

PALM BEACH COUNTY
BOARD OF COUNTY COMMISSIONERS
AGENDA ITEM SUMMARY

Meeting Date: May 2, 2017 Consent [X] Regular []
Public Hearing []

Department: Water Utilities Department

I. EXECUTIVE BRIEF

Motion and Title: Staff recommends motion to approve: Change Order No. 2 with R. J. Sullivan Corp. for the Water Treatment Plant (WTP) No. 8 Anion Exchange System Project in the amount of \$197,155 with a 35-day time extension to the final completion date.

Summary: On March 22, 2016, the Board of County Commissioners (BCC) approved the Contract for the WTP No. 8 Anion Exchange System Project (Project) (R2016-0372) with R.J. Sullivan Corp. Change Order No. 2 will provide for the work required to construct structural modifications of the existing lime sludge thickener to correct unsafe conditions caused by inadequate structural support. These modifications require an increase of \$197,155 and 35 calendar days between the substantial completion and final completion dates of the Project. The modifications will be undertaken after substantial completion so that achievement of the beneficial use of the Anion Exchange System will not be interrupted. The Contract provides for SBE participation of 62.98%. The cumulative SBE participation including Change Order No. 2 is 62.66%. R.J. Sullivan Corp. is a Palm Beach County company. This Project is included in the FY 17 Capital Improvement Plan adopted by the BCC. (WUD Project No. 13-022) District 2 (MJ)

Background and Justification: The Water Utilities Department is currently administering a construction project with R.J. Sullivan Corp. for the addition of a 14 vessel Anion Exchange System to WTP No. 8. Change Order No. 2 will increase the structural integrity of the existing lime sludge thickener support. The lime sludge thickener support was not included in the original project and its associated 35-day time extension will be added between substantial and final completion of the Project.

Attachments:

1. Location Map
2. Two (2) Original Change Order No. 2

Recommended By:  APRIL 13, 2017
FOR Department Director Date

Approved By:  4-27-17
Deputy County Administrator Date

II. FISCAL IMPACT ANALYSIS

A. Five Year Summary of Fiscal Impact:

Fiscal Years	2017	2018	2019	2020	2021
Capital Expenditures	<u>\$197,155</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
External Revenues	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Program Income (County)	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
In-Kind Match County	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
NET FISCAL IMPACT	<u>\$197,155</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
# ADDITIONAL FTE POSITIONS (Cumulative)	<u>0</u>	<u>00</u>	<u>0</u>	<u>0</u>	<u>0</u>

Budget Account No.:

Fund 4011 Dept 721 Unit W001 Object 6541

Is Item Included in Current Budget? Yes ☒ No

Reporting Category N/A

B. Recommended Sources of Funds/Summary of Fiscal Impact:

One (1) time capital expenditure from user fees and balances brought forward.

C. Department Fiscal Review: Delia M. West

III. REVIEW COMMENTS

A. OFMB Fiscal and/or Contract Development and Control Comments:

[Signature]
OFMB ET 4/14

[Signature] 4/20/17
Contract Development and Control

B. Legal Sufficiency:

[Signature] 4/26/17
Assistant County Attorney

C. Other Department Review:

Department Director

This summary is not to be used as a basis for payment.

Attachment 1-Location Map



CHANGE ORDER

**PROJECT: WATER TREATMENT PLANT NO. 8 ANION EXCHANGE
WATER UTILITIES DEPARTMENT PROJECT NO. WUD 13-022
DISTRICT NUMBER: 2
CHANGE ORDER NO.: 2**

TO (Contractor):	DOCUMENT NO.	R2016-0372
R.J. Sullivan, Corp	CONTRACT DATE:	March 22, 2016
200 W. Camino Real, Ste M	NOTICE TO PROCEED:	April 13, 2016
Boca Raton, FL 33432		
	BUDGET LINE ITEM:	4011-721-W001-6541

You are directed to make the following changes in this contract:

