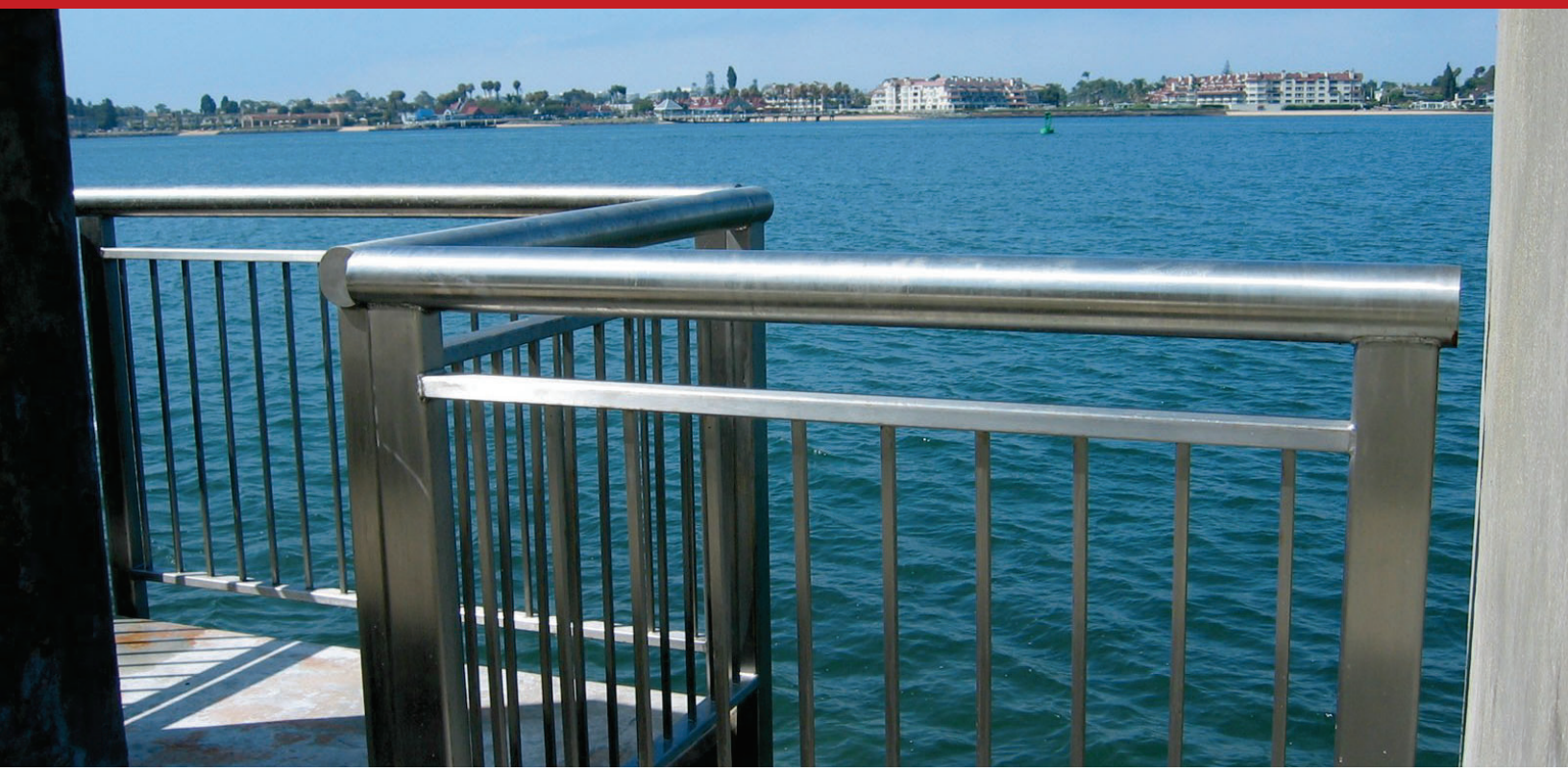
PROJECT CASE STUDY / WATERFRONT · MARINE STAINLESS

$1,096 a Linear Foot. Here Is Why.

Embarcadero Marina Park, San Diego Bay · Port of San Diego

Prime Contractor: Bonsall Construction · Fabricated and installed by In-Line



The platform at Embarcadero Marina Park, looking across the bay to Coronado. Every piece of that railing is stainless steel — fabricated in Ramona, installed over salt water.

