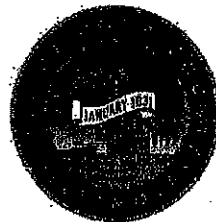


CONTRACT

FOR

ROOFING SUPPLIES AND RELATED SERVICES

CONTRACT NO. 1685-15344



BETWEEN

COOK COUNTY DEPARTMENT OF FACILITIES MANAGEMENT

And

GARLAND/DBS, INC.

(COBB COUNTY BID#14-5903)

**APPROVED BY THE BOARD OF
COOK COUNTY COMMISSIONERS**

SEP 14 2016

CONTRACT FOR SERVICES

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- Exhibit 6 Minority and Women Business Enterprises Subcontracting Goal
- Exhibit 7 Board Approval
- Exhibit 8 Economical Disclosure Statement

Attachment 1

The following document is attached to this Agreement for reference purposes only:
Cobb County Bid #14-5903.

AGREEMENT

This Agreement is made and entered into by and between the County of Cook, a public body corporate of the State of Illinois, hereinafter referred to as "County" and Garland/DBS, Inc., doing business as a corporation of the State of Illinois hereinafter referred to as "Contractor".

BACKGROUND

Whereas, the County, pursuant to Section 34-140 (the Reference Contract Ordinance") of the Cook County Procurement Code, states: "If a governmental agency has awarded a contract through a competitive method for the same or similar supplies, equipment, goods or services as that sought by the County, the Procurement may be made from that vendor at a price or rate at least as favorable as that obtained by that government agency without utilizing a competitive procurement method set forth in this Procurement Code;" and

Whereas, Cobb County issued an Invitation for Bids (IFB) for Roofing, Waterproofing and Related Products and Services and the Contractor was identified as the qualified and best value provider for the Supplies; and

Whereas, Cobb County entered into a contract effective on April 1, 2013 for the provision of Supplies by the Contractor for the Cobb County ("Cobb County Contract"); a copy of which is attached hereto as "Attachment 1" for reference purposes only, but such attachment is not made part of or incorporated into this Agreement.

Whereas, the County wishes to leverage the procurement efforts of the Cobb County; and

Whereas, the County, through the Cook County Department of Facilities Management, desires certain similar Supplies of the Contractor; and

Whereas, County Offices, Departments, and Agencies may utilize this Agreement for specific contracted procurement efforts; and

Whereas, the Contractor warrants that it is ready, willing and able to deliver the Supplies set forth in Exhibit 1, Commodities Line Item, all on pricing and payment terms equivalent to or more favorable to the County than those contained in the Cobb County Contract as set forth in Attachment 1, and incorporated herein by reference; and

Whereas, this Contract shall be effective after proper execution of the contract documents by the County from September 26, 2016 thru September 25, 2017, with three (3), one (1) one-year renewal option: and

Whereas, the changes for this Contract shall not exceed \$300,000.00 (per Exhibit 2) and Contractor shall be paid in accordance with GC-04.

NOW, THEREFORE, in consideration of the mutual promises and covenants herein contained, the sufficiency of which is acknowledged by each of the Parties, the Contractor and the County agree and the information set forth is incorporated by reference herein.

INCORPORATION OF BACKGROUND INFORMATION

The Background Information set forth above is incorporated and made a part of this Agreement by reference.

INCORPORATION OF EXHIBITS

The following attached Exhibits are made a part of this Agreement:

- Exhibit 1 Commodities Line Item
- Exhibit 2 Cook County Price Proposal
- Exhibit 3 Evidence of Insurance
- Exhibit 4 Identification of Subcontractor/Supplier/Subconsultant Form
- Exhibit 5 Electronic Payable Program
- Exhibit 6 Minority and Women Business Enterprises Subcontracting Goal
- Exhibit 7 Board Approval
- Exhibit 8 Economical Disclosure Statement

Attachment 1

The following document is attached to this Agreement for reference purposes only:
Cobb County of Marietta GA, Reference Agreement No. 14-5903.

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**PART II
GENERAL CONDITIONS
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GC-01 SUBCONTRACTING OR ASSIGNMENT OF CONTRACT OR CONTRACT FUNDS

Once awarded, this Contract shall not be subcontracted or any part thereof assigned without the express written approval of the County Chief Procurement Officer ("Chief Procurement Officer"). In no case, however, shall such approval relieve the Contractor from his obligations or change the terms of the Contract. The Contractor shall not transfer or assign any Contract funds or claims due or to become due without the advance written approval of the Chief Procurement Officer. The unauthorized subcontracting or assignment of the Contract, in whole or in part, or the unauthorized transfer or assignment of any Contract funds, either in whole or in part, or any interest therein, which shall be due or are to become due the Contractor shall have no effect on the County and are null and void.

The Contractor shall identify any and all contractors and subcontractors it intends to use in the performance of the Contract by completing the Identification of Subcontractor/Supplier/Subconsultant Form ("ISF"). All such persons shall be subject to the prior approval of the County. The Contractor will only subcontract with competent and responsible Subcontractors. The Chief Procurement Officer may require in his or her sole discretion, that the Contractor provide copies of all contracts with subcontractors.

The Contractor and its employees, contractors, subcontractors, agents and representatives are, for all purposes arising out of this Contract, independent contractors and are not employees of the County. It is expressly understood and agreed that the Contractor and its employees, contractors, subcontractors, agents and representatives shall in no event as a result of a contract be entitled to any benefit to which County employees are entitled, including, but not limited to, overtime, retirement benefits, worker's compensation benefits and injury leave or other leave benefits.

GC-02 INDEMNIFICATION

The Contractor covenants and agrees to indemnify and save harmless the County and its commissioners, officials, employees, agents and representatives, and their respective heirs, successors and assigns, from and against any and all costs, expenses, attorney's fees, losses, damages and liabilities incurred or suffered directly or indirectly from or attributable to any claims arising out of or incident to the performance or nonperformance of the Contract by the Contractor, or the acts or omissions of the officers, agents, employees, contractors, subcontractors, licensees or invitees of the Contractor. The Contractor expressly understands and agrees that any Performance Bond or insurance protection required of the Contractor, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify the County as hereinabove provided.

GC-03 INSPECTION AND RESPONSIBILITY

The County shall have a right to inspect and approve any Contract goods, equipment, supplies or services used in carrying out this Contract and shall approve the quality and standards of all materials or completed work furnished under this Contract. Contract goods, equipment, supplies or services not complying herewith may be rejected by the Chief Procurement Officer and/or the Director and shall be replaced and/or re-performed by the Contractor at no cost to the County. Any Contract goods, equipment or supplies rejected shall be removed within a reasonable time from the premises of the County at the entire expense of the Contractor, after notice has been given by the County to the Contractor that such Contract goods, equipment or supplies have been rejected.

GC-04 PAYMENT TO CONTRACTORS AND SUBCONTRACTORS

All invoices submitted by the Contractor shall be in accordance with the cost provisions contained in the Contract Documents and shall contain a detailed description of the Deliverables (i.e., the goods, equipment, supplies or services) including the quantity of the Deliverables, for which payment is requested. All invoices for services shall include itemized entries indicating the date or time period in which the services were provided, the amount of time spent performing the services, and a detailed description of the services provided during the period of the invoice. All invoices shall reflect the amounts invoiced by and the amounts paid to the Contractor as of the date of the invoice. Invoices for new charges shall not include "past due" amounts, if any, which amounts must be set forth on a separate invoice. Contractor shall not be entitled to invoice the County for any late fees or other penalties.

GC-04 PAYMENT TO CONTRACTORS AND SUBCONTRACTORS (con't.)

In accordance with Section 34-177 of the Cook County Procurement Code, the County shall have a right to set off and subtract from any invoice(s) or Contract price, a sum equal to any fines and penalties, including interest, for any tax or fee delinquency and any debt or obligation owed by the Contractor to the County.

The Contractor acknowledges its duty to ensure the accuracy of all invoices submitted to the County for payment. By submitting the invoices, the Contractor certifies that all itemized entries set forth in the invoices are true and correct. The Contractor acknowledges that by submitting the invoices, it certifies that it has delivered the Deliverables, i.e., the goods, supplies or equipment set forth in the Contract to the Using Agency, or that it has properly performed the services set forth in the Contract. The invoice must also reflect the dates and amount of time expended in the provision of services under the Contract. The Contractor acknowledges that any inaccurate statements or negligent or intentional misrepresentations in the invoices shall result in the County exercising all remedies available to it in law and equity including, but not limited to, a delay in payment or non-payment to the Contractor, and reporting the matter to the Cook County Office of the Independent Inspector General.

When a Contractor receives any payment from the County for any supplies, equipment, goods, or services, it has provided to the County pursuant to its Contract, the Contractor must make payment to its subcontractors within 15 days after receipt of payment from the County, provided that such subcontractor has satisfactorily provided the supplies, equipment, goods or services in accordance with the Contract and provided the Contractor with all of the documents and information required of the Contractor. The Contractor may delay or postpone payment to a subcontractor when the subcontractor's supplies, equipment, goods, or services do not comply with the requirements of the Contract, the Contractor is acting in good faith, and not in retaliation for a subcontractor exercising legal or contractual rights.

GC-05 PREPAID FEES

In the event this Contract is terminated by either party, for cause or otherwise, and the County has prepaid for any goods, equipment, supplies or services to be provided pursuant to this Contract, Contractor shall refund to the County, on a prorated basis to the effective date of termination, all amounts prepaid for such goods, equipment, supplies or services not actually provided as a result of the termination. The refund shall be made within fourteen (14) days of the effective date of termination.

GC-06 TAXES

Federal Excise Tax does not apply to materials purchased by the County by virtue of Exemption Certificate No. 36-75-0038K. Illinois Retailers' Occupation Tax, Use Tax and Municipal Retailers' Occupation Tax do not apply to materials or services purchased by the County by virtue of statute. The price or prices quoted herein shall include any and all other federal and/or state, direct and/or indirect taxes which apply to this Contract. The County's State of Illinois Sales Tax Exemption Identification No. is E-9998-2013-07.

GC-07 PRICE REDUCTION

If at any time after the Contract award, Contractor makes a general price reduction in the price of any goods, equipment, supplies or services covered by the Contract, the equivalent price reduction based on similar quantities and/or considerations shall be applied to this Contract for the term of the Contract. Such price reductions shall be effective at the same time and in the same manner as the reduction in the price to customers generally.

GC-08 CONTRACTOR CREDITS

To the extent the Contractor gives credits toward future purchases from its financial incentives, discounts, value points or other benefits based on the purchase of the goods, equipment, supplies or services provided for under this Contract, such credits belong to the County and not any specific Using Agency. Contractor shall report any such credits to the Chief Procurement Officer.

GC-09 DISPUTES

Any dispute arising under the Contract between the County and Contractor shall be decided by the Chief Procurement Officer. The complaining party shall submit a written statement detailing the dispute and specifying the specific relevant Contract provision(s) to the Chief Procurement Officer. Upon request of the Chief Procurement Officer, the party complained against shall respond to the complaint in writing within five days of such request. The Chief Procurement Officer will reduce his decision to writing and mail or otherwise furnish a copy thereof to the Contractor and Director. Dispute resolution as provided herein shall be a condition precedent to any other action at law or in equity. Notwithstanding a dispute, Contractor shall continue to discharge all its obligations, duties and responsibilities set forth in the Contract during any dispute resolution proceeding unless otherwise agreed to by the County in writing.

GC-10 CONTRACT AMENDMENTS

The parties may during the term of the Contract make amendments to the Contract but only as provided in this section. Such amendments shall only be made by mutual agreement in writing.

In the case of Contracts not approved by the Board, the Chief Procurement Officer may amend a contract provided that any such amendment does not extend the Contract by more than one (1) year, and further provided that the total cost of all such amendments does not increase the total amount of the Contract beyond \$150,000. Such action may only be made with the advance written approval of the Chief Procurement Officer. If the amendment extends the Contract beyond one (1) year or increases the total award amount beyond \$150,000, then Board approval will be required.

No Using Agency or employee thereof has authority to make any amendments to the Contract. Any modifications or amendments to the Contract made without the express written approval of the Chief Procurement Officer is void and unenforceable.

Contractor is hereby notified that, except for amendments which are made in accordance with this GC-10 Modifications and Amendments, no Using Agency or employee thereof has authority to make any modification or amendment to the Contract.

GC-11 DEFAULT

Contractor shall be in default hereunder in the event of a material breach by Contractor of any term or condition of this Contract where Contractor has failed to cure such breach within ten (10) days after written notice of breach is given to Contractor by the County, setting forth the nature of such breach.

A material breach of the contract by the Contractor includes but is not limited to the following:

1. Failure to begin performance under the Contract within the specified time;
2. Failure to perform under the Contract with sufficient personnel, equipment, or materials to ensure completion of said performance within the specified time or failure to assign qualified personnel to ensure completion within the specified time;
3. Performance of the Contract in an unsatisfactory manner;
4. Refusal to perform services deemed to be defective or unsuitable;
5. Discontinuance of performance of Contractor's obligations under the Contract or the impairment or the reasonable progress of performance;
6. Becoming insolvent, being declared bankrupt or committing any act of bankruptcy or insolvency;
7. Any assignment of the Contract for the benefit of creditors;

GC-11 DEFAULT (con't.)

8. Any cause whatsoever which impairs performance in an acceptable manner; or
9. Any other material breach of any term or condition of the Contract.

County shall be in default hereunder if any material breach of the Contract by the County occurs which is not cured by the County within forty-five (45) days after written notice of breach has been given by Contractor to the County, setting forth the nature of such breach.

GC-12 COUNTY'S REMEDIES

If the Contractor fails to remedy a material breach during the ten (10) day cure period pursuant to General Condition GC-11, Default, the County shall have the right to terminate the Contract provided, however, that the County shall give Contractor prior written notice of its intent to terminate. Following notice of breach to Contractor, the County reserves the right to withhold payments owed to Contractor until such time as Contractor has cured the breach which is the subject matter of the notice. In addition, the County shall have the right to pursue all remedies in law or equity.

GC-13 CONTRACTOR'S REMEDIES

If the County has been notified of breach and fails to remedy the breach during the forty-five (45) day cure period pursuant to General Condition GC-11, Default, the Contractor shall have the right to terminate this Contract providing, however, that Contractor shall give the County thirty (30) days prior written notice of termination.

Contractor shall have the right to pursue all remedies available in law or equity. In all cases the Contractor's damages shall be those provable damages not to exceed the value of the Contract as awarded by the Cook County Board of Commissioners or the Chief Procurement Officer.

GC-14 DELAYS

Contractor agrees that no charges or claims for damages shall be made by Contractor for any delays or hindrances from any cause whatsoever related to the performance of the Contract.

GC-15 INSURANCE REQUIREMENTS

Waiver of Subrogation

All insurance policies shall contain a Waiver of Subrogation Endorsement in favor of Cook County.

Insurance Requirements of the Contractor

No later than the effective date of this Contract, the Contractor, at its cost, shall secure and maintain at all times, unless specified otherwise, until completion of the term of this Contract the insurance specified below.

GC-15 INSURANCE REQUIREMENTS (con't.)

Nothing contained in these insurance requirements is to be construed as limiting the extent of the Contractor's responsibility for payment of damages resulting from its performance of this Contract. The insurance purchased and maintained by the Contractor shall be primary and not excess or pro rata to any other insurance issued to the County.

Contractor shall require all subcontractors to provide the insurance required in this Contract, or Contractor may provide the coverages for the subcontractors. All subcontractors are subject to the same insurance requirements as Contractor except paragraph (d) Excess Liability or unless specified otherwise. The Cook County Department of Risk Management maintains the right to modify, delete, alter or change these requirements.

1. Coverages

(a) Workers Compensation Insurance

Workers' Compensation shall be in accordance with the laws of the State of Illinois or any other applicable jurisdiction.

The Workers Compensation policy shall also include the following provisions:

Employers' Liability coverage with a limit of

\$500,000 each Accident

\$500,000 each Employee

\$500,000 Policy Limit for Disease

(b) Commercial General Liability Insurance

The Commercial General Liability shall be on an occurrence form basis to cover bodily injury and property damage including loss of use.

The General Liability limits shall not be less than \$1,000,000 per occurrence and \$2,000,000 aggregate combined single limit for bodily injury and property damage. The General Liability policy shall include, without limitation the following coverages:

- (1) All premises and operations;
- (2) Contractual Liability;
- (3) Products/Completed Operations;
- (4) Severability of interest/separation of insureds clause.

(c) Automobile Liability Insurance

When any vehicles are used in the performance of the Contract, Contractor shall secure Automobile Liability Insurance to cover all owned, non-owned and hired automobiles, trucks and trailers. The limits of liability shall not be less than the following:

- (1) Liability - All Autos: Bodily Injury & Property Damage - \$1,000,000 per Occurrence
- (2) Uninsured/Motorists: Per Illinois Requirements

GC-15 INSURANCE REQUIREMENTS (con't)**(d) Umbrella/Excess Liability Insurance**

In addition to the coverages and limits specified above, Contractor shall secure and maintain a limit of liability no less than \$1,000,000 each occurrence for all liability.

2. Additional requirements**(a) Additional Insured**

Cook County, its officials, employees and agents shall be named as additional insureds under the Commercial General Liability policy and Automobile Liability policy. Contractor's insurance shall be primary and non-contributory with any insurance maintained by Cook County. Any insurance or self-insurance maintained by Cook County shall be excess of the Contractor's insurance and shall not contribute with it. The full policy limits and scope of protection shall apply to Cook County as an additional insured even if they exceed the minimum insurance limits specified above.

(b) Qualification of Insurers

All insurance companies providing coverage shall be licensed or approved by the Department of Insurance, State of Illinois, and shall have a financial rating no lower than (A-) VII as listed in A.M. Best's Key Rating Guide, current edition or interim report. Companies with ratings lower than (A-) VII will be acceptable only upon written consent of the Cook County Department of Risk Management.

(c) Insurance Notices

All policies of insurance which may be required under terms of this Contract shall be endorsed to provide that the insurance company shall notify the Cook County Office of the Chief Procurement Officer, 118 North Clark Street, Room 1018, Chicago, Illinois 60602 at least 30 days prior to the effective date of any cancellation or modification of such policies. Prior to the date on which Contractor commences performance of its part of the work, Contractor shall furnish to the County certificates of insurance maintained by Contractor.

In no event shall any failure of the County to receive Certificates of Insurance required hereof or to demand receipt of such Certificates of Insurance be construed as a waiver of Contractor's obligations to obtain insurance pursuant to these insurance requirements.

GC-16 PATENTS, COPYRIGHTS AND LICENSES

Contractor agrees to hold harmless and indemnify the County, its officials, agents, employees and affiliates from and defend, as permitted by Illinois law, at its own expense (including reasonable attorneys', accountants' and consultants' fees), any suit or proceeding brought against County based upon a claim that the ownership and/or use of equipment, hardware and software or any part thereof utilized in performing Contractor's services constitutes an infringement of any patent, copyright or license or any other intellectual property right.

In the event the use of any equipment, hardware or software or any part thereof is enjoined, Contractor with all reasonable speed and due diligence shall provide or otherwise secure for County, at the Contractor's election, one of the following: the right to continue use of the equipment, hardware or software; an equivalent system having the Specifications as provided in this Contract; or to modify the system or its component parts so that it becomes non-infringing while performing in a substantially similar manner to the original system, meeting the Specifications of this Contract.

GC-17 COMPLIANCE WITH LAWS

The Contractor shall observe and comply with the laws, ordinances, regulations and codes of the Federal, State, County and other local government agencies which may in any manner affect the performance of the Contract, including but not limited to those County Ordinances set forth in the Certifications, Affidavits or EDS attached hereto and incorporated herein. Assurance of compliance with this requirement by the Contractor's employees, agents or subcontractors shall be the responsibility of the Contractor.

The Contractor shall secure and pay for all federal, state and local licenses, permits and fees required in order to perform this Contract.

GC-18 DELIVERY

All Contract goods, equipment or supplies shipped to the County shall be shipped F.O.B., DESTINATION, FREIGHT PREPAID. Arrangements shall be made in advance by the Contractor in order that the County may arrange for receipt of the materials.

Truck deliveries will be accepted before 3:00 P.M. on weekdays only. No deliveries will be accepted on Saturdays, Sundays or County Holidays. The County is not responsible for delivery delays due to waiting times for loading and unloading at delivery locations.

The quantity of Contract goods, equipment or supplies based on weight that are delivered by truck will be ascertained from a weight certificate issued by a duly licensed Public Weight-Master. In the case of delivery by rail, weight will be ascertained from bill of lading from originating line, but the County reserves the right to re-weigh at the nearest available railroad scale.

The County reserves the right to add new delivery locations or delete previously listed delivery locations as required during the Contract period. The only restriction regarding the County's right to add new delivery locations shall be that any new or additional location shall be within the geographical boundaries of the County of Cook.

GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES
COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 8 SECTION 34-260 to SECTION 34-300

I. POLICY AND GOALS

A. It is the policy of the County of Cook to prevent discrimination in the award of or participation in County Contracts and to eliminate arbitrary barriers for participation in such Contracts by local businesses certified as a Minority Business Enterprise (MBE) and Women-owned Business Enterprise (WBE) as both prime and sub-contractors. In furtherance of this policy, the Cook County Board of Commissioners has adopted a Minority- and Women-owned Business Enterprise Ordinance (the "Ordinance") which establishes annual goals for MBE and WBE participation as outlined below:

Contract Type	Goals	
	MBE	WBE
Goods and Services	25%	10%
Construction	24%	10%
Professional Services	35% Overall	

GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES
COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 8 SECTION 34-260 to SECTION 34-300 (con't.)

The County shall set contract-specific goals, based on the availability of MBEs and WBEs that are certified to provide commodities or services specified in this solicitation document. **The MBE/WBE participation goals for this contract has a subcontracting goal of not less than twenty-five (25%) percent MBE and ten (10%) percent WBE of the Contractor's work to be performed.**

- B. A Bid, Quotation, or Proposal shall be rejected if the County determines that it fails to comply with this General Condition in any way, including but not limited to: (i) failing to state an enforceable commitment to achieve for this contract the identified MBE/WBE Contract goals; or (ii) failing to include a Petition for Reduction/Waiver, which states that the goals for MBE/WBE participation are not attainable despite the Bidder or Proposer Good Faith Efforts, and explains why. If a Bid, Quotation, or Proposal is rejected, then a new Bid, Quotation, or Proposal may be solicited if the public interest is served thereby.
- C. To the extent that a Bid, Quotation, or Proposal includes a Petition for Reduction/Waiver that is approved by the Office of Contract Compliance, the Contract specific MBE and WBE participation goals may be achieved by the proposed Bidder or Proposer's status as an MBE or WBE; by the Bidder or Proposer's enforceable joint-venture agreement with one or more MBEs and/or WBEs; by the Bidder or Proposer entering into one or more enforceable subcontracting agreements with one or more MBE and WBE; by the Bidder or Proposer establishing and carrying out an enforceable mentor/protégé agreement with one or more MBE and WBE; by the Bidder or Proposer actively engaging the Indirect Participation of one or more MBE and WBE in other aspects of its business; or by any combination of the foregoing, so long as the Utilization Plan evidences a commitment to meet the MBE and WBE Contract goals set forth in (B) above, as approved by the Office of Contract Compliance.
- D. A single Person, as defined in the Procurement Code, may not be utilized as both an MBE and a WBE on the same Contract, whether as a contractor, subcontractor or supplier.
- E. Unless specifically waived in the Bid or Proposal Documents, this General Condition, GC-19; the Ordinance; and the policies and procedures promulgated thereunder shall govern. If there is a conflict between this GC-19 and the Ordinance or the policies and procedures, the Ordinance shall control.
- F. A Contractor's failure to carry out its commitment regarding MBE and WBE participation in the course of the Contract's performance may constitute a material breach of the Contract. If such breach is not appropriately cured, it may result in withholding of payments under the Contract, contractual penalties, disqualification and any other remedy provided for in Division 4 of the Procurement Code at law or in equity.

II. REQUIRED BID OR PROPOSAL SUBMITTALS

A Bidder or Proposer shall document its commitment to meeting the Contract specific MBE and WBE participation goals by submitting a Utilization Plan with the Bid or Proposal. The Utilization Plan shall include (1) one or more Letter(s) of Intent from the relevant MBE and WBE firms; and (2) current Letters of Certification as an MBE or WBE. Alternatively, the Bidder or Proposer shall submit (1) a written Petition for Reduction/Waiver with the Bid, Quotation or Proposal, which documents its preceding Good Faith Efforts and an explanation of its inability to meet the goals for MBE and WBE participation. The Utilization Plan shall be submitted at the time that the bid or proposal is due. **Failure to include a Utilization Plan will render the submission not Responsive and shall be cause for the CPO to reject the Bid or Proposal.**

GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES
COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 8 SECTION 34-260 to SECTION 34-300 (con't.)

A. MBE/WBE Utilization Plan

Each Bid or Proposal shall include a complete Utilization Plan, as set forth on Form 1 of the MWBE Compliance Forms. The Utilization Plan shall include the name(s), mailing address, email address, and telephone number of the principal contact person of the relevant MBE and WBE firms. If the Bidder or Proposer submits a Bid or Proposal, and any of their subcontractors, suppliers or consultants, are certified MBE or WBE firms, they shall be identified as an MBE or WBE within the Utilization Plan.

1. Letter(s) of Intent

Except as set forth below, a Bid or Proposal shall include, as part of the Utilization Plan, one or more Letter(s) of Intent, as set forth on Form 2 of the MWBE Compliance Forms, executed by each MBE and WBE and the Bidder or Proposer. The Letter(s) of Intent will be used to confirm that each MBE and WBE shall perform work as a subcontractor, supplier, joint venture, or consultant on the Contract. Each Letter of Intent shall indicate whether and the degree to which the MBE or WBE will provide goods or services directly or indirectly during the term of the Contract. The box for direct participation shall be marked if the proposed MBE or WBE will provide goods or services directly related to the scope of the Contract. The box for Indirect participation shall be marked if the proposed MBE or WBE will not be directly involved in the Contract but will be utilized by the Bidder or Proposer for other services not related to the Contract. Indirect Participation shall not be counted toward the participation goal. Each Letter of Intent shall accurately detail the work to be performed by the relevant MBE or WBE firm, the agreed dollar amount, the percentage of work, and the terms of payment.

Failure to include Letter(s) of Intent will render the submission not Responsive and shall be cause for the CPO to reject the Bid or Proposal.

All Bids and Proposals must conform to the commitments made in the corresponding Letter(s) of Intent, as may be amended through change orders.

The Contract Compliance Director may at any time request supplemental information regarding Letter(s) of Intent, and such information shall be furnished if the corresponding Bid or Proposal is to be deemed responsive.

2. Letter(s) of Certification

Only current Letter(s) of Certification from one of the following entities may be accepted as proof of certification for MBE/WBE status, provided that Cook County's requirements for certification are met:

- County of Cook
- City of Chicago

Persons that are currently certified by the City of Chicago in any area other than Construction/Public Works shall also complete and submit a MBE/WBE Reciprocal Certification Affidavit along with a current letter of certification from the City of Chicago. This Affidavit form can be downloaded from www.cookcountyil.gov/contractcompliance.

The Contract Compliance Director may reject the certification of any MBE or WBE on the ground that it does not meet the requirements of the Ordinance, or the policies and rules promulgated thereunder.

GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES
COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 8 SECTION 34-260 to SECTION 34-300 (con't.)

3. Joint Venture Affidavit

In the event a Bid or Proposal achieves MBE and/or WBE participation through a Joint Venture, the Bid or Proposal shall include the required Joint Venture Affidavit, which can be downloaded from www.cookcountyil.gov/contractcompliance. The Joint Venture Affidavit shall be submitted with the Bid or Proposal, along with current Letter(s) of Certification.

B. Petition for Reduction/Waiver

In the event a Bid or Proposal does not meet the Contract specific goals for MBE and WBE participation, the Bid or Proposal shall include a Petition for Reduction/Waiver, as set forth on Form 3. The Petition for Reduction/Waiver shall be supported by sufficient evidence and documentation to demonstrate the Bidder or Proposer's Good Faith Efforts in attempting to achieve the applicable MBE and WBE goals, and its inability to do so despite its Good Faith Efforts.

Failure to include Petition for Reduction/Waiver will render the submission not Responsive and shall be cause for the CPO to reject the Bid or Proposal.

III. REDUCTION/WAIVER OF MBE/WBE GOALS

A. Granting or Denying a Reduction/Waiver Request.

1. The adequacy of the Good Faith Efforts to utilize MBE and WBE firms in a Bid or Proposal will be evaluated by the CCD under such conditions as are set forth in the Ordinance, the policies and rules promulgated thereunder, and in the "Petition for Reduction/Waiver of MBE/WBE Participation Goals" – Form 3 of the M/WBE Compliance Forms.
2. With respect to a Petition for Reduction/Waiver, the sufficiency or insufficiency of a Bidder or Proposer's Good Faith Efforts shall be evaluated by the CCD as of the date upon which the corresponding Bid or Proposal was due.
3. The Contract Compliance Director or his or her duly authorized Waiver Committee may grant or deny the Petition for Reduction/Waiver based upon factors including but not limited to: (a) whether sufficient qualified MBE and WBE firms are unavailable despite good faith efforts on the part of the Bidder or Proposer; (b) the degree to which specifications and the reasonable and necessary requirements for performing the Contract make it impossible or economically infeasible to divide the Contract into sufficiently small tasks or quantities so as to enable the Bidder or Proposer to utilize MBE and WBE firms in accordance with the applicable goals; (c) the degree to which the prices or prices required by any potential MBE or WBE are more than 10% above competitive levels; and (d) such other factors as are determined relevant by the Contract Compliance Director or the duly authorized Waiver Committee.
4. If the Contract Compliance Director or the duly authorized Waiver Committee determines that the Bidder or Proposer has not demonstrated sufficient Good Faith Efforts to meet the applicable MBE and WBE goals, the Contract Compliance Director or the duly authorized Waiver Committee may deny a Petition for Reduction/Waiver, declare the Bid or Proposal non-responsive, and recommend rejection of the Bid, Quotation, or Proposal.

GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES
COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 8 SECTION 34-260 to SECTION 34-300 (con't.)

IV. CHANGES IN CONTRACTOR'S UTILIZATION PLAN

- A. A Contractor, during its performance of the Contract, may not change the original MBE or WBE commitments specified in the relevant Utilization Plan, including but not limited to, terminating a MBE or WBE Contract, reducing the scope of the work to be performed by a MBE/WBE, or decreasing the price to a MBE/WBE, except as otherwise provided by the Ordinance and according to the policies and procedures promulgated thereunder.
- B. Where a Person listed under the Contract was previously considered to be a MBE or WBE but is later found not to be, or work is found not to be creditable toward the MBE or WBE goals as stated in the Utilization Plan, the Contractor shall seek to discharge the disqualified enterprise, upon proper written notification to the Contract Compliance Director, and make every effort to identify and engage a qualified MBE or WBE as its replacement. Failure to obtain an MBE or WBE replacement within 30 business days of the Contract Compliance Director's written approval of the removal of a purported MBE or WBE may result in the termination of the Contract or the imposition of such remedy authorized by the Ordinance, unless a written Petition for Reduction/Waiver is granted allowing the Contractor to award the work to a Person that is not certified as an MBE or WBE.

V. NON-COMPLIANCE

If the CCD determines that the Contractor has failed to comply with its contractual commitments or any portion of the Ordinance, the policies and procedures promulgated thereunder, or this GC-19, the Contract Compliance Director shall notify the Contractor of such determination and may take any and all appropriate actions as set forth in the Ordinance or the policies and procedures promulgated thereunder which includes but is not limited to disqualification, penalties, withholding of payments or other remedies in law or equity.

VI. REPORTING/RECORD-KEEPING REQUIREMENTS

The Contractor shall comply with the reporting and record-keeping requirements in the manner and time established by the Ordinance, the policies and procedure promulgated thereunder, and the Contract Compliance Director. Failure to comply with such reporting and record-keeping requirements may result in a declaration of Contract default. Upon award of a Contract, a Contractor shall acquire and utilize all Cook County reporting and record-keeping forms and methods which are made available by the Office of Contract Compliance. MBE and WBE firms shall be required to verify payments made by and received from the prime contractor.

VII. EQUAL EMPLOYMENT OPPORTUNITY

Compliance with MBE and WBE requirements will not diminish or supplant other legal Equal Employment Opportunity and Civil Rights requirements that relate to contractor and subcontractor obligations.

Any questions regarding this section should be directed to:

Contract Compliance Director
Cook County
118 North Clark Street, Room 1020
Chicago, Illinois 60602
(312) 603-5502

GC-20 MATERIAL DATA SAFETY SHEET

Where required under the Illinois "Toxic Substance Disclosure to Employees Act", Illinois Compiled Statutes, 820 ILCS 255/1, Contractor shall submit with each delivery of Contract goods, equipment or supplies a Material Safety Data Sheet.

GC-21 CONDUCT OF THE CONTRACTOR

The Contractor agrees to inform the County on a timely basis of all of the Contractor's interests, if any, which are or which the Contractor reasonably believes may be incompatible with any interest of the County. The Contractor shall take notice of and comply with the Cook County Lobbyist Registration Ordinance, Section 2-621 et al., Cook County Code. The Contractor shall not use for personal gain or make other improper use of privileged information which is acquired in connection with the Contract.

GC-22 ACCIDENT REPORTS

The Chief Procurement Officer and Director shall be given written notification within twenty-four (24) hours of any occurrence, on the site or otherwise, which pertains in any way to the performance of this Contract and involves the Contractor's personnel, or those of any of his subcontractors or others whether said occurrence be in the nature of bodily injury to employees or third parties or property damage.

The report shall include the name of person(s) injured, name of his employer, date, time and location of occurrence, extent of injury and/or damage, name(s) of eyewitnesses, and who treated the person(s) for injuries sustained, and such other information as may be relevant. The Contractor shall notify the local police of any occurrence requiring an official police record. The accident report should indicate whether the police were notified and, if so, the number of the police report.

GC-23 USE OF PREMISES

Contractor shall confer with the Director to ascertain full knowledge of all rules and regulations of the County facilities relative to this Contract and shall comply therewith. The Contractor shall confine the operations of its employees to the limits indicated by laws, ordinances, permits and/or direction of the Director and shall not encumber the premises with materials or debris. The Contractor shall not load or permit any part of the structure to be loaded with a weight that will endanger its structural integrity.

The County reserves the right to prohibit any person from entering any County facility for any reason. All subcontractors, agents and employees of the Contractor shall be accountable to the Director while on any County property and shall abide by all security regulations imposed by the County.

GC-24 GENERAL NOTICE

All notices required pursuant to this Contract shall be in writing and addressed to the parties at their respective addresses set forth below. All such notices shall be deemed duly given if hand delivered or if deposited in the United States mail, registered or certified, return receipt requested. Notice as provided herein does not waive service of summons or process.

TO THE COUNTY:

Chief Procurement Officer
 County of Cook
 Room 1018 County Building
 118 North Clark Street
 Chicago, Illinois 60602
 (Reference County Contract Number)

GC-24 GENERAL NOTICE (con't.)

TO THE CONTRACTOR:

At address provided in its bid document or as otherwise indicated in writing to County.

GC-25 TERMINATION FOR CONVENIENCE

The County may terminate this Contract, or any portion, at any time by notice in writing from the County to the Contractor. Unless otherwise stated in the notice, the effective date of such termination shall be three business days after the date the notice of termination is mailed by the County. If the County elects to terminate the Contract in full, unless otherwise specified in the notice of termination, the Contractor shall immediately cease performance and shall promptly tender to the County all work products, reviews, recommendations, reports, documents and analyses, whether completed or in process. If the County elects to terminate the Contract in part, unless otherwise specified in the notice of partial termination, the Contractor shall immediately cease performance of those portions of the Contract which are terminated and shall promptly tender to the County all work products, reviews, recommendations, reports, documents and analyses relating to said portions of the Contract, whether completed or in process. Contractor shall refrain from incurring any further costs with respect to portions of the Contract which are terminated except as specifically approved by the Chief Procurement Officer. The Contractor shall not invoice the County for any goods, equipment, supplies or services provided after the effective date of termination.

GC-26 GUARANTEES AND WARRANTIES

Unless otherwise stated herein, all guarantees and warranties required shall be furnished by the Contractor and shall be delivered to the Director before final payment on the Contract is issued. The Contractor agrees that the Contract goods, equipment, supplies or services to be furnished shall be covered by the most favorable commercial warranties the Contractor gives to any customer for the same or substantially similar Contract goods, equipment, supplies or services and that the rights and remedies so provided are in addition to and do not limit any rights afforded to County.

GC-27 STANDARD OF CONTRACT GOODS, EQUIPMENT OR SUPPLIES

Only new, originally manufactured Contract goods, equipment or supplies will be accepted by the County. The County will not accept any Contract goods, equipment or supplies that have been refurbished, rebuilt, restored or renovated in any manner. In addition, experimental materials will not be acceptable. Contract goods, equipment or supplies not produced by regular production methods and/or which have not been offered for sale to the public through accepted industry trade channels for a reasonable period of time prior to the offering of the proposal, will be considered experimental.

GC-28 CONFIDENTIALITY AND OWNERSHIP OF DOCUMENTS

Contractor acknowledges and agrees that information regarding this Contract is confidential and shall not be disclosed, directly, indirectly or by implication, or be used by Contractor in any way, whether during the term of this Contract or at any time thereafter, except solely as required in the course of Contractor's performance of the Contract. Contractor shall comply with the applicable privacy laws and regulations affecting the County and will not disclose any of County's records, materials, or other data to any third party. Contractor shall not have the right to compile and distribute statistical analyses and reports utilizing data derived from information or data obtained from County without the prior written approval of County. In the event such approval is given, any such reports published and distributed by Contractor shall be furnished to County without charge.

All documents, data, studies, reports, work product or product created as a result of the performance of this Contract shall be the property of the County of Cook. It shall be a breach of this Contract for the Contractor to reproduce or use, any documents, data, studies, report, work product or product obtained from the County of Cook or created hereby for its own purposes or to be copied and used by any third party. During the performance of the services herein provided for, the Contractor shall be responsible of any loss or damage to the County's documents while they are in the Contractor's possession, and any such document lost or damaged shall be restored at the expense of the Contractor.

GC-29 QUANTITIES

The quantities of materials required for the performance of the Contract are estimates for the purpose of determining an approximate total Contract amount and may not be the actual quantities required during the term of the Contract. The County reserves the right to increase or decrease the quantities at the Contract price, to correspond to the actual needs of the County. The County will be obligated to order and pay for only such quantities as are from time to time ordered, delivered, and accepted on purchase orders issued by the Chief Procurement Officer.

GC-30 AUDIT; EXAMINATION OF RECORDS

The Contractor agrees that the Cook County Auditor or any of its duly authorized representatives shall, until expiration of three (3) years after the final payment under the Contract, have access and the right to examine any books, documents, papers, canceled checks, bank statements, purveyor's and other invoices, and records of the Contractor related to the Contract, or to Contractor's compliance with any term, condition or provision thereof. The Contractor shall be responsible for establishing and maintaining records sufficient to document the costs associated with performance under the terms of this Contract.

The Contractor further agrees that it shall include in all of its subcontracts hereunder a provision to the effect that the subcontractor agrees that the Cook County Auditor or any of its duly authorized representatives shall, until expiration of three (3) years after final payment under the subcontract, have access and the right to examine any books, documents, papers, canceled checks, bank statements, purveyor's and other invoices and records of such subcontractor involving transactions relating to the subcontract, or to such subcontractor's compliance with any term, condition or provision thereunder or under the Contract.

In the event the Contractor receives payment under the Contract, reimbursement for which is later disallowed by the County, the Contractor shall promptly refund the disallowed amount to the County on request, or at the County's option, the County may credit the amount disallowed from the next payment due or to become due to the Contractor under any contract with the County.

GC-31 GOVERNING LAW

This Contract shall be governed by and construed under the laws of the State of Illinois. The Contractor irrevocably agrees that, subject to the County's sole and absolute election, any action or proceeding in any way, manner or respect arising out of the Contract, or arising from any dispute or controversy in connection with or related to the Contract, shall be litigated only in courts within the Circuit Court of Cook County, State of Illinois, and the Contractor consents and submits to the jurisdiction thereof. In accordance with these provisions, Contractor waives any right it may have to transfer or change the venue of any litigation brought against it by the County pursuant to this Contract.

GC-32 COOPERATION WITH INSPECTOR GENERAL

Contractors, subcontractors, licensees, grantees or persons or businesses who have a County contract, grant, license, or certification of eligibility for County contracts shall abide by all of the applicable provisions of the Office of the Independent Inspector General Ordinance (Section 2-281 et. seq. of the Cook County Code of Ordinances). Failure to cooperate as required may result in monetary and/or other penalties.

GC-33 WAIVER

No term or provision of this Contract shall be deemed waived and no breach consented to unless such waiver or consent shall be in writing and signed by the party claimed to have waived or consented. The waiver of any such provision shall be strictly limited to the identified term or provision.

GC-34 ENTIRE CONTRACT

It is expressly agreed that the provisions set forth in this Contract constitute all the understandings and agreements between the parties. Any prior agreements, promises, negotiations, or representations not expressly set forth in this Contract are of no force and effect.

GC-35 FORCE MAJEURE

Neither Contractor nor County shall be liable for failing to fulfill any obligation under this Contract if such failure is caused by an event beyond such party's reasonable control and which is not caused by such party's fault or negligence. Such events shall be limited to acts of God, acts of war, fires, lightning, floods, epidemics, or riots.

GC-36 GOVERNMENTAL JOINT PURCHASING AGREEMENT

Pursuant to Section 4 of the Illinois Governmental Joint Purchasing Act (30 ILCS 525) and the Joint Purchase Agreement approved by the Cook County Board of Commissioners (April 9, 1965), other units of government may purchase goods, supplies, equipment or services under this Contract.

In the event that other agencies participate in a joint procurement, the County reserves the right to renegotiate the price to accommodate the larger volume.

GC-37 COMPARABLE GOVERNMENT PROCUREMENT

As permitted by the County of Cook, other government entities, if authorized by law, may wish to also purchase the goods, supplies, services or equipment under the same terms and conditions contained in this Contract (i.e., comparable government procurement). Each entity wishing to reference this Contract must have prior authorization from the County of Cook and the Contractor. If such participation is authorized, all purchase orders will be issued directly from and shipped directly to the entity requiring the goods, supplies, equipment or services. The County shall not be held responsible for any orders placed, deliveries made or payment for the goods, supplies, equipment or services ordered by these entities. Each entity reserves the right to determine the amount of goods, supplies, equipment or services it wishes to purchase under this Contract.

GC-38 FEDERAL CLAUSES

The following provisions apply to all Contracts which are funded in whole or in part with federal funds.

1. **Interest of Members of or Delegates to the United States Congress**

In accordance with 41 U.S.C. § 22, the Contractor agrees that it will not admit any member of or delegate to the United States Congress to any share or part of the Contract or any benefit derived therefrom.

2. **False or Fraudulent Statements and Claims**

- (a) The Contractor recognizes that the requirements of the Program Fraud Civil Remedies Act of 1986, as amended, 49 U.S.C. §§ 3081 et seq. and U.S. DOT regulations, "Program Fraud Civil Remedies," 49 C.F.R. Part 31, apply to its actions pertaining to the Contract. Accordingly, by signing the Contract, the Contractor certifies or affirms the truthfulness and accuracy of any statement it has made, it makes, or it may make pertaining to the Contract, including without limitation any invoice for its services. In addition to other penalties that may be applicable, the Contractor also acknowledges that if it makes a false, fictitious, or fraudulent claim, statement, submission, or certification, the Federal Government reserves the right to impose the penalties of the Program Fraud Civil Remedies Act of 1986, as amended, on the Contractor to the extent the Federal Government deems appropriate.

GC-38 FEDERAL CLAUSES (con't.)

- (b) The Contractor also acknowledges that if it makes a false, fictitious, or fraudulent claim, statement, submission, or certification to the County or Federal Government in connection with an urbanized area formula project financed with Federal assistance authorized by 49 U.S.C. § 5307, the Government reserves the right to impose on the Contractor the penalties of 18 U.S.C. § 1001 and 49 U.S.C. § 5307(n)(1), to the extent the Federal Government deems appropriate.

3. **Federal Interest in Patents**

- (a) General. If any invention, improvement, or discovery of the Contractor is conceived or first actually reduced to practice in the course of or under the Contract, and that invention, improvement, or discovery is patentable under the laws of the United States of America or any foreign country, the Contractor agrees to notify County immediately and provide a detailed report.
- (b) Federal Rights. Unless the Federal Government later makes a contrary determination in writing, the rights and responsibilities of the County, Contractor, and the Federal Government pertaining to that invention, improvement, or discovery will be determined in accordance with applicable Federal laws and regulations, including any waiver thereof. Unless the Federal Government later makes a contrary determination in writing, the Contractor agrees that, irrespective of its status or the status of any subcontractor at any tier (e.g., a large business, small business, non-profit organization, institution of higher education, individual), the Contractor agrees it will transmit to the Federal Government those rights due the Federal Government in any invention resulting from the contract.

4. **Federal Interest in Data and Copyrights**

- (a) Definition. The term "subject data" used in this section means recorded information, whether or not copyrighted, that is delivered or specified to be delivered under the Contract. Examples include, but are not limited, to: computer software, engineering drawings and associated lists, specifications, standards, process sheets, manuals, technical reports, catalog item identifications, and related information. The term "subject data" does not include financial reports, cost analyses, and similar information incidental to Contract administration.
- (b) Federal Restrictions. The following restrictions apply to all subject data first produced in the performance of the Contract. Except as provided in the Contract and except for its own internal use, the Contractor may not publish or publicly reproduce subject data in whole or in part, or in any manner or form, nor may the Contractor authorize others to do so, without the written consent of the County and the Federal Government, until such time as the Federal Government may have either released or approved the release of such data to the public.
- (c) Federal Rights in Data and Copyrights. In accordance with subparts 34 and 36 of the Common Rule, the County and the Federal Government reserve a royalty-free, non-exclusive and irrevocable license to reproduce, publish, or otherwise use, and to authorize others to use, for County or Federal Government purposes, the types of subject data described below. Without the copyright owner's consent, the County and Federal Government may not extend their license to other parties.
- (1) Any subject data developed under the contract or subagreement financed by a federal Grant Agreement or Cooperative Agreement, whether or not a copyright has been obtained; and
- (2) Any rights of copyright which the Contractor purchases ownership with Federal assistance.

GC-38 FEDERAL CLAUSES (con't.)

- (d) **Special Federal Rights for Planning Research and Development Projects.** When the Federal Government provides financial assistance for a planning, research, development, or demonstration project, its general intention is to increase public knowledge, rather than limit the benefits of the project to participants in the project. Therefore, unless the Federal Government determines otherwise, the Contractor on a planning, research, development, or demonstration project agrees that, in addition to the rights in data and copyrights set forth above, the County or Federal Government may make available to any third party either a license in the copyright to the subject data or a copy of the subject data. If the project is not completed for any reason whatsoever, all data developed under the project will become subject data and will be delivered as the County or Federal Government may direct. This subsection, however, does not apply to adaptations of automatic data processing equipment or previously existing software programs for the County's use whose costs are financed with Federal transportation funds for capital projects.
- (e) **Hold Harmless.** Unless prohibited by state law, upon request by the County or the Federal Government, the Contractor agrees to indemnify, save, and hold harmless the County and the Federal Government and their officers, agents, and employees acting within the scope of their official duties against any liability, including costs and expenses, resulting from any willful or intentional violation by the Contractor of proprietary rights, copyrights, or right of privacy, arising out of the publication, translation, reproduction, delivery, use, or disposition of any data furnished under the Contract. The Contractor will not be required to indemnify the County or Federal Government for any such liability arising out of the wrongful acts of employees or agents of the County or Federal Government.
- (f) **Restrictions on Access to Patent Rights.** Nothing contained in this section on rights in data will imply a license to the County or Federal Government under any patent or be construed as affecting the scope of any license or other right otherwise granted to the County or Federal Government under any patent.
- (g) **Application on Materials Incorporated into Project.** The requirements of Subsections 2, 3, and 4 of this Section do not apply to material furnished by the County and incorporated into the work.

5. Records and Audits

Contractor will deliver or cause to be delivered all documents (including but not limited to all Deliverables and supporting data, records, graphs, charts and notes) prepared by or for the County under the terms of this Agreement to the County promptly in accordance with the time limits prescribed in this Contract, and if no time limit is specified, then upon reasonable demand therefor or upon termination or completion of the Services hereunder. In the event of the failure by the Contractor to make such delivery, then and in that event, the Contractor will pay to County reasonable damages the County may sustain by reason thereof.

The County and the Federal Government will have the right to audit all payments made to the Contractor under this Agreement. Any payments to the Contractor which exceed the amount to which the Contractor is entitled under the terms of this Agreement will be subject to set-off.

The Contractor will keep and retain records relating to this Agreement and will make such records available to representatives of the County and the Federal Government, including without limitation the sponsoring federal agency, other participating agencies, and the Comptroller General of the United States, at reasonable times during the performance of this Agreement and for at least five years after termination of this Agreement for purposes of audit, inspection, copying, transcribing and abstracting.

No provision in this Agreement granting the County or the Federal Government a right of access to records is intended to impair, limit or affect any right of access to such records which the County or the Federal Government would have had in the absence of such provisions.

GC-38 FEDERAL CLAUSES (con't.)**6. Environmental Requirements**

The Contractor recognizes that many Federal and state laws imposing environmental and resource conservation requirements may apply to the Contract. Some, but not all, of the major Federal Laws that may affect the Contract include: the National Environmental Policy Act of 1969, as amended, 42 U.S.C. §§ 4321 et seq.; the Clean Air Act, as amended, 42 U.S.C. §§ 7401 et seq. and scattered sections of 29 U.S.C.; the Clean Water Act, as amended, scattered sections of 33 U.S.C. and 12 U.S.C.; the Resource Conservation and Recovery Act, as amended, 42 U.S.C. §§ 6901 et seq.; and the Comprehensive Environmental Response, Compensation, and Liability Act, as amended, 42 U.S.C. §§ 9601 et seq. The Contractor also recognizes that U.S. EPA, U.S. DOT and other agencies of the Federal Government have issued and are expected in the future to issue regulations, guidelines, standards, orders, directives, or other requirements that may affect the Contract. Thus, the Contractor agrees to adhere to, and impose on its subcontractors, any such Federal requirements as the Federal Government may now or in the future promulgate. Listed below are requirements of particular concern.

The Contractor acknowledges that this list does not constitute the Contractor's entire obligation to meet all Federal environmental and resource conservation requirements. The Contractor will include these provisions in all subcontracts.

- (a) **Environmental Protection.** The Contractor agrees to comply with the applicable requirements of the National Environmental Policy Act of 1969, as amended, 42 U.S.C. §§ 4321 et seq. in accordance with Executive Order No. 12898, "Federal Actions to Address Environmental Justice in Minority Populations and Low-Income Populations," 59 Fed. Reg. 7629, Feb. 16, 1994; U.S. DOT statutory requirements on environmental matters at 49 U.S.C. § 5324(b); Council on Environmental Quality regulations on compliance with the National Environmental Policy Act of 1969, as amended, 40 C.F.R. Part 1500 et seq.; and U.S. DOT regulations, "Environmental Impact and Related Procedures," 23 C.F.R. Part 771 and 49 C.F.R. Part 622.
- (b) **Air Quality.** The Contractor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. §§ 7401 et seq. Specifically, the Contractor agrees to comply with applicable requirements of U.S. EPA regulations, "Conformity to State of Federal Implementation Plans of Transportation Plans, Programs, and Projects Developed, Funded or Approved Under Title 23 U.S.C. or the Federal Transit Act," 40 C.F.R. Part 51, Subpart T; and "Determining Conformity of Federal Actions to State or Federal Implementation Plans," 40 C.F.R. Part 93. The Contractor further agrees to report and require each subcontractor at any tier to report any violation of these requirements resulting from any Contract implementation activity to the County and the appropriate U.S. EPA Regional Office.
- (c) **Clean Water.** The Contractor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. §§ 1251 et seq. The Contractor further agrees to report and require each subcontractor at any tier to report any violation of these requirements resulting from any Contract implementation activity to the County and the appropriate U.S. EPA Regional Office.
- (d) **List of Violating Facilities.** The Contractor agrees that any facility to be used in the performance of the Contract or to benefit from the Contract will not be listed on the U.S. EPA List of Violating Facilities ("List"), and the Contractor will promptly notify the County if the Contractor receives any communication from the U.S. EPA that such a facility is under consideration for inclusion on the List.

GC-38 FEDERAL CLAUSES (con't.)

(e) Preference for Recycled Products. To the extent practicable and economically feasible and to the extent that it does not reduce or impair the quality of the work, the Contractor agrees to use recycled products in performance of the Contract pursuant to U.S. Environment Protection Agency (U.S. EPA) guidelines at 40 C.F.R. Parts 247-253, which implement section 6002 of the Resource Conservation and Recovery Act, as amended, 42 U.S.C. § 6962.

7. No Exclusionary or Discriminatory Specifications

Apart from inconsistent requirements imposed by Federal statute or regulations, the Contractor agrees that it will comply with the requirements of 49 U.S.C. § 5323(h)(2) by refraining from using any Federal assistance to support subcontracts procured using exclusionary or discriminatory specifications.

8. Cargo Preference - Use of United States Flag Vessels

The Contractor agrees to comply with U.S. Maritime Administration regulations, "Cargo-Preference -- U.S. Flag Vessels," 49 C.F.R. Part 381, and to include the clauses required by those regulations, modified as necessary to identify the affected parties, in each subcontract or subagreement involving equipment, materials, or commodities suitable for transport by ocean vessel.

9. Fly America

Section 14.c of the Master Agreement states that if the contract or subcontracts may involve the international transportation of goods, equipment, or personnel by air, the contract must require Contractors and subcontractors at every tier to use U.S.-flag air carriers, to the extent service by these carriers is available. 49 U.S.C. 40118 and 4 C.F.R. Part 52.

10. No Federal Government Obligations to Third Parties

The Contractor agrees that, absent the Federal Government's express written consent, the Federal Government will not be subject to any obligations or liabilities to any contractor or any other person not a party to the Grant Agreement or Cooperative Agreement between the County and the Federal Government which is a source of funds for this Contract. Notwithstanding any concurrence provided by the Federal Government in or approval of any solicitation, agreement, or contract, the Federal Government continues to have no obligations or liabilities to any party, including the Contractor.

11. Allowable Costs

Notwithstanding any compensation provision to the contrary, the Contractor's compensation under this Contract will be limited to those amounts which are allowable and allocable to the Contract in accordance

with OMB Circular A-87 and the regulations in 49 C.F.R. Part 18. To the extent that an audit reveals that the Contractor has received payment in excess of such amounts, the County may offset such excess payments against any future payments due to the Contractor and, if no future payments are due or if future payments are less than such excess, the Contractor will promptly refund the amount of the excess payments to the County.

12. Trade Restrictions

Contractor certifies that neither it nor any Subcontractor:

GC-38 FEDERAL CLAUSES (con't.)

- (a) is owned or controlled by one or more citizens of a foreign country included in the list of countries that discriminate against U.S. firms published by the Office of the United States Trade Representative (USTR);
- (b) has knowingly entered into any contract or subcontract with a person that is a citizen or national of a foreign country on said list, nor is owned or controlled directly or indirectly by one or more citizens or nationals of a foreign country on said list;
- (c) will procure, subcontract for, or recommend any product that is produced in a foreign country on said list.

Unless the restrictions of this clause are waived by the Secretary of Transportation in accordance with 49 CFR 30.17, no Notice-to-Proceed will be issued to an entity who is unable to certify to the above. If Contractor knowingly procures or subcontracts for the supply of any product or service of a foreign country on said list for use on the project, the USDOT may direct, through the County, cancellation of the Contract at no cost to the Government.

Further, Contractor agrees that it will incorporate this provision for certification without modification in each subcontract. Contractor may rely on the certification of a prospective Subcontractor unless it has knowledge that the certification is erroneous. Contractor will provide immediate written notice to the County if it learns that its certification or that of a Subcontractor was erroneous when submitted or has become erroneous by reason of changed circumstances. Each Subcontractor must agree to provide written notice to Contractor if at any time it learns that its certification was erroneous by reason of changed circumstances. Nothing contained in the foregoing will be construed to require establishment of a system of records in order to render, in good faith, the certification required by this provision.

The knowledge and information of the Contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

This certification concerns a matter within the jurisdiction of an agency of the United States of America and the making of a false, fictitious, or fraudulent certification may render the maker subject to prosecution under Title 18, United States Code, Section 100.

13. Contract Work Hours and Safety Standards Act

If applicable according to their terms, the Contractor agrees to comply and assures compliance with sections 102 and 107 of the Contract Work Hours and Safety Standards Act, as amended, 40 U.S.C. §§ 327 through 333, and implementing U.S. DOL regulations, "Labor Standards Provisions Applicable to Contracts Governing Federally Financed and Assisted Construction (also Labor Standards Provisions Applicable to Nonconstruction Contracts Subject to the Contract Work Hours and Safety Standards Act)," 29 C.F.R. Part 5; and U.S. DOL regulations, "Safety and Health Regulations for Construction," 29 C.F.R. Part 1926. In addition to other requirements that may apply:

- (a) In accordance with section of the Contract Work Hours and Safety Standards Act, as amended, 40 U.S.C. §§ 327 through 332, the Contractor agrees and assures that, for the Contract, the wages of every mechanic and laborer will be computed on the basis of a standard work week of 40 hours, and that each worker will be compensated for work exceeding the standard work week at a rate of not less than 1.5 times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The Contractor agrees that determinations pertaining to these requirements will be made in accordance with applicable U.S. DOL regulations, "Labor Standards Provisions Applicable to Contracts Governing Federally Financed and Assisted Construction (also Labor Standards Provisions Applicable to Nonconstruction Contracts Subject to the Contract Work Hours and Safety Standards Act)," 29 C.F.R. Part 5.

GC-38 FEDERAL CLAUSES (con't.)

(b) In accordance with section 107 of the Contract Work Hours and Safety Standards Act, as amended, 40 U.S.C. § 333, the contractor agrees and assures that no laborer or mechanic working on a construction contract will be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous to his or her health and safety, as determined in accordance with U.S. DOL regulations, "Safety and Health Regulations for Construction," 29 C.F.R. Part 1926.

14. Veteran's Preference

In the employment of labor (except in executive, administrative, and supervisory positions), preference will be given to Vietnam-era veterans and disabled veterans. However, this preference may be given only where individuals are available and qualified to perform the work to which employment relates.

15. Copyright Ownership

Consultant and the County intend that, to the extent permitted by law, the Deliverables to be produced by Consultant at the County's instance and expense pursuant to this Agreement are conclusively deemed "works made for hire" within the meaning and purview of Section 101 of the United States Copyright Act, 17 U.S.C. §101 et seq. (the "Copyright Act"), and that the County will be the copyright owner of the Deliverables and of all aspects, elements and components of them in which copyright can subsist.

To the extent that any Deliverable does not qualify as a "work made for hire," Consultant irrevocably grants, conveys, bargains, sells, assigns, transfers and delivers to the County, its successors and assigns, all right, title and interest in and to the copyrights and all U.S. and foreign copyright registrations, copyright applications and copyright renewals for them, and other intangible, intellectual property embodied in or pertaining to the Deliverables prepared for the County under this Agreement, free and clear of any liens, claims or other encumbrances, to the fullest extent permitted by law. Consultant will execute all documents and perform all acts that the County may reasonably request in order to assist the County in perfecting its rights in and to the copyrights relating to the Deliverables, at the sole expense of the County.

Consultant warrants to County, its successors and assigns, that on the date of transfer Consultant is the lawful owner of good and marketable title in and to the copyrights for the Deliverables and has the legal rights to fully assign them. Consultant further warrants that it has not assigned any copyrights nor granted any licenses, exclusive or nonexclusive, to any other party, and that it is not a party to any other agreements or subject to any other restrictions with respect to the Deliverables. Consultant warrants and represents that the Deliverables are complete and comprehensive, and the Deliverables are a work of original authorship.

16. Accessibility Compliance

If this Agreement involves design for construction, the Consultant warrants that all design documents produced or utilized under this Agreement and all construction or alterations undertaken under this Agreement will comply with all federal, state and local laws and regulations regarding accessibility standards for persons with disabilities or environmentally limited persons including, but not limited to, the following: the Americans with Disabilities Act of 1990, 42 U.S.C. § 12101 et seq. and the Americans with Disabilities Act Accessibility Guidelines for Buildings and Facilities ("ADAAG"); the Architectural Barriers Act, Pub. L. 90-480 (1968), and the Uniform Federal Accessibility Standards ("UFAS"); and the Illinois Environmental Barriers Act, 410 ILCS 25/1 et seq., and all regulations promulgated thereunder, see Illinois Administrative Code, Title 71, Chapter 1, Section 400.110. If the above standards are inconsistent, the Consultant must comply with the standard providing the greatest accessibility. Also, the Consultant must, prior to construction,

review the plans and specifications to insure compliance with the above referenced standards. If the Consultant fails to comply with the foregoing standards, the Consultant must perform again, at no expense, all services required to be re-performed as a direct or indirect result of such failure.

GC-38 FEDERAL CLAUSES (con't)17. Visual Rights Act Waiver

The Consultant/Contractor waives any and all rights that may be granted or conferred under Section 106A and Section 113 of the United States Copyright Act, (17 U.S.C. § 101 et seq.) (the "Copyright Act") in any work of visual art that may be provided pursuant to this Agreement. Also, the Consultant/Contractor represents and warrants that the Consultant/Contractor has obtained a waiver of Section 106A and Section 113 of the Copyright Act as necessary from any employees and subcontractors, if any.

18. Equal Employment Opportunity

All contracts shall contain a provision requiring compliance with E.O. 11246, "Equal Employment Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

19. Copeland "Anti-Kickback" Act (18 U.S.C. 874 and 40 U.S.C. 276c)

All contracts and subgrants in excess of \$2000 for construction or repair awarded by recipients and subrecipients shall include a provision for compliance with the Copeland "Anti-Kickback" Act (18 U.S.C. 874), as supplemented by Department of Labor regulations (29 CFR part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient shall be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled. The recipient shall report all suspected or reported violations to the Federal awarding agency.

20. Davis-Bacon Act, as amended (40 U.S.C. 276a to a-7)

When required by Federal program legislation, all construction contracts awarded by the recipients and subrecipients of more than \$2000 shall include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 276a to a-7) and as supplemented by Department of Labor regulations (29 CFR part 5, "Labor Standards Provisions Applicable to Contracts Governing Federally Financed and Assisted Construction").

Under this Act, contractors shall be required to pay wages to laborers and mechanics at a rate not less than the minimum wages specified in a wage determination made by the Secretary of Labor. In addition, contractors shall be required to pay wages not less than once a week. The recipient shall place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation and the award of a contract shall be conditioned upon the acceptance of the wage determination. The recipient shall report all suspected or reported violations to the Federal awarding agency.

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GC-38 FEDERAL CLAUSES (con't)21. Contract Work Hours and Safety Standards Act (40 U.S.C. 327-333)

Where applicable, all contracts awarded by recipients in excess of \$2000 for construction contracts and in excess of \$2500 for other contracts that involve the employment of mechanics or laborers shall include a provision for compliance with Sections 102 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 327-333), as supplemented by Department of Labor regulations (29 CFR part 5). Under Section 102 of the Act, each contractor shall be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than 1 ½ times the basic rate of pay for all hours worked in excess of 40 hours in the work week. Section 107 of the Act is applicable to construction work and provides that no laborer or mechanic shall be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

22. Rights to Inventions Made Under a Contract or Agreement

Contracts or agreements for the performance of experimental, developmental, or research work shall provide for the rights of the Federal Government and the recipient in any resulting invention in accordance with 37 CFR part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

23. Clean Air Act (42 U.S.C. 7401 et seq.) and the Federal Water Pollution Control Act (33 U.S.C. 1251 et seq.), as amended

Contracts and subgrants of amounts in excess of \$100,000 shall contain a provision that requires the recipient to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401 et seq.) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.). Violations shall be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

24. Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier shall also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the recipient.

25. Debarment and Suspension (E.O.s 12549 and 12689)

No contract shall be made to parties listed on the General Services Administration's List of Parties Excluded from Federal Procurement or Nonprocurement Programs in accordance with E.O.s 12549 and 12689, "Debarment and Suspension." This list contains the names of parties debarred, suspended, or otherwise excluded by agencies, and contractors declared ineligible under statutory or regulatory authority other than E.O. 12549. Contractors with awards that exceed the small purchase threshold shall provide the required certification regarding its exclusion status and that of its principal employees.

GC-39 CONTRACT INTERPRETATION

Whenever the singular is used herein, the masculine, feminine and neuter gender shall be deemed to include the others. The headings of articles, paragraphs and sections in this Contract are included for convenience only and shall not be considered by either party in construing the meaning of this Contract. If any provision or clause of this Contract shall be held to be invalid, such provision or clause shall be deleted from the Contract and the Contract shall be construed to give effect to the remaining portions thereof.

This Contract shall be interpreted and construed based upon the following order of precedence of component parts. Such order of precedence shall govern to resolve all cases of conflict, ambiguity or inconsistency.

1. Special Conditions
2. Specification.
3. General Conditions.

END OF SECTION

Contract No. 1685-15344

EXHIBIT 1

Commodities Line Item

**ITB 14-5903 for Roofing Supplies and Services, Waterproofing and Related Products and Services
Attachment B Pricing**

Item No.	Description	Unit	Submittal	Roof Surface Material
1.00	Professional Services			
1.01	Full-time Quality Assurance monitoring	DAY	600.00	
1.02	Asbestos core testing and analysis (testing only, excludes labor for sampling and repair)	EA	75.00	
1.03	Analysis and evaluation (14" x 14" roof core) (Lab testing only, repairs charged at roof repair rates for appropriate system type)	EA	NSP	
1.04	Aerial Roof Survey - Roof Pictures & Drawings Including Geometries, Slope, Calculated Area and Perimeter Measurements	EA	NSP	
1.05	Aerial Wall Survey - Wall Pictures & Drawings Including Geometries, Calculated Area and Perimeter Measurements	EA	NSP	
1.06	Manufacturer Standing Seam Material Quantity Estimating	EA	NSP	
1.07.01	Nuclear Moisture Survey, Non destructive roof scan	EA	2,500.00	
1.07.02	Non destructive roof scan, up to 20,000 SF	SF	0.085	
1.08	Non destructive roof scan, over 20,000 SF	DAY	NSP	
1.09	Infrared scanning equipment for rooftop analysis	NIGHT	1,750.00	
1.10	Nighttime Infrared scans			
1.10.01	Roof investigation (visual roof survey)	HOOR	NSP	
1.10.02	Roof investigation, per hour	EA	NSP	
1.10.03	Visual Roof Survey up to 20,000 SF	SF	NSP	
1.11	Visual Roof Survey over 20,000 SF	HOOR	100.00	
1.12	Comprehensive report	DAILY	NSP	
1.13	Manufacturer's Technical Representative Contractor Training Session at Job Start-Up	EA	3,000.00	
1.14	Wind Uplift Testing - Mobilize and provide wind uplift testing per Factory Mutual System Roof Design Manual FM 1-52	EA	NSP	
1.15	Field / Shop Drawings	EA	NSP	
1.16	Project Building Code Review			
1.16.01	Additional and Occasional Services			
1.16.02	Architect / Design Professional Services	HOOR	125.00	
1.16.03	Engineer	HOOR	150.00	
1.16.04	Structural Analysis / Engineering Services	HOOR	125.00	
1.16.05	Roof Consultant	HOOR	100.00	
1.17	CAD Draftsman	HOOR	60.00	
1.17.01	Laboratory Analysis			
1.17.02	Laboratory Fungal Analysis: Cultured Fungi Identification & Enumeration (Not including engineering time for sampling.)	EA	300.00	
1.17.03	Laboratory Fungal Analysis: Total Fungi Spore Count (Not including engineering time for sampling.)	EA	300.00	
1.17.04	Laboratory Mold Analysis: Viable Airborne Mold Analysis (Not including engineering time for sampling.)	EA	300.00	
1.17.05	Laboratory Analysis: Viable Surface Swab or Bulk Substrate Analysis (Not including engineering time for sampling.)	EA	300.00	

Item Item	Unit	Size/Unit	ROOF SYSTEMS
1.17.05	EA	300.00	ROOF SYSTEMS
Laboratory Analysis: Non-Viable Surface Swab or Bulk Substrate Analysis (Not including engineering time for sampling.)			
1.18			
Travel Expenses			
1.18.01	DAY	NSP	
Per Diem - Meals and Incidentals			
1.18.02	DAY	NSP	
Lodging			
1.18.03	MILE	NSP	
Mileage on Company / Personal Vehicle			
1.18.04	JOB	NSP	
Airfare (Economy)			
1.18.05	DAY	NSP	
Vehicle Rental			
1.19	DAY	NSP	
Seamer Rental Charges			
1.20	EA	NSP	
Set-up Charges for Metal In-Shop Fabrication			
1.21	EA	NSP	
Set-up On-Site Roll Forming			
1.22	EA	NSP	
Roof Fastener Pull Tests (As Many as Required per Roof Section)			
1.23	EA	NSP	
Wind Uplift Design Calculations			
1.24	EA	NSP	
Roof Drainage Capacity Calculations			
1.25	EA	NSP	
Roof Edge Metal Calculations - ANSI/SPRI ES-1 Standards			
1.30			
Additional Professional Services			
1.30.01	%	14%	
Option 1: Professional Services can be Completed on a Cost Plus Basis			
1.30.02	%	14%	
Option 2: Mark-Up Applicable to R.S. Means Catalogue Pricing			

Line Item	Quantity	Description	Unit	Standard	Roof System
2.00		Tear-off & Dispose of Debris			
2.01		SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Metal Deck	SF	1.91	
2.02		SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Wood / Tectum Deck	SF	1.91	
2.03		SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Lightweight / Gyp Deck	SF	1.91	
2.04		SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Concrete Deck	SF	1.91	
2.05		SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Metal Deck	SF	1.82	
2.06		SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Wood / Tectum Deck	SF	1.82	
2.07		SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Lightweight / Gyp Deck	SF	1.82	
2.08		SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Concrete Deck	SF	1.82	
2.11		SYSTEM TYPE Single-Ply W/ Insulation - Metal Deck	SF	1.45	
2.12		SYSTEM TYPE Single-Ply W/ Insulation - Wood / Tectum Deck	SF	1.45	
2.13		SYSTEM TYPE Single-Ply W/ Insulation - Lightweight / Gyp Deck	SF	1.45	
2.14		SYSTEM TYPE Single-Ply W/ Insulation - Concrete Deck	SF	1.45	
2.21		SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Metal Deck	SF	1.78	
2.22		SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Wood / Tectum Deck	SF	1.78	
2.23		SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Lightweight / Gyp Deck	SF	1.78	
2.24		SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Concrete Deck	SF	1.78	
2.31		SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Metal Deck	SF	2.15	
2.32		SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Wood / Tectum Deck	SF	2.15	
2.33		SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Lightweight / Gyp Deck	SF	2.15	

Line Item	Roof System Material	Unit	S per Unit
2.34	SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Concrete Deck	SF	2.15
2.35	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Metal Deck	SF	2.15
2.36	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Wood / Tectum Deck	SF	2.15
2.37	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Lightweight / Gyp Deck	SF	2.15
2.37	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Concrete Deck	SF	2.15
2.41	SYSTEM TYPE Metal Roofing System - Metal Deck	SF	1.91
2.42	SYSTEM TYPE Metal Roofing System - Wood / Tectum Deck	SF	1.91
2.43	SYSTEM TYPE Metal Roofing System - Lightweight / Gypsum Deck	SF	1.91
2.44	SYSTEM TYPE Metal Roofing System - Concrete Deck	SF	1.91
2.51	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Metal Deck	SF	2.31
2.52	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Wood / Tectum Deck	SF	2.31
2.53	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Lightweight / Gyp Deck	SF	2.31
2.54	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Concrete Deck	SF	2.31

Item No.	Description	Unit	Sp. per Unit	Roof Systems Area
2.61	SYSTEM TYPE BUR w/ Gravel Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.23	
2.62	SYSTEM TYPE BUR w/ Mineral Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.19	
2.63	SYSTEM TYPE Single-Ply to the Existing Insulation (Insulation to be Re-Used)	SF	1.76	
2.64	SYSTEM TYPE Ballasted Single-Ply to the Existing Insulation (Insulation to be Re-Used)	SF	1.38	
2.65	SYSTEM TYPE Coal Tar BUR with Gravel Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.56	
2.66	SYSTEM TYPE Coal Tar BUR with Mineral Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.56	
2.67	MULTIPLIER - TEAR-OFF & DISPOSE OF DEBRIS Each Additional Roof System	%	52.000	
3.06	Removal & Replacement of Roof Deck			
3.11	DECK TYPE Metal Deck	SF	5.16	
3.12	DECK TYPE Wood Deck	SF	5.10	
3.13	DECK TYPE Gypsum Deck	SF	23.41	
3.14	DECK TYPE Concrete Deck	SF	22.47	
3.15	DECK TYPE Lightweight Deck	SF	10.75	
3.16	DECK TYPE Tectum Deck	SF	10.63	

Division	Description	Unit	Submittal	Roof Systems Material
4.00	Insulation Recovery Board & Insulations Options			
4.11	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF	0.75	
4.12	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Adhered with Insulation Adhesive	SF	1.15	
4.13	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Metal Deck	SF	0.75	
4.14	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Wood / Tectum Deck	SF	0.85	
4.15	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Lightweight / Gypsum Deck	SF	0.85	
4.16	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Concrete Deck	SF	0.85	
4.21	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF	1.31	
4.22	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Adhered with Insulation Adhesive	SF	1.66	
4.23	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Metal Deck	SF	1.35	
4.24	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Wood / Tectum Deck	SF	1.50	
4.25	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Lightweight / Gypsum Deck	SF	1.50	
4.26	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Concrete Deck	SF	1.50	
4.31	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 1.0" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.08	

Code	Description	Unit	Cost/Unit	Roof System (Metal)
4.32	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 1.5" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.23	
4.33	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 2.0" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.60	
4.34	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 2.5" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.77	
4.35	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Add for Cutting New Insulation to Match the Profile of an Existing Metal Roof.	SF	1.15	
4.41	INSULATION SUBSTITUTION OPTION Deduct for Providing an R-Value of greater than or equal to 10, but less than 15; instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF	-0.52	
4.42	INSULATION SUBSTITUTION OPTION Deduct for Providing an R-Value of greater than or equal to 15, but less than 18; instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF	-0.26	
4.43	INSULATION SUBSTITUTION OPTION: Deduct for Providing an R-Value of greater than or equal to 18, but less than 20 instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF	-0.12	
4.44	INSULATION SUBSTITUTION OPTION: Add for Providing an R-Value of 25 Instead of the Standard R-Value of 20 - All Applications Other Than Metal Roof Systems	SF	0.55	
4.45	INSULATION SUBSTITUTION OPTION: Add for Providing an R-Value of 30 Instead of the Standard R-Value of 20 - All Applications Other Than Metal Roof Systems	SF	1.16	
4.46	INSULATION SUBSTITUTION OPTION Substitute 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Place of the Wood Fiber or Perlite - Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF	0.63	
4.47	INSULATION SUBSTITUTION OPTION Substitute 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Place of the Wood Fiber or Perlite - Adhered with Insulation Adhesive	SF	1.03	

ITEM	DESCRIPTION	Unit	Spec Unit	Roof System Material
4.51	INSULATION SLOPE OPTION Provide a 1/4" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value Including Tapered Crickets; Adhered in ASTM D 312 Type III or IV Hot Asphalt; Mopped	SF	4.20	
4.52	INSULATION SLOPE OPTION Provide a 1/8" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value; Adhered in ASTM D 312 Type III or IV Hot Asphalt; Mopped	SF	3.11	
4.53	INSULATION SLOPE OPTION Provide a 1/4" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value Including Tapered Crickets; Adhered with Insulation Adhesive	SF	5.43	
4.54	INSULATION SLOPE OPTION Provide a 1/8" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value; Adhered with Insulation Adhesive	SF	4.20	
4.55	INSULATION SUBSTITUTION OPTION Provide a 1/4" Tapered Insulating Lightweight Concrete System while Maintaining Average R-Value	SF	4.20	
4.56	INSULATION SUBSTITUTION OPTION Provide a 1/8" Tapered Insulating Lightweight Concrete System while Maintaining Average R-Value	SF	4.07	
4.61	INSULATION ATTACHMENT OPTION: Provide Attachment Pattern in Compliance with FM 1-66 Wind Uplift Instead of FM 1-90	SF	-0.08	
4.62	INSULATION ATTACHMENT OPTION: Provide Attachment Pattern in Compliance with FM 1-120 Wind Uplift Instead of FM 1-90	SF	0.11	
5.00	Coating New Roofing With Elastomeric Coating			
5.11	ROOF SYSTEM TYPE Apply an Acrylic Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified	SF	2.06	
5.12	ROOF SYSTEM TYPE Apply an Acrylic Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar	SF	2.06	
5.21	ROOF SYSTEM TYPE Apply an Urethane Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified; With Reinforced Seams	SF	4.05	
5.22	ROOF SYSTEM TYPE Apply an Urethane Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar; With Reinforced Seams	SF	4.05	
5.31	ROOF SYSTEM TYPE Apply an Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified	SF	1.54	

Line Item	Description	Unit	SQFT	ROOF SYSTEMS Material
5.32	ROOF SYSTEM TYPE Apply an Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar	SF	1.54	
5.41	ROOF SYSTEM TYPE Apply a Fibered Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified	SF	1.72	
5.42	ROOF SYSTEM TYPE Apply a Fibered Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar	SF	1.72	

Item No.	Description	Unit	Spec. Unit	ROOF SYSTEMS
6.11.00	Roof Deck and Insulation Option			Measural
6.11.01	METAL ROOF DECK, HOT APPLICATION, ASTM D 312 TYPE III OR IV ASPHALT INSULATION OPTION: Mechanically Fasten Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements	SF	2.84	
6.12.00	WOOD ROOF DECK, HOT APPLICATION, ASTM D 312 TYPE III OR IV ASPHALT			
6.12.01	INSULATION OPTION: Mechanically Fasten Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements	SF	2.87	
6.12.02	INSULATION OPTION: Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns	SF	0.66	
6.13.00	TECTUM ROOF DECK, HOT APPLICATION, ASTM D 312 TYPE III OR IV ASPHALT			
6.13.01	INSULATION OPTION: Mechanically Attach Base Sheet Utilizing FM 1-90 Attachment Patterns & Hot Mop Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements	SF	3.82	
6.13.02	INSULATION OPTION: Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns	SF	1.09	
6.14.00	LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK, HOT APPLICATION, ASTM D 312 TYPE III OR IV ASPHALT			
6.14.01	INSULATION OPTION: Must Mechanically Attach a Base Sheet; Hot Mop Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Prior to Installation	SF	3.47	
6.14.02	INSULATION OPTION: Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Prior to Installation	SF	0.71	
6.15.00	CONCRETE ROOF DECK, HOT APPLICATION, ASTM D 312 TYPE III OR IV ASPHALT			