1. Lime Sludge Thickener Support	\$197,155.00
----------------------------------	--------------

Total:	\$197,155.00
--------	--------------

NOT VALID UNTIL SIGNED BY BOTH OWNER AND ENGINEER. SIGNATURE OF THE CONTRACTOR INDICATES HIS CONTRACT HEREWITH INCLUDING ANY ADJUSTMENT IN THE CONTRACT SUM OR CONTRACT TIME, AND NO ADDITIONAL COST OR TIME INDICATED HEREIN WILL BE RELATED TO THIS CHANGE

The Original Contract Sum was	<u>\$12,185,000.00</u>
Net Change by previous Change Orders	<u>\$111,894.64</u>
The Contract Sum prior to this Change Order was	<u>\$12,296,894.64</u>
The Contract Sum will be increased by this Change Order	<u>\$197,155.00</u>
The New Contract Sum indicating this Change Order will be.....	<u>\$12,494,049.64</u>
The Contract Time will be increased by Thirty Five (35) days	<u>35 Days to Final</u>
The Date of Substantial Completion including this Change Order:	<u>December 5, 2017</u>
The Date of Final Completion including this Change Order:	<u>March 10, 2018</u>

Water Treatment Plant No. 8 Anion Exchange

Project No. WUD 13-022

District Number: 2

Contract No. R2016-0372

Change Order No. 2

Execution of this change order acknowledges final settlement of, and releases, all claims for costs and time associated, directly or indirectly, with the above stated modification(s), including all claims for cumulative delays or disruptions resulting from, caused by, or incident to such modification(s), and including any claim that the above stated modification(s) constitutes, in whole or part, a cardinal change to the contract.

MWH/Palm Beach County Water
Utilities Department
CONSTRUCTION MANAGER

P.O. Box 16097
West Palm Beach, FL 33416

Address

Signature
John K. Evans

DATE

R.J. Sullivan, Corp.
Project Manager
CONTRACTOR

200 W. Camino Real, Ste. M
Boca Raton, FL 33432

Address

Signature
Will Pulsford, Project
Manager

DATE

Palm Beach County
Board of County Commissioners
OWNER

301 N. Olive Avenue
West Palm Beach, FL 33401

Address

Signature
Paulette Burdick, Mayor

DATE

JCS

Globaltech
PROJECT MANAGER

6001 Broken Sound Pkwy NW
Ste. 610
Boca Raton, FL 33487

Address

Signature
Troy L. Lyn, P.E.

DATE

Approved as to Form and Legal Sufficiency

By: _____
County Attorney

Attest: Sharon R. Bock, Clerk and Comptroller

By: _____
Deputy Clerk

(EXCLUDING OWNER
INITIATED ITEMS)

CHANGE ORDER ADDITIONS/DELETIONS SUMMARY

PROJECT:	Water Treatment Plant No. 8 Anion Exchange	APPROVAL LIMITS:						
CONTRACTOR:	RJ. Sullivan Corp.	DEPARTMENT HEAD		CONTRACT REVIEW COMMITTEE		DEPARTMENT HEAD PLUS CONTRACT REVIEW COMMITTEE		
PROJECT NO.:	WUD 13-022							
RESOLUTION NO.:	R2016-0372	(Amount)	(Days)	(Amount)	(Days)	(Amount)	(Days)	
DATE APPROVED:	March 22, 2016	INDIVIDUAL C.O.	\$50,000.00	30 Days	\$100,000.00	90 Days	\$100,000.00	N/A
CONTRACT AMOUNT:	\$12,185,000.00	CUMMULATIVE C.O.	\$100,000.00	30 Days	\$200,000.00	120 Days	\$200,000.00	N/A

			DEPARTMENT HEAD		CONTRACT REVIEW COMMITTEE		TOTAL DEPT. HEAD & CONTRACT REVIEW COMM.		BOARD OF COUNTY COMMISSIONERS		TOTALS
C.O. #	DATE APPROVED	NET CHANGE	(ADDS PLUS DEDUCTS) AMOUNT	DAYS	(ADDS PLUS DEDUCTS) AMOUNT	DAYS	(ADDS PLUS DEDUCTS) AMOUNT	DAYS	(ADDS PLUS DEDUCTS) AMOUNT	DAYS	
01	Pending	\$111,894.64	\$0	0	0	0	\$0	0	\$111,894.64	61	\$111,894.64
02	Pending	\$197,155.00	\$0	0	0	0	\$0	0	\$197,155.00	*35	\$197,155.00
TOTAL	Pending	\$309,049.64	\$0	0	0	0	\$0	0	\$309,049.64	61 *35	\$309,049.64

