

ever, many other standards may have been adopted for the project; the project consultant should be able to inform the contractor about the organizations. A partial list may include OSHA, Cal-OSHA, ANSI, WRMA, AISI, ASTM and USITT.

Another detail to factor in is the venue. Project site logistics can have a significant impact on rigging sound systems. Give careful consideration to the condition of the job site as well as preliminary installation time lines and potential subcontractor conflicts. Adding a little extra in the quote might keep the project on its allocated budget later on.

One difficult aspect of the bidding process involves the section regarding attachment to structure because it is not feasible to have the structure attachment designed, engineered and then structurally certified before securing the job. One suggestion is to have the venue owner provide the structure attachment points if it is at all possible. Another is to quote a concept but include a

disclaimer stating the attachments have not been structurally certified and may include additional expenses after the awarding of the contract. Do not assume anything with regard to structure; even the strongest looking building

If you intend to quote a custom rigging hardware system, don't forget to include the product liability insurance, product traceability, structural engineering and fabrication costs.

can actually be on the very edge of its load capacity.

An important factor in the bid is liability. The contractor is liable for a safe installation regardless of the specification or blueprints. Be certain the equipment being bid is rated for overhead suspension and that

the design is safe and includes a minimum 5:1 design factor. Product traceability should be stressed, and structural certification should be a part of the bid proposal. Name each one of these things in the proposal; they will be noticed by the management-level assessors who are trying to wade through that pile of unprofessional rigging quotations.

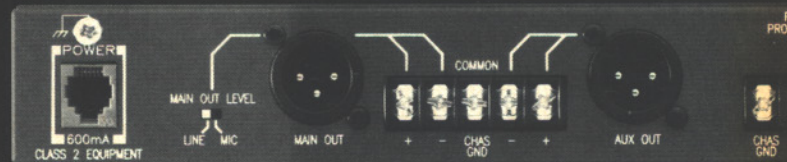
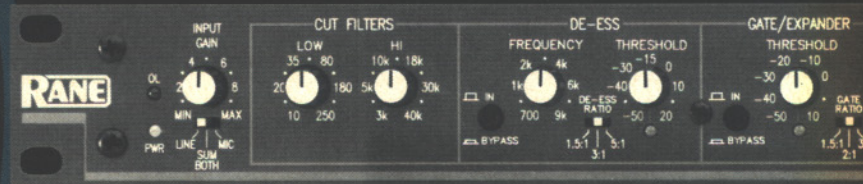
Always address change orders in the bid. The contractor should put a clause in the quote regarding the effects of changes within the scope of the work and changes or omissions in the bid package. This clause might save the contractor in the event of a system re-

design or a building structure that will not accommodate the additional load of the sound system.

Another important paragraph to include is one stating the governing laws of the contract and the intent of the contractor should any legal action be necessary. For example, let the client know you are receptive to arbitration instead of litigation should there be a dispute. Also, don't

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