



BID RESPONSE PACKAGE
Prepared for

Cobb County, Georgia



U.S. COMMUNITIES
GOVERNMENT LEADERSHIP 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 44109
Phone: (800) 327-0308 • Fax: (416) 633-2055

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.



Table of Contents

Executive Summary.....	5
Tab 1: Bid Submittal Form.....	14
Tab 2: Invitation to Bid Form.....	16
Tab 3: U.S. Communities Overview.....	18
3.1 Master Agreement.....	19
3.2 U.S. Communities.....	19
Tab 4: Scope of Work and Qualifications.....	22
4.1 Scope of Work and Qualifications.....	23
4.2 Objectives.....	24
4.3 General Definition of Products and/or Services.....	25
4.4 Term.....	25
4.4.1. Contract Period.....	25
4.4.2. Pricing.....	26
4.4.3. Option to Extend the Term of Contract.....	27
4.5 Qualification Criteria.....	28
4.5.1 Qualifications for U.S. Communities National Contract.....	28
4.5.2 License to Perform Work.....	29
4.5.3 Experience.....	29
4.5.4 Past Performance.....	30
4.5.5 Project Management Ability.....	31
4.5.6 Financial Statement.....	33
4.5.7 Bonding Capacity.....	35
4.5.8 Evaluation Criteria.....	35
Tab 5: Cobb County General Instructions for Bidders, Terms and Conditions.....	158
5.1 Preparation of Bids.....	159
5.2 Delivery.....	159
5.3 Explanation to Bidders.....	160
5.4 Submission of Bids.....	160
5.5 Withdraw Bid Due to Errors.....	161
5.6 Testing and Inspection.....	162
5.7 F.O.B. Point.....	162
5.8 Patent Indemnity.....	163
5.9 Bid, Pay, & Performance Bonds.....	163
5.10 Insurance.....	164
5.11 Award.....	167
5.12 Delivery Failures.....	168
5.13 County Furnished Property.....	169
5.14 Reject and Withdraw Bids.....	169

5.15 Contract.....	170
5.16 Non-Collusion.....	171
5.17 Conflict of Interest, Etc.....	172
5.18 Default.....	173
5.19 Disputes.....	174
5.20 Substitutions.....	174
5.21 Ineligible Bidders.....	174
5.22 Alterations of Documents.....	175
5.23 Termination for Convenience.....	175
5.24 Inter-governmental Agreement.....	176
5.25 Indemnification and Hold Harmless.....	176
5.26 Special Terms and Conditions.....	177
5.27 Compliance with Georgia Security and Immigration Compliance Act – Exhibit A	178
5.27 Subcontractor Affidavit & Agreement – Exhibit A-1.....	180
5.27 Immigration Compliance Certification – Exhibit A-2.....	182
5.27.1 Addendum to Exhibit A-2 – Additional assigned employees.....	184
5.28 Disadvantaged Business Enterprise (DBE).....	185
5.28 Exhibit B – Disadvantaged Business Enterprise (DBE) Identification Form.....	186
5.28 Exhibit C – Disadvantaged Business Enterprise (DBE) Participation Report.....	188
Tab 6: U.S. Communities Information Supplier Qualifications.....	191
6.1 Supplier Qualifications.....	192
Tab 7: U.S. Communities Administration Agreement.....	196
7.1 U.S. Communities Administration Agreement.....	197
Tab 8: Supplier Worksheet for National Program Consideration.....	198
8.1 Supplier Worksheet for National Program Consideration.....	199
Tab 9: Supplier Implementation Checklist.....	201
9.1 Supplier Implementation Checklist.....	202
Tab 10: Supplier Information.....	204
10.1 Company.....	205
10.1.1 Total number and location of sales persons employed by your company in the United States.....	205
10.1.2 Number and location of distribution outlets in the United States.....	206
10.1.3 Number and location of support centers.....	206
10.1.4 Annual Sales for 2011, 2012, and 2013 in the United States.....	207
10.1.5 Federal Identification Number and Dun & Bradstreet report.....	208
10.1.6 List of Ten Largest Public Agency Customers.....	210
10.2 Distribution.....	211
10.2.1 Nationwide Product Distribution.....	211
10.2.2 Other companies involved in processing, handling or shipping.....	212

10.2.3 Effectiveness of proposed distribution.....	218
10.2.4 Distribution facilities, warehouses and retail network	219
10.2.5 Ability to work with small or MWBE businesses.....	220
10.3 Marketing	222
10.3.1 Company marketing plan outline.....	222
10.3.2 National sales force education plan	230
10.3.3 Market and transition plan.....	231
10.3.4 Master Agreement marketing plan to existing customers	233
10.3.5 National Accounts Manager and key personnel	234
10.4 Products, Services and Solutions	243
10.4.1 Products, Services and Solutions description.....	243
10.4.2 Normal delivery time and options.....	269
10.4.3 Backorder policy	270
10.4.4 Restocking fees and procedures.....	270
10.4.5 Special access programs or innovative strategies.....	271
10.4.6 Capacity to broaden scope and stay current with standards & technology ..	283
10.5 Quality	284
10.5.1 Quality control process	284
10.5.2 Problem escalation process.....	289
10.5.3 Customer complaint measurement and resolution process.....	291
10.5.4 Product or service warranties description	295
10.6 Qualifications, Experience and Project Management Capabilities.....	300
10.6.1 Authorized distributors and installers by U.S. state	300
10.6.2 Bonding capacity of a national basis	301
10.6.3 States where licensed to do business	301
10.6.4 States where bidder or sub-contractor is licensed to do business	302
10.6.5 State construction licenses held	303
10.7 Administration	304
10.7.1 Order processing capacity and forms.....	304
10.7.2 Order processing internal management system	305
10.7.3 Ecommerce capabilities and system integration	313
10.7.4 Existing multi-state cooperative purchasing program implementation and success	316
10.7.5 Monthly sales reporting capacity by Participating Public Agency with each state	318
10.7.6 Management report capacity for Participating Public Agencies	319
10.7.7 Suggested improvements and alternatives for cost effectiveness	319
10.8 National Staffing Plan	320
10.9 Environmental	324
10.9.1 Brief description of environmental initiatives and strategy.....	324
10.9.2 Process for defining green products or sustainable processes	327
10.9.3 Green product listing and attributes or certifications	328
10.9.4 Product recyclability and efforts to minimize environmental footprint	329
10.9.5 Percentage of environmentally preferable offering and plans to improve	330
10.10 Additional Information.....	331



10.10.1 History and Timellne	331
10.10.2 E-Verify	348
10.10.3 Past Performance	350
10.10.4 Business Operations Plan	350
10.10.5 Scheduling and Budgetary Compliance	356
10.10.6 Safety	359
Tab 11: Administration Agreement	361
Tab 12: Master Intergovernmental Cooperative Purchasing Agreement and Addenda	377
Attachment A: Experience Record	402
Attachment B: Pricing	466
Appendix A: Acknowledgement of Addenda	532
Appendix B: Financial Information	540
Appendix C: Bonding and Insurance	614
Appendix D: Marketing Plan	643
Appendix E: Training Materials	679
Appendix F: Green and Environmental	696
Appendix G: OSHA Logs	749



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 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:

-
-
-

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 [redacted] as a Senior Project Manager dedicated full-time to supervising a dedicated project management team for turnkey projects of Participating Public Agencies
- Expanding [redacted] 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 [redacted] 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:

- [redacted] Garland's Associate General Counsel, to a newly created position as Procurement Law Specialist to research and supervise all legal aspects of contract implementation
- [redacted] 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
- [redacted], DBS' Director of Engineering, a special role as Engineering Specialist to help facilitate the technical aspects of all U.S. Communities turnkey projects

- [REDACTED] 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.



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



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	Auburn University, AL
City of Los Angeles, CA	City of Houston, TX
Cobb County, GA	Los Angeles County, CA
Denver Public Schools, CO	Maricopa County, AZ
Fresno Unified School District, CA	Miami-Dade County, FL
City and County of Denver, CO	Salem-Keizer School District, OR
Emory University, GA Fairfax County, VA	San Diego Unified School District, CA
Hartford County Public Schools, MD	City of Seattle, WA
City of Kansas City, MO	Great Valley School District, PA
Hennepin County, MN	Orange County, NY City of Chicago, IL
Collier County Public Schools, FL	City of San Antonio, TX
Port of Portland, OR	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 Term

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 changes 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 Administration 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, totalling 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 employoo 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 D(n) 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 16-17

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: ITB 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

The alternate price book was accepted under this agreement and is available upon request from your local Garland representative or by e-mailing: uscommunities@garlandind.com. It has been redacted for public viewing.



4.5.8.8. Value-Added Alternate: Manufacturer Price List

**F.O.B Destination, Freight Prepaid
& Add**

Price book is available upon request from your local Garland representative or by e-mailing: uscommunities@garlandind.com. It has been redacted for public viewing.



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.

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

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

181

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

All trademarks and registration marks appearing in this document are the property of
The Garland Company, Inc. or Garland Canada, Inc., unless specifically noted otherwise.

© 2014 by Garland Industries, Inc.

Prepared 03/24/14

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

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



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, lightning, 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.



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 25-28

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 other wise 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

ITD 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.



(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 therefrom; 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.

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

11B 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

EEV (E-Verify) Program User ID Number

BY: [Signature]
Authorized Officer or Agent
[Contractor Name]

Richard J. DeBacco Jr.

Printed Name

July 21, 2011

EEV Program Date of Authorization

The Garland Company, Inc. (Agent for Garland/DBS, Inc.)

Contractor Business Name

March 24, 2014

Date

SWORN AND SUBSCRIBED BEFORE ME
ON THIS THE 24 DAY OF March, 2014

[Signature]
Notary Public Commission Expires: _____

(Effective 9/20/2013 Supersedes All Pre)



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

IB 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)

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 24th 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 08/20/2013)

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.



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-div/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 _____

<p>This information is acquired for informational purposes only and will have no bearing on the award unless otherwise stated</p>
--



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

**CobbCounty 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

IB 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 (not 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, publicly 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.



Tab 7: U.S. Communities Administration Agreement

7.1 U.S. Communities Administration Agreement

ITB Page 40.

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

ITB Page 41

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

ITB Pages 42-43

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.

ITB Page 44

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

ITB Page 44

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
	1	1	102,000	102,000
	2	1	37,000	37,000
	1	1	22,359	22,359
	1	1	75,000	33,750
	1	1	15,000	15,000
	1	1	50,000	30,000
	1	1	63,000	28,350
	1	1	6,000	6,000
	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



territory reps strategically located in 44 states across the U.S., as indicated in (1) Number of Sales Persons, above.

10.1.4 Annual Sales for 2011, 2012, and 2013 in the United States

ITG Page 44

10.1.4 Annual sales for 2011, 2012 and 2013 in the United States; Sales reporting should be segmented into the following categories:

SUPPLIER ANNUAL SALES IN THE UNITED STATE FOR 2011, 2012, AND 2013			
Segment	2011 Sales	2012 Sales	2013 Sales
Cities			
Counties			
K-12 (Public/Private)			
Higher Education (Public/Private)			
States			
Other Public Sector and Nonprofits			
Federal			
Private Sector			
Total Supplier Sales			

The following chart provides a summary of our annual U.S. sales in specific targeted market segments, as indicated.

SUPPLIER ANNUAL SALES IN THE U.S. 2			
Targeted Market Segment	2011	2012	2013
Cities			
Counties			
K-12 (public & private)			
Higher Ed (public & private)			
States			
Other Public, including non-profits			
Federal			
Private Sector			
Total Supplier Sales			

Garland's business has traditionally been heavily weighted toward the K-12 market. Using the current Master Agreement, Garland/DBS, Inc. has been able to establish a more diversified public-sector market mix. Although still a strong market segment, our K-12 market segment sales are now exceeded

²It should be noted that Garland/DBS, Inc. does not do any work in the Federal or Private sectors.



by the combined total of other non-federal public sector markets, i.e., Cities, Counties, and Higher Education. This shift is largely attributable to the professionalism and adaptability of the current Master Agreement that Cobb County and U.S. Communities put together almost five years ago, as well as Garland/DBS, Inc.'s dedication to educating our local field representatives and our commitment to leading with the U.S. Communities program with all non-federal public customers.

10.1.5 Federal Identification Number and Dun & Bradstreet report.

ITB Page 44

10.1.5 Submit your current Federal Identification Number and latest Dun & Bradstreet report.

Company	Federal ID Number	D&B and Audited Financials
Garland/DBS, Inc. (Bidder)	80-0525452	Appendix B
Design-Build Solutions, Inc. (Supplemental)	20-2348658	Appendix B
The Garland Company, Inc. (Supplemental)	34-1594088	Appendix B ³

Garland/DBS, Inc. has held the Master Agreement for the last four plus years and is the bidder whose financial information is required to be supplied as the respondent to this ITB. Garland/DBS, Inc. is a partnership between two 100 percent fully-owned subsidiaries of Garland Industries, Inc.: The Garland Company, Inc. and Design-Build Solutions, Inc. When contemplating the financial capacities of Garland/DBS, Inc., it is important to consider the financial capabilities of not only Garland/DBS, Inc., but the members of the partnership and the entire Garland organization as well.

Garland/DBS, Inc. is the contract holder and will be the performing entity for all work resulting from a new Master Agreement, as we have been for the existing Roofing Supplies and Related Products and Services contract. The unique relationship between Garland/DBS, Inc. and its two parent company members allows all three companies to be financially involved with every project. In fulfilling the contract obligations, Design-Build Solutions, Inc. provides an added level of indemnity support on all surety commitments, and the Garland Company, Inc. stands behind the long-term performance requirements as the material manufacturer issuing the warranty. Although Garland/DBS, Inc.'s financial information is impressive, the combined financial strength of the partnership and the entire Garland organization more accurately reflects the full depth of financial support available to Cobb County and the Participating Public Agencies of U.S. Communities. For that reason, we are submitting here the

³ The Garland Company, Inc. is included in the scope of the Garland Industries, Inc. audit as its largest contributing subsidiary. Selected financial information from the Garland Industries, Inc. audit has been provided to demonstrate the comprehensive strength of The Garland Company, Inc. and the entire Garland organization.



required financial information for Garland/DBS, Inc. and supplemental financial information for The Garland Company, Inc., Design-Build Solutions, Inc. and the entire Garland organization. A summary table and independently audited financials follow.

ITB Requirement Number & Description	Garland/ DBS, Inc.	Design-Build Solutions, Inc.	Garland Industries, Inc.
	Bidder	Supplemental	Supplemental
Re. 6.1.1. Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses)	\$16,164,908	\$17,380,775	\$362,300,789
Re. 6.1.2. Net Fixed Assets	\$0	\$7,854	\$14,326,128
Re. 6.1.3. Other Assets	\$0	\$760,574	\$48,372,764
Re. 6.1.4. Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes)	\$15,164,908	\$8,483,057	\$41,874,099
Re. 6.1.5. Other Liabilities (Net Worth) (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings)	\$1,000,000	\$9,666,146	\$235,074,266
Re. 6.1.6 Name and address of firm preparing financials and date thereof.	Meaden & Moore, Ltd. • 1100 Superior Avenue • Suite 1100 Cleveland, OH 44114 • December 31, 2013		
Re. 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.	NO	NO	NO
Re. 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.	NO	NO	NO
Re. 6.1.9. All Bidders must provide current credit rating information including latest Dun and Bradstreet report.	3A4	UNAVAILABLE	5A1 ⁴

⁴See previous footnote, The Garland Company, Inc.'s Dun & Bradstreet rating and report has been provided. Selected financial information from the Garland Industries, Inc. audit has been provided to demonstrate the comprehensive strength of The Garland Company, Inc. and the entire Garland organization.