- Notes:
- 1. Net Change reflects the net amount of additions plus deductions.
 - 2. Adds plus Deducts reflects the net value of unrelated changes for use in determining the approval authority for the Change Order.
 - 3. Liquidated Damages = \$ 2,000 (After Substantial Completion) and = \$ 1,000 (After Final Completion).
 - 4. *Days added to Final Completion

Change Order No. 2 Summary and Categorization

WUD Project No. 13-022: Water Treatment Plant No. 8 Anion Exchange

Contract No. R2016-0372

C.O.	C.O.	Scope of Work	Additions	(Deletions)	Net Change	Time
#	Code					
2	O	Lime Sludge Thickener Support	\$197,155.00		\$197,155.00	35 Days*
Total			\$197,155.00		\$197,155.00	*35 Days to FC

CHANGE ORDER CATEGORIZATION CODE

- | | |
|---|---|
| O | Owner Initiated |
| D | Differing Site Conditions |
| * | Time extended between substantial completion and final completion |

PARTICIPATION BY M/WBE SUBCONTRACTORS

Name, Address and Phone Number of SBE / MWBE	Type of Work To Be Performed	Subcontract Amount			
		Black	Hispanic	Women	Other (Please Specify)
R.J. Sullivan Corp. 200 W. Camino Real, Suite M Boca Raton, FL 33432 (954) 938- 8986					<u>SBE - \$54,425</u>
Totals		<u>\$ 0.00</u>	<u>\$0.00</u>	<u>\$ 0.00</u>	<u>\$54,425</u>

Original Contract Amount	\$12,185,000.00	Original Participation	\$7,675,000.00	Percent Participation	62.98%
Current Contract Amount	\$12,296,894.64	Current Participation	\$7,774,531.00	Percent Participation	63.22%
Adjusted Contract Amount	\$12,494,049.64	Adjusted Participation	\$7,828,956.00	Adjusted Percent Participation	62.66%

M/WBE

OSBA SCHEDULE 2
LETTER OF INTENT TO PERFORM AS AN SBE-M/WBE

This document must be completed by ALL SBE-M/WBE's and submitted with this bid packet. Specify in detail, the particular work items to be performed and the dollar amount and/or percentage for each work item. SBE credit will only be given for items which the SBE-M/WBE's is certified to perform. Failure to properly complete Schedule 2 will result in your SBE participation not being counted.

PROJECT NUMBER: WUD-13-022 PROJECT NAME: WTP #8 Anion Exchange System

TO: R. J. Sullivan Corp.
(Name of Prime Bidder)

The undersigned is certified by Palm Beach County as a - (check one or more, as applicable):

Small Business Enterprise X Minority Business Enterprise _____

Black _____ Hispanic _____ Women _____ Caucasian _____ Other (Please Specify) _____

Date of Palm Beach County Certification: _____

The undersigned is prepared to perform the following described work in connection with the above project. Additional Sheets May Be Used As Necessary

Line Item/ Lot No.	Item Description	Qty/Units	Unit Price	Total Price/ Percentage
	Change Order No. 2	1	\$54,425	\$54,425

at the following price or percentage _____
(SBE Prime or Subcontractor's Quote)

and will enter into a formal agreement for work with you contingent upon your execution of a contract with Palm Beach County.

If undersigned intends to sub-subcontract any portion of this job to a certified SBE-M/WBE or a non-SBE subcontractor, please list the name of that subcontractor and the amount below.

Price or Percentage _____
(Name of Subcontractor)

The Prime affirms that it will monitor the **SBE-M/WBE** listed to ensure the **SBE-M/WBE** perform the work with their own work force. The undersigned **SBE-M/WBE** Prime or **SBE-M/WBE** subcontractor affirms that it has the resources necessary to perform the work listed without subcontracting to a non-certified SBE or any other certified SBE subcontractors except as noted above.