Code Item	Unit	Spqr Unit	ROOF Systems Materials
6.15.01	SF	3.09	Prime Roof Deck; Hot Mop Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Prime Roof Deck; Must at Least 1/2" Wood Fiber or Perlite Hot Mopped to Deck In Compliance FM 1-90 Requirements
6.15.02	SF	1.06	Without Insulation - Prime Roof Deck; Must at Least 1/2" Wood Fiber or Perlite Hot Mopped to Deck In Compliance FM 1-90 Requirements
METAL ROOF DECK COLD PROCESS APPLICATION			
6.16.01	SF	3.22	Mechanically Fasten Polyisocyanurate / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements
WOOD ROOF DECK COLD PROCESS APPLICATION			
6.17.01	SF	3.29	Mechanically Fasten Polyisocyanurate / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns
6.17.02	SF	0.66	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns
TECTUM ROOF DECK COLD PROCESS APPLICATION			
6.18.01	SF	5.07	Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns
6.18.02	SF	1.09	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns

Code	Material	Unit	Cost/Unit	Roof System
6.19 LIGHTWEIGHT CONCRETE/GYPSUM ROOF DECK - GOLD PROCESS APPLICATION				
6.19.01	INSULATION OPTION: Must Mechanically Attach a Base Sheet; Adhere Polysocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R- Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Installed with FM 1-90 Attachment Patterns	SF	5.11	
6.19.02	INSULATION OPTION: Must Mechanically Attach a Base Sheet; Adhere Polysocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R- Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Installed with FM 1-90 Attachment Patterns	SF	0.71	
6.20 CONCRETE ROOF DECK - GOLD PROCESS APPLICATION				
6.20.01	INSULATION OPTION: Adhere Polysocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R- Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must at Least 1/2" High Density Asphalt Coated Wood Fiber Adhered with Insulation Adhesive to Deck In Compliance FM 1-90 Requirements	SF	4.16	
6.20.02	INSULATION OPTION: Adhere Polysocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R- Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must at Least 1/2" High Density Asphalt Coated Wood Fiber Adhered with Insulation Adhesive to Deck In Compliance FM 1-90 Requirements	SF	1.38	
6.21 METAL ROOF DECK - TORCH APPLIED/SELF-ADHERING APPLICATION				
6.21.01	INSULATION OPTION: Mechanically Fasten Polysocyanurate / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R- Value of 20 In Compliance FM 1-90 Requirements	SF	3.88	

Item No.	Description	Unit	Est. Unit	Roof Systems Material
WOOD ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION				
6.22.01	INSULATION OPTION: Mechanically Fasten Polyisocyanurate / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	3.98	
6.22.02	INSULATION OPTION: Without Insulation - Must Mechanically Attach 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed with FM 1-90 Attachment Patterns	SF	1.41	
TECTUM ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION				
6.23.01	INSULATION OPTION: Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20. In Compliance FM 1-90 Requirements	SF	5.29	
6.23.02	INSULATION OPTION: Without Insulation - Must Mechanically Attach 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed with FM 1-90 Attachment Patterns	SF	1.59	

Item	System	Unit	Star Unit	300F System Material
6.24	CONCRETE / GYPSUM ROOF DECK / GORCH APPLIED / SELF-ADHERING APPLICATION			
6.24.01	INSULATION OPTION: Must Mechanically Attach a Base Sheet; Adhere Polyisocyanurate In Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	5.24	
6.24.02	INSULATION OPTION: Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Prior to Installation Installed with FM 1-90 Attachment Patterns	SF	2.30	
6.25	CONCRETE / GYPSUM ROOF DECK / GORCH APPLIED / SELF-ADHERING APPLICATION			
6.25.01	INSULATION OPTION: Adhere Polyisocyanurate In Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	4.72	
6.25.02	INSULATION OPTION: Without Insulation - Must Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive In Compliance FM 1-90 Requirements	SF	2.07	

			Unit	\$ per Unit	ROO Systems Material
7.11.00	BUILD UP MODIFIED ROOF WITH FLOOD COAT AND AGGREGATE IN HOT/ASTM D 6162 TYPE III OR IV ASPHALT				
7.11	ROOF CONFIGURATION 2 Piles of Glass Felt, Cap Sheet, Flood Coat and Aggregate All in Hot/ASTM D 6162 Type III OR IV Asphalt				
7.11.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile	SF	3.92		
7.11.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile	SF	5.10		
7.11.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile	SF	5.38		
7.11.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile	SF	6.57		
7.11.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile	SF	6.85		
7.11.06	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP		
7.11.07	DEDUCT TO SQUARE FOOT COST - Hot Applied Modified BUR Substitute Additional Glass Felt (Hot Applications) in Place of ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile (i.e. 3 Ply BUR)	SF	0.480		
7.11.08	ADD TO PER SQUARE FOOT COST - Hot Applied Modified BUR Each Additional Glass Felt (Hot Applications) Inter-ply Installed	SF	0.51		

Line Item	Description	Unit	Price/Unit	Roof Systems Material
8.00	BUILDUP MODIFIED ROOF WITH FLOOD COAT AND AGGREGATE IN COLD PROCESS ASPHALT			
8.11	ROOF CONFIGURATION 2 Piles of Glass Base, Cap Sheet, Flood Coat and Aggregate All in Cold Process Modified Asphalt			
8.11.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ftm tensile	SF	7.19	
8.11.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ftm tensile	SF	8.48	
8.11.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ftm tensile	SF	9.00	
8.11.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ftm tensile	SF	10.03	
8.11.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ftm tensile	SF	10.44	
8.11.06	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	
8.11.08	DEDUCT TO SQUARE FOOT COST - Cold Applied Modified BUR Substitute Additional Glass Base Sheet in Place of ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ftm tensile (i.e. 3 Ply BUR)	SF	-1.010	
8.11.09	ADD TO PER SQUARE FOOT COST - Cold Applied Modified BUR Each Additional Glass Base (Cold Applications) Inter-ply Installed	SF	0.93	

Sched. Item	Description	Unit	Sheet Count	Roof Systems Marked
9.11	BUILT UP MODIFIED/ROOF ADHERED IN HOT ASPHALT OR ASPHALT FLOOD COAT & AGGREGATE IN MODIFIED COAL TAR PITCH			
9.11	ROOF CONFIGURATION 2 ply of Glass/Fat/ Cap Sheet, Set in Hot Asphalt, Flood Coat in Modified Coal Tar Pitch and Aggregate			
9.11.01	ROOFING MEMBRANE & COATING OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	6.18	
9.11.02	ROOFING MEMBRANE & COATING OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	7.27	
9.11.03	ROOFING MEMBRANE & COATING OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	7.79	
9.11.04	ROOFING MEMBRANE & COATING OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	8.82	
9.11.05	ROOFING MEMBRANE & COATING OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lb/ft ² tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	9.11	
9.11.06	COATING OPTION: Add/Deduct for Installing Flood Coat in Cold Process Coat Tar Pitch	SF	0.31	
9.11.07	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	

Item Item	Unit	Step Unit	ROF System Material
10.00			
BUILT-UP MODIFIED ROOF WITH MINERAL CAP SHEET ADHERED IN HOT ASTMD 6162 TYPE III OR IV ASPHALT			
ROOF CONFIGURATION			
2 ply of Glass Felt, Mineral Surfaced, Cap Sheet, Section Hot, ASTM D 6162 Type III or IV, Asphalt.			
10.11.01	SF	3.87	ASTM D 6162 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile
10.11.02	SF	4.81	ASTM D 6162 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile
10.11.03	SF	5.15	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile
10.11.04	SF	6.53	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile
10.11.05	SF	6.77	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile
10.11.06	SF	NSP	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty

Line Item	Description	Unit	\$ per Unit	Roof Systems Material
11.11.00	BUILT UP MODIFIED ROOF WITH MINERAL CAP SHEET ADHERED IN COLD PROCESS ASPHALT			
11.11	ROOF CONFIGURATION 2.0V Glass Base Mineral Cap Sheet Set in Cold Process Modified Asphalt			
11.11.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile	SF	5.83	
11.11.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile	SF	6.94	
11.11.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile	SF	7.42	
11.11.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile	SF	8.70	
11.11.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile	SF	9.30	
11.11.06	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	

Line Item	Description	Unit	Sheet Unit	ROFS System Material
12.11	<p>2-PLY ROOF SYSTEMS - COMBINATIONS OF A BASE PLY & A CAP SHEET (TOP PLY)</p> <p>PLEASE NOTE: BASE PLY & CAP SHEET COMBINATION MUST BE APPROVED BY THE MANUFACTURER</p> <p>ROOF CONFIGURATION</p> <p>1. Ply Modified Base Sheet Adhered in Hot ASTM D 312 Type III or IV Asphalt</p>			
12.11.01	<p>BASE PLY OPTION:</p> <p>ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lb/ft tensile</p>	SF	2.33	
12.11.02	<p>BASE PLY OPTION:</p> <p>ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile</p>	SF	3.04	
12.11.03	<p>BASE PLY OPTION:</p> <p>ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile</p>	SF	3.16	
12.11.04	<p>PER SQUARE FOOT COST - Hot Applied Modified Multi-ply Systems</p> <p>Each Additional Modified Base Sheet (Hot Applications) Inter-ply installed</p>	SF	2.13	
12.12	<p>ROOF CONFIGURATION</p> <p>1. Ply Modified Base Sheet Adhered in Cold Process Modified Asphalt</p>			
12.12.01	<p>BASE PLY OPTION:</p> <p>ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lb/ft tensile</p>	SF	3.01	
12.12.02	<p>BASE PLY OPTION:</p> <p>ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile</p>	SF	3.83	
12.12.03	<p>BASE PLY OPTION:</p> <p>ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile</p>	SF	3.95	
12.12.04	<p>PER SQUARE FOOT COST - Cold Applied Modified Multi-ply Systems</p> <p>Each Additional Modified Base Sheet (Cold Applications) Inter-ply installed</p>	SF	2.81	
12.12.05	<p>PER SQUARE FOOT COST - Cold Applied Modified Multi-ply Systems</p> <p>Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive</p>	SF	2.46	

Estimate Item	Unit	Per Unit	Roofs/Floors Material
ROOF CONFIGURATION 1 Ply of Torch-Base Sheet Installed with Torch Application			
12.13.01	SF	1.66	SBS Modified Asphalt-Based, Fiberglass Reinforced Torch Base Sheet - Minimum of 80 lb/ft tensile Torch-Applied Base Sheet (ASTM D 5147)
12.13.02	SF	3.37	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 210 lb/ft tensile
12.13.03	SF	1.56	
PER SQUARE FOOT COST - Torch-Applied Modified Multi-ply Systems Each Additional Torch-Applied Modified Base Sheet Inter-ply Installed			
ROOF CONFIGURATION 1 Ply of Self-Adhering Base Installed Using Self-Adhering Backing			
12.14.01	SF	2.56	SBS Modified Asphalt-Based, Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Base Sheet - Minimum of 50 lb/ft tensile
12.14.02	SF	2.46	
PER SQUARE FOOT COST - Self-Adhering Modified Multi-ply Systems Each Additional Self-Adhering Modified Base Sheet Inter-ply Installed			

Item No.	ROOF CONFIGURATION	Unit	S per Unit	ROOF SYSTEMS MEMBERS
12.21	1.2.1.1 Cold Sheet, Flood Coat and Aggregate Adhered, in Hot, ASTM D 312 Type III OR IV Asphalt			
12.21.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/in tensile	SF	2.88	
12.21.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/in tensile	SF	4.37	
12.21.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/in tensile	SF	4.88	
12.21.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/in tensile	SF	5.92	
12.21.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/in tensile	SF	6.32	
12.21.06	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	

Part Item	Description	Unit	Quantity	ROOF SYSTEM MATERIAL
12.22	ROOF CONFIGURATION 1 Ply Mineral Surfaced Cap Sheet Adhered to Hot-ASTM D 312 Type III or IV Asphalt			
12.22.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile	SF	1.80	
12.22.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile	SF	4.22	
12.22.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile	SF	4.82	
12.22.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile	SF	6.01	
12.22.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile	SF	6.60	
12.22.06	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	

Line Item	Description	Unit	S per Unit	ROOF SYSTEM DETAILS
12.23	ROOF CONFIGURATION 4 Ply Cap Sheet, Sat in Hot ASTM D 312 Type III or IV Asphalt, Flood Coat & Aggregate in Hot Modified Coal Tar Pitch			
12.23.01	ROOFING MEMBRANE & COATING OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	3.97	
12.23.02	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	6.39	
12.23.03	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	6.99	
12.23.04	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	8.18	
12.23.05	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	6.60	
12.23.06	COATING OPTION: Add/Deduct for Installing Flood Coat in Cold Process Coal Tar Pitch	SF	0.31	
12.23.07	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	

			Unit	Sub Unit	Roof System Material
12.31	ROOF CONFIGURATION 3 Ply Cap Sheet, Flood Coat and Aggregate Adhered in Cold Process Modified Asphalt				
12.31.01	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile	SF	4.73	
12.31.02	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile	SF	6.24	
12.31.03	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile	SF	6.76	
12.31.04	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile	SF	7.80	
12.31.05	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile	SF	8.20	
12.31.06	WARRANTY CHARGES:	30 Year - No Dollar Limit Warranty	SF	NSP	
12.31.07	PER SQUARE FOOT COST - Cold Applied Modified BUR Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive		SF	4.79	

Line Item	ROOF CONFIGURATION	Unit	Super Unit	REPORT SYSTEMS
12.32	1 1/2" Py Mineral Surfaced Cap Sheet Adhered in Cold Process Modified Asphalt			
12.32.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft tensile	SF	2.47	
12.32.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft tensile	SF	4.69	
12.32.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft tensile	SF	5.20	
12.32.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft tensile	SF	7.40	
12.32.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft tensile	SF	0.05	
12.32.06	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	
12.32.07	PER SQUARE FOOT COST - Cold Applied Modified BUR Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive	SF	2.56	

Item	Unit	Spec. Unit	ROOF SYSTEM MATERIAL
ROOF CONFIGURATION 1 Ply Cap Sheet, Setm Cold Process Asphalt Flood Coat & Aggregate in Cold Applied Modified Coal Tar Pitch and Aggregate			
12.33.01	SF	5.23	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile
12.33.02	SF	6.74	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile
12.33.03	SF	7.26	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile
12.33.04	SF	8.30	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile
12.33.05	SF	8.70	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 600 lb/ft ² tensile
12.33.06	SF	NSP	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty
ROOF CONFIGURATION 1 Ply of Mineral Surfaced Torch-Applied Cap Sheet, Installed with Torch Application			
12.41.01	SF	5.78	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 300 lb/ft ² tensile Torch-Applied Membrane
12.41.02	SF	NSP	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty
ROOF CONFIGURATION 1 Ply of Torch-Applied Cap Sheet Installed with Torch Application and Finished with a Flood Coat & Aggregate in Cold Process Modified Asphalt			
12.42.01	SF	7.64	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 300 lb/ft ² tensile Torch-Applied Membrane
12.42.02	SF	NSP	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty
12.42.03	SF	1.56	PER SQUARE FOOT COST - TORCH APPLIED ROOF Each Additional Torch Applied Base Sheet Inter-Ply Installed

System	Unit	Per Unit	Roof System Material
ROOF CONFIGURATION 1 Ply of Mineral Surfaced, Self-Adhering Cap Sheet, Installed Using Self-Adhering Backing			
12.51.01	SF	4.51	ASTM D 6161 (Polyester) OR 6162 (Fiberglass/Polyester) OR 6163 (Fiberglass) Self-Adhering Reinforced Modified Bituminous Sheet Material Type III - Minimum of 130 lb/in tensile
12.51.02	SF	NSP	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty
12.51.03	SF	2.46	PER SQUARE FOOT COSTS - EACH ADDITIONAL SELF-ADHERING BASE PLY SHEET INSTALLED SBS Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Base Sheet - 50 lb/in tensile
ROOF CONFIGURATION 1 Ply Fleece-Back Polymer Cap Sheet (Top Ply) Adhered in Hot/ASTM D 512 Type III OR IV Asphalt with Heat Welded Seams			
12.61.01	SF	6.19	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 50 Mil Thickness
12.61.02	SF	7.08	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness
12.61.03	SF	NSP	WARRANTY CHARGES: 25 Year - No Dollar Limit Warranty
ROOF CONFIGURATION 1 Ply Fleece-Back Polymer Cap Sheet (Top Ply) Adhered in Membrane Adhesive with Heat Welded Seams			
12.62.01	SF	5.80	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 50 Mil Thickness
12.62.02	SF	6.98	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness
12.62.03	SF	NSP	WARRANTY CHARGES: 25 Year - No Dollar Limit Warranty
12.62.04	SF	0.72	PER SQUARE FOOT COST - Cold Applied Fleece-Back Polymeric Cap Sheet (Top Ply) Substitute Membrane Adhesive with Cold Applied Asphalt Adhesive
12.62.05	SF	1.98	PER SQUARE FOOT COST - Cold Applied Fleece-Back Polymeric Cap Sheet (Top Ply) Substitute Membrane Adhesive with Solvent-Free Asphalt Adhesive

		Unit	Per Unit	ROOF SYSTEMS Metal
13.00	BUILT UP COAL TAR ROOF WITH FLOOD COAT AND AGGREGATE IN MODIFIED HOT COAL TAR PITCH			
13.11	ROOF CONFIGURATION 1 Ply of Glass Base, 3 Piles of Polyester Mat or 4 ply of Coal Tar Felts in Modified Hot Coal Tar Pitch (CTP), Insulation & Glass Base Set in Hot ASTM D 312 Type II or III Asphalt			
13.11.01	ROOF CONFIGURATION OPTION: 4-Ply ASTM D 4990 Type I Coal Tar Saturated Felts in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	SF	11.20	
13.11.02	ROOF CONFIGURATION OPTION: 3-Ply Continuous Filament Polyester Mat (5.0 oz./yd ²) in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	SF	10.80	
13.11.03	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	
13.11.04	PER SQUARE FOOT COST - SUBSTITUTE STANDARD COAL TAR PITCH Add/Deduct for Using Standard Coal Tar Pitch Instead of Modified Coal Tar Pitch	SF	-2.89	
13.11.05	PER SQUARE FOOT COST - SUBSTITUTE COLD PROCESS MODIFIED COAL TAR PITCH FOR FLOOD COAT Add/Deduct for Using Cold Process Modified Coal Tar Pitch for Flood Coat Instead of Hot Modified Coal Tar Pitch	SF	-0.23	
14.00	METAL ROOFING SYSTEMS - LOW SLOPE & STEEP SLOPE (2)			
14.11	INSULATION OPTIONS FOR ARCHITECTURAL STANDING SEAM ROOF INSTALLATION OVER SUBSTRATE			
14.11.01	INSULATION OPTION: Architectural Application - No Insulation; 30 lbs. Felt Underlayment Over Deck	SF	0.65	
14.11.02	INSULATION OPTION: Architectural Application - No Insulation - WOOD DECK: Class A Fire-Retardant Underlayment	SF	3.22	
14.11.03	INSULATION OPTION: Architectural Application - Minimal Insulation - WOOD OR METAL DECK: Must Have 1/2" Treated Gypsum Board with Glass-Mat (e.g. DensDeck / Securock / Equal); & 40 mil Self-Adhering Underlayment	SF	3.48	
14.11.04	INSULATION OPTION: Architectural Application - Mechanically Fasten Polysocyanurate to Provide an Average R-Value of 20; with 40 mil Self-Adhering Underlayment	SF	3.72	
14.11.05	INSULATION OPTION: Structural Application Over Open Framing; Over Retrofit Framing; Over an Existing Roof Using Steel Furring - No Insulation	SF	1.66	

Item Item	1900 SYSTEMS GENERAL	Unit	Super Unit	
14.11.06	INSULATION OPTION: Structural Application Over Open Framing or Over Retrofit Framing - Fiberglass Batten Insulation with an R-Value of 30	SF	2.12	
14.11.07	INSULATION OPTION: Structural Application Over Retrofit Framing - Loose Laid Fiberglass Blanket on Existing Deck with an R-Value of 30	SF	2.10	
14.11.08	INSULATION OPTION: Structural Application Over an Existing Roof Using Steel Furring - Fiberglass Batten Insulation with an R-Value of 20	SF	2.95	
14.11.09	INSULATION OPTION: Structural Application Over an Existing Roof Using Steel Furring - Mechanically Fastened Polystyrene on Existing Roof with an R-Value of 20	SF	3.58	

Item Item	Unit	Super Unit	ROOF SYSTEM MATERIAL
ROOF CONFIGURATION Architectural or Structural Standing Seam Roof System; Seam Height A, or Above 2"			
14.21.01	SF	5.00	Bare Aluminum Panel Price - 0.032" Aluminum, 18" - 19" Wide Panels
14.21.02	SF	0.70	Add for Bare Aluminum 0.040" Aluminum, 18" - 19" Wide Panels
14.21.03	SF	1.25	Add for 12" - 13" Panel Width - Aluminum
14.21.04	SF	0.60	Add for 16" - 17" Panel Width - Aluminum
14.21.05	SF	0.20	Add for 24" - 25" Panel Width - Aluminum
14.21.06	SF	4.35	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 18" - 19" Wide Panels
14.21.07	SF	5.25	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 18" - 19" Wide Panels
14.21.08	SF	1.15	Add for 12" - 13" Panel Width - Galvalume Coated Steel or Equal
14.21.09	SF	0.35	Add for 16" - 17" Panel Width - Galvalume Coated Steel or Equal
14.21.10	SF	-0.25	Add for 24" - 25" Panel Width - Galvalume Coated Steel or Equal
14.21.11	SF	1.05	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.21.12	SF	1.25	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.21.13	SF	1.50	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.21.14	SF	15.25	Stainless Steel Panel Price - 24 Ga, 18" - 19" Wide Panels
14.21.15	SF	18.10	Stainless Steel Panel Price - 22 Ga, 18" - 19" Wide Panels

Item	Unit	SuperUnit	ROD SYSTEMS Material
14.21.16	PANEL WIDTH OPTION:	SF	3.80
	Add for 12" - 13" Panel Width - Stainless Steel		
14.21.17	PANEL WIDTH OPTION:	SF	1.25
	Add for 16" - 17" Panel Width - Stainless Steel		
14.21.18	PANEL WIDTH OPTION:	SF	0.25
	Add for 24" - 25" Panel Width - Stainless Steel		
14.21.19	THICKNESS OPTION:	SF	16.50
	Copper Panel Price - 16 oz, 18" - 19" Wide Panels		
14.21.20	THICKNESS OPTION:	SF	20.00
	Copper Panel Price - 20 Oz, 18" - 19" Wide Panels		
14.21.21	PANEL WIDTH OPTION:	SF	4.00
	Add for 12" - 13" Panel Width - Copper		
14.21.22	PANEL WIDTH OPTION:	SF	1.40
	Add for 16" - 17" Panel Width - Copper		
14.21.23	PANEL WIDTH OPTION:	SF	0.30
	Add for 24" - 25" Panel Width - Copper		
14.21.24	THICKNESS OPTION:	SF	15.21
	Zinc Panel Price - 0.032", 18" - 19" Wide Panels		
14.21.25	THICKNESS OPTION:	SF	18.08
	Zinc Panel Price - 0.040", 18" - 19" Wide Panels		
14.21.26	PANEL WIDTH OPTION:	SF	3.87
	Add for 12" - 13" Panel Width - Zinc		
14.21.27	PANEL WIDTH OPTION:	SF	1.25
	Add for 16" - 17" Panel Width - Zinc		
14.21.28	PANEL WIDTH OPTION:	SF	0.25
	Add for 24" - 25" Panel Width - Zinc		
14.21.29	PANEL INSTALLATION OPTION:	SF	5.02
	Architectural Application - Installed Over a Deck At or Above 3:12 Slope		
14.21.30	PANEL INSTALLATION OPTION:	SF	4.09
	Architectural Application - Installed Over a Deck Below 3:12 Slope		
14.21.31	PANEL INSTALLATION OPTION:	SF	5.02
	Structural Application - Installed Over Open Framing At or Above 3:12 Slope		
14.21.32	PANEL INSTALLATION OPTION:	SF	4.09
	Structural Application - Installed Over Open Framing Below 3:12 Slope		
14.21.33	PANEL INSTALLATION OPTION:	SF	12.13
	Structural Application - At or Above 3:12 Slope - Installed Over Retrofit Framing System		
14.21.34	PANEL INSTALLATION OPTION:	SF	10.93
	Structural Application - Installed Over Retrofit Framing System Below 3:12 Slope		

Item #	Item Description	Unit	Price per Unit	Roof System Material
14.21.35	PANEL INSTALLATION OPTION: Structural Application - Installed Over Existing Roof Using Steel Furring At or Above 3:12 Slope	SF	6.32	
14.21.36	PANEL INSTALLATION OPTION: Structural Application - Installed Over Existing Roof Using Steel Furring Below 3:12 Slope	SF	4.87	
14.21.37	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	

Item	Description	Unit	Quantity	ROOF SYSTEMS
ROOF CONFIGURATION				
14.31	Architectural or Structural Standing Seam Roof System; Seam Height At or Above 1" Below 2"; Aluminum Panels			
14.31.01	THICKNESS OPTION: Bare Aluminum Panel Price - 0.032" Aluminum, 18" Wide Panels	SF	3.900	
14.31.02	THICKNESS OPTION: Add for Bare Aluminum, 0.040" Aluminum, 18" Wide Panels	SF	0.850	
14.31.03	PANEL WIDTH OPTION: Add for 12" Panel Width - Aluminum	SF	0.600	
14.31.04	PANEL WIDTH OPTION: Add for 16" Panel Width - Aluminum	SF	0.350	
14.31.05	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 18" Wide Panels	SF	3.500	
14.31.06	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 18" Wide Panels	SF	4.300	
14.31.07	PANEL WIDTH OPTION: Add for 12" Panel Width - Galvalume Coated Steel or Equal	SF	0.750	
14.31.08	PANEL WIDTH OPTION: Add for 16" Panel Width - Galvalume Coated Steel or Equal	SF	0.250	
14.31.09	COLOR OPTION: Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	0.950	
14.31.10	COLOR OPTION: Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	1.150	
14.31.11	COLOR OPTION: Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	1.400	
14.31.12	THICKNESS OPTION: Stainless Steel Panel Price - 24 Ga, 18" Wide Panels	SF	14.750	
14.31.13	THICKNESS OPTION: Stainless Steel Panel Price - 22 Ga, 18" Wide Panels	SF	17.600	
14.31.14	PANEL WIDTH OPTION: Add for 12" Panel Width - Stainless Steel	SF	3.800	
14.31.15	PANEL WIDTH OPTION: Add for 16" Panel Width - Stainless Steel	SF	1.250	
14.31.16	THICKNESS OPTION: Copper Panel Price - 16 oz, 18" Wide Panels	SF	16.100	
14.31.17	THICKNESS OPTION: Copper Panel Price - 20 Oz, 18" Wide Panels	SF	19.750	
14.31.18	PANEL WIDTH OPTION: Add for 12" Panel Width - Copper	SF	4.000	

Steel Deck		ROOF SYSTEMS	
Item No.	Description	Unit	Sp. Unit
14.31.19	PANEL WIDTH OPTION: Add for 18" Panel Width - Copper	SF	1.400
14.31.20	THICKNESS OPTION: Zinc Panel Price - 0.032", 18" Wide Panels	SF	14.950
14.31.21	THICKNESS OPTION: Zinc Panel Price - 0.040", 18" Wide Panels	SF	17.850
14.31.22	PANEL WIDTH OPTION: Add for 12" Panel Width - Zinc	SF	3.800
14.31.23	PANEL WIDTH OPTION: Add for 16" Panel Width - Zinc	SF	1.250
14.31.24	PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate At or Above 3:12 Slope	SF	5.02
14.31.25	PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate Below 3:12 Slope	SF	4.09
14.31.26	PANEL INSTALLATION OPTION: Structural Application - Installed Over Open Framing At or Above 3/12 Slope	SF	5.02
14.31.27	PANEL INSTALLATION OPTION: Structural Application - Installed Over Retrofit Framing System At or Above 3:12 Slope	SF	12.13
14.31.28	PANEL INSTALLATION OPTION: Structural Application - Installed Over Existing Roof Using Steel Furring At or Above 3:12 Slope	SF	6.32
14.31.29	WARRANTY CHARGES: 20 Year - Limited Warranty	SF	NSP

Item No.	Unit	Price	Material
ROOF CONFIGURATION			
Architectural Standing Seam Roof System, Seam Height Below			
14.41.01	SF	4.45	Bare Aluminum Panel Price - 0.032" Aluminum, 14.5" Wide Panels
14.41.02	SF	5.30	Add for Bare Aluminum 0.040" Aluminum, 14.5" Wide Panels
14.41.03	SF	4.33	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 14.5" Wide Panels
14.41.04	SF	4.86	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 14.5" Wide Panels
14.41.05	SF	0.90	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.41.06	SF	1.15	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.41.07	SF	1.25	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.41.08	SF	15.01	Stainless Steel Panel Price - 24 Ga, 14.5" Wide Panels
14.41.09	SF	17.72	Stainless Steel Panel Price - 22 Ga, 14.5" Wide Panels
14.41.10	SF	16.19	Copper Panel Price - 16 Oz, 14.5" Wide Panels
14.41.11	SF	19.81	Copper Panel Price - 20 Oz, 14.5" Wide Panels
14.41.12	SF	15.41	Zinc Panel Price - 0.032" , 14.5" Wide Panels
14.41.13	SF	18.28	Zinc Panel Price - 0.040" , 14.5" Wide Panels

Item	Description	Unit	Per Unit	Roof Systems
14.41.14	PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate At or Above 3:12 Slope	SF	5.02	
14.41.15	PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate Below 3:12 Slope	SF	4.09	
14.41.16	WARRANTY CHARGES: 15 Year - Limited Warranty	SF	NSP	
14.51	ROOF CONFIGURATION Flat/Seam/Metal/Roof System - 8' Wide/30 Gauge			
14.51.01	INSULATION OPTION: 3/4" of Expanded Polystyrene (Minimum Installation of Roof System Mechanically Fastened	SF	10.49	
14.51.02	INSULATION OPTION: Polyisocyanurate with an Average R- Value of 20 - Includes Panel and Installation of Roof System	SF	12.49	
14.51.03	UNDERLAYMENT OPTION: Add Install 40 mil self-adhesive membrane as an Underlayment	SF	1.27	
14.51.04	PANEL WIDTH OPTION: Add/Deduct for 6' Wide Option	SF	0.57	
14.51.05	PANEL WIDTH OPTION: Add/Deduct for 10' Wide Option	SF	0.00	
14.51.06	PANEL WIDTH OPTION: Add/Deduct for 12' Wide Option	SF	-1.00	
14.51.07	WARRANTY CHARGES: 15 Year - Limited Warranty	SF	NSP	

Section	Description	Unit	Standard	Roof Systems Material
15.00	RESTORATIONS - RECOATING OF EXISTING ROOF SYSTEMS			
15.11	RESATURATION OF ASPHALT ROOF SYSTEMS Wet Vac Roof to Remove Aggregate, Apply Cold Applied Modified Asphalt Flood Coat & New Aggregate as Specified - Coating Applied at 6-8 Gallons per Sq. w/ New Gravel (New Flashings also Required Separate Line Item)	SF	4.59	
15.12	RESATURATION OF COAL-TAR PITCH ROOF SYSTEMS Wet Vac Roof to Remove Aggregate, Apply Cold Applied Modified Coal Tar Flood Coat & New Aggregate as Specified Applied at 6-8 Gallons per Sq. w/ New Gravel (New Flashings also Required Refer to Flashing Line Item)	SF	5.83	
15.21	ELASTOMERIC RESTORATIVE COATING FOR METAL ROOF SYSTEMS Power Wash & Clean with TSP; Use Portable Blowers to Clear Roof of Moisture; Prime, then Install Base Coat / Top Coat as Specified Elastomeric Restorative Coating (2 Gallons per Sq.); Rust Inhibitive Primer (Primer 1/2" Gallon to 1 Gallon per Sq.)	SF	5.38	
15.22	ELASTOMERIC URETHANE COATING FOR SINGLE-PLY ROOF SYSTEMS Power wash & Clean with TSP or Simple Green, Use Portable Blowers the Clear the Roof of Moisture; Install Base Coat / Top Coat as Specified (Urethane 2 Gallons per Sq.)	SF	4.71	
15.23	ELASTOMERIC URETHANE COATING FOR SMOOTH OR MINERAL SURFACED MODIFIED ROOFS Power wash & Clean with TSP or Simple Green; Use Portable Blowers the Clear the Roof of Moisture; Install Base Coat / Top Coat as Specified (Urethane 2 Gallons per Sq.)	SF	5.43	
15.24	LINEAR FOOT COAT - REINFORCE SEAMS OF UREATHANE RESTORATION SYSTEM Add/Deduct for Reinforcing the Seams when Using an Elastomeric Urethane Coating; Seams Need 2 1/2" Gallons per Sq. w/ Reinforcement.	LF	2.72	
15.31	ELASTOMERIC ASPHALT-BASED LIQUID APPLIED MEMBRANE SYSTEM FOR SMOOTH OR MINERAL SURFACED ROOFS Power Wash and Prime then Install Base Coat / Top Coat as Specified with Reinforced Seams - Restoration Coating	SF	5.26	
16.00	INSTALLATION OF SHAKE TILE OR SHINGLE ROOF SYSTEMS			
16.11	INSTALL NEW THREE-TAB SHINGLE ROOF SYSTEM - New Three-Tab Shingles with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	4.84	
16.12	REPLACING ARCHITECTURAL SHINGLE ROOF SYSTEM - New Dimensional Shingle Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	5.31	
16.13	INSTALL NEW DIMENSIONAL SHINGLE ROOF SYSTEM - New Dimensional Shingle Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	5.27	
16.21	INSTALL NEW CEDAR SHAKE ROOF SYSTEM - New Cedar Shake Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	11.70	
16.31	INSTALL NEW BARREL CLAY/CEMENT TILE ROOF SYSTEM - New Barrel Clay/Cement Tile Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	16.54	
16.41	REPLACING SLATE TILE ROOF SYSTEM - New Slate Tile Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	17.27	
17.00	FULLY ADHERED SINGLE-PLY ROOF SYSTEMS			

Code	Material	Unit	Roof System
METAL DECK SINGLE PLY APPLICATION			
17.11.01	Mechanically Fasten Polyisocyanurate / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF	3.98
WOOD/TECTUM DECK SINGLE PLY APPLICATION			
17.12.01	WOOD DECK: Mechanically Fasten Polyisocyanurate / Adhere Treated 1/2" Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF	3.98
17.12.02	TECTUM DECK: Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF	5.29
17.12.03	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF	1.09
LIGHTWEIGHT CONCRETE/GYPSUM DECK SINGLE PLY APPLICATION			
17.13.01	Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF	4.16
17.13.02	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF	1.09

Line Item	CONCRETE DECK SINGLE-PLY APPLICATION	Unit	3 Ref Unit	ROOF SYSTEM MATERIAL
17.14				
17.14.01	INSULATION OPTION: Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF	4.16	
17.14.02	INSULATION OPTION: Minimal Insulation - Must Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF	1.38	
17.21	ROOF CONFIGURATION: Fully Adhered Single-Ply Roof System Installed Over Prepared Surface or Insulation			
17.21.01	SINGLE-PLY ROOF TYPE: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 45 Mil Thickness	SF	2.98	
17.21.02	SINGLE-PLY ROOF TYPE: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 60 Mil Thickness	SF	3.47	
17.21.03	SINGLE-PLY ROOF TYPE: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 90 Mil Thickness	SF	3.57	
17.21.04	SINGLE-PLY ROOF TYPE: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 45 Mil Thickness	SF	2.98	
17.21.05	SINGLE-PLY ROOF TYPE: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 60 Mil Thickness	SF	3.45	
17.21.06	SINGLE-PLY ROOF TYPE: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness	SF	3.54	
17.21.07	SINGLE-PLY ROOF TYPE: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 45 Mil Thickness	SF	2.79	
17.21.08	SINGLE-PLY ROOF TYPE: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness	SF	3.17	
17.21.09	SINGLE-PLY ROOF TYPE: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 90 Mil Thickness	SF	3.36	
17.21.10	SINGLE-PLY ROOF TYPE: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 45 Mil Thickness	SF	5.85	
17.21.11	SINGLE-PLY ROOF TYPE: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	SF	6.99	
17.21.12	SINGLE-PLY ROOF TYPE: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness	SF	7.98	
17.21.13	INSTALLATION OPTION: Add / Deduct for Mechanically Attaching Single-Ply Roof System Vs. Fully Adhering	SF	-1.50	
17.21.14	WARRANTY CHARGES: 15 Year No Dollar Limit Warranty	SF	NSP	

Line Item	Description	Unit	Year Unit	Roof System (Notes)
18.10	FLUID APPLIED WATERPROOFING MEMBRANE SYSTEMS WITH POLYURETHANE RESIN COATINGS			
18.11	POLYURETHANE COATINGS DIRECT TO PRIMED CONCRETE SUBSTRATE (INCLUDE PRIMER FOR CONCRETE SUBSTRATE)			
18.11.01	FLUID APPLIED MEMBRANE SYSTEM: Two Coat System	SF	5.75	
18.11.02	FLUID APPLIED MEMBRANE SYSTEM: Three Coat System	SF	7.96	
18.11.03	FLUID APPLIED MEMBRANE SYSTEM: Three Coat Reinforced System	SF	9.00	
18.11.04	FLUID APPLIED MEMBRANE SYSTEM: Four Coat Reinforced System	SF	10.05	
18.11.05	WARRANTY CHARGES: 5 Year Waterproofing Warranty	SF	NSP	
18.11.06	WARRANTY CHARGES: 10 Year Waterproofing Warranty	SF	NSP	
18.12	POLYURETHANE COATINGS DIRECT TO WOOD SUBSTRATE			
18.12.01	FLUID APPLIED MEMBRANE SYSTEM: Two Coat System	SF	4.75	
18.12.02	FLUID APPLIED MEMBRANE SYSTEM: Three Coat System	SF	6.85	
18.12.03	FLUID APPLIED MEMBRANE SYSTEM: Three Coat Reinforced System	SF	7.90	
18.12.04	FLUID APPLIED MEMBRANE SYSTEM: Four Coat Reinforced System	SF	8.95	
18.12.05	WARRANTY CHARGES: 5 Year Waterproofing Warranty	SF	NSP	
18.12.06	WARRANTY CHARGES: 10 Year Waterproofing Warranty	SF	NSP	
18.21	FLUID APPLIED WATERPROOFING MEMBRANE SYSTEM BASE ON POLYURETHANE RESINS - CONCRETE SURFACE REPAIRS & PREPARATION			
18.21.01	CONCRETE REPAIRS TO OVERHEAD SURFACES - 2'-4" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	80.00	
18.21.02	CONCRETE REPAIRS TO OVERHEAD SURFACES - FULL DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	550.00	
18.21.03	CONCRETE REPAIRS TO VERTICAL SURFACES - 3'-5" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	60.87	
18.21.04	CONCRETE REPAIRS TO VERTICAL SURFACES - 5"-8" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	95.65	
18.21.05	CONCRETE REPAIRS TO VERTICAL SURFACES - FULL DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	550.00	
18.21.06	CONCRETE REPAIRS TO HORIZONTAL SURFACES - 2'-4" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	28.70	
18.21.07	CONCRETE REPAIRS TO HORIZONTAL SURFACES - 4"-8" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	32.47	
18.21.08	CONCRETE REPAIRS TO HORIZONTAL SURFACES - FULL DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	55.65	

Item Item	Unit	\$ per Unit	ROOF SYSTEM MATERIAL
18.21.09	SF	1.95	
GRINDING Grind an existing coating			
18.21.10	SF	9.00	
HANDHELD GRINDING Grind an existing coating in areas that only can be done by hand			
18.21.11	SF	2.97	
MILLING Mill an existing coating 1/8 inch to 1/4 inch			
18.21.12	SF	0.14	
PRESSURE WASHING - HORIZONTAL Pressure washing horizontal surfaces with 2000 PSI or greater			
18.21.13	SF	0.47	
PRESSURE WASHING - VERTICAL Pressure washing horizontal surfaces with 2000 PSI or greater			
18.21.14	SF	1.89	
SAND BLASTING Sand blast an existing coating			
18.21.15	SF	0.70	
SHOT BLASTING Shot blast an existing coating			
18.31 FLUID APPLIED WATERPROOFING MEMBRANE SYSTEM BASE ON POLYURETHANE RESINS - ANCILLARY REPAIRS & SURFACE PREPARATION			
18.31.01	LF	290.00	
STRUCTURAL EXPANSION JOINT Installation or replacement of an expansion joint that is necessary for structural integrity			
18.31.02	LF		
CAULKING JOINTS Installation of caulking in joints. See caulking chart			
18.31.03	LF	4.50	
ROUTING AND REMOVAL OF EXISTING CAULK Rout and remove of existing caulk out of expansion joints			
18.31.04	LF	52.00	
EPOXY INJECTION FOR CRACK REPAIR Route cracks, drill holes every 18" inches, and inject and seal with epoxy			
18.31.05	LF	2.50	
TAPE WOOD DECK JOINTS - INSTALLATION OF TAPE ON DECK JOINTS			
18.31.06	SF	5.10	
WOOD SUBSTRATE REPLACEMENT - REMOVAL AND REPLACEMENT			
19.00 WALL COATINGS FOR COATING WALL SYSTEMS			
19.11	SF	3.81	
ELASTOMERIC COATING FOR STUCCO WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified			
19.12	SF	3.77	
ELASTOMERIC COATING FOR EFIS WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified			
19.13	SF	3.64	
ELASTOMERIC COATING FOR CMU WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified			
19.14	SF	3.74	
ELASTOMERIC COATING FOR CONCRETE TILT WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified			

Item Description	Unit	S.F. Price (Unit)	ROOF SYSTEM Material
NEW FLASHINGS FOR ROOFING SYSTEMS & RESTORATION OPTIONS			
ROOF FLASHINGS FOR MODIFIED & COAL TAR PITCH ROOF SYSTEMS: Minimum: Ply of Base Flashing and Mineral Cap Sheet Installed w/ Hot/ASTM D 312 Type III w/ Asphalt			
20.11.01	SF	13.66	FLASHING OPTION: BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - 80 lb/ft tensile
20.11.02	SF	14.66	FLASHING OPTION: BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile
20.11.03	SF	15.16	FLASHING OPTION: BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile
20.11.04	SF	15.96	FLASHING OPTION: BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lb/ft tensile
20.11.05	SF	16.34	FLASHING OPTION: BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lb/ft tensile

Item No.	Description	Unit	S per Sq Ft	NSD SYSTEMS Material
20.11.06	FLASHING OPTION: BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - 80 lb/ft tensile	SF	13.66	
20.11.07	FLASHING OPTION: BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile	SF	14.66	
20.11.08	FLASHING OPTION: BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile	SF	15.16	
20.11.09	FLASHING OPTION: BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lb/ft tensile	SF	15.96	
20.11.10	FLASHING OPTION: BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lb/ft tensile	SF	16.34	
20.999	PER SQUARE FOOT COSTS - INSTALLING IN COLD PROCESS FLASHING ADHESIVE Substitute Hot Asphalt Application for Cold Process Flashing Adhesive Application of Flashings	SF	6.49	

Item No.	Description	Unit	Price/Unit	Roof Systems
20.2	Torch Applied Flashings - Minimum Ply of Torch Base and Torch Mineral Cap Sheet, Torch Applied.			Roof Systems - Metal
20.20.01	FLASHING OPTION: BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Torch Applied Flashing Ply - 80 lb/ft ² tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type II - 300 lb/ft ² Tensile Torch Applied Membrane	SF	17.86	
20.3	Self-Adhering Flashings - Minimum Ply of Self-Adhering Base and Self-Adhering Mineral Cap Sheet, Self-Adhering			
20.31.01	FLASHING OPTION: BASE PLY: SBS Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Flashing Ply - 50 lb/ft ² tensile (ASTM D 5147); TOP PLY: ASTM D 6161 (Polyester) OR 6162 (Fiberglass/Polyester) OR 6163 (Fiberglass) Self-Adhering Reinforced Modified Bituminous Membrane Type III - 130 lb/ft ² tensile	SF	15.24	
20.41	Single-Ply Flashings Fully Adhered Single-Ply Roof Flashings Installed on Corresponding Single-Ply Roof Systems (Self-Adhering Roof Applications Only)			
20.41.01	ROOF MEMBRANE OPTION: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 45 Mil Thickness	SF	8.47	
20.41.02	ROOF MEMBRANE OPTION: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 60 Mil Thickness	SF	8.87	
20.41.03	ROOF MEMBRANE OPTION: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 90 Mil Thickness	SF	10.02	
20.41.04	ROOF MEMBRANE OPTION: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 45 Mil Thickness	SF	6.95	
20.41.05	ROOF MEMBRANE OPTION: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 60 Mil Thickness	SF	7.45	
20.41.06	ROOF MEMBRANE OPTION: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness	SF	8.60	
20.41.07	ROOF MEMBRANE OPTION: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 45 Mil Thickness	SF	6.65	
20.41.08	ROOF MEMBRANE OPTION: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness	SF	7.15	

Item	Unit	Spot Unit	ROOF SYSTEMS GENERAL
20.41.09	SF	8.30	ROOF MEMBRANE OPTION: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 90 Mil Thickness
20.41.10	SF	11.04	ROOF MEMBRANE OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 45 Mil Thickness
20.41.11	SF	12.46	ROOF MEMBRANE OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness
20.41.12	SF	13.88	ROOF MEMBRANE OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness

Line Item	System	Unit	Quantity	Roof Systems Market
21.11	METAL WALL-PANEL SYSTEMS			
21.11	WALL SYSTEM Exposed Fastener Wall Panel System			
21.11.01	THICKNESS OPTION: Bare Aluminum Panel Price - 0.032" Aluminum, 36" Wide Panels	SF	4.06	
21.11.02	THICKNESS OPTION: Add for Bare Aluminum 0.040" Aluminum, 36" Wide Panels	SF	0.89	
21.11.03	PANEL WIDTH OPTION: Add for 32" Panel Width - Aluminum	SF	0.81	
21.11.04	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 36" Wide Panels	SF	3.81	
21.11.05	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 36" Wide Panels	SF	4.24	
21.11.06	PANEL WIDTH OPTION: Add for 32" Panel Width - Galvalume Coated Steel or Equal	SF	0.78	
21.11.07	COLOR OPTION: Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	0.67	
21.11.08	COLOR OPTION: Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	0.78	
21.11.09	COLOR OPTION: Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	1.02	
21.11.10	THICKNESS OPTION: Stainless Steel Panel Price - 24 Ga, 36" Wide Panels	SF	16.08	
21.11.11	THICKNESS OPTION: Stainless Steel Panel Price - 22 Ga, 36" Wide Panels	SF	18.65	
21.11.12	PANEL WIDTH OPTION: Add for 32" Panel Width - Stainless Steel	SF	0.57	
21.11.13	THICKNESS OPTION: Copper Panel Price - 16 Oz., 36" Wide Panels	SF	17.21	
21.11.14	THICKNESS OPTION: Copper Panel Price - 20 Oz., 36" Wide Panels	SF	21.08	
21.11.15	PANEL WIDTH OPTION: Add for 32" Panel Width - Copper	SF	0.57	
21.11.16	THICKNESS OPTION: Zinc Panel Price - 0.032", 36" Wide Panels	SF	13.85	

Item No.	Description	Unit	Quantity	Price	Notes
21.11.17	THICKNESS OPTION: Zinc Panel Price - 0.040", 36" Wide Panels	SF	17.44		
21.11.18	PANEL WIDTH OPTION: Add for 32" Panel Width - Zinc	SF	0.46		
21.11.19	PANEL INSTALLATION & INSULATION OPTION: Over Girts; 3/4" of Expanded Polystyrene (Minimum 1.5 lbs/cft) Installed Between Girts	SF	5.38		
21.11.20	PANEL INSTALLATION & INSULATION OPTION: Over Girts; Mechanically Fastened Polyisocyanurate with an Average R-Value of 19 Installed Between Girts	SF	7.05		
21.11.21	PANEL INSTALLATION & INSULATION OPTION: Over Girts; Mechanically Attach Batten Fiberglass Insulation with an Average R-Value of 19 Installed Between Girts	SF	4.85		
21.11.21	PANEL INSTALLATION & INSULATION OPTION: RAIN SCREEN CONFIGURATION: Over Steel Stud Wall - Exterior Gypsum Sheeting 1/2" to 5/8" Thickness, Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF	7.34		
21.11.23	PANEL INSTALLATION & INSULATION OPTION: RAIN SCREEN CONFIGURATION: Over Existing Wall Construction - Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF	6.05		
21.11.24	PANEL INSTALLATION & INSULATION OPTION: Over Plywood; No Insulation	SF	5.15		

Item Item	Unit	Spec/Unit	Roof Systems Material
WALL SYSTEM			
21.12.01 Combed/astener/Wall Panel System - 12" Wide Panels			
21.12.01	SF	4.81	Bare Aluminum Panel Price - 0.032" Aluminum Thickness
21.12.02	SF	1.00	Add for Bare Aluminum, 0.040" Aluminum
21.12.03	SF	4.56	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga
21.12.04	SF	5.19	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga
21.12.05	SF	0.69	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
21.12.06	SF	0.89	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
21.12.07	SF	1.06	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
21.12.08	SF	16.08	Stainless Steel Panel Price - 24 Ga Thickness
21.12.09	SF	18.65	Stainless Steel Panel Price - 22 Ga Thickness
21.12.10	SF	17.21	Copper panel Price - 16 Oz Thickness
21.12.11	SF	21.08	Copper Panel Price - 20 Oz Thickness
21.12.12	SF	13.85	Zinc Panel Price - 0.032" Thickness
21.12.13	SF	17.44	Zinc Panel Price - 0.040" Thickness
21.12.14	SF	5.38	Over Girts; 3/4" of Expanded Polystyrene (Minimum 1.5 lbs/cft) Installed Between Girts
21.12.15	SF	7.05	Over Girts; Mechanically Fastened Polyisocyanurate with an Average R-Value of 19 Installed Between Girts
21.12.16	SF	4.85	Over Girts; Mechanically Attach Batten Fiberglass Insulation with an Average R-Value of 19 Installed Between Girts

Item Item	Panel Description	Unit	Sub-Unit	Roof System Material
21.12.17	PANEL INSTALLATION & INSULATION OPTION: Over Plywood; No Insulation	SF	5.15	
21.12.18	PANEL INSTALLATION & INSULATION OPTION: RAIN SCREEN CONFIGURATION: Over Steel Stud Wall - Exterior Gypsum Sheeting 1/2" to 5/8" Thickness, Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF	7.34	
21.12.19	PANEL INSTALLATION & INSULATION OPTION: RAIN SCREEN CONFIGURATION: Over Existing Wall Construction - Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF	6.05	
21.12.20	PANEL TYPE OPTION: Add for Factory Insulated Concealed Fastener Wall Panel	SF	2.26	
21.21	AIR BARRIER FOR WALL APPLICATIONS (BRICK, CMU, MASONRY, WALLS OR SUB WALL WITH EXTERIOR GYPSUM SHEETING)			
21.21.01	Non-Permeable Option: Fluid Applied System - ASTM 2178	SF	2.50	
21.21.02	Non-Permeable Option: Fluid Applied Water Based System - ASTM 2178	SF	2.36	
21.21.03	Non-Permeable Option: Membrane System - ASTM E 2178	SF	2.31	
21.21.04	Permeable Option: Fluid Applied System - ASTM E 2178 & ASTM E 96	SF	2.35	
21.21.05	Permeable Option: Fluid Applied Water Based System - ASTM 2178 & ASTM E 96	SF	2.21	
21.21.06	Permeable Option: Membrane System - ASTM 2178 & ASTM E 96	SF	2.25	

Line Item	Unit	\$ per Unit	Roof Systems
INSULATION FOR WALL APPLICATIONS (INSTALLED OVER AIR BARRIERS)			
21.31.01	SF	1.33	1" Rock Wool Insulation Installed
21.31.02	SF	1.75	2" Rock Wool Insulation Installed
21.31.03	SF	2.10	3" Rock Wool Insulation Installed
21.31.04	SF	2.65	4" Rock Wool Insulation Installed
21.31.05	SF	2.28	1" Extruded Polystyrene Insulation Installed
21.31.06	SF	3.07	2" Extruded Polystyrene Insulation Installed
21.31.07	SF	3.94	3" Extruded Polystyrene Insulation Installed
21.31.08	SF	4.86	4" Extruded Polystyrene Insulation Installed

Line Item	Job Site Specific Multipliers Applied to Each Line Item on Associate Job	Unit	Star Unit	Roof Slope Multiplier
22.00	MULTIPLIER - LIMITED / OBSTRUCTED / DIFFICULT ROOF ACCESS Multiplier Applied when Access to the Roof is Limited to Specific Entry Points, Equipment & Materials Cannot be Lifted by Crane on the Roof, or Access is Dependent Upon Road Closure	%	30.00%	
22.11	MULTIPLIER - ROOF HAS LARGE AMOUNT OF PENETRATIONS / ROOF TOP OBSTRUCTIONS Multiplier Applied when Open Roofing Area is Limited Due to a Large Number of Roof Penetrations such as Soil Stacks, Sky Lights, Roof Drains, Exhaust Vents, HVAC Units, etc., or when there are a Large Amount of Roof Top Obstructions such as: Pipes, Duct Work, Electrical Wires, Hoses, etc.	%	50.00%	
22.12	MULTIPLIER - ROOF HEIGHT IS GREATER THAN 2 STORIES EQUAL TO OR LESS THAN 5 STORIES Multiplier Applied when the Roof Height Exceeds 2 Stories, but is Equal to or Less than 5 Stories. Situation Creates the Need for Additional Safety Protection and Increased Crane Work.	%	25.00%	
22.21	MULTIPLIER - ROOF HEIGHT IS GREATER THAN 5 STORIES LESS EQUAL TO OR LESS THAN 10 STORIES Multiplier Applied when the Roof Height Exceeds 5 Stories, but is Equal to or Less than 10 Stories. Situation Creates the Need for Additional Safety Protection and Increased Crane Work and Crane Equipment	%	40.00%	
22.22	MULTIPLIER - ROOF HEIGHT IS GREATER THAN 10 STORIES Multiplier Applied when the Roof Height Exceeds 10 Stories. Situation Creates the Need for Additional Safety Protection and Increased Crane Work and Crane Equipment	%	60.00%	
22.23	MULTIPLIER - ROOF IS CONSIDERED NON-STANDARD ARCHITECTURE OR HAS GREATER THAN 4/12 SLOPE Multiplier Applied when Roof Area is not Boxed-Shaped, Contains Multiple Sharp Angles and/or Curves, or the Roof has a Greater than 4/12 Slope, Very Steep.	%	35.00%	
22.31	MULTIPLIER - ROOF IS CONSIDERED NON-STANDARD ARCHITECTURE OR HAS GREATER THAN 8/12 SLOPE Multiplier Applied when Roof Area is not Boxed-Shaped, Contains Multiple Sharp Angles and/or Curves, or the Roof has a Greater than 8/12 Slope, Very Steep.	%	70.00%	
22.32	MULTIPLIER - ROOF SIZE IS LESS THAN 1,000 SF Multiplier Applied when Roof Size is Abnormally Small Less than 1,000 SF Situation Creates the Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor to be Allocated Across a Very Small Roof Area Causing Fixed Costs to be Large Portion of Job Costs	%	100.00%	
22.41	MULTIPLIER - ROOF SIZE IS GREATER THAN 1,000 SF, BUT LESS THAN 2,000 SF Multiplier Applied when Roof Size is Less than 2,000 SF, but Greater than 1,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	85.00%	
22.42	MULTIPLIER - ROOF SIZE IS GREATER THAN 2,000 SF, BUT LESS THAN 3,000 SF Multiplier Applied when Roof Size is Less than 3,000 SF, but Greater than 2,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	60.00%	
22.43	MULTIPLIER - ROOF SIZE IS GREATER THAN 3,000 SF, BUT LESS THAN 4,000 SF Multiplier Applied when Roof Size is Less than 4,000 SF, but Greater than 3,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	35.00%	
22.44	MULTIPLIER - ROOF SIZE IS GREATER THAN 4,000 SF, BUT LESS THAN 5,000 SF Multiplier Applied when Roof Size is Less than 5,000 SF, but Greater than 4,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	30.00%	
22.45	MULTIPLIER - ROOF SIZE IS GREATER THAN 5,000 SF, BUT LESS THAN 10,000 SF Multiplier Applied when Roof Size is Less than 10,000 SF, but Greater than 5,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	15.00%	
22.46	MULTIPLIER - ROOF SIZE IS GREATER THAN 10,000 SF, BUT LESS THAN 20,000 SF Multiplier Applied when Roof Size is Less than 20,000 SF, but Greater than 10,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%		

Item	Description	Unit	Rate/Unit	ROOF SYSTEM
22.47	MULTIPLIER - ROOF SIZE IS GREATER THAN 30K SF LESS THAN 50K SF Multiplier Applied when Roof Size is Less than 50,000 SF, but Greater than 30,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Larger Roof Area	%	-3.00%	
22.48	MULTIPLIER - ROOF SIZE IS GREATER THAN 50K SF LESS THAN 100K SF Multiplier Applied when Roof Size is Less than 100,000 SF, but Greater than 50,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Larger Roof Area	%	-5.00%	
22.49	MULTIPLIER - ROOF SIZE IS GREATER THAN 100K SF LESS THAN 200K SF Multiplier Applied when Roof Size is Less than 200,000 SF, but Greater than 100,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Larger Roof Area	%	-6.00%	
22.50	MULTIPLIER - ROOF SIZE IS GREATER THAN 200K SF Multiplier Applied when Roof Size is Greater than 200,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Very Large Roof Area	%	-8.00%	

Contract No. 1685-15344

EXHIBIT 2

Cook County Price Proposal

Contract No. 1685-15344

Cook County Price Proposal

This agreement will enable an overall value that will not exceed \$300,000.00, effective September 26, 2016 thru September 27, 2017 with three (3), one-year renewal options.

Contract No. 1685-15344

EXHIBIT 3

Evidence of Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
08/15/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh USA, Inc. 4400 Comerica Bank Tower 1717 Main Street Dallas, TX 75201-7357 Attn: dallas.certs@marsh.com CN102137489-DBS-15-16		CONTACT NAME: PHONE (A/C No, Ext): E-MAIL ADDRESS: FAX (A/C No):															
INSURED Garland/DBS, Inc. 3800 East 91st Street Cleveland, OH 44105		<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A : Ironshore Specialty Ins. Company</td> <td>25445</td> </tr> <tr> <td>INSURER B : Travelers Indemnity Co</td> <td>25658</td> </tr> <tr> <td>INSURER C : Liberty Insurance Underwriters Inc.</td> <td>19917</td> </tr> <tr> <td>INSURER D : Travelers Property Casualty Company of America</td> <td>25674</td> </tr> <tr> <td>INSURER E : Hartford Fire Insurance Company</td> <td>19682</td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </tbody> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Ironshore Specialty Ins. Company	25445	INSURER B : Travelers Indemnity Co	25658	INSURER C : Liberty Insurance Underwriters Inc.	19917	INSURER D : Travelers Property Casualty Company of America	25674	INSURER E : Hartford Fire Insurance Company	19682	INSURER F :	
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COVERAGES **CERTIFICATE NUMBER:** HOU-002813559-01 **REVISION NUMBER:** 2

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> SIR - \$100,000 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			002589900	12/05/2015	12/05/2016	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/POP AGG \$ 2,000,000 \$
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			810-5G239979-IND-15	12/05/2015	12/05/2016	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			1000021688-06	12/05/2015	12/05/2016	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	PJUB-5G22023-6-15	12/05/2015	12/05/2016	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
E	Inland Marine			83 MS VV9553 K3 (Ded: \$50,000)	12/05/2015	12/05/2016	Installation Floater 900,000
E	Inland Marine			83 MS VV9553 K3 (Ded: \$2,500)	12/05/2015	12/05/2016	Leased/Rented Equip 100,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Cook County is included as additional insured where required by written contract with respect to General Liability and Auto Liability.

CERTIFICATE HOLDER **CANCELLATION**

Cook County 118 North Clark Chicago, IL 60602	<p>SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.</p> <p>AUTHORIZED REPRESENTATIVE of Marsh USA Inc. Manashi Mukherjee <i>Manashi Mukherjee</i></p>
---	---



ADDITIONAL REMARKS SCHEDULE

AGENCY Marsh USA, Inc.		NAMED INSURED Garland/DBS, Inc. 3800 East 91st Street Cleveland, OH 44105	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE		

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
 FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

Other property deductibles may apply as per policy terms and conditions.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

BUSINESS AUTO EXTENSION ENDORSEMENT

This endorsement modifies insurance provided under the following:

BUSINESS AUTO COVERAGE FORM

GENERAL DESCRIPTION OF COVERAGE - This endorsement broadens coverage. However, coverage for any injury, damage or medical expenses described in any of the provisions of this endorsement may be excluded or limited by another endorsement to the Coverage Part, and these coverage broadening provisions do not apply to the extent that coverage is excluded or limited by such an endorsement. The following listing is a general coverage description only. Limitations and exclusions may apply to these coverages. Read all the provisions of this endorsement and the rest of your policy carefully to determine rights, duties, and what is and is not covered.

- | | |
|---|---|
| <ul style="list-style-type: none"> A. BROAD FORM NAMED INSURED B. BLANKET ADDITIONAL INSURED C. EMPLOYEE HIRED AUTO D. EMPLOYEES AS INSURED E. SUPPLEMENTARY PAYMENTS - INCREASED LIMITS F. HIRED AUTO - LIMITED WORLDWIDE COVERAGE - INDEMNITY BASIS G. WAIVER OF DEDUCTIBLE - GLASS | <ul style="list-style-type: none"> H. HIRED AUTO PHYSICAL DAMAGE - LOSS OF USE - INCREASED LIMIT I. PHYSICAL DAMAGE - TRANSPORTATION EXPENSES - INCREASED LIMIT J. PERSONAL PROPERTY K. AIRBAGS L. NOTICE AND KNOWLEDGE OF ACCIDENT OR LOSS M. BLANKET WAIVER OF SUBROGATION N. UNINTENTIONAL ERRORS OR OMISSIONS |
|---|---|

PROVISIONS

A. BROAD FORM NAMED INSURED

The following is added to Paragraph A.1., **Who Is An Insured, of SECTION II - COVERED AUTOS LIABILITY COVERAGE:**

Any organization you newly acquire or form during the policy period over which you maintain 50% or more ownership interest and that is not separately insured for Business Auto Coverage. Coverage under this provision is afforded only until the 180th day after you acquire or form the organization or the end of the policy period, whichever is earlier.

B. BLANKET ADDITIONAL INSURED

The following is added to Paragraph 6. in A.1., **Who Is An Insured, of SECTION II - COVERED AUTOS LIABILITY COVERAGE:**

Any person or organization who is required under a written contract or agreement between you and that person or organization, that is signed and executed by you before the "bodily injury" or "property damage" occurs and that is in effect during the policy period, to be named as an additional insured is an "insured" for Covered Autos Liability Coverage, but only for damages to which

this insurance applies and only to the extent that person or organization qualifies as an "insured" under the Who Is An Insured provision contained in Section II.

C. EMPLOYEE HIRED AUTO

1. The following is added to Paragraph A.1., **Who Is An Insured, of SECTION II - COVERED AUTOS LIABILITY COVERAGE:**

An "employee" of yours is an "insured" while operating an "auto" hired or rented under a contract or agreement in an "employee's" name, with your permission, while performing duties related to the conduct of your business.

2. The following replaces Paragraph b. in B.5., **Other Insurance, of SECTION IV - BUSINESS AUTO CONDITIONS:**

b. For Hired Auto Physical Damage Coverage, the following are deemed to be covered "autos" you own:

(1) Any covered "auto" you lease, hire, rent or borrow; and

(2) Any covered "auto" hired or rented by your "employee" under a contract in an "employee's" name, with your

COMMERCIAL AUTO

permission, while performing duties related to the conduct of your business.

However, any "auto" that is leased, hired, rented or borrowed with a driver is not a covered "auto".

D. EMPLOYEES AS INSURED

The following is added to Paragraph A.1, Who Is An Insured, of SECTION II - COVERED AUTOS LIABILITY COVERAGE:

Any "employee" of yours is an "insured" while using a covered "auto" you don't own, hire or borrow in your business or your personal affairs.

E. SUPPLEMENTARY PAYMENTS - INCREASED LIMITS

1. The following replaces Paragraph A.2.a(2), of SECTION II - COVERED AUTOS LIABILITY COVERAGE:

(2) Up to \$3,000 for cost of bail bonds (including bonds for related traffic law violations) required because of an "accident" we cover. We do not have to furnish these bonds.

2. The following replaces Paragraph A.2.a(4), of SECTION II - COVERED AUTOS LIABILITY COVERAGE:

(4) All reasonable expenses incurred by the "insured" at our request, including actual loss of earnings up to \$500 a day because of time off from work.

F. HIRED AUTO - LIMITED WORLDWIDE COVERAGE - INDEMNITY BASIS

The following replaces Subparagraph (5) in Paragraph B.7, Policy Period, Coverage Territory, of SECTION IV - BUSINESS AUTO CONDITIONS:

(5) Anywhere in the world, except any country or jurisdiction while any trade sanction, embargo, or similar regulation imposed by the United States of America applies to and prohibits the transaction of business with or within such country or jurisdiction, for Covered Autos Liability Coverage for any covered "auto" that you lease, hire, rent or borrow without a driver for a period of 30 days or less and that is not an "auto" you lease, hire, rent or borrow from any of your "employees", partners (if you are a partnership), members (if you are a limited liability company) or members of their households.

(a) With respect to any claim made or "suit" brought outside the United States of America, the territories and possessions of the United States of America, Puerto Rico and Canada:

(i) You must arrange to defend the "insured" against, and investigate or settle any such claim or "suit" and keep us advised of all proceedings and actions.

(ii) Neither you nor any other involved "insured" will make any settlement without our consent.

(iii) We may, at our discretion, participate in defending the "insured" against, or in the settlement of, any claim or "suit".

(iv) We will reimburse the "insured" for sums that the "insured" legally must pay as damages because of "bodily injury" or "property damage" to which this insurance applies, that the "insured" pays with our consent, but only up to the limit described in Paragraph C., Limits Of Insurance, of SECTION II - COVERED AUTOS LIABILITY COVERAGE.

(v) We will reimburse the "insured" for the reasonable expenses incurred with our consent for your investigation of such claims and your defense of the "insured" against any such "suit", but only up to and included within the limit described in Paragraph C., Limits Of Insurance, of SECTION II - COVERED AUTOS LIABILITY COVERAGE, and not in addition to such limit. Our duty to make such payments ends when we have used up the applicable limit of insurance in payments for damages, settlements or defense expenses.

(b) This insurance is excess over any valid and collectible other insurance available to the "insured" whether primary, excess, contingent or on any other basis.

(c) This insurance is not a substitute for required or compulsory insurance in any country outside the United States, its territories and possessions, Puerto Rico and Canada.

You agree to maintain all required or compulsory insurance in any such country up to the minimum limits required by local law. Your failure to comply with compulsory insurance requirements will not invalidate the coverage afforded by this policy, but we will only be liable to the same extent we would have been liable had you complied with the compulsory insurance requirements.

- (d) It is understood that we are not an admitted or authorized insurer outside the United States of America, its territories and possessions, Puerto Rico and Canada. We assume no responsibility for the furnishing of certificates of insurance, or for compliance in any way with the laws of other countries relating to insurance.

G. WAIVER OF DEDUCTIBLE - GLASS

The following is added to Paragraph D., Deductible, of SECTION III - PHYSICAL DAMAGE COVERAGE:

No deductible for a covered "auto" will apply to glass damage if the glass is repaired rather than replaced.

H. HIRED AUTO PHYSICAL DAMAGE - LOSS OF USE - INCREASED LIMIT

The following replaces the last sentence of Paragraph A.4.b., Loss Of Use Expenses, of SECTION III - PHYSICAL DAMAGE COVERAGE:

However, the most we will pay for any expenses for loss of use is \$65 per day, to a maximum of \$750 for any one "accident".

I. PHYSICAL DAMAGE - TRANSPORTATION EXPENSES - INCREASED LIMIT

The following replaces the first sentence in Paragraph A.4.a., Transportation Expenses, of SECTION III - PHYSICAL DAMAGE COVERAGE:

We will pay up to \$50 per day to a maximum of \$1,500 for temporary transportation expense incurred by you because of the total theft of a covered "auto" of the private passenger type.

J. PERSONAL PROPERTY

The following is added to Paragraph A.4., Coverage Extensions, of SECTION III - PHYSICAL DAMAGE COVERAGE:

Personal Property

We will pay up to \$400 for "loss" to wearing apparel and other personal property which is:

- (1) Owned by an "insured", and

- (2) In or on your covered "auto".

This coverage applies only in the event of a total theft of your covered "auto".

No deductibles apply to this Personal Property coverage:

K. AIRBAGS

The following is added to Paragraph B.3., Exclusions, of SECTION III - PHYSICAL DAMAGE COVERAGE:

Exclusion 3.a. does not apply to "loss" to one or more airbags in a covered "auto" you own that inflate due to a cause other than a cause of "loss" set forth in Paragraphs A.1.b. and A.1.c., but only:

- a. If that "auto" is a covered "auto" for Comprehensive Coverage under this policy;
- b. The airbags are not covered under any warranty; and
- c. The airbags were not intentionally inflated.

We will pay up to a maximum of \$1,000 for any one "loss".

L. NOTICE AND KNOWLEDGE OF ACCIDENT OR LOSS

The following is added to Paragraph A.2.a., of SECTION IV - BUSINESS AUTO CONDITIONS:

Your duty to give us or our authorized representative prompt notice of the "accident" or "loss" applies only when the "accident" or "loss" is known to:

- (a) You (if you are an individual);
- (b) A partner (if you are a partnership);
- (c) A member (if you are a limited liability company);
- (d) An executive officer, director or insurance manager (if you are a corporation or other organization); or
- (e) Any "employee" authorized by you to give notice of the "accident" or "loss".

M. BLANKET WAIVER OF SUBROGATION

The following replaces Paragraph A.5., Transfer Of Rights Of Recovery Against Others To Us, of SECTION IV - BUSINESS AUTO CONDITIONS:

5. Transfer Of Rights Of Recovery Against Others To Us

We waive any right of recovery we may have against any person or organization to the extent required of you by a written contract signed and executed prior to any "accident" or "loss", provided that the "accident" or "loss" arises out of operations contemplated by

COMMERCIAL AUTO

such contract. The waiver applies only to the person or organization designated in such contract.

N. UNINTENTIONAL ERRORS OR OMISSIONS

The following is added to Paragraph B.2, Concealment, Misrepresentation, Or Fraud of SECTION IV - BUSINESS AUTO CONDITIONS:

The unintentional omission of, or unintentional error in, any information given by you shall not prejudice your rights under this insurance. However this provision does not affect our right to collect additional premium or exercise our right of cancellation or non-renewal.



IRONSHORE SPECIALTY INSURANCE COMPANY

Mailing Address:
75 Federal Street
5th Floor
Boston, MA 02110
Toll Free: (877) IRON411

Endorsement # 14

Policy Number: 002589900

Effective Date of Endorsement: December 05, 2015

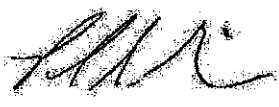
Insured Name: GARLAND INDUSTRIES INC.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED REQUIRED BY WRITTEN CONTRACT

- A. **Section II - Who Is An Insured** is amended to include any person or organization you are required to include as an additional insured on this policy by a written contract or written agreement in effect during this policy period and executed prior to the "occurrence" of the "bodily injury" or "property damage."
- B. The insurance provided to the above described additional insured under this endorsement is limited as follows:
1. **SECTION I - COVERAGES, COVERAGE A BODILY INJURY AND PROPERTY DAMAGE LIABILITY** only.
 2. The person or organization is only an additional insured with respect to liability arising out of "your work" or "your product" for that additional insured.
 3. In the event that the Limits of Insurance provided by this policy exceed the limits of Insurance required by the written Contract or written agreement, the insurance provided by this endorsement shall be limited to the Limits of Insurance required by the written contract or written agreement. This endorsement shall not increase the Limits of Insurance stated in the Declarations pertaining to the coverage provided herein.
 4. The insurance provided to such an additional insured does not apply to "bodily injury" or "property damage" arising out of an architect's, engineer's or surveyor's rendering of or failure to render any professional services including:
 - i. The preparing, approving or failing to prepare or approve maps, shop drawings, opinions, reports, surveys, field orders, change orders, or drawings and specifications; and
 - ii. Supervisory, inspection, architectural or engineering activities.
 5. This insurance does not apply to "bodily injury" or "property damage" arising out of "your work" or "your product" included in the "products-completed operations hazard" unless you are required to provide such coverage by written contract or written agreement and then only for the period of time required by the written contract or written agreement and in no event beyond the expiration date of the policy.
 6. Any coverage provided by this endorsement to an additional insured shall be excess over any other valid and collectible insurance available to the additional insured whether primary, excess, contingent or on any other basis unless a written contract or written agreement specifically requires that this insurance apply on a primary or non-contributory basis.

ALL OTHER TERMS, CONDITIONS AND EXCLUSIONS REMAIN UNCHANGED.



Authorized Representative

January 5, 2016

Date

Contract No. 1685-15344

EXHIBIT 4

Identification of Subcontractor/Supplier/Subconsultant Form

**Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form**

OCPO ONLY:	
<input type="checkbox"/>	Disqualification
<input type="checkbox"/>	Check Complete

The Bidder/Proposer/Respondent ("the Contractor") will fully complete and execute and submit an Identification of Subcontractor/Supplier/Subconsultant Form ("ISF") with each Bid, Request for Proposal, and Request for Qualification. The Contractor must complete the ISF for each Subcontractor, Supplier or Subconsultant which shall be used on the Contract. In the event that there are any changes in the utilization of Subcontractors, Suppliers or Subconsultants, the Contractor must file an updated ISF.

Bid/RFP/RFQ No.: 1685-15344	Date: 9.30.16
Total Bid or Proposal Amount: \$300,000	Contract Title: ROOFING SUPPLIES & SERVICES
Contractor: GARLAND / DBS, INC.	Subcontractor/Supplier/ Subconsultant to be added or substitute: GARTH BUILDING Products & SERVICES
Authorized Contact for Contractor: BRYAN TAYLOR	Authorized Contact for Subcontractor/Supplier/ Subconsultant: CAROL GARTH
Email Address (Contractor): B.TAYLOR @ garlandind.com	Email Address (Subcontractor): garthbuildingps @ aol.com
Company Address (Contractor): 3800 E. 91ST	Company Address (Subcontractor): 2741 EAST 22ND ST.
City, State and Zip (Contractor): CLEVELAND, OH 44106	City, State and Zip (Subcontractor): CHICAGO HEIGHTS, IL 60641
Telephone and Fax (Contractor): 216.432.3689	Telephone and Fax (Subcontractor): 708.757.6733
Estimated Start and Completion Dates (Contractor): TBD	Estimated Start and Completion Dates (Subcontractor): TBD

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.


Description of Services or Supplies	Total Price of Subcontract for Services or Supplies

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.

Contractor: GARLAND / DBS, INC.

Name: BRYAN TAYLOR

Title: OPERATIONS MANAGER

Prime Contractor Signature:  Date: 9.30.16

**Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form**

OCPO ONLY:	
<input type="radio"/> Disqualification	
<input type="radio"/> Check Complete	

The Bidder/Proposer/Respondent ("the Contractor") will fully complete and execute and submit an Identification of Subcontractor/Supplier/Subconsultant Form ("ISF") with each Bid, Request for Proposal, and Request for Qualification. The Contractor must complete the ISF for each Subcontractor, Supplier or Subconsultant which shall be used on the Contract. In the event that there are any changes in the utilization of Subcontractors, Suppliers or Subconsultants, the Contractor must file an updated ISF.

Bid/RFP/REQ No.: 1685-15344	Date: 7.30.16
Total Bid or Proposal Amount: \$ 209,000	Contract Title: Roofing Supplies & Services
Contractor: Garland / ABS, INC.	Subcontractor/Supplier/ Subconsultant to be added or substitute: Anderson & Shah Roofing, Inc.
Authorized Contact for Contractor: BRAD TAYLOR	Authorized Contact for Subcontractor/Supplier/ Subconsultant: PAUL SHAH
Email Address (Contractor): B.TAYLOR@garlandind.com	Email Address (Subcontractor): OFFICE@ANDERSONSHAH.COM
Company Address (Contractor): 2800 E. 91ST	Company Address (Subcontractor): 23500 County Farm Rd.
City, State and Zip (Contractor): GARLAND, ILL. 60135	City, State and Zip (Subcontractor): JOLIET, IL 60431
Telephone and Fax (Contractor): 76.430.2627	Telephone and Fax (Subcontractor): 815.791.0809
Estimated Start and Completion Dates (Contractor): TBD	Estimated Start and Completion Dates (Subcontractor): TBD

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

Description of Services or Supplies	Total Price of Subcontract for Services or Supplies

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.

Contractor Garland / ABS, INC.

Name BRAD TAYLOR

Title OPERATIONS MANAGER 7.30.16

Prime Contractor Signature B. Taylor Date

Contract No. 1685-15344

EXHIBIT 5

Electronic Payable Program

**OFFICE OF THE COOK COUNTY COMPTROLLER
ELECTRONIC PAYABLES PROGRAM ("E-PAYABLES")**

FOR INFORMATION PURPOSES ONLY

**This document describes the Office of the Cook County Comptroller's Electronic Payables Program ("E-Payables").
If you wish to participate in E-Payables, please contact the Cook County Comptroller's Office, Accounts Payable, 118 N. Clark
Street, Room 500, Chicago, IL 60602.**

DESCRIPTION

To increase payment efficiency and timeliness, we have introduced E-Payables program, a new payment initiative to our accounts payable model. This new initiative utilizes a Visa purchasing card and operates through the Visa payment network. This is County's preferred method of payment and your participation in our Visa purchasing card program will provide mutual benefits both to your organization and ours.