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

IB Page 45

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

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

ITB Page 45

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

ITB Page 45

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

ITB Page 45

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

ITB Page 15

10.3.1 Company marketing plan outline

ITB Page 15

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				
2011				
2012				
2013				
2014 ⁷				

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 [] million to U.S. Communities Participating Public Agencies. In that same year, the Garland organization sold approximately [] 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 [] 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:

⁷ 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:
 - t. 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:

We have also identified six additional states as having the most potential for growth, should we be awarded a new contract. They are:




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. 
 - b.
 - c.
 - d.
 - e.
 - f.
 - g.
 - h.
 - i.
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

IB Page 45

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

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.

9. 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

ITB Page 45

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. Therefore, they resist changing the process by which a project is procured and managed. 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:
 - o Predictable lowest possible installed pricing
 - o Faster project delivery
 - o The ability to work with a Participating Public Agency's preferred contractor
 - o Reduced administrative burdens
 - o The ability to keep work and dollars within the local community
 - o 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

ITB Page 45

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	
2016	
2017	

10.3.5 National Accounts Manager and key personnel

ITB Page 45

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
	Team Leader	President
	National Account Manager and Project Superintendent	General Manager
	Lead Referral Manager, Back-Up National Account Manager	Warranty Specialist and Cooperative Purchasing Manager
	Back-Up Lead Referral Contact and Participating Public Agency Liaison for Contract Compliance	Controller and Cooperative Purchasing Contract Specialist
	Legal Advisor	General Counsel
	Procurement Law Specialist	Associate General Counsel
	Sales Development Specialist	Senior Sales Representative Vice President of Sales, European Division
	Designated Green Expert	Director of Products and Systems
	Engineering Specialist	Director of Engineering
	Project Management Supervisor	Senior Project Manager
	Quality Control Specialist	Director of Manufacturing
	Marketing Supervisor	Director of Marketing and Communications
	Marketing and Web Specialist	Senior Graphic Designer
	Communications Specialist	Strategic Communications Consultant

Resume for [redacted] U.S. Communities Team Leader

[redacted] 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."





Resume for [redacted] National Account Manager, Project Superintendent

[redacted] 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."





Resume for [redacted] Lead Referral Manager, Back-Up National Account Manager

As Garland's Warranty Specialist, [redacted] 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."



Resume for [redacted] 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."

[redacted]

Resume for [redacted] U.S. Communities Contract Legal Advisor

In her role as [redacted] 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."

[redacted]



Resume for [redacted] 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."



Resume for [redacted] U.S. Communities Contract Sales Development Specialist

Since joining Garland in 1988, [redacted] 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."





Resume for [redacted] Designated Green Expert for the U.S. Communities Contract

[redacted] 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."



Resume for [redacted], U.S. Communities Contract Engineering Specialist

[redacted] 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."





Resume for [redacted] 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."



Resume for [redacted] U.S. Communities Contract Quality Control Specialist

[redacted] 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."





Resume for [redacted], 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."

[redacted]

Resume for [redacted], U.S. Communities Contract Marketing and Web Specialist

[redacted] 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."

[redacted]

Resume for [REDACTED] 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."



10.4 Products, Services and Solutions

ITB Pages 45-46

10.4.1 Products, Services and Solutions description

ITB Page 46

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.

- 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 LQ - 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.

- **V 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.
- **V 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.
- **V 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.
- **V 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.
- **V 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.
- **V 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

- **V 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.
- **V 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

- **AeroBlock™ 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:
 - o Two (2) core cut samples for each roofing section or more as needed
 - o Determination of the condition of roofing system components
 - o Reports on the current roof construction, classification, and material types
 - o 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:
 - o Reports will contain all of the findings, as well as the methods employed while completing the infrared scans.
 - o Readings taken from a moisture meter are used to verify Infrared scan results.
 - o Outlines of wet areas will be painted using highly visible yellow marking paint.
 - o 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



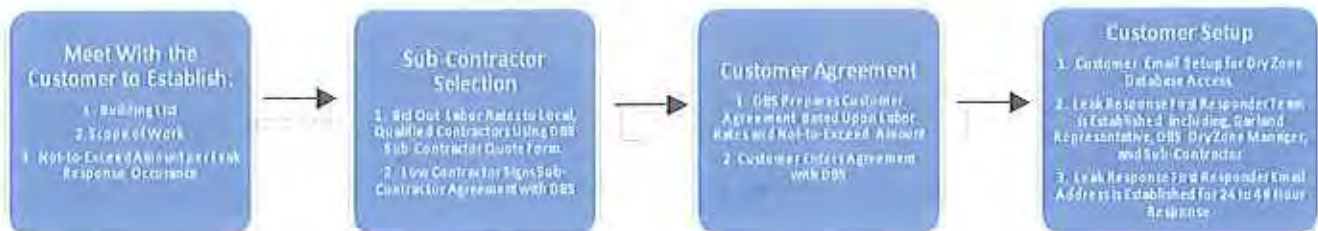
one. The Dry Zone database manager coordinates with the local Garland field representative for a follow-up site visit and roof inspection. The local Garland field representative performs an inspection and gathers all of the assessment data. A RAMP report is created with documentation of the existing 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.

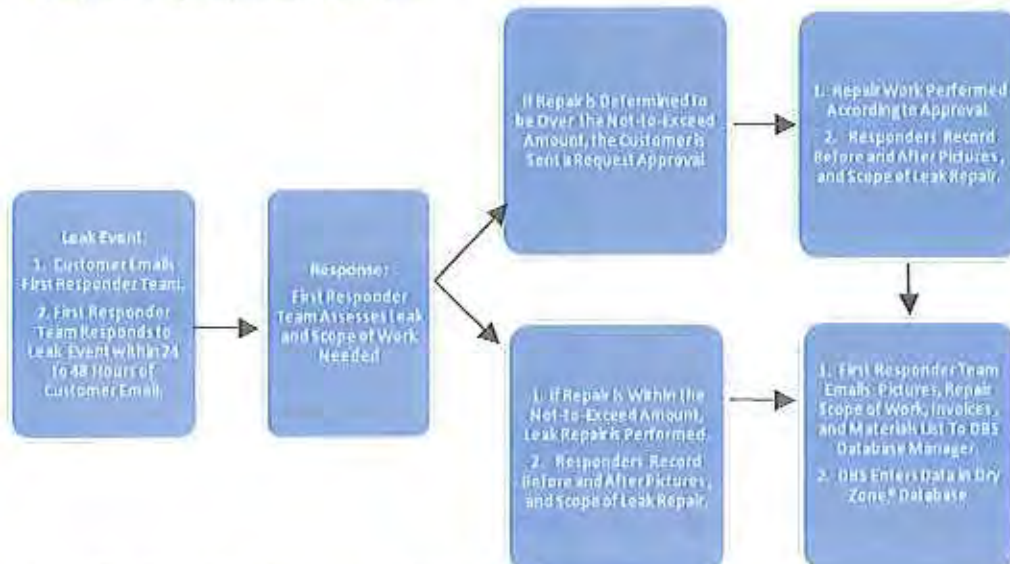


Leak Response Processes

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

ITD Page 46

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

ITB Page 46

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

ITB Page 46

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

ITB Page 46

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.

<p>Program Number: Program Title: Programs Hour(s): Program Level: Learning Objective:</p>	<p>004 RSO Roof Systems Overview 1 LU/HSW Intermediate 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.</p>
<p>Participant Interaction:</p>	<p>Group exercises and discussion. Planned Q&A throughout presentation.</p>
<p>Program Number: Program Title: Programs Hour(s): Program Level: Learning Objective:</p>	<p>002 RSO Roof Systems Overview Online Version 2 LU/HSW Intermediate 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.</p>
<p>Participant Interaction:</p>	<p>Online Test upon completion.</p>
<p>Program Number: Program Title: Programs Hour(s): Program Level: Learning Objective:</p>	<p>086 SE Solar Roofing 101 1 LU/ HSW/SD Intermediate 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.</p>
<p>Participant Interaction:</p>	<p>Group exercises and discussion. Planned Q&A periods throughout program.</p>



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.

<p>Program Number: Program Title: Programs Hour(s): Program Level: Learning Objective:</p>	<p>0211 LS ES1 Low-Slope Metal Edge System 1 LU/HSW Intermediate 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.</p>
<p>Participant Interaction:</p>	<p>Group exercises and discussion. Planned Q&A periods throughout program.</p>
<p>Program Number: Program Title: Programs Hour(s): Program Level: Learning Objective:</p>	<p>0311 DD Devils in the Details 1 LU Intermediate 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.</p>
<p>Participant Interaction:</p>	<p>Group exercises and discussion. Planned Q&A periods throughout program.</p>

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

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

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

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

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

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

This article focuses on a few critical areas of building envelope performance.

Energy Focus on the Building Enclosure

Improvements to the exterior of the building are key in reducing the energy usage of our facilities.

Understanding Rainscreen Design

The perfect wall design to defend against the elements of Mother Nature.

Proper Flashing Specification and Installation

Analysis-driven design is crucial for assuring that desired performance outcomes are met.

No Funds for Replacement, Consider Restoration

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

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

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

ITB Page 46

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

ITB Page 46

Please respond to the following requests for information about your company:

10.5.1 Quality control process

ITB Page 46

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

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.



10.5.2 Problem escalation process

ITB Page 46

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.



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 ...

- The Garland product specified satisfied my roofing needs, including the budget.
- There were no complaints of disruption during the project.
- The contractor's installation of the products was of high quality.
- The products are meeting my expectations with regards to performance.
- Overall, I am very satisfied with this project.

Strongly Disagree				Strongly Agree
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<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 ...

- Demonstrated a commitment to understanding and solving my roofing problems.
- Provided a thorough written analysis of my problems with customized recommendations.
- Responded quickly and efficiently throughout the project.
- Competently answered questions/concerns throughout the process.
- Kept me informed of the project progress with reports and photos.
- Overall, the service I received was of the highest quality.

Strongly Disagree				Strongly Agree
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<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 ...

- Use Garland products on your next roofing project.
- Use this contractor on any future roofing projects.
- Recommend the Garland Representative to colleagues.
- Can we use you as a reference?

Very Unlikely				Very Likely
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
<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, [redacted] Participating Public Agencies in [redacted] ect's scheduled delivery date. More than [redacted] "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 [redacted] 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

ITB Page 46

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

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



10.5.4 Product or service warranties description

HB 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

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.



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 projects related a large-scale hail insurance claim for Maricopa County.



10.6.2 Bonding capacity of a national basis

ITB Page 46

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

IB 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	
Alaska	
Arizona	
Arkansas	
California	
Connecticut	
Delaware	
Florida	
Georgia	
Hawaii	
Idaho	
Illinois	
Louisiana	
Mississippi	
Nevada	
New Jersey	
New Mexico	
North Carolina	
North Dakota	
Oregon	
Rhode Island	
South Carolina	
Tennessee	
Utah	
Virginia	
Washington	
West Virginia	

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

IBB 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.

- o 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.
 - o **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.
 - o 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.
 - o 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.
 - o 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).
 - o 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.
 - o 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.
 - o 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

ITB Page 47

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.



U.S. COMMUNITIES™
GOVERNMENT PURCHASING ALLIANCE

MARKETPLACE HOME | RETURN TO USG

U.S. COMMUNITIES MARKETPLACE

Search All Suppliers

Search

CATEGORIES

- Classroom/Science
- Electrical Supplies
- Equipment Rental
- Facilities/Maintenance
- Furniture
- Office Supplies
- Public Safety
- Recreation/Playground
- Technology

OUR SUPPLIERS

Search

Search

Search

Search

Search

Search

Search

Search

Search





10.7.4 Existing multi-state cooperative purchasing program implementation and success

ITB Page 17

10.7.4 Describe your company's implementation and success with existing multi-state cooperative purchasing programs, if any, and provide the entity's name(s), contact person(s) and contact information.

Whether measured by total contract volume or number of active customers, the U.S. Communities Master Agreement for Roofing Supplies and Related Products and Services remains the primary and most popular procurement option used by our Sales Force. In order to target highly specific markets not well represented by the U.S. Communities organization, Garland/DBS, Inc. has from time to time sought relationships with a select number of organizations that similarly enable their members to consolidate with like entities, in order to benefit from discounts normally reserved for individual high-volume purchasers.

The implementation of any group or cooperative purchasing program is dependent upon the structure of the group or cooperative program; the support resources available from the group or cooperative organization; the quality of the contract and its ability to deliver valuable product and service offerings; and, most importantly, the supplier's commitment to implementing, promoting, and using the contract. Garland has been highly selective in determining which groups and cooperative purchasing organizations are worth pursuing. U.S. Communities was our first multi-state group or cooperative purchasing program partner.

Our desire to partner with U.S. Communities was based on a corporate commitment at the highest level of our organization to win, implement, promote, and use this opportunity for the mutual benefit of our public sector customers and our ESOP. The success of the existing Master Agreement for Roofing Supplies and Related Products and Services demonstrates the commitment we have made to deliver high quality products and value-added service solutions at the best available pricing to Participating Public Agencies.

When we choose to commit to a cooperative purchasing partnership, we are determined to become that organization's model supplier, as evidenced by our strong relationship with U.S. Communities and GSA. In becoming a GSA Schedule Contracted Supplier (see below), Garland's Board of Directors and executive management team, back in 2007, had the foresight to make government contract compliance a high priority and pledged to follow our corporate motto "Do the Right Thing" by auditing our entire government contract history. At that time, the current year and the previous six years of history were audited, under the direction of Barbara A. Duncombe and Suzanne Sumner, attorneys specializing in government contract law at Taft, Stettinius & Hollister LLP. All of the audit findings were immediately corrected by either the development of new processes and procedures or by the refunding of monies to affected customers.

Since that time, an internal government contract audit has become an annual procedure that is conducted between March and June to evaluate the previous year's activity and determine if there were any government contract-related concerns. Each audit ends with a summary report. Any identified findings are corrected with process updates, procedural changes and/or customer refunds. The end



result is a continual improvement process through which we identify and seize every opportunity to become a better contracting partner to our government customers.

Since all group and cooperative purchasing contracts, including U.S. Communities, are based on the GSA FSS pricing, all our cooperative purchasing partners have benefited from this annual audit process, which incorporates all group and cooperative purchasing contract pricing. This internal audit process has ensured the success of our partnerships, enabling the Garland organization to be successful in implementing all of our group and cooperative contractual commitments, to the benefit of their participants.

A similar corporate commitment has been made in relation to the marketing and sales of our group and cooperative purchasing programs. As a result of these combined efforts, Garland/DBS has become a model supplier for all parties involved, to the benefit of these organizations' customers – who are seeking seamless on-time, in-budget delivery of lasting exterior waterproofing systems – and to the benefit of our ESOP.

Currently held alternative purchasing contracts held by Garland/DBS, Inc., The Garland Company, Inc., and/or Design-Build Solutions, Inc. are summarized in the following chart.

Contract Name	Targeted Market	Contact Name	Contact Phone and Email
GSA	Public Sector, Federal Government		
Premier	Public and Private Sector, Healthcare		
HealthTrust	Public and Private Sector, Healthcare		
AZA Smart Source	Public and Private Sector, Zoos and Aquariums		

General Service Administration (GSA)

In 2000, The Garland Company, Inc. was awarded its first five-year GSA Federal Supply Schedule (FSS), with three optional five-year renewals. We are now in the fourth year of our second, five-year renewal. There have been no documented compliance issues raised by the GSA contracting officer or the GSA auditor. Design-Build Solutions, Inc. has always been listed as the certified installer of roofing and waterproofing products purchased through the Garland GSA FSS. This contract has been critical to securing federal government projects and in no way conflicts with the proposed U.S. Communities Master Agreement, since GSA is only used by federal agencies.

