



8/9/2023

Danny Garner
Blount County Sheriff's Office
940 East Lamar Alexander Parkway
Maryville, TN 37804
Phone: 865-273-5000
Cell: 865-712-5230
Email: dgarner@bcso.com

Mr. Garner,

In accordance with your request for a quote, we offer the following proposal as outlined in the Scope of Work for Pod D5.

Scope of Work

Clarifications:

1. Due to underground conduit collapse and conduits filled with debris a new conduit system is included in the proposal.
 - a. The conduits will be installed inside the chase location. Conduits will extend from the chase to the ceiling. Conduits will span the dayroom and extend into the control room.
 - b. We will use a scissor lift to access the ceilings for conduit runs
 - c. From the control room, conduits will be installed within the dropped ceiling area. Access to this area will be by removal of the fiberboard panels. Conduit will be routed down the hallway to the equipment room. I have identified the equipment room on the attached document.
2. New 14 Ga. Wire will be pulled from the lock to the equipment room.
3. The existing terminal boards cannot handle the additional amps.
 - a. We Will remove the existing terminal boards and PLC cables and replace with new terminals, control relays, and individual fusing.
 - b. We will add additional 24VDC power supplies as required for the additional current requirements of the new locks
 - c. We will route 24VDC power to new relays and terminals
4. We will reuse existing PLC and connect new PLC cabling to new terminals and relays
5. We will connect new field wiring from locks to new terminals and relays at head end equipment rooms
6. We will adjust the programed unlock timers and emergency/group release functions in the existing PLC
7. We will test operation of new locks and control relays
8. The proposal assumes we will have an entire unoccupied pod to work in at a time. This will allow our workforce to progress through the project without downtime.



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Materials and equipment will be secured in the work area until the pod is complete.

9. The Door position switch located in the header of the hollow metal frame will be left in place but nonfunctioning. The Wedge is equipped with a magnetic door position switch.
10. Materials will be unloaded and brought directly into the Pod where work is to be performed.
11. Equipment will be unloaded and staged in the Pod where work is to be performed
12. Equipment and materials are to be secured in the Pod when installers are not present.

We Propose to Demolish and Dispose of the Following Materials:

1. 16 (each) Pneumatic locks
 - a. The Pneumatic locks, will be disconnected and disposed of in the facility's dumpster.
 - b. The pneumatic tubing and wiring will be removed from the existing conduits in the hollow metal frames.
2. The lock cover plate and strike plate will be removed
3. 16 (each) Surface-mounted door pulls
4. 16 (each) Demo of old terminals boards and PLC cables

We Propose to Furnish and Install the Following Materials:

1. 16 (each) 12-gauge filler plates at the mortised lock location
2. 16 (each) 12-gauge filler plates at the strike location
3. 16 (each) 12-gauge lock cover plates
4. **16 (each) The Patented Willo Wedge locking System**
 - a. *The Wedge locking system consists of:*
 - i. *Magnetic door position switch*
 - ii. *5020 series Brink lock keyed on one side*
 - iii. *Integrated recessed hand pull*
 - iv. *Patented Tamper Alarm, patent numbers US 10,030,414 B1, US 10,316,546 B1, and US 10,385,587 B1*
 - v. *Patented Gripper, patent number 9,482,030 B2*
 - vi. *The Willo Wedge housing with powder coat finish*
 - vii. *Clean out port*
5. 16 (each) Conduit system from chase to control room then equipment room
6. 16 (each) 14 Ga. Wire from the lock to the equipment room
7. 16 (each) Terminal boards and PLC cabling for locking control system
8. 16 (each) Control relays and individual fusing of the locking control system
9. Additional 24VDC power supplies as required for the additional current requirements of the new locking system
10. Adjustment of programed unlock timers and emergency/group release function in the existing PLC





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The Following Inclusions are given to Further Clarify the Proposal:

1. Scissor lift for conduit installation overhead
2. Testing and commission of materials provided
3. All mobilization, installation, and travel expenses for the scope of work
4. Field measurement and verification trip.
5. Offsite Project Engineering
6. Offsite Project Management
7. Receiving, Unloading, and Distribution of Materials
8. Shipping expense
9. 12 mogul keys
10. 03 Operation and Maintenance Manual
11. 1-year warranty on materials and workmanship, warranty does not cover vandalize or an act of Providence.

The Following Exclusions are given to Further Clarify the Proposal:

1. Ceiling fiberboard tiles
2. Conduit covers
3. Repair or replacement of hollow metal doors or frames
4. Repair or replacement of detention hinges or hinge pads
5. Storage containers
6. Dumpster, waste materials will be disposed of in the facility's dumpster
7. Taxes that may apply
8. Permits, fees, or licenses that may apply
9. Inspections
10. Repair or replacement of any -reused controls equipment such as touch-screens, PLC'S UPS, Hoffman Cabinets, PC', Etc.
11. Bond, bonding can be added at 1-1/4% of the proposal
12. Retainage
13. Prevailing wage rates and union workers
14. Furnishing temporary electric power, water, toilet facilities, and lighting for our installation efforts.
15. Delays entering and exiting the building
16. Removal of the recessed door position switch in the header of the door frame
17. Touching up paint to walls, frames, and doors
18. Finish paint or painting
19. Powe wire, wiring, and termination of the same (Branch power circuits)
20. Grout or grouting
21. Caulk or caulking
22. Security glass and glazing, unless specifically listed
23. Repair or replacement of security hollow metal doors and frames
24. Smoke evacuation from the building
25. Finish/Architectural Hardware or security hardware not listed
26. Any item not specifically listed in this scope letter.



