

**Town of Bethany Beach
Purchase Order of \$10,000**

Date of Request: 3/10/22

Vendor Name: ~~411~~ Enhanced Wood Technologies Inc.

Address: 812 S. Riverside
St. Clair MI, 48079

Phone: 1-810-329-4789

Description of Purchase:

Purchase and deliver 686 pieces of 2"x6"x12'
Kebony deck boards to Bethany Beach

Total Cost: \$65,032.80 + shipping
est. \$2,000
\$67,032.80

Account Coding: 30/550-7006

FY2023 Budget

Other Bidders: _____ Amount

Reason for selecting this vendor: exclusive vendor for Kebony
in the US

Contract #: 2022-22

Approved by Council: _____

Contract/Proposal between Town and Enhanced Wood Technologies Inc. to purchase: 686 pieces of 2" x 6" x 12' Kebony deck boards for boardwalk ramps and platforms. .

Purpose of Project and Project Background: To remove and replace remaining decking on the boardwalk ramps and platforms. Locations are as follows: Campbell Place South, (ramp only) Central Boulevard, First Street, and Second Street (ramps and platforms)

Background or Party with Whom the Town would sign the Contract: Enhanced Wood Technologies is the new East Coast distributor of Kebony. Kebony has agreed to a price of \$7.90 per lineal foot for a total cost of \$65,032.80 as opposed to the current market price of \$9.68 or \$79,685.76. Andy Hehl has been the Kebony representative for the last 8 years and has worked diligently with the Town to help obtain the free material over the last three years, estimated at over \$300,000. He also has helped negotiate the lower lineal foot cost for this material.

Time frame to Complete Contract: To be completed by the end of April 2022.

Source of Funding: Capital Funding, 30. 550.7006

Alternatives Considered: N/A