As a vendor, you may experience the following benefits by accepting this new payment type:

- Improved cash flow and accelerated payment
- Reduced paperwork and a more streamlined accounts receivable process
- Elimination of stop payment issues
- Reduced payment delays
- Reduced costs for handling paper checks
- Payments settled directly to your merchant account

There are two options within this initiative:

3. Dedicated Credit Card – "PULL" Settlement

For this option, you will have an assigned dedicated credit card to be used for each payment. You will provide a point of contact within your organization who will keep credit card information on file. Each time a payment is made, you will receive a remittance advice via email detailing the invoices being paid. Each time you receive a remittance advice, you will process payments in the same manner you process credit card transactions today.

4. One-Time Use Credit Card – "SUGA" Settlement

For this option, you will provide a point of contact within your organization who will receive an email notification authorizing you to process payments in the same manner you process credit card transactions today. Each time payment is made, you will receive a remittance advice, via email, detailing the invoices being paid. Also, each time you receive a remittance advice, you will receive a new, unique credit card number. This option is ideal for suppliers who are unable to keep credit card account information on file.

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Contract No. 1685-15344

EXHIBIT 6

Minority And Women Business Enterprise Subcontracting Goal



OFFICE OF CONTRACT COMPLIANCE

JACQUELINE GOMEZ

DIRECTOR

118 N. Clark, County Building, Room 1020 • Chicago, Illinois 60602 • (312) 603-5502

September 7, 2016

TONI PRECKWINKLE

PRESIDENT

**Cook County Board
of Commissioners**

RICHARD R. BOYKIN
1st District

ROBERT STEELE
2nd District

JERRY BUTLER
3rd District

STANLEY MOORE
4th District

DEBORAH SIMS
5th District

JOAN PATRICIA MURPHY
6th District

JESUS G. GARCIA
7th District

LUIS ARROYO, JR
8th District

PETER N. SILVESTRI
9th District

BRIDGET GAINER
10th District

JOHN P. DALEY
11th District

JOHN A. FRITCHEY
12th District

LARRY SUFFREDIN
13th District

GREGG GOSLIN
14th District

TIMOTHY O. SCHNEIDER
15th District

JEFFREY R. TOBOLSKI
16th District

SEAN M. MORRISON
17th District

Ms. Shannon E. Andrews
Chief Procurement Officer
118 N. Clark Street
County Building-Room 1018
Chicago, IL 60602

Re: Contract No. 1685-15344
Roofing Supplies
Facilities Management Department

Dear Ms. Andrews:

The following bid for the above-referenced contract has been reviewed for compliance with the Minority- and Women- owned Business Enterprises (MBE/WBE) Ordinance and have been found to be responsive to the ordinance.

Bidder: Garland/DBS, Inc.
Contract Value: \$300,000.00
Contract Goal: 25% MBE , 10% WBE

<u>MBE/WBE</u>	<u>Status</u>	<u>Certifying Agency</u>	<u>Commitment</u>
Anderson & Shah Roofing	MBE-8	City of Chicago	25% (Direct)
Garth Building Products	WBE-6	City of Chicago	10% (Direct)
			35% Total

The Office of Contract Compliance has been advised by the Requesting Department that no other bidders are being recommended for award. Original MBE/WBE forms were used in the determination of the responsiveness of this contract.

Sincerely,

Jacqueline Gomez
Contract Compliance Director

JG/smp

cc: Kathy Weiss-Botica, Facilities Management

MBE/WBE UTILIZATION PLAN - FORM 1

BIDDER/PROPOSER HEREBY STATES that all MBE/WBE firms included in this Plan are certified MBEs/WBEs by at least one of the entities listed in the General Conditions – Section 19.

I. BIDDER/PROPOSER MBE/WBE STATUS: (check the appropriate line)

- Bidder/Proposer is a certified MBE or WBE firm. (If so, attach copy of current Letter of Certification)
- Bidder/Proposer is a Joint Venture and one or more Joint Venture partners are certified MBEs or WBEs. (If so, attach copies of Letter(s) of Certification, a copy of Joint Venture Agreement clearly describing the role of the MBE/WBE firm(s) and its ownership interest in the Joint Venture and a completed Joint Venture Affidavit – available online at www.cookcountyil.gov/contractcompliance)
- Bidder/Proposer is not a certified MBE or WBE firm, nor a Joint Venture with MBE/WBE partners, but will utilize MBE and WBE firms either directly or indirectly in the performance of the Contract. (If so, complete Sections II below and the Letter(s) of Intent – Form 2).

II. Direct Participation of MBE/WBE Firms Indirect Participation of MBE/WBE Firms

NOTE: Where goals have not been achieved through direct participation, Bidder/Proposer shall include documentation outlining efforts to achieve Direct Participation at the time of Bid/Proposal submission. Indirect Participation will only be considered after all efforts to achieve Direct Participation have been exhausted. Only after written documentation of Good Faith Efforts is received will Indirect Participation be considered.

MBEs/WBEs that will perform as subcontractors/suppliers/consultants include the following:

MBE/WBE Firm: Anderson & Shah Roofing, Inc.

Address: 23900 County Farm Rd. Joliet, IL 60431

E-mail: office@andersonshah.com

Contact Person: Kathy Cumpston Phone: 815-741-0909

Dollar Amount Participation: \$ TBD

Percent Amount of Participation: 25% %

*Letter of Intent attached? Yes No
 *Current Letter of Certification attached? Yes No

MBE/WBE Firm: GARTH BUILDING PRODUCTS & SERVICES, CORP

Address: 2741 EAST 22nd Street, Chicago Heights, IL 60411

E-mail: garthbuildings@aol.com

Contact Person: CAROL GARTH Phone: 708-757-6733

Dollar Amount Participation: \$ TBD

Percent Amount of Participation: 10% %

*Letter of Intent attached? Yes No
 *Current Letter of Certification attached? Yes No

Attach additional sheets as needed.

* Letter(s) of Intent and current Letters of Certification must be submitted at the time of bid.



DEPARTMENT OF PROCUREMENT SERVICES
CITY OF CHICAGO

MAR 12 2015

Pravin Mansukhlal Shah
Anderson & Shah Roofing, Inc.
23900 County Farm Road
Joliet, IL 60431

Dear Pravin Mansukhlal Shah:

We are pleased to inform you that Anderson & Shah Roofing, Inc. has been recertified as a **Minority-Owned Business Enterprise ("MBE")** by the City of Chicago ("City"). This MBE certification is valid until **3/1/2020**; however your firm's certification must be revalidated annually. In the past the City has provided you with an annual letter confirming your certification; such letters will no longer be issued. As a consequence, we require you to be even more diligent in filing your annual **No-Change Affidavit 60 days** before your annual anniversary date.

It is now your responsibility to check the City's certification directory and verify your certification status. As a condition of continued certification during the five year period stated above, you must file an annual No-Change Affidavit. Your firm's annual **No-Change Affidavit** is due by **3/1/2016, 3/1/2017, 3/1/2018, and 3/1/2019**. Please remember, you have an affirmative duty to file your **No-Change Affidavit 60 days** prior to the date of expiration. Failure to file your annual No-Change Affidavit may result in the suspension or rescission of your certification.

Your firm's five year certification will expire on **3/1/2020**. You have an affirmative duty to file for recertification **60 days** prior to the date of the five year anniversary date. Therefore, you must file for recertification by **1/1/2020**.

It is important to note that you also have an ongoing affirmative duty to notify the City of any changes in ownership or control of your firm, or any other fact affecting your firm's eligibility for certification **within 10 days** of such change. These changes may include but are not limited to a change of address, change of business structure, change in ownership or ownership structure, change of business operations, gross receipts and or personal net worth that exceed the program threshold. Failure to provide the City with timely notice of such changes may result in the suspension or rescission of your certification. In addition, you may be liable for civil penalties under Chapter 1-22, "False Claims", of the Municipal Code of Chicago.

MAR 12 2015

Anderson & Shah Roofing, Inc.

Page 2 of 2

Please note – you shall be deemed to have had your certification lapse and will be ineligible to participate as a **MBE** if you fail to:

- File your annual No-Change Affidavit within the required time period;
- Provide financial or other records requested pursuant to an audit within the required time period;
- Notify the City of any changes affecting your firm's certification within 10 days of such change; or
- File your recertification within the required time period.

Please be reminded of your contractual obligation to cooperate with the City with respect to any reviews, audits or investigation of its contracts and affirmative action programs. We strongly encourage you to assist us in maintaining the integrity of our programs by reporting instances or suspicions of fraud or abuse to the **City's Inspector General** at chicagoinspectorgeneral.org, or **866-IG-TIPLINE (866-448-4754)**.

Be advised that if you or your firm is found to be involved in certification, bidding and/or contractual fraud or abuse, the City will pursue decertification and debarment. In addition to any other penalty imposed by law, any person who knowingly obtains, or knowingly assists another in obtaining a contract with the City by falsely representing the individual or entity, or the individual or entity assisted is guilty of a misdemeanor, punishable by incarceration in the county jail for a period not to exceed six months, or a fine of not less than \$5,000 and not more than \$10,000 or both.

Your firm's name will be listed in the City's Directory of Minority and Women-Owned Business Enterprises in the specialty area(s) of:


NAICS Code(s):

- 238130** - Prefabricated wood frame components (e.g., trusses) installation
- 238160** - Asphalt roof shingle installation
- 238160** - Roofing contractors
- 238160** - Sheet metal roofing installation
- 238170** - Gutters, seamless roof, formed and installed on site

Your firm's participation on City contracts will be credited only toward **Minority-Owned Business Enterprise** goals in your area(s) specialty. While your participation on City contracts is not limited to your area of specialty, credit toward goals will be given only for work that is self-performed and providing a commercially useful function that is done in the approved specialty category.

Thank you for your interest in the City's Minority and Women-Owned Business Enterprise (MBE/WBE) Program.

Sincerely,



Jamie L. Rhee
Chief Procurement Officer
JLR/gd

MBE/WBE LETTER OF INTENT - FORM 2

M/WBE Firm: Anderson & Shah Roofing, Inc. Certifying Agency: City of Chicago
Contact Person: Kathy Cumpston Certification Expiration Date: 03/01/2020
Address: 23900 County Farm Rd. Ethnicity: Asian Indian
City/State: Joliet, IL Zip: 60431 Bid/Proposal/Contract #: Kathy Cumpston
Phone: 815-741-0909 Fax: 815-741-3565 FEIN #: 36-3055158
Email: office@andersonshah.com

Participation: Direct Indirect

Will the M/WBE firm be subcontracting any of the goods or services of this contract to another firm?

No Yes - Please attach explanation. Proposed Subcontractor(s): _____

The undersigned M/WBE is prepared to provide the following Commodities/Services for the above named Project/ Contract: (If more space is needed to fully describe M/WBE Firm's proposed scope of work and/or payment schedule, attach additional sheets)

Roofing Work

Indicate the Dollar Amount, Percentage, and the Terms of Payment for the above-described Commodities/ Services:

25%

THE UNDERSIGNED PARTIES AGREE that this Letter of Intent will become a binding Subcontract Agreement for the above work, conditioned upon (1) the Bidder/Proposer's receipt of a signed contract from the County of Cook; (2) Undersigned Subcontractor remaining compliant with all relevant credentials, codes, ordinances and statutes required by Contractor, Cook County, and the State to participate as a MBE/WBE firm for the above work. The Undersigned Parties do also certify that they did not affix their signatures to this document until all areas under Description of Service/ Supply and Fee/Cost were completed.

[Signature]
Signature (M/WBE)

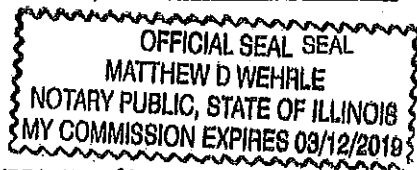
Pauli Shah
Print Name

Anderson & Shah Roofing, Inc.
Firm Name

08/29/16
Date

Subscribed and sworn before me
this 29 day of August, 20 16.

Notary Public Matthew D Wehrle



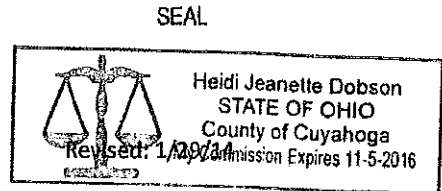
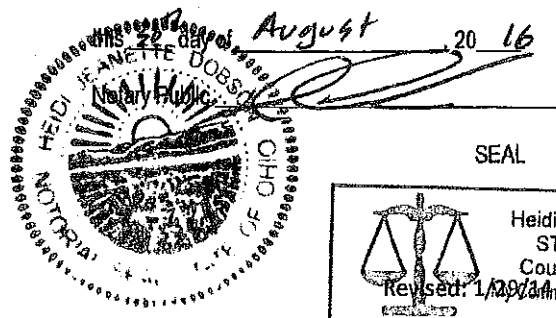
[Signature]
Signature (Prime Bidder/Proposer)

BRYAN TAYLOR
Print Name

GARLAND / DBS, INC.
Firm Name

8.30.16
Date

Subscribed and sworn before me
this 29 day of August, 20 16.





Cook County Government
M/WBE Reciprocal Certification Affidavit

Firm Name Anderson & Shah Roofing, Inc.

Address 23900 County Farm Rd. City Joliet

County Will State IL Zip 60431

Phone (815) 741-0909 Email office@andersonshah.com

I Paul Shah, President
(Authorized Representative) (Print Title)

of Anderson & Shah Roofing, Inc. do hereby affirm:
(Name of Firm)

1) Anderson & Shah Roofing, Inc. is a Minority and/or Women Business Enterprise
(Name of Firm)

currently certified by the City of Chicago as: [] Black- [] Hispanic- Asian- [] Woman-owned business.

2) With respect to Anderson & Shah Roofing, Inc., the personal net worth of the qualifying
(Name of Firm)

(51%) individual(s) does not exceed \$2,210,847, excluding the individual's ownership interest in the M/WBE firm and the equity of the owner's primary residence, and otherwise meets the requirements of Chapter 34, Article IV of the Cook County Procurement Code. (As per Section 34-263 of the Cook County Procurement Code, an individual's personal net worth includes only his or her own Share of assets held jointly or as community/marital property with the individual's spouse.)

3) The average annual gross receipts of Anderson & Shah Roofing, Inc.
(Name of Firm)

as derived from tax filings over the five most recent years, does not exceed the Small Business Size Standards published by the U.S. Small Business Administration found in Title 13, Code of Federal Regulations, Part 121. (<http://www.sba.gov/content/small-business-size-standards>)

Upon penalty of perjury, I Paul Shah affirm that, to the best of my
(Authorized Representative)

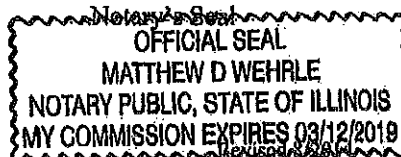
knowledge and belief, the information herein is true and accurate.

Signature [Handwritten Signature] Title President Date 08/29/16

Subscribed and sworn to before me this 29th day of August / 2016
(Month) (Year)

Matthew D Wehrle
(Notary's Signature)

My Commission Expires 03/12/16



MBE/WBE LETTER OF INTENT - FORM 2

M/WBE Firm: Garth Building Products

Certifying Agency: City of Chicago

Contact Person: Carol Garth

Certification Expiration Date: 7/31/2018

Address: 2741 E. 223rd Street

Ethnicity: Blk

City/State: Chicago Hts. Zip: 60411

Bid/Proposal/Contract #: _____

Phone: 708 757-6733 Fax: 708 757-5462

FEIN #: 04-3634651

Email: garthbuildingps@aol.com

Participation: Direct Indirect

Will the M/WBE firm be subcontracting any of the goods or services of this contract to another firm?

No Yes - Please attach explanation. Proposed Subcontractor(s): _____

The undersigned M/WBE is prepared to provide the following Commodities/Services for the above named Project/ Contract: (If more space is needed to fully describe M/WBE Firm's proposed scope of work and/or payment schedule, attach additional sheets)

Roofing Materials

Indicate the Dollar Amount, Percentage, and the Terms of Payment for the above-described Commodities/ Services:

10% As Needed 30 Day Terms

THE UNDERSIGNED PARTIES AGREE that this Letter of Intent will become a binding Subcontract Agreement for the above work, conditioned upon (1) the Bidder/Proposer's receipt of a signed contract from the County of Cook; (2) Undersigned Subcontractor remaining compliant with all relevant credentials, codes, ordinances and statutes required by Contractor, Cook County, and the State to participate as a MBE/WBE firm for the above work. The Undersigned Parties do also certify that they did not affix their signatures to this document until all areas under Description of Service/ Supply and Fee/Cost were completed.

Carol Garth

Signature (M/WBE)

Carol Garth

Print Name

Garth Building Products & Serv.

Firm Name

9/7/2016

Date

B. TAYLOR

Signature (Prime Bidder/Proposer)

BRYAN TAYLOR

Print Name

Garland / DBS, INC.

Firm Name

9.7.16

Date

Subscribed and sworn before me

this 7 day of September, 2016

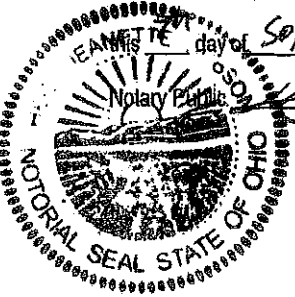
Notary Public Tiffany L. Harris



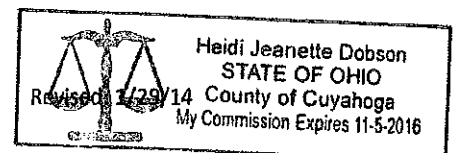
Subscribed and sworn before me

this 7 day of September, 2016

Notary Public Heidi Jeanette Dobson



SEAL



- Notify the City of any changes affecting your firm's certification within 10 days of such change; or
- File your recertification within the required time period.

Please be reminded of your contractual obligation to cooperate with the City with respect to any reviews, audits or investigation of its contracts and affirmative action programs. We strongly encourage you to assist us in maintaining the integrity of our programs by reporting instances or suspicions of fraud or abuse to the City's Inspector General at chicagoinspectorgeneral.org, or 866-IG-TIPLINE (866-448-4754).

Be advised that if you or your firm is found to be involved in certification, bidding and/or contractual fraud or abuse, the City will pursue decertification and debarment. In addition to any other penalty imposed by law, any person who knowingly obtains, or knowingly assists another in obtaining a contract with the City by falsely representing the individual or entity, or the individual or entity assisted is guilty of a misdemeanor, punishable by incarceration in the county jail for a period not to exceed six months, or a fine of not less than \$5,000 and not more than \$10,000 or both.

Your firm's name will be listed in the City's Directory of Minority and Women-Owned Business Enterprises in the specialty area(s) of:

NAICS Code(s):

- 236115 – Construction Management, Single-Family Building
- 236116 – Construction Management, Multi-Family Building
- 236118 – Construction Management, Residential Remodeling
- 236210 – Construction Management, Industrial Building (except warehouses)
- 236220 – Construction Management, Commercial and Institutional Building
- 238390 – Waterproofing Contractors
- 423310 – Roofing Materials, Wood, Merchant Wholesalers
- 423330 – Asphalt Roofing Shingles Merchant Wholesalers
- 423330 – Insulation Materials (except wood) Merchant Wholesalers
- 423330 – Roofing Materials (except wood) Merchant Wholesalers

Your firm's participation on City contracts will be credited only toward Minority Business Enterprise and Women Business Enterprise goals in your area(s) specialty. While your participation on City contracts is not limited to your area of specialty, credit toward goals will be given only for work that is self-performed and providing a commercially useful function that is done in the approved specialty category.

Thank you for your interest in the City's Minority and Women-Owned Business Enterprise (MBE/WBE) Program.

Sincerely,


Jamie L. Rhee
Chief Procurement Officer

JLR/mj



Cook County Government
M/WBE Reciprocal Certification Affidavit

Firm Name Garth Building Products & Services, Corp.
Address 2741 East 223rd Street City Chicago Heights
County Cook State IL Zip 60411
Phone (708) 757-6733 Email garthbuildings@aol.com

I Carol Garth, President
(Authorized Representative) (Print Title)

of Garth Building Products & Serv. do hereby affirm:
(Name of Firm)

1) Garth Building Products & Serv. is a Minority and/or Women Business Enterprise
(Name of Firm)
currently certified by the City of Chicago as: [X] Black- [] Hispanic- [] Asian- [] Woman-owned business.

2) With respect to Garth Building Products & Serv., the personal net worth of the qualifying
(Name of Firm)
(51%) individual(s) does not exceed \$2,210,847, excluding the individual's ownership interest in the M/WBE firm and the equity of the owner's primary residence, and otherwise meets the requirements of Chapter 34, Article IV of the Cook County Procurement Code. (As per Section 34-263 of the Cook County Procurement Code, an individual's personal net worth includes only his or her own share of assets held jointly or as community/marital property with the individual's spouse.)

3) The average annual gross receipts of Garth Building Products & Services
(Name of Firm)
as derived from tax filings over the five most recent years, does not exceed the Small Business Size Standards published by the U.S. Small Business Administration found in Title 13, Code of Federal Regulations, Part 121. (http://www.sba.gov/content/small-business-size-standards)

Upon penalty of perjury, I Carol Garth affirm that, to the best of my
(Authorized Representative)

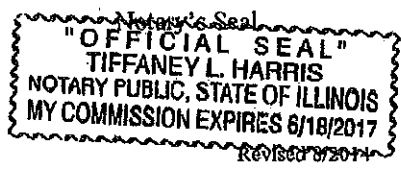
knowledge and belief, the information herein is true and accurate.

Signature Carol Garth Title President Date 9/7/2016

Subscribed and sworn to before me this 7 day of September, 2016
(Month) (Year)

Tiffany L. Harris
(Notary's Signature)

My Commission Expires 6/18/2017



Contract No. 1685-15344

EXHIBIT 7

Board Approval



Board of Commissioners of Cook County

118 North Clark Street
Chicago, IL

Legislation Details

File #: 16-4782 **Version:** 1 **Name:** Garland/DBS, Inc., Cleveland, Ohio
Type: Contract **Status:** Approved
File created: 8/10/2016 **In control:** Board of Commissioners
On agenda: 9/14/2016 **Final action:** 9/14/2016
Title: PROPOSED CONTRACT

Department(s): Facilities Management

Vendor: Garland/DBS, Inc., Cleveland, Ohio

Request: Authorization for the Chief Procurement Officer to enter into and execute

Good(s) or Service(s): Roofing Supplies and Services

Contract Value: \$300,000.00

Contract period: 9/26/2016 - 9/25/2017, with (3), one year renewal options

Potential Fiscal Year Budget Impact: FY 2016 \$150,000.00; FY 2017 \$150,000.00

Accounts: 200-450

Contract Number(s): 1685-15344

Concurrences:

The vendor has met the Minority- and Women-owned Business Enterprise Ordinance via direct participation.

The Chief Procurement Officer concurs.

Summary: The Department of Facilities Management requests authorization for the Chief Procurement Officer to enter into and execute a contract for roofing supplies and services, waterproofing and related products and services.

This is a Comparable Government Procurement pursuant to Section 34-140 of the Cook County Procurement Code. Garland/DBS, Inc. was previously awarded a contract through an Invitation for Bids (IFB) process through U.S. Communities, a national government purchasing cooperative sponsored by the National Association of Counties (NACo) and the National Institute of Government Purchasing (NIGP), and in cooperation with Cobb County, Georgia. Cook County wishes to leverage this procurement effort.

Sponsors:

Indexes: BILQIS JACOBS-EL, Director, Department of Facilities Management

Code sections:

Attachments:

Date	Ver.	Action By	Action	Result
9/14/2016	1	Board of Commissioners	approve	Pass

Contract No. 1685-15344

EXHIBIT 8

Economic Disclosure Statement

**COOK COUNTY
ECONOMIC DISCLOSURE STATEMENT
AND EXECUTION DOCUMENT
INDEX**

Section	Description	Pages
1	Instructions for Completion of EDS	EDS i - ii
2	Certifications	EDS 1- 2
3	Economic and Other Disclosures, Affidavit of Child Support Obligations, Disclosure of Ownership Interest and Familial Relationship Disclosure Form	EDS 3 - 12
4	Cook County Affidavit for Wage Theft Ordinance	EDS 13-14
5	Contract and EDS Execution Page	EDS 15-17
6	Cook County Signature Page	EDS 18

SECTION 1
INSTRUCTIONS FOR COMPLETION OF
ECONOMIC DISCLOSURE STATEMENT AND EXECUTION DOCUMENT

This Economic Disclosure Statement and Execution Document ("EDS") is to be completed and executed by every Bidder on a County contract, every Proposer responding to a Request for Proposals, and every Respondent responding to a Request for Qualifications, and others as required by the Chief Procurement Officer. The execution of the EDS shall serve as the execution of a contract awarded by the County. The Chief Procurement Officer reserves the right to request that the Bidder or Proposer, or Respondent provide an updated EDS on an annual basis.

Definitions. Terms used in this EDS and not otherwise defined herein shall have the meanings given to such terms in the Instructions to Bidders, General Conditions, Request for Proposals, Request for Qualifications, as applicable.

Affiliate means a person that directly or indirectly through one or more intermediaries, Controls is Controlled by, or is under common Control with the Person specified.

Applicant means a person who executes this EDS.

Bidder means any person who submits a Bid.

Code means the Code of Ordinances, Cook County, Illinois available on municode.com.

Contract shall include any written document to make Procurements by or on behalf of Cook County.

Contractor or *Contracting Party* means a person that enters into a Contract with the County.

Control means the unfettered authority to directly or indirectly manage governance, administration, work, and all other aspects of a business.

EDS means this complete Economic Disclosure Statement and Execution Document, including all sections listed in the Index and any attachments.

Joint Venture means an association of two or more Persons proposing to perform a for-profit business enterprise. Joint Ventures must have an agreement in writing specifying the terms and conditions of the relationship between the partners and their relationship and respective responsibility for the Contract

Lobby or *lobbying* means to, for compensation, attempt to influence a County official or County employee with respect to any County matter.

Lobbyist means any person who lobbies.

Person or *Persons* means any individual, corporation, partnership, Joint Venture, trust, association, Limited Liability Company, sole proprietorship or other legal entity.

Prohibited Acts means any of the actions or occurrences which form the basis for disqualification under the Code, or under the Certifications hereinafter set forth.

Proposal means a response to an RFP.

Proposer means a person submitting a Proposal.

Response means response to an RFQ.

Respondent means a person responding to an RFQ.

RFP means a Request for Proposals issued pursuant to this Procurement Code.

RFQ means a Request for Qualifications issued to obtain the qualifications of interested parties.

**INSTRUCTIONS FOR COMPLETION OF
ECONOMIC DISCLOSURE STATEMENT AND EXECUTION DOCUMENT**

Section 1: Instructions. Section 1 sets forth the instructions for completing and executing this EDS.

Section 2: Certifications. Section 2 sets forth certifications that are required for contracting parties under the Code and other applicable laws. Execution of this EDS constitutes a warranty that all the statements and certifications contained, and all the facts stated, in the Certifications are true, correct and complete as of the date of execution.

Section 3: Economic and Other Disclosures Statement. Section 3 is the County's required Economic and Other Disclosures Statement form. Execution of this EDS constitutes a warranty that all the information provided in the EDS is true, correct and complete as of the date of execution, and binds the Applicant to the warranties, representations, agreements and acknowledgements contained therein.

Required Updates. The Applicant is required to keep all information provided in this EDS current and accurate. In the event of any change in the information provided, including but not limited to any change which would render inaccurate or incomplete any certification or statement made in this EDS, the Applicant shall supplement this EDS up to the time the County takes action, by filing an amended EDS or such other documentation as is required.

Additional Information. The County's Governmental Ethics and Campaign Financing Ordinances impose certain duties and obligations on persons or entities seeking County contracts, work, business, or transactions, and the Applicant is expected to comply fully with these ordinances. For further information please contact the Director of Ethics at (312) 603-4304 (69 W. Washington St. Suite 3040, Chicago, IL 60602) or visit the web-site at cookcountyil.gov/ethics-board-of.

Authorized Signers of Contract and EDS Execution Page. If the Applicant is a corporation, the President and Secretary must execute the EDS. In the event that this EDS is executed by someone other than the President, attach hereto a certified copy of that section of the Corporate By-Laws or other authorization by the Corporation, satisfactory to the County that permits the person to execute EDS for said corporation. If the corporation is not registered in the State of Illinois, a copy of the Certificate of Good Standing from the state of incorporation must be submitted with this Signature Page.

If the Applicant is a partnership or joint venture, all partners or joint venturers must execute the EDS, unless one partner or joint venture has been authorized to sign for the partnership or joint venture, in which case, the partnership agreement, resolution or evidence of such authority satisfactory to the Office of the Chief Procurement Officer must be submitted with this Signature Page.

If the Applicant is a member-managed LLC all members must execute the EDS, unless otherwise provided in the operating agreement, resolution or other corporate documents. If the Applicant is a manager-managed LLC, the manager(s) must execute the EDS. The Applicant must attach either a certified copy of the operating agreement, resolution or other authorization, satisfactory to the County, demonstrating such person has the authority to execute the EDS on behalf of the LLC. If the LLC is not registered in the State of Illinois, a copy of a current Certificate of Good Standing from the state of incorporation must be submitted with this Signature Page.

If the Applicant is a Sole Proprietorship, the sole proprietor must execute the EDS.

A "Partnership" "Joint Venture" or "Sole Proprietorship" operating under an Assumed Name must be registered with the Illinois county in which it is located, as provided in 805 ILCS 405 (2012), and documentation evidencing registration must be submitted with the EDS.

SECTION 2

CERTIFICATIONS

THE FOLLOWING CERTIFICATIONS ARE MADE PURSUANT TO STATE LAW AND THE CODE. THE APPLICANT IS CAUTIONED TO CAREFULLY READ THESE CERTIFICATIONS PRIOR TO SIGNING THE SIGNATURE PAGE. SIGNING THE SIGNATURE PAGE SHALL CONSTITUTE A WARRANTY BY THE APPLICANT THAT ALL THE STATEMENTS, CERTIFICATIONS AND INFORMATION SET FORTH WITHIN THESE CERTIFICATIONS ARE TRUE, COMPLETE AND CORRECT AS OF THE DATE THE SIGNATURE PAGE IS SIGNED. THE APPLICANT IS NOTIFIED THAT IF THE COUNTY LEARNS THAT ANY OF THE FOLLOWING CERTIFICATIONS WERE FALSELY MADE, THAT ANY CONTRACT ENTERED INTO WITH THE APPLICANT SHALL BE SUBJECT TO TERMINATION.

A. PERSONS AND ENTITIES SUBJECT TO DISQUALIFICATION

No person or business entity shall be awarded a contract or sub-contract, for a period of five (5) years from the date of conviction or entry of a plea or admission of guilt, civil or criminal, if that person or business entity:

- 1) Has been convicted of an act committed, within the State of Illinois, of bribery or attempting to bribe an officer or employee of a unit of state, federal or local government or school district in the State of Illinois in that officer's or employee's official capacity;
- 2) Has been convicted by federal, state or local government of an act of bid-rigging or attempting to rig bids as defined in the Sherman Anti-Trust Act and Clayton Act. Act. 15 U.S.C. Section 1 *et seq.*;
- 3) Has been convicted of bid-rigging or attempting to rig bids under the laws of federal, state or local government;
- 4) Has been convicted of an act committed, within the State, of price-fixing or attempting to fix prices as defined by the Sherman Anti-Trust Act and the Clayton Act. 15 U.S.C. Section 1, *et seq.*;
- 5) Has been convicted of price-fixing or attempting to fix prices under the laws the State;
- 6) Has been convicted of defrauding or attempting to defraud any unit of state or local government or school district within the State of Illinois;
- 7) Has made an admission of guilt of such conduct as set forth in subsections (1) through (6) above which admission is a matter of record, whether or not such person or business entity was subject to prosecution for the offense or offenses admitted to; or
- 8) Has entered a plea of *nolo contendere* to charge of bribery, price-fixing, bid-rigging, or fraud, as set forth in subparagraphs (1) through (6) above.

In the case of bribery or attempting to bribe, a business entity may not be awarded a contract if an official, agent or employee of such business entity committed the Prohibited Act on behalf of the business entity and pursuant to the direction or authorization of an officer, director or other responsible official of the business entity, and such Prohibited Act occurred within three years prior to the award of the contract. In addition, a business entity shall be disqualified if an owner, partner or shareholder controlling, directly or indirectly, 20% or more of the business entity, or an officer of the business entity has performed any Prohibited Act within five years prior to the award of the Contract.

THE APPLICANT HEREBY CERTIFIES THAT: The Applicant has read the provisions of Section A, Persons and Entities Subject to Disqualification, that the Applicant has not committed any Prohibited Act set forth in Section A, and that award of the Contract to the Applicant would not violate the provisions of such Section or of the Code.

B. BID-RIGGING OR BID ROTATING

THE APPLICANT HEREBY CERTIFIES THAT: In accordance with 720 ILCS 5/33 E-11, neither the Applicant nor any Affiliated Entity is barred from award of this Contract as a result of a conviction for the violation of State laws prohibiting bid-rigging or bid rotating.

C. DRUG FREE WORKPLACE ACT

THE APPLICANT HEREBY CERTIFIES THAT: The Applicant will provide a drug free workplace, as required by (30 ILCS 580/3).

D. DELINQUENCY IN PAYMENT OF TAXES

THE APPLICANT HEREBY CERTIFIES THAT: The Applicant is not an owner or a party responsible for the payment of any tax or fee administered by Cook County, by a local municipality, or by the Illinois Department of Revenue, which, such tax or fee is delinquent, such as bar award of a contract or subcontract pursuant to the Code, Chapter 34, Section 34-171.

E. HUMAN RIGHTS ORDINANCE

No person who is a party to a contract with Cook County ("County") shall engage in unlawful discrimination or sexual harassment against any individual in the terms or conditions of employment, credit, public accommodations, housing, or provision of County facilities, services or programs (Code Chapter 42, Section 42-30 et seq.).

F. ILLINOIS HUMAN RIGHTS ACT

THE APPLICANT HEREBY CERTIFIES THAT: It is in compliance with the Illinois Human Rights Act (775 ILCS 5/2-105), and agrees to abide by the requirements of the Act as part of its contractual obligations.

G. INSPECTOR GENERAL (COOK COUNTY CODE, CHAPTER 34, SECTION 34-174 and Section 34-250)

The Applicant has not willfully failed to cooperate in an investigation by the Cook County Independent Inspector General or to report to the Independent Inspector General any and all information concerning conduct which they know to involve corruption, or other criminal activity, by another county employee or official, which concerns his or her office of employment or County related transaction.

The Applicant has reported directly and without any undue delay any suspected or known fraudulent activity in the County's Procurement process to the Office of the Cook County Inspector General.

H. CAMPAIGN CONTRIBUTIONS (COOK COUNTY CODE, CHAPTER 2, SECTION 2-585)

THE APPLICANT CERTIFIES THAT: It has read and shall comply with the Cook County's Ordinance concerning campaign contributions, which is codified at Chapter 2, Division 2, Subdivision II, Section 585, and can be read in its entirety at www.municode.com.

I. GIFT BAN, (COOK COUNTY CODE, CHAPTER 2, SECTION 2-574)

THE APPLICANT CERTIFIES THAT: It has read and shall comply with the Cook County's Ordinance concerning receiving and soliciting gifts and favors, which is codified at Chapter 2, Division 2, Subdivision II, Section 574, and can be read in its entirety at www.municode.com.

J. LIVING WAGE ORDINANCE PREFERENCE (COOK COUNTY CODE, CHAPTER 34, SECTION 34-160;

Unless expressly waived by the Cook County Board of Commissioners, the Code requires that a living wage must be paid to individuals employed by a Contractor which has a County Contract and by all subcontractors of such Contractor under a County Contract, throughout the duration of such County Contract. The amount of such living wage is annually by the Chief Financial Officer of the County, and shall be posted on the Chief Procurement Officer's website.

The term "Contract" as used in Section 4, I, of this EDS, specifically excludes contracts with the following:

- 1) Not-For Profit Organizations (defined as a corporation having tax exempt status under Section 501(C)(3) of the United State Internal Revenue Code and recognized under the Illinois State not-for-profit law);
- 2) Community Development Block Grants;
- 3) Cook County Works Department;
- 4) Sheriff's Work Alternative Program; and
- 5) Department of Correction inmates.

SECTION 3

REQUIRED DISCLOSURES

1. DISCLOSURE OF LOBBYIST CONTACTS

List all persons that have made lobbying contacts on your behalf with respect to this contract:

Name Address

NONE

2. LOCAL BUSINESS PREFERENCE STATEMENT (CODE, CHAPTER 34, SECTION 34-230)

Local business means a Person, including a foreign corporation authorized to transact business in Illinois, having a bona fide establishment located within the County at which it is transacting business on the date when a Bid is submitted to the County, and which employs the majority of its regular, full-time work force within the County. A Joint Venture shall constitute a Local Business if one or more Persons that qualify as a "Local Business" hold interests totaling over 50 percent in the Joint Venture, even if the Joint Venture does not, at the time of the Bid submittal, have such a bona fide establishment within the County.

a) Is Applicant a "Local Business" as defined above?

Yes: _____ No: X

b) If yes, list business addresses within Cook County:

c) Does Applicant employ the majority of its regular full-time workforce within Cook County?

Yes: _____ No: X

3. THE CHILD SUPPORT ENFORCEMENT ORDINANCE (CODE, CHAPTER 34, SECTION 34-172)

Every Applicant for a County Privilege shall be in full compliance with any child support order before such Applicant is entitled to receive or renew a County Privilege. When delinquent child support exists, the County shall not issue or renew any County Privilege, and may revoke any County Privilege.

All Applicants are required to review the Cook County Affidavit of Child Support Obligations attached to this EDS (EDS-5) and complete the Affidavit, based on the instructions in the Affidavit.

4. REAL ESTATE OWNERSHIP DISCLOSURES.

The Applicant must indicate by checking the appropriate provision below and providing all required information that either:

- a) The following is a complete list of all real estate owned by the Applicant in Cook County:

PERMANENT INDEX NUMBER(S): _____

(ATTACH SHEET IF NECESSARY TO LIST ADDITIONAL INDEX NUMBERS)

OR:

- b) The Applicant owns no real estate in Cook County.

5. EXCEPTIONS TO CERTIFICATIONS OR DISCLOSURES.

If the Applicant is unable to certify to any of the Certifications or any other statements contained in this EDS and not explained elsewhere in this EDS, the Applicant must explain below:

NONE

If the letters, "NA", the word "None" or "No Response" appears above, or if the space is left blank, it will be conclusively presumed that the Applicant certified to all Certifications and other statements contained in this EDS.

COOK COUNTY DISCLOSURE OF OWNERSHIP INTEREST STATEMENT

The Cook County Code of Ordinances (§2-610 et seq.) requires that any Applicant for any County Action must disclose information concerning ownership interests in the Applicant. This Disclosure of Ownership Interest Statement must be completed with all information current as of the date this Statement is signed. Furthermore, this Statement must be kept current, by filing an amended Statement, until such time as the County Board or County Agency shall take action on the application. The information contained in this Statement will be maintained in a database and made available for public viewing.

If you are asked to list names, but there are no applicable names to list, you must state NONE. An incomplete Statement will be returned and any action regarding this contract will be delayed. A failure to fully comply with the ordinance may result in the action taken by the County Board or County Agency being voided.

"Applicant" means any Entity or person making an application to the County for any County Action.

"County Action" means any action by a County Agency, a County Department, or the County Board regarding an ordinance or ordinance amendment, a County Board approval, or other County agency approval, with respect to contracts, leases, or sale or purchase of real estate.

"Person" "Entity" or "Legal Entity" means a sole proprietorship, corporation, partnership, association, business trust, estate, two or more persons having a joint or common interest, trustee of a land trust, other commercial or legal entity or any beneficiary or beneficiaries thereof.

This Disclosure of Ownership Interest Statement must be submitted by :

- 1. An Applicant for County Action and
2. A Person that holds stock or a beneficial interest in the Applicant and is listed on the Applicant's Statement (a "Holder") must file a Statement and complete #1 only under Ownership Interest Declaration.

Please print or type responses clearly and legibly. Add additional pages if needed, being careful to identify each portion of the form to which each additional page refers.

This Statement is being made by the [X] Applicant or [] Stock/Beneficial Interest Holder

This Statement is an: [X] Original Statement or [] Amended Statement

Identifying Information:

Name GARLAND/DBS, INC.

D/B/A: FEIN NO.: 80-0525452

Street Address: 3800 East 91st Street

City: CLEVELAND State: OH Zip Code: 44105

Phone No.: 216-641-7500 Fax Number: 216-883-2055 Email: Hdobson@GARLANDinc.com

Cook County Business Registration Number: (Sole Proprietor, Joint Venture Partnership)

Corporate File Number (if applicable):

Form of Legal Entity:

[] Sole Proprietor [] Partnership [X] Corporation [] Trustee of Land Trust

[] Business Trust [] Estate [] Association [] Joint Venture

[] Other (describe)

Ownership Interest Declaration:

1. List the name(s), address, and percent ownership of each Person having a legal or beneficial interest (including ownership) of more than five percent (5%) in the Applicant/Holder.

Name	Address	Percentage Interest in Applicant/Holder
NONE		

2. If the interest of any Person listed in (1) above is held as an agent or agents, or a nominee or nominees, list the name and address of the principal on whose behalf the interest is held.

Name of Agent/Nominee	Name of Principal	Principal's Address
N/A		

3. Is the Applicant constructively controlled by another person or Legal Entity? Yes No
 If yes, state the name, address and percentage of beneficial interest of such person, and the relationship under which such control is being or may be exercised.

Name	Address	Percentage of Beneficial Interest	Relationship
GARLAND INDUSTRIES, INC.	3800 EAST 91 ST STREET CLEVELAND, OHIO 44105	100%	PARENT/HOLDING

Corporate Officers, Members and Partners Information:

For all corporations, list the names, addresses, and terms for all corporate officers. For all limited liability companies, list the names, addresses for all members. For all partnerships and joint ventures, list the names, addresses, for each partner or joint venture.

Name	Address	Title (specify title of Office, or whether manager or partner/joint venture)	Term of Office
DAVID SOKOL	CLEVELAND, OH	PRESIDENT	10
JOE ORLANDO	CLEVELAND, OH	VP	10
DILL OLEY	CLEVELAND, OH	TREASURER	25

Declaration (check the applicable box):

- I state under oath that the Applicant has withheld no disclosure as to ownership interest in the Applicant nor reserved any information, data or plan as to the intended use or purpose for which the Applicant seeks County Board or other County Agency action.
- I state under oath that the Holder has withheld no disclosure as to ownership interest nor reserved any information required to be disclosed.

COOK COUNTY DISCLOSURE OF OWNERSHIP INTEREST STATEMENT SIGNATURE PAGE

FRANK A. PERCACCIA
Name of Authorized Applicant/Holder Representative (please print or type)

[Signature]
Signature

FPERCACCIA@GARLANDIND.COM
E-mail address

Controller
Title

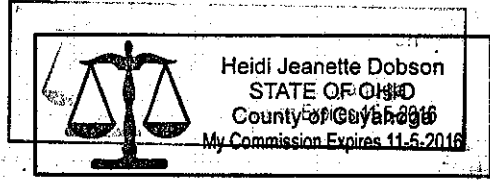
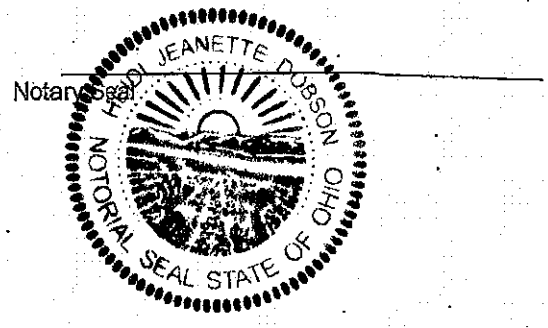
June 13, 2016
Date

216-430-3693
Phone Number

Subscribed to and sworn before me
this 13 day of 6, 2016

My commission expires: 11-5-2016

X [Signature]
Notary Public Signature





COOK COUNTY BOARD OF ETHICS
 69 W. WASHINGTON STREET, SUITE 3040
 CHICAGO, ILLINOIS 60602
 312/603-4304 Office 312/603-9988 Fax

FAMILIAL RELATIONSHIP DISCLOSURE PROVISION

Nepotism Disclosure Requirement:

Doing a significant amount of business with the County requires that you disclose to the Board of Ethics the existence of any familial relationships with any County employee or any person holding elective office in the State of Illinois, the County, or in any municipality within the County. The Ethics Ordinance defines a significant amount of business for the purpose of this disclosure requirement as more than \$25,000 in aggregate County leases, contracts, purchases or sales in any calendar year.

If you are unsure of whether the business you do with the County or a County agency will cross this threshold, err on the side of caution by completing the attached familial disclosure form because, among other potential penalties, any person found guilty of failing to make a required disclosure or knowingly filing a false, misleading, or incomplete disclosure will be prohibited from doing any business with the County for a period of three years. The required disclosure should be filed with the Board of Ethics by January 1 of each calendar year in which you are doing business with the County and again with each bid/proposal/quotation to do business with Cook County. The Board of Ethics may assess a late filing fee of \$100 per day after an initial 30-day grace period.

The person that is doing business with the County must disclose his or her familial relationships. If the person on the County lease or contract or purchasing from or selling to the County is a business entity, then the business entity must disclose the familial relationships of the individuals who are and, during the year prior to doing business with the County, were:

- its board of directors,
- its officers,
- its employees or independent contractors responsible for the general administration of the entity,
- its agents authorized to execute documents on behalf of the entity, and
- its employees who directly engage or engaged in doing work with the County on behalf of the entity.

Do not hesitate to contact the Board of Ethics at (312) 603-4304 for assistance in determining the scope of any required familial relationship disclosure.

Additional Definitions:

"Familial relationship" means a person who is a spouse, domestic partner or civil union partner of a County employee or State, County or municipal official, or any person who is related to such an employee or official, whether by blood, marriage or adoption, as a:

- | | | |
|----------------------------------|--|---------------------------------------|
| <input type="checkbox"/> Parent | <input type="checkbox"/> Grandparent | <input type="checkbox"/> Stepfather |
| <input type="checkbox"/> Child | <input type="checkbox"/> Grandchild | <input type="checkbox"/> Stepmother |
| <input type="checkbox"/> Brother | <input type="checkbox"/> Father-in-law | <input type="checkbox"/> Stepson |
| <input type="checkbox"/> Sister | <input type="checkbox"/> Mother-in-law | <input type="checkbox"/> Stepdaughter |
| <input type="checkbox"/> Aunt | <input type="checkbox"/> Son-in-law | <input type="checkbox"/> Stepbrother |
| <input type="checkbox"/> Uncle | <input type="checkbox"/> Daughter-in-law | <input type="checkbox"/> Stepsister |
| <input type="checkbox"/> Niece | <input type="checkbox"/> Brother-in-law | <input type="checkbox"/> Half-brother |
| <input type="checkbox"/> Nephew | <input type="checkbox"/> Sister-in-law | <input type="checkbox"/> Half-sister |

N/A

COOK COUNTY BOARD OF ETHICS
FAMILIAL RELATIONSHIP DISCLOSURE FORM

A. PERSON DOING OR SEEKING TO DO BUSINESS WITH THE COUNTY

Name of Person Doing Business with the County: FRANK A. PERCACIANTE
Address of Person Doing Business with the County: 3800 East 91st Street Cleveland, OH 44105
Phone number of Person Doing Business with the County: 216 430-3693
Email address of Person Doing Business with the County: FPercaciant@garlandind.com

If Person Doing Business with the County is a Business Entity, provide the name, title and contact information for the individual completing this disclosure on behalf of the Person Doing Business with the County:

GARLAND DDBS, Inc. FRANK A. PERCACIANTE

B. DESCRIPTION OF BUSINESS WITH THE COUNTY

Append additional pages as needed and for each County lease, contract, purchase or sale sought and/or obtained during the calendar year of this disclosure (or the proceeding calendar year if disclosure is made on January 1), identify:

The lease number, contract number, purchase order number, request for proposal number and/or request for qualification number associated with the business you are doing or seeking to do with the County: 1685-15344

The aggregate dollar value of the business you are doing or seeking to do with the County: \$ 300,000.00

The name, title and contact information for the County official(s) or employee(s) involved in negotiating the business you are doing or seeking to do with the County: Lillian Lee - Procurement 312-603-5613

The name, title and contact information for the County official(s) or employee(s) involved in managing the business you are doing or seeking to do with the County: Lillian Lee - Procurement 312-603-5613

C. DISCLOSURE OF FAMILIAL RELATIONSHIPS WITH COUNTY EMPLOYEES OR STATE, COUNTY OR MUNICIPAL ELECTED OFFICIALS

Check the box that applies and provide related information where needed

The Person Doing Business with the County is an individual and there is no familial relationship between this individual and any Cook County employee or any person holding elective office in the State of Illinois, Cook County, or any municipality within Cook County.

The Person Doing Business with the County is a business entity and there is no familial relationship between any member of this business entity's board of directors, officers, persons responsible for general administration of the business entity, agents authorized to execute documents on behalf of the business entity or employees directly engaged in contractual work with the County on behalf of the business entity, and any Cook County employee or any person holding elective office in the State of Illinois, Cook County, or any municipality within Cook County.

**COOK COUNTY BOARD OF ETHICS
FAMILIAL RELATIONSHIP DISCLOSURE FORM**

- The Person Doing Business with the County is an individual and there is a familial relationship between this individual and at least one Cook County employee and/or a person or persons holding elective office in the State of Illinois, Cook County, and/or any municipality within Cook County. The familial relationships are as follows:

Name of Individual Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*
N/A			

If more space is needed, attach an additional sheet following the above format.

- The Person Doing Business with the County is a business entity and there is a familial relationship between at least one member of this business entity's board of directors, officers, persons responsible for general administration of the business entity, agents authorized to execute documents on behalf of the business entity and/or employees directly engaged in contractual work with the County on behalf of the business entity, on the one hand, and at least one Cook County employee and/or a person holding elective office in the State of Illinois, Cook County, and/or any municipality within Cook County, on the other. The familial relationships are as follows:

Name of Member of Board of Director for Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*
N/A			

Name of Officer for Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*

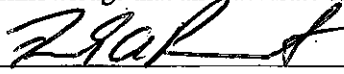
Name of Person Responsible for the General Administration of the Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*
N/A			

Name of Agent Authorized to Execute Documents for Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*

Name of Employee of Business Entity Directly Engaged in Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*

If more space is needed, attach an additional sheet following the above format.

VERIFICATION: To the best of my knowledge, the information I have provided on this disclosure form is accurate and complete. I acknowledge that an inaccurate or incomplete disclosure is punishable by law, including but not limited to fines and debarment.


 Signature of Recipient FRANK A. PERACIAN
 Controller

JUN 13, 2016
 Date

SUBMIT COMPLETED FORM TO: Cook County Board of Ethics
 69 West Washington Street, Suite 3040, Chicago, Illinois 60602
 Office (312) 603-4304 – Fax (312) 603-9988
 CookCounty.Ethics@cookcountyil.gov

* Spouse, domestic partner, civil union partner or parent, child, sibling, aunt, uncle, niece, nephew, grandparent or grandchild by blood, marriage (i.e. in laws and step relations) or adoption.

SECTION 4

COOK COUNTY AFFIDAVIT FOR WAGE THEFT ORDINANCE

Effective May 1, 2015, every Person, *including Substantial Owners*, seeking a Contract with Cook County must comply with the Cook County Wage Theft Ordinance set forth in Chapter 34, Article IV, Section 179. Any Person/Substantial Owner, who fails to comply with Cook County Wage Theft Ordinance, may request that the Chief Procurement Officer grant a reduction or waiver in accordance with Section 34-179(d).

"Contract" means any written document to make Procurements by or on behalf of Cook County.

"Person" means any individual, corporation, partnership, Joint Venture, trust, association, limited liability company, sole proprietorship or other legal entity.

"Procurement" means obtaining supplies, equipment, goods, or services of any kind.

"Substantial Owner" means any person or persons who own or hold a twenty-five percent (25%) or more percentage of interest in any business entity seeking a County Privilege, including those shareholders, general or limited partners, beneficiaries and principals; except where a business entity is an individual or sole proprietorship, Substantial Owner means that individual or sole proprietor.

All Persons/Substantial Owners are required to complete this affidavit and comply with the Cook County Wage Theft Ordinance before any Contract is awarded. Signature of this form constitutes a certification the information provided below is correct and complete, and that the individual(s) signing this form has/have personal knowledge of such information.

I. Contract Information:

Contract Number: 1685-15344

County Using Agency (requesting Procurement): FACILITIES MANAGEMENT

II. Person/Substantial Owner Information:

Person (Corporate Entity Name): GARLAND/DRS, INC.

Substantial Owner Complete Name: DAVID M. SOKOL

FEIN# 80-0525452

Date of Birth: _____ E-mail address: DSOKOL@GARLANDDRS.COM

Street Address: 3800 EAST 91ST STREET

City: CLEVELAND State: OHIO Zip: 44105

Home Phone: (216) 430-3607 Driver's License No: _____

III. Compliance with Wage Laws:

Within the past five years has the Person/Substantial Owner, in any judicial or administrative proceeding, been convicted of, entered a plea, made an admission of guilt or liability, or had an administrative finding made for committing a repeated or willful violation of any of the following laws:

Illinois Wage Payment and Collection Act, 820 ILCS 115/1 et seq., YES or **NO**

Illinois Minimum Wage Act, 820 ILCS 105/1 et seq., YES or **NO**

Illinois Worker Adjustment and Retraining Notification Act, 820 ILCS 65/1 et seq., YES or **NO**

Employee Classification Act, 820 ILCS 185/1 et seq., YES or **NO**

Fair Labor Standards Act of 1938, 29 U.S.C. 201, et seq., YES or **NO**

Any comparable state statute or regulation of any state, which governs the payment of wages, YES or **NO**

If the Person/Substantial Owner answered "Yes" to any of the questions above, it is ineligible to enter into a Contract with Cook County, but can request a reduction or waiver under Section IV.

IV. Request for Waiver or Reduction

If Person/Substantial Owner answered "Yes" to any of the questions above, it may request a reduction or waiver in accordance with Section 34-179(d), provided that the request for reduction of waiver is made on the basis of one or more of the following actions that have taken place:

There has been a bona fide change in ownership or Control of the ineligible Person or Substantial Owner
YES or **NO**

Disciplinary action has been taken against the individual(s) responsible for the acts giving rise to the violation
YES or **NO**

Remedial action has been taken to prevent a recurrence of the acts giving rise to the disqualification or default
YES or **NO**

Other factors that the Person or Substantial Owner believe are relevant.
YES or **NO**

The Person/Substantial Owner must submit documentation to support the basis of its request for a reduction or waiver. The Chief Procurement Officer reserves the right to make additional inquiries and request additional documentation.

V. Affirmation

The Person/Substantial Owner affirms that all statements contained in the Affidavit are true, accurate and complete.

Signature: [Signature] Date: 6-13-2016


Name of Person signing (Print): FRANK A. PERCACCIANTE Title: Controller

Subscribed and sworn to before me this 13 day of June, 2016

X [Signature]
Notary Public Signature

Notary Seal

Note: The above information is subject to verification prior to the award of the Contract

 Heidi Jeanette Dobson
STATE OF OHIO
County of Cuyahoga
My Commission Expires 11-5-2016



SECTION 5

CONTRACT AND EDS EXECUTION PAGE
PLEASE EXECUTE THREE ORIGINAL PAGES OF EDS

The Applicant hereby certifies and warrants that all of the statements, certifications and representations set forth in this EDS are true, complete and correct; that the Applicant is in full compliance and will continue to be in compliance throughout the term of the Contract or County Privilege issued to the Applicant with all the policies and requirements set forth in this EDS; and that all facts and information provided by the Applicant in this EDS are true, complete and correct. The Applicant agrees to inform the Chief Procurement Officer in writing if any of such statements, certifications, representations, facts or information becomes or is found to be untrue, incomplete or incorrect during the term of the Contract or County Privilege.

Execution by Corporation

GARLAND / DBS, INC.
Corporation's Name

216-430-3607
Telephone

Joseph S. Orlando
Secretary Signature JOSEPH S. ORLANDO

David M. Sokol
President's Printed Name and Signature David M. Sokol

DSokol@garlandind.com
Email

JUNE 13, 2016
Date

Execution by LLC

LLC Name

*Member/Manager Printed Name and Signature

Date

Telephone and Email

Execution by Partnership/Joint Venture

Partnership/Joint Venture Name

*Partner/Joint Venturer Printed Name and Signature

Date

Telephone and Email

Execution by Sole Proprietorship

Printed Name Signature

Assumed Name (if applicable)

Date

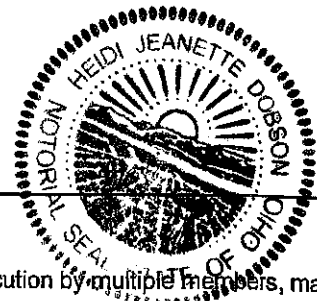
Telephone and Email

Subscribed and sworn to before me this
13 day of June, 2016

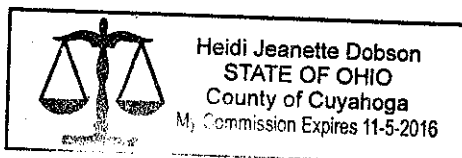
Heidi Jeanette Dobson
Notary Public Signature

My commission expires:

11-5-2016
Notary Seal



*If the operating agreement, partnership agreement or governing documents requiring execution by multiple members, managers, partners, or joint venturers, please complete and execute additional Contract and EDS Execution Pages.



SECTION 6
COOK COUNTY SIGNATURE PAGE

ON BEHALF OF THE COUNTY OF COOK, A BODY POLITIC AND CORPORATE OF THE STATE OF ILLINOIS, THIS CONTRACT IS HEREBY EXECUTED BY:

John E. Hill

COOK COUNTY CHIEF PROCUREMENT OFFICER

DATED AT CHICAGO, ILLINOIS THIS 30 DAY OF September, 20 16

IN THE CASE OF A BID/ PROPOSAL/RESPONSE, THE COUNTY HEREBY ACCEPTS:

THE FOREGOING BID/PROPOSAL/RESPONSE AS IDENTIFIED IN THE CONTRACT DOCUMENTS FOR CONTRACT NUMBER

1685-15344

OR

ITEM(S), SECTION(S), PART(S): _____

TOTAL AMOUNT OF CONTRACT: \$ 300,000.00

(DOLLARS AND CENTS)

FUND CHARGEABLE: _____

APPROVED AS TO FORM:

N/A

ASSISTANT STATE'S ATTORNEY
(Required on contracts over \$1,000,000.00)

Date

APPROVED BY THE BOARD OF
COOK COUNTY COMMISSIONERS

SEP 14 2016



Contract No. 1685-15344

Attachment 1

MASTER AGREEMENT

(CONTRACT)

Reference No. 14905

PAGE 1 OF 1 DATE

Scanned Date:

MASTER AGREEMENT

OWNER: COBB COUNTY BOARD OF COMMISSIONERS

100 CHEROKEE STREET

MARIETTA, GA 30060

CONTRACTOR: GARLAND/DBS, INC.

3800 EAST 91ST STREET, CLEVELAND

OHIO 44105

WORK: ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES: The undersigned parties understand and agree to comply with and be bound by the entire contents of Sealed Bid # 14-5903 :ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES PROJECT MANUAL (aka, the Contractor's Bid Proposal submitted March 27, 2014) which is incorporated here in by reference. Contractor understands and agrees that the bonds and insurance required by the Project Manual are to be kept current at all times through the length of each term and for 90 Days following completion of each term. Bonds and insurance must be renewed and presented to the owner at the time of each renewal term if Owner chooses to renew. Bonds and insurance shall be written by a firm acceptable to the Owner as specified in the Project Manual.

TERM: January 1, 2015 to December 31, 2017, with full renewal options per the Project Manual. Owner shall exercise renewal options by issuance and delivery to Contractor of a written notice to renew this Agreement.

PROJECT: ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES in accordance with the Project Manual.

PRICE: Price as stated for all schedules included in the Project Manual.

BILLING: All original invoices shall be submitted directly to the Cobb County Finance Department. Invoices shall bill only for Work completed during the period covered by the invoice and shall clearly identify such work in accordance with invoicing guidelines in the Project Manual.

IN WITNESS WHEREOF, this Agreement has been executed by Owner and accepted by Contractor to be effective as of the date first above written.



Cobb County Board of Commissioners

Cobb County... Expect the Best!

Garland /DBS, Inc.

100 Cherokee Street

East 91st Street

Marietta, GA 30060

Cleveland, Ohio 44195

Tim Lee, Chairman

DAVID SOROL, PRESIDENT

Date: 9/22/2014

Date: 09/28/2014



FEDERAL TAX ID NUMBER: 27-0288466

APPROVED AS TO FORM

COUNTY ATTORNEY'S OFFICE

APPROVED PER MINUTES OF COBB COUNTY BOARD OF COMMISSIONERS

9/22/2014

CONTRACT AMENDMENT
Sealed Bid # 14-5903

Date of Amendment: April 6, 2015

Owner: Cobb County Board of Commissioners, Cobb County, Georgia
Contractor: Garland/DBS, Inc.
Project: Roofing Supplies and Services, Waterproofing and Related Products and Services

Current Contract Term: January 1, 2014 to December 31, 2017

This action amends the current contract dated September 22, 2014, for Sealed Bid # 14-5903. It is valid when signed by both the Owner and Contractor. The signature of the Contractor indicates his agreement herewith, including any adjustments in the contract pricing, contract term, or contract scope. This price and payment constitutes full compensation for all costs in connection with and incidental to items and services specified in the Contract.

Item # 1: Verification of Contract Scope – Waterproofing and Related Products and Services

This amendment serves as confirmation that Waterproofing and Related Products and Services were solicited under the original contract scope for Bid # 14-5903. Materials related to waterproofing and related services were listed in the Pricing section (Attachment B) of the solicitation document and Garland/DBS, Inc. provided unit prices for these items in their bid response. It was the intent of Bid # 14-5903 to include these items so that Cobb County, GA and other governmental entities could utilize the contract for roofing related waterproofing projects, as well as, interior and exterior building stand-alone waterproofing projects.

ACCEPTED - The above listed terms and conditions of this Amendment are satisfactory and are hereby accepted.

OWNER

Cobb County Board of Commissioners
100 Cherokee Street
Marletta, Georgia 30090

Signed: [Signature]

Title: Purchasing Director

Date: 4/07/2015

CONTRACTOR

Garland/DBS, Inc.
3800 East 91th Street
Cleveland, Ohio 44105

Signed: [Signature]

Title: FRANK A. PERCACCIANI ^{CONTROLLER} AUTHORIZED SIGNER

Date: 04/07/2015

CONTRACT AMENDMENT
Sealed Bid # 14-5903

Date of Amendment: August 4, 2015

Owner: Cobb County Board of Commissioners, Cobb County, Georgia
Contractor: Garland/DBS, Inc.
Project: Roofing Supplies and Services, Waterproofing and Related Products and Services

Current Contract Term: January 1, 2014 to December 31, 2017

This action amends the current contract dated September 22, 2014, for Sealed Bid # 14-5903. It is valid when signed by both the Owner and Contractor. The signature of the Contractor indicates his agreement herewith, including any adjustments in the contract pricing, contract term, or contract scope. This price and payment constitutes full compensation for all costs in connection with and incidental to items and services specified in the Contract.

Item # 1: Approval of Price Increase

This amendment serves as confirmation that Cobb County Government has approved an average price increase of 1.3% on the total product line for materials listed under Garland/DBS, Inc.'s Manufacturer's Price Lists. This increase will be retroactive to May 1, 2015.

Prices for roofing supplies and services, waterproofing, and related products and services (Attachment B) currently posted on the U.S. Communities website will remain unchanged. Barring any unforeseen changes in market conditions, all prices will remain firm through December 31, 2016.

ACCEPTED - The above listed terms and conditions of this Amendment are satisfactory and are hereby accepted.

OWNER

Cobb County Board of Commissioners
100 Cherokee Street
Marietta, Georgia 30090

Signed: *[Signature]*

Title: *Purchasing Director*

Date: *08/04/2015*

CONTRACTOR

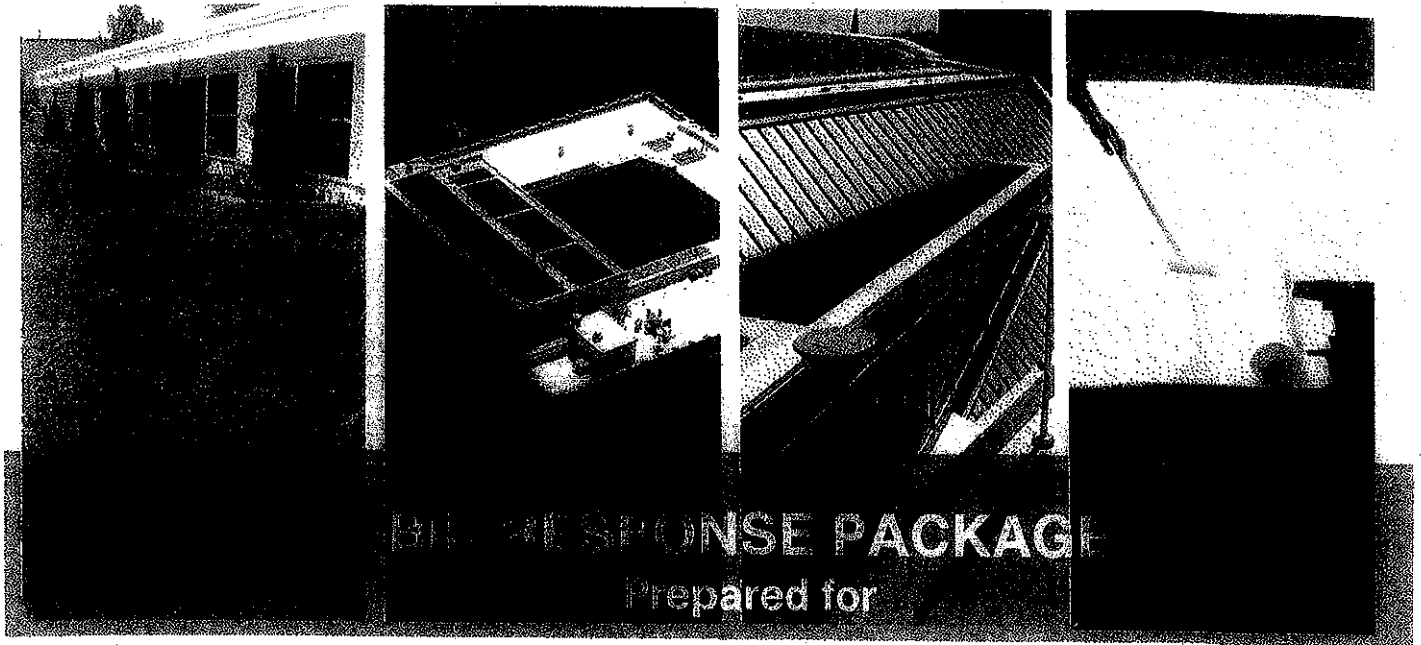
Garland/DBS, Inc.
3800 East 91th Street
Cleveland, Ohio 44105

Signed: *[Signature]*

Title: *FRANK PERDANTIA*

Date: *08/05/15*

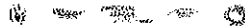
APPROVED
OWNER



Cobb County, Georgia



U.S. COMMUNITIES
GOVERNMENT PURCHASING ALLIANCE



Garland/DBS, Inc.

RESPONSE TO INVITATION TO BID #14-5903

Roofing Supplies and Services,
Waterproofing and Related Products and Services

Bid Opening Date: March 27, 2014 at Noon



3800 East 91st Street
Cleveland, Ohio 44105
216-641-7500



Garland/DBS, Inc.

3800 E. 91st Street · Cleveland, OH 44105

Phone: (866) 327-0306 · Fax: (216) 883-2055

3/27/14
DB

March 24, 2014

Cobb County Purchasing Department
100 Cherokee Street, Suite 260
Marietta, GA 30090

Subject: Sealed Bid # 14 – 5903 Roofing Supplies and Services, Waterproofing and Related Products and Services, Cobb County Purchasing Department

Dear Cobb County Purchasing Department:

Garland/DBS, Inc. is pleased to present the enclosed bid response package to the Cobb County Purchasing Department in accordance with Sealed Bid # 14 – 5903 Roofing Supplies and Services, Waterproofing and Related Products and Services, Cobb County Purchasing Department. We have acknowledged Addendum No. 1, dated March 7, 2014 and Addendum No. 2, dated March 17, 2014. The Addenda have been signed and incorporated in this package as **Appendix A**.

As the holder of the existing Master Agreement for Roofing Supplies and Related Products and Services, it has been and continues to be an honor to service the roofing requirements of Cobb County, GA and the U.S. Communities Government Purchasing Alliance's Participating Public Agencies. The versatility of the existing Master Agreement combined with Garland/DBS, Inc.'s comprehensive offering of architectural, design, engineering, high performance materials and contracting services has allowed us to serve in every required capacity of a roofing project.

What has made the current Master Agreement successful is our organizational structure that encourages direct involvement with Garland/DBS, Inc.'s customers. Locally-based representatives work with key personnel to develop a comprehensive roof management plan based upon their preferences and expectations for each facility. Our collaborative process is best demonstrated when a turnkey replacement project is completed by an authorized contractor and Garland is able to issue a long-term warranty with confidence because the right solution and proper application procedures were followed as verified by Garland/DBS, Inc.'s project management and quality control processes.

The Executive Summary Tab of this bid response package summarizes Garland/DBS, Inc.'s past performance in delivering on the commitments proposed for the existing Master Agreement with Cobb County, GA. The future commitment segment that follows identifies enhancements or newly defined commitments that convey our drive for continuous improvement in the implementation of the new Master Agreement should we be awarded. This bid response package shall remain valid for a period of 120 days from the date of submission.

If you have questions please contact Frank Percaciante at 440.829.8562 or Eric Younkin at 440.829.7700. On behalf of our team, we would like to thank you for the opportunity to serve the Cobb County Purchasing Department.

Sincerely,

Scott Craft
General Manager, The Garland Company, Inc.
U.S. Communities National Account Manager, Garland/DBS, Inc.



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Cobb County/U.S. Communities Bid #14-5903 - CONFIDENTIAL - Garland/DBS, Inc.

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Executive Summary



INTRODUCTION

Garland/DBS, Inc., the incumbent roofing contractor, has been serving Cobb County and other U.S. Communities Agencies since November 25, 2009 through Master Agreement No. 09-5408. During that period, we have successfully implemented roofing projects in 36 states, encompassing a full range of turnkey new construction, replacement, renovation, and repair projects that have collectively incorporated all of the commercially available mainstream roofing and waterproofing solutions defined in our original 2009 proposal.

Garland/DBS, Inc. ("Garland/DBS") has provided Cobb County and other Participating Public Agencies of the U.S. Communities Government Purchasing Alliance with single-source accountability for the delivery of our full breadth of Roofing Supplies and Related Products and Services. It was founded as a partnership of two Garland Industries, Inc. subsidiaries – The Garland Company, Inc. and Design-Build Solutions, Inc. – Garland/DBS, Inc. Together, Garland/DBS, Inc. provides seamless delivery of...

- With The Garland Company, Inc. –
 - High-performance roofing and waterproofing materials
 - Field support from 177 locally based territory managers across the U.S.
- With Design-Build Solutions, Inc. –
 - Comprehensive support services managed by an expert professional staff and delivered through a network of third-party architects, engineers, and roof consultants
 - Turnkey general contracting services managed by an expert professional staff and performed locally by Garland's Authorized Contractor Network

Garland/DBS, Inc. has offered and continues to offer the collective capabilities of its two partners. The value-added benefits of dealing with Garland/DBS, Inc., as demonstrated in the implementation of our existing contract (Past Performance) are summarized below, followed by our intention to expand upon those benefits if awarded a new contract (Future Commitment).

CULTURE

Past Performance - As an organization that is 100 percent owned by the men and women most directly responsible for fulfilling our commitments, Garland/DBS, Inc. rewards initiative, technical competency, and a service style of leadership. The customer benefits of this unique culture are most evident in the scores of field representatives who are now providing problem-solving support and assistance to U.S. Communities Agencies. We have successfully performed hundreds of projects for Participating Public Agencies since being awarded a contract in 2009. Contract users have included both large and small Agencies in every U.S. Communities category, including but not limited to:

- Counties such as Cobb County, GA; Maricopa, AZ; Fairfax, VA; Douglas, KS
- Municipalities such as San Antonio, TX; Kansas City, MO; North Miami Beach, FL; Alpharetta, GA; Fountain Valley, CA; Mesquite, TX
- Parks and recreation such as the City of Seattle Parks & Recreation, WA



- Dozens of K-12 and higher level educational institutions such as Great Valley SD in PA, Long Beach Unified in CA, Mount San Jacinto CC in CA, and Colorado State University in CO
- Not-for-Profits such as Hope College in MI, St. Bernadette Parish in OH, Sisters of the Humility of Mary in PA, and Cole Center YMCA in FL

Over the last three years, we have restructured our Team U.S. Communities to improve our ability to effectively implement the current Master Agreement. This has included:

- Hiring Bryan Taylor as a Senior Project Manager dedicated full-time to supervising a dedicated project management team for turnkey projects of Participating Public Agencies
- Expanding Eric Younkin's role on the team through the creation of a new position as Cooperative Purchasing Contract Specialist, wherein he dedicates at least half of his time solely to the U.S. Communities contract, and the remainder of his time ensuring that the warranties of all customers, including those of Participating Public Agencies, are understood and implemented in a fair and equitable manner
- Expanding Frank Percaciante's role on the team through the creation of a new position as Cooperative Purchasing Contract Specialist, wherein he dedicates at least half of his time solely to helping U.S. Communities Program Managers, Garland sales representatives, and Participating Public Agencies successfully navigate every aspect of contract implementation in full accordance with all state and local laws governing cooperative purchasing

Future Commitment - Since 2009, the Garland organization has continuously improved the caliber of its staff, increasing our number of licensed engineers and developing new, more comprehensive training programs. We expect that trend to continue, should we be afforded the opportunity to move forward with a new agreement, growing our own organization as required to ensure that all Cobb County and U.S. Communities expectations are met or surpassed in the years ahead.

More specifically, we have added to our U.S. Communities Team – for the purposes of responding to the new Roofing Supplies and Services, Waterproofing and Related Products and Services solicitation and implementing a new Master Agreement:

- Brendan Conway, Garland's Associate General Counsel, to a newly created position as Procurement Law Specialist to research and supervise all legal aspects of contract implementation
- William Pancoast, Garland's Senior Sales Representative, a special role as Sales Development Specialist to provide guidance and leadership in attracting new customers to the new Master Agreement, with its expanded scope, and helping transition existing public sector customers to the new Master Agreement
- John Pierson, P.E., DBS' Director of Engineering, a special role as Engineering Specialist to help facilitate the technical aspects of all U.S. Communities turnkey projects



Julia Holland, Director of Manufacturing, a special role as Quality Control Specialist to help devise and implement effective quality control procedures that will ensure material consistency and timely delivery of all Garland product

QUALITY

Past Performance – To date, U.S. Communities Participating Public Agencies have benefited from several innovative product introductions and the addition of two new product categories to our contract. In addition, we have made several significant investments in our manufacturing operations, in an effort to improve consistency of both performance and delivery. In fact, we are now manufacturing *95 percent of the materials in our material pricing catalog.*

- In 2010, a new sister company enabled Garland/DBS, Inc. to ensure better resource and quality control for our coatings materials.
- In 2010, a new sister company enabled Garland/DBS, Inc. to expand its scope of waterproofing options to encompass advanced polyurethane and epoxy systems designed to form impenetrable watertight barriers over concrete, wood, and masonry.
- In 2011, we took over manufacturing operations for one of our niche products, a super high-performance membrane capable of meeting the challenges of rooftop ponding.
- In 2011, our ability to take Garland manufacturing operations to a new level was independently recognized by *Smart Business*, which made Garland the recipient of the eVolution of Manufacturing Award.
- In 2012, we relocated to a new 80,000 square foot facility for our metal business in Norcross, GA, significantly expanding our manufacturing capacity for metal walls and roofs.
- In 2012, thanks to the acquisition of one of America's largest suppliers of below-grade waterproofing, our GMX sister company has become the second largest distributor of below-grade waterproofing products in the U.S.

As a result of this progress, the Garland organization is now able to better control both the quality and delivery of materials representing every segment of the commercial waterproofing market for building exteriors. In addition, we have increased our various manufacturing capacities accumulatively by a quarter million square feet, which will allow for future expansions in all areas of material development.

Future Commitment – The Garland organization will continue to invest in its research, development, and manufacturing operations in the years ahead, as we expand our scope beyond roofing materials to include products and services that improve the entire building envelope. Significant increases in capacity in every material category have inspired a new wave of research and development with an eye towards inventions that will enable commercial building roofs to last as long as the buildings themselves. Understanding that longevity remains the Holy Grail of sustainable design, we expect green innovation to play an ever-larger role in future generations of waterproofing materials. We will continue to expand our capabilities in the areas of below-grade waterproofing; waterproofing coatings for pedestrian walkways and parking decks; air/water/vapor barriers; and rainscreens – making new materials and building-envelope product categories available to U.S. Communities Agencies, as new developments



are commercialized. We firmly believe that exterior building waterproofing technologies should last the lifetime of the buildings they protect – and we will not be satisfied until we achieve that goal.

TRAINING

Past Performance – Since being awarded the U.S. Communities contract for Roofing Supplies and Related Products and Services, Garland/DBS, Inc. has increased our year-two training requirements for our field representatives. Currently, every Garland representative must participate in over 500 hours of classroom and field training by the end of his or her second year. In 2012, we introduced an interactive online training system to augment classroom training. This new training tool provides the entire sales force with a library of comprehensive learning modules, which can be used to refresh their knowledge in specific technical areas. We have also expanded the library of tools available to our representatives to include a number of time-saving APPs, application videos, and AIA-accredited presentations, most of which have been of direct benefit to various U.S. Communities Agencies. More specifically, to help our employees better understand how to properly implement the U.S. Communities Government Purchasing Alliance contract, Garland/DBS, Inc. has developed public sector acquisition training and related roofing-and-construction-services training, which familiarizes our field representatives and corporate staff with the purchasing requirements placed upon public sector customers.