Premier Healthcare Alliance

We have held a Roofing Products, Systems and Services contract with this nationwide cooperative purchasing organization since 2012. It is a three-year contract that is due to expire on May 31, 2015. Its use is limited to member hospitals and other healthcare organizations, a market sector that is currently underrepresented in U.S. Communities base of Participating Public Agencies.

HealthTrust

Garland/DBS, Inc. was awarded a HealthTrust contract on April 1, 2013. It is a three-year contract that is due to expire on March 31, 2016. This contract offers acute care centers, ambulatory surgical centers, physician practices, long-term care facilities, and a number of alternative healthcare sites, the opportunity to purchase a full spectrum of Garland solutions for healthcare building exteriors on terms that are identical to our current U.S. Communities contract. Since HealthTrust members are prohibited from participating in more than one cooperative purchasing organization, this cooperative purchasing contract is not in conflict with our commitment to U.S. Communities.

AZA Smart Source

Garland/DBS, Inc. was awarded the AZA Smart Source exterior waterproofing contract on April 1, 2013. It is a three-year contract, with the opportunity for two consecutive extensions before it is resolicited. AZA Smart Source offers approximately 250 zoos and aquariums, both public and private, the opportunity to purchase a complete range of exterior waterproofing solutions on negotiated terms and pricing. However, since the AZA contract was not publicly bid, its administrators have agreed to help us promote the use of the U.S. Communities contract whenever public sector entities are involved.

10.7.5 Monthly sales reporting capacity by Participating Public Agency with each state

11B Page 47

10.7.5 Describe the capacity of your company to report monthly sales under the Master Agreement by Participating Public Agency within each U.S. state.

Shortly after Garland/DBS, Inc. was awarded the current Master Agreement for Roofing Supplies and Related Products and Services, U.S. Communities requested that Garland/DBS report sales monthly instead of quarterly. We will continue to do so, tweaking that process as necessary to ensure that U.S. Communities receives sales information in a timely manner.

In addition to the required reporting, we hope to work with U.S. Communities management on developing reports that summarize the annual savings to Participating Public Agencies resulting from the competitive quoting by local contractors against the Guaranteed Maximum Pricing that is established by the line-item pricing in the Master Agreement.

As the incumbent contractor, Garland/DBS, Inc. already has in place all the necessary processes and procedures to ensure a seamless transition to the new Roofing Supplies and Services, Waterproofing and Related Products and Services Master Agreement.

10.7.6 Management report capacity for Participating Public Agencies

ITB Page 47

10.7.6 Describe the capacity of your company to provide management reports, i.e. commodity histories, procurement card histories, green spend, etc. for each Participating Public Agency.

Our integrated ERP system provides Garland/DBS with optimum flexibility for creating a wide range of customized reports, including but not limited to commodity histories, procurement card histories, green spend, and other break-outs for individual Participating Public Agencies.

10.7.7 Suggested improvements and alternatives for cost effectiveness:

ITB Page 47

10.7.7 Please provide any suggested improvements and alternatives for doing business with your company that will make this arrangement more cost effective for your company and Participating Public Agencies.

As was previously described (see **Tab 10, Section 10.2, 10.7.7 and Tab 4, Section 4.5.8.7**), Garland/DBS, Inc. would like to continue offering Participating Public Agencies a site-specific discount, which, in the implementation of the existing Master Agreement 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.

In addition, should we be awarded a new Master Agreement for Roofing Supplies and Services, Waterproofing and Related Products and Services, Participating Public Agencies will benefit from some reductions in line item pricing (based upon our four-plus years of experience applying job-specific discounts). We will also be offering for the first time an early payment discount as outlines in **Tab 1, Bid Submittal Form and Tab 5, Section 5.11**.

From an internal perspective, there are four major areas that have allowed Garland/DBS to become increasingly cost effective in delivering our total project solutions:

1. **Manufacturing and Service Delivery** - Over the last four decades, we have made several vertical acquisitions and human resource investments, enabling us to better control not only the quality but the costs of our total project delivery. Materials such as our woven high-performance scrim, which we once had to purchase, and services, such as engineering, are now direct in-house competencies.
2. **Raw Materials** – Our outstanding credit and financial stability have enabled us to develop long-term relationships with dependable suppliers (and back-up suppliers), who provide us with

pricing and delivery preferences and a high degree of loyalty due to the expedited payment schedules we are able to offer them.

3. Sustainable Processes - As detailed in **Tab 10, Section 10.9.4**, our organization has integrated sustainable design not only into our materials, but into our processes, for reductions in production time and costs that help keep us competitive.
4. ESOP – Finally, with a business model founded on the premise that people do their best when there is a direct relationship between effort and reward, our organization has an extremely stable workforce and a high retention rate for all who adapt to our unique culture within their first three years of employment. This has resulted in a high level of continuity and commitment, which directly benefits our customers while helping us control our costs.

10.8 National Staffing Plan

ITB Page 47

A staffing plan is required which describes the Supplier's proposed staff distribution to implement and manage this contract throughout the term of the contract. The staffing plan should indicate a chart that partitions the time commitment of each professional staff member across the proposed tasks and a timeline of each member's involvement throughout the contract. It is mandatory that this section identify the key personnel who are to be engaged in this contract, their relationship to the contracting organization, and amount of time to be devoted to the contract.

Since being awarded the U.S. Communities Master Agreement for Roofing Supplies and Related Products and Services in 2009, Garland/DBS, Inc. has made several staffing adjustments and improvements, as mentioned in the Executive Summary, under Culture. We have already identified some critical areas in which staff redeployment will be made, should we be awarded the new Master Agreement for Roofing Supplies and Services, Waterproofing and Related Products and Services.

Essentially, our goal is to have the equivalent of 8 full-time employees dedicated to this contract during the first six weeks of marketing implementation, and a total of 3-½ full-time employees dedicated to managing the various aspects of this contract thereafter. In both cases, actual hours will be deployed by more than 8 or 3-½ individuals, respectively. Only in this way can we be certain that the employees working with U.S. Communities and its Participating Public Agencies remain deeply embedded in critical roles that keep them connected to the bigger picture so they may successfully advocate for the best interests of Participating Public Agency customers in areas such as warranties, research and development, operations, and engineering services.

The following chart provides an approximation of hours allotted to the U.S. Communities program by each member of our new U.S. Communities Team, on a weekly basis. The figures represent averages that take into account periods in which the employee may be exclusively engaged with contract-related issues, as well as those periods in which the employee's U.S. Communities' responsibilities are in "maintenance" mode.



It should be noted that the following chart does not take into account the many hours dedicated by field representatives and corporate support personnel who, though not formal members of U.S. Communities Team, will nevertheless continue to play an important role in ensuring the successful implementation of a new Master Agreement.

U.S. COMMUNITIES TEAM ROLES AND TIME ALLOCATION CHART				
Name	U. S. Communities Function	U.S. Communities Role	Weekly Average Timeline Requirement for Six-Week Supplier Implementation	Weekly Average Timeline Requirement for Duration of Contract
	Strategic Guidance and Leadership	Team Leader	8.0	1.0
	Day-to-Day Supervision of Sales	National Account Manager and Project Superintendent	20.0	10.0
	Front-Line Customer and Sales Force Liaison and Trainer; Back-Up on Sales Supervision as described above	Lead Referral Manager, Back-Up National Account Manager	40.0	30.0
	Supervisor and Trainer on Compliance Issues; Back-Up on Lead Referral as described above	Back-Up Lead Referral Contact and Participating Public Agency Liaison for Contract Compliance	40.0	25.0
	Contract Law Guidance and Crisis Resolution	Legal Advisor	8.0	3.0
	Procurement Law Guidance	Procurement Law Specialist	20.0	6.0
	Sales Champion Supporting Program in the Field	Sales Development Specialist	5.0	5.0
	Resource Consultant on Green Alternative Solutions	Designated Green Expert	8.0	1.0
	Day-to-Day Supervision of Engineering Services	Engineering Specialist	20.0	10.0

	Day-to-Day Supervision of Project Managers	Project Management Supervisor	40.0	40.0
	Day-to-Day Supervision of Material Quality	Quality Control Specialist	2.0	2.0
	Day-to-Day Supervision of Marketing Communications	Marketing Supervisor	40.0	4.0
	Front-Line Designer for Projects and Materials	Marketing and web Specialist	40.0	4.0
	Front-Line Writer of all Projects and Materials	Communications Specialist	40.0	3.0

Organizational Chart

The organizational structure devised to manage the proposed Master Agreement for Roofing Supplies and Services, Waterproofing and Related Products and Services is essentially flat, with no department or employee more than two steps removed from Team Leader and President of Garland/DBS, Inc., David M. Sokol. As an employee-owned organization, we strive to empower every individual employee to take ownership of those projects they touch, however peripherally, so that no customer is ever more than one employee away from successful resolutions of any problems or concerns.

We have provided a copy of our Organization Chart on the following page.

¹⁹ 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.

10.9 Environmental

IBB Pages 47-48

10.9.1 Brief description of environmental initiatives and strategy

ITS Page 47

10.9.1 Provide a brief description of any company environmental initiatives, including your company's environmental strategy, your investment in being an environmentally preferable product leader, and any resources dedicated to your environmental strategy.

A Historical Perspective

While the term "sustainability" has taken on many new connotations over the last decade, its original meaning as "to extend or prolong" remains a core tenet of sustainable design, i.e., the ability of a product or material to continue its service life for an extended period of time.

For the Garland companies, sustainable design is not a marketing campaign, but rather a philosophy of how Garland designs its products and operates its companies. As an early adopter of sustainable initiatives, we have successfully integrated the capabilities necessary for realizing our customers' visions of a fully sustainable future. The Garland Company, Inc. had a long history of manufacturing and marketing sustainable roofing solutions well before the term "sustainable design" came into vogue.

Garland provides dedicated web pages for each of the major authorities in creating "green" standards: LEED[®], Cool Roof Rating Council, California's Title 24, and the Federal Government's ENERGY STAR[®] program. Each association is described in detail and a link is provided to those Garland products that meet their requirements. Registered users of the website also have access to Product Data Sheets with Eco-Facts that define each product's environmental performance characteristics.

More importantly, the longevity of our high-performance modified bitumen, metal, coating, adhesive, and thermoplastic solutions speaks for itself, with Garland materials frequently outlasting competitive products by years and even decades.

The quest for sustainable solutions is part of Garland's corporate DNA. When we were founded at the end of the 19th century, our organization's first products were the recycled byproducts of the Northern Midwest's thriving steel industry. By refining and recycling used oil stocks, Garland

created viable solutions that were both sustainable and economical. That "repurposing" of used but still viable technology continues today.

We were the first in our industry to promote resource preservation by extending roof cycles to 30 years and longer; the first U.S. roofing manufacturer to achieve ISO certification; among the first to introduce green roofing solutions to North America; and remain the only U.S. manufacturer to offer a full range of environmentally responsible roofing alternatives. These include:

- Vegetative (green) roofing that reduces urban heat islands, carbon monoxide, noise and air pollution, and stormwater run-off while improving oxygen levels and community health and well-being and extending roof life cycles for resource conservation
- Life-cycle extended roofing that conserves resources by significantly reducing the time between roof replacements from an industry-typical 17 years to 30 years and longer
- Cool/reflective coatings that typically require 40 percent less energy than dark roofs
- Expert building envelope component integration to ensure the optimum performance and longevity of alternative energy components such as photovoltaic and wind-energy-generation technologies.
- Repair, replacement, and restorations systems that include cold-applied, VOC-compliant, and self-adhesive solutions for environmentally responsible application
- Metal systems that are 100 percent recyclable
- Commercial roofing products that incorporate post-consumer, rapidly renewable, bio-based content, and/or recycled materials, such as tires and glass
- Our industry's first rooftop antimicrobial technology

We offer dozens of distinct products that are ENERGY STAR[®] qualified and/or UL Environment[™] verified, helping building owners achieve LEED[®] buildings performance. Garland is a charter Partner in the EPA's ENERGY STAR program and a member of the Cool Roof Rating Council (CRRC).

Sustainable innovations introduced since our initial 2009 Master Agreement have included:

- In 2010...
 - A new StressPly[®] Max membrane incorporating recycled crumb rubber

*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.

*LEED[®] Buildings performance refers to the Leadership in Energy and Environmental Design[®] (LEED) Green Building Rating System, which is a voluntary, consensus-building national standard that was initiated by the U.S. Green Building Council (USGBC) for developing high-performance sustainable buildings.

- A new White-Knight[®] Plus highly reflective waterproofing membrane
- Energizer[®] LO low-odor waterproofing membrane
- StressPly E (Environmental) membranes that contain 8 percent post-consumer recycled content, 27 percent pre-consumer recycled content, and 2.5 percent rapidly renewable content
- In 2011...
 - Insul-Lock[®] E HR, a VOC-compliant insulation adhesive with zero solvents and 45 percent rapidly renewable content
 - Tuff-Flash[®] low-odor flashing membrane
 - The first modified membranes independently certified by UL Environment[™]²⁰ for their recycled and bio-based content
- In 2012...
 - Development begins on a new 20 percent bio-inclusive membrane adhesive
- In 2013...
 - Clear-Shield RX[®]- the industry's first rooftop antimicrobial coating designed to improve indoor air quality by resisting bacteria, mold and fungi growth that can become airborne and enter the building through HVAC air intakes
 - Highly reflective Sunburst[™] minerals designed to reduce rooftop temperatures and enhance energy efficiency

An Industry Leader in Recycled and Residue-Based Content

Today, Garland leads the industry in the proper use of recycled content, helping customers earn LEED[®]²¹ certification through our ability to provide quality products that incorporate recycled materials. We use a variety of post-consumer and post-industrial recycled content in many of our products, for example:

- We were the first company to use recycled rubber from post-consumer tires as a functional additive in a modified bitumen product line, and we still employ that technology today.
- On all smooth-surfaced modified bitumen solutions, Garland employs 100 percent post-industrial recycled coal-slag as a black mineral surface.
- On all modified bitumen materials, Garland uses pulverized post-consumer glass as a partitioning agent.

²⁰ UL Environment[™] is a trademark of Underwriters Laboratories.

²¹ 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.

- Many of Garland's restorative coatings use recycled cellulose fiber as a reinforcing agent.
- The bitumen bases – both asphalt and coal tar pitch – are repurposed by-products of the oil and coal processing industry.
- One of our high-performance membranes has the highest recycled content of any membrane in the roofing industry.

The incorporation of bio-based content is another area in which we excel. Over the last several years, Garland has developed substitute raw materials based on bio-sources versus traditional hydrocarbon sources. These include soy-derived oil solutions that perform equivalently to traditional hydrocarbon oils and specialty ground walnut-shell waste, which we use as a substitute for common filler.

At Garland, quality comes first with the use of both recycled and bio-based solutions. "Green" substitutions are made only when product performance can be maintained or improved.

Resources

Assessing environmental responsibility for a material's formulation, utilization, and post-utilization is part of the development process for every Garland product. We have four full-time employees dedicated to research and development, and two additional full-time employees actively involved in our green initiatives. In addition, our program managers and field representatives are encouraged to participate in trade associations promoting the viability of green solutions and to pursue LEED® BD+C certification.

