



# AMERICAN TENNIS COURTS, INC.

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July 12, 2016

Mark Acreman  
City of Gulf Shores  
Gulf Shores, AL

Dear Mark,

As requested, we are pleased to offer the following scope of work for the conversion of the four (4) indoor Hydrocourts to outdoor Hydrocourts at the Meyer Tennis Center.

Upon inspection of the courts after the water to the system had been turned on, I found the courts to be uniform in color and moisture. This would reflect that the Hydrocourt system is working properly and the granite screenings should be reused in the project.

We will perform the scope of work as listed in the specifications for the project except for the following:

1. The entire south curb and south fence will not be removed (only a portion)
2. Install sand clay base material over the existing base material elevating the north end of the court 4" to achieve the slope of 1" in 30' to the south
3. Reuse existing Hydrocourt piping, flat panels, water controls, etc. as deemed acceptable by the Contractor and the Owner. New cell liners will be installed.
4. Install the metal halide lighting system instead of the LED. The existing lighting on the two courts is metal halide as are the hard courts. Adding an LED system could cause some players to not want to play on certain courts based on the lighting system. We have experienced this at other facilities. At some point in the future, all the lights on all the Hydrocourts could be converted to LED simply by changing the fixture.
5. Commence the project September 1, 2016 and complete by December 31, 2016.

Total Price: \$275,000.00

## Option 1. Resurfacing of the two Hydrocourts

Additionally, we would recommend resurfacing the existing two Hydrocourts so that all courts will appear and play similar when the project is complete. For the price of \$5,526.00, we will:

1. Remove the existing playing lines and haul off
2. Scrape and remove the dead material from the court surface
3. Install two tons of Hydroblend material on each court
4. Roll and groom the courts to proper playing conditions
5. Install new playing lines

ALABAMA  
FLORIDA  
MISSISSIPPI



GEORGIA  
LOUISIANA  
TENNESSEE

Option 2. Cabanas

Each of the of the existing tennis courts have cabanas between the courts. For the price of \$3,280.00 each (3 will be needed), we will install cabanas between each of the new Hydrocourts.

Thank you for the opportunity to work with the City on this project. If you need any additional information, please call me at the number above. I look forward to hearing from you and working with you.

Sincerely,

*Jeff Nichols*

Jeffrey M. Nichols  
President



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