Future Commitment – In the years ahead, we will continue to expand our online training, with an emphasis on product-specific application and roofing/waterproofing system-specific video training modules, which can be conveniently viewed in the field via mobile phone, tablets, or laptop computer. Understanding that even the highest quality materials will fail if not installed properly, we will continue to invest in tools that ensure quality craftsmanship for every installation. Even in those instances where Agencies opt for material-only contracts, Garland/DBS, Inc. will ensure that a locally based representative oversees installation, providing local contractors with direct access to Application Excellence videos and other tools so that all Garland materials are installed as specified. In those instances where Agencies opt for turnkey projects, we have assigned our most experienced engineer to oversee the technical aspects of every U.S. Communities project. Finally, comprehensive safety training has been an integral part of our training initiatives related to the existing Roofing Supplies and Related Products and Services contract, and plans are already underway to ensure that our training program is expanded to encompass the wider scope of the Roofing Supplies and Services, Waterproofing and Related Products and Services contract currently being solicited.

We recently put a plan in place through which U.S. Communities Team members have begun working with U.S. Communities Program Managers to provide state-specific training and dedicated support for implementing a new contract to our field representatives. This new initiative includes new training programs for our field representatives, directed at improving their understanding of the state-specific hurdles that must be overcome to successfully implement the contract in their regions. We expect this initiative to improve contract usage among existing reps, as well as to reduce the learning curve for newly hired field representatives.

Cobb County/U.S. Communities Bid #14-5903 • CONFIDENTIAL • Garland/DBS, Inc.

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Prepared 03/24/14



EXCEEDING EXPECTATIONS

Past Performance – The Garland quality policy states, quite simply: "If it can be done better, Garland will do it!" Continual improvement is integral to our business model. For that reason, we have worked closely with Cobb County and the U.S. Communities Government Purchasing Alliance to realistically quantify returns on investment for U.S. Communities customers. Nearly 100 percent of projects contracted for were delivered on time, and all projects were delivered within the performance expectations of the Participating Public Agencies. In addition, by encouraging Participating Public Agencies to allow local contractors to competitively quote to Garland/DBS, Inc., in an effort to provide site-specific discounts against the line-item installation pricing in our original bid package, the current Master Agreement has realized significant labor cost reductions since being implemented in 2009. Finally, we have collaborated with Cobb County to identify over \$4,000 per project of savings related to contract administration, which translates into an average of 100 hours of administrative time saved on every project; time that can be allocated to other pressing responsibilities.

Future Commitment – If awarded a new Master Agreement, Garland/DBS, Inc. will continue to use the line-item installed pricing established in this proposal as a Guaranteed Maximum Price (exempted only in cases of Force Majeure), then use that price for turnkey projects, as a base line against which Garland/DBS, Inc.'s site-specific price (based upon competitive quotes by authorized locally based Garland contractors) can be evaluated. We will continue to manage this added-value discount, assuming all administrative time and costs related to obtaining site-specific pricing based on local market conditions and labor rates. This will ensure that any future contract continues to provide labor-related savings comparable to those achieved under the current Master Agreement. In addition, it should be noted that the net savings to Agencies resulting from site-specific discounts has enabled us to reduce the pricing on a number of our line items, in comparison with our 2009 pricing. Should we be awarded a new contract, Garland/DBS, Inc. will continue to educate new and existing U.S. Communities member Agencies to the savings potential of procurement through U.S. Communities' new Roofing Supplies and Services, Waterproofing and Related Products and Services contract, based upon the savings demonstrated through the existing contract. We are currently in the process of integrating into our communications to other Participating Public Agencies the savings potential we have identified through our work with Cobb County, in relation to both site-specific discounts and reduced administrative burdens.

ACCOUNTABILITY

Past Performance – Since 1974, when the Garland organization was purchased from the son of its original founder, our materials have successfully waterproofed hundreds of thousands of facilities across North America and the United Kingdom, with warranty expenses representing less than 1-½ percent of sales. Throughout the term of the existing contract, our warranty expenses have been 100 percent funded through our financial strength. Garland's ratio of current assets to current liabilities has been greater than 8:1. We have held zero long-term bank debt, and our D&B rating has been 5A1. As indicated above, Garland/DBS, Inc. has met or exceeded all performance and scheduling expectations of Participating Public Agencies in implementing our existing contract to date. There has not been a single instance where



arbitration or legal intervention was needed to settle a dispute. In those rare instances where a mistake has been made in work performance or in estimating a project, Garland/DBS, Inc. has done what was right for the Participating Public Agency, absorbing any related costs. When an unforeseen condition has threatened an Agency with financial hardship, our local field representatives have worked diligently with the project management team to develop creative solutions that protect Agency customers from unanticipated financial burdens. At times, Garland/DBS, Inc. has completely relinquished our own overhead and profit on change orders to facilitate project completion and protect our long-term relationships with Participating Public Agencies.

Future Commitment – The Garland organization has been financially conservative since its original founding in 1895. Our culture fosters personal accountability through employee-ownership, which makes the long-term financial security of every employee directly dependent upon the long-term sustainability and strength of the organization. That organizational model will continue in the years ahead, ensuring that Garland/DBS, Inc. will remain a strong and dependable partner for U.S. Communities Participating Public Agencies. This enduring characteristic allows Garland/DBS, Inc. to look beyond the immediate profit generated by any single project to focus on the development of lasting partnerships with Cobb County and our other Participating Public Agency customers.

GREEN

Past Performance – Among the many new material offerings that U.S. Communities Agencies have benefited from via the Roofing Supplies and Related Products and Services, are a number of innovative products that contribute to sustainable building design. These have included an adhesive technology to enhance the reflectivity of white gravel; the industry's first VOC-free, odor-free modified bitumen system; a new modified membrane incorporating post-consumer recycled crumb rubber; an improved highly reflective multi-purpose single-component waterproofing membrane; a low-odor multi-purpose waterproofing membrane; the industry's first environmental membrane to earn UL Environment™¹ validation for its combination of recycled and rapidly renewable content; a new VOC-free insulation adhesive with 45 percent rapidly renewable content; a low-odor liquid flashing membrane; the industry's first rooftop antimicrobial technology; and an improved, highly reflective rooftop mineral surfacing. Finally, our commitment to making sustainability a priority - not only in our products, but in our operations – was independently recognized in 2009 and again in 2011, when Garland was chosen as a finalist in the *Crain's Cleveland Business Emerald Awards*.

Future Commitment – As indicated in the Quality / Future Commitment section above, Garland's increased capacity is going to enable us to make new investments in sustainable materials, most specifically in developing exterior waterproofing materials that last far longer than today's industry standard. We expect to continue to expand the material offerings that fall

¹ UL Environment™ is a trademark of Underwriters Laboratories.



under the Garland Greenhouse umbrella, and to win UL Environment validation for a wider range of building materials. In the area of energy savings, Garland is now partnering with outside organizations to provide professional energy efficiency evaluation services for the entire building envelope. We anticipate a growing demand for the expert integration of our roofing and waterproofing systems with cutting edge photovoltaic and wind-energy-generation technologies, as public sector customers become more incentivized to seek alternative energy solutions. We will also continue to assess market demand for other sustainable technologies, including vegetative solutions, with any eye towards integrating those competencies into our own organization, when warranted. Some of the areas in which research into new sustainable materials is currently underway include:

- Alternative self-adhesive technologies that can eventually be applied not only to roofing, but to a wide variety of building waterproofing applications
- Alternative approaches to energy cost reduction through the use of high-performance components in areas such as insulation and air/water/vapor barriers
- Alternative approaches to membrane development, incorporating different types of polymers and modifiers and/or use nanotechnology to further extend the service life of roofing membranes
- Antimicrobial technologies applied to a variety of roofing materials in order to protect against the growth of bacteria, mold, and fungi, which might otherwise proliferate and enter buildings via rooftop HVAC units

MARKETING

Past Performance – Our full-service in-house advertising agency has enabled Garland/DBS, Inc. to respond rapidly to the ever-changing marketing recommendations and improvements developed by U.S. Communities, after our highly successful program launch in the first quarter of 2010. More importantly, because marketing is a core competency of the Garland organization, we have been an active partner in improving the reach and scope of the U.S. Communities program. Our vast network of regional and territory managers has ensured that the U.S. Communities program has been promoted in every state where cooperative purchasing agreements are permitted. In addition we have initiated several new marketing ideas and platforms, including:

- The U.S. Communities Strategic Sourcing Summits, through which suppliers share best practices
- A benchmarking collaboration with Cobb County to develop a method for validating savings related to reduced administrative burdens
- Rep participation in a number of tradeshow promoting the U.S. Communities contracts not only to Participating Public Agencies, but to target markets such as region-specific K-12 education

Not only have these initiatives helped establish Garland/DBS, Inc.'s reputation as a "model supplier"; they have increased public-sector-understanding of the many ways in which the U.S. Communities Government Purchasing Alliance favorably differentiates itself from competing



cooperative purchasing methodologies, further establishing U.S. Communities' reputation as the "gold standard" for cooperative procurement.

In addition, to continually improve our responsiveness to customer needs, we have been requiring our representatives, since 2012, to provide written responses to any and all issues raised by Agencies / Customers surveyed when their material warranties are issued. Our survey response rate with customers has been 30 percent, and our reps have been averaging 4.6 or higher out of 5 possible points in their performance evaluations.

Future Commitment – If given the opportunity of a new contract, Garland/DBS, Inc. will continue to demonstrate marketing initiative, in a spirit of partnership and collaboration with U.S. Communities. Efforts are already underway to engage member Agencies more creatively by incorporating new product and service releases into our U.S. Communities home page; by working with the U.S. Communities marketing team to eblast announcements of all scheduled webinars and sourcing summits; and by extending a formal invitation to all U.S. Communities Public Agencies to participate in all future Garland University webinars. In addition, we are committed to maintaining a minimum of 4.6 in our rep performance evaluations while continually striving to achieve a perfect 5 on every warranted project.

CONCLUSION

Garland/DBS, Inc. would like to thank the U.S. Communities Government Purchasing Alliance, its Participating Public Agencies, its National Sponsors, its Advisory Board, and most especially Cobb County, for everything they have done to help make the current Roofing Supplies and Related Products and Services Master Agreement successful. Should we be given the opportunity to continue this partnership, you have our commitment that Garland/DBS, Inc. will continue to **exceed Cobb County's expectations** by providing the highest **quality** waterproofing solutions, including **sustainable** materials, delivered by highly **trained** local representatives, and aggressively supported with creative **marketing** strategies – with the integrity and personal **accountability** that are the hallmarks of our **culture**.

As requested in Section IV of the General Instructions, we have marked as PROPRIETARY those pages that have been deemed proprietary by our legal counsel, with the explicit request that U.S. Communities, Cobb County, and the other Participating Public Agencies treat the information contained in them as confidential. These pages include all Pricing, References, Financials, Personnel Identities, Processes, and Intellectual Property Descriptions. Thank you for respecting our confidentiality in regards to this information.



Tab 1: Bid Submittal Form



BID SUBMITTAL FORM

SUBMIT BID/PROPOSAL TO:
Cobb County Purchasing Department
100 Cherokee Street, Suite 260
Marietta, Georgia 30090

BID/PROJECT NUMBER: 14-5903
Roofing Supplies and Services, Waterproofing and Related Products and Services
Cobb County Government

DELIVERY DEADLINE: MARCH 13, 2014 BEFORE 12:00 (NOON) EST
(NO BIDS/PROPOSALS WILL BE ACCEPTED AFTER THIS DEADLINE).

Bid Opening Date: March 13, 2014 @ 2:00 P.M. in the Cobb County Board of Commissioner Meeting Room, 2nd Floor,
Marietta, Georgia, 30090.

BUSINESS NAME AND ADDRESS INFORMATION:

Company name: Garland/DBS, Inc.

Contact name: Frank Percaciante

Company address: 3800 East 91st Street, Cleveland, OH 44105

E-mail address: Fpercaciante@garlandind.com

Phone number: 216-641-7500

Fax number: 216-641-0633

NAME AND OFFICIAL TITLE OF OFFICER GUARANTEEING THIS QUOTATION:

Charles A. Ripepi

CFO

(PLEASE PRINT/TYPE) NAME

TITLE

SIGNATURE OF OFFICER ABOVE:

(SIGNATURE)

TELEPHONE: 216-641-7500

FAX: 216-641-0633

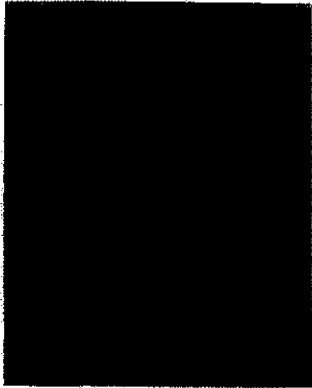
BIDDER WILL INDICATE TIME PAYMENT DISCOUNT: 1.5% in 10 Days, Net 45 (Material Only)
2.5% in 10 Days, Net 30 (Turnkey Only)

BIDDER SHALL INDICATE MAXIMUM DELIVERY DATE (UNLESS OTHERWISE SPECIFIED IN BID SPECIFICATIONS)
30 Days ARO, Metal Orders May Vary

Bids received after the date and time indicated will not be considered. Cobb County reserves the right to reject any and all bids, to waive informalities, to reject portions of the bid, to waive technicalities and to award contracts in a manner consistent with the county and the laws governing the state of Georgia.

The enclosed (or attached) bid is in response to Bid Number 14-5903 is a firm offer, as defined by section O.C.G.A. (s) 11-2-205 of the code of Georgia (Georgia laws 1962 pages 156-178), by the undersigned bidder. This offer shall remain open for acceptance for a period of 60 days calendar days from the bid opening date, as set forth in this invitation to bid unless otherwise specified in the bid documents.

NOTICE TO BIDDERS - - BID QUOTES MUST INCLUDE INSIDE DELIVERY CHARGES



Tab 2: Invitation to Bid Form



Cobb County...Expect the Best!

INVITATION TO BID

SEALED BID # 14-5903

Roofing Supplies and Services, Waterproofing and Related Products and Services

BID OPENING DATE: MARCH 13, 2014

PRE-PROPOSAL CONFERENCE: FEBRUARY 25, 2014 @ 10:00 AM Eastern Standard Time

Cobb County Parks and Recreations/Records Management

1772 County Services Parkway, 2nd Floor

Marietta, GA 30008

Bids Are Received in the Cobb County Purchasing Department

100 Cherokee Street, Suite 260

Marietta, Georgia 30090

Before 12:00 (Noon) By the Bid Opening Date

Bids Will Be Opened In the Cobb County Board of Commissioner Meeting Room at 2:00 pm

2nd Floor, 100 Cherokee Street

Marietta, GA 30090

**Vendors Are Required To Submit the Original And Two (2) Hard Copies and Ten (10) Copies On
Flash Drive of Bid**

(UNLESS OTHERWISE SPECIFIED IN BID SPECIFICATIONS)

NAME: Garland/DBS, Inc.

ADDRESS: 3800 East 91st Street, Cleveland, OH 44105

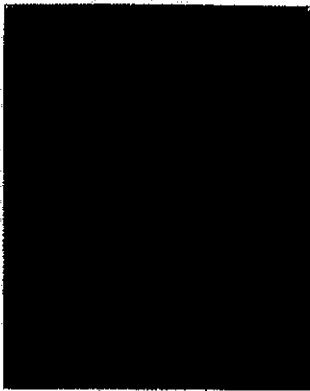
REPRESENTATIVE: Frank Percaciante

PHONE: 216-641-7500

FAX: 216-641-0633

E-MAIL fpercaciante@garlandind.com

NOTE: The Cobb County Purchasing Department will not be responsible for the accuracy or completeness of the content of any Cobb County Invitation to Bid or Request for Proposal or subsequent addenda thereto received from a source other than the Cobb County Purchasing Department.



Tab 3: U.S. Communities Overview



3.1 Master Agreement

ITB Pages 8-10

1. MASTER AGREEMENT

Cobb County, Georgia (herein "Lead Public Agency") on behalf of itself and all states, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and nonprofit organizations (herein "Participating Public Agencies") is soliciting proposals from qualified suppliers to enter into a Master Agreement for a complete line of ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES (herein "Products and Services").

ALL PRODUCTS OFFERED MUST BE NEW, UNUSED, LATEST DESIGN AND TECHNOLOGY UNLESS OTHERWISE SPECIFIED.

Garland/DBS, Inc. complies with this statement. We understand Cobb County, Georgia (herein "Lead Public Agency") on behalf of itself and all states, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and nonprofit organizations (herein "Participating Public Agencies") is soliciting proposals from qualified suppliers to enter into a Master Agreement for a complete line of ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES (herein "Products and Services") and that all products offered must be new, unused, latest design and technology unless otherwise specified.

3.2 U.S. Communities

ITB Pages 8-10

2. U.S. COMMUNITIES

U.S. Communities Government Purchasing Alliance (herein "U.S. Communities") assists Participating Public Agencies to reduce the cost of purchased goods through strategic sourcing that combines the volumes and the purchasing power of public agencies nationwide. This is accomplished through an award of competitively solicited contracts for high quality products and services by large and well recognized public agencies (herein "Lead Public Agencies"). The contracts provide for use by not only the respective Lead Public Agency, but also by other Participating Public Agencies.

National Sponsors

U.S. Communities is jointly sponsored by the National Institute of Governmental Purchasing (NIGP), the National Association of Counties (NACo), the National League of Cities (NLC), the Association of School Business Officials International (ASBO) and the United States Conference of Mayors (USCM) (herein "National Sponsors").

Advisory Board

The U.S. Communities Advisory Board is made up of key government purchasing officials from across the United

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Cobb County/U.S. Communities Bid #14-5903 • CONFIDENTIAL • Garland/DBS, Inc.

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Prepared 03/24/14



States.

Each Advisory Board Member is expected to actively participate in product bids and selection, participate in policy direction, and share expertise and purchasing innovations.

Current U.S. Communities Advisory Board Members

North Carolina State University, NC
City of Los Angeles, CA
Cobb County, GA
Denver Public Schools, CO
Fresno Unified School District, CA
City and County of Denver, CO
Emory University, GA Fairfax County, VA
Harford County Public Schools, MD
City of Kansas City, MO
Hennepin County, MN
Collier County Public Schools, FL
Port of Portland, OR

Auburn University, AL
City of Houston, TX
Los Angeles County, CA
Maricopa County, AZ
Miami-Dade County, FL
Salem-Keizer School District, OR
San Diego Unified School District, CA
City of Seattle, WA
Great Valley School District, PA
Orange County, NY City of Chicago, IL
City of San Antonio, TX
Prince William County Schools, VA

Participating Public Agencies

Today more than 61,000 public agencies utilize U.S. Communities contracts and suppliers to procure over \$1.4 Billion Dollars in products and services annually. Each month more than 400 new public agencies register to participate. The continuing rapid growth of public agency participation is fueled by the program's proven track record of providing public agencies unparalleled value.

The Supplier(s) must communicate directly with any Participating Public Agency concerning the placement of orders, issuance of the purchase order, contractual disputes, invoicing, and payment.

Cobb County, GA is acting as "Contracting Agent" for the Participating Public Agencies and shall not be held liable for any costs, damages, expenses, fees, liabilities, etc. incurred by any other Participating Public Agency.

Each Participating Public Agency enters into a Master Intergovernmental Cooperative Purchasing Agreement (MICPA) outlining the terms and conditions that allow access to the Lead Public Agencies' Master Agreements. Under the terms of the MICPA, the procurement by the Participating Public Agency shall be construed to be in accordance with, and governed by, the laws of the state in which the Participating Public Agency resides. A copy of the MICPA is attached in the U.S. Communities Information Section.

Estimated Volume

The estimated dollar volume of Products and Services purchased under the proposed Master Agreement is \$150 Million Dollars annually. This estimate is based on the anticipated volume of the Lead Public Agency, the U.S. Communities Advisory Board members, and current sales within the U.S. Communities program. While there is no minimum quantity of products required to be purchased under the proposed Master Agreement, Cobb County, Georgia and the U.S. Communities Advisory Board Members are committed to utilizing the Master Agreement. The Advisory Board members shall determine if the Master Agreement is of value to their agency, and will promote the Master Agreement among other public agencies nationwide and internationally. The Advisory Board in 2012 purchased more than \$135 Million Dollars of products and services from existing U.S. Communities contracts.

Marketing Support

U. S. Communities provides marketing support for each Supplier's products through the following:

- National Sponsors as referenced above.



- State Associations of Counties, Schools and Municipal Leagues.
- Administrative and marketing personnel that directly promote the U.S. Communities Suppliers to Participating Public Agencies through public agency meetings, direct mail, national publications, annual meetings and a network of K-12, City, County, Higher Education and State Associations.
- U.S. Communities provides Suppliers government sales training, and a host of online marketing and sales management tools to effectively increase sales through U.S. Communities.

Marketplace

U.S. Communities has developed an online Marketplace, which gives Participating Public Agencies the ability to purchase from many U.S. Communities contracts directly from our website. The Marketplace makes it easier for Participating Public Agencies to access many contracts through a single login and place orders using a procurement card, credit card or purchase order. Suppliers have the ability to add their products to the Marketplace at no cost.

Multiple Awards

Multiple awards may be issued as a result of the solicitation. Multiple Awards will ensure that any ensuing Master Agreements fulfill current and future requirements of the diverse and large number of Participating Public Agencies.

Evaluation of Proposals

Proposals will be evaluated by the Lead Public Agency in accordance with, and subject to, the relevant statutes, ordinances, rules and regulations that govern its procurement practices.

U.S. Communities Advisory Board members and other Participating Public Agencies will assist the Lead Public Agency in evaluating proposals.

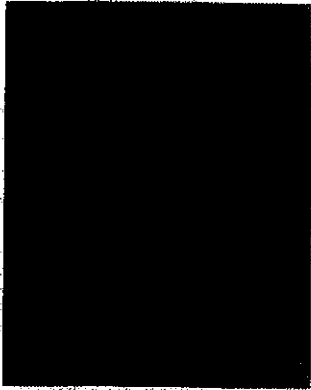
U.S. Communities reserves the right to make available or not make available Master Agreements awarded by a Lead Public Agency to Participating Public Agencies.

Garland/DBS, Inc. understands that multiple awards may be issued as a result of this solicitation to ensure that any ensuing Master Agreements fulfill current and future requirements of the diverse and large number of Participating Public Agencies.

We also understand that proposals will be evaluated by the Lead Public Agency in accordance with, and subject to, the relevant statutes, ordinances, rules and regulations that govern its procurement practices.

We understand that U.S. Communities Advisory Board members and other Participating Public Agencies will assist the Lead Public Agency in evaluating proposals.

Garland/DBS, Inc. understands that U.S. Communities reserves the right to make available or not make available Master Agreements awarded by a Lead Public Agency to Participating Public Agencies.



**Tab 4: Scope of Work and
Qualifications**



4.1 Scope of Work and Qualifications

ITB Page 11

Cobb County, hereinafter referred to as the County, desires to solicit sealed proposals to establish a cooperative contract for ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES on behalf of itself and all states, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and nonprofit organizations

Bids shall be received before **12:00 noon on March 13, 2014** at the Cobb County Purchasing Department located at 100 Cherokee Street, Suite 260, Marietta, Georgia, 30090. **Bids received after this time will not be considered.**

Bidders are to submit one (1) original, two (2) hard copies and ten (10) thumb drives to the Cobb County Purchasing Department.

Written inquiries regarding this Invitation to Bid must be addressed to:
Cobb County Purchasing Department
100 Cherokee Street, Suite 260
Marietta, GA 30090
Fax: 770-528-1154
Email: purchasing@cobbcounty.org

Deadline for question submittal is March 4, 2014 by 5:00 pm. PRE-BID MEETING

A Pre-Bid Conference will be held on February 25, 2014 at 10:00 am at the Cobb County Parks and Recreations/Records Management located at 1772 County Services Parkway, Marietta, GA 30008.

Garland/DBS, Inc. understands that Cobb County desires to solicit sealed bid responses to establish a cooperative contract for ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES on behalf of itself and all states, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and nonprofit organizations.

Per Addendum 1, we agree to deliver bids by 12:00 noon on March 27, 2014 to the Cobb County Purchasing Department located at 100 Cherokee Street, Suite 260, Marietta, Georgia, 30090. We understand that bids received after this time will not be considered.

We have submitted one (1) original, two (2) hard copies and ten (10) thumb drives to the Cobb County Purchasing Department.



4.2 Objectives

ITB Page 11

OBJECTIVES

1. Provide a comprehensive competitively solicited Master Agreement offering Products and Services to Participating Public Agencies;
2. Establish the Master Agreement as a Supplier's primary offering to Participating Public Agencies;
3. Achieve cost savings for Suppliers and Participating Public Agencies through a single competitive solicitation process that eliminates the need for multiple bids or proposals;
4. Combine the volumes of Participating Public Agencies to achieve cost effective pricing;
5. Reduce the administrative and overhead costs of Suppliers and Participating Public Agencies through state of the art ordering and delivery systems;
6. Provide Participating Public Agencies with environmentally responsible products and services.

Garland/DBS, Inc. understands the objectives of the County and agrees to:

1. Provide a comprehensive competitively solicited Master Agreement offering Products and Services to Participating Public Agencies;
2. Establish the Master Agreement as a Supplier's primary offering to Participating Public Agencies;
3. Achieve cost savings for Suppliers and Participating Public Agencies through a single competitive solicitation process that eliminates the need for multiple bids or proposals;
4. Combine the volumes of Participating Public Agencies to achieve cost effective pricing;
5. Reduce the administrative and overhead costs of Suppliers and Participating Public Agencies through state of the art ordering and delivery systems;
6. Provide Participating Public Agencies with environmentally responsible products and services.



4.3 General Definition of Products and/or Services

ITB Page 12

GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES

Suppliers that are nationally recognized and qualified are expected to propose the broadest possible selection of roofing systems and services, waterproofing products and related products and services that they offer commercially. The intent of this ITB is to provide Participating Public Agencies with turn-key solutions to meet their various roofing needs. Therefore, the supplier must demonstrate that it has sufficient experience in providing and installing roof systems, roofing services and other related services. The supplier must demonstrate in its response that it possesses the necessary qualifications, including financial stability, references, bonding, materials, equipment, and labor to Participating Public Agencies. The Master Agreement shall be available to Participating Public Agencies who wish to purchase roofing products separately, roofing installation services separately, or any combination of products and services together.

Garland/DBS, Inc. understands that as a nationally recognized and qualified supplier, we are expected to propose the broadest possible selection of roofing systems and services, waterproofing products and related products and services that we offer commercially. We understand the intent of this ITB is to provide Participating Public Agencies with turnkey solutions to meet their various roofing needs. Therefore, we have demonstrated in our response that we have sufficient experience in providing and installing roof systems, roofing services and other related services. We also demonstrate in our response that we possess the necessary qualifications, including financial stability, references, bonding, materials, equipment, and labor to Participating Public Agencies. We understand the Master Agreement will be available to Participating Public Agencies who wish to purchase roofing products separately, roofing installation services separately, or any combination of products and services together.

4.4 Terms

ITB Page 12

4.4.1. Contract Period

ITB Page 12

Contract awarded as a result of bids submitted under this Sealed Bid shall extend from the date of award for a period of thirty-six (36) full months.

Multi-Year Contract Provisions

The successful respondent will be required to enter into a contract containing the provisions as required by Georgia law pertaining to multi-year contracts. The following is a sample of the provision and will be adjusted as to the term or



as to the length of the contract.

This contract shall terminate absolutely and without further obligation on the part of Cobb County at the close of the calendar year in which it was executed, and at the close of each succeeding calendar year for which it may be renewed as provided in O.C.G.A. Section 36-60-13. The contract shall automatically renew for each of the remaining calendar years provided for in the contract, unless positive action is taken by Cobb County to terminate such contract, and the nature of such action shall be written notice provided to the consulting firm within sixty (60) days before the end of the initial year of the contract or each succeeding remaining calendar year.

This contract shall terminate immediately and absolutely at such time as appropriated and otherwise unobligated funds are no longer available to satisfy the obligations of Cobb County under this contract.

Garland/DBS, Inc. understands that any contract awarded as a result of bids submitted under this Sealed Bid shall extend from the date of award for a period of thirty-six (36) full months.

We understand that the successful respondent will be required to enter into a contract containing the provisions as required by Georgia law pertaining to multi-year contracts and that the following is a sample of the provision, which will be adjusted as to the term or as to the length of the contract.

This contract shall terminate absolutely and without further obligation on the part of Cobb County at the close of the calendar year in which it was executed, and at the close of each succeeding calendar year for which it may be renewed as provided in O.C.G.A. Section 36-60-13. The contract shall automatically renew for each of the remaining calendar years provided for in the contract, unless positive action is taken by Cobb County to terminate such contract, and the nature of such action shall be written notice provided to the consulting firm within sixty (60) days before the end of the initial year of the contract or each succeeding remaining calendar year.

This contract shall terminate immediately and absolutely at such time as appropriated and otherwise unobligated funds are no longer available to satisfy the obligations of Cobb County under this contract.

4.4.2. Pricing

ITB Page 12

Prices shall remain fixed for the first twelve (12) months of the Master Agreement term. Reasonable price changes based on market conditions and price/cost analysis may be made after the initial twelve (12) months. The Contractor shall supply documentation satisfactory to Cobb County, such as: documented changed to Producers Price Indexes; Consumer Price Indexes; or a manufacturer's published notification of price change(s).

Cobb County will evaluate this information to determine if revising the pricing is considered fair and reasonable to the satisfaction of Cobb County. Requests for any such change must be received in writing by the Cobb County Purchasing Department thirty (30) days prior to the expiration of the original contract term. The County may cancel the contract if the price increase request is not approved.



All price reductions at the manufacturers' or distributors' level shall be reflected in a reduction of the contract price(s) to Cobb County retroactive to the effective date of the price reduction(s).

Garland/DBS, Inc. understands that prices shall remain fixed for the first twelve (12) months of the Master Agreement term and that reasonable price changes based on market conditions and price/cost analysis may be made after the initial twelve (12) months. Garland/DBS, Inc. agrees to supply documentation satisfactory to Cobb County, such as: documented changes to Producers Price Indexes; Consumer Price Indexes; or a manufacturer's published notification of price change(s).

We understand that Cobb County will evaluate this information to determine if revising the pricing is considered fair and reasonable to the satisfaction of Cobb County and that requests for any such change must be received in writing by the Cobb County Purchasing Department thirty (30) days prior to the expiration of the original contract term. We understand the County may cancel the contract if the price increase request is not approved.

Garland/DBS, Inc. agrees that all price reductions at the manufacturers' or distributors' level shall be reflected in a reduction of the contract price(s) to Cobb County retroactive to the effective date of the price reduction(s).

4.4.3. Option to Extend the Term of Contract

ITB Page 13

Contract is renewable, at the option of Cobb County Government, and upon written agreement by the vendor. However the total duration of the contract, including the exercise of any options, shall not exceed five (5) years (initial thirty-six (36) month period and two (2) additional twelve (12) month extension periods).

Garland/DBS, Inc. understands that the contract is renewable, at the option of Cobb County Government and upon written agreement by the vendor but that the total duration of the contract, including the exercise of any options, shall not exceed five (5) years (initial thirty-six (36) month period and two (2) additional twelve (12) month extension periods).



4.5 Qualification Criteria

ITB Page 13

4.5.1 Qualifications for U.S. Communities National Contract

ITB Page 13

4.5.1.1. Bidders are required to provide Supplier Information in U.S. Communities Information Section of this Invitation to Bid.

4.5.1.2. Bidders are required to complete the Supplier Worksheet for National Program Consideration in U.S. Communities Information Section of this Invitation to Bid.

4.5.1.3. Bidders are required to sign, unaltered the Administrative Agreement in the U.S. Communities Section of this Invitation to Bid and provide as a part of their bid response.

4.5.1.1. Bidders are required to provide Supplier Information in U.S. Communities Information Section of this Invitation to Bid.

Garland/DBS, Inc. has provided all the requested information in the Supplier Information Section of the U.S. Communities portion of the ITB. This information is located in **Tabs 6-12, Attachment A & B and all Appendices** that follow the attachments of this bid response package.

4.5.1.2. Bidders are required to complete the Supplier Worksheet for National Program Consideration in U.S. Communities Information Section of this Invitation to Bid.

Garland/DBS, Inc. has completed the Supplier Worksheet for National Program Consideration in the U.S. Communities Information Section of this ITB. This Worksheet is located in **Tab 8** of this bid response package.

4.5.1.3. Bidders are required to sign, unaltered the Administrative Agreement in the U.S. Communities Section of this Invitation to Bid and provide as a part of their bid response.

Garland/DBS, Inc. has signed, unaltered the Administrative Agreement in the U.S. Communities Section of this ITB and have provided it under **Tab 11** of this bid response package.



4.5.2 License to Perform Work

ITB Page 13

2.1. Bidders must have a roofing or general contractor's license from the State of Georgia to perform the work as described in this Invitation to Bid. Bidders must provide evidence of such license.

Garland/DBS possesses the required Georgia License. The license held by Garland/DBS, Inc. is for general contracting as defined by Official Code of Georgia Annotated (OCGA) § 43-41-2. Garland/DBS, Inc.'s license is unlimited and encompasses any prime contract construction work, including all commercial, industrial, and public projects. The delivery options encompassed by this license are: general contracting, construction management, and design-build.

The specialty trade work must be done through a subcontract by an appropriately licensed electrical, plumbing, mechanical, utility and/or low-voltage contractor. Many of the waterproofing projects resulting from the new Master Agreement will involve specialty trade work that requires a license under (OCGA) § 43-14.

Although possession of the various other state-based General Contractor or Roofing Contractor licenses is not a formal requirement of this solicitation, possession of these various licenses are necessary to perform all of the work as outlined in Attachment B ITB Pricing. These licenses also facilitate the implementation of complex projects that frequently require the integration of multiple construction disciplines. Several Participating Public Agencies have already recognized this differentiating benefit throughout U.S. Communities' current partnership with Garland/DBS, Inc., demonstrated by our ability to combine multiple trades into the requirements of a single project.

A complete list of the licenses we hold is located in **Tab 10, Section 10.6.5**.

4.5.3 Experience

ITB Page 13

4.3.1. Bidders must provide a work history that describes their experience in providing labor, supervision, materials, equipment, tools, transport, supplies and installation services for roofing, waterproofing and related products.

4.3.2. Bidders must have a minimum of five years' experience in North America and must have successfully delivered, installed and completed 2 turn-key roofing or waterproofing projects for public agencies in 25 states within the previous 24 months where each of the final contract amounts exceeded \$50,000. Bidders shall provide this information (2 turn-key project each for 25 states, totaling 50 projects) in Attachment A. Cobb County reserves the right to check references other than those submitted.



4.5.3.1. Bidders must provide a work history that describes their experience in providing labor, supervision, materials, equipment, tools, transport, supplies and installation services for roofing, waterproofing and related products.

Garland/DBS, Inc. has included a summary of our work history that describes our experience in providing labor, supervision, materials, equipment, tools, transport, supplies and installation services for roofing, waterproofing and related products in **Tab 10, Section 10.2.2, Section 10.3.1, Section 10.10.1, Section 10.10.3 and Attachment A: Experience Record.**

4.5.3.2. Bidders must have a minimum of five years' experience in North America and must have successfully delivered, installed and completed 2 turn-key roofing or waterproofing projects for public agencies in 25 states within the previous 24 months where each of the final contract amounts exceeded \$50,000. Bidders shall provide this information (2 turn-key project each for 25 states, totaling 50 projects) in Attachment A. Cobb County reserves the right to check references other than those submitted.

Garland/DBS, Inc. meets the requirements of having a minimum of five years' experience in North America and has successfully delivered, installed, and completed two turnkey roofing or waterproofing projects for public agencies in 25 states within the past 24 months where each of the final contract amounts exceeded \$50,000. This information has been provided in the section called **Attachment A: Experience Record** of this bid response package.

4.5.4 Past Performance

ITB Pages 13-14

Bidders are required to submit with their bid package detailed descriptions of the following performance criteria:

4.5.4.1. Business Operations Plan should include, but not be limited to: A detailed description of the business or services offered, how the business functions on a continuing basis (short and long term projects), quality of relevant services, steps taken to adhere to project budgets, any problems encountered and how they were handled (if any). Include an explanation of any roof failures and how they were resolved.

4.5.4.2. Describe your firm's history of customer relationships with previous public sector customers (not including the Federal Government).

4.5.4.3. The ability to meet set schedules with minimal disruption in service.

4.5.4.4. Provide safety record of your firm for the past five years.

4.5.4.1. Business Operations Plan should include, but not be limited to: A detailed description of the business or services offered, how the business functions on a continuing basis (short and long term projects), quality of relevant services, steps taken to adhere to project budgets, any problems encountered and how they were handled (if any). Include an explanation of any roof failures and how they were resolved.

Garland/DBS, Inc. has described our Business Operations Plan, which includes but is not limited to the following information:



- A detailed description of the business or services offered
- How the business functions on a continuing basis (short and long term projects)
- Quality of relevant services
- Steps taken to adhere to project budgets
- Any problems encountered and how they were handles (if any)
- An explanation of any roof failures and how they were resolved

This information has been provided in **Tab 10, Sections 10.5.3, Section 10.7.2, Section 10.10.4 and Section 10.10.5** in response to the Supplier Information in the U.S. Communities portion of the ITB.

4.5.4.2. Describe your firm's history of customer relationships with previous public sector customers (not including the Federal Government).

Garland/DBS, Inc. has enjoyed a long history of successful customer relationships with previous sector public sector companies. Many of these satisfied public sector customers purchased through our existing Master Agreement. We have provided a summary of work history that describes our experience in **Tab 10, Section 10.1.6, Section 10.2.2, Section 10.5.2, Section 10.10.1, Section 10.10.3, Section 10.10.5 and Attachment A: Experience Record.**

4.5.4.3. The ability to meet set schedules with minimal disruption in service.

Garland/DBS, Inc. has provided this information response to the Supplier Information Section from the U.S. Communities portion of the ITB. Our response is located in **Tab 10, Section 10.7.2 and Section 10.10.5.**

4.5.4.4. Provide safety record of your firm for the past five years.

Garland/DBS, Inc. has provided information regarding our Safety Record in **Tab 10, Section 10.7.2 The Four Project Phases, Section 10.10.6 and Appendix G** of this bid response package.

4.5.5 Project Management Ability

ITB Page 14

4.5.5.1. Bidders are required to describe their firm's plan to manage the Master Agreement. Explain how your firm would intend to staff and operate the project. Present your project management procedures and staffing in the following order:

4.5.5.1.1. Provide an organizational chart stating job titles, responsibilities and number of years of experience for each person. Identify the principals, supervisory staff and project superintendent to be assigned to the Master Agreement. Identify a key employee and alternate, one of which shall be on-call at all times, throughout an awarded contract period. Bidders must also include in their bid submission, the procedures by which key personnel assigned to a potential contract can be reached by the Lead Public Agency prior to and after the Master Agreement has been awarded. All Bidders are required to submit with their bid package the resumes



for the individuals identified.

4.5.5.1.2. The Lead Public Agency shall be notified in writing, of any change to the list of key individuals identified in section 5.1.1 above. This notification must include a current resume of the individual's selected replacement. The replacement must meet all experience and other requirements set forth within this document.

4.5.5.2. Describe your company's customer service/public relations program, down to the frontline crews and including sub-contractors (if applicable). Include examples of all training provided to your employees.

4.5.5.3. Quality Control Procedures: Describe your firm's process for ensuring quality. State how a plan will be developed for the work performed for Participating Public Agencies. Describe any quality problems your firm has documented in the past five years.

4.5.5.1. Bidders are required to describe their firm's plan to manage the Master Agreement. Explain how your firm would intend to staff and operate the project. Present your project management procedures and staffing in the following order:

4.5.5.1.1. Provide an organizational chart stating job titles, responsibilities and number of years of experience for each person. Identify the principals, supervisory staff and project superintendent to be assigned to the Master Agreement. Identify a key employee and alternate, one of which shall be on-call at all times, throughout an awarded contract period. Bidders must also include in their bid submission, the procedures by which key personnel assigned to a potential contract can be reached by the Lead Public Agency prior to and after the Master Agreement has been awarded. All Bidders are required to submit with their bid package the resumes for the individuals identified.

Garland/DBS, Inc. has provided an organizational chart stating job titles, responsibilities and number of years of experience for each person in **Tab 10, Section 10.3.5** of this bid response package. Additionally, we have identified principals, supervisory staff and project superintendent to be assigned to the Master Agreement, as well key employees and alternates, one of which will be on call at all times throughout the awarded contract period. Contact information and procedures and key personnel resumes have been included as well. This information can be found in **Tab 10, Section 10.8**.

4.5.5.1.2. The Lead Public Agency shall be notified in writing, of any change to the list of key individuals identified in section 5.1.1 above. This notification must include a current resume of the individual's selected replacement. The replacement must meet all experience and other requirements set forth within this document.

Garland/DBS, Inc. agrees to notify, in writing, the Lead Public Agency, if any changes need occur to the list of key individuals we have provided in **Tab 10, Section 10.3.5 and Section 10.8**. We understand this notification must include a current resume of the individual(s) selected for replacement and that this replacement must meet all experience and other requirements set forth within the ITB.



4.5.5.2. Describe your company's customer service/public relations program, down to the frontline crews and including sub-contractors (if applicable). Include examples of all training provided to your employees.

Garland/DBS, Inc. has provided our company's customer service/public relations program, down to the frontline crews, including sub-contractors (if applicable) and examples of the training program provided to our employees under **Tab 10, Section 10.3.1, Section 10.3.2, Section 10.4.5** and **Appendix E** of this bid response package.

4.5.5.3. Quality Control Procedures: Describe your firm's process for ensuring quality. State how a plan will be developed for the work performed for Participating Public Agencies. Describe any quality problems your firm has documented in the past five years.

Garland/DBS, Inc. has provided our company's quality control procedures under **Tab 10, Section 10.5** of this bid response package. The information we have provided includes how a plan will be developed for the work performed for Participating Public Agencies. Any quality problems that we have identified over the past five years have been documented.

4.5.6 Financial Statement

ITB Page 15.

Bidders must show a recent history of financial solvency and provide the following:

4.5.6.1. Financial Statement: Attach a financial statement, independently certified, including the latest balance sheet and income statement (stating the accounting method used) and showing the following items:

4.5.6.1.1. Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses).

4.5.6.1.2. Net Fixed Assets.

4.5.6.1.3. Other Assets.

4.5.6.1.4. Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes).

4.5.6.1.5. Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

4.5.6.1.6. Name and address of firm preparing attached financial statement, and date thereof.

4.5.6.1.7. State whether the Bidder has ever had a bankruptcy petition filed in its name, voluntarily or involuntarily. If yes, specify the date, circumstances, and resolution.

4.5.6.1.8. State whether the Bidder is currently in default on any loan agreement or financing agreement with any bank, financial institution, or other entity. If yes, specify all relevant details.

4.5.6.1.9. All Bidders must provide current credit rating information including latest Dun and Bradstreet report.



4.5.6.1. Financial Statement: Attach a financial statement, independently certified, including the latest balance sheet and income statement (stating the accounting method used) and showing the following items:

4.5.6.1.1. Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses).

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.2. Net Fixed Assets.

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.3. Other Assets.

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.4. Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes).

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.5. Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.6. Name and address of firm preparing attached financial statement, and date thereof.

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.7. State whether the Bidder has ever had a bankruptcy petition filed in its name, voluntarily or involuntarily. If yes, specify the date, circumstances, and resolution.



Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.8. State whether the Bidder is currently in default on any loan agreement or financing agreement with any bank, financial institution, or other entity. If yes, specify all relevant details.

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.6.1.9. All Bidders must provide current credit rating information including latest Dun and Bradstreet report.

Garland/DBS, Inc. has provided a summary of our financial information under **Tab 10, Section 10.1.5**, and we have attached completed audited financial statements for your review in **Appendix B**.

4.5.7 Bonding Capacity

ITB Page 15

Indicate your firm's maximum bonding capability. Bidders must be capable of securing a Performance Bond up to \$50,000,000. Bidders are required to provide a signed and notarized statement from a surety company authorized to transact business in all fifty (50) states.

Garland/DBS, Inc. has provided our firm's maximum bonding capacity under **Tab 10, Section 10.6.2**. The information provided confirms Garland/DBS is capable of securing a Performance Bond up to and exceeding \$50,000,000. We have also provided a signed and notarized statement from our surety company, which is authorized to transact business in all 50 states, in **Appendix C: Bonding & Insurance** of this bid response package.

4.5.8 Evaluation Criteria

ITB Pages 15-17

4.5.8.1. Bidders must provide all of the information required within the solicitation document to be eligible for qualification. The selection and advisory committee will review all submittals and evaluate the bids to determine if the Bidder meets all of the qualification criteria identified.

4.5.8.2. If a Bidder does not meet the minimum experience, past performance, project management, safety, state license and registration, it will be considered "non-responsible" and will not be considered further in the evaluation process.

4.5.8.3. Cobb County also emphasizes its intention not to award any contract to a bidder whose past performance shows its firm to be generally late in performance of roofing contracts.



4.5.8.4. The ability of the low bidder to provide the required bonds will not in and of itself establish the responsibility of the bidder.

4.5.8.5. Bidder must use subcontractor's license whose license was provided in the response to this qualification.

4.5.8.6. References may be contacted with the information contained in the Bid submittal. The relationship of the reference to the Bidder will be established and the title of the reference recorded. Any reference indicating the Bidder failed to perform, was difficult to work with, made unreasonable claims, or staffed the project with poorly qualified personnel may be basis for disqualification of a Bidder. Each reference will be questioned about the following:

- Bidder's overall performance
- Any problems that developed while performing
- Bidder's organization
- How well the Supplier cooperated
- Problems with roofing work
- Adherence to established schedule
- Quality and performance of Supplier's personnel, subcontractors and/or its agents

4.5.8.7. ALTERNATIVE COSTING METHOD If a project requires goods and services that are not covered in the pricing schedule or if a product or service is required that is more appropriate to be custom designed and manufactured to meet an individual project site's conditions and/or provided for a unique application or project, the Supplier may use the alternative costing method as follows: The Supplier will be required to:

- Obtain three (3) written cost proposals from local providers;
- Use the most advantageous cost proposal;
- Apply the U.S. Communities discount as submitted on the Pricing Schedule; and
- All products and services falling under this category must be submitted in advance and approved by the Participating Public Agency prior to being included in any quote or proposal from the Supplier.

4.5.8.8. PRICE LISTS FOR ADDITIONAL PRODUCTS

The intent is to enter into a Master Agreement for a complete line of roofing systems, waterproofing systems, products and related services. Therefore, in addition to specific line items listed on the pricing schedules, bidders are encouraged to provide Manufacturer's Price Lists for additional related products including green products. Bidders shall attach to the pricing schedule one copy of one price list or retail price sheet, clearly marking the column to which the discount is applied for each item listed. Manufacturer's Price Lists shall be the currently published National Standard Manufacturer's Price Lists. The supplier's Retail Price Sheets shall be the current Price Sheet at the time of bid submission. Bidders shall quote the percentage of discount from the Manufacturer's Price List or Retail Price Sheet cited above and shall furnish a copy of same with the bid submission. Discounts must be stated as a single percentage.

FAILURE TO PROVIDE THE MANUFACTURER'S PRICE LIST OR RETAIL PRICE SHEET MAY BE CAUSE FOR REJECTION OF THE BID.

When award is made, the successful Supplier shall furnish current catalogs and price lists which shall become a part of the contract. The Supplier's name and address shall appear on all catalogs and price lists. Where the price list shows more than one column of prices, Supplier shall clearly mark the column which represents its bid. If a fee or charge is to be made, it should be indicated on the Pricing Schedule.

The pricing schedules of those bidders deemed qualified in all respects pertaining to this invitation for Bid will then be evaluated to determine the lowest responsive and responsible bid(s). The final basis for award will be the result of a sample project or projects based on your Pricing Schedule submitted at bid closing. Sample project(s) will be provided after bid opening.



4.5.8.1. Bidders must provide all of the information required within the solicitation document to be eligible for qualification. The selection and advisory committee will review all submittals and evaluate the bids to determine if the Bidder meets all of the qualification criteria identified.

Garland/DBS, Inc. understands that we must provide all of the information required within the solicitation document to be eligible for qualification and that the selection committee will review all submittals and evaluate the bids to determine if we have met all the qualification criteria identified. Garland/DBS agrees and has provided a respond to each item as required in the solicitation documents.

4.5.8.2. If a Bidder does not meet the minimum experience, past performance, project management, safety, state license and registration, it will be considered "non-responsible" and will not be considered further in the evaluation process.

Garland/DBS, Inc. understands that if we do not meet the minimum experience, past performance, project management, safety, state license and registration, we will be considered "non-responsible" and will not be considered further in the evaluation process.

4.5.8.3. Cobb County also emphasizes its intention not to award any contract to a bidder whose past performance shows its firm to be generally late in performance of roofing contracts.

Garland/DBS, Inc. understands that it is Cobb County's intention not to award any contract to a bidder who's past performance shows it's firm to be generally late in performance of roofing contracts.

4.5.8.4. The ability of the low bidder to provide the required bonds will not in and of itself establish the responsibility of the bidder.

Garland/DBS, Inc. understands that the ability of the low bidder to provide the required bond will not in and of itself establish the responsibility of the bidder.

4.5.8.5. Bidder must use subcontractor's license whose license was provided in the response to this qualification.

Garland/DBS, Inc. understands that the bidder must use the subcontractor's license whose license was provided in response to this qualification (if applicable).

4.5.8.6. References may be contacted with the information contained in the Bid submittal. The relationship of the reference to the Bidder will be established and the title of the reference recorded. Any reference indicating the Bidder failed to perform, was difficult to work with, made unreasonable claims, or staffed the project with poorly qualified personnel may be basis for disqualification of a Bidder. Each reference will be questioned about the following:

- Bidder's overall performance
- Any problems that developed while performing
- Bidder's organization
- How well the Supplier cooperated
- Problems with roofing work
- Adherence to established schedule



- Quality and performance of Supplier's personnel, subcontractors and/or its agents

Garland/DBS, Inc. understands that references may be contacted with the information contained in the bid submittal and that the relationship of the reference to us will be established and the title of the reference recorded. We understand that any reference indicating that we have failed to perform, were difficult to work with, made unreasonable claims, or staffed the project with poorly qualified personnel may be basis for disqualification. We understand that each reference will be questioned about the following:

- Our overall performance
- Any problems that developed while performing
- Our organization
- How well we cooperated
- Problems with roofing work
- Adherence to established schedules
- Quality and performance of our personnel, subcontractors, and/or our agents

References have been supplied in **Tab 10, Section 10.1.6** and in **Attachment A: Experience Record**.

4.5.8.7. ALTERNATIVE COSTING METHOD If a project requires goods and services that are not covered in the pricing schedule or if a product or service is required that is more appropriate to be custom designed and manufactured to meet an individual project site's conditions and/or provided for a unique application or project, the Supplier may use the alternative costing method as follows: The Supplier will be required to:

- Obtain three (3) written cost proposals from local providers;
- Use the most advantageous cost proposal;
- Apply the U.S. Communities discount as submitted on the Pricing Schedule; and
- All products and services falling under this category must be submitted in advance and approved by the Participating Public Agency prior to being included in any quote or proposal from the Supplier.

Garland/DBS, Inc. understands that if a project requires goods or services that not covered in the pricing schedule or if a product or service is required that is more appropriate to be custom designed and manufactured to meet an individual project site's conditions and/or provided for a unique application or project, we may use the alternative costing method as follows:

- Obtain three (3) written cost proposals from local providers
- Use the most advantageous cost proposal
- Apply the U.S. Communities discount as submitted on the Pricing Schedule; and
- All products and services falling under this category must be submitted in advance and approved by the Participating Public Agency prior to being included in any quote or proposal from the Supplier.

Since roofing and waterproofing projects are never considered to be a standard application or configuration, Garland/DBS, Inc. developed a site-specific pricing model to compare against the line item pricing model established by **Attachment B: ITS Pricing**. The site-specific pricing model has successfully implemented as variation of the alternative costing method in the existing Master Agreement and is once again being offering in this bid response package with



goal of providing a one-time site-specific discount as outlined in Tab10, Section 10.4.6 and Section 10.7.7.

4.5.8.8. PRICE LISTS FOR ADDITIONAL PRODUCTS

The intent is to enter into a Master Agreement for a complete line of roofing systems, waterproofing systems, products and related services. Therefore, in addition to specific line items listed on the pricing schedules, bidders are encouraged to provide Manufacturer's Price Lists for additional related products including green products. Bidders shall attach to the pricing schedule one copy of one price list or retail price sheet, clearly marking the column to which the discount is applied for each item listed. Manufacturer's Price Lists shall be the currently published National Standard Manufacturer's Price Lists. The supplier's Retail Price Sheets shall be the current Price Sheet at the time of bid submission. Bidders shall quote the percentage of discount from the Manufacturer's Price List or Retail Price Sheet cited above and shall furnish a copy of same with the bid submission. Discounts must be stated as a single percentage.

FAILURE TO PROVIDE THE MANUFACTURER'S PRICE LIST OR RETAIL PRICE SHEET MAY BE CAUSE FOR REJECTION OF THE BID.

When award is made, the successful Supplier shall furnish current catalogs and price lists which shall become a part of the contract. The Supplier's name and address shall appear on all catalogs and price lists. Where the price list shows more than one column of prices, Supplier shall clearly mark the column which represents its bid. If a fee or charge is to be made, it should be indicated on the Pricing Schedule.

The pricing schedules of those bidders deemed qualified in all respects pertaining to this Invitation for Bid will then be evaluated to determine the lowest responsive and responsible bid(s). The final basis for award will be the result of a sample project or projects based on your Pricing Schedule submitted at bid closing. Sample project(s) will be provided after bid opening.

Garland/DBS, Inc. understands the intent is to enter into a Master Agreement for a complete line of roofing systems, waterproofing systems, products and related services. Therefore, in addition to specific line items listed on the pricing schedules, we are providing our Manufacturer's Price Lists for additional related products including green products. We have attached to the pricing schedule one copy of one price list or retail price sheet, clearly marking the column to which the discount is applied for each item listed. Our Manufacturer's Price Lists is the currently published National Standard Manufacturer's Price Lists. Our Retail Price Sheets is the current Price Sheet at the time of bid submission. We have quote the percentage of discount from the Manufacturer's Price List or Retail Price Sheet cited above and have furnished a copy of same with the bid submission. Discounts are stated as a single percentage.

We understand that failure to provide the Manufacturer's Price List or Retail Price Sheet May be cause for rejection of our bid and that if awarded, we will furnish current catalogs and price lists which will become part of the contract. We understand that our name and address is to appear on all catalogs and price lists, and where the price list shows more than one column of prices, we will clearly mark the column, which represents our bid. We agree to indicate on the Pricing Schedule if a fee or charge is to be made.

We understand that the pricing schedules of those bidders deemed qualified in all respects pertaining to this ITB will then be evaluated to determine the lowest responsive and responsible bid(s) and that the final award will be the result of a sample project or projects based on our



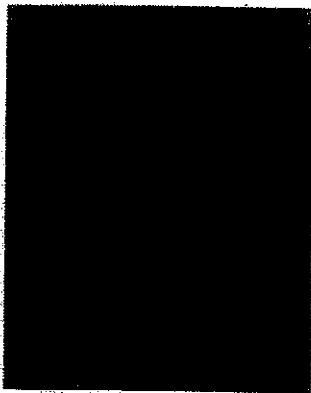
Pricing Schedule submitted at bid closing. We understand that sample project(s) will be provided after bid opening.

Garland/DBS has provided our Manufacturer's Price Lists and Retail Price Sheet to follow for your review. The first file is in accordance with the F.O.B. Point on page 27 of the ITB. As a value added alternate, Garland/DBS, Inc. has also provided an alternate Manufacturer's Price List as F.O.B. Destination, Freight Prepaid and Add.



**4.5.8.8. Base Bid: Manufacturer
Price List**

F.O.B Destination



**Tab 5: Cobb County General
Instructions for Bidders, Terms and
Conditions**



5.1 Preparation of Bids

ITB Page 18

Preparation Of Bids

Each bidder shall examine the drawings, specifications, schedule and all instructions. Failure to do so will be at the bidder's risk, as the bidder will be held accountable for their bid response.

Unit price for each quotation shall be shown and such price shall include packing unless otherwise specified, along with a total and grand total where applicable. In case of discrepancy between a unit price and extended price, the unit price will be presumed correct.

Each bidder shall furnish all information required by the bid form or document. Each bidder shall sign the bid and print or type his or her name on the schedule. The person signing the bid must initial erasures or other changes. An authorized agent of the company must sign bids.

Invitations to Bid issued by Cobb County are advertised on the Cobb County Internet site (www.purchasing.cobbcounty.ga.gov) and every Friday in the Cobb County legal organ, the Marietta Daily Journal.

Garland/DBS, Inc. acknowledges that we have examined the drawings, specifications, schedule and all instructions and that failure to do so is at our own risk, as we will be held accountable for bid responses provided herein.

We have shown unit prices for each quotation, which include packing unless otherwise specified, along with a total and grand total where applicable. We understand that in the event of discrepancy between a unit price and extended price, the unit price will be presumed correct.

We have furnished all information as required by the bid form or document and an authorized agent of the company has signed our bid.

5.2 Delivery

ITB Page 18

Delivery

Each bidder should state the time of proposed delivery of goods or services. Words such as "immediate", "as soon as possible", etc. shall not be used. The known earliest date or the minimum number of calendar days required after receipt of order (delivery A.R.O.) shall be stated (if calendar days are used, include Saturday, Sunday and holidays in the number).

Garland/DBS, Inc. understands that we are to state the time of proposed delivery of goods or services and that words such as "immediate", "as soon as possible", etc. should not be used.

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Cobb County/U.S. Communities Bid #14-5903 • CONFIDENTIAL • Garland/DBS, Inc.

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We understand that the known earliest date or the minimum number of calendar days required after receipt of order (delivery A.R.O.) should be stated (if calendar days are used, include Saturday, Sunday and holidays in the number). Garland/DBS, Inc.'s time for proposed deliver is outlined in the Bid Submittal form provided in **Tab 1**.

5.3 Explanation to Bidders

ITB Page 18

Explanation to Bidders

Any explanation desired by a bidder regarding the meaning or interpretation of the invitation for bids, drawings, specifications, etc. must be received in writing by 5:00 pm on March 4, 2014 in order for a reply to reach all bidders before the close of the bid. Any information concerning an Invitation to Bid (ITB) will be furnished to all prospective bidders as an addendum if such information is necessary or if the lack of such information would be prejudicial to uninformed bidders.

Submit questions in writing to:

Cobb County Purchasing Department
100 Cherokee Street, Suite 260
Marietta, GA 30090
Fax: 770-528-1154
Email: purchasing@cobbcounty.org

The written bid documents supersede any verbal or written communication between parties. Addenda are posted on the Purchasing web site: www.purchasing.cobbcounty.ga.gov. Receipt of addenda should be acknowledged in the bid. It is the bidder's ultimate responsibility to ensure that they have all **applicable addenda prior to bid submittal**.

We understand that all questions or requests for interpretations of the invitation for bids, drawings, specifications, etc. must have been received by 5:00 p.m. on March 4, 2014, which was extended until 5:00 p.m. on March 11, 2014 by Addendum No. 1 and that any information concerning an ITB will be furnished to all prospective bidders via addenda.

We acknowledge that we have received and reviewed Addendum No. 1 and Addendum No. 2 and have accounted for these addenda in the preparation of our bid. The signed Addenda have been provided in **Appendix A: Acknowledgement of Addenda**.

5.4 Submission of Bids

ITB Pages 18-19

Submission of Bids

Bids shall be enclosed in sealed envelopes, addressed to the Cobb County Purchasing Department with the name of the bidder, the date and hour of opening and the invitation to bid number on the face of the envelope. Bids must be

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received in the Purchasing Department no later than the date and time (determined by the date/time stamp in the department) set forth in the Invitation to Bid. It is the sole responsibility of the bidder to ensure that his or her bid reaches the Purchasing Department. Telegraphic/faxed bids will not be considered. Any addenda should be enclosed in the sealed envelopes as well. **All bids shall be submitted on the Bid Proposal Form. Any revisions made on the outside of the envelope will not be accepted.** The bids will be publicly opened and read at the time and place set forth in the Invitation to Bid.

Samples of items, when required, must be submitted within the time specified and, unless otherwise specified by the County, at no expense to the County. Unless otherwise specified, samples will be returned at the bidder's request and expense if items are not destroyed by testing. Items offered must meet required specifications and must be of a quality, which will adequately serve the use and purpose for which intended.

Full identification of each item bid upon, including brand name, model, catalog number, etc. must be furnished to identify exactly what the bidder is offering. The bidder must certify that items to be furnished are new and that the quality has not deteriorated so as to impair its usefulness.

If no items are bid on, the "Statement of No Bid" must be returned, with the envelope plainly marked "No Bid" including the bid number. Where more than one item is listed, any items not bid upon must be indicated "No Bid".

Unsigned bids will not be considered except in cases where bid is enclosed with other documents, which have been signed. The County will determine this.

Cobb County is exempt from federal excise tax and Georgia sales tax with regards to goods and services purchased directly by Cobb County. Suppliers and contractors are responsible for federal excise tax and sales tax, including any taxes for materials incorporated in county construction projects. Suppliers and contractors should contact the State of Georgia Sales Tax Division for additional information. Tax Exemption Certificates will be furnished upon request.

Information submitted by a bidder in the bidding process shall be subject to disclosure after the public opening in accordance with the Georgia Open Records Act. Each page of proprietary information must be identified. Entire bid may not be deemed proprietary.

We are submitting our bid response in accordance with the instructions provided in the ITB and have identified each page of proprietary information that we wish to be excluded from public disclosure.

5.5 Withdraw Bid Due to Errors

ITB Pages 19-20

Withdraw Bid Due to Errors

The bidder shall give notice in writing of his claim of right to withdraw his bid without penalty due to an error within two (2) business days (48 hours) after the conclusion of the bid opening. Bids may be withdrawn from consideration if the price was substantially lower than the other bids due solely to a mistake therein, provided the bid was submitted in good faith, and the mistake was a clerical mistake as opposed to a judgment mistake, and was actually due to an unintentional arithmetic error or an unintentional omission of a quantity of work, labor or material made directly in the compilation of the bid, which unintentional arithmetic or unintentional omission can be clearly shown by objective evidence drawn from inspection of original work papers, documents and materials used in the preparation of the bid sought to be withdrawn. The bidder's original work papers shall be the sole acceptable evidence of error and mistake if he elects to withdraw his bid. If a bid is withdrawn under the authority of this provision, the lowest remaining responsive bid shall be deemed to be low bid. Bid withdrawal is not automatically granted and will be allowed solely

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at the discretion of Cobb County.

No bidder who is permitted to withdraw a bid shall, for compensation, supply any material or labor or perform any subcontract or other work agreement for the person or firm to whom the contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn bid was submitted.

Supplier has up to forty-eight (48) hours to notify the Cobb County Purchasing Department of an obvious clerical error made in calculation of bid in order to withdraw a bid after bid opening. Withdrawal of bid for this reason must be done in writing within the forty-eight (48) hour period. Suppliers who fail to request the withdrawal of bid by the required forty-eight (48) hours shall automatically forfeit bid bond. Bid may not be withdrawn otherwise. Bid withdrawal is not automatically granted and will be allowed solely at the discretion of Cobb County.

Garland/DBS, Inc. understands that we have the right to withdraw our bid without penalty within two (2) business days (48 hours) after the conclusion of the bid opening and that we must provide appropriate evidence or justification for such withdrawal. We understand that bid withdrawal is not automatically granted and will be allowed solely at the discretion of Cobb County.

5.6 Testing and Inspection

ITB Page 20

Testing and Inspection

Since tests may require several days for completion, the County reserves the right to use a portion of any supplies before the results of tests are determined. Cost of inspections and tests of any item, which fails to meet specifications, shall be borne by the bidder.

Garland/DBS, Inc. understands that tests may require several days for completion and that the County reserves the right to use a portion of any supplies before the results of tests are determined. We understand that costs of inspections and tests of any item that fail to meet specifications will be our responsibility.

5.7 F.O.B. Point

ITB Page 20

F.O.B. Point

Unless otherwise stated in the Invitation to Bid and any resulting contract, or unless qualified by the bidder, items shall be shipped F.O.B. Destination. The seller shall retain title for the risk of transportation, including the filing for loss or damages. The invoice covering the items is not payable until items are delivered and the contract of carriage has been completed. Unless the F.O.B. clause states otherwise, the seller assumes transportation and related charges either by payment or allowance.



Garland/DBS, Inc. agrees that items shall be shipped F.O.B. Destination and that we shall retain title for the risk of transportation, including the filing for loss or damages. We understand that the invoice covering the items is not payable until items are delivered and the contract of carriage has been completed. We also understand that unless the F.O.B. clause state otherwise, we assume transportation and related charges either by payment or allowance. All items in the Tab Attachment B: Pricing incorporates the requirements of F.O.B. Point on page 20 of the ITB. In addition, Garland/DBS, Inc. has provided two Manufacturer's Price Lists in Tab 4, Section 4.5.8.8 of this response package.

The F.O.B Destination Manufacturer's Price List incorporates the requirements of F.O.B. Point on page 20 of the ITB. The F.O.B. Destination, Freight Prepaid and Add is a value-added alternate Material Manufacturer's Price List that is being offered to Cobb County, GA and the Participating Public Agencies to provide the with the ability to pay actual delivery costs rather than an estimated average daily cost for the entire county. This alternate Material Manufacturer's Price List was accepted as a part of the existing Master Agreement and used extensively for the material-only delivery method.

5.8 Patent Indemnity

ITB Page 20

Patent Indemnity

The contractor guarantees to hold the County, its agents, officers, or employees harmless from liability of any nature or kind for use of any copyrighted or uncopyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used in the performance of contract, for which the contractor is not the patentee, assignee or licensee.

Garland/DBS, Inc. guarantees to hold the County, its agents, officers, or employees harmless from liability of any nature or kind for use of any copyrighted or uncopyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used in the performance of contract, for which we are not the patentee, assignee or licensee.

5.9 Bid, Pay, & Performance Bonds

ITB Page 20

Bid, Pay, & Performance Bonds

A performance bond and a payment bond shall be furnished to Cobb County for any bid as required in bid package or document. Failure to submit appropriate bonding will result in automatic rejection of bid. Bonding company must be authorized to do business in Georgia by the Georgia Insurance Commission, listed in the Department of the Treasury's publication of companies holding certificates of authority as acceptable surety on Federal bonds and as

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acceptable reinsuring companies, and have an A.M. Best rating as stated in the insurance requirements of the solicitation. The bonds shall be increased as the contract amount is increased.

Garland/DBS, Inc. understands that should a performance and payment bond be required to be furnished, failure to do so will result in automatic rejection of the bid. Our bonding company, Western Surety Company, a subsidiary of CNA Surety, has met the requirements stated above as detailed in the letter provided in Section 10.6.2 of this response package.

5.10 Insurance

ITB Pages 20-24

Insurance

A. Requirement:

Contractor shall procure and maintain in full force and effect for the duration of this Agreement, insurance protecting against claims for injuries to persons or damages to property which may arise from or in connection with performance of the Work hereunder by the Contractor, his agents, representatives, employees, or subcontractors.

B. Minimum Limits of Insurance:

Contractor shall maintain insurance policies with coverage and limits no less than:

- i. Commercial General Liability: \$1,000,000 combined single limit per occurrence for comprehensive coverage including bodily and personal injury, sickness, disease or death, injury to or destruction of property, including loss of use resulting therefrom, damage for premises/operations, products/completed operations, independent contractors and contractual liability (specifically covering the indemnity), broad-form property damage, and underground, explosion and collapse hazard. This coverage may be achieved by using an excess or umbrella policy. The policy or policies must be on "an occurrence" basis ("claims made" coverage is not acceptable).
- ii. Commercial Automobile Liability (owned, non-owned and hired): \$1,000,000 combined single limit per occurrence and for bodily and personal injury, sickness, disease or death, injury to or destruction of property, including loss of use resulting therefrom.
- iii. Workers' Compensation and Employers Liability: Workers' Compensation limits as required by the State of Georgia and Employers Liability of \$1,000,000 per occurrence or disease.
- iv. Professional Liability (Errors and Omissions) Coverage: \$1,000,000 combined single limit per occurrence is required, in the event a contractor is performing design, engineering or other professional services.
- v. Commercial Umbrella or Excess Liability Coverage: \$2,000,000 in liability excess coverage per occurrence above the contracts stated minimum coverage limits for Commercial General Liability, Commercial Automobile Liability, and the Workers' Compensation and Employers Liability policies of insurance. This may be satisfied by having the underlying liability limits that equal or exceed the combined amount of the underlying liability limits and umbrella coverage.
- vi. Builder's "All Risk" Insurance: In the event Contractor is performing construction services under the Contract, Contractor shall procure and maintain "All-Risk" Builder's insurance, written on a commercially

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recognized policy form, providing coverage for the Work performed under the contract, and the materials, equipment or other items incorporated therein, while the same are located at the construction site, stored off-site, or at the place of manufacture. The policy limit shall be in a minimum amount equal to the "full insurable value" of such equipment and 100% of the value of the Contract, including any additional costs which are normally insured under such policy. The insurance coverage shall include boiler and machinery insurance on a comprehensive basis and include coverage against damage or loss caused by earth movement (including but not limited to earthquake, landslide, subsidence and volcanic eruption), fire, flood, hurricanes, explosion, hail, lighting, weather, vandalism, malicious mischief, wind, collapse, riot, aircraft, smoke, or other cataclysmic events, and coverage against damage or loss caused by machinery accidents and operational and performance testing, commissioning and start-up, with extended coverage, and providing coverage for transit, with sub-limits sufficient to insure the full replacement value of the property or equipment removed from its site and while located away from its site until the date of final acceptance of the Work.

The making of progress payments to the Contractor shall not be construed as relieving the Contractor or its subcontractors or insurance carriers providing the coverage described herein for responsibility for loss or direct physical loss, damage or destruction occurring prior to final acceptance of the Work.

C. Deductibles and Self-Insured Retention

Any deductibles or self-insurance retentions must be declared to and approved by Owner so that Owner may ensure the financial solvency of the Contractor. At the option of Owner, either the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects Owner, its officers, officials, and employees; or the Contractor shall procure a bond guaranteeing payment of losses and related investigations, claim administration and defense expenses. Contractor shall pay all deductibles and be liable for all claims, losses and damages for which it self-insures.

D. Other Insurance Provisions

The policies are to contain, or be endorsed to contain, the following provisions:

i. General Liability, Automobile Liability, and Umbrella/Excess Insurance

- a. **Additional Insured Requirement.** Cobb County, its elected and appointed officials, officers, boards, commissions, officers, employees, representatives, servants, volunteers and agents (hereinafter referred to as "Insured Party" or "Insured Parties") are to be covered as additional insureds as respects: liability arising out of activities performed by or on behalf of the Contractor; products and completed operations of the Contractor, premises owned, leased, or used by the Contractor; and automobiles owned, leased, hired, or borrowed by the Contractor. The coverage shall contain no special limitations on the scope of protection afforded to the Insured Parties. Nothing contained in this section shall be construed to require the Contractor to provide liability insurance coverage to the any Insured Party for claims asserted against such Insured Party for its sole negligence.
- b. **Primary Insurance Requirement.** The Contractor's insurance coverage shall be primary and noncontributing insurance as respects to any other insurance or self-insurance available to the Insured Parties. Any insurance or self-insurance maintained by the Insured Parties shall be in excess of the Contractor's insurance and shall not contribute with it.
- c. **Reporting Requirement.** Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the Insured Parties.
- d. **Separate Coverage.** Coverage shall state that the Contractor's insurance shall apply separately to each Insured Party against whom claim is made or suit is brought.
- e. **Defense Costs/Cross Liability.** Coverage shall be provided on a "pay on behalf" basis, with defense



costs payable in addition to policy limits. There shall be no cross liability exclusion.

E. Workers' Compensation and Employers Liability Coverage

The Contractor shall have and maintain in full force and effect for the duration of this Agreement, insurance protecting against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the Work by the Contractor, its agents, representatives, employees or subcontractors. The insurer shall agree to waive all rights of subrogation against Owner, and its officers, officials, employees and volunteers for losses arising from the work performed by the Contractor for Owner.

F. Waiver of Subrogation

The insurers shall agree under each policy of insurance required by this Contract to waive all rights of subrogation against the Insured Parties for losses arising from work performed by the Contractor for Owner.

G. All Coverages

i. Notice Requirement.

Each insurance policy required by this Contract shall be endorsed to state that coverage shall not be suspended, voided, canceled, reduced in coverage or in limits except after thirty (30) days' prior written notice by certified mail, return receipt requested, has been given to Owner, in care of the Cobb County *[insert department name and address]*. Owner reserves the right to accept alternate notice terms and provisions provided they meet the minimum requirements under Georgia law.

ii. (ii) Acceptability.

The insurance to be maintained by Contractor must be issued by a company licensed or approved by the Insurance Commissioner to transact business in the State of Georgia. Such insurance shall be placed with insurers with a Best's Policyholder's Rating of "A" or better and with a financial rating of Class VII or greater, or be otherwise acceptable to Cobb County. All policies shall be subject to approval by Cobb County Attorney's Office as to form and content.

iii. (iii) Failure of Insurers. The Contractor shall be responsible for any delay resulting from the failure of any insurer to furnish proof of coverage in the prescribed form

H. Verification of Coverage

Contractor shall furnish Owner with certificates of insurance and endorsements to the policies evidencing all coverages required by this Contract. Additionally, the declarations page for each insurance policy listed on the certificate of insurance shall be submitted to Owner. The certificates and endorsements for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf. The certificates and endorsements shall be received and approved by Owner before any work commences. Owner reserves the right to require complete, certified copies of all required insurance policies at any time. The contractor shall provide proof that any expiring coverage has been renewed or replaced prior to the expiration of the coverage

I. Subcontractors

Contractor shall include all subcontractors as insureds under its policies or shall furnish separate certificates and endorsements for each subcontractor. All coverage for subcontractors shall be subject to all of the requirements stated in this Agreement, including, but not limited to, naming the Insured Parties as additional insureds.



Garland/DBS, Inc. agrees that it meets the insurance requirements stated herein. We have provided a copy of our proof of insurance in **Appendix C: Bonding and Insurance**.

5.11 Award

ITB Page 24

Award

Award will be made to the lowest responsive and responsible bidder. Conditional bids are not acceptable. The quality of articles to be supplied, their conformity with the specifications, their suitability to the requirements of the County, and the delivery terms will be taken into consideration in making the award. The County may make such investigations as it deems necessary to determine the ability of the bidder to perform, and the bidder shall furnish to the County all such information and data for this purpose as the County may request. The County reserves the right to reject any bid if the evidence submitted by, or investigation of such bidder fails to satisfy the County that such bidder is properly qualified to carry out the obligations of the contract. The County reserves the right to reject or accept any or all bids and to waive technicalities, informalities, and minor irregularities in bids received.

The County reserves the right to purchase the goods or services described herein from other sources. The Bidder does not have the exclusive right to fill all of the County's requirements for the goods or services awarded nor will the County be obligated to purchase the estimated annual quantity or any quantity contained in the bid document.

The County reserves the right to make an award as deemed in its best interest, which may include awarding a bid to a single bidder or multiple bidders; or to award the whole bid, only part of the bid, or none of the bid to single or multiple bidders, based on its sole discretion of its best interest. In case of tie bid, the award will be made as follows:

1. The bid will be awarded to the in-county vendor.
2. The bid will be awarded to the in-state vendor.
3. The bid will be awarded to the vendor with the lesser total dollar volume.

The County reserves the right to award by line item to more than one vendor. The County reserves the right to negotiate a lower price than the bid award price on any line item with the successful vendor, should the quantity required significantly exceed those on the Invitation to Bid. If the County is unable to negotiate an acceptable price, it reserves the right to rebid the item(s) involved. If after the award of the bid there is a decrease in the price of a product from the manufacturer, or a rebate, the successful bidder will pass that price decrease and/or rebate onto the County.

Time payment discounts will be considered in arriving at net prices and in award of bids. Offers of discount for payment within ten (10) days following the end of the month are preferred.

Garland/DBS, Inc. understands that award will be made to the lowest responsive and responsible bidder and that the County reserves the right to purchase the goods or services described herein from other sources. We understand that we do not have the exclusive right to fill all of the County's requirements for goods or services awarded and that the County is not obligated to purchase the estimated annual quantity or any quantity contained in the bid documents.

We understand the County reserves the right to make an award as deemed in its best interest, which may include awarding a bid to a single bidder or multiple bidders; or to award the whole



bid, only part of the bid, or none of the bid to single or multiple bidders, based on its sole discretion of its best interest. In case of tie bid, the award will be made as follows:

1. The bid will be awarded to the in-county vendor.
2. The bid will be awarded to the in-state vendor.
3. The bid will be awarded to the vendor with the lesser total dollar volume.

We also understand that the County reserves the right to award by line item to more than one vendor and to negotiate a lower price than the bid award price on any line item with the successful vendor, should the quantity required significantly exceed those on the Invitation to Bid. If the County is unable to negotiate an acceptable price, it reserves the right to rebid the item(s) involved. We agree that if after the award of the bid there is a decrease in the price of a product from the manufacturer, or a rebate, we will pass that price decrease and/or rebate onto the County.

Garland/DBS, Inc. acknowledges that time payment discounts will be considered in arriving at net prices and in award of bids. Offers of discount for payment within ten (10) days following the end of the month are preferred.

Garland/DBS, Inc. has provided a discount of 2 ½ percent for payment received within ten (10) days of invoice with net payment due in 30 (thirty) days. This time payment discount is being offered on all turnkey projects in consideration of the Award requirements on page on page 24 of the ITB as provided on the Bid Submittal Form in **Tab1: Bid Submittal Form**.

5.12 Delivery Failures

ITB Pages 24-25

Delivery Failures

Failure of a contractor to deliver within the time specified or within reasonable time as interpreted by the Purchasing Director, or failure to make replacement of rejected articles/services when so requested, immediately or as directed by the Purchasing Director, shall constitute authority for the Purchasing Director to purchase in the open market articles/services of comparable grade to replace the articles/services rejected or not delivered.

On all such purchases, the contractor shall reimburse the County within a reasonable time specified by the Purchasing Director for any expense incurred in excess of contract prices, or the County shall have the right to deduct such amount from monies owed the defaulting contractor. Alternatively, the County may penalize the contractor one percent (1%) per day for a period of up to ten (10) days for each day that delivery or replacement is late. Should public necessity demand it, the County reserves the right to use or consume articles delivered which are substandard in quality, subject to an adjustment in price to be determined by the Purchasing Director.