Because of the importance that Cobb County, U.S. Communities, and its other Participating Public Agencies place on sustainability, Garland/DBS has assigned Brian Lambert to be the Designated Green Expert for the U.S. Communities Contract (see **Tab 10, Section 10.3.5 National Accounts Manager Resume**). In that capacity, Brian will be available to assist Cobb County and other Participating Public Agencies in specifying alternative sustainable solutions to achieve their performance objectives.

10.9.2 Process for defining green products or sustainable processes

ITB Page 47

10.9.2 Describe your company's process for defining green products or sustainable processes.

The Garland Greenhouse

Garland has developed a special "Garland Greenhouse" brand for its line of sustainable solutions. We have established stringent measurement criteria for admission into this family.



Specifically, all Garland Greenhouse materials must generate at least 2.0 points²² based on the following criteria:

For Pre-Consumer Recycled Content

- 0.5 points for inclusion of recycled content
- 1.0 point for 10 percent (50% PI + 100% PC)
- 2.0 points for 20 percent (50% PI + 100% PC)

For Lowered Volatile Organic Content (VOC)

- 1.0 point for compliance with the national requirement, in addition to every state and local air district requirement

For Residue Content

- 0.5 points for inclusion of any bio content
- 1.0 point for 2.5 percent by weight or higher
- 2.0 points for 20.0 percent by weight or higher

For Highly Reflective Surfacing

- 1.0 point for compliance with 65 percent or higher initial reflectance
- 2.0 points for 70 percent or higher initial reflectance

For Novel Technology

- 1.0 point for a novel, industry-changing technology or process that replaces a traditional technology or process

For Post-Consumer Recyclability

- 2.0 points for 50 percent or higher recyclable content

UL Environment™

In addition to Garland's internal branding procedure, we also use third-party verification through Underwriters Laboratories to provide verified "green" performance by participating in the UL Environment Program. UL annually audits all of Garland's green inclusions and provides verification of compliance. We currently have UL Environment™ approvals on the majority of our modified membranes and metal roof products.

10.9.3 Green product listing and attributes or certifications

ITB Page 47

10.9.3 Provide a green product listing. Describe any environmental attributes (recycled materials, energy efficiency,

²² PI = Post-Industrial; PC = Post-Consumer



biodegradable, low-toxicity, etc.) or certifications achieved for each product.

In the Products, Services and Solutions section, 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: ∇. These products may also be ENERGY STAR® qualified (valid in the U.S. only), CRRC listed, LEED® point contributors, UL Environment™ validated, and/or Title 24 compliant.

Supportive documentation on the eco classifications for various Garland solutions is provided in **Appendix F: Green and Environmental**.

10.9.4 Product recyclability and efforts to minimize environmental footprint

ITB Page 48

10.9.4 Describe your product's recyclability. Describe any buy back or take back options offered. Describe your company's efforts to reduce or reuse packaging and minimize environmental footprint in the shipping process.

Our on-going commitment to cradle-to-grave sustainability has resulted not only in many product firsts, but also in several improvements in our manufacturing operations. Our success in this area has been publicly recognized twice when *Crain's Cleveland Business* selected Garland as a finalist (in 2009 and 2011) for its Emerald Awards, which recognized our Company's achievements in Integrating sustainability into all aspects of our operations.

In manufacturing and throughout our corporate headquarters, we continue to evaluate unique opportunities to re-use packaging and other materials to minimize Garland's environmental footprint, including but not limited to:

- The reuse of pallets from inbound raw materials for LTL shipments, as well as for packaging coatings
- The recycling of empty drums, which are sent to our drum supplier where they are cleaned and refinished instead of being thrown away
- Reselling empty Super Sacks back to their manufacturer
- Capturing used cardboard and sending it to a recycler
- Capturing paper bags from dry raw materials and sending them to a recycler
- Cleaning all damaged pails and pails used to reworked materials, then turning them in to the scrap yard for recycling
- Capturing all metal/plastic bands and sending them to a recycler
- Collecting all unusable pallets and re-working them for re-use

Other operations that are significantly reducing waste or conserving resources include, but are not limited to:

- An aggregate recovery system in manufacturing allows us to reuse 98 percent of the aggregate that is sifted and/or off-spec, collecting them and placing them in tubes, then packing them up for delivery with membrane orders for field application.
- Fine particles of black slag and glass are reused for the backside surfacing of membranes.
- A corporate program collects recyclables throughout headquarters, then transfers them to a designated central collection point, from which the materials collected are regularly picked up by a recycler.
- All light bulbs are collected and sent to a recycler upon end of use.

10.9.5 Percentage of environmentally preferable offering and plans to improve

ITB Page 48

10.9.5 What percentage of your offering is environmentally preferable and what are your plans to improve this offering?

Sustainability Today

Fully 90 percent of our materials incorporate some aspect of sustainable design, with an emphasis on longevity and the incorporation of repurposed recycled materials.

Future Directions

Garland is always working on advancing its sustainable solutions. Plant trials are currently underway to provide an alternative modifier for a bitumen solution that could be the industry's first 40-year roof system. Based on patented processes and formulations, Garland, in a global effort with world-class universities, has developed a unique chemical process to yield virtually indestructible bitumen.

Another current area of development is new 100-percent-solids adhesives and coatings, which eliminates ozone-depleting solvents without the use of dangerous alternatives. We are also working on a broad spectrum of reflective solutions, some of which will provide an optimized energy solution for climates where a white reflective solution may not be the optimal choice.

Future research and development will be focused on the integration of a full suite of building envelope solutions, including but not limited to exterior roofs, walls, and floors. By offering a full line of products that address all exterior surfaces of the building, Garland will be able to better guarantee the total long-term performance of all exterior systems, thereby extending facility service life. By focusing on the transitions between walls, windows, roofs and doors, Garland will continue to provide a total leak-free environment to its customer.

In all areas of development, Garland will continue to consider recycled content and bio-based content in its formulation efforts to ensure the right balance of top-of-the-line performance and life-cycle sustainability.

In the years ahead, Cobb County and the other U.S. Communities Participating Public Agencies, can expect to see:

- An expansion of Garland material offerings that fall under the Garland Greenhouse umbrella, including many materials with independent UL Environment validation
- More partnering with third-party organizations for building envelope energy evaluations
- 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

10.10 Additional Information

ITB Page 48

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

10.10.1 History and Timeline

Additional Information

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

The Garland Company, Inc.

In 1895, the cornerstone was laid on which The Garland Company, Inc. was to build its reputation as a major manufacturer and distributor of high-performance roofing systems and services. That was the year that Samuel D. Wise, an ambitious young executive of the Atlantic Refining Company (later known as ARCO) of Cleveland, Ohio loaned his 16-year old brother, Jacob B. Wise, \$100 to purchase Garland Refining Company.

For the first 79 years of its existence, Garland grew at a steady predictable pace under the wise and conservative stewardship of the Wise family. In 1914, J.B. changed the company name to The Garland Company, Inc. In the decades that followed, the Wise family built Garland into a



thriving family-owned business, eventually expanding the product line to include paints, roofing, and flooring materials for industrial and agricultural use. In 1919, the brothers expanded, moving the company's production and warehouse operations to 3800 East 91st Street, which remains our headquarter location today.

The company continued to grow throughout the 1930's, and survived the Great Depression by introducing an innovative work-share hour reduction program that enabled the Wise brothers to keep most of their employees working. In addition, they introduced a practical product line of consumer paints that could be distributed through neighborhood hardware stores, to help the company survive the hard times.

It that same spirit of quiet determination, the company adapted to the war years by developing a reclamation system for the spray paint used to camouflage military vehicles. By 1945, on its fiftieth birthday, The Garland Company had grown to include nearly 300 employees. When the war was over, the company continued to grow, both in its development and marketing of consumer paint products and in the agricultural portion of the business, particularly with its product line of caulking, shading compounds, and putty for greenhouses.

In 1955, the East 91st Street location was expanded to include a corporate headquarters and administrative offices.

For the next several years, the next generation of the Wise family continued to run Garland, with Jacob's son, John T. Wise, at the helm. In the years that followed, as the consumer paint market became more commodity-oriented, it became apparent to John that the company could no longer successfully compete in that arena. Ironically, many of the executives of the country's leading consumer paint companies got their start at The Garland Company.

Meanwhile, the roofing and greenhouse-related segments of the business continued to perform. But the oil embargo of 1972, and the subsequent fuel shortages and recession, quite unexpectedly drove both the greenhouse and roofing markets in new directions. Escalating fuel costs prompted greenhouse owners to convert from wood and glass structures to newer, better insulated materials, eliminating the need for the greenhouse-related maintenance products manufactured by Garland. At the same time, a fuel-starved marketplace was driving roofing manufacturers away from traditional asphalt and coal tar pitch products in search of new, alternative roofing materials.

John T. Wise was determined to adapt his company to the changing times when opportunity presented itself in the form of a trio of star salesmen from a major roofing competitor. These ambitious young men were deeply dissatisfied with their employer's move toward commodity roofing products. In the past few years, they had seen their sales territories infringed upon and their commissions cut. They didn't have much money, but they had an extensive knowledge of the roofing industry and an insatiable desire to achieve -- and were looking for a mature company that would give them the opportunity to do just that.

The young men were very sure of themselves, and The Garland Company, with its manufacturing capabilities and its sterling reputation, was ideally suited to their ambitions. In a



move that was uncannily reminiscent of his father J.B.'s earliest contract with the original owners of Garland Refining Company, John Wise suggested that the young men work without salary for a year to prove their ability to build the organization. If they were successful, the company would in time be theirs.

On May 1, 1974, an agreement to that effect was signed and Garland's new core group set about proving that a roofing company built around its sales force could indeed succeed. From the start, the new organization was committed to guaranteeing its salesmen inviolable sales territories and commission rates. John Wise remained with the company, as president and mentor to the younger men, until his retirement in 1987.

From the first, the core group's mission was to focus on the roofing needs of a select group of customers: a niche market of clients interested in quality, long-term service and innovative roofing system solutions. In 1978, product development researcher Milan Warford joined Garland, and by 1980, the company was ready to introduce the first in a long line of product innovations to the market. StressPly, originally sold under the name Hy-Stress, was a multi-ply, modified bitumen system that combined all the advantages of BUR with a higher level of waterproofing, tensile strength, fatigue-resistance, puncture-resistance, and expansion/contraction performance.

As the first modified bitumen system on the market, StressPly was soon being flattered by attempts at imitation by roofing manufacturers everywhere. The Garland Company immediately set its sights on other product innovations, developing new products in anticipation of increasingly stringent VOC and VOS regulations. In 1991, the company purchased the R Mer Lite[®] insulated steel roofing system from Robert T. Emblin, an environmentally friendly, recyclable roof ideally positioned to lead the company into the 21st Century.

Despite The Garland Company's growing reputation for product innovation Garland's core group leaders have always maintained that it is the company's unparalleled standard of service, rather than its product line, that continues to set The Garland Company, Inc. apart.

In 1985, The Garland Company successfully introduced the ESOP employee ownership program, giving every Garland employee added incentive to work for the company's success.

Since beginning its second century of performance, Garland has achieved ISO 9001-2008 as evidence of its commitment to continual quality improvement. Specifically, ISO monitors Garland's ability to consistently meet pre-established standards for quality in the research, production, quality control, and services related to our roofing and flooring products. Today, Garland offers an extensive array of roofing system solutions including modified bitumen membranes, single ply membranes, liquid membranes, metals, and mastics; a full line of exterior walls; a selection of roofing, flooring, and exterior wall maintenance and restoration products; waterproofing solutions for below-grade and plaza decks; permeable and non-permeable air, water and vapor barriers and rainscreens; as well as the most comprehensive customer support services available in the roofing industry.



In 2000, the company significantly expanded its production capabilities, inaugurating a new production line for its flagship roll-good products. This decade has also seen Garland's alliance with several sister companies, under the Garland Industries umbrella, including vertical integrations that have brought new efficiencies to our enterprise and complementary businesses that have helped to diversify our offerings.

Today, under the direction of David M. Sokol, and with the support of a new generation of dynamic leadership, Garland is at the forefront of sustainable technologies, including reflective, metal, vegetative, and photovoltaic solutions for the total building envelope. The company has been recognized not only for its achievements in the realms of products and services, but its employee-supportive culture. Its core values, foremost of which are its people-first philosophy and a drive to be the best, continue to guide its progress towards new and ever-higher levels of performance.

Garland has been honored to achieve the Employers Resource Council (ERC) NorthCoast 99 award 14 times as one of the best places to work in Northeast Ohio. In addition, the company has garnered several regional and national recognitions for its entrepreneurial approach, its innovative green technologies, its sales growth, and its successful participation in a number of complex, high-profile roofing projects.

Design-Build Solutions, Inc.

In 1996, Garland Contracting, Inc. was founded to assist in fulfilling the preventive maintenance needs of Garland's material customers. Four years later, as a direct response to requests from customers for a general contracting service to provide turnkey roof installations, Garland Contracting, Inc. began working on larger repair and replacement contracts, subcontracting the roof installation while providing comprehensive project management services.

In 2001, customers who wanted the Garland work ethic applied to every aspect of their design and building needs, prompted the company to formally change its name and restructure its service offering to self-perform the design and management of roofing projects, while allowing customers to continue to use locally based subcontractors for the installation process. At this time, the scope of our service offering was expanded to include roof-related trades.

The goal was, and remains, to make Design-Build Solutions, Inc. the premier roofing industry design-builder, providing a single source of contact and accountability for cradle-to-grave turnkey performance on the most complex roofing projects.

In 2002, working off a GSA contract enabled Design-Build Solutions, Inc. to provide total project delivery of roofing projects to a growing number of federal customers. Design-Build Solutions, Inc. started developing full roof design packages and competing the projects among authorized Garland contractors to provide customers with the ultimate best value proposition: custom designed projects that meet the customer's expectations for performance and quality, while providing all of the value benefits of competitive bidding to local labor, thereby keeping the labor dollars in the community.



In 2004, amidst one of the worst hurricane seasons in history, Design-Build Solutions, Inc. received a contract award to handle the entire exterior building envelope and perimeter security needs for one Floridian statewide agency. We mobilized to a local, but safe area, prior to each of the four hurricanes: Charlie, Francis, Ivan, and Jeanne. Our professional team provided emergency assessment services to quickly document the required needs of each facility. We then developed scopes of work for the necessary repairs, brought in subcontractors to propose pricing, and completed the work. It was our first venture in providing services for the entire exterior of the building and we were very successful in getting the facilities operating quickly and safely in the wake of devastation.

Over the next two years, Design-Build Solutions, Inc. experienced over 70 percent growth as our reputation grew for satisfying the needs of our customers. In 2008, customer requests for total roofing program management prompted us to develop an online database to document and proactively manage all of a customer's roofing assets.

This web-based program is capable of encompassing multiple campuses with many buildings per campus and roof sections per building, presenting all of the information in a clear and organized fashion. Services that accompany this program include: emergency leak response, annual or semiannual roof inspections, repairs, proactive preventive maintenance, infrared and nuclear scans, restorations, and replacements. The many reporting functions allow customers to manage their budgeting and capital expenditures for the current year and into the future. Work histories and picture repositories can be accessed at any time.

In 2009, Design-Build Solutions, Inc. strengthened its in-house design and engineering capabilities by merging Garland Engineering Services into the business unit. This infusion of new talent has allowed the company to add more value for our customers by handling all of their design and engineering needs with the same level of care and commitment that they have come to expect from Garland. Today, the company continues to strategically expand its staff to facilitate new opportunities for growth.