The undersigned subcontractor understands that the provision of this form to Prime Bidder does not prevent Subcontractor from providing quotations to other bidders.

R. J. Sullivan Corp.

Print name of
SBE-M/WBE Company

By: W. G. Pulsford
(Signature)

W. G. Pulsford

Print name/title of person executing on behalf
of **SBE-M/WBE**

Date: March 10, 2017

INCREASE - DECREASE RIDER #2

To be attached to and form part of Bond Number 929550045 issued by the
Continental Casualty Company as Surety, on behalf of
R.J. Sullivan Corp. of Pompano Beach, FL
hereinafter referred to as the Principal and in favor of Water Utilities Department
of Palm Beach County, FL referred to hereinafter to as
the Obligee, effective the 13th day of March, 2017

In consideration of the premium charged for that attached bond and other good and
valuable consideration it is understood and agreed that effective the 13th day of
March, 2017 and subject to all the terms conditions and limitations of the
attached bond, the penal sum thereof shall be and same is hereby increased

from the sum of Twelve Million Two Hundred Ninety Six Thousand Eight Hundred Ninety Four
Dollars and sixty four cents

Dollars (\$ 12,296,894.64) to the sum of Twelve Million Four Hundred Ninety Four
Thousand Forty Nine Dollars and 64 cents

Dollars (\$ 12,494,049.64).

In no event, however, shall the aggregate liability of the Surety exceed the larger of the
aforementioned sums, It being the intent hereof to preclude cumulative liability.

Signed, Sealed and Dated this 13th day of March 20 17.

Accepted BY:

Principal: R.J. Sullivan Corp.


Casey R. Sullivan, Pres.

BY:

Surety


Continental Casualty Company

BY:

R.Q. Roberts, Jr. Attorney-in-fact

POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That Continental Casualty Company, an Illinois insurance company, National Fire Insurance Company of Hartford, an Illinois insurance company, and American Casualty Company of Reading, Pennsylvania, a Pennsylvania insurance company (herein called "the CNA Companies"), are duly organized and existing insurance companies having their principal offices in the City of Chicago, and State of Illinois, and that they do by virtue of the signatures and seals herein affixed hereby make, constitute and appoint

Martha A Kuveikis, Marsha Lynn Wendt, R Q Roberts Jr, John K Ritenour, Mark A Manfre, Valli S Ritenour, Karen Jones Ireland, Individually

of Longwood, FL, their true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on their behalf bonds, undertakings and other obligatory instruments of similar nature

- In Unlimited Amounts -

and to bind them thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of their insurance companies and all the acts of said Attorney, pursuant to the authority hereby given is hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law and Resolutions, printed on the reverse hereof, duly adopted, as indicated, by the Boards of Directors of the insurance companies.

In Witness Whereof, the CNA Companies have caused these presents to be signed by their Vice President and their corporate seals to be hereto affixed on this 22nd day of October, 2014.



Continental Casualty Company
National Fire Insurance Company of Hartford
American Casualty Company of Reading, Pennsylvania

Paul T. Bruflat Vice President

State of South Dakota, County of Minnehaha, ss:

On this 22nd day of October, 2014, before me personally came Paul T. Bruflat to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is a Vice President of Continental Casualty Company, an Illinois insurance company, National Fire Insurance Company of Hartford, an Illinois insurance company, and American Casualty Company of Reading, Pennsylvania, a Pennsylvania insurance company described in and which executed the above instrument; that he knows the seals of said insurance companies; that the seals affixed to the said instrument are such corporate seals; that they were so affixed pursuant to authority given by the Boards of Directors of said insurance companies and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said insurance companies.