Garland/DBS, Inc. understands that failure to deliver within the time specified or within reasonable time as interpreted by the Purchasing Director, or failure to make replacement of rejected articles/services when so requested, immediately or as directed by the Purchasing



Director, shall constitute authority for the Purchasing Director to purchase in the open market articles/services of comparable grade to replace the articles/services rejected or not delivered.

On all such purchases, Garland/DBS will reimburse the County within a reasonable time specified by the Purchasing Director for any expense incurred in excess of contract prices, or the County shall have the right to deduct such amount from monies owed the defaulting contractor. Alternatively, the County may penalize Garland/DBS one percent (1%) per day for a period of up to ten (10) days for each day that delivery or replacement is late. Should public necessity demand it, the County reserves the right to use or consume articles delivered which are substandard in quality, subject to an adjustment in price to be determined by the Purchasing Director.

5.13 County Furnished Property

ITB Page 25

County Furnished Property

No material, labor or facilities will be furnished by the County unless so provided in the invitation to bid.

Garland/DBS, Inc. understands that no material, labor or facilities will be furnished by the County unless so provided in the ITB.

5.14 Reject and Withdraw Bids

ITB Page 25

Reject And Withdraw Bids

Failure to observe any of the instructions or conditions in this invitation to bid may constitute grounds for rejection of bid.

Garland/DBS, Inc. understands that failure to observe any of the instructions or conditions in this invitation to bid may constitute grounds for rejection of the bid.



5.15 Contract

ITB Page 25

Contract

Each bid is received with the understanding that the acceptance in writing by the County of the offer to furnish any or all commodities or services described therein shall constitute a contract between the bidder and the County which shall bind the bidder on his part to furnish and deliver the articles quoted at the prices stated in accordance with the conditions of said accepted bid. The County, on its part, may order from such contractor, except for cause beyond reasonable control, and to pay for, at the agreed prices, all articles specified and delivered. The County's normal payment terms are net thirty (30) days after receipt of invoice.

The Price and all unit prices shown shall be deemed to include all costs of Contractor's performance of the Work as set forth in the Bid Documents, including, but not limited to, the costs of labor, supervision, travel, services, materials, equipment, tools, scaffolds, hoisting, transportation, storage, insurance and taxes.

Upon receipt of a bid package, containing a Cobb County "Sample Contract" as part of the requirements, it is understood that the bidder has reviewed the documents with the understanding that Cobb County requires all agreements between the parties must be entered into via this document. If any exceptions are taken to any part, each must be stated in detail and submitted as part of the bid. If no exceptions are stated, it is assumed that the bidder fully agrees to the provisions contained in the "Sample Contract" in its entirety.

When the contractor has performed in accordance with the provisions of this agreement, Cobb County shall pay the contractor, within thirty (30) days of receipt of any payment request based upon work completed or service provided pursuant to the contract, the sum so requested, less the retainage stated in this agreement, if any.

Garland/DBS, Inc. agrees that each bid is received with the understanding that the acceptance in writing by the County of the offer to furnish any or all commodities or services described therein shall constitute a contract between Garland/DBS and the County which shall bind Garland/DBS to furnish and deliver the articles quoted at the prices stated in accordance with the conditions of said accepted bid. The County, on its part, may order from such contractor, except for cause beyond reasonable control, and to pay for, at the agreed prices, all articles specified and delivered. The County's normal payment terms are net thirty (30) days after receipt of invoice.

We understand the Price and all unit prices shown shall be deemed to include all costs of our performance of the Work as set forth in the Bid Documents, including, but not limited to, the costs of labor, supervision, travel, services, materials, equipment, tools, scaffolds, hoisting, transportation, storage, insurance and taxes.

We agree that, upon receipt of a bid package, containing a Cobb County "Sample Contract" as part of the requirements, it is understood that we have reviewed the documents with the understanding that Cobb County requires all agreements between the parties must be entered into via this document. If any exception has been taken to any part, each has been stated in detail and submitted as part of the bid. If no exceptions are stated, it is assumed that we fully agree to the provisions contained in the "Sample Contract" in its entirety.

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Garland/DBS understands that when we have performed in accordance with the provisions of this agreement, Cobb County shall pay us, within thirty (30) days of receipt of any payment request based upon work completed or service provided pursuant to the contract, the sum so requested, less the retainage stated in this agreement, if any.

5.16 Non-Collusion

ITB Pages 26-26

Non-Collusion

By submission of a bid, the vendor certifies, under penalty of perjury, that to the best of its knowledge and belief:

- a) The prices in the proposal have been arrived at independently without collusion, consultation, communications, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other vendor or with any competitor.
- b) Unless otherwise required by law, the prices which have been quoted in the proposal have not been knowingly disclosed by the vendor prior to opening, directly or indirectly, to any other vendor or to any competitor.
- c) No attempt has been made, or will be made, by the vendor to induce any other person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Collusions and fraud in bid preparation shall be reported to the State of Georgia Attorney General and the United States Justice Department.

By submission of a bid, Garland/DBS certifies, under penalty of perjury, that to the best of our knowledge and belief:

- a. The prices in the bid response package have been arrived at independently without collusion, consultation, communications, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other vendor or with any competitor.
- b. Unless otherwise required by law, the prices which have been quoted in the bid response package have not been knowingly disclosed by the vendor prior to opening, directly or indirectly, to any other vendor or to any competitor.
- c. No attempt has been made, or will be made, by the vendor to induce any other person, partnership or corporation to submit or not to submit a bid response package for the purpose of restricting competition.

Collusions and fraud in bid preparation shall be reported to the State of Georgia Attorney General and the United States Justice Department.



5.17 Conflict of Interest, Etc.

ITB Page 26

Conflict of Interest, Etc.

By submission of a bid, the responding firm certifies, under penalty of perjury, that to the best of its knowledge and belief:

1. No circumstances exist which cause a Conflict of Interest in performing the services required by this ITB, and
2. That no employee of the County, nor any member thereof, nor any public agency or official affected by this ITB, has any pecuniary interest in the business of the responding firm or his sub-consultant(s) has any interest that would conflict in any manner or degree with the performance related to this ITB.

By submission of a bid, the vendor certifies under penalty of perjury, that to the best of its knowledge and belief:

- a. The prices in the bid have been arrived at independently without collusion, consultation, communications, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other vendor or with any competitor.
- b. Unless otherwise required by law, the prices which have been quoted in the bid have not knowingly been disclosed by the vendor prior to opening, directly or indirectly, to any other vendor or competitor.
- c. No attempt has been made, or will be made, by the vendor to induce any other person; partnership or cooperation to submit or not to submit a bid for the purpose of restricting competition.

For any breach or violation of this provision, the County shall have the right to terminate any related contract or agreement without liability and at its discretion to deduct from the price, or otherwise recover, the full amount of such fee, commission, percentage, gift, payment or consideration.

The successful responding firm shall require each of its sub-consultant(s) to sign a statement certifying to and agreeing to comply with the terms of the Sub-sections above.

Garland/DBS, Inc. agrees that by submission of a bid, we certify, under penalty of perjury, that to the best of our knowledge and belief:

1. No circumstances exist which cause a Conflict of Interest in performing the services required by this ITB, and
2. That no employee of the County, nor any member thereof, nor any public agency or official affected by this ITB, has any pecuniary interest in the business of the responding firm or his sub-consultant(s) has any interest that would conflict in any manner or degree with the performance related to this ITB.

Garland/DBS agrees that by submission of a bid, we certify under penalty of perjury, that to the best of our knowledge and belief:

- a. The prices in the bid have been arrived at independently without collusion, consultation, communications, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other vendor or with any competitor.



- b. Unless otherwise required by law, the prices which have been quoted in the bid have not knowingly been disclosed by the vendor prior to opening, directly or indirectly, to any other vendor or competitor.
- c. No attempt has been made, or will be made, by the vendor to induce any other person, partnership or cooperation to submit or not to submit a bid for the purpose of restricting competition.

We understand that for any breach or violation of this provision, the County shall have the right to terminate any related contract or agreement without liability and at its discretion to deduct from the price, or otherwise recover, the full amount of such fee, commission, percentage, gift, payment or consideration.

We understand that if we are successful, we require each of our sub-consultant(s) (if applicable) to sign a statement certifying to and agreeing to comply with the terms of the Sub-sections above.

5.18 Default

ITB Pages 26-27

Default

The contract may be cancelled or annulled by the Purchasing Director in whole or in part by written notice of default to the contractor upon non-performance or violation of contract terms. An award may be made to the next low responsive and responsible bidder, or articles specified may be purchased on the open market similar to those so terminated. In either event, the defaulting contractor (or his surety) shall be liable to the County for costs to the County in excess of the defaulted contract prices; provided, however, that the contractor shall continue the performance of this contract to the extent not terminated under the provisions of this clause. Failure of the contractor to deliver materials or services within the time stipulated on his bid, unless extending in writing by the Purchasing Director, shall constitute contract default.

Garland/DBS, Inc. understands the contract may be cancelled or annulled by the Purchasing Director in whole or in part by written notice of default to the contractor upon non-performance or violation of contract terms and that an award may be made to the next low responsive and responsible bidder, or articles specified may be purchased on the open market similar to those so terminated. We understand that in either event, the defaulting contractor (or his surety) will be liable to the County for costs to the County in excess of the defaulted contract prices; provided, however, that the contractor will continue the performance of this contract to the extent not terminated under the provisions of this clause. We understand that failure of the contractor to deliver materials or services within the time stipulated on his bid, unless extending in writing by the Purchasing Director, will constitute contract default.



5.19 Disputes

ITB Page 27

Disputes

Except as otherwise provided in the contract documents, any dispute concerning a question of fact arising under the contract which is not disposed of shall be decided after a hearing by the Purchasing Director, who shall reduce his/her decision to writing and mail or otherwise furnish a copy thereof to the contractor. The decision of the Purchasing Director shall be final and binding; however, the contractor shall have the right to appeal said decision to a court of competent jurisdiction.

Garland/DBS understands that except as otherwise provided in the contract documents, any dispute concerning a question of fact arising under the contract which is not disposed of shall be decided after a hearing by the Purchasing Director, who shall reduce his/her decision to writing and mail or otherwise furnish a copy thereof to us. We understand that the decision of the Purchasing Director will be final and binding; however, we will have the right to appeal said decision to a court of competent jurisdiction.

5.20 Substitutions

ITB Page 27

Substitutions

Bidders offering and quoting on substitutions or who are deviating from the attached specifications shall list such deviations on a separate sheet to be submitted with their bid. The absence of such a substitution list shall indicate that the bidder has taken no exception to the specifications contained herein.

Garland/DBS, Inc. understands that offering or quoting on substitutions or deviating from the attached specifications, all such substitutions or deviations will be listed on a separate sheet to be submitted with our bid. We understand that the absence of such a list will indicate that we have taken no exception to the specifications contained herein.

5.21 Ineligible Bidders

ITB Page 27

Ineligible Bidders

The County may choose not to accept the bid of a bidder who is in default on the payment of taxes, licenses, or other monies due to the County. Failure to respond three (3) consecutive times for any given commodity/service may result



in removal from the supplier list under that commodity/service.

In compliance with the Americans With Disabilities Act (ADA), Cobb County provides reasonable accommodations to permit a qualified applicant with a disability to enjoy the privileges of employment equal to those employees without disabilities. Disabled individuals must satisfy job requirements for education background, employment experience, and must be able to perform those tasks that are essential to the job with or without reasonable accommodations.

Garland/DBS, Inc. understands the County may choose not to accept the bid of a bidder who is in default on the payment of taxes, licenses, or other monies due to the County and that failure to respond three (3) consecutive times for any given commodity/service may result in removal from the supplier list under that commodity/service.

We understand that in compliance with the American With Disabilities Act (ADA), Cobb County provides reasonable accommodations to permit a qualified applicant with a disability to enjoy the privileges of employment equal to those employees without disabilities. We understand that disabled individuals must satisfy job requirements for education, background, employment experience, and must be able to perform those tasks that are essential to the job with or without reasonable accommodations.

5.22 Alterations of Documents

ITB Page 27

Alterations Of Documents

Alterations of County documents are strictly prohibited and will result in automatic disqualification of the firm's solicitation response. If there are "exceptions" or comments to any of the solicitation requirements or other language, then the firm may make notes to those areas, but may not materially alter any document language.

Garland/DBS, Inc. understands that alterations of County documents are strictly prohibited and will result in automatic disqualification of our solicitation response. If we have "exceptions" or comments to any of the solicitation requirements or other language, we have made notes on those areas, but understand we may not materially alter any document language.

5.23 Termination for Convenience

ITB Page 27

Termination For Convenience

The County, by written notice, may terminate this contract, in whole or in part, when it is in the County's interest. If this contract is terminated, the County shall be liable only for goods or services delivered or accepted. The County Notice of Termination may provide the contractor thirty (30) days prior notice before it becomes effective. However, at the County's sole option a termination of convenience may be effective immediately and may apply to delivery orders

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Prepared 03/24/14



(if applicable) or to the contract in whole.

Garland/DBS, Inc. understands that the County, by written notice, may terminate this contract, in whole or in part, when it is in the County's interest and that if this contract is terminated, the County shall be liable only for goods or services delivered or accepted. We understand the County Notice of Termination may provide the contractor thirty (30) days prior notice before it becomes effective. However, at the County's sole option a termination of convenience may be effective immediately and may apply to delivery orders (if applicable) or to the contract in whole.

5.24 Inter-governmental Agreement

ITB Pages 27-28

Inter-governmental Agreement

Other cities and Authorities located in Cobb County will be allowed to purchase identical items at the same price and upon the same terms and conditions, pursuant to the Intergovernmental Cooperative Purchasing Agreements entered into between the BOC and Cobb County Governmental entities listed under the Intergovernmental Cooperative Purchasing Program. These entities include the Cobb County Board of Education and Cities of Acworth, Austell, Kennesaw, Smyrna, Marietta, and Powder Springs and the Cobb County-Marietta Water Authority and the Cobb-Marietta Coliseum and Exhibit Hall Authority.

Garland/DBS, Inc. understands that the other Cities and Authorities located in Cobb County will be allowed to purchase identical items at the same price and upon the same terms and conditions, pursuant to the Intergovernmental Cooperative Purchasing Agreements entered into between the BOC and Cobb County Governmental entities listed under the Intergovernmental Cooperative Purchasing Program. These agencies include the Cobb County Board of Education and Cities of Acworth, Austell, Kennesaw, Smyrna, Marietta, and Powder Springs and the Cobb County-Marietta Water Authority and the Cobb-Marietta Coliseum and Exhibit Hall Authority.

5.25 Indemnification and Hold Harmless

ITB Page 28

Indemnification and Hold Harmless

By submission of a bid, the selected responding firm agrees to the fullest extent permitted by law to indemnify Cobb County and protect, defend, indemnify and hold harmless Cobb County, its officers, officials, employees and volunteers from and against all claims, actions, liabilities, losses (including economic losses), or costs arising out of any actual or alleged a) bodily injury, sickness, disease, or death; or injury to or destruction of tangible property including the loss of use resulting there from; or any other damage or loss arising out of or resulting claims resulting in whole or part from any actual or alleged act or omission of the responding firm, sub-consultant, anyone directly or indirectly employed by any firm or sub-consultant; or anyone for whose acts any of them may be liable in the

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performance of work; b) violation of any law, statute, ordinance, governmental administrative order, rule, regulation, or infringements of patent rights or other intellectual property rights by the responding firm in the performance of work; or c) liens, claims or actions made by the responding firm or other party performing the work, as approved by Cobb County. The indemnification obligations herein shall not be limited by any limitation on the amount, type of damages, compensation, or benefits payable by or for the responding firm or its sub-consultant(s), as approved by the County, under workers' compensation acts, disability benefit acts, other employee benefit acts, or any statutory bar or insurance.

Garland/DBS, Inc. understands that by submission of a bid, we agree to the fullest extent permitted by law to indemnify Cobb County and protect, defend, indemnify and hold harmless Cobb County, its officers, officials, employees and volunteers from and against all claims, actions, liabilities, losses (including economic losses), or costs arising out of any actual or alleged a) bodily injury, sickness, disease, or death; or injury to or destruction of tangible property including the loss of use resulting there from; or any other damage or loss arising out of or resulting claims resulting in whole or part from any actual or alleged act or omission of the responding firm, sub-consultant, anyone directly or indirectly employed by any firm or sub-consultant; or anyone for whose acts any of them may be liable in the performance of work; b) violation of any law, statute, ordinance, governmental administrative order, rule, regulation, or infringements of patent rights or other intellectual property rights by the responding firm in the performance of work; or c) liens, claims or actions made by the responding firm or other party performing the work, as approved by Cobb County. The indemnification obligations herein shall not be limited by any limitation on the amount, type of damages, compensation, or benefits payable by or for the responding firm or its sub-consultant(s), as approved by the County, under workers' compensation acts, disability benefit acts, other employee benefit acts, or any statutory bar or insurance.

5.26 Special Terms and Conditions

ITB Page 28

Special Terms and Conditions

Should these General Terms and Conditions be in conflict with any attached Special Terms and Conditions, the Special Terms and Conditions will control.

Garland/DBS, Inc. understands that should these General Terms and Conditions be in conflict with any attached Special Terms and Conditions, the Special Terms and Conditions will control.



5.27 Compliance with Georgia Security and Immigration Compliance Act - Exhibit A

ITB Page 29

Contractor Affidavit & Agreement

(Exhibit A)

This affidavit must be signed, notarized and submitted with any proposal requiring the performance of physical services. If the affidavit is not submitted with the proposal, proposal will be determined non-responsive and will be disqualified.

We have signed, notarized and submitted Exhibit A – Contractor Affidavit & Agreement and have included it on the following page.

COBB COUNTY GENERAL INSTRUCTIONS FOR BIDDERS, TERMS AND
CONDITIONS

XXVIII. Compliance with Georgia Security and Immigration Compliance Act

CONTRACTOR AFFIDAVIT & AGREEMENT
(EXHIBIT A)

This affidavit must be signed, notarized and submitted with any proposal requiring the performance of physical services. If the affidavit is not submitted with the proposal, proposal will be determined non-responsive and will be disqualified.

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. § 13-10-91, stating affirmatively that the individual, firm or corporation which is contracting with Cobb County, Georgia, has registered with, is authorized to use, and is participating in a federal work authorization program (an electronic verification of work authorization program operated by the U.S. Department of Homeland Security or any equivalent federal work authorization program operated by the U.S. Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA)). The undersigned contractor further attests that it will continue to use the federal Employment Eligibility Verification (EEV) work authorization program throughout the contract period.

The undersigned further agrees that should it employ or contract with any subcontractor(s) or should its subcontractor(s) employ other subcontractor(s) for the physical performance of services pursuant to the contract with Cobb County, Georgia, the contractor or subcontractor will:

- (1) Notify the County within five business days of entering into a contract or agreement for hire with any subcontractor(s);
- (2) Secure from any subcontractor(s) and/or their subcontractor(s) verification of compliance with O.C.G.A. § 13-10-91 on the attached Subcontractor Affidavit & Agreement (EXHIBIT A-1) prior to the commencement of any work under the contract/agreement;
- (3) Secure from any subcontractor(s) and/or their subcontractor(s) a completed Immigration Compliance Certification (EXHIBIT A-2) prior to the commencement of any work under the contract/agreement;
- (4) Provide the subcontractor(s) with legal notice that Cobb County, Georgia, reserves the right to dismiss, or require the dismissal of, any contractor or subcontractor for failing to provide the affidavit and/or for failure to comply with the requirements referenced in the affidavit;
- (5) Maintain records of such compliance and provide a copy of each such verification to Cobb County, Georgia, at the time the subcontractor(s) is retained to perform such services or upon any request from Cobb County, Georgia; and
- (6) Maintain such records for a period of five (5) years.

433593

July 21, 2011

EEV (E-Verify) Program User ID Number

EEV Program Date of Authorization

BY: [Signature]
Authorized Officer or Agent
[Contractor Name]

The Garland Company, Inc. (Agent for Garland/DBS, Inc.)
Contractor Business Name

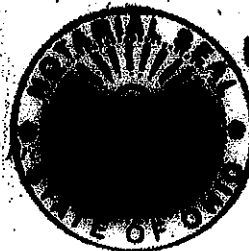
Richard J. DeBacco Jr.
Printed Name

March 24, 2014
Date

SWORN AND SUBSCRIBED BEFORE ME
ON THIS THE 24th DAY OF March, 2014

[Signature]
Notary Public Commission Expires: _____

(Effective 9/20/2013 Supersedes All)



BRENDAN M. CONWAY
Attorney at Law
Notary Public, State of Ohio
My commission has
no expiration date.
Section 147.03 O.R.C.



5.27 Subcontractor Affidavit & Agreement - Exhibit A-1

ITB Page 30

Subcontractor Affidavit & Agreement

(Exhibit A-1)

Garland/DBS, Inc. has not proposed any subcontractors for this contract and therefore has not completed the following Subcontractor Affidavit & Agreement (Exhibit A-1). As we have done successfully in the past for Cobb County and other governments where E-Verify is a requirement, Garland will continue to require all locally based subcontractors to execute Exhibit A-1 prior to being authorized for any work related to the implementation of the Cobb County Master Agreement.

COBB COUNTY GENERAL INSTRUCTIONS FOR BIDDERS, TERMS AND
 CONDITIONS
 SUBCONTRACTOR AFFIDAVIT & AGREEMENT
 (EXHIBIT A-1)

By executing this affidavit, the undersigned subcontractor verifies its compliance with O.C.G.A. § 13-10-91, stating affirmatively that the individual, firm or corporation which is engaged in the physical performance of services on behalf of Cobb County, Georgia, has registered with, is authorized to use, and is participating in a federal work authorization program (an electronic verification of work authorization program operated by the U.S. Department of Homeland Security or any equivalent federal work authorization program operated by the U.S. Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA)). The undersigned subcontractor further attests that it will continue to use the federal Employment Eligibility Verification (EEV) work authorization program throughout the contract period.

The undersigned further agrees that should it employ or contract with any subcontractor(s) or should its subcontractor(s) employ other subcontractor(s) for the physical performance of services pursuant to the contract with Cobb County, Georgia, the undersigned subcontractor will:

- (1) Notify the County within five business days of entering into a contract or agreement for hire with any subcontractor(s);
- (2) Secure from any subcontractor(s) and/or their subcontractor(s) verification of compliance with O.C.G.A. § 13-10-91 on this Subcontractor Affidavit & Agreement (EXHIBIT A-1) form prior to the commencement of any work under the contract/agreement;
- (3) Secure from any subcontractor(s) and/or their subcontractor(s) a completed Immigration Compliance Certification (EXHIBIT A-2) prior to the commencement of any work under the contract/agreement;
- (4) Provide the subcontractor(s) with legal notice that Cobb County, Georgia, reserves the right to dismiss, or require the dismissal of, any contractor or subcontractor for failing to provide the affidavit and/or for failure to comply with the requirements referenced in the affidavit; and
- (5) Maintain records of such compliance and provide a copy of each such verification to Cobb County, Georgia, at the time the subcontractor(s) is retained to perform such services or upon any request from Cobb County, Georgia; and
- (6) Maintain such records for a period of five (5) years.

 EEV (E-Verify) Program User ID Number

 EEV Program Date of Authorization

BY: Authorized Officer or Agent
 [Subcontractor Name]

 Subcontractor Business Name

 Printed Name

 Date

SWORN AND SUBSCRIBED BEFORE ME
 ON THIS THE ____ DAY OF _____, 201__

 Notary Public Commission Expires: _____

(Effective 9/20/2013 Supersedes All Previous Versions)



5.27 Immigration Compliance Certification - Exhibit A-2

ITB Page 31

Immigration Compliance Certification

(Exhibit A-2)

To be completed by Contractor and all Subcontractors

We have completed Exhibit A-2 – Immigration Compliance Certification and have included it on the following page.

Due to limited space on the Exhibit form, we have provided an additional list of employees to be assigned to the ITB # 14 – 5903 Roofing Supplies and Services, Waterproofing and Related Products and Services contract on the page following the form, titled **Addendum to Exhibit A-2**.

COBB COUNTY GENERAL INSTRUCTIONS FOR BIDDERS, TERMS AND
CONDITIONS

IMMIGRATION COMPLIANCE CERTIFICATION
(To be completed by Contractor and all Subcontractors)
(EXHIBIT A-2)

I certify to the Cobb County Board of Commissioners that the following employees will be assigned to:
ITB #14-5903 Roofing Supplies and Services, Waterproofing and Related Products and Services

(Project Name/Description)

<u>Jennifer Cea</u>	<u>Matthew Egan</u>	<u>Annie Kerch</u>
<u>Brendan Conway</u>	<u>Stacy Fischer</u>	<u>Brian Lambert</u>
<u>Scott Craft</u>	<u>Julia Holland</u>	<u>Continued on attached</u>

Addendum 1 to Exhibit A-2

I further certify to Cobb County, Georgia the following:

- The E-Verify program was used to verify the employment eligibility of each of the above-listed employees hired after the effective date of our contract to use the program;
- We have not received a Final Nonconfirmation response from E-Verify for any of the employees listed.
- If we receive a Final Nonconfirmation response from E-Verify for any of the employees listed above, we will immediately terminate that employee's involvement with the project.
- I have confirmed that we have an I-9 on file for every employee listed above and that to the best of my knowledge all the I-9s are accurate.
- To the best of my knowledge and belief, all of the employees on the above list are legally authorized to work in the United States.
- If any other employee is assigned to this Cobb County project, a certification will be provided for said employee prior to the employee commencing work on the project.

To the best of my knowledge and belief, the above certification is true, accurate and complete.

Sworn to by:



Signature of Officer

Charles A. Ripepi, CFO

Printed Name/Title

March 24, 2014

Date


Employer Name & Address:

Garland/DBS, Inc.

3800 East 91st Street

Cleveland, OH 44105

SWORN AND SUBSCRIBED BEFORE ME
ON THIS THE 24 DAY OF March, 2014


Notary Public Commission Expires: _____



BRENDAN M. CONWAY
Attorney at Law
Notary Public, State of Ohio
My commission has
no expiration date.
Section 147.03 O.R.C.

(Effective 9/20/2013 Supersedes _____)



5.27.1 Addendum to Exhibit A-2 – Additional assigned employees

ITB Page 31

In addition to the personnel listed on Exhibit A-2, we certify the following employees will be assigned to the ITB # 14 – 5903 Roofing Supplies and Services, Waterproofing and Related Products and Services contract and meet the requirements as stated on the form.

Janice Manning
William Pancoast
Frank Percaciante
John L. Pierson, Jr.
Benjamin Runyan
David Sokol
Bryan Taylor
Megan Wuhr
Eric Younkin



5.28 Disadvantaged Business Enterprise (DBE)

ITB Page 32

Disadvantaged Business Enterprises (DBE):

The following provisions should be carefully read to determine applicability to your business.

Cobb County Government encourages the participation of all businesses in offering their services and/or products. The Cobb County Government has the goal to fairly and competitively procure the best product at the most reasonable cost. A Disadvantaged Business Enterprise (DBE) is generally defined as a Female, Black American, Hispanic American and any other minority owned business. The Federal Government has long had program in place to ensure participation of DBE vendors and suppliers. The State of Georgia has established a similar program whereby DBE firms are defined, certified and made known. This effort is managed by the Georgia Department of Transportation (GDOT). More information can be obtained from GDOT web site:

1. <http://www.dot.state.ga.us/eeo-dlv/index.shtml>

The Cobb County Government addresses DBE business participation (frequency and dollar value) in the following ways:

1. The Cobb County wishes to identify all DBE participation; both at the contractor and sub-contractor levels in the following ways.
 - a) DBE businesses are requested to identify such status at the time they register as a vendor.
 - b) DBE businesses are requested to identify themselves at the time they propose to do business. Please complete EXHIBIT B if applicable and return with bid submittal.
 - c) All businesses will receive with each Purchase Order an instruction sheet for use of the furnished *Cobb County Government DBE Participation Report*, EXHIBIT C. Businesses are requested to complete this report and submit it with each invoice for the time period billed.
2. Cobb County has established a Disadvantaged Business Enterprise Plan in accordance with the regulations of the U.S. Department of Transportation (U. S. Department of Transportation (USDOT), 49 CFR Part 26.) The Cobb County Department of Transportation is the lead agency for implementing the USDOT DBE Program for the County.

The Plan applies only to projects which are clearly indicated by the County.

Garland/DBS, Inc. is not classified as a Disadvantaged Business Enterprise (DBE), but we will continue to work with DBE-eligible partners (as appropriate) to the scope of work and regional requirements of each individual project.



5.28 Exhibit B - Disadvantaged Business Enterprise (DBE) Identification Form

ITB Page 33

Exhibit B - Disadvantaged Business Enterprises (DBE) Identification Form

Garland/DBS, Inc. is not classified as a Disadvantaged Business Enterprise, and therefore has not completed Exhibit B. However, we will continue to work with DBE-eligible partners (as described elsewhere in this bid response package) in implementing a new Master Agreement, as appropriate to the scope of work and regional requirements of each individual project. A comprehensive explanation of Garland/DBS, Inc.'s history on working with DBE-eligible partners to meet public agency requirements can be found in **Tab 10, Section 10.2.5**.

COBB COUNTY GENERAL INSTRUCTIONS FOR BIDDERS, TERMS AND
CONDITIONS
EXHIBIT B

DISADVANTAGED BUSINESS ENTERPRISE (DBE) IDENTIFICATION FORM

A Disadvantaged Business Enterprise (DBE) is generally defined as a Female, Black American, Hispanic American and any other minority owned business. If your firm is classified as a Disadvantaged Business Enterprise (DBE), please complete this form and submit with bid response or send to:

CobbCounty Purchasing Department
Attn: Purchasing Director
100 Cherokee Street, Suite 260
Marietta, GA 30090
Fax: 770-528-1154
Email: purchasing@cobbcounty.org

Name of Business: _____

Address: _____

Telephone: _____

Fax: _____

Email: _____

Certification Number: _____

Name of Organization Certification _____

**This information is acquired for informational purposes only and
will have no bearing on the award unless otherwise stated**



5.28 Exhibit C - Disadvantaged Business Enterprise (DBE) Participation Report

ITB Pages 34-35

Exhibit C - Disadvantaged Business Enterprise (DBE) Participation Report

Garland/DBS, Inc. acknowledges Exhibit C and the requirement to complete a report descriptive of any DBE subcontractor involvement in work for which the government is making payment. Whenever required by Cobb County or any other Participating Public Agency, Garland/DBS will complete an Exhibit C report for each billing period, and attach it to the invoice to be sent to the Participating Public Agency receiving the product or service.

COBB COUNTY GENERAL INSTRUCTIONS FOR BIDDERS, TERMS AND
CONDITIONS

Instructions for Completing Exhibit C
Disadvantaged Business Enterprise (DBE)
Participation Report

All Cobb County Government contractors or vendors are requested to complete a report descriptive of any DBE subcontractor involvement in work for which the government is making payment. If otherwise specified in an RFP/ITB or contract, additional reporting forms may be required as well.

The objective of this request is to assist in the identification of Disadvantaged Business Enterprise (DBE) business participation with the Cobb County Government and to quantify that participation.

The Cobb County Government does not administer a DBE Certification Program. The principle certification agency for the State of Georgia is the Georgia Department of Transportation. As a Contractor/Vendor you are not responsible for verification of any DBE Certification information of your subcontractor.

***** Instructions *****

1. Contractor/Vendor is furnished the one-page *DBE Monthly Participation Report* with each Cobb County Government-issued Purchase Order.
2. Contractor/Vendor completes this report for each billing period and attaches it to the invoice to then be sent to the County department/agency receiving the service or product.
3. Upon receipt of a Contractor/Vendor invoice and DBE report, the County department/agency receiving the service or product should keep a copy of the completed DBE report for their reporting process. In order to add or verify the prime contractor is registered as a DBE vendor in AMS, the County department/agency should send a copy of the DBE report to:

Cobb County Purchasing Division

Attn.: DBE Report

A Disadvantaged Business Enterprise (DBE) is a firm that is under the control of someone in an ownership position (at least 51%) that:

1. Has membership in one or more of the following groups: Female, Black American, Hispanic American, Native American, Subcontinent Asian American and Asian-Pacific America. There may be other groups that may be eligible to be certified as DBE.
2. Is a U.S. citizen or lawfully admitted permanent resident of the U.S.
3. Has a personal net worth which does not exceed \$750,000.
4. The business meets the Small Business Administration's size standard for a small business. Its annual gross receipts for the three previous fiscal years cannot have exceeded \$22,410,000. Depending on the type of work the business performs, other size standards may apply.
5. The business is organized as a for-profit business.
6. The business may also be DBE eligible as a certified U.S. Small Business Administration 8(a)

COBB COUNTY GENERAL INSTRUCTIONS FOR BIDDERS, TERMS AND
CONDITIONS

Exhibit C

Cobb County Government Disadvantaged Business Enterprise Participation
Monthly Report

Contractor/Vendor: Please keep this blank report to make copies as needed. Print or type in the report, then send the completed report to the County department/agency receiving the service or product.

County Departments: Keep a copy of this completed report and use the dollar figures to input into your quarterly DBE report to the DBE Liaison (Records Management Division). If you already have a similar reporting method of gathering the dollar figures continue to use it. Send a copy of this completed report to the Purchasing Division (Attn: DBE Report) to add or verify the prime contractor is registered as a DBE vendor in AMS.

Submitted by: _____ Month Invoiced: _____
Name of Prime Contractor/Vendor From/To:

Cobb County Project Name: _____ Bid or P.O. Number: _____

Cobb County Department or Agency receiving service or product: _____

Description of Purchased Service/Product: _____

Full Contracted Amount: \$ _____ Payment amount requested at this time: \$ _____

1. Are YOU, the Prime Contractor a DBE business? YES _____ NO _____
2. Are YOUR subcontractors DBE vendors? YES _____ NO _____

Please provide information below for each participating DBE subcontractor(s).

DBE Subcontractor Business Name	Type Service or Product Supplied	DBE Subcontractor Business/Contact Tel. Number	Actual Dollar Value of DBE Subcontractor Participation this Reporting Month
			\$
			\$
			\$
			\$
			\$
			\$

Submitted by: _____
Printed Name

Title or position: _____

Date Completed: _____

Signature of Authorized Representative



**Tab 6: U.S. Communities Information
Supplier Qualifications**



6.1 Supplier Qualifications

ITB Pages 36-39

SUPPLIERS

Commitments

U.S. Communities views the relationship with an awarded Supplier as an opportunity to provide maximum benefit to both the Participating Public Agencies and to the Supplier.

The successful foundation of the partnership requires commitments from both U.S. Communities and the Supplier. U.S. Communities requires the Supplier to make the four commitments set forth below (Corporate, Pricing, Economy, Sales) to ensure that Supplier is providing the highest level of public benefit to Participating Public Agencies:

(a) Corporate Commitment.

- i. The pricing, terms and conditions of the Master Agreement shall, at all times, be Supplier's primary contractual offering of Products and Services to Public Agencies. All of Supplier's direct and indirect marketing and sales efforts to Public Agencies shall demonstrate that the Master Agreement is Supplier's primary offering and not just one of Supplier's contract options.
- ii. Supplier's sales force (including inside, direct and/or authorized dealers, distributors and representatives) shall always present the Master Agreement when marketing Products or Services to Public Agencies.
- iii. Supplier shall advise all Public Agencies that are existing customers of Supplier as to the pricing and other value offered through the Master Agreement.
- iv. Upon authorization by a Public Agency, Supplier shall transition such Public Agency to the pricing, terms and conditions of the Master Agreement.
- v. Supplier shall ensure that the U.S. Communities program and the Master Agreement are actively supported by Supplier's senior executive management.
- vi. Supplier shall provide a national/senior management level representative with the authority and responsibility to ensure that the Supplier's Commitments are maintained at all times. Supplier shall also designate a lead referral contact person who shall be responsible for receiving communications from U.S. Communities concerning new Participating Public Agency registrations and for ensuring timely follow-up by Supplier's staff to requests for contact from Participating Public Agencies. Supplier shall also provide the personnel necessary to implement and support a supplier-based internet web page dedicated to Supplier's U.S. Communities program and linked to U.S. Communities' website and shall implement and support such web page.
- vii. Supplier shall demonstrate in its procurement solicitation response and throughout the term of the Master Agreement that national/senior management fully supports the U.S. Communities program and its commitments and requirements. National/Senior management is defined as the executive(s) with companywide authority.
- viii. Where Supplier has an existing contract for Products and Services with a state, Supplier shall notify the state of the Master Agreement and transition the state to the pricing, terms and conditions of the Master Agreement upon the state's request. Regardless of whether the state decides to transition to the Master Agreement, Supplier shall primarily offer the Master Agreement to all Public Agencies located within the



state.

(b) Pricing Commitment.

- i. Supplier represents to U.S. Communities that the pricing offered under the Master Agreement is the lowest overall available pricing (net to purchaser) on Products and Services that it offers to Public Agencies. Supplier's pricing shall be evaluated on either an overall project basis or the Public Agency's actual usage for more frequently purchased Products and Services.
- ii. Contracts Offering Lower Prices. If a pre-existing contract and/or a Public Agency's unique buying pattern provide one or more Public Agencies a lower price than that offered under the Master Agreement, Supplier shall match that lower pricing under the Master Agreement and inform the eligible Public Agencies that the lower pricing is available under the Master Agreement. If an eligible Public Agency requests to be transitioned to the Master Agreement, Supplier shall do so and report the Public Agency's purchases made under the Master Agreement going forward. The price match only applies to the eligible Public Agencies. Below are three examples of Supplier's obligation to match the pricing under Supplier's contracts offering lower prices.
 - A. Supplier holds a state contract with lower pricing that is available to all Public Agencies within the state. Supplier would be required to match the lower state pricing under the Master Agreement and make it available to all Public Agencies within the state.
 - B. Supplier holds a regional cooperative contract with lower pricing that is available only to the ten cooperative members. Supplier would be required to match the lower cooperative pricing under the Master Agreement and make it available to the ten cooperative members.
 - C. Supplier holds a contract with an individual Public Agency. The Public Agency contract does not contain any cooperative language and therefore other Public Agencies are not eligible to utilize the contract. Supplier would be required to match the lower pricing under the Master Agreement and make it available only to the individual Public Agency.
- iii. Deviating Buying Patterns. Occasionally U.S. Communities and Supplier may interact with a Public Agency that has a buying pattern or terms and conditions that considerably deviate from the normal Public Agency buying pattern and terms and conditions, and causes Supplier's pricing under the Master Agreement to be higher than an alternative contract held by Supplier. This could be created by a unique end-user preference or requirements. In the event that this situation occurs, Supplier may address the issue by lowering the price under the Master Agreement on the item(s) causing the large deviation for that Public Agency. Supplier would not be required to lower the price for other Public Agencies.
- iv. Supplier's Options in Responding to a Third Party Procurement Solicitation. While it is the objective of U.S. Communities to encourage Public Agencies to piggyback on to the Master Agreement rather than issue their own procurement solicitations, U.S. Communities recognizes that for various reasons some Public Agencies will issue their own solicitations. The following options are available to Supplier when responding to a Public Agency solicitation:
 - A. Supplier may opt not to respond to the procurement solicitation. Supplier may make the Master Agreement available to the Public Agency as a comparison to its solicitation responses.
 - B. Supplier may respond with the pricing, terms and conditions of the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement.
 - C. If competitive conditions require pricing lower than the standard Master Agreement



pricing, Supplier may submit lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement. Supplier would not be required to extend the lower price to other Public Agencies.

- D. Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement. If awarded a contract, Supplier shall still be bound by all obligations set forth in the Administration Agreement, including, without limitation, the requirement to continue to advise the awarding Public Agency of the pricing, terms and conditions of the Master Agreement.
- E. Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement and if an alternative response is permitted, Supplier may offer the pricing under the Master Agreement as an alternative for consideration.

(c) **Economy Commitment.** Supplier shall demonstrate the benefits, including the pricing advantage, of the Master Agreement over alternative options, including competitive solicitation pricing and shall proactively offer the terms and pricing under the Master Agreement to Public Agencies as a more effective alternative to the cost and time associated with such alternate bids and solicitations.

(d) **Sales Commitment.** Supplier shall market the Master Agreement through Supplier's sales force or dealer network that is properly trained, engaged and committed to offering the Master Agreement as Supplier's primary offering to Public Agencies. Supplier's sales force compensation and incentives shall be greater than or equal to the compensation and incentives earned under other contracts to Public Agencies.

- i. **Supplier Sales.** Supplier shall be responsible for proactive direct sales of Supplier's Products and Services to Public Agencies and the timely follow-up to sales leads identified by U.S. Communities. Use of product catalogs, targeted advertising, direct mail and other sales initiatives are encouraged. All of Supplier's sales materials targeted towards Public Agencies shall include the U.S. Communities logo. U.S. Communities hereby grants to Supplier, during the term of this Agreement, a non-exclusive, revocable, non-transferable, license to use the U.S. Communities name, trademark, and logo solely to perform its obligations under this Agreement, and for no other purpose. Any goodwill, rights, or benefits derived from Supplier's use of the U.S. Communities name, trademark, or logo shall inure to the benefit of U.S. Communities. U.S. Communities shall provide Supplier with its logo and the standards to be employed in the use of the logo. During the term of the Agreement, Supplier grants to U.S. Communities an express license to reproduce and use Supplier's name and logo in connection with the advertising, marketing and promotion of the Master Agreement to Public Agencies. Supplier shall assist U.S. Communities by providing camera-ready logos and by participating in related trade shows and conferences. At a minimum, Supplier's sales initiatives shall communicate that (i) the Master Agreement was competitively solicited by the Lead Public Agency, (ii) the Master Agreement provides the best government pricing, (iii) there is no cost to Participating Public Agencies, and (iv) the Master Agreement is a non-exclusive contract.
- ii. **Branding and Logo Compliance.** Supplier shall be responsible for complying with the U.S. Communities branding and logo standards and guidelines. Prior to use by Supplier, all U.S. Communities related marketing material must be submitted to U.S. Communities for review and approval.
- iii. **Sales Force Training.** Supplier shall train its national sales force on the Master Agreement and U.S. Communities program. U.S. Communities shall be available to train regional or district managers and generally assist with the education of sales personnel.
- iv. **Participating Public Agency Access.** Supplier shall establish the following communication links to facilitate customer access and communication:



- A. A dedicated U.S. Communities internet web-based homepage containing:
 - (1) U.S. Communities standard logo with Founding Co-Sponsors logos;
 - (2) Copy of original procurement solicitation;
 - (3) Copy of Master Agreement including any amendments;
 - (4) Summary of Products and Services pricing;
 - (5) Electronic link to U.S. Communities' online registration page; and
 - (6) Other promotional material as requested by U.S. Communities.
 - B. A dedicated toll-free national hotline for inquiries regarding U.S. Communities.
 - C. A dedicated email address for general inquiries in the following format:
uscommunities@(name of supplier).com.
- v. Electronic Registration. Supplier shall be responsible for ensuring that each Public Agency has completed U.S. Communities' online registration process prior to processing the Public Agency's first sales order.
 - vi. Supplier's Performance Review. Upon request by U.S. Communities, Supplier shall participate in a performance review meeting with U.S. Communities to evaluate Supplier's performance of the covenants set forth in this Agreement.
 - vii. Supplier Content. Supplier may, from time to time, provide certain graphics, media, and other content to U.S. Communities (collectively "Supplier Content") for use on U.S. Communities websites and for general marketing and publicity purposes. Supplier hereby grants to U.S. Communities and its affiliates a non-exclusive, worldwide, perpetual, free, transferrable, license to reproduce, modify, distribute, publically perform, publically display, and use Supplier Content in connection with U.S. Communities websites and for general marketing and publicity purposes, with the right to sublicense each and every such right. Supplier warrants that: (a) Supplier is the owner of or otherwise has the unrestricted right to grant the rights in and to Supplier Content as contemplated hereunder; and (b) the use of Supplier Content and any other materials or services provided to U.S. Communities as contemplated hereunder will not violate, infringe, or misappropriate the intellectual property rights or other rights of any third party.

As detailed throughout **Tab 10: Supplier Information**, Garland/DBS, Inc. understands and agrees to each of the Supplier Commitments stated herein, including the Corporate Commitment, Pricing Commitment, Economy Commitment and Sales Commitment. By signing the U.S. Communities Administration Agreement, which has been provided in **Tab 11: Administration Agreement**, Garland/DBS, Inc. will continue to deliver on these commitments as we have under the existing Master Agreement.



7.1 U.S. Communities Administration Agreement

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U.S. Communities Administration Agreement

The Supplier is required to execute the U.S. Communities Administration Agreement unaltered (attached hereto in this U.S. Communities Information Section) prior to the award of the U.S. Communities contract. The Agreement outlines the Supplier's general duties and responsibilities in implementing the U.S. Communities contract.

The executed U.S. Communities Administration Agreement is required to be submitted with the supplier's proposal without exception or alteration. Failure to do so will result in disqualification.

Garland/DBS, Inc. understands that we are required to execute the U.S. Communities Administration Agreement unaltered (attached hereto in this U.S. Communities Information Section) prior to the award of the U.S. Communities contract. The Agreement outlines the Supplier's general duties and responsibilities in implementing the U.S. Communities contract.

We have executed the U.S. Communities Agreement and have submitted it with our bid response package without exception or alteration. The U.S. Communities Agreement is in **Tab 11: Administration Agreement**.



Tab 8: Supplier Worksheet for National Program Consideration



8.1 Supplier Worksheet for National Program Consideration

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Suppliers are required to meet specific qualifications. Please respond in the spaces provided after each qualification statement below: A "no" response to any question will result in disqualification.

We have completed the Supplier Worksheet for National Program Consideration and have provided it on the following page.

U.S. COMMUNITIES INFORMATION
SUPPLIER WORKSHEET FOR NATIONAL PROGRAM
CONSIDERATION

Suppliers are required to meet specific qualifications. Please respond in the spaces provided after each qualification statement below: A "no" response to any question will result in disqualification.

- A. State if pricing for all Products/Services offered will be the most competitive pricing offered by your organization to Participating Public Agencies nationally.
YES NO
- B. Does your company have the ability to provide service to any Participating Public Agencies in at least 25 states, and the ability to deliver service in Alaska and Hawaii?
YES NO
- C. Does your company have a national sales force, dealer network or distributor with the ability to call on Participating Public Agencies in at least 25 U.S. states?
YES NO
- D. Did your company have sales greater than \$40 million last year in the United States?
YES NO
- E. Does your company have existing capacity to provide toll-free telephone and state of the art electronic, facsimile and internet ordering and billing?
YES NO
- F. Will your company assign a dedicated Senior Management level Account Manager to support the resulting U.S. Communities program contract?
YES NO
- G. Does your company agree to respond to all agency referrals from U.S. Communities within 2 business days?
YES NO
- H. Does your company maintain records of your overall Participating Public Agencies' sales that you can and will share with U.S. Communities to monitor program implementation progress?
YES NO
- I. Will your company commit to the following program implementation schedule?
YES NO
- J. Will the U.S. Communities program contract be your lead public offering to Participating Public Agencies?
YES NO

Garland/DBS, Inc.

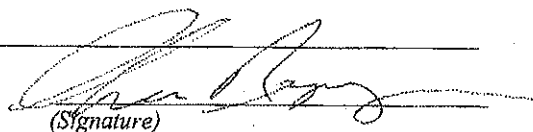
Submitted by:

Charles A. Ripepi

(Printed Name)

CFO

(Title)



(Signature)

March 24, 2014

(Date)



Tab 9: Supplier Implementation Checklist



9.1 Supplier Implementation Checklist

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Supplier Implementation Checklist

Garland/DBS, Inc. acknowledges the Supplier Implementation Checklist and the requirement to meet the contract implementation expectations defined here, including the timelines, as stipulated. Garland/DBS intends to comply with these requirements (and/or any subsequently refined requirements to account for the fact that some of the responsibilities defined have already been completed by Garland/DBS as the incumbent contractor). Our plan for the items provided in the Supplier Implementation Checklist and any subsequently refined requirements needed for the implementation of the new Master Agreement as the incumbent contractor have been provided in **Tab 10, Section 10.8 National Staffing Plan**.

U.S. COMMUNITIES INFORMATION
SUPPLIER IMPLEMENTATION CHECKLIST

New Supplier Implementation Checklist	Target Completion After Award
1. First Conference Call Discuss expectations Establish initial contact people & roles Outline kickoff plan Establish WebEx training date	One Week
2. Second Conference Call Review Contract Commitments	One Week
3. Executed Legal Documents U.S. Communities Administration Agreement Lead Public Agency agreement signed	One Week
4. Supplier Login Established Complete Supplier Set Up form Complete user account & user ID form	One Week
5. Initial Sr. Management Meeting Implementation Process Progress U.S. Communities & Supplier Organizational Overview Supplier Manager to review and further discuss commitments	Two Weeks
6. Initial National Account Manager (NAM) & Staff Training Meetings Discuss expectations, roles & responsibilities Introduce and review web-based tools Review process & expectations with NAM and lead referral person	Two Weeks
7. Review Top Joint Target Opportunities Top 10 local contracts Review top U.S. Communities Participating Public Agencies (PPA)	Four Weeks
8. Program Contact Requirements Supplier contacts communicated to U.S. Communities Staff Dedicated email Dedicated toll free number Dedicated fax number	One Week
9. Web Development Initiate IT contact Initiate E-Commerce Conversation Begin Website construction Website final edit Product upload to U.S. Communities site	One Week One Week Two Weeks Five Weeks Five Weeks
10. Sales Training & Roll Out Program Manager (PM) briefing - Coordinate with NAM Initial remote WebEx training for all sales - Coordinate with NAM Establish 90-day face-to-face training plan/strategy session for all	Five Weeks Three Weeks Two Weeks

U.S. COMMUNITIES INFORMATION
SUPPLIER IMPLEMENTATION CHECKLIST

sales --with NAM & PM

Top 10 metro areas - Coordinate with NAM & PM

Four Weeks

Initiate contact with Advisory Board (AB) members

Four Weeks

11. Marketing

Six Weeks

General announcement

1 Page Summary with Supplier contacts

Branding of program

Supplier handbook

Announcement to AB and Sponsors



Tab 10: Supplier Information



10.1 Company

ITB Pages 44-45

Please respond to the following requests for information about your company:

10.1.1 Total number and location of sales persons employed by your company in the United States

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10.1.1 Total number and location of sales persons employed by your company in the United States:

Garland/DBS, Inc. is currently represented by 177 field sales representatives strategically located in 44 states across the United States; Garland Regional Sales Managers assume representation for the six remaining states, as summarized below:

State	Number of Representatives	State	Number of Representatives
AL	4	MT	Northwest Regional Manager
AK	1	NC	3
AR	1	ND	Gateway Regional Manager
AZ	3	NE	1
CA	21	NH	1
CO	5	NJ	4
CT	3	NM	1
DE	Eastern Regional Manager	NV	2
FL	6	NY	7
GA	4	OH	8
HI	Western Regional Manager	OK	1
IA	2	OR	2
ID	3	PA	10
IL	8	RI	2
IN	3	SC	4
KS	1	SD	Gateway Regional Manager
KY	4	TN	7
LA	3	TX	14
MA	6	UT	1
MD	2	VA	3
ME	1	VT	1
MI	5	WA	5
MN	2	WV	2
MO	2	WI	6
MS	2	WY	Northwest Regional Manager



10.1.2 Number and location of distribution outlets in the United States

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10.1.2 Number and location of distribution outlets in the United States (if applicable);

The following chart provides a detailed description of all the facilities used for distribution of the Garland materials represented in the line-item pricing portion of this proposal.

Location	Number of Buildings	Number of Stories	Total Square Footage	Dedicated Space Allotted to Garland Materials
Cleveland OH	1	1	102,000	102,000
Cleveland OH	2	1	37,000	37,000
Cleveland OH	1	1	22,359	22,359
Norcross GA	1	1	75,000	33,750
Albuquerque NM	1	1	15,000	15,000
Auburn AL	1	1	50,000	30,000
Morrilton AR	1	1	63,000	28,350
Morrilton AR	1	1	6,000	6,000
Fontana CA	1	2	72,000	15,000

Over the years, Garland's transportation program has continued to evolve with the ever-changing market landscape. Our organization once managed its own freight program, but as the market became more competitive and freight and fuel costs continued to escalate, it became clear that our customers would receive better value if we outsourced our freight.

Today, we use a large, national Third Party Logistics (3PL) company, which provides us with improved access to equipment across the country, and with better leveraging of our total freight on a national level to obtain the best possible rates for our customers. We are now able to minimize costs when managing shipments between suppliers and our various manufacturing locations. We extend this freight service to our customers as well, but using the Garland freight program is not mandatory. However, to improve the cost and availability of equipment, we do recommend that our Participating Public Agency customers take advantage of our 3PL freight program. Freight charges are passed along directly to our customers and billed at the time of invoice; Garland/DBS does not mark up the freight charges.

10.1.3 Number and location of support centers

ITB Page 44

10.1.3 Number and location of support centers (if applicable);

Garland/DBS Engineering Services, Customer Service, and Marketing support for the proposed Master Agreement are located at our corporate headquarters in Cleveland, OH. In addition, we employ 177



We have provided our most recent Dun & Bradstreet report, along with Audited Financials for Garland/DBS, Inc., The Garland Company, Inc., and Design-Build Solutions, Inc. in **Appendix B: Financial Information**.

10.1.6 List of Ten Largest Public Agency Customers

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10.1.6 Provide a list with contact information of your company's ten largest public agency customers, excluding the federal government. U.S. Communities Advisory Board Members are to be excluded from the list provided. Provide a list with contact information of five public agency customers that your company has lost in the last twelve months.

Over the term of the existing Cobb County Master Agreement, Garland/DBS, Inc. has provided material-only or complete turnkey solutions to the following Top Ten customers. These customers are all familiar with the current Cobb County Master Agreement and U.S. Communities program and its use for the procurement of Roofing Supplies and Related Products and Services. The customers named account for 22 percent of the total sales volume generated under the existing contract, with the remaining 80 percent being generated by a multitude of Participating Public Agencies representing a variety of geographical regions and market segments.

Public Agency	City	State	Contact Name	Contact Email
Carroll County, MD	Westminster	MD	Joe Barrington	barrington@cgc.carr.org
Chichester School District	Aston	PA	Jay Keever	jkeever@chichestersd.org
Council Rock School District	Newton	PA	James Catozzi	jcatozzi@crsd.org
Derry Township School District	Hershey	PA	Kelly Martin	kmartin@hershey.k12.pa.us
Independent School District 709	Duluth	MN	Sherry Holten	sherry.holten@duluth.k12.mn.us
Long Beach Unified School District	Long Beach	CA	Mary Grant	mgrant@lbuschools.net
Mukilteo School District	Mukilteo	WA	Neva Redmond	redmondnj@mukilteo.wednet.edu
Pennsbury School District	Fallinsington	PA	Luann Drabb	drabb@pennsbury.k12.pa.us
St. Cloud Area School District 742	St. Cloud	MN	Kevin Januszewski	kevin.januszewski@isd742.org
Wilson County Board of Education	Lebanon	TN	Mickey Hall	jonesba@wcschools.com

Garland/DBS, Inc. is unaware of having lost any public sector customers during the last 12 months. All customers of warranted Garland materials are surveyed to ascertain customer satisfaction. We have averaged a 4.6 rating out of a possible 5 points over the last four years, as indicated in the table below. An above-average (30 percent) of customers purchasing warranted Garland materials returned the customer satisfaction surveys on which this summary is based. To review the actual customer survey questions, please see **Tab 10, Section 10.5.3**.



Average Rating 2010	Average Rating 2011	Average Rating 2012	Average Rating 2013
4.61	4.59	4.65	4.66

10.2 Distribution

ITB Page 45

10.2.1 Nationwide Product Distribution

ITB Page 45

10.2.1 Describe how your company proposes to distribute the Products nationwide.

Garland/DBS, Inc. has a four-plus year track record of providing Cobb County and other U.S. Communities Participating Public Agencies a full spectrum of roofing materials, installation, and support services from a single, reliable source. Garland/DBS, Inc. offers the financial stability and full-service accountability of an organization that has built its reputation on developing and sustaining long-term customer relationships.

The successful sales model we have been using with Participating Public Agencies works like this:

1. Our locally based sales representatives (territory managers) explain the benefits of U.S. Communities participation to all existing and prospective non-federal public sector agencies during the sales process, facilitating their registration as appropriate.
2. All orders are placed through our sales representatives, who identify customers as Participating Public Agencies at the time of order placement.
3. For both material-only and turnkey sales, the sales representative remains the Participating Public Agency's primary point of contact, coordinating any necessary support services as required and ensuring trouble-free and seamless delivery of a finished project.

Whenever a new product or service is introduced, a related news release is distributed to the U.S. Communities marketing team at the same time it is released to the public. These new products⁵ are formally made available to Participating Public Agencies as soon as they have been included in our revised price list and become available for ordering, i.e., within two working days of their formal release

⁵ See purple-keyed items in Products, Services and Solutions section for those products and services introduced since we were awarded a contract in 2009.



to our U.S. sales force. The pricing offered on new products and services is always the lowest pricing available.

10.2.2 Other companies involved in processing, handling or shipping

ITB Page 45

10.2.2 Identify all other companies that will be involved in processing, handling or shipping the Product to the end user.

Garland/DBS, Inc. – Total Project Delivery

As the incumbent roofing contractor, Garland/DBS, Inc. is solely responsible for the seamless delivery of materials and services under the existing Roofing Supplies and Related Products and Services contract. We welcome the opportunity to continue in that role, implementing the proposed new Roofing Supplies and Services, Waterproofing and Related Products and Services contract.

The total project delivery process that was established for our original Master Agreement with Cobb County and U.S. Communities, and which will continue should a new contract be awarded to Garland/DBS, Inc., was devised specifically to eliminate liability concerns and the frustrations associated with cost overruns, scheduling delays, the substitution of inferior materials, and the restrictive limitations of low-bid purchasing. With Garland/DBS, Inc. as your partner in performance, Garland/DBS, Inc. is 100 percent accountable for all outcomes including:

- Materials
- Subcontractor Selection
- Specified Project Performance
- Guaranteed Pricing
- On-Time Delivery

The Differentiating Benefit of Employee-Ownership

As employee-owners, every individual responsible for managing the various aspects of material-only and turnkey projects is personally vested in achieving successful project outcomes for our customers. That same commitment to performance is exemplified in every aspect of our day-to-day operations, from research and development to after-the-sale services. The Garland organization is focused on developing long-term customer relationships through which we are able to create value for our customers and shareholder employees year after year. We are an organization that stays true to our word and honors our obligations, understanding that the long-term success of our customers is the best guarantee of our own success.

This has been proven time and time again throughout Garland's history. Over 1,000 turnkey projects, and an additional 300-plus material-only projects have been delivered to U.S. Communities Participating Public Agencies - on time and within budget - since 2009. Sample projects for which



Garland/DBS, Inc. has provided all labor, supervision, materials, equipment, tools, transport, supplies and installation services have been summarized in **Tab Attachment A: Experience Record**.

The Core Values that guide Garland/DBS, Inc. and all Garland Industries companies follow:

A People-First Philosophy — The upside-down organizational chart that guides our business puts our customers first, our sales force second (as the most direct link to them), and everyone else at their service. We believe the only way to build lasting success for our extended family of employee-owners is to help our customers succeed.

Entrepreneurial Salesmanship — The ability of our employee-owner sales force to respond quickly and effectively to customer needs is critical to our success. We believe in an entrepreneurial sales environment that motivates personal accountability through uncapped short-term financial rewards, a long-term financial stake in the business, and guaranteed territories.

An Independent Spirit — Taking ownership of assignments and exercising independent judgment to solve problems is the expectation of every Garland employee owner. We are a non-hierarchical organization that empowers its employees to think for themselves and get the job done right, while providing them with a support system that facilitates success. We understand that continued growth requires an environment that rewards achievement while giving people enough latitude, not only to succeed, but occasionally, to fail.

The Drive to Be the Best — Raising the bar on performance is intrinsic to our culture. Whether in research, development, sales, or service, if there is a better way, Garland will find and implement it.

Integrity — Garland has a clearly defined Code of Ethics and reacquaints all employees with it on an annual basis to ensure continued understanding and compliance. With over 118 years of history behind us, we are here for the long-term. We honor our commitments to each other and to the family of customers and supplier-partners whose continued success depends upon our own.

Creativity — Garland promotes competitive and collaborative activities across disciplines, providing financial rewards and recognition to those whose inventiveness opens new pathways to success.

Adaptability to Change — We are fundamentally a sales and service organization dedicated to building lasting relationships with customers who have high expectations of performance. It is our core values, not the materials we manufacture or the products we sell, that define us as a Company.

Our organization demands from its own suppliers, including our network of authorized contractors, that same customer-driven ethic. To help ensure that all Agency requirements are met in a manner consistent with our own Core Values, we have undertaken a variety of initiatives including but not limited to:

- Providing our authorized contractors with on-going opportunities for classroom and field training on the proper application of Garland systems



- Developing MWBE goals and/or an MWBE plan to incorporate subcontractors who have different small business and socioeconomic designations/classifications that may provide U.S. Communities Participating Public Agencies with a competitive advantage when project funding is contingent on, or advantaged towards, targeted groups. These relationships encompass a wide range of business-ownership designations/classifications, including but not limited to tribal-owned, women-owned, minority-owned, veteran-owned, and service-disabled-veteran-owned businesses.

The Differentiating Benefit of Site-Specific Discount

As with the existing Master Agreement, Garland/DBS, Inc. will continue to provide a process for lowering the final price of a roofing project, whenever possible. The catalogue of line item pricing used as the basis for the Master Agreement contains a prevailing wage rate adjustment table that modifies the pricing catalogue to the local market wages. Our estimators will continue to use these schedules to apply the Master Agreement pricing to the scope of work defined for each project by developing a line-item price breakdown, which serves as our Guaranteed Maximum Price.

We will then administer a fully transparent, informal process for obtaining competitive quotes on each project from local Garland approved contractors, in order to provide Participating Public Agencies with a site-specific discount whenever possible. This alternative pricing option offers Participating Public Agencies:

- Garland's best government pricing for materials (equivalent to the General Services Administration's Federal Supply Schedule)
- Lowest qualified labor quote, based upon the site-specific elements of the project and incorporating local prevailing wages as applicable
- A detailed listing of general conditions costs (e.g. bonding, insurance, freight, etc.)
- A standard mark-up for overhead and profit

If awarded a new Master Agreement, we will continue to offer Participating Public Agencies both the Guaranteed Maximum Price and a discounted site-specific price whenever possible, enabling the Agency to choose the lower of the two pricing scenarios.

Any savings provided through site-specific pricing will continue to be passed on directly to the individual Participating Public Agency. If Garland/DBS, Inc. cannot obtain a lower site-specific price, then the Guaranteed Maximum Price will prevail as the basis for the individual Participating Public Agency's project. Both pricing methodologies, including all supporting documentation, are available to the Participating Public Agency for review and evaluation at any time.

Garland/DBS, Inc.'s unique local-market, site-specific discounting process has a well-documented history of generating significant savings for our customers. Garland/DBS, Inc. will continue to assume the responsibility for inviting multiple authorized local contractors to provide quotes to Garland/DBS, Inc. on all turnkey roofing projects, unless it is the preference of the individual Participating Public Agency to work with a specific contractor. The paperwork associated with the local pricing process will



be the sole responsibility of Garland/DBS, Inc. with all communications conducted in collaboration with each Agency's locally based Garland representative.

This value-added service has proven to be an expeditious process, typically taking as little as two to four weeks, relieving the Participating Public Agency of the burdensome paperwork associated with competitive bidding while providing all of the pricing and scheduling benefits associated with cooperative purchasing via this Master Agreement. This value-added proposition is being provided in the hope of consistently outperforming the established installed pricing specified in this Master Agreement. Our intent is to be able to offer a one-time site-specific discount for every project, based upon competitively solicited pricing that incorporates the site-specific conditions of each individual project, including the local-market labor rates. Since 2009, this proven process has provided Participating Public Agencies with significant cost reductions for turnkey projects, in comparison with established line-item pricing.

Of necessity, any nationwide contract is based on standardized line items intended to encompass a variety of different applications. In reality, roofing (unlike office supplies or furniture) is a complex system of multiple components, each of which ought to be chosen and installed to provide the best performance-to-cost ratio possible — an outcome that is almost always best achieved through a locally managed quoting process. We believe so strongly in this proven process that we will continue to offer it to every U.S. Communities Participating Public Agency. We will document our offering of this service to every U.S. Communities Agency purchasing Roofing Supplies and Services, Waterproofing and Related Products and Services, whether or not they choose to accept it.

It should be stressed that the entire site-specific local-market pricing process, has been and will continue to be managed by Garland/DBS, Inc. in coordination with the Participating Public Agency's local Garland representative. Garland/DBS, Inc. assumes all costs and time associated with obtaining site-specific pricing.

The Differentiating Benefit of Local Contractor Participation

One distinct Garland/DBS advantage in providing turnkey installations is our ability to subcontract to quality local labor forces throughout the country. The subcontractors we use are approved by Garland, and local to the community where the project is being performed, stimulating the local economy and helping to keep local workers working. Our network of approved subcontractors includes approximately 1,000 of qualified firms across every region of the country. Since we are acting as a general contractor, rather than a specialty trade contractor, we are the only integrated product and service organization in the high-performance roofing market that relies 100 percent on locally based applicators for installation, never competing with local roofing contractors.

Our ability to consistently deploy local contractors, under the direction of our own employee-owner territory managers, allows us to respond quickly to major projects in multiple sections of the country, unlike other organizations that are compelled to hire temporary laborers when their own trained crews are overstretched to capacity.



U.S. Communities and its Participating Public Agencies Cobb County and Maricopa County benefited from this differentiating advantage through their partnership with Garland/DBS, Inc. under the existing Master Agreement when we simultaneously managed multiple Cobb County building projects (in order to meet the unique challenges of Georgia's Special Purpose Local Option Sales Tax [SPLOST]) while managing over 60 projects related to a large-scale hail insurance claim for Maricopa County.

Over the last four-plus years of the existing Master Agreement, on average, nearly \$0.65 of every dollar on a turnkey project has been kept in the local community. Garland/DBS, Inc.'s model through U.S. Communities, which relies upon using a qualified local labor force to perform the trade work on every project, yields the same amount of local stimulus as the traditional public bid process – keeping in mind that even though local contractors may be purchasing materials "locally" through distributors, those "local" distributors are in reality selling materials at a low margin, with most of the "local" spend being channeled back to non-local manufacturers.

The Garland Company, Inc. – Material Manufacturing and Field Support

The Garland Company, Inc. is a full-service, high-performance roofing materials manufacturer and supplier providing our industry's highest level of field service and technical support.

With The Garland Company, Inc., Garland/DBS, Inc. processes material orders, establishes order quantities with required ship dates, coordinates shipment, and verifies on-time delivery to the project site. Prior to delivery, Garland field representatives provide material support services that assist in the project development phase of the project. Once materials are delivered and the project commences, our field representatives are responsible for verifying that all roofing materials are correctly installed as specified for the given application.

Our field representatives are the most highly trained in our industry, providing customers with full-service support — from roofing inspections, detailed reports, and assistance with specification writing, to project inspections and long-term roof asset management support. Our ten-step approach to total building exterior management sets the industry standard for optimizing customer return on facility-related capital investments by ensuring the longest possible working life for every Garland building envelope solution.

The Garland Company, Inc., in addition to manufacturing and distributing a full range of top quality waterproofing materials, provides a comprehensive selection of services and support⁶ to implement its Ten Step Approach described below.

The Garland Ten Step Approach

1. Visual inspection and survey
2. Subsequent analytical testing, such as infrared moisture scans, as indicated

⁶ See Tab 10, Section 10.4.1 for a detailed listing.



3. Detailed electronic documentation to help track and manage building envelope assets
4. Comprehensive written assessments comparing solutions and offering recommendations
5. Assistance preparing scope-of-work construction documents, including comprehensive engineering services, custom details, and specifications
6. Recommendation of authorized Garland contractors and management of the procurement process
7. Project management services to facilitate project scheduling, budgeting, and logistics
8. Installation monitoring to ensure that Garland materials are installed as specified
9. Long-term single-source guarantee of leak-free performance
10. Preventive maintenance programs to keep your building envelope in top condition

When delivering a turnkey project, our field representatives provide on-site assessment, quality control, and safety management at least three days per week to protect the Participating Public Agency's investment in Garland materials, and to protect Garland's long-term interests, as represented by our material warranties. Every individual employee-owner is committed to providing the highest quality products and services to our customers. Our goal is to meet or exceed customer requirements by consistently providing benefits and adding values that are commensurate with our cost structure. As our mission statement attests: "Whenever it can be done better, Garland will do it!"

Garland's long-term, successful relationships with our customers have also been the catalyst for increasing our financial strength and reputation. Our commitment to high-performance materials and quality installations has allowed us to deliver solutions that continue to provide leak-free performance beyond the warranted life of our waterproofing systems. Garland's ability to deliver what we promise to our customers has been mutually beneficial. With no long-term debt and a fully-funded Employee Stock Ownership Program (ESOP), Garland has the ability to make business decisions based upon long-term value creation for our shareholder employees. We never sacrifice long-term performance for short-term success.

These values have been carried through to our relationships with the network of suppliers and contractors used throughout the Garland organization. Our supplier/contractor qualification process is designed to yield raw materials, finished materials, and services of the highest quality at the lowest possible cost to our customers. To nurture such mutually beneficial relationships, Garland upholds our end of the bargain by making sure all our obligations for materials supplied and services delivered are paid for within the credit terms extended. Garland's 5A1 Dunn & Bradstreet Rating is the highest possible rating for a roofing manufacturer, awarded only to organizations with an impeccable credit history and financial strength.

The Garland organization and its employees are well-represented in a variety of national associations working to improve roofing performance standards for public and private sector property owners across North America. These include, but are not limited to: NRCA, CRRC, RCMA, ASTM, CSI, RCI, AIA, and USGBC. Many of our locally based representatives are also involved in the regional chapters of these and other professional organizations serving architects, engineers, facility managers, building owners, or specific vertical markets, such as education and healthcare.



Design-Build Solutions, Inc. – Turnkey Construction Services

Design-Build Solutions, Inc. was founded in direct response to customer demands for on-time, within-budget delivery of installed roof systems from a single reliable source. Whenever a Participating Public Agency contracts with Garland/DBS, Inc. for exterior building system installation services, we provide all labor, supervision, materials, equipment, tools, transport, supplies and installation services necessary to complete the project with Design-Build Solutions, Inc.

Design-Build Solutions, Inc. contributes its expertise to turnkey projects as summarized below:

- Design-Build Solutions, Inc. provides all services required to incorporate as many of the Participating Public Agency's wants, needs, and desires as possible into the required schedule and established budget for the project. The Participating Public Agency will provide direction to Design-Build Solutions, Inc. throughout the process, but it remains our responsibility to present all the information necessary for submitting a complete roof system project design and installation to the Participating Public Agency's approval.
- Throughout construction, Design-Build Solutions, Inc. provides professional project management to minimize the Participating Public Agency's time and resource requirements in managing the roof system installation. Our goal is to meet or exceed all Participating Public Agency expectations in the delivery of high quality installations within the performance times and budgets established during our initial project meetings.
- Design-Build Solutions, Inc. incorporates our operational framework of standardized documents and procedures (as identified and described in **Tab 10, Section 10.7.2**, to meticulously communicate, document, and stimulate the project flow in the required manner from pre-award to completion and close-out.

When Cobb County or other U.S. Communities Participating Public Agencies request turnkey roofing materials and installation services, the local Garland field representative coordinates the involvement of the Design-Build Solutions, Inc. team in providing seamless total project delivery. A trusted and secure relationship with a locally based Garland representative remains the focal point for all Participating Public Agency contact with the Garland organization. Garland field representatives coordinate all meetings between Participating Public Agency representatives and their Design-Build Solutions, Inc. team, throughout the design and installation process, developing material specifications to meet explicit performance, pricing, and scheduling objectives.

10.2.3 Effectiveness of proposed distribution

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10.2.3 State the effectiveness of the proposed distribution in providing the lowest cost to the end user.



The effectiveness of the proposed distribution method in providing the lowest possible cost to the end user has been proven through our implementation of the existing Master Agreement, and can be summarized as follows:

1. Participating Public Agencies have saved over \$4,000 per project in administrative time on average, which translates into 100 hours that can be allocated to other pressing concerns.
2. There has not been a single instance where arbitration or legal intervention was needed to settle a dispute.
3. Our Customer Survey response rate has been 30 percent, and our reps have been averaging 4.6 or higher out of 5 possible points in their performance.
4. Our proven method of site-specific discounting has delivered significant savings to Participating Public Agency customers, at times 25 percent or more, in comparison with the line-item pricing commitments made in our current Master Agreement.
5. As the only full-service manufacturing and service organization capable of controlling the quality and delivery of 95 percent of the materials in our material pricing catalog, the Garland organization is well positioned to ensure predictable quality and consistent, timely delivery – thereby significantly reducing potential problems and delays related to third-party supplier relationships.
6. More than 98.5 percent of the time, our proven methodologies resulted in "on-time" project completion.
7. The deployment of a locally based employee-owner as the main contact on every project ensures prompt response to emergency situations, such as hurricanes and other disasters, as evidenced by the work performed for Maricopa County during the term of this contract.
8. The use of locally based authorized contractors and territory manager representatives has ensured that, on average, \$0.65 of every turnkey project dollar has remained in the local communities we serve.
9. Purchases made by Participating Public Agencies using the existing Master Agreement have been increasing by an average of 94 percent compounded annually.
10. The percentage of projects that have been turnkey versus material-only sales increased at an annual average of 53 percent in years one and two of the existing contract.
11. Change orders have been less than five percent of order totals, with 100 percent of all change orders resulting from unforeseen site conditions or additions to the scope of work.

In addition to the expectation of those benefits described above, a renewed relationship with Garland/DBS, Inc. will eliminate the time and costs associated with infrastructure-building and program ramp-up, due to our status as the incumbent supplier.

10.2.4 Distribution facilities, warehouses and retail network

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10.2.4 Provide the number, size and location of your company's distribution facilities, warehouses and retail network as applicable.



Please see the chart provided previously in Tab 10, Section 10.1.2.

10.2.5 Ability to work with small or MWBE businesses

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10.2.5 If applicable, describe your company's ability to do business with manufacturer/dealer/distribution organizations that are either small or MWBE business as defined by the Small Business Administration.

Garland/DBS, Inc., in the implementation of the existing Master Agreement, has worked within the MWBE contracting requirements of many Participating Public Agencies. When the information is shared upfront and the requirements are established prior to our final proposal submission, Garland/DBS ensures that contractors with the appropriate qualifying designations are involved in our site-specific pricing process.

In some instances there are set percentages of work that must be performed by MWBE contractors on a specific project. To ensure Garland/DBS, Inc.'s compliance with these requirements, our project managers collaborate with MWBE contractors to identify portions of work that can be set-aside for MWBE contractors. This collaborative process is important because it ensures that MWBE can perform a meaningful portion of the project work.

In these situations, pricing is established for the set-aside portions of work prior to the Pre-Project Meeting. Then, the MWBE is still afforded the opportunity to quote the remaining portions of the work with non-MWBE contractors to ensure that Garland/DBS, Inc. can still offer a site-specific price that is lower than the Guaranteed Maximum Price established by the Master Agreement line items. The final proposal will meet or exceed the required percentages for MWBE participation while adhering to Garland/DBS, Inc.'s commitment to offer our best installed price.

In addition, Garland/DBS, Inc.'s subcontracting activity is consolidated into our small business contracting plan reporting under Garland's GSA FSS, GS-07F-0130K. For the GSA, Garland has developed a commercial plan that captures the subcontracting activity on over \$40 million of subcontracts. In this commercial plan, goals are established for subcontracting to small, HUBZone, disadvantaged, veteran-owned, service-disabled veteran-owned, and women-owned business concerns. The actual amounts subcontracted to contractors that carry these designations are tracked and reported on a yearly basis. A summary of that plan follows:

Small Business Contracting Plan Summary (under GSA FSS, GS-07F-0130K)

Garland/DBS, Inc. relies on the combination of our Garland authorized contractor network and Garland local field representatives, which constitute a decentralized system for estimating projects. The quotes from MWBE and non-MWBE contractors are sent to a centralized estimating and project management department in Cleveland. In response to the subcontracting requirements for business obtained with the Federal Government, Garland has established commercial goals to ensure we are satisfying our



Federal customers' needs to incorporate small business concerns into our projects to help them meet their procurement goals through this plan, which is an aggregation of all subcontracting activity.

Garland prospectively seeks new sources for materials and services from small, small HUBZone, small disadvantaged, small veteran-owned, small service-disabled veteran-owned, and women-owned small business concerns that are able to provide quality products and services in a timely fashion. Since there are varying product and service offerings provided through Garland's awarded projects and our overall proportion of sales, federal government vs. commercial (includes non-federal public customers) is weighted heavily toward commercial customers, establishing percentage goals for total yearly subcontract awards has been deemed the best method for achieving the desired goals.

Garland confirms each contractor's designation as a small business concern, but complete classification information is not always provided by our subcontractors. Therefore, the goals provided below for 2014 are estimates based upon our past histories of the actual subcontracting activities, as well as the potential future subcontracting opportunities.

Garland's subcontracting goals were developed by examining our historical vendor database to determine actual direct and indirect services and products purchased through vendors with SB, SDB, WOSB, HZSB, VOSB, and SDVOSB classifications versus our total purchases from all vendors. The percentages were utilized to determine the share of subcontracting opportunities that have been available to SB, SDB, WOSB, HZSB, VOSB, and SDVOSB. The established goals were then developed to maintain and improve (when possible) historical percentages, and are considered to be a realistic representation of what will be our best effort.

These goals are expressed in terms of a percentage of the total planned subcontracting dollars. Garland has included all direct purchases of materials, components, supplies and services needed to support our operations for our fiscal year January 1, 2014, through December 31, 2014. Garland does not include any internal indirect or overhead costs. Our reported purchase goals are strictly vendor payments.