Garland/DBS, Inc.

Garland/DBS, Inc., the incumbent contractor awarded the U.S. Communities Roofing Supplies and Related Products and Services in 2009, has been serving Cobb County and other U.S. Communities Agencies by successfully implemented roofing projects in states, encompassing a full range of turnkey new construction, replacement, renovation, and repair projects.

Garland/DBS has provided Cobb County and other Participating Public Agencies with single-source accountability for the delivery of our full breadth of Roofing Supplies and Related Products and Services. We were founded as a partnership of two Garland Industries, Inc. subsidiaries – The Garland Company, Inc. and Design-Build Solutions, 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 will continue to offer the collective capabilities of its two partners, should we be awarded a new Roofing Supplies and Services, Waterproofing and Related Products and Services.

All financials, sales summaries, customer references, and other performance-related documentation provided in this proposal are those of Garland/DBS, Inc., unless specifically noted otherwise.

Garland Historical Timeline

- 1860 The first galvanized steel roofs are used in Western U.S.
- 1874 Samuel D. Wise is born.
- 1879 Jacob B. Wise is born.
- 1890 Victor L. Wise is born.
- 1895 Samuel D. Wise loans his younger brother, Jacob B. Wise, \$100 to purchase Garland Refining Company.
- 1908 Garland Refining Company offices move to Citizens Building in the heart of downtown Cleveland.
- 1914 Company name is changed under Ohio law to The Garland Company, Inc.
- 1916 United Laboratories (U.L.) and Barrett introduce specifications to promote common performance standards for roofing performance.
- 1917 Jacob Wise's patent for roofing compositions is approved by the U.S. Patent Office, launching Garland's history of innovation.
- 1919 Garland purchases large plant and warehouse property at 3800 East 91st Street in Cleveland, Ohio.

Our product line is expanded to include paint, roofing, and flooring materials for industrial and agricultural use.

Garland purchases from the Sabin brothers the exclusive right to use and sell their patented devices for applying glazing compounds.

- 1928 J.B. Wise's son, John T. Wise, joins Garland.
- 1930 The Garland product line of consumer house paints expands, with paints sold through a network of hardware stores.
- J.B. Wise's son, Edward F. Wise, joins Garland.
- 1940 J.B. Wise dies on December 16.
- Juliette Wise assumes presidency of Garland.
- 1941 J. B. Wise's brother, V. L. Wise, assumes presidency of Garland.
- 1942 As part of the war effort, Garland produces reclamation system for spray paint used to camouflage military vehicles.
- 1945 The Garland Company celebrates its 50th anniversary.
- 1946 Mechanized methods of production prevail in years following World War II.
- 1950 Agricultural portion of Garland business, manufacturing and distributing a product line of caulking, shading compounds, and putty for greenhouses, grows steadily.
- 1953 Samuel D. Wise dies on March 27.
- 1967 V.L. Wise resigns.
- Brothers John T. Wise and Edward F. Wise split the company.
- 1968 V.L. Wise dies on August 21.
- 1972 Oil embargo catalyzes roofing industry to explore alternative roofing materials to replace asphalt and cold tar pitch.
- Roofing industry moves toward single-ply systems.
- Escalating fuel costs prompt greenhouse owners to convert from wood and glass structures to new, better insulated building materials.
- 1974 On May 1, Mel Chrostowski, Dick Olivier, and Doug Raynow enter into agreement to purchase The Garland Company. By year's end, they are joined by Dick DeBacco, Perry Demming, Bill Oley, and Elmer Soliday.

- 1976 Edward Wise dies on March 28 at the age of 62.
- 1978 Milan Warford joins The Garland Company and begins research and development of a new modified bitumen roofing membrane.
- The Garland Company formally introduces StressPly[®], the first high-performance modified bitumen roofing system manufactured in North America.
- 1985 Garland expands offices and warehouse in Cleveland, Ohio.
- The Garland Company initiates employee ownership through the ESOP program.
- 1987 The Garland Company is saluted by Cleveland, Ohio's daily newspaper, The Plain Dealer, for entrepreneurial excellence representing the strength and diversity of Greater Cleveland businesses.
- Garland Canada Inc. is formed, with headquarters in Toronto, Canada.
- John T. Wise retires.
- Dick DeBacco assumes presidency of The Garland Company.
- 1988 GMX, Inc.[®] is created as a wholly-owned subsidiary, headquartered in Cleveland, Ohio, to offer high-performance waterproofing products to the residential market, and to provide metal and BUR restoration products to our industrial and commercial construction markets.
- 1989 The StressPly Plus membrane, with SBS plus SEBS polymers and a quad axial scrim is introduced.
- 1990 Doug Raynow dies.
- Garland forges a joint venture with ImageWorks Inc., a Cleveland, Ohio advertising firm, to increase sales revenues and profitability by expanding public relations and marketing capabilities within the company.
- GarPeople magazine, a quarterly publication that continues to serve Garland employees worldwide, is introduced.
- 1991 Garland is among the first roofing companies in North America to embrace green technologies, introducing the first green roofing system a full decade before sustainability was more universally accepted.
- Garland purchases part-ownership in FAMOS of East Germany to begin expanding Garland product line into Mexico and Europe.

- 1992 The purchase of the R-Mer Lite[®] insulated steel roofing system adds a new product category, metals, to the Garland product line.
- The Energizer rubberized liquid membrane for roof restoration is introduced.
- StressPly IV torch-applied fiberglass reinforced, SBS modified bitumen membrane is introduced.
- 1993 StressPly E, with SBS/SIS polymers and a high-strength composite scrim, is introduced.
- 1994 Garland purchases land for additional warehouse expansion.
- The company becomes the first in the U.S. commercial roofing industry to achieve ISO 9002 certification.
- Garland obtains full ownership of Innovative Metals Company, Inc.[®] (IMETCO), headquartered in Norcross, Georgia near Atlanta, adding to our capabilities high-quality manufacturing operations for structural and architectural standing seam metal systems.
- 1995 The Garland Company celebrates 100 years of continuing growth and success.
- Duffy Road Corporation is formed to make real estate a safe harbor for accumulated earnings while providing the company with future opportunities for property management.
- The innovative R-Mer Ply roof termination and flashing system is introduced.
- 1996 Garland introduces the industry's most comprehensive computer-based Roof Asset Management Program[®] (RAMP).
- Productos Garland SA de CV introduces Garland roofing solutions to Mexico.
- 1997 Garland introduces Black-Knight[®]/Black-Stallion[®] high-performance coal tar pitch waterproofer and roofing laminate.
- Garland is honored with the prestigious Plant Engineering Product of the Year Award for incorporating post-consumer recycled tires into our modified bitumen systems, helping to divert waste from landfills.
- 1998 Garland ISO 9001 certification for research and development begins.
- Garland is issued a patent for exclusive Black-Knight technology.
- With the introduction of R-Mer[®] Wall Panels, Garland expands its product offering to encompass the entire building envelope.

- 1999 Garland expands Weatherking[®] cold-adhesive product line to include polymerized, brush-grade flashing adhesive.
- A new business, V2 Composites, Inc.[®] is launched in Auburn, Alabama to ensure a continuous supply of scrims and to support product and industry diversification.
- 2000 Garland inaugurates "The Healy," a new, state-of-the-art production line for roll good products, restructuring and expanding our warehouse around these new capabilities and increasing our total production, warehousing, research, and office space in Cleveland to over 100,000 square feet.
- Garland is recognized by NorthCoast 99 as one of the best places to work in Northeast Ohio.
- Garland introduces Insul-Lock[®] insulation adhesive.
- 2001 The Garland Company UK, LTD[®] is formed in Gloucester, England to expand Garland distribution in Europe.
- Design-Build Solutions, Inc.[®] is formed as a wholly-owned subsidiary, headquartered in Cleveland, Ohio, to give owners an alternative construction delivery system.
- Garland is recognized by NorthCoast 99 for the second consecutive year as one of the best places to work in Northeast Ohio.
- Garland introduces GreenShield[®] green roofing system.
- Garland introduces the R-Mer Edge product family to protect the roof's perimeter.
- 2002 StressPly EUV with Starburst[®] Mineral Surfacing receives Product of the Year Award, Silver; Editor's Choice Award; and Bronze Product of the Year Award from industry trade publications.
- Garland introduces SolarGrid[®] photovoltaic roof panels.
- Garland is recognized by NorthCoast 99 for the third consecutive year as one of the best places to work in Northeast Ohio.
- 2003 StressPly EUV with Starburst Mineral Surfacing receives NorTech Innovation Award.
- ISO 9001:2000 certification is achieved.
- Garland is recognized by NorthCoast 99 for the fourth consecutive year as one of the best places to work in Northeast Ohio.
- StressPly IV UV with Mineral Surfacing is introduced.

2004 Garland becomes 100 percent employee owned through ESOP.

Dave Sokol, who joined Garland in 1990 and served in various capacities from advertising and marketing manager to vice president of operations, assumes Garland presidency.

Garland, now grown to a family of 380 employees, is recognized by NorthCoast 99 for the fifth consecutive year as one of the best places to work in Northeast Ohio.

In collaboration with Key Bank, a Lease Financing program is developed, to provide non-profit and public sector customers with an innovative financing alternative.

The Weatherhead School of Management of Case Western Reserve University, in conjunction with the Council of Smaller Enterprise (COSE), honor Garland for its entrepreneurial fortitude, with the Weatherhead 100 award.

2005 Garland launches a Corporate Account program.

Northeast Ohio's eVolution of Manufacturing Awards, administered by Smart Business and CAMP Inc., honor Garland for its ability to adapt manufacturing methods and processes to a changing world.

Through a product line acquisition from Honeywell Commercial Roofing Systems in North Carolina, Garland expands its capabilities to include the Millennium[®] line of technologically advanced, polymer-modified, coal tar membranes for commercial applications.

Garland receives the Green Roof Award of Excellence, in the category of extensive institutional roofing from Green Roofs for Healthy Cities, for a roof designed for the Environmental Studies Building at Evergreen State College in Olympia, Washington.

Garland is recognized by NorthCoast 99 for the sixth consecutive year as one of the best places to work in Northeast Ohio.

The Soliday Training Center, with state-of-the-art audio and video equipment and an application lab for hands-on learning, is opened across from corporate headquarters in Cleveland.

2006 Garland introduces Silver-Flash[®] cold-applied, trowel-grade, silver mastic.

The White-Knight[®]/White-Stallion[®] ENERGY STAR[®] qualified multipurpose urethane restoration waterproofing system product family is extended for use in a wide range of new applications.

Garland is recognized by NorthCoast 99 for the seventh consecutive year as one of the best places to work in Northeast Ohio.

The Case Weatherhead School of Management honors Garland as one of the 100 fastest growing companies in Northeast Ohio.

Garland is honored as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.

2007 New StressPly[®] IV Plus family of products is introduced.

John Wise dies on February 21 at the age of 89.

Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the eighth consecutive year as one of the best places to work in Northeast Ohio.

Garland introduces Insul-Lock[®] HR, a single step application, two component, VOC compliant insulation adhesive.

Garland R-Mer[®] Span architectural and structural standing seam roof and wall systems is selected as a 2007 Editors' Choice Top Products in Buildings magazine.

Introduction of environmentally friendly, VOC-free Green-Lock[®] multi-purpose structural adhesive

HPR[®] Aqua Shield, an ice and water protection self-adhering underlayment that provides an innovative alternative to mechanically fastened base sheets, is introduced.

2008 Garland launches the Garland Greenhouse[®], branding their sustainable product line and services.

Garland introduces Solex[®], an eco-friendly, highly reflective roof coating for metal, modified bitumen, and single-ply restoration, formulated from Kynar Aquatec[®] polyvinylidene fluoride, a water-based fluoropolymer acrylic resin.

Green-Lock Flashing Adhesive and Green-Lock Membrane Adhesive, two additions to the Green-Lock family of cold-applied, VOC-free, roofing adhesives are introduced.

Garland is recognized as one of Inc. magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.

Garland receives the NEO Success Award.

Garland receives the award for the Ohio Bureau of Workers' Compensation's (BWC) 2007 Safety & Hygiene Awards Program.

Garland is honored for the second consecutive year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.

Garland introduces 2-ply modified roofing systems, which incorporate the latest in modified roofing technology with superior products, providing ultimate design flexibility. This includes 8 new base sheets and 2 new cap sheets to the comprehensive modified product line.

A new sister company, Garland Energy Systems, Inc.[®] (GES), extends Garland capabilities to encompass seamless delivery of solar and other alternative energy solutions.

Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the ninth consecutive year as one of the best places to work in Northeast Ohio.

2009 Garland receives the NEO Success Award for the second consecutive year.

Garland is honored for the third year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.

Garland is one of only five regional employers to be honored with the NorthCoast 99 Legacy Award, which is reserved for organizations that have won the NorthCoast 99 award from the Employers Resource Council (ERC) for ten years.

Garland launches a dynamic new product category, the Dura-Walk[®] plaza deck system for roofing areas that are to be used for walkways, decking, or vehicular traffic.

White-Star adhesive technology offering sustained reflectivity is introduced for application to white reflective gravel.

The industry's first VOC-free, odor-free modified bitumen roofing system is introduced by Garland.

Garland is recognized as one of the fastest growing companies in its region, receiving the Weatherhead Centurion award from the Case Western Reserve University Weatherhead School of Management and the Council Of Smaller Enterprises (COSE).

For the second consecutive year, Garland is recognized as one of Inc. magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.

Garland is runner up for the Crain's Cleveland Business Emerald Awards, which recognize Northeast Ohio companies that have made sustainability a strategic priority in their operations, products, and services. This competition evaluates competing companies based on the triple bottom line: good for people, the planet, and profitability.

Garland is recertified under the ISO 9001:2008 standard to incorporate processes that accommodate the latest changes in technology.

2010 Garland receives the NEO Success Award for the third consecutive year.

Garland is honored for the fourth year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.

Garland introduces StressPly[®] Max membranes that feature selected reinforcements and a unique rubber modified asphalt that incorporates post-consumer recycled crumb rubber.

Introduction of the R-Mer[®] Edge Snap On Fascia and Coping Cap systems comes after being certified through a full battery of ANSI/SPRI ES-1 testing, with an independent test lab to ensure code compliance.

For the third consecutive year, Garland is recognized as one of Inc. magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.

The R-Mer[®] Guard Horizontal Wall Panel with concealed clip, is added to Garland's metal line of products.

Garland is recognized for the second consecutive year as one of the fastest growing companies in its region, receiving the Weatherhead Centurion award from the Case Western Reserve University Weatherhead School of Management and the Council of Smaller Enterprises (COSE).

Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the eleventh consecutive year as one of the best places to work in Northeast Ohio.

Garland introduces White-Knight[®] Plus, a highly reflective multi-purpose, single-component aliphatic urethane, liquid waterproofing membrane



Energizer[®] LO, a multi-purpose, asphaltic polyurethane based, low-odor, liquid waterproofing membrane is introduced.

Tuff-Coat, an architectural wall coating used to dampproof and beautify all types of exterior and interior masonry surfaces, is introduced.

Going green, Garland adds StressPly[®] E (Environmental) membranes that feature selected reinforcements, a unique rubber-modified asphalt and surfacing that contain 8 percent post-consumer recycled content, 27 percent pre-consumer recycled content, and 2.5 percent rapidly renewable content.

Garland expands its national manufacturing capabilities by acquiring a polymer coatings manufacturer, allowing for the in-house manufacturing of all Garland elastomeric, white roof coatings.