My Commission Expires June 23, 2015

J. Mohr Notary Public

CERTIFICATE

I, D. Bult, Assistant Secretary of Continental Casualty Company, an Illinois insurance company, National Fire Insurance Company of Hartford, an Illinois insurance company, and American Casualty Company of Reading, Pennsylvania, a Pennsylvania insurance company do hereby certify that the Power of Attorney herein above set forth is still in force, and further certify that the By Law and Resolution of the Board of Directors of the insurance companies printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said insurance companies this 20th day of January, 2017



Continental Casualty Company
National Fire Insurance Company of Hartford
American Casualty Company of Reading, Pennsylvania

D. Bult Assistant Secretary

Authorizing By-Laws and Resolutions

ADOPTED BY THE BOARD OF DIRECTORS OF CONTINENTAL CASUALTY COMPANY:

This Power of Attorney is made and executed pursuant to and by authority of the following resolution duly adopted by the Board of Directors of the Company at a meeting held on May 12, 1995:

"RESOLVED: That any Senior or Group Vice President may authorize an officer to sign specific documents, agreements and instruments on behalf of the Company provided that the name of such authorized officer and a description of the documents, agreements or instruments that such officer may sign will be provided in writing by the Senior or Group Vice President to the Secretary of the Company prior to such execution becoming effective."

This Power of Attorney is signed by Paul T. Bruflat, Vice President, who has been authorized pursuant to the above resolution to execute power of attorneys on behalf of Continental Casualty Company.

This Power of Attorney is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of the Company by unanimous written consent dated the 25th day of April, 2012:

"Whereas, the bylaws of the Company or specific resolution of the Board of Directors has authorized various officers (the "Authorized Officers") to execute various policies, bonds, undertakings and other obligatory instruments of like nature; and

Whereas, from time to time, the signature of the Authorized Officers, in addition to being provided in original, hard copy format, may be provided via facsimile or otherwise in an electronic format (collectively, "Electronic Signatures"); Now therefore be it resolved: that the Electronic Signature of any Authorized Officer shall be valid and binding on the Company."

ADOPTED BY THE BOARD OF DIRECTORS OF NATIONAL FIRE INSURANCE COMPANY OF HARTFORD:

This Power of Attorney is made and executed pursuant to and by authority of the following resolution duly adopted by the Board of Directors of the Company by unanimous written consent dated May 10, 1995:

"RESOLVED: That any Senior or Group Vice President may authorize an officer to sign specific documents, agreements and instruments on behalf of the Company provided that the name of such authorized officer and a description of the documents, agreements or instruments that such officer may sign will be provided in writing by the Senior or Group Vice President to the Secretary of the Company prior to such execution becoming effective."

This Power of Attorney is signed by Paul T. Bruflat, Vice President, who has been authorized pursuant to the above resolution to execute power of attorneys on behalf of National Fire Insurance Company of Hartford.

This Power of Attorney is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of the Company by unanimous written consent dated the 25th day of April, 2012:

"Whereas, the bylaws of the Company or specific resolution of the Board of Directors has authorized various officers (the "Authorized Officers") to execute various policies, bonds, undertakings and other obligatory instruments of like nature; and

Whereas, from time to time, the signature of the Authorized Officers, in addition to being provided in original, hard copy format, may be provided via facsimile or otherwise in an electronic format (collectively, "Electronic Signatures"); Now therefore be it resolved: that the Electronic Signature of any Authorized Officer shall be valid and binding on the Company."

ADOPTED BY THE BOARD OF DIRECTORS OF AMERICAN CASUALTY COMPANY OF READING, PENNSYLVANIA:

This Power of Attorney is made and executed pursuant to and by authority of the following resolution duly adopted by the Board of Directors of the Company by unanimous written consent dated May 10, 1995:

"RESOLVED: That any Senior or Group Vice President may authorize an officer to sign specific documents, agreements and instruments on behalf of the Company provided that the name of such authorized officer and a description of the documents, agreements or instruments that such officer may sign will be provided in writing by the Senior or Group Vice President to the Secretary of the Company prior to such execution becoming effective."

This Power of Attorney is signed by Paul T. Bruflat, Vice President, who has been authorized pursuant to the above resolution to execute power of attorneys on behalf of American Casualty Company of Reading, Pennsylvania.