1. Estimated TOTAL dollars planned to be subcontracted to all types of concerns (generally for both commercial and government business, in support of commercial items sold during company fiscal year):
 - o Annual Commercial Purchases/Spend: \$40,000,000 = 100% Subcontracted
2. Total dollars planned to be subcontracted to large business concerns (or classified as other than small):
 - o Annual Commercial Purchases/Spend: \$20,000,000 = 50% of Total
3. Total dollars planned to be subcontracted to all small business concerns (including ANCs and Indian tribes), VOSB, SDVOSB, HUBZone, SDB (including ANCs and Indian tribes), and WOSB small business concerns:
 - o Annual Commercial Purchases/Spend: \$20,000,000 = 50% of Total



4. Total dollars planned to be subcontracted to veteran-owned small business concerns (including service-disabled veteran-owned small businesses):
 - o Annual Commercial Purchases/Spend: \$ 1,200,000 = 3% of Total
5. Total dollars planned to be subcontracted to service-disabled veteran-owned small business concerns (subset of VOSB above and cannot be higher than #4 above):
 - o Annual Commercial Purchases/Spend: \$ 800,000 = 2% of Total
6. Total dollars planned to be subcontracted to HUBZone small business concerns:
 - o Annual Commercial Purchases/Spend: \$ 800,000 = 2% of Total
7. Total dollars planned to be subcontracted to small disadvantaged business concerns (including ANCs and Indian tribes):
 - o Annual Commercial Purchases/Spend: \$ 2,000,000 = 5% of Total
8. Total dollars planned to be subcontracted to women-owned small business concerns:
 - o Annual Commercial Purchases/Spend: \$ 2,000,000 = 5% of Total

10.3 Marketing

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10.3.1 Company marketing plan outline

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10.3.1 Outline your company's plan for marketing the Products to State and local government agencies nationwide.

The Garland organization has its own dedicated in-house full-service agency, ImageWorks, which provides sales support to the Garland Sales Force and is responsible for the supervision and/or implementation of a full suite of internal and external multi-media communication tools. The team is also responsible for developing appropriate branding and consistent corporate identity and sales support strategies including regional sales meetings, corporate travel, and Garland's annual Sales Conference. ImageWorks is staffed by a full-time director; one full-time web and video designer; one full-time print designer; one part-time print designer; one staff writer and proofreader; and one trade show and administrative support person. ImageWorks expands its resources with outsourcing when appropriate, and includes in its team a former full-time Garland employee who handles all media relationship development and placement, and a strategic communications consultant/writer with a 25-year relationship with the Garland organization. As the original founder of ImageWorks, Company President, Dave Sokol continues to provide strategic direction to all marketing and communications initiatives.



ImageWorks has developed several creative initiatives and materials to support the existing contract. They have developed a strong working relationship with the U.S. Communities Marketing Team, taking advantage of every Marketplace opportunity made available to us, and initiating unique promotions for U.S. Communities based upon their sound understanding of the Garland Sales Force. Detailed descriptions and samples of the types of tools created in support of the U.S. Communities program follow, under Past Performance, below.

ImageWorks has also been responsible for helping craft the educational and training tools described below under Past Performance. They will continue to provide both the marketing and the technical writing and design support required to launch and implement a new Master Agreement.

Finally, ImageWorks provides branding supervision and day-to-day support for all the various Garland Industries companies, and is therefore continually alert to opportunities that might enable Garland/DBS to extend its offerings to U.S. Communities and its Participating Public Agencies through innovative new technologies, services, and communications initiatives.

There is no in-house training program specifically for ImageWorks employees, but the Orientation Program for all Garland employees includes instruction in the Garland Culture and ESOP; Safety; Ethics; and Environmental Awareness/Responsibility; as well as instruction and mentorship related to specific departments and job functions. In addition, all employees are provided with a Policy Manual, of which there is one specific to the Sales Force and another specific to all support and administrative functions, including manufacturing. Finally, all employees are required to sign an ethics statement annually, attesting to their understanding of Garland's ethics policy.

Job-specific training tools, process maps and workflows are provided to each employee and are specific to their job title/responsibilities. They are not provided herein because they are not general to the entire public relations department.

Samples of the On-Boarding letters sent to our new-hires are included in **Appendix D: Marketing Plan**.

Past Performance

As the incumbent roofing contractor, we believe that past performance is a good predictor of future success. In the four-plus years of the existing Master Agreement, Garland/DBS, Inc. has generated over \$150 million in sales to Participating Public Agencies. Since being awarded the Roofing Supplies and Related Products and Services in 2009, Garland/DBS, Inc. has been increasing sales via the U.S. Communities Master Agreement by an average of 94 percent compounded annually.



Year	Number of Material-Only Projects	Number of Turnkey Projects	Total Number of Projects	Total Number of States Using Contract
2010	52	113	165	22
2011	54	226	280	25
2012	78	327	405	30
2013	98	415	513	31
2014 ¹	115	485	600	35

The percentage of projects that have been turnkey versus material-only sales increased at an annual average of 53 percent in years one and two of the existing contract. We are currently on track to achieve, on average, an annual 25 percent increase in the proportion of turnkey to material-only projects, should we receive a new award – keeping in mind that we must work within the confines of state-based legislation, which can be somewhat capricious in their interpretations of various interlocal cooperation statutes. Should we be awarded a new contract, Garland/DBS, Inc. remains committed to training initiatives targeted at understanding and overcoming state-specific hurdles relevant to cooperative purchasing, and maximizing opportunities in those regions where no hurdles exist.

As an indication of the as-yet untapped potential of this market, it should be noted that in 2013, Garland/DBS, Inc. reported material sales of \$30 million to U.S. Communities Participating Public Agencies. In that same year, the Garland organization sold approximately \$100 million to the non-federal public and not-for-profit markets represented by U.S. Communities. Continuing to educate our existing customers to the benefits of the U.S. Communities contract will inevitably result in an increasing number of existing customers choosing to make their purchases as Participating Public Agencies. Further, if 100 percent of our current U.S. Communities sales were converted to turnkey, the value in materials and installation combined would exceed \$300 million.

Having made dozens of joint sales calls with U.S. Communities Program Managers over the last four-plus years, as well as hosting more than 20 Strategic Sourcing Summits and participating in an additional 30, clearly demonstrates our commitment to attracting new Participating Public Agencies. Finally, we are committed to increasing the percentage of Participating Public Agencies using the New Roofing and Waterproofing Supplies and Related Products and Services, as demonstrated by our continuing efforts to take advantage of every marketing opportunity afforded to us by the U.S. Communities organization.

Our proven track record for material sales in the non-federal public and not-for-profit markets translates into a significant combined material-and-services potential for U.S. Communities, as summarized in the chart that follows:

¹ Extrapolated based on existing data



To date, the marketing support provided by U.S. communities has helped Garland/DBS, Inc. to meet or exceed the sales expectations established by the U.S. Communities Supplier Manager each year. We expect that trend to continue as more Participating Public Agencies share success stories with their peers within the U.S. Communities organization.

Marketing Plan for Launching and Support a New Contract for Roofing Supplies and Services, Waterproofing and Related Products and Services

Phase One

Our internal and external marketing efforts will begin with a formal news release, linked online to our garlandco.com website. The release will go to regional business publications and the national trades, both printed and online publications – including, but not limited to:

- American School & Hospital Facility*
- American School and University (ASU)*
- Architectural Products*
- Architectural Record*
- Architectural Roofing and Waterproofing*
- Architectural West*
- BOM*
- Buildings*
- Canadian Specifier*
- Coatings Pro*
- Commercial and Construction Renovation*
- Commercial Building Products*
- Construction Specifier*
- Design & Build with Metal.com*
- Design Cost Data*
- Durability & Design*
- EDC*
- Facilities Engineering Journal*
- Federal Construction Magazine*
- Government Product News*
- Health Care Design*
- Healthcare Facilities Today*
- IMPO*
- Learning by Design*
- Maintenance Solutions*
- Medical Construction & Design (MCD)*
- Metal Architecture*
- Metal Construction News*
- Metal Roofing*
- Professional Roofing*
- RCI – Sales, Editor*



Retrofit
Roofing Contractor
School & College Planning & Management
Waterproof
Western Roofing

During Phase One, we will also complete / release the following:

1. An initial Email Blast announcing the new contract to our Sales Force
2. A formal Introduction Letter to the Sales Force from David Sokol, President, Garland/DBS, Inc. endorsing the U.S. Communities initiative
3. An FAQ Sheet to the Sales Force identifying the broadened scope and bid-related particulars of the new Roofing Supplies and Services, Waterproofing and Related Products and Services Master Agreement
4. A News Flash sent to the Sales Force via the Intranet highlighting examples of successful relationships developed over the last four-plus years between Garland/DBS, Inc and Participating Public Agencies, with an emphasis on savings based on reduced Total Cost of Ownership
5. A revised U.S. sales force Guide to Using the U.S. Communities Contract, reflecting the new Master Agreement's broadened scope and any additional changes
6. An updated Key Supplier Contact Sheet
7. An updated U.S. Communities profile in our online Master Capabilities Prospectus
8. An updated U.S. Communities profile in our online Corporate Identity Manual
9. A *GarPeople* (internal newsletter) article re-energizing not only the Sales Force, but all employee-owners, around the many benefits of the U.S. Communities contract
10. An Email Blast announcing the award to the U.S. Communities Advisory Board
11. Additional announcements to the U.S. Communities Participating Public Agencies, under the advisement, and in collaboration with, the U.S. Communities marketing team
12. An in-depth review of current marketing initiatives with the U.S. Communities marketing team, with the goal of identifying:
 - a. New strategies for customized reports to help grow sales
 - b. Administrative support strategies to expedite ordering and delivery
 - c. Existing external marketing tools and strategies being used successfully by other suppliers



13. New communication ideas for expanding awareness of the new Roofing Supplies and Services, Waterproofing and Related Products and Services contract among Participating Public Agencies and other Garland public-sector agencies who may benefit from membership in U.S. Communities
14. The initiation of ongoing Email Blasts to our Sales Force announcing every USC-hosted webinar and the various Strategic Sourcing Summits

Phase Two

In this phase we will focus primarily on external communication tools intended to attract new Participating Public Agencies and to improve contract usage among existing agencies. This list will be further refined as the result of the aforementioned review (see 12 above), and will incorporate the following communication tools:

1. Email Blasts announcing Lunch-and-Learn Sessions
2. On-Going News Flashes sent to the sales force via the Intranet highlighting examples of successful relationships developed between Garland/DBS, Inc. and Participating Public Agencies, with an emphasis on savings based on reduced Total Cost of Ownership.
3. Access to recorded Webinars of relevant Garland University seminars/webinars
4. A Trade Show booth incorporating U.S. Communities branding that will be manned by members of the Garland/DBS, Inc. U.S. Communities team and/or by local representatives at a number of regional and national trade shows, including but not limited to:
 - a. AIA
 - b. ASBO
 - c. ASBO
 - d. CASBO
 - e. CASH
 - f. CSI
 - g. ERAPPA
 - h. FEFPA
 - i. IFMA
 - j. IRE
 - k. MSBO
 - l. NFMT
 - m. NIGP
 - n. NJSBO
 - o. NSPMA
 - p. OASBO
 - q. OSBA
 - r. PASBO
 - s. TASA



5. Promotional information regularly uploaded to U.S. Communities website in conjunction with its annual marketing calendar requirements, including:
 - f. Updated product information on the U.S. Communities Green Solutions microsite
 - u. Targeted niche market promotions
 - v. News release postings of all new products and services
 - w. Postings of all U.S. Communities related case histories
 - x. Postings of all new and revised accredited AIA learning opportunities
6. The U.S. Communities logo will continue to be incorporated into our "green" trade show exhibits
7. The U.S. Communities logo will continue to be incorporated into Garland system brochures
8. Full Participation in all U.S. Communities Marketplace opportunities

To ensure continued marketing success and ongoing improvement, we are committed to regular assessments and reviews with the U.S. Communities marketing team in an effort to identify and pursue new marketing opportunities.

Finally, we will continue to play a leadership role in the U.S. Communities Strategic Sourcing Summits, which were initiated during the term of the existing Roofing Supplies and Related Products and Services Master Agreement. These summits encourage best practice sharing and development, while enabling Suppliers to work together to successfully expand awareness of the U.S. Communities brand and participation in all U.S. Communities contracts.

Phase Three

In anticipation of the new Roofing Supplies and Services, Waterproofing and Related Products and Services solicitation, our U.S. Communities Team has identified the Top Ten sales areas where Garland/DBS, Inc. is currently most successful as:

AZ	VA	KS
PA	SC	CA
FL	WA	
TX	CT	

We have also identified six additional states as having the most potential for growth, should we be awarded a new contract. They are:

NE	IA	NM
NY	NJ	KY



In Phase Three of our Nationwide Marketing Plan, we intend to work closely with U.S. Communities management and Program Managers to develop marketing initiatives with the specific goal of educating existing and prospective non-federal public agency customers to the benefits of the program.

Our U.S. Communities National Account Manager is prepared to work with U.S. Communities to reevaluate existing and emerging top sales areas for U.S. Communities, identify additional areas for U.S. Communities, and identify strategies that will continue to align our sales efforts with U.S. Communities objectives.

Proven Commitment

As evidence of our ongoing commitment to creative marketing of the U.S. Communities program, we submit the following examples of marketing initiatives developed in support of the existing Master Agreement (samples of the items listed below are included in **Appendix D: Marketing Plan**):

1. In addition to the attendance by our U.S. Communities Team members at required Trade Shows and over 20 Strategic Sourcing Summits, several of our local representatives are routinely bringing our U.S. Communities Trade Show Display to regional and national shows. In 2013 alone, these included:
 - a. Jan 11 - Tom Townsend - U.S. Communities /NIGP
 - b. Mar 19 - Greg Kashur - PASBO
 - c. Apr 5 - Henry Passerini - NIGP in Tampa Bay
 - d. Apr 23 - Wes Van Autreve - OASBO
 - e. Jul 18 - Mike Ford - East Tennessee Purchasing Association
 - f. Aug 14 - Eric Tscherner - U.S. Communities GPA
 - g. Aug 26 - Eric Younkin - NIGP
 - h. Oct 16 - Josh Pokracki - SAMPO NY
 - i. Nov 8 - Jarrett Davis - U.S. Communities Charlotte
2. A number of Project Highlights promoting specific successful U.S. Communities projects.
3. News Flashes offering reminders and tips to sustain rep awareness of the program.
4. Our Initial Program Launch Package.
5. Comprehensive U.S. Communities branding on our own corporate website.
6. Garland/DBS, Inc. branding on the U.S. Communities microsite site has been upgraded twice, per U.S. Communities specifications, since the Master Agreement was signed in 2009.
7. A U.S. Communities PowerPoint Presentation that highlights for prospective public sector customers the differentiating benefits of the program. This presentation is continually updated.
8. A number of customized fliers promoting specific value-added programs to existing Participating Public Agency customers, such as the Dry Zone Program.



9. Featured columns in our internal *GarPeople* newsletter promoting the program's benefits.

10.3.2 National sales force education plan

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10.3.2 Explain how your company will educate its national sales force about the Master Agreement.

As evidence of our ongoing commitment to educating our Sales Force to the differentiating benefits of the U.S. Communities program, we submit the following examples of training initiatives developed in support of the existing Master Agreement, which will be revised to reflect the wider scope of a new Master Agreement, should we be awarded the contract for Roofing Supplies and Services, Waterproofing and Related Products and Services. Samples of the items listed below are included in **Appendix E: Training Materials.**

1. An initial training webinar was used to launch the 2009 Master Agreement, but is not included here for reasons of confidentiality.
2. Training on how to use the U.S. Communities Master Agreement has been integrated into the formal classroom training provided all new Garland representatives to ensure continued use and understanding of the contract's benefits.
3. A deeper level of instruction is provided to our field representatives during their retrain class, which takes place six months after their entering the field.
4. A Back-to-the-Basics PowerPoint resides on the Garland intranet 24/7, providing the Sales Force with a comprehensive review of the U.S. Communities program basics.
5. An Energy (Sales) Shot refresher resides on the Garland intranet 24/7, providing the Sales Force with a short summary that reps can download and carry on their mobile devices as a quick reminder of the program's differentiating benefits, just prior to making a public sector sales call.
6. The complete portfolio of initial launch materials, including tools to educate our reps, remain available to them online via the Garland intranet, and have been scanned for your review.
7. We will continue to provide U.S. Communities updates at our Regional Meetings, to keep our managers and their reps current on special marketing initiatives. These meetings rotate through the spring, summer, and autumn, with one meeting held annually for each of Garland's 12 regions. U.S. Communities program managers will continue to be invited to participate in these training sessions. The attached chart indicates those metropolitan areas that have been identified for special training initiatives.
8. Our National Sales Meetings, which are held every January, will continue to include, for the term of any new contract, an area in our trade show exhibits where the U.S. Communities contract

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will be promoted with a special focus on successful sales strategies with existing Participating Public Agencies, recommended strategies to use with eligible but non-participating Public Agencies, and our commitment to lead with the U.S. Communities contract with all customers who might benefit from its use. U.S. Communities management will continue to be invited to participate in these training sessions.

- Finally, we expect to have completed, within the term of any new Master Agreement, an online training module on the U.S. Communities procurement option, as part of our Online Franchise Playbook of formal instruction modules.

The Garland organization has one of the most aggressive and comprehensive technical training programs in our industry. By the end of their second year, every Garland field representative (territory manager) has participated in over 500 hours of combined classroom and field training. This includes sales call ride-alongs with an assigned trainer and with the Regional Manager responsible for the rep's continuing education, as described below:

Minimum Schedule for First-Year Contact Days with Senior Reps in the Field

Quarters Year One	Minimum of 17 Contacts with Trainer	Minimum of 5 Contacts with Manager
1	5	2
2	7	1
3	3	1
4	2	1

This adds up to a minimum of 22 contact days with a senior rep during the first year of hire.

These efforts help ensure that our newest reps are continually being exposed to the value of the U.S. Communities contract and learning how to promote it to public sector customers and prospects.

Other Relevant Training

The Garland Industries companies subject our authorized contractor network and suppliers to diligent scrutiny to ensure compatibility with a philosophy that demands the highest standards of quality and accountability. Those standards encompass financial stability, quality workmanship, personal integrity, and worker safety, as well as stringent compliance with Garland's rigorous performance standards and applicable OSHA (Occupational Health and Safety Administration) standards, certifications, and licensing.

10.3.3 Market and transition plan

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10.3.3 Explain how your company will market and transition the Master Agreement into the primary offering to



Participating Public Agencies.

For Garland/DBS, Inc. the existing U.S. Communities Roofing Supplies and Related Products and Services contract has been our primary best-value offering to non-federal public agency customers since receiving the award in 2009. As a supplier of high-performance solutions designed to last 30 years or more, we serve public agency customers of every size, many of whom require roofing work infrequently. Due to the nature of our business, transitioning existing customers is more of a gradual process. Many projects are budgeted three to four years prior to their award and completion.

There are many factors driving this timeline:

- First, most public agencies must budget capital expenses. Many times these budgets are tied to public financing (bonds) or public approval (taxes). The funding is then released according to the capital planning schedule. The timing and amount of customer spends, year-to-year, are based upon the budget requirements and funding allocations.
- Second, professional services are typically required on larger roofing projects. This can involve the services of an architect or engineer or both, depending on the complexity of the project and existing conditions. Sometimes one service is reliant upon another (e.g., structural evaluation needs to be completed prior to a metal roof retrofit being designed and specified.) These can be separate procurements. Each procurement can involve a qualification process.
- Finally, once the project has been designed and is ready for construction, many customers tend to continue to rely on the same process that has been tried and true. Garland's goal is to develop lifelong partnerships with our customers. A good customer is hesitant to add anything new to a process that has been largely successful. Typically, emergencies or the expiration of funding are the types of situations that persuade long-term customers to take advantage of the U.S. Communities program.

Should we be awarded a new Roofing Supplies and Services, Waterproofing and Related Products and Services, we will continue to encourage our Sales Force to transition existing non-federal public customers to the U.S. Communities contract.

1. Our Sales Force has been trained to understand how the U.S. Communities contract benefits all existing public sector customers. They are encouraged to aggressively help transition public sector business by emphasizing:
 - Predictable lowest possible installed pricing
 - Faster project delivery
 - The ability to work with a Participating Public Agency's preferred contractor
 - Reduced administrative burdens
 - The ability to keep work and dollars within the local community
 - Single source / single warranty responsibility for complex projects
2. We have provided our Sales Force with a full suite of marketing tools designed to introduce the program to both new and existing customers **Tab 10, Section 10.3.1.**



3. We have worked with the administrative team at U.S. Communities to identify regions in which agencies have been reluctant to transition. We then team up with regional Program Managers to help educate our Sales Force regarding perceived obstacles to transitioning, accompanying them on sales calls and working behind the scenes at the legislative level to extend the contract's benefits to an ever-wider number of public agencies. We have targeted NE, IA, NM, NY, NJ, and KY as opportunity regions and will be scheduling state-specific training for the reps in those areas to help them overcome obstacles to contract use.

Since being awarded the existing Roofing Supplies and Related Products and Services contract, members of Garland/DBS U.S. Communities Team have made countless visits with reps to existing public sector customers to help educate them to the benefits of a relationship with U.S. Communities. Should we be awarded a new Master Agreement, we will continue these efforts using the strategy outlined above.

Our expectation is that securing a new award will provide our existing customers with a higher level of comfort that the program is a preferred and viable option for the procurement of their roofing projects. In addition, we expect the expanded scope of waterproofing services to provide a value-added incentive to Participating Public Agencies using the Master Agreement for the first time, since the new broadened scope will enable them to combine more building envelope needs into a single project, saving them even more time and administrative burdens. Finally, understanding that roofing and exterior waterproofing materials are not everyday purchases, it is our firm belief that an extended partnership with U.S. Communities will result in accelerated transitioning of existing customers, as renovation and replacement opportunities occur.

10.3.4 Master Agreement marketing plan to existing customers

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10.3.4 Explain how your company plans to market the Master Agreement to existing government customers and transition these customers to the Master Agreement. Please provide the amount of purchases of existing public agency clients that your company will transition to the U.S. Communities contract for the initial three years of the contract in the following format within your proposal.

- a. \$ _____ .00 will be transitioned in year one.
- b. \$ _____ .00 will be transitioned in year two.
- c. \$ _____ .00 will be transitioned in year three.

With a long-term goal of achieving \$100 million in annual sales volume under the term of the next Master Agreement, Garland/DBS, Inc. will need to continue to work on establishing new customers and transitioning existing customers to the U.S. Communities program for the procurement of their waterproofing projects. Our goal is to increase performance by approximately \$35 million in additional annual sales. It is expected that half of this volume will be achieved from the continued transition of existing customers to the program. Please see the goals listed below for a breakdown of this expectation:



Contract Year	Total Value of Transitioned Work
2015	\$10,000,000
2016	\$15,000,000 i.e., an incremental increase of \$5 million from the previous year
2017	\$17,500,00 i.e., an incremental increase of \$2.5 million from the previous year

10.3.5 National Accounts Manager and key personnel

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10.3.5 Please submit the resume of the person your company proposes to serve as the National Accounts Manager. Also provide the resume for each person that will be dedicated full time to U.S. Communities account management along with key executive personnel that will be supporting the program.

In preparing for the possibility of a new U.S. Communities award, Garland/DBS has selected a new U.S. Communities Team empowered with administering all aspects of the proposed Roofing Supplies and Services, Waterproofing and Related Products and Services contract. Several of the players have been deeply involved with the existing Roofing Supplies and Related Products and Services, and will either continue in their existing roles or be transitioned into new ones more appropriate to the knowledge and experience gained over the last four-plus years. We've also added some new competencies to the team, including a Quality Control Specialist and a Procurement Law Specialist, as we seek to set ever-higher levels of contract performance.

We acknowledge the requirement for written notification of any changes in this list of key individuals, and that any replacement team members must meet all experience and other requirements established in the ITB. We have provided a chart of key individuals on the following page:



Garland/DBS, Inc. U.S. Communities Team		
Name	U.S. Communities Role	Title
David Sokol	Team Leader	President
Scott Craft	National Account Manager and Project Superintendent	General Manager
Eric Younkin	Lead Referral Manager, Back-Up National Account Manager	Warranty Specialist and Cooperative Purchasing Manager
Frank Percaciante	Back-Up Lead Referral Contact and Participating Public Agency Liaison for Contract Compliance	Controller and Cooperative Purchasing Contract Specialist
Janice Manning	Legal Advisor	General Counsel
Brendan Conway, CPA	Procurement Law Specialist	Associate General Counsel
William Pancoast	Sales Development Specialist	Senior Sales Representative Vice President of Sales, European Division
Brian Lambert	Designated Green Expert	Director of Products and Systems
John Pierson, P.E.	Engineering Specialist	Director of Engineering
Bryan Taylor	Project Management Supervisor	Senior Project Manager
Julia Holland	Quality Control Specialist	Director of Manufacturing
Annie Kerch	Marketing Supervisor	Director of Marketing and Communications
Jennifer Cea	Marketing and Web Specialist	Senior Graphic Designer
Joanne Durante ^B	Communications Specialist	Strategic Communications Consultant

Resume for David M. Sokol, U.S. Communities Team Leader

David M. Sokol is a 1984 graduate of Bowling Green State University, with a BA in Visual Communications Technology. Since he joined the company in 1990, Garland has grown from a single enterprise employing approximately 50 people in the U.S., to a consolidation of 13 companies collectively employing close to 650 people across the U.S., Canada, and the U.K. In his current position, Dave is responsible for establishing the vision and direction for all 13 Garland business units, which share a core culture and technologies related to the building industry. While serving in previous capacities for Garland, from advertising and marketing manager, to vice president of operations, Dave has learned every aspect of its core business of commercial roofing, and of its diverse business units, which develop a variety of service and product solutions for the construction industry. Before joining Garland to develop its in-house advertising department, Sokol founded and ran a start-up marketing-consulting business serving approximately 20 customers across three states.

"The Garland culture is about relationships, building quality relationships with our suppliers, with our employees, and most important of all, with our customers."

David M. Sokol
President

^B Joanne is an independent consultant with over 20 years of history with The Garland Company, Inc. and experience with all the Garland Industries, Inc. subsidiaries.



Resume for Scott Craft, National Account Manager, Project Superintendent

Scott Craft is a 1988 graduate of Bowling Green State University, with a BA in Visual Communications Technology. Since joining Garland in 1990, Scott has held a number of positions in the Garland Industries, Inc. organization. He began his career as Advertising Manager for ImageWorks, Garland's in-house advertising department. In 1995, he assumed responsibility for Garland's sales training program, and in 1998, his responsibilities expanded to encompass recruiting as Director of Recruiting and Training. In 2005, he assumed the position of Director of Operations, and more recently, the position of General Manager for The Garland Company, Inc. His current responsibilities touch on all areas of Garland's day-to-day business. As the National Account Manager and Project Superintendent for the U.S. Communities contract, Scott brings a deep knowledge of Garland operations and processes, and an intimate understanding of the Garland sales culture.

"People are at the heart of the Garland businesses, and motivating people is what I do best. As the back-up liaison between U.S. Communities and the entire Garland U.S. Communities Team — most importantly, our U.S. sales force — I will make certain that we maintain the highest level of responsiveness in support of Cobb County and all other U.S. Communities Participating Public Agencies, working with U.S. Communities board members and management to ensure timely, informed answers to every question and speedy resolution to any problems that might arise."

Scott Craft
General Manager



Resume for Eric Younkin, Lead Referral Manager, Back-Up National Account Manager

As Garland's Warranty Specialist, Eric Younkin is involved in the management and remediation of all warranty issues. His primary focus is to investigate the root cause of rooftop issues so that a comprehensive plan to correct them can be developed, thereby ensuring a long-term roofing system. In addition, he works directly with the product management team and laboratory to investigate any product-related issues so that a corrective action can be implemented to eliminate any future concerns. In his role as Cooperative Purchasing Manager, he helps educate our field representatives and internal teams to the differentiating benefits of cooperative purchasing. Eric has worked hard to develop trusting relationships with U.S. Communities Program Managers, its National Sponsors and Advisory Board, and most especially, with Cobb County and the other Participating Public Agencies. Eric's earlier roles with Garland include Product Manager, where he managed the development and implementation of new product technologies; Customer Service Manager, where he supervised all order processing, logistics, and shipping; and Code and Approval Manager, where he was responsible for overseeing the building code compliance of Garland materials and systems. He is a graduate of Benedictine College, with a BS in biology.

"Providing Garland's U.S. Communities customers with the highest level of service for all aspects of a roofing project has been critical to the success of our existing Master Agreement. Knowing that I have the opportunity to help eliminate warranty claims by proactively addressing material or installation issues when they first arise makes me confident that our customers are receiving not only the best service in the industry, but the best-performing roof systems available. At Garland, we are continually striving to improve. That's been the driving force behind Garland's success, and I am privileged to be a part of that."

Eric Younkin
Warranty Specialist and Cooperative Purchasing Manager



Resume for Frank Percaciante, U.S. Communities Contract Back-Up Lead Referral Contact

Frank graduated from John Carroll University with a Bachelor's Degree in finance and minor in economics. Prior to joining Garland, he worked as a staff accountant for a competing general contracting organization specializing in roofing and building envelope maintenance, renovation, and repair projects. In his current role as the controller for Design-Build Solutions Inc., Frank is responsible for risk mitigation, bonding, insurance, contract negotiations, project cost control, and financial reporting. His areas of expertise include proposal development, as well as the administration, reporting, and compliance of purchasing contracts. His background, including his experience administering the current Master Agreement, have equipped him well for his new responsibilities as Back-Up Leader Referral Contact and Participating Public Agency Liaison for Contract Compliance in administering a new Master Agreement.

"Managing the minute details of national contracts, like managing the requirements of individual projects, requires meticulous attention to detail and excellent communication skills. My goal is to listen carefully, and creatively engage discussions that will lead to the best possible performance outcomes for our customers, while serving the long-term profitability requirements of our employee owners. Since U.S. Communities, like Garland, focuses on the long-term needs of its customers, we are looking forward to continuing our successful collaboration for the benefit of its Participating Public Agencies and our family of employees."

**Frank Percaciante
Controller and Cooperative Purchasing Contract Specialist**

Resume for Janice Manning, U.S. Communities Contract Legal Advisor

In her role as General Counsel, Jan has helped guide the company's growth, as it has expanded from a single smaller organization to a collection of 13 wholly owned subsidiaries. Her responsibilities include dealing with the diversified business units, including overseeing all aspects of organizational contract management; monitoring all federal and state laws for their effect on the construction industry; advising Human Resources on personnel issues; directing our intellectual property management, and managing ethics training for the entire Garland organization to ensure that Garland's mission of "doing the right thing" is at the forefront of every decision.

"The Garland companies individually and collectively reflect an inviolate set of core values that differentiate what we do and how we do it. As employee owners, we see the world a little differently from the owners of publicly held corporations in that our decisions are made for long-term security, not short-term expediency."

**Janice Manning
General Counsel**



Resume for Brendan Conway, U.S. Communities Contract Procurement Law Specialist

As an attorney and a certified public accountant, Brendan possesses a unique skill set well suited for navigating the perplexities of procurement law. He has experience negotiating, drafting, and revising procurement contracts as well as ensuring continuing compliance with the terms and conditions of those contracts and the various local, state, and federal laws enacted to ensure that the public remains protected. Brendan's additional areas of expertise include tax law, construction law, mergers and acquisitions, international trade regulations, and the Employee Retirement Income Security Act (ERISA).

"Supporting Garland's U.S. Communities team behind the scenes, auditing completed projects and reviewing regional laws to ensure compliance, has been part of my mandate since joining Garland. I'm very much looking forward to playing a more formalized role as an official part of the Garland/DBS, Inc. team should we be awarded a new and broader-based contract for Roofing and Waterproofing Supplies and Related Products and Services."

Brendan Conway
CPA, Associate General Counsel

Resume for William Pancoast, U.S. Communities Contract Sales Development Specialist

Since joining Garland in 1988, William Pancoast has earned every Garland sales award and established several record-breaking sales achievements. He earned his BS in business administration, with an emphasis on marketing, from the University of New Hampshire, studying under professionals who have played pivotal roles in developing the conceptual framework that defines today's marketing communications industry. As a sales representative and our Director of UK Operations, Bill continually distinguishes himself with innovative approaches to creating and sustaining customer relationships.

"Our creative team is committed to developing tools that help our customers better understand their roofing options. We are working to make Garland the number one knowledge resource in our industry."

William Pancoast
Senior Sales Representative and Vice President of Sales, European Division



Resume for Brian Lambert, Designated Green Expert for the U.S. Communities Contract

Brian Lambert is director of products and systems for The Garland Company, Inc. He has been active in industry initiatives since 1993. He is frequently a guest speaker at architectural and building maintenance seminars, and has written many articles on roof system performance. In his new capacity as the Designated Green Expert, Brian will be responsible for integrating a triple bottom line approach to business practices — measuring every development by its impact on Profit, People, and the Planet.

"Garland was one of the first U.S. roofing manufacturers to see the potential of green technologies, investing in vegetative roofing solutions in the early 1990s. Sustainable design is all about making our natural resources last, and Garland's commitment to extending the longevity of commercial roof systems is well-documented. Today, we are applying that green philosophy to an ever-widening array of solutions for building exteriors."

Brian Lambert
Director of Products and Systems

Resume for John L. Pierson Jr., P.E., U.S. Communities Contract Engineering Specialist

John L. Pierson, Jr., P.E. began his career with Garland as a product manager for our metal roofing systems. In his current role as Director of Engineering for our design-build subsidiary and for Garland/DBS, Inc., John supervises and self-performs a full range of engineering services in the field, to ensure compliance with all local, state, and federal building and safety codes. John is a frequent presenter of seminars and AIA-accredited classes on installation techniques and roofing technology. Prior to his work with Garland, he was employed in the construction industry as a field engineer and consultant.

"By integrating in-house engineering services into our wider design and build service offerings, Garland/DBS, Inc. has been able to achieve a higher level of accountability, giving customers the assurance that only a thorough investigation and analysis of code- and safety- related conditions can provide. The convenience of providing stamped and approved to-spec documents from a single design-build source helps facilitate project delivery and gives our Project Managers the information they need to ensure a quality installation every time."

John Pierson
Director of Engineering



Resume for Bryan Taylor, U.S. Communities Contract Project Management Supervisor

Bryan began his career at Garland/DBS, Inc. as a Project Manager/Estimator to service projects procured using the U.S. Communities Roofing Supplies and Related Products and Services Master Agreement. In his current role as Senior Project Manager, Bryan oversees all activities within this department, including: proposal development, subcontractor relations, contract fulfillment, as well as all issues related to project management. Prior to joining Garland/DBS, Inc., Bryan worked as a Project Manager for a commercial carpentry contractor for seven years in the greater Cleveland area, and as a general contractor/construction manager for five years in Florida. His extensive project management and estimating experience will continue to be an asset in his new role as Project Management Supervisor overseeing all new U.S. Communities contracts under a new Master Agreement.

"Managing the day-to-day construction details of a wide variety of construction projects has prepared me well for overseeing the Project Managers who will be involved in implementing and monitoring a new U.S. Communities agreement. With our scope of work expanded to include a wider variety of building exterior waterproofing, the complexity of individual jobs is likely to increase. Adding this extra layer of management will help ensure that our Participating Public Agency customers continue to receive our industry's highest level of field support and technical services."

Bryan Taylor
Senior Project Manager

Resume for Julia Holland, U.S. Communities Contract Quality Control Specialist

Julia Holland began her career with Garland as a Quality Control Supervisor for all roof coating and membrane products. She holds a bachelor's degree in environmental science from Oberlin College, with a specialty in energy technology. In her current role as Director of Manufacturing for our Cleveland facility, Julia oversees all aspects of the production process including inventory management, maintaining traceability through documentation, and in-process quality assurance and testing to ensure timely delivery of as-specified materials.

"From the customer's point of view, manufacturing is about two things only: performance and delivery. When our customers specify a material, it is presumed that the performance outcomes associated with that material will be there and that the product will arrive at their job site on time. As the Quality Control Specialist on Garland's USC team, it is my job to see that we achieve those objectives consistently for every U.S. Communities Agency."

Julia Holland
Director of Manufacturing



Resume for Annie Kerch, U.S. Communities Contract Marketing Supervisor

Annie is a graduate of John Carroll University with a BS in business administration, with an emphasis in marketing. Before joining Garland in 2002, Annie spent 13 years in the roofing industry, working with sales professionals and operations management in the area of customer service and operations. In her current role as director of marketing and communications for Garland, Annie manages the company's in-house advertising department, ImageWorks, developing appropriate branding, corporate communication, public relations, and sales support strategies, and directing a team of internal and external marketing resources to implement them using multi-media tools.

"Anticipating, understanding, and responding to customer needs is what marketing is all about, and that is the part of the business I love. But to do that effectively, requires more than being a creative and articulate communicator; it requires consistency across a multitude of tools so that the company is speaking with one voice, consistently reflecting the values that our customers are seeking. The Garland organization has invested considerable time into understanding our public-sector customers, since they represent over half of our business. We're looking forward to expanding that business in partnership with U.S. Communities."

Annie Kerch
Director of Marketing and Communications

Resume for Jennifer Cea, U.S. Communities Contract Marketing and Web Specialist

Jennifer Cea began her career with Garland in 1994 as a Graphic Designer in ImageWorks, Garland's in-house advertising department. At that time she was responsible for designing and developing marketing support material such as corporate sales literature, Garland corporate identity, and several multi-media projects. Jennifer is responsible for the development of Garland's tradeshow booths; corporate advertising program; design and creation of the company's quarterly magazine; creative and design for Garland's annual sales conference; corporate branding; and marketing materials for Garland subsidiaries. Prior to joining Garland, Jennifer worked for several advertising agencies, learning to respond quickly and creatively amid the whirlwind pace of the commercial advertising and design industry. She is a graduate of The Art Institute of Southern California, with a BFA in graphic design.

"Consistency and creativity are not incompatible goals. With the companies growing so rapidly, every day brings a fresh branding challenge as we develop an appropriate style and consistent image for all our marketing deliverables."

Jennifer Cea
Senior Graphic Designer



Resume for Joanne Durante, U.S. Communities Contract Communications Specialist

With over 30 years of professional writing experience, Joanne joined the Garland team as a communications specialist when its current president was managing ImageWorks as an independent agency. When ImageWorks was integrated under the Garland umbrella in 1993, Joanne continued supporting The Garland Company, Inc. and the growing family of Garland Industries' subsidiaries, under the direction of Garland's President. She has been Garland/DBS, Inc. Communications Specialist, developing communications strategies and copy for various U.S. Communities projects, since 2009, and will continue in that role should we be awarded a new Master Agreement.

"Garland/DBS, Inc. is uniquely hospitable to thinking and writing 'outside the box.'" Everything we write, like everything we do, is founded firmly in the entrepreneurial spirit and customer-first philosophy that are the hallmarks of the Garland culture."

Joanne Durante
Strategic Communications Consultant

10.4 Products, Services and Solutions

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10.4.1 Products, Services and Solutions description

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10.4.1 Provide a description of the Products, Services and Solutions to be provided General Definitions of Products and/or Services as set forth in the Scope of Work and Qualifications Section of this Invitation to Bid. The primary objective is for each Supplier to provide its complete product, service and solutions offerings so that Participating Public Agencies may order a range of product as appropriate for their needs.

Product Solutions

As part of this Master Agreement, Garland/DBS, Inc. will be providing all products specified in the pricing document (see **Tab 4, Section 4.5.8.8**):

- Those products that have been introduced, commercialized, and made available to Participating Public Agency customers since we were originally awarded the 2009 Roofing Supplies and Related Products and Services contract have been highlighted in purple.
- Those products representing proposed new additions resulting from the expanded scope of the current Roofing Supplies and Services, Waterproofing and Related Products and Services solicitation have been highlighted in orange.

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- Those sustainable products that are part of the Garland Greenhouse, incorporating environmentally responsible features such as VOC-reduction; incorporation of recycled, rapidly renewable, or bio-based content; recyclability; and similar eco-friendly attributes – are accompanied by the symbol: ∇. ENERGY STAR^{®9} qualified (valid in the U.S. only), CRRC¹⁰ listed, LEED^{®11} point contributors, UL Environment^{™12} validated, and/or Title 24¹³ compliant.

ROLL GOODS (2-Ply, 3-Ply, and 4-Ply system components)

Modified Bitumen Membranes

- ∇ StressPly[®] - Dual-reinforced SBS modified bitumen membranes provide long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- StressPly FR Mineral – Dual-reinforced, fire-resistant, mineral-surfaced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ∇ StressPly Plus - Fiberglass/polyester-reinforced SBS modified bitumen membrane, which incorporates recycled materials, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

⁹ ENERGY STAR[®] is a registered trademark of the U.S. government. The ENERGY STAR Program represents a voluntary partnership between businesses and organizations and the federal government to promote energy efficiency and environmental activities.

¹⁰ Cool Roof Rating Council (CRRC) is an independent and non-biased organization that has established a system for providing Building Code Bodies, Energy Service Providers, Architects & Specifiers, Property Owners, and Community Planners with accurate radiative property data on roof surfaces that may improve the energy efficiency of buildings while positively impacting our environment.

¹¹ LEED[®] Buildings and Leadership in Energy and Environmental Design[®] are trademarks of the U.S. Green Building Council. The Leadership in Energy and Environmental Design (LEED) Green Building Rating System is a voluntary, consensus-building national standard that was initiated by the U.S. Green Building Council (USGBC) for developing high-performance sustainable buildings.

¹² UL Environment[™] is a trademark of Underwriters Laboratories.

¹³ Title 24 encompasses the Energy Efficiency Standards for Residential and Nonresidential Buildings for the State of California, as established by the California Energy Commission (CEC), California's primary energy policy and planning Agency.



- ▽ StressPly Plus FR Mineral - Fiberglass/polyester-reinforced SBS modified membrane, which incorporates recycled materials, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ▽ StressPly E - Eco-friendly, fiberglass/polyester-reinforced SBS and SIS modified bitumen membrane, which incorporates recycled and bio-based content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ▽ StressPly E FR Mineral - Eco-friendly, fiberglass/polyester-reinforced, fire-resistant SBS and SIS modified bitumen membrane, which incorporates recycled and bio-based content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ▽ StressPly EUV - Fiberglass/polyester-reinforced SBS and SIS modified bitumen membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ▽ StressPly EUV FR Mineral - Fiberglass/polyester-reinforced SBS modified membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a reflective white mineral surface.
- ▽ StressPly Max - High-strength, fiberglass/polyester-reinforced SBS modified membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ▽ StressPly Max FR Mineral - High-strength, fiberglass/polyester-reinforced, reflective mineral-surfaced SBS modified membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a reflective white mineral surface.
- VersiPly® 40 – Dual-reinforced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- VersiPly 80 – Dual-reinforced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- VersiPly Mineral – Dual-reinforced, mineral-surfaced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.



- BiFlex® Cap – Fiberglass-reinforced SBS modified bitumen membrane for use as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- BiFlex Mineral Cap – Fiberglass-reinforced, mineral-surfaced SBS modified bitumen membrane for use as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- StressPly IV – Fiberglass-reinforced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- StressPly IV Mineral – Fiberglass-reinforced, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ▽ StressPly IV UV Mineral – Fiberglass-reinforced, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a reflective white mineral surface.
- StressPly IV Plus – High-strength, fiberglass/polyester-reinforced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- StressPly IV Plus Mineral – High-strength, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.
- ▽ StressPly IV Plus UV Mineral – High-strength, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a reflective white surface.
- StressPly SA FR Mineral - Fiberglass/polyester-reinforced, self-adhering SBS modified bitumen membrane for use as the top ply in a multi-ply self-adhered roof system.
- Millennium® - Dual-reinforced, coal tar SBS modified bitumen membrane for use as the waterproofing and reinforcement layer of a modified built-up roofing system.
- Millennium Mineral - Coal tar, mineral-surfaced SBS modified bitumen membrane for use as the waterproofing and reinforcement layer of a modified built-up roofing system.
- Millennium FR Mineral – Fire-resistant, coal tar, mineral-surfaced SBS modified bitumen membrane for use as the waterproofing and reinforcement layer of a modified built-up roofing system.



Felts and Base Sheets

- HPR® Glasfelt/Premium Glasfelt – Asphalt-saturated fiberglass felt (ASTM D 2178 Type IV and VI)
- HPR Glasbase/Premium Glasbase – Heavy-duty double-coated fiberglass base sheet (ASTM 4601 Type II)
- HPR SA FR Base Sheet - Self-adhering, fiberglass-reinforced SBS modified base sheet for use as the initial underlayment in a modified bitumen roofing system.
- HPR Torch Base - Torch-applied base sheet for use as the underlayment for any of Garland's torch-applied roof systems.
- ▽ HPR Tri-Base Premium - Triple-reinforced SBS modified base sheet is designed for use as the initial underlayment for Garland's high-performance roofing systems or as a base flashing ply for hot- and cold-applied roof systems.
- Millennium Base – Dual-reinforced SBS modified base sheet for use as a ply sheet in a Millennium system, a base sheet for a flashing system, or as a mechanically attached base sheet to nailable decks.
- FlexBase® (80) – Fiberglass-reinforced SBS modified bitumen base sheet for use as the initial ply of a modified bitumen roofing system.
- FlexBase Plus (80) – Dual-reinforced SBS modified bitumen membrane for use as the initial ply of a modified bitumen roofing system.
- FlexBase E (80 & 120) – Dual-reinforced SBS modified bitumen membrane for use as the initial ply of a modified bitumen roofing system.
- StressBase® Sheets (80 & 120) – Fiberglass-reinforced SBS modified bitumen base sheet for use as the initial ply of a modified bitumen roofing system.

Polymeric Cap Sheets

- KEE Polymeric Cap Sheets – Highly reflective white, reinforced duPont® Elvaloy®¹⁴ KetoneEthylene Ester (KEE) based membrane with polyester-based fleece back for increased adhesion over various substrates.

¹⁴ duPont® and Elvaloy® are registered trademarks of E.I. du Pont de Nemours and Company.



Underlayments

- HPR Aqua Shield – Fiberglass-reinforced, self-adhering modified base sheet for use as the initial underlayment in a variety of steep-slope roofing applications, including shingle, tile and slate roofs.

Reinforcing Fabrics

- GarMesh® – SBR-coated non-woven fiberglass reinforcement fabric for use in making common roof repairs.
- Grip Polyester – Polyester reinforcement for use with cold applications over metal and smooth single ply, BUR, and modified bitumen roofs
- HPR Polyscrim – Polyester reinforcement for use with hot applications over BUR or modified bitumen roofs.
- Ulti-Mat – Non-woven fiberglass reinforcement for use with White-Knight®/White-Stallion® coating systems.

COATINGS & MASTICS

Flood and Gravel Coatings

- Black-Knight®/Black-Stallion® Cold – Coal-tar-based, cold process roofing adhesive for use as the interply adhesive in a cold-applied coal tar roofing system and can also be used as the flood coat for asphalt and coal-tar-based roof systems.
- WeatherScreen™ – Asphalt-based, fiber-reinforced, fire-rated, cold-applied asphalt flood coat restores existing asphalt roof systems or provides a premium flood coat for new roof systems.

Smooth & Mineral Coatings

- ∇ White-Knight®/White-Stallion® – A single-component, aromatic urethane liquid waterproofing membrane for use on single plies, metal, and smooth/mineral modified membranes.
- ∇ White-Knight/White-Stallion WC – A low-VOC, single-component aromatic urethane liquid waterproofing membrane for use on single plies, metal, and smooth/mineral modified membranes.
- White-Knight/White-Stallion Plus – A single-component aliphatic urethane liquid waterproofing membrane for use on single plies, metal, and smooth/mineral modified membranes.



- White-Knight/White-Stallion Plus WC - A low-VOC, single-component aliphatic urethane liquid waterproofing membrane for use on single plies, metal, and smooth/mineral modified membranes.
- ▽ White-Star - White polyurea flood coat adhesive maintains, restores, and upgrades the performance of new and existing smooth and mineral roof systems.
- Energizer® K Plus FR - Multi-purpose, fire-resistant, DuPont KEVLAR®¹⁵-reinforced liquid waterproofing membrane restores and upgrades the surfacing component of a smooth-surfaced SBS, APP and built-up roofing system.
- Energizer LO - Multi-purpose, asphaltic polyurethane-based, low-odor liquid waterproofing membrane restores smooth- and mineral-surfaced SBS, APP, and built-up roof systems.
- Energizer BK - Polymer-modified, asphalt/coal tar-blend, cold-applied coating restores and upgrades existing smooth and mineral roof systems.

Cold Applied Adhesives

- Weatherking® / Weatherking Plus WC - Cold-process asphalt-modified interply adhesive for use with asphalt base sheets and modified ply sheets to form a cold-process roof system.
- ▽ Green-Lock® Membrane Adhesive - Polyether-based, cold-applied, zero-VOC membrane adhesive for use in the construction of cold process 2-Ply roofing systems (not compatible with Glasbase, Tri-Base, and Type II base sheets).
- ▽ Insul-Lock® HR - Low-odor, foamable roof insulation adhesive designed to bond approved roof insulations to a building's roof deck, base sheets, and/or a variety of roofing systems.
- ▽ Insul-Lock E HR - Low-odor, foamable roof insulation adhesive designed to bond approved roof insulations to a building's roof deck, base sheets, and/or a variety of roofing systems.

Hot Applied Adhesives

- Black-Knight/Black-Stallion LV - Hot-applied, polymer-modified coal tar adhesive used as the interply or flood coat in built-up, modified coal tar, and Millennium roof systems.
- Garlastic® KM Plus - Hot-applied, rubberized asphalt adhesive functions as the interply adhesive in a wide variety of multi-ply built-up roofing systems.

¹⁵ DuPont® and KEVLAR® are trademarks or registered trademarks of E.I. du Pont de Nemours and Company.



- HPR All-Temp Asphalt - High-grade waterproofing bitumen for use as the bonding and waterproofing bitumen for Garland's HPR® systems.

Roof Cements & Mastics

- Black-Knight/Black-Stallion - Quick-drying, polymer-modified coal tar mastic for use to repair coal tar roofing systems as well as to install flashings in a Millennium system.
- Garla-Flex® - Elastomeric asphaltic mastic is formulated from a special weather- and ozone-resistant thermoplastic rubber for use in sealing roof joints and other construction details that are subject to considerable movement (also available in cartridges).
- ▽ Green-Lock Flashing Adhesive - Cold-applied zero-VOC flashing adhesive bonds the flashing system together, and holds it securely to the wall, the flashing, and the underlying roof system.
- Flashing Bond®/Flashing Bond WG - Cold-applied asphalt-based mastic for use in patching and leak repair on asphalt roofing systems. The WG (Winter Grade) version is for cold weather applications.
- Silver-Flash® - Cold-applied, asphalt-based, one-step aluminum mastic for use on the vertical and horizontal surfaces of asphalt roof systems.
- Tuff-Flash™ - Multi-purpose, asphaltic polyurethane-based, low-odor, zero-VOC liquid flashing membrane, which, when combined with Grip Polyester Firm creates a watertight liquid flashing membrane.
- Weatherking Flashing Adhesive - Cold-process modified flashing adhesive for use in conjunction with cold-applied Weatherking systems to adhere flashings.
- Wet-Cote™ - Emergency liquid waterproofing repair material repairs roof leaks during wet weather and is ideal in situations where the leak source cannot be readily identified.

Primers, Paints & Reflective Coatings

- ▽ Pyramic® - White, non-toxic acrylic coating preserves asphaltic or modified bitumen surfaces and significantly reduces temperatures under the rooftop to create a more comfortable, energy-efficient environment.



- ▽ Solex® - Premium Kynar Aquatec®¹⁶-based white roof coating preserves asphaltic roof surfaces and reduces temperatures under the rooftop to create a more comfortable, energy-efficient environment.
- Mineral Lap Coating™ - Bleed-resistant elastomeric coating provides an additional layer of protection at the laps of mineral-surfaced modified cap sheets.
- Silver-Shield® - Asphalt-based fibered aluminum coating combines the waterproofing capabilities of an asphalt roof coating with the reflectivity of aluminum paint.
- ▽ Garla-Brite® - Asphalt-based ENERGY STAR® qualified aluminum roof paint preserves and beautifies existing and new roof systems while providing a reflective coating.
- Garla-Prime™ - Quick-drying asphalt-based roof primer saturates existing felts to form a tough elastic bonding surface for asphaltic coatings; for use in priming metal, masonry surfaces, and bare concrete roof decks.
- Garla-Prime WB - Quick-drying water-based roof primer acts as a bonding agent for surfaces that can be difficult to adhere to or that can only be marginally cleaned, such as metal, concrete, built-up roofing, and modified bitumen.
- CPR Coating System – Cold-process synthetic rubber coating system for metal roofs. System includes a base coat, brush- or trowel grade sealer, and a white top coat.
- Rust-Go Primer/ VOC Primer - Quick-drying rust-inhibitive primer for use as the base primer for Rust-Go Topcoats (VOC version is water-based).
- Rust-Go VOC Topcoat - Environmentally friendly, industrial maintenance coating is designed to protect metal surfaces by keeping them from rusting and breaking down.
- White-Knight/White-Stallion Metal Primer/White-Stallion Metal Primer - Single-component aromatic urethane moisture curing primer for use on properly prepared metal surfaces.
- Clear-Shield RX® - The industry's first rooftop antimicrobial coating improves indoor air quality by resisting bacteria, mold and fungi growth that can become airborne and enter the building through HVAC air intakes.

¹⁶ Kynar Aquatec® is a water-based, fluoropolymer-acrylic resin that is the foundation for Garland's Solex™ highly reflective roof coating for metal, modified bitumen, and single ply restoration. Kynar Aquatec® is a registered trademark of Arkema Inc.



Masonry Coatings, Sealants & Accessories

- Seal-A-Pore™ VOC - Silicone dampproofing solution eliminates moisture penetration from exterior above-grade masonry surfaces.
- Tuff-Coat™/Tuff-Coat Aggregate - Heavy-bodied, ready-to-use emulsified acrylic architectural wall coating dampproofs and beautifies all types of exterior and interior masonry surfaces such as concrete, stucco, brick, and exterior insulation and finishing systems (EFIS).
- All-Sil™ - High-performance, single-component silicone sealant provides strong adhesion to common building materials including PVC, concrete, coated metals and glass.
- ▽ Green-Lock Structural Adhesive (cartridge) – Zero-VOC polyether adhesive for difficult bonding and sealing applications throughout the building envelope.
- Green-Lock Sealant XL (20 oz. sausage) – Single-component high-performance 100 percent solids, interior or exterior polyether joint sealant for difficult sealing applications. Bonds tenaciously to asphalt-modified bitumen sheets, concrete, metal (including DuPont Kynar-coated metal), glass, PVC, and EPDM membranes.
- Tuff-Stuff® MS (cartridge) - Moisture-curing, single-component, non-sag adhesive sealant contains no solvents and when cured offers the performance of a two-part sealant with the ease of one-part installation.
- ▽ Sunburst™ - Highly reflective minerals designed to reduce rooftop temperatures and enhance energy efficiency.
- Quick-Slope™ – Modified acrylic cementitious material provides water dispersion and adds slope over SBS modified bitumen roof systems; contains a blend of high-performance aggregates, cements, and acrylic liquid emulsions to achieve localized slope over a new or existing modified roof.

METALS

Roofs

- ▽ R-Mer® Shield structural standing seam roof system - A symmetric profile containing mesas throughout the panel to minimize "oil canning." The 2-1/8" high vertical seam makes R-Mer Shield both aesthetically pleasing as well as the ideal roof system to withstand the most severe weather conditions. The extruded clip and top rail assembly allows for unlimited expansion and contraction. R-Mer Shield can be used on slopes down to 1/4" per foot for both retrofit and/or new construction. R-Mer Span is manufactured in 12-3/4", 16-3/4", 18-3/4" or 24-3/4" widths. It is available in 24, 22 and 20 gauge steel, 0.032", 0.040" and 0.050" aluminum, 16 oz. and 20 oz. copper, 24, 22 and 20 gauge stainless steel and 0.7mm, 0.8mm and 1.0mm zinc. R-Mer



Shield is also available in 16 standard colors as well as a variety of designer and premium colors.

- ▽ R-Mer Span structural standing seam roof system – A unique profile containing mesas throughout the panel to minimize "oil canning". The 2-3/8" high vertical seam makes R-Mer Span both aesthetically pleasing as well as the ideal roof system to withstand the most severe weather conditions. The heavy-duty one-piece clip allows for unlimited expansion and contraction. R-Mer Span can be used on slopes down to 1/4" per foot for both retrofit and/or new construction. R-Mer Span is manufactured in 12", 16" or 18" widths. It is available in 24 or 22 gauge steel, 0.032" or 0.040" aluminum, copper, stainless steel and zinc. R-Mer Span is also available in 16 standard colors as well as a variety of designer and premium colors.
- ▽ R-Mer Loc architectural/structural standing seam roof system - The 1-3/4" high vertical seam combined with the strength of R-Mer Loc's 18-gauge one-piece clip, make this an ideal choice whenever considering, re-roof applications, mansards and/or new construction. R-Mer Loc is manufactured in 12", 16" or 18" widths. It is available in 24 or 22 gauge steel, 0.032" or 0.040" aluminum, copper, stainless steel and zinc. R-Mer Loc is also available in 16 standard colors as well as a variety of designer and premium colors.
- ▽ R-Mer Loc LX architectural/structural standing seam roof system - The 1-1/2" high vertical seam combined with the strength of R-Mer Loc LX's 18-gauge one-piece clip, make this an ideal choice whenever considering, re-roof applications, mansards and/or new construction. R-Mer Loc LX is manufactured in 12", 16" or 18" widths. It is available in 24 or 22 gauge steel, 0.032" or 0.040" aluminum, copper, stainless steel and zinc. R-Mer Loc LX is also available in 16 standard colors as well as a variety of designer and premium colors.
- ▽ R-Mer Clad architectural standing seam roof system - A strong and durable system with high aesthetic appeal. When designed in conjunction with Garland's modified bitumen or fiberglass felt underlayments, R-Mer Clad is functionally sound in even the harshest environments. R-Mer Clad is manufactured in a 13" width and is available in 24 or 22 gauge steel, 0.032" or 0.040" aluminum, copper, stainless steel and zinc. R-Mer Clad is also available in 16 standard colors as well as a variety of designer and premium colors.
- ▽ R-Mer Seam architectural standing seam roof system - A strong and durable system with high aesthetic appeal. When designed in conjunction with Garland's modified bitumen or fiberglass felt underlayments, R-Mer Seam is functionally sound in even the harshest environments. Additionally, R-Mer Seam is ideal for change-of-plane detailing and contains sealant in the seam cap. R-Mer Seam is manufactured in a 14-1/2" width and is available in 24 or 22 gauge steel, 0.032" or 0.040" aluminum, copper, stainless steel and zinc. R-Mer Seam is also available in 16 standard colors as well as a variety of designer and premium colors.



- ▽ R-Mer Lite and R-Mer Lite II insulated steel roof system - Accommodates slopes down to 1/2" per foot and is adaptable to a wide range of building configurations. Using a White ENERGY STAR[®] qualified siliconized modified polyester paint system and Galvalume^{®17} steel panels, R-Mer Lite II is both light weight, weighing in just under 3/4 lb. per ft., and resistant to severe weather conditions. Panels are fastened to tough 22-gauge Galvalume steel hat channels, restraining all thermal movement in the seam with the stabilizing compression bar (R-Mer Lite II only), and avoiding thermal bridging. Large panel sizes (typically 12 ft. by 60 ft.) help keep thermal movement away from the seams, and make installation fast and easy. R-Mer Lite and R-Mer Lite II are ideal for both retrofit and new construction projects.

Walls

- ▽ R-Mer Wall-Pan system - Engineered for strength and longevity and designed for the beauty of smooth consistency, this system is custom-formed by talented metal craftsmen to suit the unique design and performance requirements of each and every project. R-Mer Wall Pan is manufactured in a 12" width and is available in 24 or 22 gauge steel, 0.032" or 0.040" aluminum, copper, stainless steel and zinc. R-Mer Wall Pan is also available in 16 standard colors as well as a variety of designer and premium colors.
- ▽ R-Mer Guard concealed-clip horizontal wall panel system - Engineered for strength and longevity and designed for the beauty of smooth consistency, this system has been tested and approved for installation in the harshest conditions that nature has to offer, including coastal hurricane environments. Available in a wide range of profiles, colors and metal materials including steel, aluminum, copper, stainless steel and zinc. R-Mer Guard wall panels are custom-formed to suit the design and performance requirements of each and every project.
- ▽ Element[™] concealed-clip architectural wall panel system - Consisting of interlocking legs that create a 3/4" reveal line, this durable system combines aesthetic appeal with the quality assurance of Garland metal products in an easy-to-install panel system that is ideal for architectural wall applications as well as rainscreen wall assemblies. Element panels are factory-fabricated to Garland's quality standards and backed by unparalleled service and support.
- ▽ Legacy[™] concealed-clip architectural wall panel system - Offering a stunning metal shake-style wall panel system with interlocking panel seams, this reliable system provides an aesthetically pleasing solution for numerous wall panel applications, particularly where unique or complicated building geometries are used. Available in a wide variety of shapes, sizes, materials and colors, Legacy provides designers the flexibility to make a bold architectural statement. Legacy panels are factory-fabricated to Garland's legendary standard of quality and backed by unparalleled service and support.

¹⁷ Galvalume[®] is steel pre-treatment and a registered trademark of BIEC International Inc.



- ▽ R-Mer Lite panelized wall covering system – A high-gloss, white, factory-painted, Galvalume steel wall covering system with a tridimensional movement-absorbing design and a unique interlocking panel seaming mechanism. This wall covering system is engineered to be securely anchored to a Galvalume steel hat channel after prior engagement of the S-locked hemmed side. This system is designed to be water resistant on vertical surfaces.
- ▽ Cor wall panel – Creating a dramatic profile to a wall panel application, this simple through-fastened design makes for a strong, durable installation. Panels are 36" wide and available in any of our 16 standard colors. G-90 Galvanized steel panels are available in 24 and 22 gauges. Aluminum panels are available in 0.032" and 0.040" thicknesses.
- ▽ Wave wall panel – Creating a dramatic profile to a wall panel application, this simple through-fastened design makes for a strong, durable installation. Panels are 32" wide and available in any of our 16 standard colors. G-90 Galvanized steel panels are available in 24 and 22 gauge. Aluminum panels are available in 0.032" thickness.
- ▽ Rib wall panel – Creating a dramatic profile to a wall panel application, this simple through-fastened design makes for a strong, durable installation. Panels are 36" wide and available in any of our 16 standard colors. G-90 Galvanized steel panels are available in 24 and 22 gauge. Aluminum panels are available in 0.032" thickness.
- ▽ Line wall panel – For use as a wall or soffit panel, this wall panel's fasteners are concealed to maintain a clean appearance. The simple-through fastened design makes for a strong, durable installation. Panels are 12" wide and available in any of our 16 standard colors. G-90 Galvanized steel panels are available in 24 gauge. Aluminum panels are available in 0.032" thickness.
- ▽ R-Mer Soffit panels – For use in reducing negative uplift pressures experienced by roofs due to open overhangs, these panels are available in both solid and vented profiles up to 25' in length. R-Mer Soffit can fill the most demanding needs. Our .032 aluminum soffit is available in 16 standard Garland colors. R-Mer Soffit is also available in Regal White, .025 Aluminum.

Accessories

- ▽ R-Mer Edge Fascia – This ANSI SPRI ES-1 compliant family of premium metal fascia and coping products protects the vulnerable conditions around the perimeter of low-slope roofing. Along with superior protection performance, this family of products offers an architecturally pleasing fascia system that will enhance the appearance of any building. R-Mer Edge Fascia is available in 24 or 22 gauge steel and 0.040" or 0.050" sheet aluminum or extruded aluminum. R-Mer Edge Fascia is also available in 16 standard colors as well as mill finish, clear anodized and bronze anodized.
- ▽ R-Mer Edge Coping – This ANSI SPRI ES-1 compliant family of premium metal edge products protects the vulnerable conditions around a roof perimeter. R-Mer Edge Coping is available in 24 or 22 gauge steel and 0.040", 0.050" and 0.063" aluminum. R-Mer Edge Coping



is also available in 16 standard colors as well as mill finish, clear anodized and bronze anodized.

- ▽ R-Mer SS Sheet Stock – A high-gloss, factory-painted, steel component for use in fabricating multiple accessories. The Sheet Stock is comprised of aluminum-zinc alloy coated steel, G-90 galvanized steel, aluminum, copper, zinc, or stainless steel. The steel may be coated on both sides with an epoxy primer and on the weathering surface with either a fluorocarbon, siliconized modified polyester, or a plastisol finish. R-Mer SS Sheet Stock is also available in 16 standard colors as well as a variety of designer and premium colors.
- ▽ Garland Vented Hat Channel - Specifically designed to provide secure attachment of an exterior cladding system, while providing the critical ventilation/drainage cavity required by a high-performance Rainscreen or cold-roof design. This 18-gauge G-90 galvanized steel framing component provides a strong structural support for Rainscreen systems; when installed over continuous insulation, it results in minimal thermal bridging.
- ▽ R-Mer Ply roof termination/flashing system –Features a significant technological advancement for the watertight integration of field roof membranes and the various flashings joined at the perimeter of most types of roofing systems. Whether the specific architectural detail requires use of base flashing/counterflashing, metal edge, expansion joint design, or custom roof termination devices, the R-Mer Ply system offers a completely unitized, factory-assembled solution in a standardized design.



EXTERIOR WATERPROOFING

- **Aero-Block™ Systems** – A family of permeable and non-permeable air/water/vapor barrier systems designed to control air flow between conditioned space and unconditioned space. These systems wrap the building in a shell and control the air/water/vapor leakage within the building enclosure. Air barriers control unintended movement of air, water and/or vapor into and out of a building enclosure. The Aero line includes spray-applied and self-adhered systems.
- **Dura-Walk® Systems (Plaza Deck Waterproofing)** – A family of single-component, polyurethane, liquid-applied waterproofing membranes designed to protect vehicular, between-layer, and pedestrian plaza deck systems from the elements while improving their aesthetic value. All Dura-Walk systems create a monolithic, waterproof membrane that can be customized to meet specific application requirements.

Service Solutions

Garland/DBS, Inc. provides an ever-expanding array of technical services to support the procurement representatives, facility managers, and maintenance crews of U.S. Communities Agencies.

The newly proposed Master Agreement, which encompasses all Roofing Supplies and Services, Waterproofing and Related Products and Services – will enable Garland/DBS, Inc. to better support Participating Public Agencies by providing all these services, which are specified in the pricing document (see **Tab Attachment B: Pricing**):

- Nuclear scans for rooftop evaluations
- Infrared scans for rooftop and wall evaluations
- Roof Asset Management Program (RAMP®) Database to document multi-facility roofing assets
- Building envelope evaluation services to identify energy-cost-reducing opportunities for roofs and walls
- Certified shop drawings pertinent to roof installation, reviewed, signed, and sealed by a Professional Engineer or an Architect licensed in the relevant state
- Professional architectural design services
- Engineering structural analysis for rooftop evaluations and properly designed modifications
- Customized project-based specifications
- Certified pre-design analysis by a Professional Engineer, including wind uplift and drainage calculations
- Roof and wall assembly design assistance, including water, air, and vapor barriers, rainscreens, and product-specific detailing
- Brick/stone/block tuck pointing, removing-and-resetting, and replacement
- Caulking and waterproofing
- Coping restoration/replacement
- Dampproofing
- Masonry wall/facade restoration
- Metal trim reinstallation/replacement
- Parapet wall restoration/replacement



- Building envelope assessment and forensic analysis
- Exterior building coating, repair, and/or cleaning
- CAD-assisted details with BIM software
- Value studies including life-cycle cost analysis comparing multiple roofing systems with differing life expectancies and anticipated maintenance requirements
- Structural retrofit roof and wall system design
- 3-D renderings
- Preventive maintenance programs, including 24-hour leak response
- Sustainability upgrades, including vegetative, solar, and ENERGY STAR® qualified, CRRC listed, LEED point contributing, UL Environment validated, and/or Title 24 compliant building enhancements

Our program for professional review and endorsement of project contract documents can help Cobb County and other U.S. Communities Participating Public Agencies by:

- Ensuring an unbiased, third-party, engineering review and certification of construction documents
- Reducing liability exposure for all parties by delegating to an engineer authority and responsibility for determining the acceptability of a project's specifications and details
- Certifying the intent of the manufacturer to resolve specific customer problems
- Establishing a higher level of professionalism by certifying the viability of designs and materials
- Expediting local, state, and federal approvals for public projects

Value-Added Solutions

Resolving exterior waterproofing problems frequently requires the integration of multiple construction disciplines and a comprehensive range of services that may or may not be within the skill set of a typical roofing contractor. Understanding how critical single-source accountability can be to public sector agencies, Garland/DBS, Inc. will be extending to Cobb County and all U.S. Communities Participating Public Agencies our entire menu of services for the total building envelope, as summarized below:

- Certified pre-design analysis by a Professional Engineer for snow retention calculations
- Professional construction management services
- Hygrothermal analysis
- Rooftop mechanical and electrical engineering
- Emergency and disaster reconstruction and repair
- Exterior building electrical modification/relocation/replacement
- Exterior building plumbing and drainage
- Exterior building envelope energy evaluations for energy efficiency studies
- HVAC modifications/replacement
- Lightning-protection, including installation/reinstallation certification/recertification
- Parking lot installation/repair, including solar-paneled canopies for energy-cost reduction and lot striping



- Site security/perimeter fencing
- Skylight modification and replacement
- Window/door replacement and window glazing
- Any and all other building envelope trades related to exterior waterproofing

We have highlighted below those service programs that we expect to be of special interest to Participating Public Agencies, should we be awarded a new Roofing Supplies and Services, Waterproofing and Related Products and Services contract.

Construction Management Services

As a new offering, we will be extending to Participating Public Agencies the opportunity to use Garland/DBS as a Construction Manager. This delivery option is a value-added service that can be included with a material-only roofing or waterproofing system purchase. Construction management services are normally negotiated to be a flat percentage of the estimated cost of work and are used to alleviate the day-to-day project demands placed upon Participating Public Agency resources.

When contracted to perform construction management services, DBS provides administration, project management, and quality control services throughout the project for a fixed fee – rather than acting as a general contractor taking complete responsibility for the project. Although the financial responsibility and performance risks are ultimately the responsibility of the trade contractors, Garland/DBS, Inc. acts as a third-party owner's representative providing continual oversight and management of the project to assist in the identification and resolution of issues before they become problems.

Using Garland/DBS, Inc. in a construction management capacity ensures that Participating Public Agency projects will be installed to specification, following each manufacturer's installation guidelines. In addition, our professional on-site presence provides the Participating Public Agency with a direct set of eyes and ears on the project, which assists in the evaluation of differing conditions and minimizes the opportunities for costly change orders. During the progress of work, Garland/DBS, Inc. will track budget to the project's actual costs and will track schedules against actual production timelines. Any negative deviations will be addressed with the Participating Public Agency and with the individual contractor to make certain the project is completed on time and within budget.

RAMP®

The Garland RAMP is an integrated suite of professional management services designed to extend the working life of your building exteriors, while increasing the value of your properties. RAMP is an Internet-based advanced database tool that can be used to track the history of a customer's roofs, walls, below-grade waterproofing, and pavement. This dynamic tool eliminates owner concerns over lost warranties, inconsistent documentation from one facility to the next, neglected maintenance, the lack of timely communications during work-in-progress, and unanticipated downtime related to emergency repairs.

RAMP can help Participating Public Agencies take control of their facility management budget by providing the information they need to make timely, cost-effective decisions. Typically, the local Garland



representative enters the building envelope data as new projects occur, accumulating, over time, comprehensive documentation of the work history of an Agency's facilities. RAMP-based support services include:

- Maintenance recommendations supported by construction details, photographic documentation, architectural drawings, visual observation notes, core sample documentation, and lab analysis reports
- Roof and other exterior building component replacement options with a comparative analysis of modified bitumen, metal, and sustainable-design high-performance roofing solutions, based on application-specific concerns and requirements
- Work history documentation of every repair, renovation, and replacement, helping Agencies analyze maintenance costs to justify staying the course or moving to capital expenditures
- Cost estimates and annual budget summaries prioritizing your building envelope requirements for the predictable scheduling of preventive maintenance
- Warranty tracking to help Agencies hold suppliers accountable, eliminating problems resulting from neglected maintenance or misplaced documentation
- Life-cycle and energy-saving cost analyses, using industry-recognized models, to help Agencies determine the cost/value performance of alternative building solutions
- Timely updates and job inspection reports, including online photographic documentation so Participating Public Agencies can share data with others in their organizations over the Internet
- Online emergency reporting that automatically triggers a pager, allowing Agencies to report roofing emergencies online, 24/7/365
- Charts and graphs for quick data analysis and visualization
- Summary style reports that can be exported to Excel format for further manipulation and data filtering
- GIS/GPS features leveraging satellite imagery to provide interactive navigation, asset analysis, condition map, and budget map features
- Report generation tools providing users the ability to quickly build full comprehensive reports in PDF output
- Mobile-ready web application viewable on the latest phones and tablet devices

With RAMP, a local Garland representative helps Agencies and their facility management representatives document and track all emergency and preventive maintenance consistently, across a variety of regions and facilities, regardless of whether they are using in-house maintenance teams, locally based contractors, or a Garland/DBS, Inc. Project Manager to implement them.

Leasing Program

Garland offers private businesses, public sector customers, and non-profit organizations across the U.S. the opportunity to lease finance their roofing projects. For state and local governments, public hospitals, school districts, colleges, universities, and 501(c)3 organizations, the program offers tax-exempt, low-interest-rate purchasing for our full range of high-performance commercial roof systems.

Lease financing, as an alternative to traditional bond financing or cash, gives customers the opportunity to make their roofing purchase over time, without increasing their capital debt. It allows schools and



other public organizations, as well as commercial businesses, to replace or renovate their roofing when they need to, buying valuable time until capital becomes available.

The lease arrangement applies to the total roof project cost, including design, materials, delivery, and installation. The program also covers specialized design-build rooftop services, such as HVAC renovation. The typical term for repayment is three years, with a one-dollar buyout at the end of the term. Since the lease is considered a maintenance expense, rather than a capital debt, the arrangement frees up capital needed for other building asset investments. Rates are competitive.

The Dry Zone® - Total Roofing Program Management

Garland/DBS, Inc. is able to offer customers one of the most comprehensive, customizable, web-based Preventive Maintenance (PM) management systems in the industry. With the help of this tool, Participating Public Agencies can schedule, document, and track preventive maintenance and emergency repairs *consistently*, across a variety of regions and facilities, using an online system that puts preventive maintenance documentation at their fingertips. Especially designed for customized applications of multi-facility building envelope management, the Dry Zone database is typically populated by the Project Manager assigned to service the Participating Public Agency.

The Dry Zone program guarantees long-term leak-free performance by:

- Customizing a PM program to match your specific needs
- Developing an online building exterior asset management database for managing them
- Directing the implementation of your PM program

Locally based, authorized Garland contractors, with proven experience installing Garland systems, are able to provide the support services needed to implement recommended PM. Rather than paying a flat fee that escalates year by year, the only associated fee is a non-progressive one that is tied to the square footage of the areas being documented. All actual repairs and maintenance work are handled on a per-contract, as-needed basis.

Dry Zone uses a three-phased approach that begins with a thorough assessment of current building conditions. In Phase II, a more in depth analysis and inspection is performed on questionable areas to obtain a better picture of a building envelope's components' abilities to perform now and into the future. Phase III is an ongoing proactive maintenance-and-capital expenditure plan that maximizes the value derived from a Participating Public Agency's longer-term building envelope investment.

Phase I - Initial Roof Diagnostic and Database Setup

The key component to creating a successful Dry Zone program is the development of an all encompassing database. All available information regarding the current building's condition and composition, and the immediate concerns for specific areas are compiled in Phase I. The resulting database is the foundation for the overall performance and effectiveness of the Dry Zone Program. This program will provide Participating Public Agencies with the due diligence that will lead to proper financial decision making, minimizing the long-term capital costs related to roofing assets. Any repairs,



restorations, or replacements of building components are based upon accurate assessments and implemented by Garland authorized contractors using materials appropriate for the situation.

The performance objectives for each building envelope component will be discussed with the Participating Public Agency's representatives to make certain that the proposed solutions meet the goals, budgets, and expectations of each facility. The following services will be provided in Phase I.

Identify a complete list of interior and exterior building envelope factors that may be affecting the performance of the specific building envelope components, such as roofs and walls.

- Determine the amount of heat, ultraviolet light, humidity, foot traffic, and chemical exposure that the building is expected to endure
- Identify any drainage issues and
 - Recommend procedures for improving drainage in areas where there is significant ponding (ponding water will accelerate the deterioration of any roof system and potentially challenge the structural integrity of the roof)
 - Establish procedures for improving drainage issues that will be incorporated into future roof replacement scope of work
- Evaluate previous repairs
 - Determine the condition of previous repairs and the level of performance expected going forward
 - Note the location of repairs on available drawings
- Obtain all available documents regarding current building envelope systems
 - Classify each existing building exterior component by material manufacturer and type
 - Verify whether or not the components are under warranty, and determine if the warranties are valid
 - If warranties are valid, recommendations will be provided for future courses of action in accordance with specific manufacturer requirements. If repairs are required, they will be performed by a licensed applicator of the warranted system within the guidelines of its manufacturer.
 - If warranties are not valid, procedures will be followed based upon the services selected in Phase III.
- Provide detailed drawings of each area of the building's exterior:
 - Detail drawings will be provided to scale.
 - Perimeter details will be identified.
 - Penetrations will be categorized by type and their locations will be marked.
 - Existing exterior components compositions will be detailed.
 - Anomalies will be identified.
 - Amount and direction of roof slope will be documented.
 - Condition of all building envelope areas will be confirmed, cross-referencing data with photographs.
- Evaluate the integrity of the structural decking and other individual building exterior components to identify areas of concern.
- Provide solution options with recommendations for the course of action that should be taken with each particular component, including each individual roof section.



- Prioritize various areas based on the condition of the current waterproofing system, interior sensitivity, structural condition, and customer need.
- Establish a budget to upgrade building exteriors based on long- and short-term goals.

In addition to the detailed roofing system data collected and the resulting conditional assessment provided by our local field representatives, Garland/DBS, Inc. now has the capability to collect system overview and conditional assessment data on the complete building envelope (e.g. windows, doors, exterior wall systems, soffits, mansards, penthouses, porte-cocheres, curtain wall systems, pedestrian systems). Paving systems, parking lots, and parking decks can also be documented and added to the database.

Phase II - Moisture Scanning & In-Depth Composition Analysis

Phase II services will be implemented to collect more information on building areas where the composition is unknown and verification of moisture content is needed. Upon completion of Phase II services, the current condition of the Participating Public Agency's building inventory will be complete. A clear action plan will be developed for each facility and the Agency will be able to justify financial decisions to improve overall return on building envelope investment.

