



Butler Manufacturing™ - a division of BlueScope Buildings North America, Inc.
Roof Group Quote Request
1540 Genessee Street
Kansas City, Missouri 64102
Phone: 816-968-3604
e-mail: wccline@butlermfg.com

October 28, 2025

Tte. GINO STOCK
NAVAL COLLEGE
VALPARAISO

Re: NAVAL COLLEGE / GYMNASIUM
Quote Number: 25-011913 Revision 2a

Dear Tte. Gino Stock:

I would like to thank you for allowing Butler Manufacturing™ a division of BlueScope Buildings North America, Inc. ("Butler") the opportunity of providing you a quote for the above referenced project utilizing our Roof Group. It is our mission to provide you with a comprehensive solution that will result in a mutually successful project.

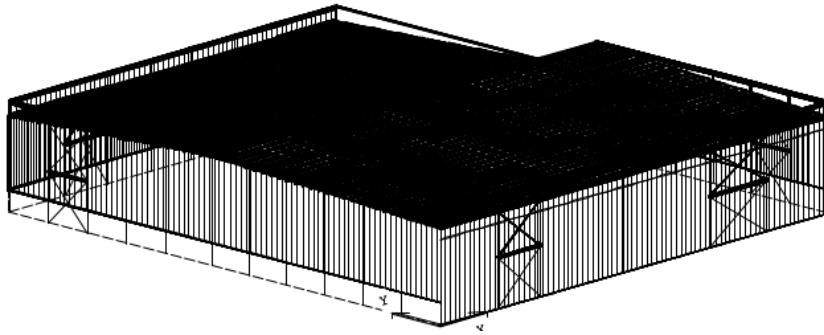
This quotation is intended to conform to the information, quantities, material lists and instructions provided by the builder to Butler on the completed quote request form issued in connection with the NAVAL COLLEGE / GYMNASIUM project and plans and specifications if noted. In the event of conflicting information, the quote will be based on the information provided by the builder on the quote request form. It is the builder's responsibility to ensure that this quote conforms to the plans, specifications, and other information provided to Butler. No representation or warranty, express or implied, is given nor intended to assure that the quoted materials will conform to the plans and specifications and other information provided to Butler.

The following is the basis of our proposal:

This quote is a **FIRM PROPOSAL**. The price is valid on orders received within 30 days of the date on this letter and shipped within 90 days. Material shipping after 90 days of the date of purchase becomes subject to the Escalation Clause clarified below. Pricing will be reviewed and reconciled before shipment. [Any delay in shipment beyond this date not due to Butler's schedule changes may subject this proposal to a price increase. Any quote over 30 days old must be confirmed or re-quoted.](#) It is the Builder's responsibility to review this proposal, to verify its contents, and to advise Butler if there are any corrections or revisions to the loads, dimensions or conditions contained herein. This proposal is subject to the standard TERMS AND CONDITIONS OF SALE as outlined in the Butler Advantage® NXT help system, including those expressly disclaiming implied warranties of merchantability and fitness.

Drawing Files Supplied for Referenced:

GIMNASIO NAVAL 2-18-94.pdf
GIMNASIO NAVAL 6-15-94.pdf



Building Description:

~251 x 237 x 37

TEAR-OFF existing roof and wall panel and replace with MR24 and BR11 panels
Butler is NOT responsible for the review of the existing structure or any modification to the existing structure. It is the responsibility of the Builder or Owner to have the existing structure reviewed by a local engineer to confirm it meets current local code.

Design Parameters: Any information listed below in **RED** was not supplied and is assumed.

- Building code: **IBC18**
- Roof live load: **20** psf
- Ground snow load: **10** psf
- Wind load: **115** mph, Exposure C
- Importance factor: **1.0**
- Building use category: **II**

Butler will take exception to and shall not be bound by any restrictive requirements in specifications and drawings submitted unless such requirements are specifically outlined in this proposal.

Drawing and Letter of Certification Requirements

Approval drawings are required by the Roof Group and are included in this price. Please note that upon issuance of approval drawings to the builder all engineering work will stop. When an approved set of drawings is returned to our office, a shipment schedule will be determined.

Permit drawings are not included in this price. They are available at **\$75 for electronic set. \$250 per paper set.** The request for these drawings must be noted in the purchase order.

Final erection drawings are provided with each order and are e-mailed to the builder's office.

Signed and sealed final erection drawings may be requested at no additional cost. The request for these drawings must be noted in the purchase order. Please specify whether front page only or all drawings need to be sealed.

All drawings are made available on Project View for viewing and downloading.

A letter of certification for loading is available upon request at no additional charge. A request for this letter must be noted on purchase order.

Blanket Insulation required between the new panel and liner panel or secondary.