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Pricing, Terms, and Conditions:

Willo proposes to perform the Scope of work outlined above for the sum of \$164,460.00 (One hundred sixty-four thousand, four hundred sixty dollars)

Attached is the Sole Source Letter for the Patented Willo Wedge locking System.

We quote net 30 days, no retainage allowed. A current tax-exempt certificate must be furnished to our Accounting Department if the project is to be tax-exempt. **Our price is good for 30 days from the date of this letter.**

Thank you for considering our Proposal. Please let us know if you would like to begin this work.

Sincerely,

Ryan Childers

Sales & Estimating
714 Willo Industrial Drive, SE
Decatur, AL 35601
Office number: 256-353-7161 X 234
Cell number: 256-580-0166 (Preferred)
Fax number: 256-350-8436
Email: rchilders@willoproducts.com
Website: Willoproducts.com



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Detention Locking Systems & Controls

8-9-2023

Attn. Danny Garner
Blount County Sheriff's Office
Maryville, TN

Re: Willo Wedge Sole Source Letter

Mr. Danny Garner

The Willo Wedge was developed several years ago as a result of discussions with corrections officials who were having major problems keeping inmates secured in their cells. The inmates were able to "pop" or "sheet" the lock and exit their cell, many times coming out on staff or other inmates, creating a dangerous situation and resulting in injuries and fatalities. The Wedge has evolved into a unique product that continues to be a solution to issues in our industry.

The Patented Willo Wedge (see patents below) serves as a surface-mounted lock pocket allowing for increased security without the need for disturbing existing construction. The Wedge however is more than just a lock pocket. It offers unique features that provide additional security and enhance the operational management of the facility. Those unique features include:

- The Wedge is custom manufactured to the existing door, frame, and wall condition insuring a tight fit and eliminating a hiding place for contraband.
- The **Tamper Alarm** (Patents # US 10,030,414 and #10,316,546) alerts the officer on the floor when the lock is not deadlocking properly, by giving an audible alarm and flashing red LED at the door.
- The **additional 1" offset** (Patents #8,528,272 and #11,002,041) created by the Wedge protects the lock bolt and roller bolt from access by the inmate inside the cell.
- The **Gripper** (Patents # US 9,482,030, #10,385,587, and #11,002,041) prevents "sheeting" by pinching and shredding foreign material inserted between the door and frame to prevent the lock from deadlocking.
- The high-intensity LED at each lock shows whether the door is deadlocked (**green** light) or unsecure (**red** light) alerting staff of the security situation as they approach the door.
- The design of the receiver makes it almost impossible for an inmate to pack it with contraband to prevent the lock bolt from deadlocking. In the event they do attempt to pack the cavity of the receiver while the door is open, there is a large void that

would have to be packed before impacting the lock. Also, there is a removable clean-out port at the bottom of the receiver that can be removed without unlocking the door to check for and empty out any debris.

- The door pull is integral to the Wedge and cannot be removed and nothing can be tied to it.
- The Wedge contains a triple biased Magnetic Door Position Switch to monitor the position of the door from the control room and know that the door is securely closed and deadlocked.

The Willo Wedge has been designed and impact tested to 1200 blows of 200 ft. lbs. each. This is twice the requirement set forth by ASTM Test Standard F1450 for a Grade 1 Detention Door and Frame. By supplying the RR Brink 5020 lock used in the testing, we are able to guarantee the total package and provide a warranty on workmanship and parts. Once the Wedge is installed you will have the satisfaction of knowing that your doors are secure and your staff and inmates are protected.

Willo Products Company is the original developer and manufacturer of the Patented Willo Wedge with the Gripper and Tamper Alarm, and we have not authorized the production of this product by any other manufacturer.

The features of the Wedge and the successes experienced by those using it have set this product apart in the industry.

Thank you for your consideration of the Wedge. I am confident this product will be a success for your facility, as it has been for many others.

Sincerely,

Ryan Childers
Sales & Estimating
Willo Products Company
256-353-7161 ext. 277
rchilders@willoproducts.com

THE STATE OF ALABAMA
MORGAN COUNTY

I, a Notary Public, hereby certify that Ryan Childers, whose name is signed to the foregoing instrument or conveyance, and who is known to me, acknowledged before me on this day that, being informed of the contents of the conveyance, he executed the same voluntarily on the day the same bears date.

Given under my hand this 9th day of August 2023



, Notary Public

Print Name PAULA K EVANS

My commission expires: 9-29-2025