2011 Garland introduces Insul-Lock[®] E HR, a VOC compliant insulation adhesive with no solvents and 45 percent rapidly renewable content.

Garland was honored for its ability to adapt to the changing global marketplace and take manufacturing to the next level as a recipient of the 2011 eVolution of Manufacturing Award administered by Smart Business.

Garland receives the NEO Success Award for the fourth consecutive year.

Garland is honored for the fifth year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.

Garland begins manufacturing coal tar-based Millennium[®] at its Cleveland, Ohio, manufacturing facility.

Tuff-Flash[™], a low-odor, liquid flashing membrane designed to create a watertight flashing on tough roofing details, is introduced.

Garland becomes the first roofing manufacturer to have its modified membranes validated by UL Environment, the leading environmental claims accreditation body, for both recycled and bio-based content.

Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the twelfth consecutive year as one of the best places to work in Northeast Ohio.

Garland is a Finalist in Crain's Cleveland Business Emerald Awards for making sustainability a strategic priority in our operations, products, and services.

For the fourth consecutive year, Garland is recognized as one of Inc. magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.

Garland is honored for its entrepreneurial fortitude with the Weatherhead Centurion award from the Weatherhead School of Management of Case Western Reserve University.

- 2012 Garland is recognized as one of Northeast Ohio's Top Workplaces by Cleveland's Plain Dealer based solely on surveys about the work place completed by their employees.

Garland is honored for the sixth year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.

Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the thirteenth consecutive year as one of the best places to work in Northeast Ohio.

For the fifth consecutive year, Garland is recognized as one of Inc. magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.

Garland receives the NEO Success Award for the fifth consecutive year.

The Weatherhead School of Management of Case Western Reserve University, in conjunction with the Council of Smaller Enterprise (COSE), honor Garland for its entrepreneurial fortitude, with the Weatherhead 100 award.

Garland introduces White-Knight[®]/White-Stallion[®] Metal Primer, a rust inhibiting and chemical corrosion resistant primer designed to protect metal surfaces.

Quick-Slope, an acrylic cementitious slurry designed to reduce ponding water and help redirect standing water to existing drains, is introduced.

Garland begins manufacture of all reflective materials at our West Coast manufacturing facility.

Garland introduces Legacy shingle-style and Element reveal-style wall panels to its line of architectural wall panels

Garland acquires DryDog Barriers and grows GMX, Inc.

- 2013 Garland introduces Clear-Shield Rx[®], the industry's first rooftop antimicrobial solution designed to improve indoor air quality by resisting bacteria, mold and fungi growth that can become airborne and enter the building through HVAC air intakes.



Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the fourteenth consecutive year as one of the best places to work in Northeast Ohio.

Garland receives the NEO Success Award for the sixth consecutive year.

Garland is honored for the seventh year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.

For the second consecutive year, Garland is recognized as one of Northeast Ohio's Top Workplaces by Cleveland's Plain Dealer based solely on surveys about the work place completed by their employees.

Garland acquires United Plastics Corporation, Inc.™, a leading plastics manufacturer located in Mt. Airy, North Carolina.

Garland introduces the Aero-Block™ permeable and non-permeable air/water/vapor barrier systems, designed to control air flow between conditioned space and unconditioned space.

Dura-Walk line of single-component plaza deck products is introduced.

Garland introduces highly-reflective Sunburst™ minerals designed to reduce rooftop temperatures and enhance energy efficiency.



10.10.2 E-Verify

Additional Information

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

E-verify is required for federal contractors whose federal contract contains a certain Federal Acquisition Regulation clause (FAR 52.222-54). As of July 2013, the following states had some form of mandated E-Verify requirement (whether it's required by all employers, employers over a certain size, or public employers). The E-Verify requirements on a state-by-state basis are continually changing, but the trend is clearly towards greater participation in the program.

Alabama	Arizona	Colorado
Florida	Georgia	Idaho
Indiana	Louisiana	Minnesota
Mississippi	Missouri	Nebraska
North Carolina	Oklahoma	Pennsylvania
South Carolina	Tennessee	Utah
Virginia		

E-Verify is a process that the Garland organization uses to ensure we only employ individuals who may legally work in the United States – either United States citizens or foreign citizens who have the necessary authorization. E-Verify is an Internet-based system that allows Garland to determine the eligibility of their employees to work in the United States.

Before the E-Verify process starts, Garland advertises that we are an E-Verify employer. We do this by displaying required posters at all of our hiring sites, as well as on our organization's corporate website.

The first step of the E-Verify process involves an offer for employment. Once an individual has accepted an offer for employment, the individual is presented with a new hire packet. In this packet, there is a Form I-9. The Form I-9 is broken down into three main sections:

- Employee information and attestation
- Employer or authorized representative review
- Verification and re-verification and rehires

Once this form is presented to the individual, they are required to complete section one of this Form I-9: employee information and attestation. After the individual completes section one, they should notify their employer that they are ready for the employer or authorized representative to complete section two of the Form I-9: employer or authorized representative review and verification. Here, the employer or authorized representative is required to review the individual's acceptable documents that verify their identity and work authorization status. This can be done using separate documents or documents that satisfy the identity and work authorization requirement. These documents must be original and not expired. These

documents must also be examined by the employer and the individual together in the same room. The employer or authorized representative then transposes the required information from the individual's documents onto section two of their Form I-9. Once section two is completed, the employer or authorized representative completes the certification below section two, which verifies that the employer or authorized representative believes the acceptable documents were for the above-named individual and appear to be genuine. Once this step has been completed, the employer can move onto the second step of the E-Verify process.

At times, the employer or authorized representative may be required to complete section three of an individual's Form I-9. However, this would only occur if an individual's specific acceptable document expired and needed to be re-verified or the individual was rehired by the company.

The second step of the E-Verify process involves the employer or authorized representative logging into E-Verify and completing the E-Verify process. Here the employer or authorized representative is required to take the individual's information directly from section one and two of their completed Form I-9, and enter it into E-Verify. This step must be completed no later than three days after the employee's hire date. Once this information is entered into E-Verify, the individual will receive the result of their case. This is typically either "employment authorized" or "tentative non-confirmation."

In the event that an individual's employment is authorized, the employer must record the individual's case number on their Form I-9, print out the case back-up and attach it to the Form I-9, and finally file the completed form.

In the event that an individual receives a tentative non-confirmation, the employer must provide the employee with eight government work days in order to get their employment authorized. The employee can continue to work and the employer cannot take negative action on the employee until the findings of the tentative non-confirmation are confirmed. In the event the tentative non-confirmation is resolved and employment is eventually authorized, the same steps are followed as described above. In the event that the tentative non-confirmation leads to employment not being authorized, the employer can terminate the employment relationship. However, the employer should still record the individual's case number on their Form I-9, print out the case back-up and attach it to the Form I-9, and finally file the completed form.

The Garland organization began using the E-Verify program in 2011. Since that time, every new employee hired at all of our hiring sites in the United States has had their employment eligibility verified through E-Verify.

In the event that a current employee who was hired prior to our participating in the E-Verify program needs to be verified through E-Verify, Garland, as a Federal Contractor with a FAR E-Verify requirement, has the ability to do so. Garland only verifies current employees if required, and has done so as requested for this solicitation (see list in **Tab 5, Section 5.27, Exhibit A-2 and Addendum to Exhibit A-2**).

10.10.3 Past Performance

Additional Information

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

The best predictor of future success is past performance. As the incumbent roofing contractor, Garland/DBS has been able to use several quantitative measures to validate our performance since being awarded the Roofing Supplies and Related Products and Services in 2009:

- 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.
- 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.
- There has not been a single instance where arbitration or legal intervention was needed to settle a dispute.
- 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.
- 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.
- Purchases made by Participating Public Agencies using the existing Master Agreement have been increasing by an average of 94 percent compounded annually.
- 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.
- 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.

We have summarized below some of the operational methodologies responsible for sustaining this high level of performance. Additional information concerning our operational methods and processes can be found in our Four Project Phases (see **Tab 10, Section 10.7.1-2**).

10.10.4 Business Operations Plan

Additional Information

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

As the manufacturer of 95 percent of the materials in our material pricing catalog, our research, development, and manufacturing processes are deeply integrated with our front-line Sales

Force, who represent the shortest path to the customers we serve. Our new product solutions are most often inspired by the desire to resolve a particular customer's problem. Another primary source of Garland innovations is the desire to take existing solutions to the next level, e.g., to continually improve specific characteristics, such as waterproofing integrity, reflectivity, UV resistance, or tensile strength.

Garland believes that roofs should last as long as the buildings they protect, and we are committed to raising the industry standard on rooftop longevity. Our methodologies in relation to the materials side of our offering are thoroughly described in **Tab 10, Section 10.5**.

The Garland/DBS, Inc. approach to delivering turnkey services is to leverage our past experience and expertise on behalf of our Participating Public Agency customers and their facility management representatives, in order to streamline their roofing projects, minimizing the burdensome day-to-day requirements and paperwork associated with planning and implementing construction projects.

The first step in the total project delivery process for projects from Cobb County or any other U.S. Communities Participating Public Agency is for the Garland field representative to set-up a meeting with a Garland/DBS, Inc. Project Manager and the Participating Public Agency to complete the initial strategic planning stage by identifying general roofing project requirements.

With the general project requirements established, Garland/DBS, Inc. facilitates every aspect of the design phase. This process begins with a market survey, which combines the local Garland field representative's site-specific knowledge and expertise, with Garland/DBS Inc.'s construction experience in the local market, to establish line items for installation services as provided under the Master Agreement, as well as any additional requirements as directed by the Participating Public Agency. The market survey will result in the development of multiple project options that provide differing parameters in relation to the scope of work, schedule, budget, and specifications for the project.

Once the project options have been presented and thoroughly explained to the Participating Public Agency, the Agency will compare budgets, scheduling, and specifications, evaluating the alternatives and finalizing financial expectations and project completion goals. The Participating Public Agency's representative(s), with on-going support from the Supplier's team, will then define and approve a customized project that provides the best overall value for their roofing investment, taking into account the Agency's expectations for project scope, specifications, performance, quality, cost, and scheduling. It is this project development process that allows Garland/DBS, Inc. to demonstrate the link that exists between the Individual Participating Public Agency's requirements and the Master Agreement, making our delivery process a true interlocal cooperation between Cobb County, GA and each Participating Public Agency that uses the U.S. Communities program.

The construction management for the project will be self-performed, from design through construction and close-out, by Garland/DBS, Inc., and coordinated under the supervision of the Participating Public Agency's locally based Garland field representative. As with the implementation of our existing Master Agreement, all communications will be directed to the

Garland field representative as the Participating Public Agency's single point of contact according to the following process:

- Garland/DBS, Inc. will develop a performance-based, detailed scope of work with clearly defined, to-code specifications for each project. In circumstances where design services are required, Garland/DBS, Inc. will involve Engineering Services to assist in the development of a performance-based scope of work with a detailed set of architectural drawings. Our in-house department of licensed engineers will ensure an accurate analysis of load considerations, wind uplift, and other concerns related to safety and building code compliance, developing project specific shop drawings and stamping the specifications, as appropriate with a professional architectural or engineering endorsement of the entire project, limiting the exposure and liability of the Participating Public Agency, and establishing Garland/DBS, Inc. as the single point of responsibility.
- Garland/DBS, Inc.'s in-house Engineers and Project Managers/Estimators have partnered with many industry specialists who are already familiar with Garland roofing products, specifications, and drawings and can be relied upon for additional work, enabling us to act as a fully accountable one-stop shop for all civil, mechanical, electrical, and structural engineering needs in support of our projects. We can also provide Energy Evaluations and Efficiency Studies to suggest improvements and reduce the energy requirements of a facility, incorporating such suggestions into the scope of the project.
- At the completion of the design phase, Engineering Services will ensure that all engineering and architectural drawings are appropriate and feasible based upon the project guidelines established by the Participating Public Agency. If the project does not require architectural or engineering input, Garland/DBS, Inc. will review the scope of work and specifications with the Participating Public Agency's representative, incorporating their recommendations and verifying that all local, state, and federal building and safety codes have been met, before final submittal to the Agency for approval.
- Where agreeable to the individual Participating Public Agency, Garland/DBS, Inc. will use the pricing established in this Master Agreement (adjusted to the local prevailing wage rate) as a Guaranteed Maximum Price, then use that price as a base line against site-specific pricing. Site-specific pricing will be derived from a fully transparent, informal process for obtaining competitive quotes on each project from local Garland-authorized roofing contractors, as described in detail in Tab 10, Section 10.2.2 under The Differentiating Benefit of Site-Specific Discounts. In those instances where Garland/DBS's final price is based upon a local contractor quote that is lower than the Guaranteed Maximum Price (as qualified for accuracy and compliance to site-specific needs by the Garland/DBS, Inc. Project Manager) — due to market conditions, mobilization considerations, or general economic circumstances — the Participating Public Agency will benefit from that cost reduction, which will be clearly labeled as such on the final proposal. This customer-directed process integrates all of the customer's performance, quality, budget, and scheduling requirements into a seamless project

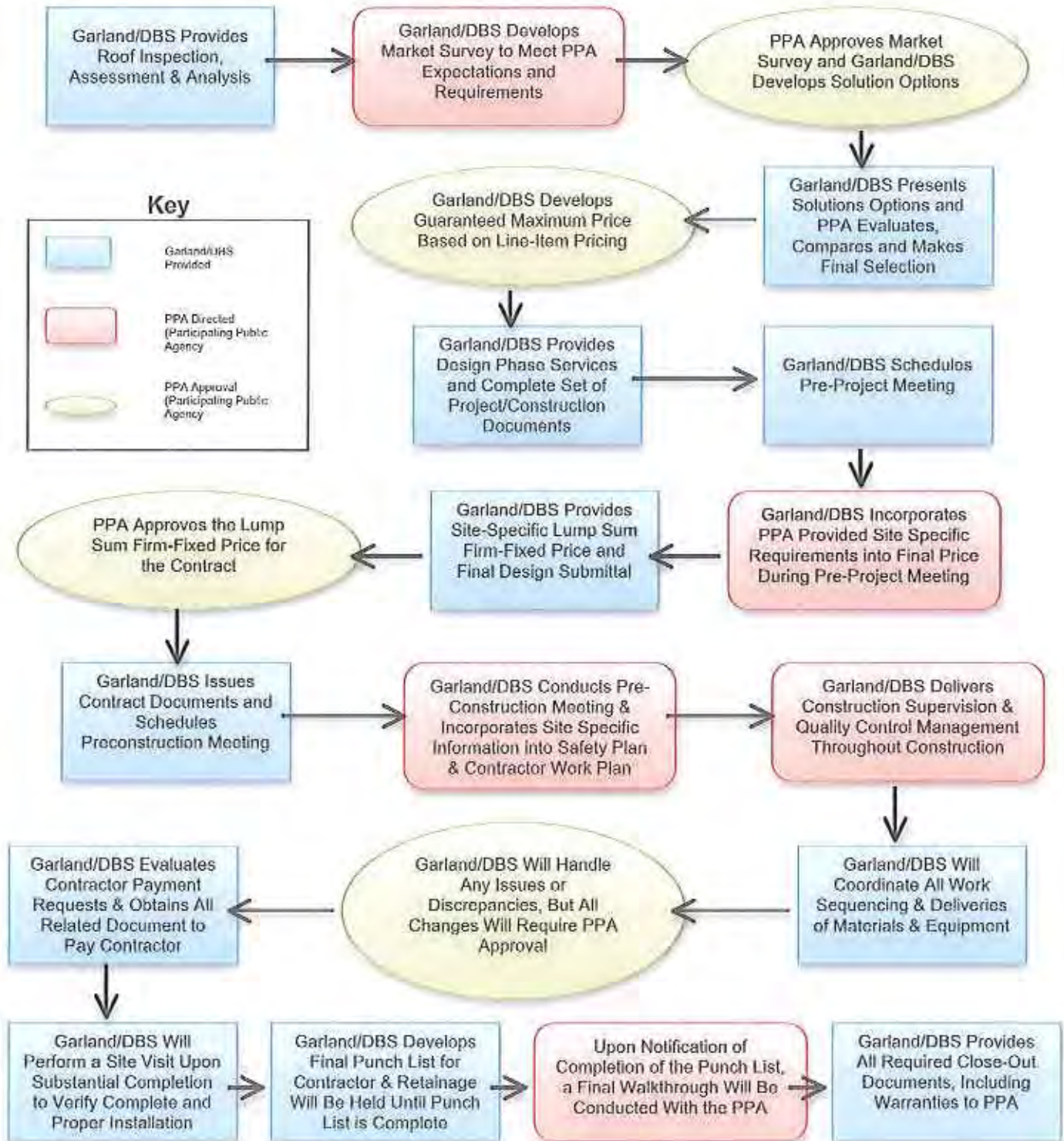
delivery that is as cost- and time-effective as we can make it. Garland/DBS, Inc. will assume the entire burden of paperwork and administrative time required to manage site-specific local-market pricing, without additional charge to the Agency, with all meetings conducted in coordination with the Agency's locally based Garland representative and the Garland/DBS, Inc. Project Manager.