Roof Only Quote: [Excludes Insulation Pricing \(See below for Insulation ADD\)](#)

Net price: **\$1,146,806** Applicable discounts applied. Freight to the jobsite not included.

Total Weight: **321,140** lbs. EWX: **Jackson, TN**

All material will be Export Packaged and loaded on skids for unloading and travel to job site.

Estimated freight from Jackson, TN to Valparaiso, Chile, Chile: **\$78,309**

(11) 40' Containers (Additional trucks may be needed to transport Insulation to jobsite)

<u>Quantity</u>		<u>Material included in this Quote:</u>
88189	Lbs.	NEW Roof Secondary: Replaces assumed 9.5" existing secondary • 10" eave struts • 10" zee purlins • 25 rows of channel purlin bracing • PG1 clips and EAP2 plates for all connections • ½ x 2 HS Bolts
56273	Sq. ft.	MOD-36 Roof liner panel: • 22 ga. Polyester Interior White stock color • Self-drilling screws for panel-to-structural connection
56273	Sq. ft.	High profile metal over metal (HPMOM) panel support components • 5" support bracket with 1-1/4" fasteners for connection • 3" Z-purlins.
56273	Sq. ft.	MR-24 roof system: • 24 ga. Cool Solar White color panels (Duranar standard finish) • Short panel clips with scrubolts. No thermal spacer blocks • Roles of WMP-50 vapor retarder • R19 (6") Un-faced bottom layer insulation • R11 (3 ½") un-faced top layer insulation
200	Lin. ft.	Expandable ridge (same as roof panel) No liner provided.
440	Lin. ft.	Interior gutter at parapet (stainless steel) Supplied by KCC
18	Each	Collector boxes to connect to 6" PVC Downspouts by others.
180	Lin. ft.	Perpendicular transition (same as roof panel)
310	Lin. ft.	Parallel transition (same as roof panel)
2	Each	Ridge to wall transition. Galvalume only, builder must paint to match panel
480	Lin. ft.	BR11 Parapet backer panel varying height: • Un-punched 26 ga. stock color panel (Standard Duranar Finish) • Self-drilling screws for panel-to-panel connection • Self-drilling screws for panel-to-structural connection • All required edge of panel trims and cap flashing. • R10 (3") WMP VR-R faced insulation
Excluded		5" downspouts (26 ga. stock color) See alternate pricing below.
Excluded		43 ¼" x 120" flat stock (26 ga. stock color) See alternate pricing below.

Option Wall Panel Quote: [Excludes Insulation Pricing \(See below for Insulation ADD\)](#)

Net price: **\$575,064** Applicable discounts applied. Freight to the jobsite not included.

Total Weight: **160,547** lbs. EWX: **Jackson, TN**

All material will be Export Packaged and loaded on skids for unloading and travel to job site.

Estimated freight from Jackson, TN to Valparaiso, Chile: **\$42,737**

(6) 40' Containers (Additional trucks may be needed to transport Insulation to jobsite)

<u>Quantity</u>		<u>Material included in this Quote:</u>
27172	Sq. ft.	Stywall II Fluted wall panel and parapet backer panel: • Un-punched 24 ga. stock color panels • Self-drilling screws for panel-to-panel connection • Self-drilling screws for panel-to-structural connection • All required edge of panel trims. • R10 (3") WMP VR-R faced insulation
37308	Sq. ft.	MOD 36 Wall liner panel Full height (Bottom of roof panel) • Un-punched 22 ga. stock color panels (Polyester White) • Base Angle included • Self-drilling screws for panel-to-panel connection • Self-drilling screws for panel-to-structural connection • All required edge of panel trims. • Grid Line P1 PB to PD • Grid Line PB P1 to P8 • Grid Line P8 PB to PE • Grid Line PE P0 to P8 • Grid Line PD PO to P1
Excluded		5" downspouts (26 ga. stock color) See alternate pricing below.
Excluded		43 1/4" x 120" flat stock (26 ga. stock color) See alternate pricing below.

[NO Warranty is offered for this building:](#) This building is located close to the ocean.
The following finishes are more durable and warranties MAY be offered pending approval.