- Core cuts will be taken, as needed, on all non-warranted roofs to determine the composition and number of existing roofing systems. Core cuts provide accurate information on the number of plies, type and thickness of insulation and coatings, and the type and condition of structural decking that supports the existing roof system. Core samples can be analyzed for asbestos content, water infiltration, and roof system integrity. They provide the most tangible information for roof system diagnostics. When core cuts are performed the following services will be provided:
 - Two (2) core cut samples for each roofing section or more as needed
 - Determination of the condition of roofing system components
 - Reports on the current roof construction, classification, and material types
 - Analysis of samples that have a possibility of containing asbestos
- Infrared Scans for Built-Up and Smooth Surfaced Single-Ply Roofs provide a powerful tool in the process of identifying roof areas with moisture content. By evaluating the results, Agencies can establish whether the water infiltration is localized or is widespread across an entire roof area. They also provide confirmation that a roof system is sound. Recently completed installations can be evaluated with post infrared scans to assure an installation is dry at the completion of a project. By using this service, the Participating Public Agencies can validate whether or not water infiltration has begun degrading a roofing system. Infrared scans will be completed with the use of the latest thermo graphic imaging equipment. The following is a list of items, which are included in the scan:
 - Reports will contain all of the findings, as well as the methods employed while completing the infrared scans.
 - Readings taken from a moisture meter are used to verify infrared scan results.
 - Outlines of wet areas will be painted using highly visible yellow marking paint.
 - Scale drawings of each roof area will indicate the location of each wet area.



- Nuclear Surveys are used to identify the amount of moisture infiltration that has occurred in ballasted single-ply roofs or facilities with more than one roof system in place. Nuclear surveys have been developed to provide more accurate information in these situations. Each nuclear survey contains the following:
 - Nuclear surveys will be completed with the use of a roof reader and moisture gauge. Spacing for the nuclear survey grids will be 10 Ft. by 10 Ft.
 - Statistical analysis is completed to determine wet areas.
 - Readings taken from the moisture meter are used to verify nuclear survey results.
 - Reports containing all of the findings, as well as observations found while completing the survey, will be provided.
 - Color drawings to scale will be provided for each roof area identifying the location of each wet area

Phase III - Inspections, Maintenance, Repairs, Restorations, Replacements, and Leak Response

The Dry Zone program will be most successful if the recommendations provided are implemented. All work completed at Participating Public Agency facilities will utilize products, methods, and services that are of the highest quality and performance levels in the industry. After restoration or replacement of various building exterior components, each new component is placed under a manufacturer warranty that guarantees system performance. The longevity and conditions in the warranty follow the level of performance the customer selects. Garland material warranties are provided at no additional cost; for components such as doors, windows, or fencing, which are not manufactured by Garland, we will work with representatives of the Participating Public Agency to ensure a warranty commensurate with anticipated service life. The workmanship related to all services delivered by Garland/DBS, Inc. is warranted to be free from installation errors for a period of two years.

In Phase III, the value of Dry Zone is fully realized. With the entire Garland organization as its partner, the Participating Public Agency will receive site-specific analysis and recommendations that will keep their building envelope investments in line with the performance and budgetary objectives they've established for their facilities.

- *If the Agency goal is to keep a building functional for the short-term*, we will identify repairs necessary to accomplish those goals. Garland/DBS, Inc. will provide the Participating Public Agency with standard time and material rates for emergency leak response and hard quotes for less urgent repairs.
- *If the performance objective is to provide a 30- or 40- year solution*, we will deliver the best building systems as dictated by the Agency's situation and budget to yield the desired results.

Garland/DBS, Inc. can provide multiple building-solution options to satisfy any performance objectives that may fall between these scenarios. On-time, within budget is standard with routine maintenance and repair, just as it is on major renovations or replacements.

Although Garland/DBS, Inc. material and service offerings are finite and easily defined, the situations over which the services are utilized are infinite: building envelope components such as roofs and walls are never a "one size fits all" proposition. For that reason, Garland never pre-prices maintenance or general housekeeping services upfront prior to the work being performed. With this pay-as-you-go



model, the Participating Public Agencies will never pay pre-established, standard maintenance rates that include products and/or services they may never need.

The most benefit and efficiency can be achieved by defining pricing methodologies customized for each building, after inspections have been performed. Garland/DBS, Inc. will provide the Agency with custom pricing on a yearly basis, with our commitment that we will only charge Participating Public Agencies for services rendered. The selected service for a given situation can then be priced competitively, according to its location, site-specific conditions, and other considerations that may affect the cost of local labor.

Inspections

Through subsequent annual inspections, the Agency's building envelope assets will be continually evaluated to ensure that the previously noted areas of concern are being addressed and a performance history is established. Any new information will be input into the Dry Zone program, creating an evolving document that will track all of your facilities' building envelope assets year after year.

The Dry Zone program is available for all building envelopes, whether or not the systems and components have been manufactured by Garland. But as Garland/DBS, Inc. restores or replaces an Agency's systems using Garland materials, those materials are then warranted by Garland and will have their Dry Zone renewal fees waived for those areas, with annual inspections provided at no cost. With Garland/DBS, Inc. as U.S. Communities building envelope management partner, the only building exterior responsibilities the Participating Public Agencies maintenance teams have to contend with are preventive housekeeping.

Maintenance

As annual inspections are completed, a list of maintenance items will be developed. Garland/DBS, Inc. will provide pricing for all identified maintenance items. As with all Garland/DBS, Inc. projects, we will provide the Participating Public Agency with the opportunity of bidding the labor locally, should that be the preference. In any case, the work will always be performed by an authorized Garland contractor.

Repairs

Along with the maintenance items discussed above, areas of concern will be identified for repair. In conjunction with the facility manager, repairs will be prioritized — across each area of the building's exterior, i.e., roofs, walls, doors, windows, below-grade waterproofing, and pavement — based on critical need. Garland/DBS, Inc. will provide hard quotes, upon request, so budgets can be established around the necessary actions that need to be carried out.

Restorations

When the integrity of a system such as a roof assembly is sound, but the surface is starting to breakdown, restoration may be the best solution for strengthening the long-term performance of the building component. Restorations revitalize the surfaces of roofs and walls by upgrading their weathering and UV resistance. The various materials utilized will be based upon the type of system and



restoration in question. Restorations will extend the service life existing building components, pushing the need for a more costly replacement farther into the future. Restorations also limit building-occupant disruption because they do not create the noise or workflow disruption concerns associated with more aggressive replacement. Once Garland/DBS, Inc. completes a restoration using Garland products, the roof or wall is placed under a Garland warranty at no cost. Garland manufactures a complete line of restoration systems for a variety of traditional built-up, modified built-up and single-ply membranes; many options for restoring metal roof systems; and offers a variety of sealants, coatings, and metal solutions for restoring building walls.

Replacement

Components such as roofs with irreparable system degradation require replacement. The Garland/DBS, Inc. Project Manager works with the Garland local representative, who is already familiar with the Agency's buildings, to recommend the appropriate system replacement solution based upon the level of performance and budget the facility manager has established. Garland/DBS, Inc. has the industry-specific expertise to support a wide variety of Garland building component replacement options to fit any Participating Public Agency need (see **Tab 10, Section 10.4.1**).

When roof replacement is required, we offer two delivery methods:

- In the traditional delivery method (materials only), your local Garland representative, as the material provider, recommends and monitors the quality of the roof installation on behalf of the Agency. The Participating Public Agency contracts directly with the contractor for labor and non-Garland material through the traditional public bid process. In addition, Garland/DBS, Inc. can provide construction management services when the Agency requires more support in monitoring the construction process.
- In the turnkey delivery method (installed), the Participating Public Agency contracts directly with Garland/DBS, Inc. for total project delivery. Your local Garland/DBS representative will recommend and monitor the quality of the roof installation on behalf of the Agency. In addition, a Project Manager oversees and manages the entire contract and construction process to ensure seamless delivery.

Leak Response Program

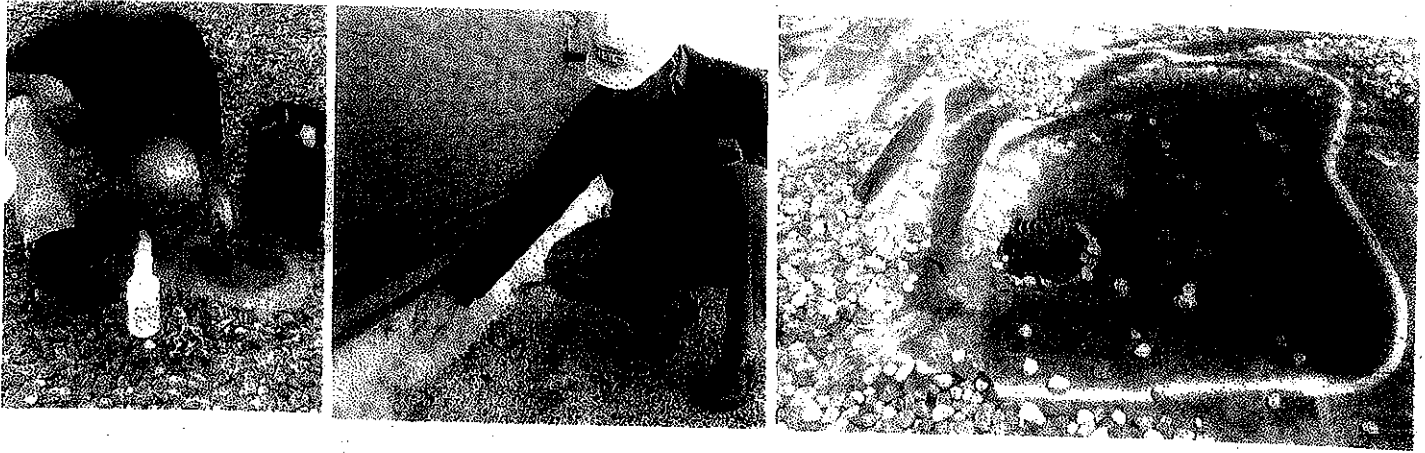
Another special program that has been very successful with Participating Public Agencies is our dedicated Leak Response Program through Dry Zone. The Garland/DBS, Inc. Leak Response Program pre-establishes time and material rates, a not-to-exceed limit for an individual repair, and a seamless system for issuing work orders and delivery of services. For normal priority work orders, service is guaranteed in 24 to 48 hours; in emergency situations, turnaround can be as short as 2 to 4 hours. This unique service is free to set-up, with no obligation to use – providing Agency customers with the products and services they need, as they need them. Alerts can be sent by the customer electronically via email, or through our online database.

When a leak cannot be permanently stopped within the pre-established not-to-exceed limit, the contractor implements a temporary repair, and confirms to the customer that the repair is a temporary



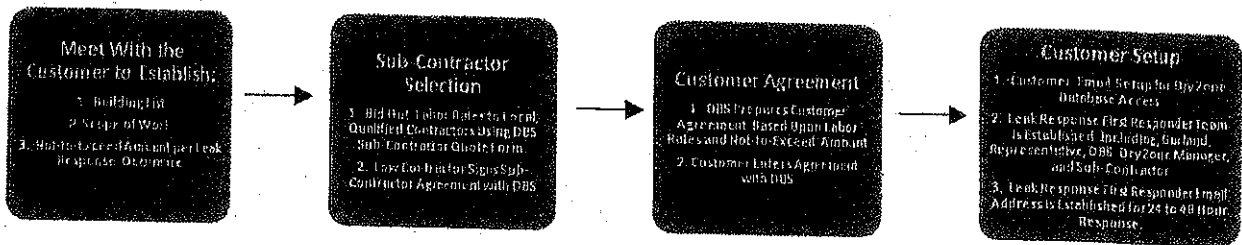
one. The Dry Zone database manager coordinates with the local Garland field representative for a follow-up site visit and roof inspection. The local Garland field representative performs an inspection and gathers all of the assessment data. A RAMP report is created with documentation of the existing conditions, a listing of previously performed repairs, and recommended solution options for the future course of action, including budgets. Once provided the proper authorization, the local Garland field representative works with the Garland/DBS project manager to provide a proposal for the chosen solution option.

The Leak Response Program workflow has been provided on the following page.

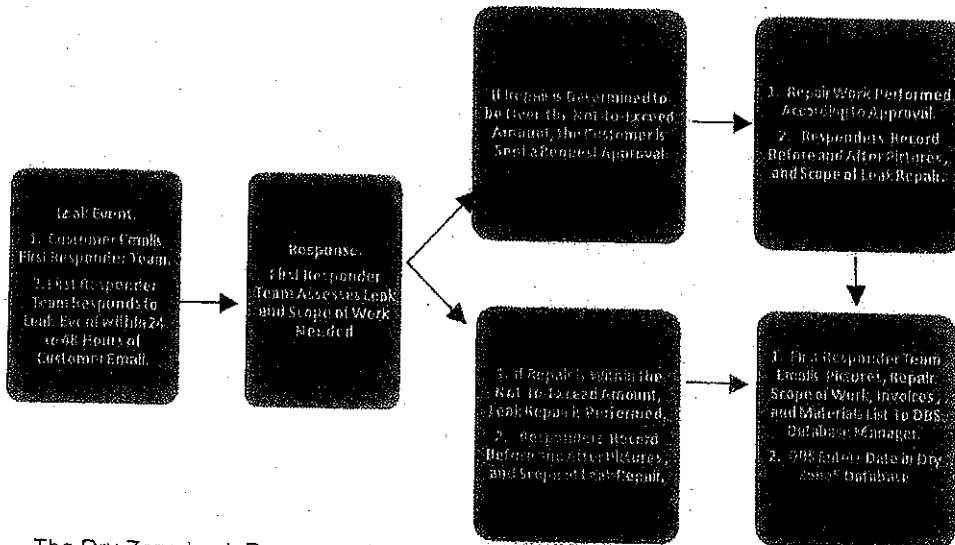


Leak Response Processes

Dry Zone Setup:



Leak Response Workflow:



The Dry Zone Leak Response Service Includes:

- On-Demand Leak Repair Services within 24 to 48 Hours
- Dry Zone Database Setup and Access
- Documentation For Each Occurrence Including Leak Repair Scope of Work , Pictures, and Costs



Emergency Disaster Relief

As an extension of our core competency in complex roofing projects, Garland/DBS, Inc. also offers emergency disaster relief services in cooperation with the Federal Emergency Management Agency (FEMA) and local initiatives such as the Florida Emergency Supplier Network.

Our fully self-contained Mobile Command Center, manned by an experienced Emergency Response Team, is equipped with satellite and intelligent communications systems to provide timely disaster relief services including damage assessment and emergency temporary dry-in; permanent roof repair and/or replacement; and long-term preventive maintenance.

In addition to complete roofing-related disaster relief services, we offer emergency:

- Exterior building repair
- Window opening repair
- HVAC and mechanical repair
- Site clean-up and debris removal

Garland/DBS, Inc. has developed a Storm Zone™ initiative that identifies a best-value process empowering and enabling customers to minimize expense and business interruption following a storm/natural disaster. This proactive management tool builds an inventory of knowledge and a detailed action plan, and will be part of our specialty service offering to Cobb County and other U.S. Communities Participating Public Agencies. This plan includes the following menu of items: Storm Tracker, Facility Analysis, Storm Ready Contractor Approval, On-Site Project Coordination, and Project Management.

10.4.2 Normal delivery time and options

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10.4.2 State your normal delivery time (in days) and any options for expediting delivery.

The goal of Garland/DBS, Inc. is to meet or exceed all Participating Public Agency delivery expectations for turnkey projects as established during our initial project meetings (see **Tab 10, Sections 10.7.1-3 and Section 10.10**). All deliveries are locally negotiated between the Participating Public Agency and its locally based Garland representative, with expedited deliveries arranged as required.

In addition, we encourage Participating Public Agencies to inventory materials in anticipation of seasonal demands, such as during hurricane season or in advance of storm systems. During Hurricane Sandy, our representative created a Mobile Command Center, reaching out to all reps in his area and 50 roofers to facilitate emergency roof repairs and replacements at the rate of 70 squares a day, so Participating Public Agency facilities might be back up and running as soon as possible.



Over the last four-plus years, we have completed over 1,000 turnkey projects through the U.S. Communities Roofing Supplies and Related Products and Services Master Agreement. Of all of the projects we completed, only 14 were delayed beyond the project's scheduled delivery date. More than 98.5 percent of the time, our proven methodologies resulted in "on-time" project completion. Further, there have been no damages claimed and no legal recourse taken in association with any Garland/DBS, Inc. project procured via the existing Master Agreement.

We have not paid liquidated damages on a single one of the 1,000 turnkey projects completed for Cobb County and other U.S. Communities Participating Public Agencies. Even in those few circumstances where Garland/DBS, Inc. encountered issues causing delays, we have always done what was right for the customer, resolving issues to the full satisfaction of the customer.

10.4.3 Backorder policy

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10.4.3 State backorder policy. Do you fill or kill order and require Participating Public Agency to reorder if item is backordered?

Garland/DBS never kills orders or requires reordering if the materials ordered are not immediately available in the quantities specified by a Participating Public Agency. The moment we become aware of a backorder situation, we ramp up production. This is one of the primary benefits of partnering with a full-service manufacturing organization: we are able to respond quickly to material demands.

Unlike suppliers who purchase much or all of what they sell, the Garland organization is able to expedite both manufacturing and shipping. If a backorder situation occurs, we immediately ship a partial order of all available material; then complete the order as quickly as possible by ramping up production.

Unlike suppliers whose material choices are more limited, Garland/DBS, Inc. is also able to substitute higher quality materials, and has done so with no adjustment in price, in order to make sure our customers' projects are completed on time and within budget.

10.4.4 Restocking fees and procedures

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10.4.4 State restocking fees and procedures for returning products.

Our normal restocking fee is 15 percent, with the customer paying for freight on the returns. If materials are returned in like-new condition, a credit memo is issued. As the originator of 95 percent of the materials in our material pricing catalog, our organization is better able to negotiate with customers to help minimize the financial impact of over-ordering, than a contractor purchasing materials from a general distribution house would be.



As employee-owners, our sales representatives take the long-view – resolving problems, sometimes at some sacrifice of short-term profit, in an effort to nurture long-term customer relationships.

10.4.5 Special access programs or innovative strategies

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10.4.5 Describe any special programs that your company offers that will improve customers' ability to access Products, on-time delivery or other innovative strategies.

Broadening Savings through Site-Specific Discount

Garland/DBS, Inc. administers a process for discounting the final price of a roofing project, as part of the existing Master Agreement for Roofing Supplies and Related Products and Services. Since 2009, this proven process has delivered significant savings to Participating Public Agency customers, at times 25 percent or more, in comparison with the line-item pricing commitments made in our current Master Agreement. We would like to continue offering this special promotion should we be awarded the new Roofing Supplies and Services, Waterproofing and Related Products and Services contract.

The process works like this:

1. The catalogue of line item pricing used as the basis for the Master Agreement contains a prevailing wage rate adjustment table that modifies the pricing catalogue to the local market wages. Our estimators use these schedules to apply the Master Agreement pricing to the scope of work defined for each project by developing a line-item price breakdown, which serves as our Guaranteed Maximum Price.
2. We will then administer, as a general contractor, a fully transparent, informal process for obtaining competitive quotes on each project from local Garland-authorized roofing contractors. This alternative pricing option offers Participating Public Agencies:
 - Garland's best government pricing for materials (equal to the General Services Administration's Federal Supply Schedule)
 - The lowest qualified labor quote, based upon the site-specific elements of the project, and incorporating local prevailing wages as applicable
 - A detailed listing of general conditions costs (e.g. bonding, insurance, freight, etc.)
 - A standard mark-up for overhead and profit
3. Any savings provided through site-specific pricing will continue to be passed on directly to the individual Participating Public Agency. If Garland/DBS, Inc. cannot obtain a lower site-specific price, then the Guaranteed Maximum Price will prevail as the basis for the individual Participating Public Agency's project. Both pricing methodologies, including all supporting documentation, are available to the Participating Public Agency for review and evaluation at any time.



If awarded a new Master Agreement, every Participating Public Agency will be offered the opportunity of a site-specific discount. Unless that offer is formally declined, the Agency may then choose the lower of the two pricing scenarios.

Garland/DBS, Inc.'s unique local-market, site-specific pricing process has a well-documented history of generating significant savings for our customers. Garland/DBS, Inc. will continue to assume the responsibility for inviting multiple authorized local contractors to provide quotes to Garland/DBS, Inc. on all turnkey roofing projects, unless it is the preference of the individual Participating Public Agency to work with a specific contractor. The paperwork associated with the local pricing process will remain the sole responsibility of Garland/DBS, Inc, with all communications conducted in collaboration with each Agency's locally based Garland representative.

This value-added service has proven to be an expeditious process, typically taking as little as two to four weeks, relieving the Participating Public Agency of the burdensome paperwork associated with competitive bidding while providing all of the pricing and scheduling benefits associated with cooperative purchasing via this Master Agreement. This value-added proposition is being provided in the hope of consistently outperforming the established installed pricing specified in this Master Agreement. Our intent is to be able to offer a one-time site-specific discount for every project, based upon competitively solicited pricing that incorporates the site-specific conditions of each individual project, including the local-market labor rates.

Of necessity, any nationwide contract is based on standardized line items intended to encompass a variety of different applications. In reality, roofing (unlike office supplies or furniture) is a complex system of multiple components, each of which ought to be chosen and installed to provide the best performance-to-cost ratio possible — an outcome that is almost always best achieved through a locally managed quoting process.

Broadening Savings through Early Payment Discount

In addition, Garland/DBS, Inc. proposes to offer all Participating Public Agencies a 2-½ percent discount for payments within 10 days of invoice, net payment due in 30 days on all turnkey projects. This new prompt payment discount offering will provide greater value to public agencies that want to further reduce the overall project price under a new Master Agreement. Garland/DBS, Inc. will continue offer the same terms on material-only purchases as the existing Master Agreement, an 1-½ percent discount for payment within 10 days of invoice, net payment due in 45 days.

Single-Source Warranties

The Garland Company, Inc. has the most extensive line of roofing and waterproofing products in the high-performance roofing market. Since we manufacture the majority of the materials we sell, we can stand behind them with warranties that meet or exceed industry standards. With the level of oversight and emphasis on quality and safety that we bring to each waterproofing installation, we are confident that the systems sold to Cobb County and the other U.S. Communities Participating Public Agencies will perform as intended. Single-source warranties from a financially stable organization with warranty claims representing less than 1-½ percent of our annual sales provide added assurance that Garland/DBS, Inc. will stand behind every roof we install.



Speakers Bureau Education Initiative

The Garland Company, Inc. and Design-Build Solutions, Inc. employ a diverse group of trained and experienced experts in virtually every aspect of roofing technology, including highly specialized areas such as green technologies. Our Speakers Bureau offers Participating Public Agencies a wide range of professional presentations to educate and keep facility managers current on roof-related issues. These presentations, like the accredited AIA presentations also described in this section, can be offered in a Lunch-and-Learn format, hosted by the locally based Garland representative. Common topics are listed below:

- Green Roofing Products and their Application
 - LEED® certification points contributing products
 - Cool Roof Rating Council rated products
 - California Code of Regulations Title 24 compliant products
 - ENERGY STAR® qualified products
- Preventive Maintenance Practices, Products, and Applications
- Roof Coatings and Restoration Systems
- Roof Roll Goods and Roofing System Composition
- Standing Seam Metal Roof System Applications and Types
- Flat Seam Metal Roof System Application
- Infrared Scans and Nuclear Surveys
- Total Roofing Asset Management
- Web-Based Database Management
- Roof System Specification and Design
- General Construction and Design-Build
- Life-Cycle Costing
- Construction Litigation, Contracts, Litigation, And Bonding



American Institute of Architects (AIA) Accredited Courses

The Garland Company, Inc. currently offers 20 American Institute of Architects accredited courses to provide Continuing Education Credits on roofing- and waterproofing- related topics. The accredited courses are generic in product and service info, to comply with AIA guidelines. But each can be customized to educate facility manager about specific categories of Garland products or services, and their associated applications. Current course offerings include:

Program Number: 004 SS
Program Title: Design Applications for Standing Seam Metal Roofs
Programs Hour(s): 2 LU
Program Level: Intermediate
Learning Objective: Participants will have a thorough understanding of the basic principals to follow when preparing a specification for standing seam metal roofs. Also, some basics of wind uplift, material differences, paint finishes, etc. will be discussed.
Participant Interaction: Group exercises and discussion.
Planned Q&A throughout presentation.

Program Number: 099 PM
Program Title: Getting the Most Out of Your Roof Asset
Programs Hour(s): 1 LU/ HSW
Program Level: Intermediate
Learning Objective: Participants will gain an understanding of the basic components of today's complicated roof systems. They will be able to identify the most common roof maintenance problems and learn how they can be fixed. Finally, they will learn how to set up a preventive maintenance program that includes budgeting.
Participant Interaction: Group exercises and discussion.
Planned Q&A throughout presentation.



Program Number: 099 IAR
Program Title: An Innovative Approach to Commercial Roofing
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: This program offers participants a unique approach to evaluating, designing and specifying roof systems and services. Through a slide presentation and discussion, participants will also gain a better understanding of past, present and future technology.
Participant Interaction: Group exercises and discussion.
Planned Q&A throughout presentation.

Program Number: 002 HR
Program Title: History of Roofing
Programs Hour(s): 1 LU
Program Level: Intermediate
Learning Objective: Participants will have a clear understanding of a design professional's liability during the design and construction phases of a roofing project.
Participant Interaction: Group exercises and discussion.
Planned Q&A throughout presentation.

Program Number: 099 GR
Program Title: Sustainable Design Roofing
Programs Hour(s): 1 LU/HSW/SD
Program Level: Intermediate
Learning Objective: The participants will understand the concept of sustainable design as it relates to commercial roofing applications. Innovative technologies such as cool roofs, photovoltaic roofing, vegetated roof systems, recyclable roofing, roofing materials manufactured with post consumer recycled content, and low VOC roofing options will be discussed.
Participant Interaction: Group exercises and discussion.
Planned Q&A throughout presentation.



Program Number: 004 RSO
Program Title: Roof Systems Overview
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: The participants will obtain general roofing knowledge about the advantages/disadvantages of various types of commercial roofing systems: Built-Up, Modified Bitumen, Metal, Single Ply, and Fluid applied roof systems. Detailed application photos are discussed.

Participant Interaction: Group exercises and discussion.
Planned Q&A throughout presentation.

Program Number: 002 RSO
Program Title: Roof Systems Overview Online Version
Programs Hour(s): 2 LU/HSW
Program Level: Intermediate
Learning Objective: The participants will obtain general roofing knowledge about the advantages/disadvantages of various types of commercial roofing systems: Built-Up, Modified Bitumen, Metal, Single Ply, and Fluid applied roof systems. It also illustrates the construction methods of each system.

Participant Interaction: Online Test upon completion.

Program Number: 086 SE
Program Title: Solar Roofing 101
Programs Hour(s): 1 LU/ HSW/SD
Program Level: Intermediate
Learning Objective: Participants will gain an understanding of the benefits and options of solar roof systems for commercial applications. They will become knowledgeable of the system components as well as their purpose and have a better understanding of what steps are involved in a commercial solar roofing project.

Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.



Program Number: 037 CO
Program Title: Cool Roofing Made Simple
Programs Hour(s): 1 LU/HSW/SD
Program Level: Intermediate
Learning Objective: The participants will gain knowledge about Cool Roof Systems and how they prevent sun-related damage, increase roof life and help cut energy costs. They will learn the basics of how the sun attacks roofs and devise ways that reduce roof surface temperatures and cooling energy usage.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 052 FL
Program Title: Limit Liability with Quality Flashing Details
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: This presentation will discuss how roof flashings are the area where most roofs fail; it will provide suggestions on how to specify a quality flashing – showing NRCA details and new flashings. The importance of inspections during construction will also be discussed.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 053 GR
Program Title: Green Roof Systems
Programs Hour(s): 1 LU/HSW/SD
Program Level: Intermediate
Learning Objective: This course is designed to be an introduction to "green" or vegetative roof systems. Participants will gain an understanding of the benefits of green roof systems and the differences between intensive and extensive systems. They will become knowledgeable of the system components as well as their purpose and have a better understanding of what steps are involved in a green roof project.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.



Program Number: 039 ML
Program Title: Mold Litigation In The Construction Industry
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: This presentation will examine mold; how, why and where it grows inside buildings; how can building owners and the design community minimize or eliminate mold growth; and finally how costly legal fees can be avoided.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 092 CFO
Program Title: Concrete Flooring Protection Overview
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: The participants will obtain general flooring knowledge about the advantages/disadvantages of various types of commercial flooring systems: including Densifiers, Thin Build, High Build, Resurfacers, Decorative Products and Repair Materials. Detailed application procedures are discussed. They will learn what steps to take to ensure a successful project.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 011 CLW
Program Title: Commercial Liquid Waterproofing
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: The participants will obtain general waterproofing knowledge, along with advantages/disadvantages of various types of commercial liquid waterproofing systems. Different uses, common types will be reviewed.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.



Program Number: 011 AB
Program Title: Fluid Applied Air Barrier Systems
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: An introduction to Fluid Applied Air Barrier Systems is designed to provide a thorough overview of fluid applied air barrier systems and how they enhance building performance by preventing air leakage into and out of the building.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 0910 GU
Program Title: Extreme Building Solutions – Garland University
Programs Hour(s): 8 LU/HSW
Program Level: Intermediate
Learning Objective: This two-day program will provide participants education in several areas surrounding the building envelope. Attendees will learn what it takes to evaluate their exterior building envelope, and then specifically take it to the rooftop. There will be a comprehensive overview of roof systems available in today's marketplace, green roof technologies, the importance of building details, and building verticals.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 0311-GUPT
Program Title: Garland University Plant Tour
Programs Hour(s): 2 LU/HSW
Program Level: Intermediate
Learning Objective: Take a two-hour tour through the manufacturing facility, including the Research & Development lab, and watch the process of the manufacturing line, learn about R & D techniques and the quality control processes that are in place.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.



Program Number: 0211 LS ES1
Program Title: Low-Slope Metal Edge System
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: Participants will gain an understanding of the primary function of low-slope metal edge systems as well as proper design, testing, and specification methods to ensure secure, functional, and code-compliant systems. They will become knowledgeable in the various ANSI/SPRI ES-1 testing methods and how they apply to each component of the metal edge system. Participants will also learn how to apply the ES-1 Test results in addition to learning how to correctly specify them.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 0311 DD
Program Title: Devils in the Details
Programs Hour(s): 1 LU
Program Level: Intermediate
Learning Objective: Provides participants an overview of the typical details and roofing design necessary to ensure the building has superior protection to the elements. The presentation provides an outline of the key factors in roof design including water management, slope design, code requirement, building movement, and rooftop equipment concerns. Following the identification of the key factors during the design phase, the presentation outlines the associated impact on detail design and techniques to ensure proper job-site implementation.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.



Program Number: 0312 RWS
Program Title: Design Principles for Rainscreen Wall Systems
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: Participants will gain an understanding of the various components that lead to water penetration in walls and how to prevent it with rainscreen wall system solutions. The importance of air barriers, vapor control and thermal control in the walls will be discussed. Examples of proper rainscreen details and construction will be provided.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.

Program Number: 0913 EPR
Program Title: Engineering Principles of Roofing
Programs Hour(s): 1 LU/HSW
Program Level: Intermediate
Learning Objective: The session provides an explanation of the engineering concepts essential to a successful roofing project. Those new to the roofing concepts will gain an introduction to important Division 7 principals, while those with more experience will receive a valuable refresher course.
Participant Interaction: Group exercises and discussion.
Planned Q&A periods throughout program.



Technical Articles

As new products are launched and new technologies developed and as clarifications of industry trends are required, Garland's technical experts frequently contribute technical articles to industry-related trade publications and Garland's own educational toolbox, such as our *Technical Resource* customer e-newsletter and our blog. New articles are continually being developed, and are made available to existing or potential U.S. Communities Participating Public Agencies online at our garlandco.com website, and through their local Garland representatives. A few of our more recent third-party-publication articles are described below:

Delivering the Best Value for Taxpayer Dollars

By: Frank Percaciante

Facility managers and procurement officials have more delivery options available to them than ever, but determining the best choice for an individual project can be challenging. Explore the advantages and disadvantages of various purchasing options.

Buying Time

By: Tom Stuewe

Virtually everyone understands that a nominal investment in regular oil changes is essential to achieving the warranted service life of their automobile. But when that same concept is applied to roofing, there are a lot of myths out there.

Thinking Green? Consider Coal Tar Pitch

By: Joe Mellott

Coal tar remains a desired and strong source of technology within the roofing industry, as innovative coal tar products significantly reduce associated health hazards and environmental impact.

Preparing for the Worst

By: John Pierson

Creating and managing a plan for rapid response to your roofing needs after a natural disaster can be difficult. This article will help you minimize the stress and delays related to post-disaster repair and reconstruction.

How Metal Roofing Pays for Itself

By: Harry Comfort

A properly installed high-performance metal roof pays for itself through a unique combination of cost-saving benefits.

Building Code Vigilance for Commercial Building Envelope Construction and Renovation

By: Tom Diamond

This article focuses on a few critical areas of building envelope performance.

Energy Focus on the Building Enclosure

By: John Pierson

Improvements to the exterior of the building are key in reducing the energy usage of our facilities.



Understanding Rainscreen Design

By: Tom Diamond

The perfect wall design to defend against the elements of Mother Nature.

Proper Flashing Specification and Installation

By: Rick Catley

Analysis-driven design is crucial for assuring that desired performance outcomes are met.

No Funds for Replacement, Consider Restoration

By: Tom Stuewe

When a roof begins to show signs of fatigue or potential failure, it's easy to assume a replacement is in order. Today's economy is encouraging many to consider alternative solutions.

Warranties are NOT a Guarantee of Success

By: Eric Younkin

Although warranties are an important part of any roofing project, they are not what ensure a leak-free solution. Looking at all the steps that ensure proper design, installation and maintenance are the driving factors to long-term performance.

Out of Sight, NOT out of Mind

By: Eric Younkin

Establishing a preventative maintenance program that meets the requirements of your facility is not easy. Tailoring a program to meet your specific needs is easy once you understand what is available.

Garland University

As Participating Public Agencies desire to gain more information about who Garland is, what Garland makes, and what services we provide, administrators and facility managers will be extended an open invitation to Garland University webinars. These educational programs are available to our representatives year-round via our intranet, and can be made accessible on an individual basis to existing Participating Public Agency customers upon the request of a Garland representative.

10.4.6 Capacity to broaden scope and stay current with standards & technology

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10.4.6 Describe the capacity of your company to broaden the scope of the contract and keep the product offerings current and ensure the latest products, standards and technology for Roofing Supplies and Services, Waterproofing and Related Products and Services.

In **Tab 10, Section 10.4.1**, we have provided a detailed review of the ways in which Garland/DBS, Inc. has broadened the scope of our existing agreement, and plans to further broaden our offerings within the new Roofing Supplies and Services, Waterproofing and Related Products and Services contract.

In regards to keeping product offerings current, the U.S. Communities marketing team has recently expanded the opportunities by which we may notify Participating Public Agencies of new products and



services. We are now including within the Marketplace website timely releases announcing newly released products and services. This ensures that all Participating Public Agencies are alerted to new offerings at the same time as our Sales Force, expediting access to the newest innovations and technologies. We are also working with the U.S. Communities marketing team to share service- and product- specific fliers and special promotions as appropriate on a seasonal and/or target-market basis, to keep the Garland/DBS name in front of Participating Public Agencies. Examples of such promotions used during the implementation of our existing Master Agreement can be found in **Appendix D: Marketing Plan**. It should also be noted that, in practice, our Sales Force typically offers new products and services to Participating Public Agency customers as soon as they are included in the revised price list and become available for ordering, i.e., within two working day of their formal release to our U.S. sales force.

For comprehensive summaries of the many Special Programs included in our offering, such as Construction Management Services, please see **Tab 10, Section 10.4.5**.

In those situations where goods and services are required that are not covered in the pricing schedule, or where a customized solution is required, we acknowledge the requirement to use a process similar to the one used in our proposed site-specific pricing, i.e.:

- Obtaining three written cost proposals from local providers
- Using the most advantageous proposal
- Applying a discount identical to the one shown on the U.S. Communities pricing schedule
- Acquiring advance approval from the Participating Public Agency prior to including the aforementioned product or service in any quote or proposal

10.5 Quality

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Please respond to the following requests for information about your company.

10.5.1 Quality control process

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10.5.1 Describe your company's quality control processes.

The Garland Company, Inc. is a manufacturer of high-performance roofing solutions. Our manufacturing facility is dedicated to producing quality products consistently.

The membrane and coatings manufacturing operations at Garland use proprietary mixing and process technologies and are independently audited for continuous quality control under ISO 9001-2008. Garland membrane production batches are 80 percent smaller than commodity manufacturers, and

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Prepared 03/24/14



therefore processed at slower speeds. By utilizing smaller batch sizes and slower line speeds, we are able to verify product quality more frequently, and thereby identify issues and make corrections before materials leave the facility. Our testing protocols ensure long-term performance in the field. We use ASTM standards to test for proper polymer dispersion, thickness, weight, strength, compound stability and low temperature properties on every batch that we produce.

We use the latest testing methods available to ensure that products meet or exceed customer expectations of performance, employing testing protocols in a precise and frequent manner to ensure consistently predictable results. Testing protocols include, but are not limited to:

- Thickness and placement of the scrim – Regular visual examination ensures compliance with rigorous ASTM standards and Garland's own exacting specification requirements.
- Compound stability – Verification of ASTM and Garland-specified softening point temperatures ensures the high-temperature stability of our modified sheets. (Garland's own specification requirements significantly exceed ASTM minimums.)
- Tensile and tear strength – Garland membranes are tested to exacting specifications to ensure superior strength, flexibility, and elongation and to resist the most severe thermal shock, for exceptional performance in any climate.
- Physical Properties Batch Testing – Each batch of coating material is tested for compliance with the desired physical property results. Batch samples are retained for a period of seven years; should issues arise, we have a base line of the product as it was manufactured.
- Precision roll forming – When manufacturing metal roof and wall panels, it is imperative that the panels to be formed in a precise and consistent manner to ensure proper performance. This performance must be measured in the shape and straightness of the panels as well as the visual suitability of the installed product.

Garland formulates products that are known in the industry for their superior quality and long-term performance. Our research and development group is committed to developing products that live up to or surpass our established industry reputation. For instance, with our modified membranes we have formulated compounds with up to 22 percent styrene butadiene styrene (SBS) polymer. Industry research has shown that high levels of polymer modification offer long-term high temperature and low temperature performance that can not be duplicated by commodity manufacturers. Additionally, we have developed reinforcements that offer a wide range of strengths to meet the needs of our customers. We offer a complete range of scrims, from those using a glass mat with 100 pounds of tensile strength to those using a stitched-knit fiberglass/polyester reinforcement that exceeds 1000 pounds of tensile strength.

In developing our membranes, we select raw materials that offer superior performance. Garland takes great pride in the strong and stable relationships we have with our suppliers. High-quality pre-qualified raw materials are key to our manufacturing processes. Any interruption in the supply of key raw materials can shut down production instantaneously. Since there will be times when even the most stable supplier relationship cannot guarantee delivery, having access to alternate suppliers is crucial to



quality-conscious organizations. Not only do we have back-up suppliers in every critical category; we actually conduct stringent sourcing, evaluation, and approval procedures as part of our own product development process, thereby validating that every alternate supplier's materials are equal to the materials of our standard suppliers in regards to quality and long-term performance.

The Garland Company, Inc. has been ISO certified since, 1994, and currently holds ISO 9001:2008 certification. Our ISO Quality Policy Manual guides every aspect of product development, manufacture, and distribution.

All Garland organizations share Garland's Core Values and implement manufacturing and/or distribution strategies on our behalf in full compliance with the quality program established and audited under Garland's ISO 9001:2008 Quality Policy Manual.

Unlike national contracting organizations, material distributors, and commodity manufacturers, Garland is a niche manufacturer of high-performance solutions, originating 95 percent of the materials in our material pricing catalog. The Garland organization offers the distinct advantage of assuming direct responsibility for the quality of every high-performance solution we sell. We take pride in manufacturing a wide range of quality products that have an excellent reputation in the marketplace. We have committed our research and development and manufacturing groups to uncompromising quality. If we should be awarded the Master Agreement for Roofing Supplies and Services, Waterproofing and Related Products and Services, Cobb County, U.S. Communities, and all its Participating Public Agencies can be certain we will deliver on our promise to never compromise quality for quantity-related pricing advantages.

The portion of our ISO 9001:2008 Quality Policy Manual dealing with our commitment to continual quality improvement has been provided on the following page.

8.2.4 Monitoring and Measurement of Product

Ref: Quality Control
7.1.1 Refer to Addendum

GARLAND implements and maintains comprehensive methods for monitoring and measuring the characteristics of product to verify that product requirements are achieved throughout all phases of product realization in accordance with quality procedures.

Evidence of conformity with the acceptance criteria is maintained in the records and indicates the person authorizing the release. Product release and delivery is dependant upon compliance with the appropriate quality procedures set forth.

8.3 Control of Nonconforming Product

Ref: Nonconforming Product
8.3.1
7.2.1.5 Returned Goods Rework Materials
8.3.2 Refer to Addendum

GARLAND establishes, implements and maintains documented procedures to ensure that nonconforming materials, parts or products are prevented from inadvertent use and/or additional processing without review and disposition from authorized personnel.

The Production Manager is responsible for the Control of Nonconforming Product. Nonconforming materials, parts or products are reviewed in accordance with documented procedures and may be accepted under concession by a relevant authority, and where applicable, by the customer only if all regulatory requirements are met.

Records of the nature of nonconformities and any subsequent actions taken, including concessions obtained are maintained according to quality procedures.

Reworked/repaired items are re-inspected in accordance with the same documented procedures as conforming products to ensure conformance.

Product found to be nonconforming after delivery will require corrective actions.

8.4 Analysis of Data

GARLAND utilizes statistical techniques and methods for the analysis of appropriate data collected to demonstrate the suitability and effectiveness of the Quality Management System. Methods used to generate relevant data are reviewed periodically to ensure the information provided relates to:

- Customer satisfaction.
- Conformity to product requirements.
- Characteristics and trends of processes and products including opportunities for preventive action.
- Suppliers.

The ISO Quality Manager is responsible for Statistical Techniques and the methods utilized at GARLAND are identified and supported by appropriate documentation.

8.5 Improvement

8.5.1 Continual Improvement

Ref:

8.5.2.1

Action Requests
Refer to
Addendum

GARLAND continually improves the effectiveness of its Quality Management System through the use of the Quality Policy, quality objectives, audit results, analysis of data, corrective and preventive actions and management reviews.

8.5.2 Corrective Action

GARLAND establishes, implements and maintains documented procedures to initiate corrective and preventive actions for conditions adverse to quality.

Corrective Action Procedures define the requirements for:

- a) Reviewing nonconformities (including customer complaints).
- b) Determining causes of nonconformities.
- c) Evaluating the need for action to ensure that nonconformities do not recur.
- d) Determining and implementing the action needed.
- e) Records of the results of action implemented.
- f) Review of corrective action implemented.

The ISO Quality Manager is responsible for Corrective Actions and a feedback system is used to provide early warning of quality problems and for input into the corrective action system.

8.5.1 8.5.3 Preventive Action

GARLAND establishes and maintains documented procedures to determine the appropriate preventive actions required to eliminate the causes of potential nonconformities in order to prevent their occurrence.

Preventive Action Procedures define the requirements for:

- a) Determining potential nonconformities and their causes
- b) Evaluating the need for action to prevent occurrence of nonconformities
- c) Determining and implementing the action needed
- d) Records of the results of action implemented
- e) Reviewing preventive action implemented

The ISO Quality Manager is responsible for Preventive Action at GARLAND.



10.5.2 Problem escalation process

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10.5.2 Describe your problem escalation process.

Garland/DBS, Inc. has found that by assigning an experienced employee-owner field representative as the single, local contact point for any and all situations and concerns that might arise on a complex waterproofing project, we are able to resolve customer complaints before they escalate into major problems nearly 100 percent of the time. As employee-owners, every Garland sales representative is empowered to initiate corrective action in keeping with the protocols established in our Sales Policy Manual, including expediting deliveries, forgiving restocking fees, and working through change-orders.

We run a non-hierarchical organization; our largely flat structure is designed to empower individuals across the Company to take ownership of the projects they are involved in, and creatively resolve small problems before they become big ones. The organizational flow for any job contracted by Cobb County or any other U.S. Communities Participating Public Agency is short and direct:

- Every U.S. Communities Participating Public Agency has 24/7 access to their locally based representative via cell phone and email.
- Our reps have direct and immediate 24/7 access to both the National Account Manager (Scott Craft) and the Cooperative Purchasing Manager (Eric Younkin) via cell phone and email, should they need corporate help to provide rapid and appropriate response.
- In those rare instances where Scott and Eric need Executive authority to resolve an issue, both men report directly to David M. Sokol, President of Garland/DBS, Inc. and Leader of U.S. Communities Team, who remains accessible for emergency response 24/7 via cell phone and email.

The Four Project Phases (see **Tab 10, Section 10.7.2 and Section 10.10**) – collectively incorporate many checks and balances, with formal procedures designed to prevent any problem from escalating.

As an added measure, every customer of warranted materials is asked to participate in a Customer Survey at the time their warranty is issued, to provide a snap-shot view of those areas of service that might be improved upon. A four-year summary of our complaint rating can be found in **Tab 10, Section 10.1.6**. The actual Customer Survey questions have been provided on the following page.



since 1898

Below are several statements that describe the conditions of this particular project. Please respond by indicating your agreement or disagreement with each statement.

For this project ...

	Strongly Disagree				Strongly Agree					
The Garland product specified satisfied my roofing needs, including the budget.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
There were no complaints of disruption during the project.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
The contractor's installation of the products was of high quality.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
The products are meeting my expectations with regards to performance.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Overall, I am very satisfied with this project.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5

Below are several statements that describe the behaviors and attitudes of the Garland Representative. Please respond by indicating your agreement or disagreement with each statement.

The Garland Representative ...

	Strongly Disagree				Strongly Agree					
Demonstrated a commitment to understanding and solving my roofing problems.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Provided a thorough written analysis of my problems with customized recommendations.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Responded quickly and efficiently throughout the project.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Competently answered questions/concerns throughout the process.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Kept me informed of the project progress with reports and photos.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Overall, the service I received was of the highest quality.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5

How likely are you to ...

	Very Unlikely				Very Likely					
Use Garland products on your next roofing project.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Use this contractor on any future roofing projects.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Recommend the Garland Representative to colleagues.	<input type="radio"/>	1	<input type="radio"/>	2	<input type="radio"/>	3	<input type="radio"/>	4	<input type="radio"/>	5
Can we use you as a reference?	<input type="radio"/>	No	<input type="radio"/>	Yes						



Specific to our performance implementing the existing Master Agreement for Roofing Supplies and Related Products and Services, we have successfully completed more than 1,000 projects for Participating Public Agencies in 36 states, of which only 14 projects were delayed beyond the project's scheduled delivery date. More than 98.5 percent of the time, our proven methodologies resulted in "on-time" project completion. Further, there have been no damages claimed and no legal recourse taken in association with any Garland/DBS, Inc. project procured via the existing Master Agreement. We have not paid liquidated damages on a single one of the 1,000 turnkey projects completed for Cobb County and other U.S. Communities Participating Public Agencies. Even in those few circumstances where Garland/DBS, Inc. encountered issues causing delays, we have always done what was right for the customer, honoring our commitments.

10.5.3 Customer complaint measurement and resolution process

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10.5.3 How are customer complaints measured and categorized? What processes are in place to know that a problem has been resolved?

All problems are resolved using a standardized process, which is established within our ISO 9001-2008 quality control protocols:

- Our documentation process calls for immediate notification from our field personnel to our product managers at our corporate location when a problem occurs.
- At that point, the corporate office documents the issue or concern and distributes an alert to product and manufacturing personnel within 24 hours of original notification.
- Product and manufacturing personnel then meet with the goal of identifying an immediate remedy for the specific situation as well as a long-term remedy to resolve the identified problem.
- The entire process is documented and audited within our ISO 9001-2008 framework.

During the discussion, the first decision to be made is whether the quality complaint is related to material quality or the installation process.

- If the complaint is deemed to be a product quality issue, our process dictates the review of production records to identify when the failed product was manufactured, and where any additional product manufactured at that same time has been delivered, stored, or installed. Suspect product that has been stored or delivered is quarantined to determine its disposition. In addition to addressing these critical issues to prevent any additional product failures, a training plan is created to address the manufacturing issues that resulted in the problem, thereby preventing their recurrence.
- If the complaint is deemed an installation issue, training documentation is created and distributed in order to avoid a recurrence.

Over the last four-plus years, Garland has experienced a limited number of quality issues with our materials, as described here:



Problem	Resolution
Membrane Packaging: Roll instability on pallets during transit	Packaging was revised to include cores and V-boards to stabilize materials on pallet.
Modified Membrane: Excessive slag and glass pick-up	The material specification was revised to eliminate this problem.
Modified Membranes: Moisture-related blemishing	Added in-line infrared heater to minimize moisture pick-up on scrim and revised Standard Operating Procedures for mixing to enhance compound adhesion to scrim

It is standard procedure to collect batch information on all Garland products. When a product problem arises, the batch number is collected, and all product(s) with the same batch number(s) are traced within our data collection system and investigated both in our warehouses and/or on the projects where they may have been shipped. Our goal is to avoid questionable product being installed on any projects until it is determined, definitively, whether the product is within specification.

For Material-Related Complaints

Our process for reporting and analyzing customer complaints follows:

1. Nonconforming products and/or raw materials are documented in our GARQUEST software system and Excel Spreadsheet compilation.
2. Customer Survey feedback is continuously monitored with a statistical rating system of 1 to 5. For a sample of the survey questions, see Tab 10, Section 10.5.2.
3. Any substandard ratings or comments are immediately addressed by management.

The Garquest and Excel Spreadsheet compilation data is collected by finished goods product categories (raw materials, roll goods/membranes, metals, coatings, etc.) and analyzed on a monthly basis by a management team consisting of Garland's General Manager and representatives of the following departments:

- Laboratory
- Manufacturing
- Product Management
- Purchasing
- ISO Quality Control

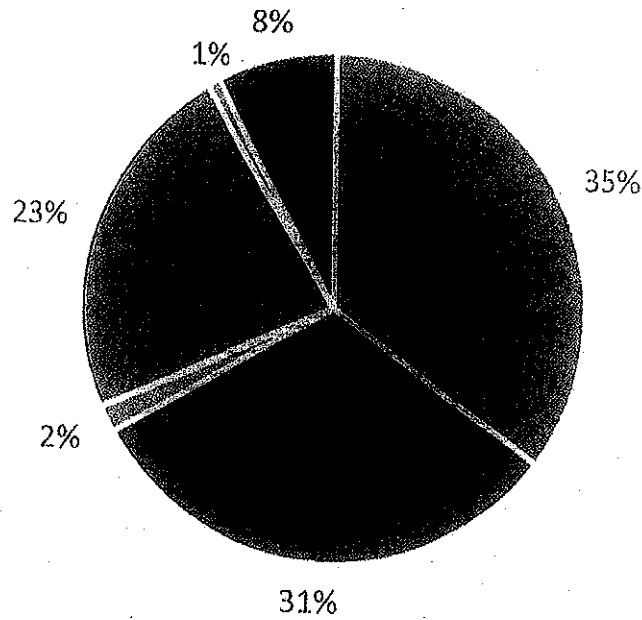
Every item identified is researched to identify root causes and assign corrective action. Only when final corrective actions have been confirmed, are the items closed in the Garquest system and Excel Spreadsheet compilation. The classification used to identify common root causes are:

- Application error
- Specification error
- Production error



Data on material complaints is collected and analyzed on a material type basis. The following pie chart categorizes complaints received in 2013 by material type.

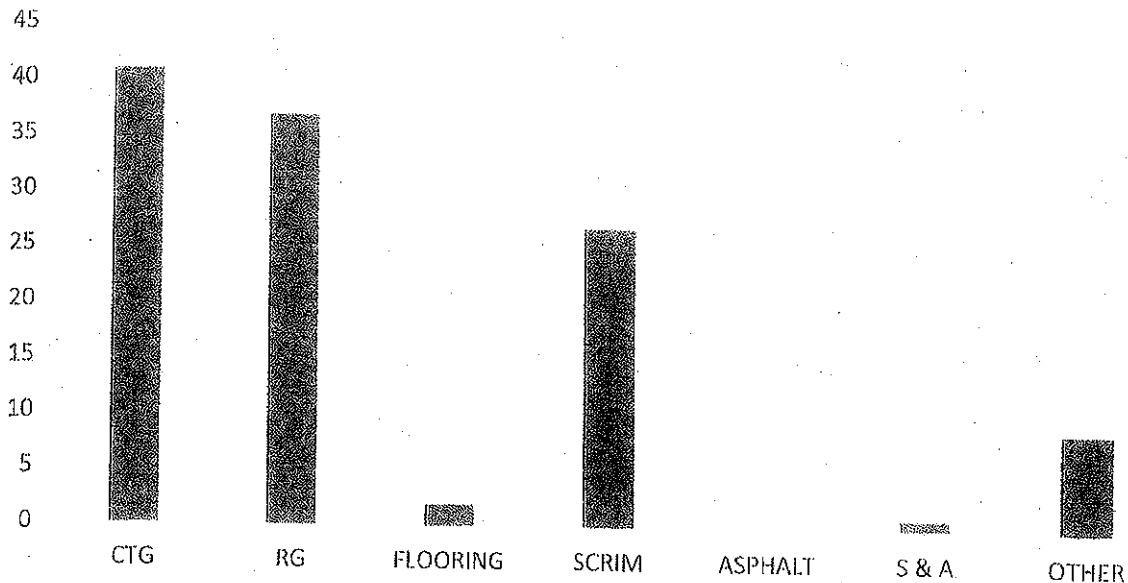
ISO Complaints By Category Percent 2013 Final



■ CTG ■ RG ■ FLOORING ■ SCRIM ■ ASPHALT ■ S & A ■ OTHER



ISO Complaints by Category 2013 Final



For Service-Related Complaints

Our internal engineering and construction management team members meet weekly in Cleveland to review any job-site related problems and concerns, make recommendations, and assign corrective action. Every open project is thoroughly reviewed to ensure that all required turnkey services are being implemented on schedule and appropriately implemented.

As part of our close-out process, the project management team ensures that all contractual requirements are met upon the delivery of the final invoice for retainage and issuance of the warranty to the Participating Public Agency. This practice ensures that every service-related commitment is fulfilled as promised (see **Tab 10, Section 10.7.2**).

In addition, the Customer Survey process previously described (see **Tab 10, Section 10.5.2**), helps ensure that field-related problems are brought to the attention of our Customer Service team.



10.5.4 Product or service warranties description

ITB Page 46

10.5.4 Describe and provide any product or service warranties.

System Warranties

The Garland Company, Inc. has the most extensive line of roofing and waterproofing products in the high-performance roofing market. Since we manufacture the majority of the materials we sell, we can stand behind them with warranties that meet or exceed industry standards. With the level of oversight and emphasis on quality and safety that we bring to each roof installation, we are confident that the roof systems sold to Cobb County and the other U.S. Communities Participating Public Agencies will perform as intended. Single-source warranties from a financially stable organization with warranty claims representing less than 1-½ percent of our annual sales provide added assurance that Garland/DBS, Inc. will stand behind every roof we install; all warranty expenses are 100 percent funded through our financial strength. A summary chart of our standard material warranties is provided on the following page.



System Type	Standard Warranty ¹⁸	Special Considerations
Modified Bitumen Systems	30 Year NDI	May require surface treatment at 15, 20, or 25 years, depending on surfacing chosen
If Mineral Surfaced	20 Year Edge-to-Edge	
If Mineral Surfaced with Coating	25 Year Edge-to-Edge	
If Gravel Surfaced	30 Year Edge-to-Edge	
Metal Systems		
If Standing Seam with seam height > 2"	30 Year NDI	
If Standing Seam with seam height < 2"	20 or 30 Year Limited	Dependent on slope
If Flat Seam	30 Year Limited	
Metal Wall Panel Systems	10 Year Limited	Can be extended and integrated with roof system warranty when installed with a Garland roof system
Restoration Systems	10 or 15 Year Limited	Dependent on system chosen and roof type
Coatings	5 Year Material	
Plaza Deck Exterior Waterproofing	10 Year Limited	
Air Barrier Systems	10 Year Material	

A sample of a typical Garland system warranty follows.

¹⁸ The three edge-to-edge warranties noted may qualify for 40-year warranties depending on system design and material selection.

The Garland Company, Inc.®

Warranty No: _____ Effective Date: _____

Thirty (30) Year High-Performance Edge-to-Edge No Dollar Limit (NDL) Warranty

Owner Name: _____

Contractor Name: _____

Address: _____

Address: _____

City: _____ State/Zip: _____

City: _____ State/Zip: _____

Building Name: _____ Roof Section ID: _____ Sq. Ft.: _____

Products: _____

MANUFACTURER RESPONSIBILITIES

The Garland Company, Inc. (hereinafter referred to as "Garland"), a Corporation of the State of Ohio, warrants to the above named Owner that the Garland roof system, including all Garland metal components, will not leak due to manufacturing defects or defective workmanship by the above mentioned installing contractor. Garland will pay all authorized costs of repairs to the roofing system necessary to stop any leaks that occur during a period of thirty (30) years, from the completion date, subject to the terms of this Warranty. In the event repairs to correct leaks caused by defective materials or workmanship require removal and replacement of the roof system in recover applications, Owner will be responsible for costs associated with the removal and replacement of the original roof system.

APPLICABILITY OF WARRANTY

In order for this Warranty to remain in effect, all repairs, changes, alterations, modifications and/or additions to the roofing system must be authorized in advance in writing by Garland. This Warranty is transferable, subject to Garland's approval of the payment of the transfer fee and applicable maintenance required. This Warranty shall not be applicable if, in the sole judgment of Garland, any of the following shall occur:

- A. The roofing system is damaged by natural disasters including, but not limited to, fire, floods, lightning, hail, earthquakes, wind damage in excess of 90 mph, etc.
- B. The roofing system is damaged by structural movement or failure or movement of any material underlying the roofing system or base flashing.
- C. The roofing system is damaged by acts of negligence, misuse or accidents including, but not limited to, use of roof for other than waterproofing the building, vandalism, civil disobedience or acts of war.
- D. Damage to the roofing system resulting from:
 1. Infiltration or condensation of moisture in, through, or around walls, copings, building structure or underlying or surrounding areas not associated with Garland metal components
 2. Ponding water, defined as standing water 48 hours after rainfall.
 3. Chemical contaminate attacks on the roofing system which have not been approved or accepted by Garland.
 4. Defects in engineering or building design or construction.
 5. Traffic or storage of materials on roof.
 6. Defects in, failure or improper application of the underlying structural material used as a base upon which the roof is applied.
- E. Failure of Owner to properly notify Garland in writing and receive written approval of:
 1. Changes in the usage of the building.
 2. Modifications or additions to the roofing system.
- F. Failure of Owner to properly maintain the roof according to the High-Performance Roof Care & Maintenance Guide.
- G. Failure of Owner to provide Garland with timely written notice of a claim pursuant to the terms of this Warranty.

LIMITATIONS/EXCLUSIONS

Garland shall not be responsible for damages that occur to real or personal property as a result of leaks, including damage to the structure itself or contents therein. Garland's sole responsibility pursuant to this Warranty is for the costs associated with the repair of leaks caused by defective materials or workmanship as set forth above. Furthermore, Garland shall not be responsible for any fading, chalking, or weathering; nor for damage, rust, or other conditions resulting from the building being located within 1,500 feet of the ocean or from acid rain; nor for the removal or replacement of any roof top equipment or systems; nor for any incidental or consequential damages caused by leaks in the original roof system, including, but not limited to, loss of use or profits.

EXCEPT AS SET FORTH HEREIN, GARLAND MAKES NO OTHER WARRANTIES EXPRESS OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

OWNER RESPONSIBILITIES

In the event of a leak, Owner shall provide written notice to Garland within seven (7) days of discovery of the leak and before any repairs are undertaken. The written notice shall be sent to 3800 East 91st Street, Cleveland, OH 44105. Owner, or its agent or representatives shall then provide Garland with adequate access to allow Garland to inspect the leak and roofing system. If it is determined that the roof leak is the direct result of defective materials or workmanship, Garland will perform the repairs required to correct the roof leaks at no cost to Owner. If Garland fails to have the repairs performed within 72 hours after its inspection, emergency temporary repairs performed by others will not void this Warranty, as long as those repairs are approved by Garland.

To the fullest extent allowed by law, this Warranty shall be construed under and in accordance with the laws of the State of Ohio and any actions or suits to enforce this Warranty shall be brought in the State of Ohio. This Warranty constitutes the sole and exclusive Warranty of the parties hereto and supersedes any prior understandings or written or oral agreements or warranties between the parties respecting the subject matter within.

In the event that any one or more of the provisions contained in this Warranty shall, for any reason, be held to be invalid, illegal or unenforceable in any respect, such invalidity, illegality or unenforceability shall not affect any other provision thereof, and this Warranty shall be construed as if the invalid, illegal or unenforceable provision had never been contained therein.

WARRANTY ACCEPTANCE

Owner hereby accepts and agrees to the terms and conditions set forth in this Warranty.

Owner: _____

By: _____

Signed By: _____

Title: _____

Date: _____

Date: _____





Workmanship Warranties

Garland/DBS, Inc. also provides workmanship warranties for customers contracting for turnkey projects. Specifically, Garland/DBS, Inc. and our subcontractors issue individual workmanship warranties to guarantee that service work has been implemented in compliance with the associated manufacturer's guidelines, and will remain free from installation-related defects for a period of one year following project completion. We provide dual workmanship warranties (from Garland/DBS and from the subcontractor) to provide Participating Public Agencies with the assurance that Garland/DBS will enforce the warranty should the original subcontractor be non-responsive or out of business.

It should be noted that small repairs are included in the scope of this warranty, but only for the repaired area(s) of the building. If there are future leaks adjacent to the repaired area(s) or originating from an area other than the repaired area, the workmanship is not covered.

Although the industry standard one-year default for a workmanship warranty is provided on all service work related to the installation of a product, a two-year workmanship warranty can be provided upon request at no additional charge to the customer. When the workmanship warranty expires, the Participating Public Agency is still protected on the larger restoration and/ or replacement portions of the project under the Garland material warranties.

A sample of a typical Workmanship Warranty follows.



10.6 Qualifications, Experience and Project Management Capabilities

ITB Page 46

Please respond to the following requests for information about your company.

10.6.1 Authorized distributors and installers by U.S. state

ITB Page 46

10.6.1 Identify your company's authorized distributors and installers by U.S. state

In implementing the proposed Master Agreement, Garland/DBS, Inc. will be solely responsible for the distribution of all materials and/or the installation of all projects. This allows Garland/DBS to implement the Master Agreement independent of any third party Authorized Distributors.

One distinct advantage of partnering with Garland/DBS is our ability to subcontract to a quality local labor force throughout the country that includes over 1,000 trade contractors, as well as dozens of specialty trade contractors.

- On material-only projects, these contractors are typically selected via a public bid process, which makes it impossible for us to list all potential installers of material-only projects by state.
- On turnkey projects Garland/DBS, Inc. intends to continue its successful site-specific pricing, (see **Tab 10, Section 10.2.2**); a process which makes it impossible to list all potential turnkey installers by state.

Since we are acting as a general contractor, rather than a specialty trade contractor, we are the only integrated product and service organization in the high-performance roofing and waterproofing market that relies 100 percent on locally based authorized applicators for installation and never competes with them. This promotes subcontractor loyalty and helps ensure top quality performance.

As an example of the flexibility this capability has afforded us in implementing the existing Master Agreement, Garland/DBS successfully managed multiple Cobb County building projects (in order to meet the unique challenges of Georgia's Special Purpose Local Option Sales Tax [SPLOST]), while simultaneously managing over 60 projects related a large-scale hail insurance claim for Maricopa County.



10.6.2 Bonding capacity of a national basis

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10.6.2 Identify your company's bonding capacity on a national basis (if applicable)

As confirmed by the following signed and notarized statement from CNA Surety, the bonding capacity for Garland/DBS, Inc. is up to \$50,000,000 per project bond nationwide, with an aggregate capacity in excess of \$150,000,000. Western Surety Company is a Treasury Listed company with a current Treasury Limit of \$104,446,000, providing them the authority to issue a limitless number of individual bonds up to their Treasury Limit Amount. Western Surety Company is authorized to do business in Georgia and all 50 states in the United States and is rated "A" by A.M. Best Company.

Although not a requirement of this solicitation, we have also included a Certificate of Insurance in **Appendix C: Bonding and Insurance.**

10.6.3 States where licensed to do business

ITB Page 46

10.6.3 List the states where the bidder is licensed to do business (if applicable)

Garland/DBS, Inc. is registered to do business in all 50 states and the District of Columbia. Business registration is a requirement for contractors who establish nexus by accepting a contract or agreement to perform work in a state.

State	State ID
Alabama	943-473
Alaska	10005267
Arizona	F15781482
Arkansas	800170181
California	C3268038
Colorado	20121598344
Connecticut	1042957
Delaware	4693955
District of Columbia	C00004679320
Florida	F10000000228
Georgia	10004287
Hawaii	47546F1
Idaho	C191516
Illinois	67039327
Indiana	2012123100260
Iowa	451595
Kansas	4526984
Kentucky	0845872
Louisiana	40100330F



Maine	20130465F
Maryland	F14872113
Massachusetts	001095798
Michigan	60366L
Minnesota	FC434719-2
Mississippi	960549
Missouri	F01208866
Montana	F69357-471021
Nebraska	1001186515
Nevada	E0014802010-8
New Hampshire	683395
New Jersey	0400472034
New Mexico	4254728
New York	4329437
North Carolina	1132191
North Dakota	26631200
Ohio	2140313
Oklahoma	2312401129
Oregon	662380-99
Pennsylvania	4041562
Rhode Island	000525185
South Carolina	604715
South Dakota	FB036539
Tennessee	000622114
Texas	0801695518
Utah	8023740-0143
Vermont	F-33628-0
Virginia	F181319
Washington	603013262
West Virginia	284681
Wisconsin	G045980
Wyoming	2013-000638094

10.6.4 States where bidder or sub-contractor is licensed to do business

ITB Page 46

10.6.4 List the states where the bidder or sub-contractor is licensed to do business (if applicable).

As explained in Tab 10, Section 10.6 – this section is not applicable to Garland/DBS, Inc. since we will remain solely responsible for the distribution of all materials and the installation of all projects delivered via the new Master Agreement for Roofing Supplies and Services, Waterproofing and Related Products and Services. Garland/DBS, Inc. does not rely upon our subcontractors to meet business registration requirements. All subcontractors are required to be properly registered as a business in the states where they are contracted to perform tradework.



10.6.5 State construction licenses held

ITB Page 46

10.6.5 List the state construction licenses held, either directly by the bidder or by a qualified distributor that has been actively and continuously involved with manufacturer (if applicable)

There are 27 states that require a General Contractors or Roofing License in order to perform all work related to this solicitation. Garland/DBS, Inc. is licensed as a General Contractor or Roofing Contractor, as required, in the following states. Individual certificates can be viewed online on the various state websites.

The following table lists the 27 states and associated license numbers:

State	License Number
Alabama	49026
Alaska	38129
Arizona	ROC268135 B-1
Arkansas	213510513
California	949380
Connecticut	MCO.0903127
Delaware	2010100596
Florida	CGC1517248
Georgia	GCCO003281
Hawaii	In Process
Idaho	005754
Illinois	104.015673
Louisiana	53929
Mississippi	19279-MC
Nevada	0075916
New Jersey	687448
New Mexico	377663
North Carolina	69705
North Dakota	39105
Oregon	192939
Rhode Island	191R
South Carolina	G116405
Tennessee	284955
Utah	7685360-5501
Virginia	2705134748
Washington	603-013-262
West Virginia	WV051946

It should be noted that Garland/DBS possesses the required Georgia License. The license held by Garland/DBS, Inc. is for general contracting as defined by Official Code of Georgia Annotated (OCGA) § 43-41-2. Garland/DBS, Inc.'s license is unlimited and encompasses any prime contract construction



work, including all commercial, industrial, and public projects. The delivery options encompassed by this license are: general contracting, construction management, and design-build.

The specialty trade work must be done through a subcontract by an appropriately licensed electrical, plumbing, mechanical, utility and/or low-voltage contractor. Many of the waterproofing projects resulting from the new Master Agreement will involve specialty trade work that requires a license under (OCGA) § 43-14.

Although possession of the various other state-based General Contractor or Roofing Contractor licenses are not a formal requirement of this solicitation, possession of these various licenses will facilitate the implementation of complex projects that frequently require the integration of multiple construction disciplines. Several Participating Public Agencies have already benefited from this differentiating benefit of U.S. Communities partnership with Garland/DBS, Inc., through expedited project delivery and expert oversight.

10.7 Administration

ITB Pages 46-47

10.7.1 Order processing capacity and forms

ITB Page 47

10.7.1 Describe your company's capacity to employ EDI, telephone, ecommerce, with a specific proposal for processing orders under the Master Agreement. State which forms of ordering allow the use of a procurement card and the accepted banking (credit card) affiliation.

Garland/DBS, Inc. is EDI capable of sending or receiving any ANSI, ASC X12 transactions, leveraging our enterprise ERP system (Sage X3) with TrueCommerce EDI (of Wexford, PA) and the TrueCommerce network (TC.Net). Should a Participating Public Agency require the use of EDI, our EDI provider will work directly with the Agency's EDI administrator to properly map all data and transactions for paperless processing.

The True Commerce full-service, web-based, EDI solution offers point-and-click functionality with little or no training. True Commerce supports any ANSI, ASC X12 transaction. It is compatible with AS2 or a specific Value Added Network (VAN), and features robust functionality that will allow us to automate a full range of common tasks, including sending, receiving, importing, and exporting of all transactions. It uses Microsoft® SQL Server Express to automatically send, receive, and view acknowledgements confirming receipt.



Garland's telephone and server infrastructure is N+1 redundant, ensuring call integrity and online data services.

Material-only purchases and small leak repair services, under \$3,000, can be made with a Procurement Card through an American Express®, MasterCard®, VISA®, or Discover® credit card in order to provide flexibility to the Participating Public Agency's facility maintenance staff when a purchase order cannot be issued in the timeframe required for material delivery.

For details on ecommerce capabilities, see **Tab 10, Section 10.7.3.**

10.7.2 Order processing internal management system

ITB Page 47

10.7.2 Describe your company's internal management system for processing orders from point of customer contact through delivery and billing. Please state if you use a single system or platform for all phases of ordering, processing, delivery and billing.

As previously stated, in all phases of Garland/DBS ordering, processing, delivery, and billing are integrated into a single ERP system. The following detailed description explains the four-phase process used to properly manage all aspects of the ordering process, from initial point of contact through project delivery.

Past Performance

Garland/DBS, Inc. categorizes projects in four phases in order to properly manage the operations of the construction activities and services we provide. Each of these phases is managed according to the framework of some or all of the documents described below, which have been developed to assist us in properly documenting each aspect of the project. Stringent adherence to the defined document flow drives delivery of each associated service to ensure that the project schedule is met while maintaining tight cost controls over the work being performed.

The effectiveness of this system has been demonstrated time and again. During the four-plus years of the current Master Agreement, Garland/DBS, Inc. has completed over 1,000 projects and is expected to have completed an additional 500 projects by the end of the contract's fifth year. We have only requested and received change orders on 38 projects, which is less than 0.5 percent of the time. The change orders requested fell into these categories:

- Change orders for additions to the original scope of work, i.e., for customer-directed changes that had not been included in the original
- Change orders for unforeseen site conditions that were unknown until work had commenced
 - Some of these were projects for which we were not responsible for the design phase of the project.
 - Others involved unknown issues such as the extent of deck damage, which could not have been determined until the deck was uncovered. In such circumstances, the budget



anticipates the unknown factors so even though a change order is required, the customer's budget remains unchanged.

The document management system also gives us the ability to provide accurate reporting to the Participating Public Agencies upon request.

Excluding unforeseen site conditions and delays unrelated to the contractor, the design and construction documents provided by Garland/DBS, Inc. for U.S. Communities Agencies, to date, have been accurate, with no related process delays to impede implementation of individual project contracts. We are confident that the meticulousness of our documentation and reporting, using the four-phased process described below, will continue to protect Cobb County and other U.S. Communities Participating Public Agencies from unexpected budget increases while virtually eliminating avoidable change orders.

The Four Project Phases

Pre-Project Phase

Every Garland/DBS, Inc. project begins with the Pre-Project phase. One of our estimators initiates the process with a proposal to the Participating Public Agency. This proposal is developed based upon the services described above in this section and priced out according to the installation line item pricing provided under the Master Agreement and/or the alternate competitive pricing procedure proposed as a value-added service offering.

Although each project has specific requirements, a standard process is utilized with all proposals. The proposal contains a detailed scope of work specific to the project site and conditions and site-specific elements identified throughout the design phase, including any special safety-related considerations. That proposal becomes the control document between Garland/DBS, Inc. and the Participating Public Agency, which establishes our performance commitments under a resulting contract, with line-item pricing as previously established in the Master Agreement.

Where the Master Agreement pricing model has been chosen, the project moves on to the Post-Contract phase.

Where the recommended alternative competitive pricing model has been chosen, the pre-project phase looks like this:

- A **Notice of Pre-Project Meeting** is issued to notify all parties of the date and time of the Meeting.
- A **Pre-Project Meeting** is held.
 - The local Garland field representative conducts the Pre-Project Meeting, when requested by the Participating Public Agency, by reviewing the drawings, specifications, scope of work, and safety requirements established for the project. The meeting is attended by those invited, authorized Garland contractors interested in participating in the project. The scope of work is finalized during the Pre-Project meeting after



discussion of the project elements with the prospective subcontractors. The finalized scope of work may incorporate some of the prospective subcontractors' recommendations, while encompassing all of the elements required to successfully complete the project to the satisfaction and expectation of the Participating Public Agency. A deadline is established at the end of the meeting for qualified sub-contractors to submit their quotes to Garland/DBS, Inc.

- A **Pre-Project Meeting Sign-In Sheet** is used to organize all prospective subcontractors who may be participating in the project and to document their attendance.
- **Pre-Project Meeting Minutes** are taken to track all elements of the meeting, using a standardized form to arrange all information discussed, provided, and received during the meeting. The meeting minutes are then distributed to the Participating Public Agency and the prospective subcontractors in attendance.
- The **Scope of Work** is defined and a deadline is established for the receipt of qualified quotes on the Garland/DBS, Inc. **Subcontractor Cost Worksheet**.
- Quotes are evaluated.
 - A **Quote Breakdown & Evaluation Form** is used to evaluate the quotes, which adds all of the Garland/DBS, Inc. costs to the qualified subcontractor's quote, including Garland material amounts based upon the material quantities submitted by the subcontractor. Overhead and profit figures within the range of industry standards are added to the total project cost to finalize our price. After the quote sheets have been completed for each subcontractor's quote, a fair comparison can be made against all subcontractors to determine who has the lowest total installed cost and/or best value under the customer's directives.

The following additional documents are always incorporated into the Pre-Project Phase:

- A finalized **Proposal** is drawn up.
 - Every proposal includes a refined **Scope of Work**. The scope is defined specifically for each job and will include all pertinent information relating to that job. The final scope of work will be created after the Pre-Construction Meeting (see Post-Contract process description below).
 - A standardized **Subcontractor's Cost Worksheet** is used to enter information about each prospective subcontractor, their project cost, and required Garland material quantities committed to by each subcontractor for the project. There may be multiple forms for one project, in order to cover all the tradesmen involved. At the point when the subcontractor submits his/her worksheet to Garland/DBS, Inc., it becomes our control document for establishing cost control for all labor, materials, equipment, tools, transport, supplies and installation services supplied under each of our subcontracts.
 - The local Garland field representative creates comprehensive **Specifications and Drawings** at this phase of the process, providing the detailed installation instructions that govern the project work.
 - Finally, any **Special Requirements**, specific to an individual Participating Public Agency, which were circulated during the pre-project meeting process, will be incorporated into the documentation record.



Post-Contract Phase

The Post-Contract phase starts with good communication. The Project Administrator in the corporate (Cleveland) office creates a **Project Information Sheet** based on the information obtained during the Pre-Project phase. The Project Information Sheet provides a quick reference guide for all contact information and contract amounts issued for the project.

Should a **Letter of Intent** be needed between Garland/DBS, Inc. and the Participating Public Agency or any of the subcontractors — in order to secure scheduling and/or material orders that are required for the project — our Project Manager produces and distributes the letter(s) accordingly. The Letter of Intent is an effective tool in making sure project budgets and schedules are adhered to, in the event of approval-related delays in the contract development process, or the extensive contract negotiations associated with larger projects. Its purpose is to allow the parties to begin making material delivery arrangements and scheduling plans without a formal contract.

Not every project has the same demands, but a **Contract or Purchase Order** is required prior to work beginning on any project. This document is our authorization for committing funds to the project, and the Participating Public Agency's commitment to the cost of the project.

While the Contract or Purchase Order is being formulated, Garland/DBS, Inc. will be pursuing **Continuing Services Agreements** with all subcontractors. A Continuing Services Agreement defines Garland/DBS Inc.'s relationship with each subcontractor on the project, and includes all of the flow-down provisions necessary for meeting the requirements of this solicitation and the resulting Master Agreement. The Continuing Services Agreement ensures that each subcontractor is held to the same standards as Garland/DBS, Inc. It also establishes procedures and protocols for protecting the Participating Public Agency and Garland/DBS, Inc. in the event of a subcontractor's unacceptable performance, unresolved disputes under contract, or negligent acts and omissions related to their performance. The Continuing Services Agreement also provides termination and dispute resolution procedures in the event of unresolved performance issues. All of these items help protect the project's schedule and budget, and assist in resolving the inevitable discrepancies and concerns raised during construction projects. Once all agreements are in place, Garland/DBS, Inc. issues a **Purchase Order** to each of our subcontractors. This officially authorizes them to begin incurring expenses that are necessary to complete the project. It also assures them of our financial commitment to them for the Purchase Orders associated with the project.

As the project gains momentum, the Project Coordinator, under the direction of the Project Manager, gathers all necessary subcontractor documentation to ensure a successful project. The subcontractor also submits a schedule of values to the Project Manager, which will establish pay points within the project. A realistic build schedule is finalized prior to the work beginning, and is circulated to all parties involved.

While the Project Manager is preparing for the project at the corporate (Cleveland) office, the Participating Public Agency's locally based Garland representative is organizing everything in the field. If required by the Participating Public Agency, a **Notice of Pre-Construction Meeting** will be sent to the Agency and the subcontractor(s).