- To obtain site-specific pricing, Garland/DBS, Inc. will provide a quote sheet or project manual, along with the architectural and engineering drawings, to those authorized Garland roofing contractors who have been previously identified as potential subcontractors for the project. After review and evaluation to qualify all bids, we will provide the appropriate information to the Participating Public Agency's representative(s) to assist them in identifying the subcontractor that provides the best overall value.
- Once the Participating Public Agency approves the recommended subcontractor, Garland/DBS, Inc.'s associated proposed price is accepted and becomes our lump-sum, firm-fixed price to complete the project. At this point, a notice of award will be sent to the successful subcontractor. After Garland/DBS, Inc. receives a purchase order/contract for the project, all necessary and appropriate bonding will be secured and we will issue contracts to subcontractor(s) and conduct any Pre-Construction Meetings as necessary.
- Once a purchase order/contract is issued by the Participating Public Agency to Garland/DBS, Inc., we will issue construction contracts to subcontractor(s) and conduct any Pre-Construction Meetings as necessary.
- During the construction phase, Garland/DBS, Inc.'s self-performed services will include on-site evaluations throughout every aspect of installation, with regular inspections during construction, to ensure that a quality job is implemented as specified.
- Garland/DBS, Inc. will make sure that applicable building permits for the project are received prior to commencing construction.
- Garland/DBS will provide construction supervision by monitoring the day-to-day activities of the contractor and will coordinate scheduling of material and equipment deliveries with our subcontractor(s) to meet the needs of the Participating Public Agency. Any discrepancies, field conditions, or requests for additional information will be handled and resolved by the Garland/DBS, Inc. Project Manager, in coordination with the Agency's locally based Garland representative.
- A Garland/DBS, Inc. Project Manager can perform monthly site visits, depending on the Participating Public Agency's preference, from pre-construction through the close-out of the project, monitoring progress and ensuring quality standards. A full-time job site superintendent can also be provided, at the Participating Public Agency's preference, to document and monitor the day-to-day activities of the subcontractor and their progress against the schedule.

- Each subcontractor's payment application will be reviewed and evaluated by Garland/DBS, Inc. to make sure that the amount billed corresponds with the actual percentages of work completed on the project. When prevailing wage rates are required, certified payrolls will be thoroughly reviewed to verify labor rates and charges. Lien waivers will be obtained, reviewed, and compared to the pay requests. Garland/DBS, Inc. will approve the pay request and pay our subcontractor(s) within 45 days as long as all required documentation is provided by the contractor and there are no performance-related concerns. If there are outstanding issues involving payment, a fair and reasonable portion of payment will be made in an acceptable time frame. The remainder will be paid when the issues identified have been resolved by the subcontractor.
- Upon notification that the work has been completed, the local Garland field representative or a Garland/DBS, Inc. Project Manager will make a visit to the project to determine if substantial completion can be issued to the subcontractor(s). At this time, a notice of substantial completion will be requested from the Participating Public Agency, and a Punch List will be prepared noting all items that have not been fully completed or that require rework. The Punch List will be distributed to the Participating Public Agency, as well as the affected subcontractors on the project.
- Once the Punch List items have been completed, the local Garland field representative or a Garland/DBS, Inc. Project Manager will make a final visit to the project and provide closeout documentation, including workmanship warranties from the subcontractors and Design-Build Solutions, Inc. The industry standard two-year warranty for installation and workmanship will be issued from Design Build Solutions, Inc., along with a supplier/manufacturer warranty(ies) from Garland, covering the roofing materials installed, which for some high-performance systems may be as long as 40 years. All warranties will be issued in the name of the Participating Public Agency.

A Project Delivery Process Map is on the following page.

Garland/DBS, Inc. Project Delivery Process Map



Perhaps the best validation of the integrity of our various Business Operation methodologies is the fact that Garland/DBS, Inc. has not had any roof failures. Given the complexity of exterior waterproofing projects, and the many disciplines they can involve, it is generally agreed that over the course of many roofing projects performed over a number of years, there will inevitably be some problems. Throughout the course of the 500+ projects performed under the existing Master Agreement, there were a few cases where water infiltration into a facility resulted from an in-progress construction issue. In those cases, the local Garland field representative immediately reported to the work site and coordinated the appropriate response with the assigned Project Manager. Although water may have needed to be cleaned up and some interior building repairs were required (i.e., ceiling tiles, painting, dry wall repairs, etc.), to mitigate the water damage – there were no discernible delays to the overall project completion. All costs incurred were absorbed by Garland/DBS, Inc. and/or our subcontractors.

10.10.5 Scheduling and Budgetary Compliance

Additional Information

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

Garland/DBS, Inc. has built an unblemished reputation with Cobb County, U.S. Communities, and its other Participating Public Agencies, based on the effective management of projects and our ability to deliver customer-specific, site-specific requirements. Over the last four years, we have completed over [redacted] 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 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 [redacted] 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.

The first step in the Garland/DBS, Inc. methodology for determining cost projections and budgeting is to develop a market survey: a document that comprehensively defines the scope of work for a construction project. The market survey is completed during the planning phase and consists of two parts:

The conceptual estimate is a hypothetical costing figure determined by a design-build professional, based entirely on the construction requirements, and adjusted for local labor rates and possible contingencies. It will be developed using the line item pricing for installation services submitted for this Master Agreement. The finalized conceptual estimate will identify what the Participating Public Agency should realistically expect to spend.

The conceptual estimate takes into consideration general conditions such as insurance and bonding requirements pursuant to Agency procurement policies; temporary facilities; lifting and hoisting equipment; and direct overhead costs required for a project. The conceptual estimate represents the total installed roofing cost, based on the mean national average costs and adjusted to account for local prevailing wage rates, wage determinations established by the Davis-Bacon Act, or the prevailing wages at the facility location. The line item installation services pricing includes items that can be considered unforeseen costs, such as roof decking or insulation replacement, which helps ensure that we are appropriately planning for all budgeting requirements. Some of the items will be reduced or eliminated once design documents are refined and more information is known about the project.

A conceptual schedule is a determination of the true amount of time that will be required to complete a roofing project, including allowances for contingencies. The conceptual schedule predicts how long the customer should realistically expect the project to take. It is a real-world indication of the entire project duration, based on years of experience in roofing design and construction.

Once the conceptual estimate and conceptual schedule have been developed, they become the baseline for our evaluation of price and scheduling.

After the market survey has been approved, Garland/DBS, Inc. will devise a variety of design solutions, evaluating and comparing their respective abilities to meet the performance, budget, and scheduling requirements of a Participating Public Agency's project. These options are discussed in detail at a meeting between the Participating Public Agency and Garland/DBS, Inc. Once the Participating Public Agency selects an option, we will provide a lump-sum firm-fixed price that includes all of the other services necessary to completely close-out the project within the established budgeting and scheduling objectives.

With this total project delivery process used for all turnkey projects, all U.S. Communities Participating Public Agencies are ensured of a Guaranteed Maximum Price and a Guaranteed Completion Date, with no unanticipated cost or scheduling overruns. As an added value for this Master Agreement, every Participating Public Agency will be given the opportunity to obtain competitive pricing by local authorized Garland contractors. Garland/DBS, Inc. will assume all labor and costs associated with obtaining site-specific quotations, with the Garland/DBS, Inc. Project Manager directing the entire quotation process.

The objective of this process is to beat the Guaranteed Maximum Price by providing a one-time site-specific discount that takes into account local market conditions and labor rates. Over the last four-plus years, 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.

Meeting established schedules and budgets is a core competency for Garland/DBS, Inc. Once a solution has been chosen for a Participating Public Agency, we will create a set of construction documents guaranteed to be 90 percent accurate, with any inaccuracies almost always related

to unforeseeable conditions, such as a damaged roofing substrate, or to customer-directed expansions of the scope of work. The Participating Public Agency will receive a conceptual estimate and conceptual schedule as documents, along with the Guaranteed Maximum Price and a Guaranteed Completion Date.

We will then manage the pre-project process for the entire project, as defined under The Four Project Phases (see **Tab 10, Section 10.7.2**), helping ensure that Cobb County or any other U.S. Communities Participating Public Agency can use a local contractor if possible — thereby stimulating the local economy and keeping local workers working. We also pre-qualify roofing and non-roofing related trade contractors to make certain they are approved for installing Garland materials and the building materials of any other manufacturers supplying products to the project.

As a general contractor, once we receive multiple quotes for evaluation for roofing and non-roofing work (where applicable), we evaluate the contractors, not only on price, but on their capability to perform, including past performance history, financial strength, and reputation.

During the construction phase, all performed work is monitored for quality, from start to finish. Our team's construction-related services include on-site evaluations throughout every aspect of installation, with regular inspections during construction to ensure a quality job that has been implemented as specified. If there are any deviations from the schedule due to weather-related construction delays or unforeseen site conditions, the Participating Public Agency will be notified immediately, and the appropriate adjustments will be made to the schedule. If a Participating Public Agency makes requests for information or project changes in scope, Garland/DBS, Inc. will gather, provide, and seek approval for the appropriate contract modifications.

10.10.6 Safety

Additional Information

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

The policy of Garland/DBS, Inc. is to take every reasonable precaution in the performance of work to protect the health and safety of our employees, subcontractors, and the Participating Public Agencies we serve. Our safety program uses a process designed to ensure that our commitment to safety is carried out through our day-to-day operations. We believe a safe environment can best be achieved through a combination of education on safety issues, which promotes the early identification of hazards, and close interaction among managers, employees, subcontractors, and everyone associated with our projects.

Our process for promoting and ensuring safety begins at the Pre-Project Meeting. Whenever Garland/DBS, Inc. provides a turnkey roof installation for a Participating Public Agency, their locally based Garland field representative will set-up a meeting with the Agency's representatives to make sure their specific safety requirements are incorporated into the project and that all relevant building codes and regulations are met. Once the project development phase is completed, the locally based Garland representative will set-up a review and approval meeting with the Participating Public Agency to review the project requirements and ensure they are complete. We will then invite a few of our trusted, authorized local contractors to attend a Pre-Project Meeting. At the Pre-Project Meeting, all of the project requirements will be discussed with the contractors, including OSHA standard safety requirements and any special safety requirements of that particular Participating Public Agency. By the time the proposal is submitted, all safety requirements have been taken into account by our subcontractors, and both the Participating Public Agency and Garland/DBS, Inc. can be confident that all safety procedures will be followed throughout the construction of the project.

At the Pre-Construction Meeting, safety requirements are again reinforced and Garland/DBS, Inc. distributes a Safety Manual, which sets the guidelines and requirements for what obligations, safety equipment, and safety training the subcontractor should employ before and during the performance of the work. Garland/DBS's safety manual sets the minimum requirements for the subcontractor's Site-Specific Safety Manual, which shall be received prior to the construction of work and available on each project site. On larger projects, weekly Toolbox Safety Meetings are held to ensure that all safety-related concerns are addressed and understood by the project personnel and each subcontractor employee is aware of the safety-related concerns identified for each phase of the project.

At project close-out, the contractor is evaluated on performance. One of the criteria for evaluation is safety and OSHA compliance. If the contractor has multiple deficiencies or OSHA violations, they will be written up and discussed with the subcontractor. If the subcontractor does not demonstrate an effort to improve upon these deficiencies, that subcontractor will be precluded from participating in any future Garland/DBS, Inc. projects.



Our EMR rating has been, on average, less than one for ten consecutive years. Over the past four-plus years of Garland/DBS, Inc. servicing the current Roofing Supplies and Related Products and Services Master Agreement, we have received no OSHA citations for work performed under the contract. Our OSHA Log Summaries for 2009 through 2013 have been provided in **Appendix G: OSHA Logs**.



Tab 11: Administration Agreement



Garland/DBS, Inc. has reviewed and is committed to implementing the provisions of the Administration Agreement with the U.S. Communities Government Purchasing Alliance and the Cobb County Master Agreement, to be attached herein as Attachment A, at time of award.

Garland/DBS, Inc. also acknowledges Attachment B, Sales Report Format, and the requirement to complete a report descriptive of any U.S. Communities sales-related activities on a monthly basis. Under the new Master Agreement, Garland/DBS will continue completing Attachment B reports monthly, as stipulated.

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

This ADMINISTRATION AGREEMENT ("Agreement") is made as of _____, by and between U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE ("U.S. Communities") and Garland/DBS, Inc. ("Supplier").

RECITALS

WHEREAS, Cobb County, GA. ("Lead Public Agency") has entered into a certain Master Agreement dated as of _____, referenced as Agreement No. _____, by and between Lead Public Agency and Supplier (as amended from time to time in accordance with the terms thereof, the "Master Agreement") for the purchase of Roofing Supplies and (the "Products and Services");
Services, Waterproofing and Related Supplies and Products

WHEREAS, the Master Agreement provides that any state, county, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agency or nonprofit organization (each a "Public Agency" and collectively, "Public Agencies") may purchase Products and Services at the prices indicated in the Master Agreement upon prior registration with U.S. Communities, in which case the Public Agency becomes a "Participating Public Agency";

WHEREAS, U.S. Communities has the administrative and legal capacity to administer purchases under the Master Agreement to Participating Public Agencies;

WHEREAS, U.S. Communities serves as the administrative agent for Lead Public Agency and other lead public agencies in connection with other master agreements offered by U.S. Communities;

WHEREAS, Lead Public Agency desires U.S. Communities to proceed with administration of the Master Agreement on the same basis as other master agreements;

WHEREAS, "U.S. Communities Government Purchasing Alliance" is a trade name licensed by U.S. Communities Purchasing & Finance Agency; and

WHEREAS, U.S. Communities and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, U.S. Communities and Supplier hereby agree as follows:

ARTICLE I

GENERAL TERMS AND CONDITIONS

1.1 The Master Agreement, attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement.

1.2 U.S. Communities shall be afforded all of the rights, privileges and indemnifications afforded to Lead Public Agency under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to U.S. Communities under this Agreement including, without limitation, Supplier's obligation to provide insurance and certain indemnifications to Lead Public Agency.