	Roof Panel	Wall Panel
Duranar Plus finish upgrade:	ADD \$42,951	ADD \$26,347.
Duranar XL finish upgrade:	ADD \$85,901	ADD \$52,693
Duranar XL Plus finish upgrade:	ADD \$128,852	ADD \$79,041

Alternate 1: Downspouts (26 ga. stock color)

5" downspout assembly **ADD \$149.15** and 23.8 lbs. EACH

- One 10' pipe
- Two 45 degree elbows
- One 75 degree elbow and attachment

5" x 10' downspout pipe **ADD \$50.59** and 12.5 lbs. EACH

Alternate 2: Flat stock **galvalume**

1. **26** ga. 43 1/4" x 120" **ADD \$78.35** Net Price and 28 lbs. Per Sheet.
2. 24 ga. 43 1/4" x 120" **ADD \$101.87** Net Price and 35 lbs. Per Sheet.
3. 24 ga. 28 7/8" x 120" **ADD \$72.77** Net Price and 24 lbs. Per Sheet.
4. 24 ga. 22 3/4" x 120" **ADD \$48.99** Net Price and 19 lbs. Per Sheet.

Alternate 3: Flat stock **stock color**

1. **26** ga. 43 1/4" x 120" **ADD \$104.95** Net Price and 28 lbs. Per Sheet.
2. 24 ga. 43 1/4" x 120" **ADD \$120.06** Net Price and 35 lbs. Per Sheet.
3. 24 ga. 28 7/8" x 120" **ADD \$91.68** Net Price and 24 lbs. Per Sheet.
4. 24 ga. 22 3/4" x 120" **ADD \$73.74** Net Price and 19 lbs. Per Sheet.

Roof Curbs: Please contact KCC directly for your roof curb needs:

David Cotner - Estimating Manager



An Employee-Owned Company

2716 Grassland Drive, Louisville, KY 40299

800-382-2872 ext. 1134

502-552-6852 – mobile

dcotner@kccmfg.com

Tally Beck - Project Manager



An Employee-Owned Company

2716 Grassland Drive, Louisville, KY 40299

800-382-2872

502-491-9881 ext. 1106

502-419-0409 – mobile

tbeck@kccmfg.com

Items Excluded: (Unless noted otherwise)

- Applicable taxes
- Seamer rental (See the reference library for the current pricing.)
- Freight for material to jobsite
- Engineering review of existing structure
- Collector boxes
- Scuppers
- Downspouts
- Flat stock
- Curb support.
- Counter flashings.
- Roof accessories (ex. curbs, pipe flashing...unless noted otherwise)
- Any item not specifically listed as "included" above.
- Soffit or wall material
- Insulation
- Submittals (\$1,000 per set) – including but not limited to:
 - Specific material safety data sheets
 - Product samples
- Warranty fees
- Labor / Erection
- Cost of job site visits by any Butler personnel.

Errors and Omissions:

If there should be any discrepancies, omissions and or changes in scope, please advise Butler so that this quote can be corrected. Otherwise, adjustments will be made when Butler receives the order, after being screened and before final pricing.

Clarifications:

- Force Majeure. Neither Butler nor Buyer shall be liable to the other for damages nor shall the Quote or Order be terminated, nor a breach be deemed to have occurred because of any failure to perform caused by a "Force Majeure". "Force Majeure" means an event such as, but not limited to, fire, earthquake, flood, explosion, casualty, strike, unavoidable accident, riot, insurrection, embargo, war, act of God, inability to obtain labor, materials or supplies, any outbreak of disease, and any governmental regulation, restriction or prohibition, or any other similar cause beyond the parties' reasonable control. Outbreak of disease expressly includes the current Covid-19 pandemic, with the original coronavirus and its iterative variants.
- Please note, any order shipment or delivery dates provided by Butler are preliminary. These preliminary dates are the best estimate that can be provided with the information available at the time the estimate is provided. Preliminary order shipment or delivery dates are subject to change. Butler is not and cannot be held responsible for any claimed damages, direct, liquidated, incidental, special, indirect, or consequential or otherwise, for a delay in shipment or delivery.
- In the event there are any price increases for Goods not manufactured by Butler at any time after date of Order entry and prior to shipment, Butler will notify the Builder of such price increase and may issue a change order for such increase.
- Butler is only providing the roof system material included in this quote. Butler is not providing nor is it responsible for the structural systems, new or existing, upon which the roof system is installed. Additionally, Butler is not responsible for meeting the required building codes related to the structural system supporting the weight of the Butler supplied materials.
- Butler structurals and roof panels are quoted per live load, snow load, wind load (speed) and code supplied by the builder. Loads and codes to be reviewed must be listed on the quote request form. Any loads other than the basic live, snow and wind loads have not been considered. Additional loads can include but are not limited to collateral loads, concentrated point loads, and unusual loads. Venting and fire codes are not reviewed by Butler and are the responsibility of the contractor.
- ***This quote was prepared from drawings/sketches and a quote request form provided by the builder. If the drawings required scaling for any dimension, and the use of undefined or assumed details was required it has been noted as such. If assumptions were required due to an incomplete quote request form, it has been noted as such. Upon receipt of confirmation or should these assumptions change, a price review will be required when the order is sent to Butler for entry.***

- Butler standard products, details, and specifications have been used unless specifically outlined in the component inclusions section above. If non-Butler details are required or if flat stock is required, it must be clearly indicated on the quote request form where the detail can be found in the architectural drawings.
- The new roof system does not provide wind or seismic diaphragm bracing and cannot be used to resist or transfer any such loads.