If the project requires a Pre-Construction Meeting, all subcontractors will be required to attend. Attendance by representatives of the Participating Public Agency is encouraged, but not required. This meeting is documented with **Pre-Construction Meeting Minutes**, and overviews the project from start to finish. Garland/DBS, Inc. encourages an open environment at this type of meeting. The goal is to begin the project with an emphasis on meeting its safety, quality, performance, scheduling, and budgetary requirements.

Safety is one of the key components discussed during the Pre-Construction Meeting. A **Site-Specific Safety Plan** will be provided by each subcontractor, which sets the guidelines and requirements for what obligations, safety equipment, and safety training that subcontractor must employ before and during the performance of the work. All major safety requirements are discussed so they are clearly understood, but it is each subcontractor's responsibility to read and incorporate Garland/DBS, Inc.'s safety program requirements (at a minimum) into the site-specific safety plans for their related disciplines.

As with the Pre-Contract Meeting, the locally based Garland field representative uses a formal **Pre-Construction Meeting Sign-In Sheet** to organize all individuals that are participating in the project and document their attendance at the meeting. This ensures that there is a documented record of anything agreed to at the Pre-Construction Meeting, protecting Garland/DBS, Inc. and the Participating Public Agencies against any future disputes that might otherwise arise relative to safety, quality, scheduling, performance, cost, and any special requirements of the Participating Public Agency.

When the project officially enters the build portion of the work, the Project Manager in Cleveland issues a **Notice of Commencement** to all parties associated with the project. This will be considered the start date for the project, and establishes time lines for the **Notices of Furnishing** from the subcontractors and material suppliers performing under contract. The Notice of Commencement and Notices of Furnishing from the individual subcontractors protect the Participating Public Agency from unknown second- or third- tier subcontractors that may lien the building if they are not paid by any of the subcontractors to Garland/DBS, Inc. These documents are critical communication tools necessary in establishing the involvement of all parties performing under our contract and ensuring their payment for the work performed.

At this point in the process, Garland/DBS, Inc. issues individual **Subcontractor Purchase Orders**, which commit our funding for the project and authorize each subcontractor to begin incurring their cost to complete.

Garland/DBS, Inc. also obtains all locally required **Subcontractor Documentation**, including but not limited to W-9's Certificates of Insurance, Contractor's Licenses, etc. This is essential to protecting the Participating Public Agency and Garland/DBS, Inc. from incurring any liability that can be mitigated by collecting such information.

After all such documentation is in order, the Project Manager in Cleveland provides all subcontractors with a **Subcontractor Checklist** to help facilitate document management throughout the project. Each subcontractor is responsible for generating a **Schedule of Values** in AIA format and submitting it to the Project Manager in the corporate (Cleveland) office for review. The Schedule of Values establishes the



amounts for which subcontractors have been approved for billing, as they complete work on particular elements of the project.

Typically, it is then the responsibility of our field representatives to work with the subcontractors to formulate the **Build Schedule**. The schedule is sent to the Project Manager in Cleveland for review. The finalized Build Schedule is used to track completion progress, and will be used by management to resolve any delays that may affect timely completion. Tracking the project against a schedule is vital to the on-time delivery of the project.

In-Process Phase

Once the actual build portion of the project is underway, the in-process phase begins. The Participating Public Agency's locally based Garland field representative, in coordination with the Garland/DBS, Inc. Project Manager, is responsible for coordinating the day-to-day activities of the work in the field.

Documentation used during this phase includes the **Daily Sign-in Sheet**, which is used by the subcontractor to establish accountability for each subcontractor employee that reports to work each day.

When daily supervision is required by contract, a **Daily Production Report** is used by the locally based Garland field representative or job site superintendent to track what is/is not being accomplished each day. These reports keep the entire team up-to-date on daily jobsite progress and assist in the immediate notification of any issues that arise.

Throughout the installation process, the locally based Garland representative is on-site daily to weekly, to ensure that all Garland materials are being installed to specification. Garland/DBS, Inc. schedules weekly progress meetings, which all involved in the project are encouraged to attend. Where warranted, **Weekly Toolbox Safety Meetings** are held during the **Weekly Progress Meetings** to ensure that all safety-related concerns are addressed and understood by the project personnel, and that each subcontractor employee is aware of the safety-related concerns identified for each phase of the project. The locally based Garland field representative produces a detailed **Weekly Progress Report** that is forwarded to the Project Manager in the corporate (Cleveland) office to document the week's activities and subcontractor staffing; identify issues that are being monitored; and flag problems that need to be resolved before they cost Garland/DBS, Inc. and the Participating Public Agency time and money.

Change Orders are processed in the same manner, whether they are issued to the Participating Public Agency (for additional work requested) or from a subcontractor (in which case, the change order is carefully evaluated to identify its cause and to shield the customer from any adverse economic impact resulting from contractor error or oversight). Tight controls over the change order process ensure that the Participating Public Agency budget is adhered to and only increased, when appropriate, for a fair and reasonable amount. The process works like this:

- The Change Order is initiated by the Garland/DBS, Inc. estimator or locally based Garland field representative, then forwarded to the corporate (Cleveland) office for processing.



- The Change Order includes appropriate back-up information supporting the reason for the change and detailing the increase/decrease in cost and/or change in performance requirements and/or increase/decrease in time associated with the change.
- Whenever a Change Order is executed, the Project Manager in the corporate (Cleveland) office determines whether or not formal modifications to the Contract/Purchase Order with the Participating Public Agency or the subcontractor are required. Only the Project Manager can formalize the change and modify the budget and schedule for the project based upon what has been approved as "necessary to complete the project" by the Participating Public Agency and Garland/DBS, Inc.
- No Change Orders are approved without review and written authorization from the corporate (Cleveland) office. This protects the Participating Public Agency and Garland/DBS, Inc. from incurring costs associated with unapproved/unauthorized change orders from our subcontractor(s).

It should be noted that throughout the implementation of our existing Master Agreement, change orders have been less than five percent of order totals, with 100 percent of all change orders resulting from unforeseen site conditions or additions to the scope of work. At times Garland/DBS, Inc. has completely relinquished our own overhead and profit on change orders to facilitate project completion and protect Participating Public Agency customers from financial hardship.

Garland/DBS, Inc. requires that all **Subcontractor Billing Documents** be submitted to the Project Manager by the 25th of each month. The standardized billing procedure works like this:

- The Project Manager processes these billings by communicating with the field representative to verify if the amount billed equals the amount of work completed.
- Once the Project Manager is through with the verification process, he/she forwards the billing document to the Garland/DBS, Inc. accounting staff for payment. If the Project Manager finds discrepancies in the subcontractor's payment application or the back-up that accompanies it, then he/she will discuss the issue(s) with the local Garland field representative to resolve them.
- Once the pay application and back-up information have been approved, the Project Manager forwards the entire package to accounting personnel for processing.

Most projects allow for a monthly Garland/DBS, Inc. billing to the Participating Public Agency; however, some work has special billing terms. A similar process is used internally to process all billings to the Participating Public Agencies. Information is collected by the Project Manager associated with the project from the subcontractors and the locally based Garland representative to cross-verify project progress and ensure that the items billed reflect actual completion of the project in the field. The Garland/DBS, Inc. accounting staff works under the supervision of the Controller to ensure that an accurate billing is produced. Once completed, Garland/DBS, Inc. forwards the billing to the Participating Public Agency for payment.

The locally based Garland field representative performs and documents periodic inspections of the work in progress, including detailed notes, as well as digital pictures. The inspection process differs for every project, but safety and quality are always reviewed at each site visit. The field representative also utilizes an **In-Process Inspection Report** to help determine if the project is tracking along with the build schedule. This form is the control document for all observations made on-site. The information



from the In-Process Inspection Report serves as a notification tool to our management staff on project status, and is forwarded to the Project Manager in the corporate (Cleveland) office, General Manager, Controller, and Operations Manager to keep the communication lines open between all parties.

Close-Out Phase

Once a project nears its end, it enters the close-out phase. The final inspection is the beginning of this phase and is performed by the locally based Garland representative. All parties involved are informed of the inspection date and time. Attendance by all is encouraged.

The final inspection ensures quality assurance, verifying that all specifications have been met and that the project complies with all local, state, and federal building and safety codes. At the time of final inspection, a **Punch List** is formulated noting any remaining issues that need to be resolved prior to close-out and final payment to the subcontractors and Garland/DBS, Inc. The Punch List is the final list of requirements that need to be completed in order to fulfill the performance-of-work obligations established between all parties to the project. A timeline for completion is discussed for each item on the Punch List, which is then forwarded to everyone involved with the project. This process protects the Participating Public Agency from issues associated with poor details, incomplete work, or improperly installed materials.

The locally based Garland field representative is responsible for providing the Participating Public Agency with **Final Inspection Close-Out Minutes**. Typically, the minutes will cover the variables essential to a final inspection, with particular attention to issues of:

- Safety
- Quality
- Performance
- Cleanliness/Site Condition
- Schedule

The representative also includes the final Punch List and, whenever possible, pictures taken and formatted with items that help identify the scale that the picture is representing.

After the final inspection's Punch List items have been resolved, if warranted, a final walk-through is performed with the Participating Public Agency, the subcontractors, the local Garland field representative, and whoever else may be required to attend. This walk-through represents a preliminary acceptance of the work by the Participating Public Agency. Any remaining items discovered at this time are incorporated into the Punch List and assigned a completion date so that all outstanding items are completed by the time the Participating Public Agency is asked to issue a Final Notice of Completion.

Following the final walk-through, the field representative presents the Participating Public Agency with a **Notice of Substantial Completion**. This signifies the end of the project performance, but does not relieve Garland/DBS, Inc. or its subcontractors of their obligations to finish any outstanding items on the project.



The **Final Walk-Through Minutes** are organized to include any questions, comments, and notes discussed during the walk-through. Typically, the walk-through minutes provide definitive answers to these questions:

- Have the Punch List items been satisfied?
- Does the construction site look as good or better than it did before the project started?
- Has an action plan been put together to settle any outstanding issues?
- Have pictures been included to document any issues that have been raised?

Throughout the length of the project, the Project Manager in the corporate (Cleveland) office will have been working on a **Close-Out Manual** for the job. This manual contains all information pertinent to the project, including pictures; as-built drawings and project manuals; workmanship warranties from the subcontractor(s) and Garland/DBS, Inc.; and contact information for the entire project team. The Close-Out Manual is presented to the Participating Public Agency in two formats:

- In hard copy within a user-friendly binder
- Electronically

The Project Manager delivers this Manual to the Participating Public Agency after the final walk-through. An electronic version of the Close-Out Manual remains in the corporate (Cleveland) office for future reference.

Once *all* elements of the project are complete, the Project Manager presents the Participating Public Agency with a **Notice of Final Completion**. This Notice serves as the official finish date of the project and releases Garland/DBS, Inc. and its subcontractors from any further obligations relating to the performance of work. It starts the clock on the warranty obligations that guarantee workmanship of the installation will be free from installation defects for a period of two years beyond the Notice of Final Completion.

10.7.3 Ecommerce capabilities and system integration

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10.7.3 Describe your company's ecommerce capabilities, including details about your ability to create punch out sites and accept orders electronically (cXML, OCI, etc.). Please details where you have integrated with a public agency's ERP (PeopleSoft, Lawson, Oracle, SAP, etc.) system in the past and include some details about the resources you have in place to support these integrations. List, by ERP provider, the following information: name of public agency, ERP system used, "go live" date, et sales per calendar year since "go live", and percentage of agency sales being processed through this connection.

Due to the customized nature of every exterior waterproofing project, the vast majority of services and turnkey projects performed for Participating Public Agencies do not lend themselves to ecommerce.

However, Garland/DBS, Inc. has integrated a modest portion of our material line items into the U.S. Communities Marketplace website (see following page for a screen capture of our Marketplace



presence). Participating Public Agencies have access to this online ordering function as a viable alternative for small orders and reorders of standard maintenance materials, and for preordering material inventories related to storm or disaster preparation.

With ERP already in place, fully integrating ordering, processing, delivery, and billing — Garland/DBS has the capability to conduct sales transactions via the Internet. However, as a practical matter, we do not see this function becoming a preferred option for purchases made using the Master Agreement for Roofing Supplies and Services, Waterproofing and Related Products and Services.

Currently, there are no Participating Public Agencies or other public sector customers requesting ecommerce for their roofing-related purchases.

ITB 14-5903 for Roofing Supplies and Services, Waterproofing and Related Products and Services
Attachment B Pricing

Line Item	Description	Unit	\$ Per Unit	Roof Systems Material
1.01	Full-time Quality Assurance monitoring	DAY	600.00	
1.02	Asbestos core testing and analysis (testing only, excludes labor for sampling and repair)	EA	75.00	
1.03	Analysis and evaluation (14" x 14" roof core) (Lab testing only, repairs charged at roof repair rates for appropriate system type)	EA	NSP	
1.04	Aerial Roof Survey - Roof Pictures & Drawings including Geometries, Slope, Calculated Area and Perimeter Measurements	EA	NSP	
1.05	Aerial Wall Survey - Wall Pictures & Drawings including Geometries, Calculated Area and Perimeter Measurements	EA	NSP	
1.06	Manufacturer Standing Seam Material Quantity Estimating	EA	NSP	
1.07	Nuclear Moisture Survey, Non destructive roof scan	EA	2,500.00	
1.07.01	Non destructive roof scan, up to 20,000 SF	SF	0.085	
1.07.02	Non destructive roof scan, over 20,000 SF	SF	NSP	
1.08	Infrared scanning equipment for rooftop analysis	DAY	NSP	
1.09	Nighttime infrared scans	NIGHT	1,750.00	
1.10	Roof investigation (visual roof survey)	HOOR	NSP	
1.10.01	Roof investigation, per hour	HOOR	NSP	
1.10.02	Visual Roof Survey up to 20,000 SF	EA	NSP	
1.10.03	Visual Roof Survey over 20,000 SF	SF	NSP	
1.11	Comprehensive report	HOOR	100.00	
1.12	Manufacturer's Technical Representative Contractor Training Session at Job Start-Up	DAILY	NSP	
1.13	Wind Uplift Testing - Mobilize and provide wind uplift testing per Factory Mutual System Roof Design Manual FM 1-52	EA	3,000.00	
1.14	Field / Shop Drawings	EA	NSP	
1.15	Project Building Code Review	EA	NSP	
1.16	Additional and Occasional Services	EA	NSP	
1.16.01	Architect / Design Professional Services	HOOR	125.00	
1.16.02	Structural Analysis / Engineering Services	HOOR	150.00	
1.16.03	Roof Consultant	HOOR	125.00	
1.16.04	CAD Draftsman	HOOR	100.00	
1.16.05		HOOR	60.00	
1.17	Laboratory Analysis	EA	300.00	
1.17.01	Laboratory Fungal Analysis: Cultured Fungi Identification & Enumeration (Not including engineering time for sampling.)	EA	300.00	
1.17.02	Laboratory Fungal Analysis: Total Fungi Spore Count (Not including engineering time for sampling.)	EA	300.00	
1.17.03	Laboratory Mold Analysis: Viable Airborne Mold Analysis (Not including engineering time for sampling.)	EA	300.00	
1.17.04	Laboratory Analysis: Viable Surface Swab or Bulk Substrate Analysis (Not including engineering time for sampling.)	EA	300.00	

LINE ITEM	DESCRIPTION	UNIT	QUANTITY	ROOF SYSTEMS MATERIAL
1.17.05	Laboratory Analysis: Non-Viable Surface Swab of Bulk Substrate Analysis (Not including engineering time for sampling.)	EA	300.00	
1.18	Travel Expenses			
1.18.01	Per Diem - Meals and Incidentals	DAY	NSP	
1.18.02	Lodging	DAY	NSP	
1.18.03	Mileage on Company / Personal Vehicle	MILE	NSP	
1.18.04	Airfare (Economy)	JOB	NSP	
1.18.05	Vehicle Rental	DAY	NSP	
1.19	Seamer Rental Charges	DAY	NSP	
1.20	Set-up Charges for Metal In-Shop Fabrication	EA	NSP	
1.21	Set-up On-Site Roll Forming	EA	NSP	
1.22	Roof Fastener Pull Tests (As Many as Required per Roof Section)	EA	NSP	
1.23	Wind Uplift Design Calculations	EA	NSP	
1.24	Roof Drainage Capacity Calculations	EA	NSP	
1.25	Roof Edge Metal Calculations - ANSI/SPRI ES-1 Standards	EA	NSP	
1.30	Additional Professional Services			
1.30.01	Option 1: Professional Services can be Completed on a Cost Plus Basis	%	14%	
1.30.02	Option 2: Mark-Up Applicable to R.S. Means Catalogue Pricing	%	14%	

Line Item	System Description	Unit	5 per Unit	ROOF SYSTEMS MATERIAL
2.01	SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Metal Deck	SF	1.91	
2.02	SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Wood / Tectum Deck	SF	1.91	
2.03	SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Lightweight / Gyp Deck	SF	1.91	
2.04	SYSTEM TYPE BUR W/ Insulation and Gravel Surfacing - Concrete Deck	SF	1.91	
2.05	SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Metal Deck	SF	1.82	
2.06	SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Wood / Tectum Deck	SF	1.82	
2.07	SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Lightweight / Gyp Deck	SF	1.82	
2.08	SYSTEM TYPE BUR W/ Insulation and Mineral Surfacing - Concrete Deck	SF	1.82	
2.11	SYSTEM TYPE Single-Ply W/ Insulation - Metal Deck	SF	1.45	
2.12	SYSTEM TYPE Single-Ply W/ Insulation - Wood / Tectum Deck	SF	1.45	
2.13	SYSTEM TYPE Single-Ply W/ Insulation - Lightweight / Gyp Deck	SF	1.45	
2.14	SYSTEM TYPE Single-Ply W/ Insulation - Concrete Deck	SF	1.45	
2.21	SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Metal Deck	SF	1.78	
2.22	SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Wood / Tectum Deck	SF	1.78	
2.23	SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Lightweight / Gyp Deck	SF	1.78	
2.24	SYSTEM TYPE Ballasted Single-Ply W/ Insulation - Concrete Deck	SF	1.78	
2.31	SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Metal Deck	SF	2.15	
2.32	SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Wood / Tectum Deck	SF	2.15	
2.33	SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Lightweight / Gyp Deck	SF	2.15	

Item	System	Unit	System Material
2.34	SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Concrete Deck	SF	2.15
2.35	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Metal Deck	SF	2.15
2.36	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Wood / Tectum Deck	SF	2.15
2.37	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Lightweight / Gyp Deck	SF	2.15
2.37	SYSTEM TYPE Coal Tar BUR W/ Insulation and Mineral Surfacing - Concrete Deck	SF	2.15
2.41	SYSTEM TYPE Metal Roofing System - Metal Deck	SF	1.91
2.42	SYSTEM TYPE Metal Roofing System - Wood / Tectum Deck	SF	1.91
2.43	SYSTEM TYPE Metal Roofing System - Lightweight / Gypsum Deck	SF	1.91
2.44	SYSTEM TYPE Metal Roofing System - Concrete Deck	SF	1.91
2.51	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Metal Deck	SF	2.31
2.52	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Wood / Tectum Deck	SF	2.31
2.53	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Lightweight / Gyp Deck	SF	2.31
2.54	SYSTEM TYPE Polyurethane Foam (PUF) Roof W/ Insulation and UV-Resistant Coating - Concrete Deck	SF	2.31

Line Item	DESCRIPTION	Unit	Sp. per Unit	RECESS (See Detail)
2.61	SYSTEM TYPE BUR w/ Gravel Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.23	
2.62	SYSTEM TYPE BUR w/ Mineral Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.19	
2.63	SYSTEM TYPE Single-Ply to the Existing Insulation (Insulation to be Re-Used)	SF	1.76	
2.64	SYSTEM TYPE Ballasted Single-Ply to the Existing Insulation (Insulation to be Re-Used)	SF	1.38	
2.65	SYSTEM TYPE Coal Tar BUR with Gravel Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.56	
2.66	SYSTEM TYPE Coal Tar BUR with Mineral Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	2.56	
2.67	MULTIPLIER - TEAR-OFF & DISPOSE OF DEBRIS Each Additional Roof System	%	52.000	
RECESS (See Detail)				
3.11	DECK TYPE Metal Deck	SF	5.16	
3.12	DECK TYPE Wood Deck	SF	5.10	
3.13	DECK TYPE Gypsum Deck	SF	23.41	
3.14	DECK TYPE Concrete Deck	SF	22.47	
3.15	DECK TYPE Lightweight Deck	SF	10.75	
3.16	DECK TYPE Tectum Deck	SF	10.83	

Line Item	Description	Unit	Quantity	Material
4.11	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF	0.75	
4.12	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Adhered with Insulation Adhesive	SF	1.15	
4.13	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Metal Deck	SF	0.75	
4.14	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Wood / Tectum Deck	SF	0.85	
4.15	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Lightweight / Gypsum Deck	SF	0.85	
4.16	RECOVERY BOARD TYPE 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Concrete Deck	SF	0.85	
4.21	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF	1.31	
4.22	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Adhered with Insulation Adhesive	SF	1.66	
4.23	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Metal Deck	SF	1.35	
4.24	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Wood / Tectum Deck	SF	1.50	
4.25	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Lightweight / Gypsum Deck	SF	1.50	
4.26	RECOVERY BOARD TYPE 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Concrete Deck	SF	1.50	
4.31	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 1.0" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.08	

4.430	Roo. Systems	Unit	S per Unit	Roo. Systems Metal
4.32	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 1.5" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.23	
4.33	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 2.0" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.60	
4.34	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Install 2.5" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.77	
4.35	ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF) Add for Cutting New Insulation to Match the Profile of an Existing Metal Roof.	SF	1.15	
4.41	INSULATION SUBSTITUTION OPTION Deduct for Providing an R-Value of greater than or equal to 10, but less than 15; instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF	-0.52	
4.42	INSULATION SUBSTITUTION OPTION Deduct for Providing an R-Value of greater than or equal to 15, but less than 18; instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF	-0.26	
4.43	INSULATION SUBSTITUTION OPTION: Deduct for Providing an R-Value of greater than or equal to 18, but less than 20 instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF	-0.12	
4.44	INSULATION SUBSTITUTION OPTION: Add for Providing an R-Value of 25 instead of the Standard R-Value of 20 - All Applications Other Than Metal Roof Systems	SF	0.55	
4.45	INSULATION SUBSTITUTION OPTION: Add for Providing an R-Value of 30 instead of the Standard R-Value of 20 - All Applications Other Than Metal Roof Systems	SF	1.16	
4.46	INSULATION SUBSTITUTION OPTION Substitute 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Place of the Wood Fiber or Perlite - Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF	0.63	
4.47	INSULATION SUBSTITUTION OPTION Substitute 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Place of the Wood Fiber or Perlite - Adhered with Insulation Adhesive	SF	1.03	

Item	Unit	Spec. Unit	Roof System Material
4.51	SF	4.20	
INSULATION SLOPE OPTION			
Provide a 1/4" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value Including Tapered Crickets; Adhered in ASTM D 312 Type III or IV Hot Asphalt; Mopped			
4.52	SF	3.11	
INSULATION SLOPE OPTION			
Provide a 1/8" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value; Adhered in ASTM D 312 Type III or IV Hot Asphalt; Mopped			
4.53	SF	5.43	
INSULATION SLOPE OPTION			
Provide a 1/4" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value Including Tapered Crickets; Adhered with Insulation Adhesive			
4.54	SF	4.20	
INSULATION SLOPE OPTION			
Provide a 1/8" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value; Adhered with Insulation Adhesive			
4.55	SF	4.20	
INSULATION SUBSTITUTION OPTION			
Provide a 1/4" Tapered Insulating Lightweight Concrete System while Maintaining Average R-Value			
4.56	SF	4.07	
INSULATION SUBSTITUTION OPTION			
Provide a 1/8" Tapered Insulating Lightweight Concrete System while Maintaining Average R-Value			
4.61	SF	-0.08	
INSULATION ATTACHMENT OPTION:			
Provide Attachment Pattern in Compliance with FM 1-60 Wind Uplift Instead of FM 1-90			
4.62	SF	0.11	
INSULATION ATTACHMENT OPTION:			
Provide Attachment Pattern in Compliance with FM 1-120 Wind Uplift Instead of FM 1-90			
5.00			
Roofing With Elastomeric Coating			
5.11	SF	2.06	
ROOF SYSTEM TYPE			
Apply an Acrylic Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified			
5.12	SF	2.06	
ROOF SYSTEM TYPE			
Apply an Acrylic Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar			
5.21	SF	4.05	
ROOF SYSTEM TYPE			
Apply an Urethane Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified; With Reinforced Seams			
5.22	SF	4.05	
ROOF SYSTEM TYPE			
Apply an Urethane Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar; With Reinforced Seams			
5.31	SF	1.54	
ROOF SYSTEM TYPE			
Apply an Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified			

Quantity	Description	Unit	\$ Per Unit	ROOF SYSTEM TYPE
5.32	Apply an Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar	SF	1.54	
5.41	Apply a Fibered Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified	SF	1.72	
5.42	Apply a Fibered Aluminum Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primed Smooth or Mineral Surfaced Coal Tar	SF	1.72	

Code	Unit	Spec Unit	Roof System Material
6.11 METAL ROOF DECK (HOT APPLICATION) AS IN D 312 (PE II) OR IV (ASPHALT)			
6.11.01	SF	2.84	Mechanically Fasten Polysiocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements
6.12 WOOD ROOF DECK (HOT APPLICATION) AS IN D 312 (PE II) OR IV (ASPHALT)			
6.12.01	SF	2.87	Mechanically Fasten Polysiocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements
6.12.02	SF	0.66	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns
6.13 TEGUM ROOF DECK (HOT APPLICATION) AS IN D 312 (PE II) OR IV (ASPHALT)			
6.13.01	SF	3.82	Mechanically Attach Base Sheet Utilizing FM 1-90 Attachment Patterns & Hot Mop Polysiocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements
6.13.02	SF	1.09	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns
6.14 LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK (HOT APPLICATION) AS IN D 312 (PE II) OR IV (ASPHALT)			
6.14.01	SF	3.47	Must Mechanically Attach a Base Sheet; Hot Mop Polysiocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 in Compliance with FM 1-90 Requirements Without Insulation - Must at Least
6.14.02	SF	0.71	Mechanically Fasten a Base Sheet to the Roof Deck Prior to Installation Installed with FM 1-90 Attachment Patterns
6.15 CONCRETE ROOF DECK (HOT APPLICATION) AS IN D 312 (PE II) OR IV (ASPHALT)			

Item	Unit	Spec. Unit	ROOF Systems Material
6.15.01	SF	3.09	Prime Roof Deck; Hot Mop Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20
6.15.02	SF	1.06	In Compliance FM 1-90 Requirements Without Insulation - Prime Roof Deck; Must at Least 1/2" Wood Fiber or Perlite Hot Mopped to Deck In Compliance FM 1-90 Requirements
METAL ROOF DECK - COLD PROCESS APPLICATION			
6.16.01	SF	3.22	Mechanically Fasten Polyisocyanurate / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements
WOOD ROOF DECK - COLD PROCESS APPLICATION			
6.17.01	SF	3.29	Mechanically Fasten Polyisocyanurate / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements
6.17.02	SF	0.66	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns
TECTUM ROOF DECK - COLD PROCESS APPLICATION			
6.18.01	SF	5.07	Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements
6.18.02	SF	1.09	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns

Line Item	Unit	5 per Unit	Roof System Material
6.19 MECH CONCRETE ROOF DECK COLD PROCESS APPLICATION			
6.19.01	SF	5.11	Must Mechanically Attach a Base Sheet; Adhere Polysocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Installed with FM 1-90 Attachment Patterns
6.19.02	SF	0.71	
6.20 MECH CONCRETE ROOF DECK COLD PROCESS APPLICATION			
6.20.01	SF	4.16	Adhere Polysocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements Without Insulation - Must at Least 1/2" High Density Asphalt Coated Wood Fiber Adhered with Insulation Adhesive to Deck In Compliance FM 1-90 Requirements
6.20.02	SF	1.38	
6.21 MECH CONCRETE ROOF DECK TOUCH APPLIED SELF-HEALING APPLICATION			
6.21.01	SF	3.88	Mechanically Fasten Polysocyanurate / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / SecurRock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements

Units Req'd	Unit	\$ per Unit	ROOF SYSTEMS (Mechanical)
6.22 INSULATION BOARD (E.G. DENSDECK) SELF-ADHERING APPLICATION			
6.22.01	SF	3.98	Mechanically Fasten Polyisocyanurate / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements
6.22.02	SF	1.41	Without Insulation - Must Mechanically Attach 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed with FM 1-90 Attachment Patterns
6.23 MECHANICAL ATTACH BASE SHEET & INSULATION BOARD (E.G. DENSDECK) SELF-ADHERING APPLICATION			
6.23.01	SF	5.29	Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements
6.23.02	SF	1.59	Without Insulation - Must Mechanically Attach 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed with FM 1-90 Attachment Patterns

Item Item	Description	Unit	S per Unit	ROOF Systems Materials
6.24.01	INSULATION OPTION: Must Mechanically Attach a Base Sheet; Adhere Polyisocyanurate in Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	5.24	
6.24.02	INSULATION OPTION: Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Prior to Installation Installed with FM 1-90 Attachment Patterns	SF	2.30	
625 CONCRETE ROOF DECK TORCH APPLIED / SEE ADHERING APPLICATION				
6.25.01	INSULATION OPTION: Adhere Polyisocyanurate in Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	4.72	
6.25.02	INSULATION OPTION: Without Insulation - Must Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive In Compliance FM 1-90 Requirements	SF	2.07	

Line Item	Unit	\$ per Unit	ROOF SYSTEMS Material
ROOF CONSTRUCTION			
2 Pies of Glass Felt, Cap Sheet, Flood Coat and Aggregate, All in Hot, ASTM D 6162 Type III GRV Asphalt			
7.11.01	SF	3.92	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile
7.11.02	SF	5.10	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - Minimum of 220 lb/ft ² tensile
7.11.03	SF	5.38	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile
7.11.04	SF	6.57	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile
7.11.05	SF	6.85	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile
7.11.06	SF	NSP	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty
7.11.07	SF	0.480	DEDUCT TO SQUARE FOOT COST - Hot Applied Modified BUR Substitute Additional Glass Felt (Hot Applications) in Place of ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile (i.e. 3 Ply BUR)
7.11.08	SF	0.51	ADD TO PER SQUARE FOOT COST - Hot Applied Modified BUR Each Additional Glass Felt (Hot Applications) Inter-ply Installed

Slope for		Unit	S per Unit	Roof System Material
ROOF CONFIGURATION 2/Ply of Glass Base, Cap Sheet, Fiberglass Reinforced Aggregate, All-in, Cold Process Modified Asphalt				
8.11.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile	SF	7.19	
8.11.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile	SF	8.48	
8.11.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile	SF	9.00	
8.11.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile	SF	10.03	
8.11.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile	SF	10.44	
8.11.06	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	
8.11.08	DEDUCT TO SQUARE FOOT COST - Cold Applied Modified BUR Substitute Additional Glass Base Sheet in Place of ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile (i.e. 3 Ply BUR)	SF	-1.010	
8.11.09	ADD TO PER SQUARE FOOT COST - Cold Applied Modified BUR Each Additional Glass Base (Cold Applications) Inter-ply Installed	SF	0.93	

Line Item	Description	Unit	S per Unit	ROOF SYSTEM Material
9.11.01	ROOFING MEMBRANE & COATING OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	6.18	
9.11.02	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	7.27	
9.11.03	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	7.79	
9.11.04	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	8.82	
9.11.05	ROOFING MEMBRANE & COATING OPTION ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lb/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF	9.11	
9.11.06	COATING OPTION: Add/Deduct for installing Flood Coat in Cold Process Coal Tar Pitch	SF	0.31	
9.11.07	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	

Line Item	Unit	Per Unit	Roof Systems Material
10.11.00			
ROOFING MEMBRANE OPTION:			
10.11.01	SF	3.87	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile
10.11.02	SF	4.81	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile
10.11.03	SF	5.15	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile
10.11.04	SF	6.53	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile
10.11.05	SF	6.77	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile
10.11.06	SF	NSP	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty

Line Item	Description	Unit	S per Unit	RCSI Systems Material
11.11.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft tensile	SF	5.83	
11.11.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft tensile	SF	6.94	
11.11.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft tensile	SF	7.42	
11.11.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft tensile	SF	8.70	
11.11.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft tensile	SF	9.30	
11.11.06	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	

Code	Unit	Super Unit	ROB System Material
ROOF CONFIGURATION			
12.11	1-Ply Modified Base Sheet Adhered in Hot		
12.11.01	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lb/ft tensile	SF 2.33
12.11.02	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile	SF 3.04
12.11.03	BASE PLY OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile	SF 3.16
12.11.04	PER SQUARE FOOT COST - Hot Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (Hot Applications) Inter-ply Installed		
12.12	ROOF CONFIGURATION		
12.12	1-Ply Modified Base Sheet Adhered in Cold Process Modified Asphalt		
12.12.01	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lb/ft tensile	SF 3.01
12.12.02	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile	SF 3.83
12.12.03	BASE PLY OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile	SF 3.95
12.12.04	PER SQUARE FOOT COST - Cold Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (Cold Applications) Inter-ply Installed		
12.12.05	PER SQUARE FOOT COST - Cold Applied Modified Multi-ply Systems Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive		

Line Item	Unit	Per Unit	ROOF SYSTEMS Material
ROOF CONFIGURATION 1 Ply of Torch-Base Sheet Installed with Torch Application			
12.13.01	SF	1.66	SBS Modified Asphalt-Based, Fiberglass Reinforced Torch Base Sheet - Minimum of 80 lb/ft ² tensile Torch-Applied Base Sheet (ASTM D 5147)
12.13.02	SF	3.37	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 210 lb/ft ² tensile
12.13.03	SF	1.56	PER SQUARE FOOT COST - Torch-Applied Modified Multi-ply Systems Each Additional Torch-Applied Modified Base Sheet Inter-ply Installed
ROOF CONFIGURATION 1 Ply of Self-Adhering Base Installed Using Self-Adhering Backing			
12.14.01	SF	2.56	SBS Modified Asphalt-Based, Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Base Sheet - Minimum of 50 lb/ft ² tensile
12.14.02	SF	2.46	PER SQUARE FOOT COST - Self-Adhering Modified Multi-ply Systems Each Additional Self-Adhering Modified Base Sheet Inter-ply Installed

Unit	Spec. Unit	Roof System	Material
ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet - Material Type I - Minimum of 70 lb/ft ² tensile			
12.21.01	SF	2.88	
ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet - Material Type II - Minimum of 220 lb/ft ² tensile			
12.21.02	SF	4.37	
ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet - Material Type III - Minimum of 310 lb/ft ² tensile			
12.21.03	SF	4.88	
ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet - Material Type III - Minimum of 500 lb/ft ² tensile			
12.21.04	SF	5.92	
ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet - Material Type III - Minimum of 600 lb/ft ² tensile			
12.21.05	SF	6.32	
12.21.06	SF	NSP	
WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty			

Line Item	Description	Unit	S per Unit	Roof Systems Material
12.22.01	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft tensile	SF	1.80	
12.22.02	ROOFING MEMBRANE OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - Minimum of 220 lb/ft tensile	SF	4.22	
12.22.03	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft tensile	SF	4.82	
12.22.04	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft tensile	SF	6.01	
12.22.05	ROOFING MEMBRANE OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft tensile	SF	6.60	
12.22.06	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	

Line Item	Unit	\$ per Unit	Roof System Material
ROOF CONFIGURATION			
12.23.01 1/2" Gypsum Board/ASTM D 6162 Type III or IV Asphalt Flood Coat's Aggregate in Hot Modified Coal Tar Pitch			
12.23.01	SF	3.97	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation
12.23.02	SF	6.39	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation
12.23.03	SF	6.99	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation
12.23.04	SF	8.18	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation
12.23.05	SF	6.60	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 600 lb/ft in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation
12.23.06	SF	0.31	Add/Deduct for Installing Flood Coat in Cold Process Coal Tar Pitch
12.23.07	SF	NSP	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty

Line Item	Unit	Roof Systems Material
ROOFING MEMBRANE OPTION: 12.31.01 ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft tensile		
12.31.01	SF	4.73
ROOFING MEMBRANE OPTION: 12.31.02 ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft tensile		
12.31.02	SF	6.24
ROOFING MEMBRANE OPTION: 12.31.03 ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft tensile		
12.31.03	SF	6.76
ROOFING MEMBRANE OPTION: 12.31.04 ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft tensile		
12.31.04	SF	7.80
ROOFING MEMBRANE OPTION: 12.31.05 ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft tensile		
12.31.05	SF	8.20
12.31.06	SF	NSP
WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty		
12.31.07	SF	4.79
PER SQUARE FOOT COST - Cold Applied Modified BUR Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive		

Line Item	Unit	Sq. Per Unit	ROOF SYSTEMS
ROOF CONFIGURATION			
12.32.01 1-Ply Mineral Surface Cap Sheet Adhesive Cold Process Modified Asphalt			
12.32.01	SF	2.47	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ftm tensile
12.32.02	SF	4.69	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ftm tensile
12.32.03	SF	5.20	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type II - Minimum of 310 lb/ftm tensile
12.32.04	SF	7.40	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ftm tensile
12.32.05	SF	0.05	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 800 lb/ftm tensile
12.32.06	SF	NSP	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty
12.32.07	SF	2.56	PER SQUARE FOOT COST - Cold Applied Modified BUR Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive

Line No	Unit	Roof System Material	Roof System Material
ROOF CONFIGURATION 12.33.01 100% Cold Process Applied Flood Coat Aggregate in Cold Applied Modified Coal Tar Pitch and Aggregate			
12.33.01	SF	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ftm tensile	5.23
12.33.02	SF	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ftm tensile	6.74
12.33.03	SF	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ftm tensile	7.26
12.33.04	SF	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ftm tensile	8.30
12.33.05	SF	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 600 lb/ftm tensile	8.70
12.33.06	SF	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	NSP
ROOF CONFIGURATION 12.41 100% Cold Process Applied Flood Coat Aggregate in Cold Applied Modified Coal Tar Pitch and Aggregate			
12.41.01	SF	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 300 lb/ftm tensile Torch-Applied Membrane	5.78
12.41.02	SF	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	NSP
ROOF CONFIGURATION 12.42 100% Cold Process Applied Flood Coat Aggregate in Cold Applied Modified Coal Tar Pitch and Aggregate			
12.42.01	SF	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 300 lb/ftm tensile Torch-Applied Membrane	7.64
12.42.02	SF	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	NSP
12.42.03	SF	PER SQUARE FOOT COST - TORCH APPLIED ROOF Each Additional Torch Applied Base Sheet Inter-Ply Installed	1.56

Item	Description	Unit	\$ per Unit	Roof Systems Material
12.51.01	ROOF CONFIGURATION 1/2" Ply of Mineral Substrate, Self-Adhering Cap Sheet Installed Using Self-Adhering Base ROOF CONFIGURATION OPTION: ASTM D 6161 (Polyester) OR 6162 (Fiberglass/Polyester) OR 6163 (Fiberglass) Self-Adhering Reinforced Modified Bituminous Sheet Material Type III - Minimum of 130 lb/ft tensile	SF	4.51	
12.51.02	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	
12.51.03	PER SQUARE FOOT COSTS - EACH ADDITIONAL SELF-ADHERING BASE PLY SHEET INSTALLED SBS, Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Base Sheet - 50 lb/ft tensile	SF	2.46	
12.61	ROOF CONFIGURATION 1/2" Fleece-Back Polymeric Cap Sheet (Top Ply) Adhered in Hot/ASTM D 512 Type II or IV Asphalt with Heat Welded Seams			
12.61.01	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 50 Mil Thickness	SF	6.19	
12.61.02	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	SF	7.08	
12.61.03	WARRANTY CHARGES: 25 Year - No Dollar Limit Warranty	SF	NSP	
12.62	ROOF CONFIGURATION 1/2" Fleece-Back Polymeric Cap Sheet (Top Ply) Adhered in Membrane Adhesive with Heat Welded Seams			
12.62.01	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 50 Mil Thickness	SF	5.80	
12.62.02	POLYMERIC TOP PLY OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	SF	6.98	
12.62.03	WARRANTY CHARGES: 25 Year - No Dollar Limit Warranty	SF	NSP	
12.62.04	PER SQUARE FOOT COST - Cold Applied Fleece-Back Polymeric Cap Sheet (Top Ply) Substitute Membrane Adhesive with Cold Applied Asphalt Adhesive	SF	0.72	
12.62.05	PER SQUARE FOOT COST - Cold Applied Fleece-Back Polymeric Cap Sheet (Top Ply) Substitute Membrane Adhesive with Solvent-Free Asphalt Adhesive	SF	1.98	

SFS Item	Description	Unit	\$ per Unit	ROOF SYSTEMS (Material)
13.11	ROOF CONFIGURATION 4-Ply Glass, Base, 3-Ply of Polyester, Mat, 4-Ply of Coal Tar Felts in Modified Hot Coal Tar Pitch (CTP) (Insulation & Class Base) Set in 1 to 1.5 in. (1.5 in. minimum) Asphalt			
13.11.01	ROOF CONFIGURATION OPTION: 4-Ply ASTM D 4990 Type I Coal Tar Saturated Felts in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	SF	11.20	
13.11.02	ROOF CONFIGURATION OPTION: 3-Ply Continuous Filament Polyester Mat (5.0 oz./yd ²) in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	SF	10.80	
13.11.03	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	
13.11.04	PER SQUARE FOOT COST - SUBSTITUTE STANDARD COAL TAR PITCH Add/Deduct for Using Standard Coal Tar Pitch Instead of Modified Coal Tar Pitch	SF	-2.89	
13.11.05	PER SQUARE FOOT COST - SUBSTITUTE COLD PROCESS MODIFIED COAL TAR PITCH FOR FLOOD COAT Add/Deduct for Using Cold Process Modified Coal Tar Pitch for Flood Coat Instead of Hot Modified Coal Tar Pitch	SF	-0.23	
14.11	INSULATION OPTIONS FOR ARCHITECTURAL STANDING SEAM ROOF INSULATION OVER SUBSTRATE			
14.11.01	INSULATION OPTION: Architectural Application - No Insulation; 30 lbs. Felt Underlayment Over Deck	SF	0.65	
14.11.02	INSULATION OPTION: Architectural Application - No Insulation - WOOD DECK: Class A Fire-Retardant Underlayment	SF	3.22	
14.11.03	INSULATION OPTION: Architectural Application - Minimal Insulation - WOOD OR METAL DECK: Must Have 1/2" Treated Gypsum Board with Glass-Mat (e.g. DensDeck / Securock / Equal); & 40 mil Self-Adhering Underlayment	SF	3.48	
14.11.04	INSULATION OPTION: Architectural Application - Mechanically Fasten Polyisocyanurate to Provide an Average R-Value of 20; with 40 mil Self-Adhering Underlayment	SF	3.72	
14.11.05	INSULATION OPTION: Structural Application Over Open Framing; Over Retrofit Framing; Over an Existing Roof Using Steel Furring - No Insulation	SF	1.66	

Line Item	INSULATION OPTION:	Description	Unit	\$ per Unit	R-Value of Material
14.11.06	INSULATION OPTION:	Structural Application Over Open Framing or Over Retrofit Framing - Fiberglass Batten Insulation with an R-Value of 30	SF	2.12	
14.11.07	INSULATION OPTION:	Structural Application Over Retrofit Framing - Loose Laid Fiberglass Blanket on Existing Deck with an R-Value of 30	SF	2.10	
14.11.08	INSULATION OPTION:	Structural Application Over an Existing Roof Using Steel Furring - Fiberglass Batten Insulation with an R-Value of 20	SF	2.95	
14.11.09	INSULATION OPTION:	Structural Application Over an Existing Roof Using Steel Furring - Mechanically Fastened Polysocyanurate on Existing Roof with an R-Value of 20	SF	3.58	

Line Item	Unit	Rate/Unit	ROOF SYSTEM Material
14.21 ROOF CONFIGURATION Acting Curial of Structural Standing Seams Roof System, Seam Height A or Above 2'			
14.21.01	SF	5.00	Bare Aluminum Panel Price - 0.032" Aluminum, 18" - 19" Wide Panels
14.21.02	SF	0.70	Add for Bare Aluminum 0.040" Aluminum, 18" - 19" Wide Panels
14.21.03	SF	1.25	Add for 12" - 13" Panel Width - Aluminum
14.21.04	SF	0.60	Add for 16" - 17" Panel Width - Aluminum
14.21.05	SF	0.20	Add for 24" - 25" Panel Width - Aluminum
14.21.06	SF	4.35	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 18" - 19" Wide Panels
14.21.07	SF	5.25	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 18" - 19" Wide Panels
14.21.08	SF	1.15	Add for 12" - 13" Panel Width - Galvalume Coated Steel or Equal
14.21.09	SF	0.35	Add for 16" - 17" Panel Width - Galvalume Coated Steel or Equal
14.21.10	SF	-0.25	Add for 24" - 25" Panel Width - Galvalume Coated Steel or Equal
14.21.11	SF	1.05	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.21.12	SF	1.25	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.21.13	SF	1.50	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
14.21.14	SF	15.25	Stainless Steel Panel Price - 24 Ga, 18" - 19" Wide Panels
14.21.15	SF	18.10	Stainless Steel Panel Price - 22 Ga, 18" - 19" Wide Panels

Line Item	Unit	Roof System Material	Price per Unit
14.21.16	SF	Add for 12" - 13" Panel Width - Stainless Steel	3.80
14.21.17	SF	Add for 16" - 17" Panel Width - Stainless Steel	1.25
14.21.18	SF	Add for 24" - 25" Panel Width - Stainless Steel	0.25
14.21.19	SF	Copper Panel Price - 16 oz, 18" - 19" Wide Panels	16.50
14.21.20	SF	Copper Panel Price - 20 Oz, 18" - 19" Wide Panels	20.00
14.21.21	SF	Add for 12" - 13" Panel Width - Copper	4.00
14.21.22	SF	Add for 16" - 17" Panel Width - Copper	1.40
14.21.23	SF	Add for 24" - 25" Panel Width - Copper	0.80
14.21.24	SF	Zinc Panel Price - 0.032", 18" - 19" Wide Panels	15.21
14.21.25	SF	Zinc Panel Price - 0.040", 18" - 19" Wide Panels	18.08
14.21.26	SF	Add for 12" - 13" Panel Width - Zinc	3.87
14.21.27	SF	Add for 16" - 17" Panel Width - Zinc	1.25
14.21.28	SF	Add for 24" - 25" Panel Width - Zinc	0.25
14.21.29	SF	Architectural Application - Installed Over a Deck At or Above 3:12 Slope	5.02
14.21.30	SF	Architectural Application - Installed Over a Deck Below 3:12 Slope	4.09
14.21.31	SF	Structural Application - Installed Over Open Framing At or Above 3:12 Slope	5.02
14.21.32	SF	Structural Application - Installed Over Open Framing Below 3:12 Slope	4.09
14.21.33	SF	Structural Application - At or Above 3:12 Slope - Installed Over Retrofit Framing System	12.13
14.21.34	SF	Structural Application - Installed Over Retrofit Framing System Below 3:12 Slope	10.93

Line Item	Unit	Rate/Unit	Roof System Material
14.21.35	SF	6.32	Structural Application - Installed Over Existing Roof Using Steel Furring At or Above 3:12 Slope
14.21.36	SF	4.87	Structural Application - Installed Over Existing Roof Using Steel Furring Below 3:12 Slope
14.21.37	SF	NSP	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty

Quantity	Unit	Particular	Roof System
ROOF CONFIGURATION			
14.31. Architectural Standing Seam Roof System - Seam Height At or Above 1" Below 2" Aluminum Panels			
14.31.01	SF	Bare Aluminum Panel Price - 0.032" Aluminum, 18" Wide Panels	3.900
14.31.02	SF	Add for Bare Aluminum 0.040" Aluminum, 18" Wide Panels	0.850
14.31.03	SF	Add for 12" Panel Width - Aluminum	0.600
14.31.04	SF	Add for 16" Panel Width - Aluminum	0.350
14.31.05	SF	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 18" Wide Panels	3.500
14.31.06	SF	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 18" Wide Panels	4.300
14.31.07	SF	Add for 12" Panel Width - Galvalume Coated Steel or Equal	0.750
14.31.08	SF	Add for 16" Panel Width - Galvalume Coated Steel or Equal	0.250
14.31.09	SF	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	0.950
14.31.10	SF	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	1.150
14.31.11	SF	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Aluminum or Galvalume Coated Steel Or Equal	1.400
14.31.12	SF	Stainless Steel Panel Price - 24 Ga, 18" Wide Panels	14.750
14.31.13	SF	Stainless Steel Panel Price - 22 Ga, 18" Wide Panels	17.800
14.31.14	SF	Add for 12" Panel Width - Stainless Steel	3.800
14.31.15	SF	Add for 16" Panel Width - Stainless Steel	1.250
14.31.16	SF	Copper Panel Price - 16 oz, 18" Wide Panels	16.100
14.31.17	SF	Copper Panel Price - 20 Oz, 18" Wide Panels	19.750
14.31.18	SF	Add for 12" Panel Width - Copper	4.000

Line Item	Item Description	Unit	Per Unit	ROOF SYSTEMS Material
14.31.19	PANEL WIDTH OPTION: Add for 16" Panel Width - Copper	SF	1,400	
14.31.20	THICKNESS OPTION: Zinc Panel Price - 0.032", 18" Wide Panels	SF	14,950	
14.31.21	THICKNESS OPTION: Zinc Panel Price - 0.040", 18" Wide Panels	SF	17,850	
14.31.22	PANEL WIDTH OPTION: Add for 12" Panel Width - Zinc	SF	3,800	
14.31.23	PANEL WIDTH OPTION: Add for 16" Panel Width - Zinc	SF	1,250	
14.31.24	PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate At or Above 3:12 Slope	SF	5.02	
14.31.25	PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate Below 3:12 Slope	SF	4.09	
14.31.26	PANEL INSTALLATION OPTION: Structural Application - Installed Over Open Framing At or Above 3/12 Slope	SF	5.02	
14.31.27	PANEL INSTALLATION OPTION: Structural Application - Installed Over Retrofit Framing System At or Above 3:12 Slope	SF	12.13	
14.31.28	PANEL INSTALLATION OPTION: Structural Application - Installed Over Existing Roof Using Steel Furring At or Above 3:12 Slope	SF	6.32	
14.31.29	WARRANTY CHARGES: 20 Year - Limited Warranty	SF	NSP	

Line Item	Unit	Material	Unit Price	Material
ROOF CONFIGURATION				
Architectural Standing Seam Roof System - Seam Height Below 1"				
14.41.01	SF	Bare Aluminum Panel Price - 0.032" Aluminum, 14.5" Wide Panels	4.45	
14.41.02	SF	Add for Bare Aluminum 0.040" Aluminum, 14.5" Wide Panels	5.30	
14.41.03	SF	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 14.5" Wide Panels	4.33	
14.41.04	SF	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 14.5" Wide Panels	4.86	
14.41.05	SF	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	0.90	
14.41.06	SF	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	1.15	
14.41.07	SF	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	1.25	
14.41.08	SF	Stainless Steel Panel Price - 24 Ga, 14.5" Wide Panels	15.01	
14.41.09	SF	Stainless Steel Panel Price - 22 Ga, 14.5" Wide Panels	17.72	
14.41.10	SF	Copper Panel Price - 16 Oz., 14.5" Wide Panels	16.19	
14.41.11	SF	Copper Panel Price - 20 Oz., 14.5" Wide Panels	19.81	
14.41.12	SF	Zinc Panel Price - 0.032", 14.5" Wide Panels	15.41	
14.41.13	SF	Zinc Panel Price - 0.040", 14.5" Wide Panels	18.28	

Item Item	Unit	5 per 100 sq ft	ROOF SYSTEM Material
14.41.14	SF	5.02	
PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate At or Above 3:12 Slope			
14.41.15	SF	4.09	
PANEL INSTALLATION OPTION: Architectural Application - Installed Over Substrate Below 3:12 Slope			
14.41.16	SF	NSP	
WARRANTY CHARGES: 15 Year - Limited Warranty			
ROOF CONFIGURATION Flat Seam Metal Roof System - 3" Wide / 30 Gauge			
14.51.01	SF	10.49	
INSULATION OPTION: 3/4" of Expanded Polystyrene (Minimum 1.5 lbs/cft) - Includes Panel and Installation of Roof System			
14.51.02	SF	12.49	
INSULATION OPTION: Mechanically Fastened Polyisocyanurate with an Average R-Value of 20 - Includes Panel and Installation of Roof System			
14.51.03	SF	1.27	
UNDERLAYMENT OPTION: Add Install 40 mil self-adhesive membrane as an Underlayment			
14.51.04	SF	0.57	
PANEL WIDTH OPTION: Add/Deduct for 6' Wide Option			
14.51.05	SF	0.00	
PANEL WIDTH OPTION: Add/Deduct for 10' Wide Option			
14.51.06	SF	-1.00	
PANEL WIDTH OPTION: Add/Deduct for 12' Wide Option			
14.51.07	SF	NSP	
WARRANTY CHARGES: 15 Year - Limited Warranty			

Line No.	Description	Unit	Sq. Feet/Unit	ROOF SYSTEMS Material
15.11	RESATURATION OF ASPHALT ROOF SYSTEMS Wet Vac Roof to Remove Aggregate, Apply Cold Applied Modified Asphalt Flood Coat & New Aggregate as Specified - Coating Applied at 6-8 Gallons per Sq. w/ New Gravel (New Flashings also Required Separate Line Item)	SF	4.59	
15.12	RESATURATION OF COAL-TAR PITCH ROOF SYSTEMS Wet Vac Roof to Remove Aggregate, Apply Cold Applied Modified Coal Tar Flood Coat & New Aggregate as Specified Applied at 6-8 Gallons per Sq. w/ New Gravel (New Flashings also Required Refer to Flashing Line Item)	SF	5.83	
15.21	ELASTOMERIC RESTORATIVE COATING FOR METAL ROOF SYSTEMS Power Wash & Clean with TSP; Use Portable Blowers to Clear Roof of Moisture; Prime, then Install Base Coat / Top Coat as Specified Elastomeric Restorative Coating (2 Gallons per Sq.); Rust Inhibitive Primer (Primer 1/2" Gallon to 1 Gallon per Sq.)	SF	5.38	
15.22	ELASTOMERIC URETHANE COATING FOR SINGLE-PLY ROOF SYSTEMS Power wash & Clean with TSP or Simple Green, Use Portable Blowers the Clear the Roof of Moisture; Install Base Coat / Top Coat as Specified (Urethane 2 Gallons per Sq.)	SF	4.71	
15.23	ELASTOMERIC URETHANE COATING FOR SMOOTH OR MINERAL SURFACED MODIFIED ROOFS Power wash & Clean with TSP or Simple Green; Use Portable Blowers the Clear the Roof of Moisture; Install Base Coat / Top Coat as Specified (Urethane 2 Gallons per Sq.)	SF	5.43	
15.24	LINEAR FOOT COAT - REINFORCE SEAMS OF URETHANE RESTORATION SYSTEM Add/Deduct for Reinforcing the Seams when Using an Elastomeric Urethane Coating; Seams Need 2 1/2" Gallons per Sq. w/ Reinforcement.	LF	2.72	
15.31	ELASTOMERIC ASPHALT-BASED LIQUID APPLIED MEMBRANE SYSTEM FOR SMOOTH OR MINERAL SURFACED ROOFS Power Wash and Prime then Install Base Coat / Top Coat as Specified with Reinforced Seams - Restoration Coating	SF	6.26	
INSTALLATION OF SHINGLE ROOF SYSTEMS				
16.11	INSTALL NEW THREE-TAB SHINGLE ROOF SYSTEM - New Three-Tab Shingles with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	4.84	
16.12	REPLACING ARCHITECTURAL SHINGLE ROOF SYSTEM - New Dimensional Shingle Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	5.31	
16.13	INSTALL NEW DIMENSIONAL SHINGLE ROOF SYSTEM - New Dimensional Shingle Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	5.27	
16.21	INSTALL NEW CEDAR SHAKE ROOF SYSTEM - New Cedar Shake Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	11.70	
16.31	INSTALL NEW BARREL CLAY/CEMENT TILE ROOF SYSTEM - New Barrel Clay/Cement Tile Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	16.54	
16.41	REPLACING SLATE TILE ROOF SYSTEM - New Slate Tile Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	17.27	
INSTALLATION OF SINGLE PLY ROOF SYSTEMS				

Item	Unit	Per Unit	ROOF System Material
17.11 METAL DECK SINGLE PLY APPLICATION			
17.11.01	SF	3.98	Mechanically Fasten Polyisocyanurate / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20
17.12 WOOD/TECTUM DECK SINGLE PLY APPLICATION			
17.12.01	SF	3.98	WOOD DECK: Mechanically Fasten Polyisocyanurate / Adhere Treated 1/2" Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20
17.12.02	SF	5.29	TECTUM DECK: Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20
17.12.03	SF	1.09	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet
17.13 LIGHTWEIGHT CONCRETE/GYPSUM DECK - SINGLE PLY APPLICATION			
17.13.01	SF	4.16	Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20
17.13.02	SF	1.09	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet

Line Item	Unit	3-Psi Unit	ROOF SYSTEM
CONCRETE DECK SINGLE-PLY APPLICATION			
17.14.01	SF	4.16	Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DenisDeck / Securrock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20
17.14.02	SF	1.38	Minimal Insulation - Must Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DenisDeck / Securrock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20
ROOF CONFIGURATION Fully Adhered Single-Ply Roof System Installed Over Prepared Surface or Insulation			
17.21.01	SF	2.98	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 45 Mil Thickness
17.21.02	SF	3.47	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 60 Mil Thickness
17.21.03	SF	3.57	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 90 Mil Thickness
17.21.04	SF	2.98	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 45 Mil Thickness
17.21.05	SF	3.45	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 60 Mil Thickness
17.21.06	SF	3.54	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness
17.21.07	SF	2.79	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 45 Mil Thickness
17.21.08	SF	3.17	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness
17.21.09	SF	3.36	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 90 Mil Thickness
17.21.10	SF	5.85	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 45 Mil Thickness
17.21.11	SF	6.99	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness
17.21.12	SF	7.98	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness
17.21.13	SF	-1.50	INSTALLATION OPTION: Add / Deduct for Mechanically Attaching Single-Ply Roof System Vs. Fully Adhering
17.21.14	SF	NSP	WARRANTY CHARGES: 15 Year No Dollar Limit Warranty

Line Item	Description	Unit	Sub Unit	Roof System Material
POLYURETHANE COATINGS DIRECT TO PRIMED CONCRETE SUBSTRATE (INCLUDE PRIMER FOR CONCRETE SUBSTRATE)				
18.11.01	FLUID APPLIED MEMBRANE SYSTEM: Two Coat System	SF	5.75	
18.11.02	FLUID APPLIED MEMBRANE SYSTEM: Three Coat System	SF	7.95	
18.11.03	FLUID APPLIED MEMBRANE SYSTEM: Three Coat Reinforced System	SF	9.00	
18.11.04	FLUID APPLIED MEMBRANE SYSTEM: Four Coat Reinforced System	SF	10.05	
18.11.05	WARRANTY CHARGES: 5 Year Waterproofing Warranty	SF	NSP	
18.11.06	WARRANTY CHARGES: 10 Year Waterproofing Warranty	SF	NSP	
POLYURETHANE COATINGS DIRECT TO WOOD SUBSTRATE				
18.12.01	FLUID APPLIED MEMBRANE SYSTEM: Two Coat System	SF	4.75	
18.12.02	FLUID APPLIED MEMBRANE SYSTEM: Three Coat System	SF	6.85	
18.12.03	FLUID APPLIED MEMBRANE SYSTEM: Three Coat Reinforced System	SF	7.90	
18.12.04	FLUID APPLIED MEMBRANE SYSTEM: Four Coat Reinforced System	SF	8.95	
18.12.05	WARRANTY CHARGES: 5 Year Waterproofing Warranty	SF	NSP	
18.12.06	WARRANTY CHARGES: 10 Year Waterproofing Warranty	SF	NSP	
FLUID APPLIED WATERPROOFING MEMBRANE SYSTEM BASE ON POLYURETHANE RESINS - CONCRETE SURFACE REPAIRS & PREPARATION				
18.21.01	CONCRETE REPAIRS TO OVERHEAD SURFACES: 2"-4" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	80.00	
18.21.02	CONCRETE REPAIRS TO OVERHEAD SURFACES: FULL DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	550.00	
18.21.03	CONCRETE REPAIRS TO VERTICAL SURFACES: 3"-5" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	60.87	
18.21.04	CONCRETE REPAIRS TO VERTICAL SURFACES: 5"-8" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	95.65	
18.21.05	CONCRETE REPAIRS TO VERTICAL SURFACES - FULL DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	550.00	
18.21.06	CONCRETE REPAIRS TO HORIZONTAL SURFACES: 2"-4" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF	28.70	
18.21.07	CONCRETE REPAIRS TO HORIZONTAL SURFACES - 4"-6" DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	32.17	
18.21.08	CONCRETE REPAIRS TO HORIZONTAL SURFACES - FULL DEPTH Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF	55.65	

Item No.	Description	Unit	S per Unit	POB System Material
18.21.09	GRINDING Grind an existing coating	SF	1.95	
18.21.10	HANDHELD GRINDING Grind an existing coating in areas that only can be done by hand	SF	9.00	
18.21.11	MILLING Mill an existing coating 1/8 inch to 1/4 inch	SF	2.97	
18.21.12	PRESSURE WASHING - HORIZONTAL Pressure washing horizontal surfaces with 2000 PSI or greater	SF	0.14	
18.21.13	PRESSURE WASHING - VERTICAL Pressure washing horizontal surfaces with 2000 PSI or greater	SF	0.47	
18.21.14	SAND BLASTING Sand blast an existing coating	SF	1.89	
18.21.15	SHOT BLASTING Shot blast an existing coating	SF	0.70	
18.31	FLUID APPLIED WATERPROOFING MEMBRANE SYSTEM BASE ON POLYURETHANE RESINS - ANGLIARY REPAIRS & SURFACE PREPARATION			
18.31.01	STRUCTURAL EXPANSION JOINT Installation or replacement of an expansion joint that is necessary for structural integrity	LF	290.00	
18.31.02	CAULKING JOINTS Installation of caulking in joints. See caulking chart	LF		
18.31.03	ROUTING AND REMOVAL OF EXISTING CAULK Rout and remove of existing caulk out of expansion joints	LF	4.50	
18.31.04	EPOXY INJECTION FOR CRACK REPAIR Route cracks, drill holes every 18" inches, and inject and seal with epoxy	LF	52.00	
18.31.05	TAPE WOOD DECK JOINTS - INSTALLATION OF TAPE ON DECK JOINTS	LF	2.50	
18.31.06	WOOD SUBSTRATE REPLACEMENT - REMOVAL AND REPLACEMENT	SF	5.10	
19.00	WALL COATINGS FOR COATING WALL SYSTEMS			
19.11	ELASTOMERIC COATING FOR STUCCO WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified	SF	3.81	
19.12	ELASTOMERIC COATING FOR EIFS WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified	SF	3.77	
19.13	ELASTOMERIC COATING FOR CMU WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified	SF	3.64	
19.14	ELASTOMERIC COATING FOR CONCRETE TILT WALL SYSTEM - Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified	SF	3.74	

Units	Unit	Spec. Unit	ROOF System
Units	Unit	Spec. Unit	Material
20.11	Minimum Ply of Base Flashing and Mineral Cap Sheet Installed in Top	ASTM D 2322	Type III Asphalt
20.11.01	FLASHING OPTION:	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - 80 lb/ft tensile	13.66
20.11.02	FLASHING OPTION:	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile	14.66
20.11.03	FLASHING OPTION:	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile	15.16
20.11.04	FLASHING OPTION:	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lb/ft tensile	15.96
20.11.05	FLASHING OPTION:	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 215 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lb/ft tensile	16.34

System	Roof Systems	Unit	Sq. Ft. Unit
20.11.06	<p>BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - 80 lb/ft tensile</p>	SF	13.66
20.11.07	<p>BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile</p>	SF	14.66
20.11.08	<p>BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile</p>	SF	15.16
20.11.09	<p>BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lb/ft tensile</p>	SF	15.96
20.11.10	<p>BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 315 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lb/ft tensile</p>	SF	16.34
20.999	<p>PER SQUARE FOOT COSTS - INSTALLING IN COLD PROCESS FLASHING ADHESIVE Substitute Hot Asphalt Application for Cold Process Flashing Adhesive Application of Flashings</p>	SF	6.49

Unit	Spec Unit	ROOF SYSTEM Material
20.20 Roof Applied Flashings Minimum 1 Ply of Torch Base and Torch Mineral Cap Sheet, Torch Applied.		
20.20.01	FLASHING OPTION:	BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Torch Applied Flashing Ply - 80 lb/ft/inch tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lb/ft/inch Tensile Torch Applied Membrane SF 17.86
20.31 Self-Adhering Flashings Minimum 1 Ply of Self-Adhering Base and Self-Adhering Mineral Cap Sheet, Self-Adhering.		
20.31.01	FLASHING OPTION:	BASE PLY: SBS Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Flashing Ply - 50 lb/ft tensile (ASTM D 5147); TOP PLY: ASTM D 6161 (Polyester) OR 6162 (Fiberglass/Polyester) OR 6163 (Fiberglass) Self-Adhering Reinforced Modified Bituminous Membrane Type III - 130 lb/ft/inch tensile SF 15.24
20.41 Single-Ply Flashings Fully Adhered Single-Ply Roof Flashings Installed on Corresponding Single-Ply Roof Systems (Self-Adhering Roof Applications Only)		
20.41.01	ROOF MEMBRANE OPTION:	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 45 Mil Thickness SF 8.47
20.41.02	ROOF MEMBRANE OPTION:	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 60 Mil Thickness SF 8.87
20.41.03	ROOF MEMBRANE OPTION:	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 90 Mil Thickness SF 10.02
20.41.04	ROOF MEMBRANE OPTION:	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 45 Mil Thickness SF 6.95
20.41.05	ROOF MEMBRANE OPTION:	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 60 Mil Thickness SF 7.45
20.41.06	ROOF MEMBRANE OPTION:	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness SF 8.60
20.41.07	ROOF MEMBRANE OPTION:	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 45 Mil Thickness SF 6.65
20.41.08	ROOF MEMBRANE OPTION:	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness SF 7.15

Site Name	Unit	Spec/Unit	Roof System Material
20.41.09	SF	8.30	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 90 Mil Thickness
20.41.10	SF	11.04	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 45 Mil Thickness
20.41.11	SF	12.46	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness
20.41.12	SF	13.88	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness

Line Item	Unit	\$ per Unit	ROOF Systems Material
WALL SYSTEM Exposed Insulation Wall Panel System			
21.11.01	SF	4.06	Bare Aluminum Panel Price - 0.032" Aluminum, 36" Wide Panels
21.11.02	SF	0.89	Add for Bare Aluminum 0.040" Aluminum, 36" Wide Panels
21.11.03	SF	0.81	Add for 32" Panel Width - Aluminum
21.11.04	SF	3.81	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 36" Wide Panels
21.11.05	SF	4.24	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 36" Wide Panels
21.11.06	SF	0.78	Add for 32" Panel Width - Galvalume Coated Steel or Equal
21.11.07	SF	0.67	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
21.11.08	SF	0.78	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
21.11.09	SF	1.02	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal
21.11.10	SF	16.08	Stainless Steel Panel Price - 24 Ga, 36" Wide Panels
21.11.11	SF	18.65	Stainless Steel Panel Price - 22 Ga, 36" Wide Panels
21.11.12	SF	0.57	Add for 32" Panel Width - Stainless Steel
21.11.13	SF	17.21	Copper Panel Price - 16 Oz., 36" Wide Panels
21.11.14	SF	21.08	Copper Panel Price - 20 Oz., 36" Wide Panels
21.11.15	SF	0.57	Add for 32" Panel Width - Copper
21.11.16	SF	13.85	Zinc Panel Price - 0.032", 36" Wide Panels

Line Item	THICKNESS OPTION:	THICKNESS OPTION:	Unit	Price per Unit	Roof Systems Material
21.11.17		Zinc Panel Price - 0.040", 36" Wide Panels	SF	17.44	
21.11.18	PANEL WIDTH OPTION:	Add for 32" Panel Width - Zinc	SF	0.46	
21.11.19	PANEL INSTALLATION & INSULATION OPTION:	Over Girts; 3/4" of Expanded Polystyrene (Minimum 1.5 lbs/cft) Installed Between Girts	SF	5.38	
21.11.20	PANEL INSTALLATION & INSULATION OPTION:	Over Girts; Mechanically Fastened Polysocyanurate with an Average R-Value of 19 Installed Between Girts	SF	7.05	
21.11.21	PANEL INSTALLATION & INSULATION OPTION:	Over Girts; Mechanically Attach Batten Fiberglass Insulation with an Average R-Value of 19 Installed Between Girts	SF	4.85	
21.11.21	PANEL INSTALLATION & INSULATION OPTION:	RAIN SCREEN CONFIGURATION: Over Steel Stud Wall - Exterior Gypsum Sheeting 1/2" to 5/8" Thickness, Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF	7.34	
21.11.23	PANEL INSTALLATION & INSULATION OPTION:	RAIN SCREEN CONFIGURATION: Over Existing Wall Construction - Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF	6.05	
21.11.24	PANEL INSTALLATION & INSULATION OPTION:	Over Plywood; No Insulation	SF	5.15	

21.12	WALSH SYSTEM Corrosion Resistant Wall Panel System - 32" Wide Panels	Unit	5 per Unit	Roof Systems Material
21.12.01	THICKNESS OPTION: Bare Aluminum Panel Price - 0.032" Aluminum Thickness	SF	4.81	
21.12.02	THICKNESS OPTION: Add for Bare Aluminum, 0.040" Aluminum	SF	1.00	
21.12.03	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga	SF	4.56	
21.12.04	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga	SF	5.19	
21.12.05	COLOR OPTION: Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	0.69	
21.12.06	COLOR OPTION: Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	0.89	
21.12.07	COLOR OPTION: Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	1.06	
21.12.08	THICKNESS OPTION: Stainless Steel Panel Price - 24 Ga Thickness	SF	16.08	
21.12.09	THICKNESS OPTION: Stainless Steel Panel Price - 22 Ga Thickness	SF	18.65	
21.12.10	THICKNESS OPTION: Copper Panel Price - 16 Oz Thickness	SF	17.21	
21.12.11	THICKNESS OPTION: Copper Panel Price - 20 Oz Thickness	SF	21.08	
21.12.12	THICKNESS OPTION: Zinc Panel Price - 0.032" Thickness	SF	13.85	
21.12.13	THICKNESS OPTION: Zinc Panel Price - 0.040" Thickness Over Girts; 3/4" of Expanded	SF	17.44	
21.12.14	PANEL INSTALLATION & INSULATION OPTION: Polystyrene (Minimum 1.5 lbs/sqft) Installed Between Girts	SF	5.38	
21.12.15	PANEL INSTALLATION & INSULATION OPTION: Over Girts; Mechanically Fastened Polyisocyanurate with an Average R- Value of 19 Installed Between Girts	SF	7.05	
21.12.16	PANEL INSTALLATION & INSULATION OPTION: Over Girts; Mechanically Attach Batten Fiberglass Insulation with an Average R- Value of 19 Installed Between Girts	SF	4.85	

Line Item	Unit	Roof Systems Material	Roof Systems Material
21.12.17	SF	5.15	
21.12.18	SF	7.34	
21.12.19	SF	6.05	
21.12.20	SF	2.26	
21.21			
21.21.01	SF	2.50	
21.21.02	SF	2.36	
21.21.03	SF	2.31	
21.21.04	SF	2.35	
21.21.05	SF	2.21	
21.21.06	SF	2.25	

PANEL INSTALLATION & INSULATION OPTION:
 Over Plywood; No Insulation.

RAIN SCREEN CONFIGURATION:
 Over Steel Stud Wall - Exterior Gypsum Sheeting 1/2" to 5/8" Thickness, Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System

RAIN SCREEN CONFIGURATION:
 Over Existing Wall Construction - Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System

PANEL TYPE OPTION:
 Add for Factory Insulated Concealed Fastener Wall Panel

AIR BARRIER FOR WALL APPLICATIONS (BRICK, CMU, MASONRY, WALLS OR STUD WALL WITH EXTERIOR GYPSUM SHEETING)

Non-Permeable Option:
 Fluid Applied System - ASTM 2178

Non-Permeable Option:
 Fluid Applied Water Based System - ASTM 2178

Non-Permeable Option:
 Membrane System - ASTM E 2178

Permeable Option:
 Fluid Applied System - ASTM E 2178 & ASTM E 96

Permeable Option:
 Fluid Applied Water Based System - ASTM 2178 & ASTM E 96

Permeable Option:
 Membrane System - ASTM 2178 & ASTM E 96

Unit		ROOF SYSTEMS Material
Unit	Per Unit	
INSULATION FOR WALL APPLICATIONS (INSTALLED OVER AIR BARRIERS)		
21.31.01	SF	1.33
21.31.02	SF	1.75
21.31.03	SF	2.10
21.31.04	SF	2.65
21.31.05	SF	2.28
21.31.06	SF	3.07
21.31.07	SF	3.94
21.31.08	SF	4.86

Item No.	Description	Unit	Scale Unit	ROOF SYSTEMS Material
22.11	MULTIPLIER - LIMITED / OBSTRUCTED / DIFFICULT ROOF ACCESS Multiplier Applied when Access to the Roof is Limited to Specific Entry Points, Equipment & Materials Cannot be Lifted by Crane on the Roof, or Access is Dependent Upon Road Closure	%	30.00%	
22.12	MULTIPLIER - ROOF HAS LARGE AMOUNT OF PENETRATIONS / ROOF TOP OBSTRUCTIONS Multiplier Applied when Open Roofing Area is Limited Due to a Large Number of Roof Penetrations such as Soil Stacks, Sky Lights, Roof Drains, Exhaust Vents, HVAC Units, etc., or when there are a Large Amount of Roof Top Obstructions such as: Pipes, Duct Work, Electrical Wires, Hoses, etc.	%	50.00%	
22.21	MULTIPLIER - ROOF HEIGHT IS GREATER THAN 2 STORIES EQUAL TO OR LESS THAN 5 STORIES Multiplier Applied when the Roof Height Exceeds 2 Stories, but is Equal to or Less than 5 Stories. Situation Creates the Need for Additional Safety Protection and Increased Crane Work.	%	25.00%	
22.22	MULTIPLIER - ROOF HEIGHT IS GREATER THAN 5 STORIES LESS EQUAL TO OR LESS THAN 10 STORIES Multiplier Applied when the Roof Height Exceeds 5 Stories, but is Equal to or Less than 10 Stories. Situation Creates the Need for Additional Safety Protection and Increased Crane Work and Crane Equipment	%	40.00%	
22.23	MULTIPLIER - ROOF HEIGHT IS GREATER THAN 10 STORIES Multiplier Applied when the Roof Height Exceeds 10 Stories. Situation Creates the Need for Additional Safety Protection and Increased Crane Work and Crane Equipment	%	60.00%	
22.31	MULTIPLIER - ROOF IS CONSIDERED NON-STANDARD ARCHITECTURE OR HAS GREATER THAN 4/12 SLOPE Multiplier Applied when Roof Area is not Boxed-Shaped, Contains Multiple Sharp Angles and/or Curves, or the Roof has a Greater than 4/12 Slope, Very Steep.	%	35.00%	
22.32	MULTIPLIER - ROOF IS CONSIDERED NON-STANDARD ARCHITECTURE OR HAS GREATER THAN 8/12 SLOPE Multiplier Applied when Roof Area is not Boxed-Shaped, Contains Multiple Sharp Angles and/or Curves, or the Roof has a Greater than 8/12 Slope, Very Steep.	%	70.00%	
22.41	MULTIPLIER - ROOF SIZE IS LESS THAN 1,000 SF Multiplier Applied when Roof Size is Abnormally Small Less than 1,000 SF. Situation Creates the Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor to be Allocated Across a Very Small Roof Area Causing Fixed Costs to be Large Portion of Job Costs	%	100.00%	
22.42	MULTIPLIER - ROOF SIZE IS GREATER THAN 1,000 SF, BUT LESS THAN 2,000 SF Multiplier Applied when Roof Size is Less than 2,000 SF, but Greater than 1,000 SF. Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	85.00%	
22.43	MULTIPLIER - ROOF SIZE IS GREATER THAN 2,000 SF, BUT LESS THAN 3,000 SF Multiplier Applied when Roof Size is Less than 3,000 SF, but Greater than 2,000 SF. Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	60.00%	
22.44	MULTIPLIER - ROOF SIZE IS GREATER THAN 3,000 SF, BUT LESS THAN 5,000 SF Multiplier Applied when Roof Size is Less than 5,000 SF, but Greater than 3,000 SF. Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	35.00%	
22.45	MULTIPLIER - ROOF SIZE IS GREATER THAN 5,000 SF, BUT LESS THAN 10,000 SF Multiplier Applied when Roof Size is Less than 10,000 SF, but Greater than 5,000 SF. Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	30.00%	
22.46	MULTIPLIER - ROOF SIZE IS GREATER THAN 10,000 SF, BUT LESS THAN 20,000 SF Multiplier Applied when Roof Size is Less than 20,000 SF, but Greater than 10,000 SF. Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Not Completely Absorbed Across Roof Area	%	15.00%	

Line Item	Units	\$ Per Unit	ROOF SYSTEM Budget
22.47	%	-3.00%	
MULTIPLIER - ROOF SIZE IS GREATER THAN 30K SF LESS THAN 50K SF Multiplier Applied when Roof Size is Less than 50,000 SF, but Greater than 30,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Larger Roof Area			
22.48	%	-5.00%	
MULTIPLIER - ROOF SIZE IS GREATER THAN 50K SF LESS THAN 100K SF Multiplier Applied when Roof Size is Less than 100,000 SF, but Greater than 50,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Larger Roof Area			
22.49	%	-6.00%	
MULTIPLIER - ROOF SIZE IS GREATER THAN 100K SF LESS THAN 200K SF Multiplier Applied when Roof Size is Less than 200,000 SF, but Greater than 100,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Larger Roof Area			
22.50	%	-8.00%	
MULTIPLIER - ROOF SIZE IS GREATER THAN 200K SF. Multiplier Applied when Roof Size is Greater than 200,000 SF Fixed Costs: Equipment, Mobilization, Demobilization, Disposal, & Set-Up Labor are Spread Amongst a Very Large Roof Area			