This Power of Attorney is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of the Company by unanimous written consent dated the 25th day of April, 2012:

"Whereas, the bylaws of the Company or specific resolution of the Board of Directors has authorized various officers (the "Authorized Officers") to execute various policies, bonds, undertakings and other obligatory instruments of like nature; and

Whereas, from time to time, the signature of the Authorized Officers, in addition to being provided in original, hard copy format, may be provided via facsimile or otherwise in an electronic format (collectively, "Electronic Signatures"); Now therefore be it resolved: that the Electronic Signature of any Authorized Officer shall be valid and binding on the Company."

PCO #6 - Lime Sludge Thickener Support - Paint Structural Steel Only

Contractor

Superintendent	120 MH @ \$100/MH	\$	12,000
Foreman	120 MH @ \$75/MH	\$	9,000
Laborer	360 MH @ \$50/MH	\$	18,000
Material		\$	3,775
Tax on Material		\$	227
Equipment		\$	2,017
Additional Bond & Insurance		\$	1,938

Subtotal: \$ 46,957

15% Contractor's Overhead & Profit: \$ 7,044

Contractor Total: \$ 54,001

Subcontractors

Supply & Install Structural Steel	\$	105,097
Painting	\$	31,240

Subtotal: \$ 136,337

5% Contractor's Overhead & Profit: \$ 6,817

Subcontractor Total: \$ 143,154

Total: \$ 197,155

G&G Industrial Services, Inc.

P. O. Box 3671
Hollywood, FL 33083

Proposal

Sept 28, 2016

Dear Mr. Buckwalter,

We are pleased to present the following proposal for the Beam Structural Design project located at the PBC WTP 8. We will supply all labor materials called out and construction equipment needed to perform the following scope of work IAW plans and specifications.

Perform the following items:

Supply/Set/Remove 4 post shores under existing platform

Supply and Install 2 – 8 x 8 x 1/4 tower frames (one each end of the tank)

Supply and Install 2 -W24 x 55 I-beams w/ diagonal bracing across the tank

Not included items:

Electrical disconnect or reconnect

Concrete/Masonry

Painting

Bonds

Permits

Price includes all taxes and shipping.

Total	\$105,097.00
-------	--------------

Thank you for considering us for this project.

Sincerely,

Greg Bisogno
President
G&G Industrial Services, Inc.

G&G Industrial Services, Inc.

PO Box 3671
Hollywood, FL. 33083

954-966-2959
954-966-2968 Fax

ATLANTIC PAINTING & SANDBLASTING LLC

1100 S. Federal Hwy. # 4
Boynton Beach, Fl. 33435
561-740-1062 561-740-1063(fax)

PROPOSAL

Date

Submitted To RJ Sullivan Corp

Job Name Bridge Steel & Supports for Thickener

Location System 8 WTP Palm Beach County

We hereby propose to perform the following work. Prices and payment schedule is as follows below. All changes and additions to the following scope will be executed by change order only. All work shall be performed in a workmanlike manner and performed within the specifications, technical specifications & material manufacturer's guidelines.

Scope: Clean & Coat steel as per specification.

Firm Price \$31,240

Authorized Signature

John Lyons

Atlantic Painting & Sandblasting LLC

John Evans

From: Will Pulsford <wpulsford@rjsullivancorp.com>
Sent: Friday, November 11, 2016 9:32 AM
To: John Evans
Subject: PBC WTP #8 AIX - RFQ #2 Sludge Thickener Structure
Attachments: PCO #6 - Lime Sludge Thickener Support - Paint Structural Steel Only - Revised.pdf

John,

Following up on our discussions at the meeting earlier this week, our revised quote for the proposed work on the Sludge Thickener is \$197,155, per the attached.

Additionally, we request a non-compensable time extension of 35 days in order to complete this additional work.

We trust our quote will be acceptable and look forward to hearing from you.

Regards,

W. G. Pulsford

R. J. Sullivan Corp.
2001 N.W. 22nd Street
Pompano Beach, FL 33069
Tel: (954) 975-0388
Fax: (954) 975-3333
Cell: (954) 675-8254
wpulsford@rjsullivancorp.com