original cost for Zinc did include these.
- Therefore the cost for ACM face fix including those items should be: **£681,830 + £200,380 = £882,210**.
- This would have given a saving of **£376,593** (based on **£1,258,803 - £882,210**)
- The shortfall is **£200,380**

The cost saving for ACM cassette was given as **£419,627** (based on **£1,258,803 - £839,176**)

- The error is the same as the face fix, however the cost used for cassette was more accurate than the face fix which was a bit low.
- This would mean that the shortfall of around **£40,000** less than the above face fix option.

Therefore the cost saving for ACM cassette would be better for Harley as the error is less.

I hope the above makes sense and maybe we could run through this over the phone.

Regards

Mike Albiston
Estimating Manager



Mike Albiston | Estimator
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From: Zak Maynard [ZMaynard@rydon.co.uk]

Sent: 20 June 2014 15:52

To: Mark Harris

Subject: Re: Grenfell Tower - price build up

Hi Mark

A 5% discount is where we need to get to based on a zinc cladding option as the initial benchmark position to draw a line at

We would then look at the savings as post sub contract variations

From our conversations, I was led to believe it was only the face fixed option that was a problem!? Could you advise what your true savings were meant to be and how they were arrived at?

Catch up Monday

Regards

Zak

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From: Mark Harris <Markharris@harleycw.co.uk>
To: Zak Maynard
Cc: Ray Bailey <Raybailey@harleycw.co.uk>; Mike Albiston <MikeAlbiston@harleycw.co.uk>
Sent: Fri Jun 20 11:30:15 2014
Subject: RE: Grenfell Tower - price build up

Hi Zak

We'll be coming back to you with a formal response later today to a number of items below, but in the interim, I need to talk with you about cost.
As already discussed, there was an estimating error at our end when calculating the savings for using ACM. This was unfortunately a six figure sum. Notwithstanding this, we remain committed to the project, and as already stated, we will stand by our bid. However, being totally honest, the additional 5% discount is causing an issue. I've been trying to pass the pain down the supply chain, but having little success.

Can we discuss this further? Is there a compromise that could be agreed?

Sorry to be a pain with this, but thought it best to get out on the table now, rather than have a problem further down the line!

Best regards

Mark Harris
HARLEY

From: Zak Maynard [ZMaynard@rydon.co.uk]
Sent: 18 June 2014 18:30
To: Mark Harris
Cc: Mike Albiston; Simon Lawrence
Subject: RE: Grenfell Tower - price build up

Mark,

Apologies for the delay! I have been writing the below for the last 2 days and keep getting dragged off to do other things. However, I have copy and pasted in to this email:

Further to our meeting on Monday, we confirm the following:

- 1) Your current quotation for the Zinc Cladding option is £3,218,360 for the external envelope works
- 2) We require your lump sum all risk price for the zinc cladding option to be discounted by 5% to £3,057,442
- 3) Savings to be considered by our Client which would be deducted from the above are currently:
 - a) Cladding – Aluminium cassette in lieu of zinc – (£419,267)
 - b) Cladding – Aluminium Face fixed in lieu of Zinc – (£577k)
 - c) Louvre panel located over tilt and turn windows - (£80,074)
- 4) Further savings that our Client have requested we provide
 - a) Windows – Simplified arrangement – TBC
- 5) The Internal Reveals to Windows (Mezzanine Level and above) will be carried out by others. Therefore, we require a saving for the removal of the windows which will also be carried out by others. Current figure within bid is £64,046
- 6) Louvres on the external façade to lower levels need to be included within your quotation and the figure mentioned in item 2) above
- 7) We require an extra over lump sum price for you to provide all your own waste removal
- 8) Extract Fans to be installed within windows will be provided by our M&E Subcontractor. Harley's are to allow for installing in to window

- 9) Windows to be internally beaded
- 10) We confirm your SFS/Curtain walling is to be finished ready for decoration on the inside face of the wall
- 11) Your operatives are to have Asbestos Awareness Training
- 12) Rockwool Duo-slab insulation to be used to ensure Eco Funding secured on the project
- 13) Lifts are to be used for Vertical distribution up the tower between the hours of 9.30am and 3:00pm. Goods Hoist/Gantry Hoist and Mast Climbers to be provided by Rydon. All other unloading and distribution by Harleys
- 14) We attach our TMP for your information
- 15) We attach Appendices B,C D and H which will form part of your order
- 16) We attach our Subcontractor Health and Safety Declaration Form which must be completed and returned before any order can be placed
- 17) We attach our Scaffold and Mast Climber layouts for your information
- 18) Supervisors to be SMSTS as a minimum
- 19) Rigid vehicles for deliveries
- 20) High Viz vests are to be issued by Rydon and will be charged out at standard rate for normal high viz vest
- 21) Storage areas will be made available via the existing garages
- 22) LAD's are £7280 per week. In addition to this would be Rydon Prelim costs such as Supervision, Mast Climbers, Hoists etc should you be directly responsible for any delays caused
- 23) A Collateral Warranty for your design will need to be provided
- 24) As Built drawings and O&M's to be provided as required
- 25) Retention would be 3% and defects period is 12 months
- 26) Mock up panels and samples for the planning process to be provided FOC

Should you have any further queries, please do not hesitate to contact the Simon or myself

Look forward to your response by close of play Friday 20th June

Regards

Zak Maynard, BSc (Hons)

Commercial Manager

T
D

From: Mark Harris [<mailto:Markharris@harleycw.co.uk>]

Sent: 18 June 2014 17:15

To: Zak Maynard

Cc: Mike Albiston

Subject: Grenfell Tower - price build up

Hi Zak

When do you think you will be able to send over a copy of your Grenfell tender build up as discussed at our meeting?

I would like our estimator to go through it, just to make sure that we're all singing off the same hymn sheet!!

Many thanks

Kind Regards



Mark Harris

Commercial Manager



T- [REDACTED]
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