Escalation Clause:

Escalation Clause: As of the date of this proposal, the steel market is experiencing significant, industry-wide economic fluctuation and may continue to experience the same during the course of the Project. Pricing for the scope of work described in this proposal is based on material and transportation costs that are valid on the date of this proposal. Accordingly, pricing adjustments for increases and decreases in steel material costs will be determined as follows and submitted in the form of a change order to the Customer listed above.:

- a. At three (3) weeks prior to delivery [of each Phase set forth in Schedule] (the "Escalation Date"), Butler Manufacturing will submit a price adjustment change order to Customer for escalation or reduction for each of the following elements:
 - Material fabricated in a BBNA plant (plate steel, roof/wall panels, and light gage girts/purlins) is priced based on the CRU Midwest Index as of the date of this proposal. If the CRU Midwest Index has increased since the date of the proposal, escalation will be calculated by taking the difference between the price of steel on the Escalation Date and the date of the proposal multiplied by the tonnage of that material and marked up 1.11 and de-escalation at 1.0
 - Primary steel and structural steel fabricated in a BBNA plant or an outsource fabricator is priced based on steel mill suppliers, such as Nucor-Yamato, Atlas Tube, or similar supplier. This material will be adjusted by using the difference of the primary/structural steel costs on the date of this proposal and the primary/structural steel cost increases on the date the material is scheduled to be purchased, multiplied by the estimated tons of primary/structural steel and marked up 1.11 and de-escalation at 1.0. A Nucor-Yamato pricing list can be provided for reference.
 - BlueScope Fusion partner supplier materials, including insulation and insulated metal panels (IMP) within the Fusion program, are priced based on the individual supplier's market cost. This material will be adjusted by requesting an updated price from each supplier immediately prior to the date the material is scheduled to be purchased.
 - Other buyout materials fabricated outside of a BBNA plant such as non-Fusion partner supplier's insulated metal panels, bar joists, deck, BRB bracing, etc. are priced based on the individual supplier's market costs. This material cost may be adjusted by requesting an updated price from each supplier one month prior to the date the material is scheduled to be purchased. If the purchased materials produced outside of a BBNA plant are subject to escalation, the cost transferred to Buyer will be marked up 1.11 and 1.0 on de-escalation.

- b. The Customer listed above will confirm and accept the price adjustment change order authorizing Butler Manufacturing to proceed within three (3) business days of receiving the change order from Butler Manufacturing. Butler Manufacturing will not proceed with fabrication of the respective Phase until Customer listed above. has accepted the price adjustment change order. Any failure to accept the change order within three (3) business days may result in delays to the schedule and loss of planned manufacturing slots and further re-pricing.

Custom Colors or Gage:

Custom colors or gage will require 12-14 weeks from the date of receiving purchase order and initial color chip. Within this time frame is a maximum of one week for the customer to receive color chip from Valspar/purchasing, approving it, and sending it back to purchasing. The builder, when placing the order must order any paint for field painting or touch-up. This quote was prepared without a color chip.

The builder will be charged for the reminder of the coil on final billing and will be required to take it as panels or flat stock sheets shipping with the order.

Schedule:

The planned shipment date for this project will be established when an order is entered or upon receipt of the final approval drawings and it is determined to be a "Firm and Clear Order" and all information concerning the project is complete. A "Firm and Clear Order" is one that includes a complete data set, data set sketch (if applicable) and a purchase order. The complete data set sketch includes details and sections of any custom conditions, which are necessary to complete the order properly. Butler assumes shipment of all materials within 4 months from the date of this proposal

Again, thank you for the opportunity to provide you with this proposal. If you should have any questions, please do not hesitate to contact me at 816-968-3604 or e-mail at WCCline@butltermfg.com

Sincerely,

Wesley C. Cline
Senior Estimator

Cc. Roland Lopez, Yixin MU, Paul Buettell, Will Apperson

Payment Terms:

Option 1

- 25% down payment
- 50% one week before the start of material manufacturing, and
- 25% one week before shipment

Option 2

- 25% down payment, and
- 75% through a confirmed and irrevocable letter of credit in favor of Butler de Mexico S. de R. L. de C.V., Lasser 425, Finsa Industrial Park, Monterrey, Apodaca 66600, Mexico.

For specific details refer to attached T&C document in "Spanish" from Roland Lopez