OWNER
Port of San Diego

PRIME CONTRACTOR
Bonsall Construction

STAINLESS RAILING
7 sections · $43,847.60

GALVANIZED RAIL AT DECK
85 LF · $15,197.15

TOTAL
$59,045.00

ENVIRONMENT
Direct salt water exposure

TWO RAILINGS, ONE JOB, SIX TIMES THE PRICE

This project carried both materials, priced side by side in the same proposal. Put them next to each other and the entire argument for marine stainless is right there in the numbers.

$178.79
Per linear foot — galvanized rail at the deck

$1,096.19
Per linear foot — stainless at the water

Same contractor. Same shop. Same crew. Same week. **Six times the price per foot**, and the Port paid it — because forty feet of railing standing directly over San Diego Bay is a different problem from eighty-five feet standing back on the deck.

The stainless carried **170.8 hours of shop labour** — more than four hours of fabrication for every finished foot — before a single piece left Ramona.

Nobody pays a thousand dollars a foot for railing because it looks nice. They pay it because the alternative does not survive.

WHAT SALT WATER ACTUALLY DOES

In-Line has a page explaining why we hot-dip galvanize everything we fabricate, and we stand behind every word of it. Zinc is the right answer almost everywhere.

Directly over salt water is the exception.

A marine splash and spray environment is the most aggressive atmospheric exposure there is. Chloride-laden air consumes a zinc coating far faster than it does inland, and it attacks the parent steel through any breach the moment one appears. Coatings that last decades in Ramona are working against a different clock on a pier.

This project demonstrated it directly. **The galvanized run at the deck showed oxidation within a week of installation.** In-Line photographed it, took it up with the galvanizing plant in writing, and pursued it to resolution — the material had left the shop clean, and we said so, and we did not let it go.

The stainless over the water did not do that. **That is what the extra $900 a foot bought.**

WHAT IN-LINE DELIVERED

- **A seven-section stainless steel railing system** at the platform — posts, pickets, continuous top rail, mid rail and gate, over open water.
- **85 linear feet of galvanized rail** at the deck, where the exposure allowed it.
- **Complete shop fabrication** in In-Line's own facility in Ramona — cut, fitted, welded, ground and finished by our own people.
- **Field measuring**, because a waterfront platform is not built to a drawing tolerance.
- **Installation by In-Line's own crews**, coring and setting into existing marine concrete on a live public park.
- **Shop drawings, an RFI and field-directed rail modifications** carried through with the contractor and the Port.

SCOPE AT A GLANCE

Marine stainless railing | Polished finish | Guardrail & gate | Galvanized deck rail | Coring into marine concrete | Field measuring | Shop fabrication | Public waterfront

6×
Stainless versus galvanized, per foot

170.8
Shop hours on the stainless alone

1 week
Before the galvanized showed oxidation

$59,045
Total contract

In-Line's proposal priced both systems separately so the Port and the contractor could see exactly what the marine environment cost. Field measuring, fabrication and installation all included.

THE RESULT

Public railing on the San Diego waterfront, standing in salt spray, carrying the people who walk that park every day of the year.

In-Line went on to build railing around the harbour that year — the same materials, the same shop, the same crews.

Anyone can quote you stainless. Very few can tell you, from their own job file, exactly what happens to the alternative and how fast.

BUILDING ON THE WATERFRONT

If your project is on the water, the specification decision has already been made for you. What you need is a fabricator who understands why.

- **We price both options honestly.** This proposal put galvanized and stainless side by side, per foot, so the owner could see the real cost of the environment. That is how we bid.
- **We tell you when galvanizing is enough** — and we tell you when it is not. We are not selling you stainless because it is expensive.
- **We fabricate and finish in our own shop.** One grain, one standard, consistent across every component. Here is what that involves.
- **We install with our own crews**, in tidal, public, occupied waterfront conditions.
- **We chase our own suppliers.** When material fails, we take it up in writing and we do not pass the problem down the chain to you.
- **We are certified, bonded, signatory, and safe.** DBE · SBE · SLBE · SB · HUBZone · SBA 8(a). Union affiliated, Local 89 & Local 12. CSLB C-13, C-51, C-32. Bonded through Old Republic Surety, rated A+ XV. **EMR 0.68.**

Port of San Diego, U.S. Navy at Naval Amphibious Base Coronado, the U.S. Coast Guard, SANDAG, MTS, the University of California, Caltrans, cities, counties, school districts and the FAA. One standard.

HAVE A PROJECT LIKE THIS?

In-Line Fence & Railing has built fence, railing, and guardrail for Southern California public works, utilities, school districts, and government agencies since 1990.

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