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

1.3 Supplier shall perform all duties, responsibilities and obligations required under the Master Agreement in the time and manner specified by the Master Agreement.

1.4 U.S. Communities shall perform all of its duties, responsibilities and obligations as administrator of purchases under the Master Agreement as set forth herein, and Supplier acknowledges that U.S. Communities shall act in the capacity of administrator of purchases under the Master Agreement.

1.5 With respect to any purchases made by Lead Public Agency or any Participating Public Agency pursuant to the Master Agreement, U.S. Communities (a) shall not be construed as a dealer, re-marketer, representative, partner, or agent of any type of Supplier, Lead Public Agency or such Participating Public Agency, (b) shall not be obligated, liable or responsible(i) for any orders made by Lead Public Agency, any Participating Public Agency or any employee of Lead Public Agency or a Participating Public Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by a Participating Public Agency to (i) comply with procedures or requirements of applicable law, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. U.S. Communities makes no representations or guaranties with respect to any minimum purchases required to be made by Lead Public Agency, any Participating Public Agency, or any employee of Lead Public Agency or a Participating Public Agency under this Agreement or the Master Agreement.

ARTICLE II

TERM OF AGREEMENT

2.1 This Agreement is effective as of _____ and shall terminate upon termination of the Master Agreement or any earlier termination in accordance with the terms of this Agreement, provided, however, that the obligation to pay all amounts owed by Supplier to U.S. Communities through the termination of this Agreement and all indemnifications afforded by Supplier to U.S. Communities shall survive the term of this Agreement.

ARTICLE III

REPRESENTATIONS AND COVENANTS

3.1 U.S. Communities views the relationship with Supplier as an opportunity to provide benefits to both Public Agencies and Supplier. The successful foundation of the relationship requires certain representations and covenants from both U.S. Communities and Supplier.

3.2 U.S. Communities' Representations and Covenants.

(a) Marketing. U.S. Communities shall proactively market the Master Agreement to Public Agencies using resources such as a network of major sponsors including the National League of Cities (NLC), National Association of Counties (NACo), United States Conference of Mayors (USCM), Association of School Business Officials (ASBO) and National Institute of Governmental Purchasing (NIGP) (collectively, the "Founding Co-Sponsors") and individual state-level sponsors. In addition, the U.S. Communities staff shall enhance Supplier's marketing efforts through meetings with Public Agencies, participation in key events and tradeshows and by providing online tools to Supplier's sales force.

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

(b) Training and Knowledge Management Support. U.S. Communities shall provide support for the education, training and engagement of Supplier's sales force as provided herein. Through its staff (each, a "Program Manager" and collectively, the "Program Managers"), U.S. Communities shall conduct training sessions with Supplier and shall conduct calls jointly with Supplier to Public Agencies. U.S. Communities shall also provide Supplier with access to U.S. Communities' private intranet website which provides presentations, documents and information to assist Supplier's sales force in effectively promoting the Master Agreement.

3.3 Supplier's Representations and Covenants. Supplier hereby represents and covenants as follows in order to ensure that Supplier is providing the highest level of public benefit to Participating Public Agencies (such representations and covenants are sometimes referred to as "Supplier's Commitments" and are comprised of the Corporate Commitment, Pricing Commitment, Economy Commitment and Sales Commitment):

(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

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

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

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

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 this Section 3.3, 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

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

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:

- containing:
- (A) A dedicated U.S. Communities internet web-based homepage
 - (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

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

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

3.4 Breach of Supplier's Representations and Covenants. The representations and covenants set forth in this Agreement are the foundation of the relationship between U.S. Communities and Supplier. If Supplier is found to be in violation of, or non-compliance with, one or more of the representations and covenants set forth in this Agreement, Supplier shall have ninety (90) days from the notice of default to cure such violation or non-compliance and, if Supplier fails to cure such violation or non-compliance within such notice period, it shall be deemed a cause for immediate termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at U.S. Communities' sole discretion.

3.5 Indemnity. Supplier hereby agrees to indemnify and defend U.S. Communities, and its parent companies, subsidiaries, affiliates, shareholders, member, manager, officers, directors, employees, agents, and representatives from and against any and all claims, costs, proceedings, demands, losses, damages, and expenses (including, without limitation, reasonable attorney's fees and legal costs) of any kind or nature, arising from or relating to, any actual or alleged breach of any of Supplier's representations, warranties, or covenants in this Agreement.

ARTICLE IV

PRICING AUDITS

4.1 Supplier shall, at Supplier's sole expense, maintain an accounting of all purchases made by Lead Public Agency and Participating Public Agencies under the Master Agreement. U.S. Communities and Lead Public Agency each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. U.S. Communities shall have the authority to conduct random audits of Supplier's pricing that is offered to Participating Public Agencies at U.S. Communities' sole cost and expense. Notwithstanding the foregoing, in the event that U.S. Communities is made aware of any pricing being offered to Participating Public Agencies that is materially inconsistent with the pricing under the Master Agreement, U.S. Communities shall have the ability to conduct an extensive audit of Supplier's pricing at Supplier's sole cost and expense. U.S. Communities may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Lead Public Agency or U.S. Communities.

ARTICLE V

FEES & REPORTING

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

5.1 Administrative Fees. Supplier shall pay to U.S. Communities a monthly administrative fee based upon the total sales price of all purchases shipped and billed pursuant to the Master Agreement, excluding taxes, in the amount of two percent (2%) of aggregate purchases made during each calendar month (individually and collectively, "Administrative Fees"). Supplier's annual sales shall be measured on a calendar year basis. All Administrative Fees shall be payable in U.S. Dollars and shall be made by wire to U.S. Communities, or its designee or trustee as may be directed in writing by U.S. Communities. Administrative Fees shall be due and payable within thirty (30) days of the end of each calendar month for purchases shipped and billed during such calendar month. U.S. Communities agrees to pay to Lead Public Agency five percent (5%) of all Administrative Fees received from Supplier to help offset Lead Public Agency's costs incurred in connection with managing the Master Agreement nationally.

5.2 Sales Reports. Within thirty (30) days of the end of each calendar month, Supplier shall deliver to U.S. Communities an electronic accounting report, in the format prescribed by Exhibit B, attached hereto, summarizing all purchases made under the Master Agreement during such calendar month ("Sales Report"). All purchases indicated in the Sales Report shall be denominated in U.S. Dollars. All purchases shipped and billed pursuant to the Master Agreement for the applicable calendar month shall be included in the Sales Report. U.S. Communities reserves the right upon reasonable advance notice to Supplier to change the prescribed report format to accommodate the distribution of the Administrative Fees to its program sponsors and state associations.

(a) Monthly Sales Reports shall include all sales reporting under the Master Agreement, and a breakout of Environmental Preferable (Green) sales reporting. Supplier must make reasonable attempts at filling in all required information and contact U.S. Communities with a plan to correct any deficiencies of data field population.

(b) Submitted reports shall be verified by U.S. Communities against its registration database. Any data that is inconsistent with the registration database shall be changed prior to processing.

5.3 Exception Reporting/Sales Reports Audits. U.S. Communities or its designee may, at its sole discretion, compare Supplier's Sales Reports with Participating Public Agency records or other sales analysis performed by Participating Public Agencies, sponsors, advisory board members or U.S. Communities staff. If there is a material discrepancy between the Sales Report and such records or sales analysis as determined by U.S. Communities, U.S. Communities shall notify Supplier in writing and Supplier shall have thirty (30) days from the date of such notice to resolve the discrepancy to U.S. Communities' reasonable satisfaction. Upon resolution of the discrepancy, Supplier shall remit payment to U.S. Communities' trustee within fifteen (15) calendar days. Any questions regarding an exception report should be directed to U.S. Communities in writing to reporting@uscommunities.org. If Supplier does not resolve the discrepancy to U.S. Communities' reasonable satisfaction within thirty (30) days, U.S. Communities shall have the right to engage outside services to conduct an independent audit of Supplier's reports and Supplier shall be obligated to reimburse U.S. Communities for any and all costs and expenses incurred in connection with such audit.

5.4 Online Reporting. Within sixty (60) days of the end of each calendar quarter, U.S. Communities shall provide online reporting to Supplier containing Supplier's sales reporting for such calendar quarter. Supplier shall contact U.S. Communities within fifteen (15) days of receiving notification of the online reporting and report to U.S. Communities any concerns or disputes regarding the reports, including but not limited to concerns regarding the following:

Report Name	Follow up with U.S. Communities
-------------	---------------------------------

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

5 Qtr Drop Sales Analysis	Financial & Reporting Manager
Zero States Sales Report	Program Manager
Registered Agency Without Sales Report	Program Manager

Supplier shall have access to the above reports through the U.S. Communities intranet website. The following additional reports are also available to Supplier and are useful in resolving reporting issues and enabling Supplier to better manage its Master Agreement:

- (i) Agency Sales by Population/Enrollment Report
- (ii) Hot Prospect Sales Report
- (iii) New Lead Sales Report
- (iv) State Comparison Sales Report
- (v) Advisory Board Usage Report
- (vi) Various Agency Type Comparison Reports
- (vii) Sales Report Builder

5.5 Supplier's Failure to Provide Reports or Pay Administrative Fees. Failure to provide a Sales Report or pay Administrative Fees within the time and in the manner specified herein shall be regarded as a material breach under this Agreement and if not cured within thirty (30) days of written notice to Supplier, shall be deemed a cause for termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at U.S. Communities' sole discretion. All Administrative Fees not paid within thirty (30) days of the end of the previous calendar month shall bear interest at the rate of one and one-half percent (1.5%) per month until paid in full.

ARTICLE VI

MISCELLANEOUS

6.1 Entire Agreement. This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained herein shall be valid or binding.

6.2 Attorney's Fees. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which such party may be entitled.

6.3 Assignment.

(a) Supplier. Neither this Agreement nor any rights or obligations hereunder shall be assignable by Supplier without prior written consent of U.S. Communities, and any assignment without such consent shall be void.

(b) U.S. Communities. This Agreement and any rights or obligations hereunder may be assigned by U.S. Communities in U.S. Communities' sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform U.S. Communities' obligations hereunder.

6.4 Notices. All reports, notices or other communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery requiring signature on receipt to the addresses

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

as set forth below. U.S. Communities may, by written notice delivered to Supplier, designate any different address to which subsequent reports, notices or other communications shall be sent.

U.S. Communities: U.S. Communities
2999 Oak Road, Suite 710
Walnut Creek, California 94597
Attn: Program Manager Administration

Supplier: Garland/DRS, Inc.
3800 East 91st Street
Cleveland, OH 44105

Attn: U.S. Communities Program Manager

6.5 Severability. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever.

6.6 Waiver. Any failure of a party to enforce, for any period of time, any of the provisions under this Agreement shall not be construed as a waiver of such provisions or of the right of said party thereafter to enforce each and every provision under this Agreement.

6.7 Counterparts. This Agreement may be executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

6.8 Modifications. This Agreement may not be effectively amended, changed, modified, altered or terminated without the prior written consent of the parties hereto.

6.9 Governing Law; Arbitration. This Agreement will be governed by and interpreted in accordance with the laws of the State of California without regard to any conflict of laws principles. Any dispute, claim, or controversy arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, including the determination of the scope or applicability of this dispute resolution clause, shall be determined by arbitration in Walnut Creek, California, before one (1) arbitrator. The arbitration shall be administered by JAMS pursuant to its Comprehensive Arbitration Rules and Procedures. Judgment on the award may be entered in any court having jurisdiction. This clause shall not preclude parties from seeking provisional remedies in aid of arbitration from a court of appropriate jurisdiction. The prevailing party will be entitled to recover its reasonable attorneys' fees and arbitration costs from the other party. The arbitration award shall be final and binding. Each party commits that prior to commencement of arbitration proceedings, the parties shall submit the dispute to JAMS for mediation. The parties will cooperate with JAMS and with one another in selecting a mediator from JAMS panel of neutrals, and in promptly scheduling the mediation proceedings. The parties covenant that they will participate in the mediation in good faith, and that they will share equally in its costs. The mediation will be conducted by each party designating a duly authorized officer or other representative to represent the party with the authority to bind the party, and that the parties agree to exchange informally such information as is reasonably necessary and relevant to the issues being mediated. All offers, promises, conduct, and statements, whether oral or written, made in the course of the mediation by any of the parties, their agents, employees, experts, and attorneys, and by the mediator or any JAMS employees, are confidential, privileged, and inadmissible for any purpose, including impeachment, in any arbitration or other proceeding involving the parties, provided that evidence that is otherwise admissible or discoverable shall not be rendered inadmissible or non-discoverable as a result of

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

its use in the mediation. If the dispute is not resolved within thirty (30) days from the date of the submission of the dispute to mediation (or such later date as the parties may mutually agree in writing), the administration of the arbitration shall proceed. The mediation may continue, if the parties so agree, after the appointment of the arbitrator. Unless otherwise agreed by the parties, the mediator shall be disqualified from serving as arbitrator in the case. The pendency of a mediation shall not preclude a party from seeking provisional remedies in aid of the arbitration from a court of appropriate jurisdiction, and the parties agree not to defend against any application for provisional relief on the ground that a mediation is pending.

6.10 Successors and Assigns. This Agreement shall inure to the benefit of and shall be binding upon U.S. Communities, Supplier and any successor and assign thereto; subject, however, to the limitations contained herein.

{Remainder of Page Intentionally Left Blank – Signatures Follow}

**U.S. COMMUNITIES INFORMATION
ADMINISTRATION AGREEMENT**

IN WITNESS WHEREOF, U.S. Communities has caused this Agreement to be executed in its name and Supplier has caused this Agreement to be executed in its name, all as of the date first written above.

U.S. Communities:

U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE

By _____

Name: _____

Title: _____

Supplier:

Garland/DDS, Inc.

By  _____

Name: Charles A. Ripepi

Title: CFO

**U.S. COMMUNITIES INFORMATION
ADMINISTRATION AGREEMENT**

ATTACHMENT A

MASTER AGREEMENT

(Cobb County Master Agreement/Contract to be attached at time of award.)

U.S. COMMUNITIES INFORMATION ADMINISTRATION AGREEMENT

ATTACHMENT B

SALES REPORT FORMAT

Appendix B - US (Data Format)

Sales Report Template													
TIN	Supplier ID	Account No.	Agency Name	Dept Name	Address	City	State	Zip	Agency Type	Year	Qtr	Month	Amount
900000735	100	58510947	CITY OF LAWRENCE MISSISSAUGA	Purchasing	555 HARRISON ST STE 312	LOS ANGELES	CA	90012	20	2012	2	5	1525.50
900000232	100	34350035	LOS ANGELES COUNTY	Facilities	280 S FIFTH ST 8TH FL	LOS ANGELES	CA	90071	31	2012	2	5	1603.64
900000735	100	58395103	CITY OF LAWRENCE MISSISSAUGA	Purchasing	555 HARRISON ST STE 312	LOS ANGELES	CA	90012	20	2012	2	5	1625.05
900000735	100	58395103	CITY OF LAWRENCE MISSISSAUGA	Purchasing	555 HARRISON ST STE 312	LOS ANGELES	CA	90012	20	2012	2	5	45003.79
000002010	100	300120001053	GRAND BUCKLE FIREWORKS	Ware	121 A ST	GRANTON	CT	06340	20	2012	2	5	318.00
00001001	100	300120001054	GRAND BUCKLE FIREWORKS	Administration	121 A ST	GRANTON	CT	06340	20	2012	2	5	212.00

SALES REPORT DATA FORMAT				
Column Name	Required	Data Type	Length	Example
TIN	Optional	Text	9	900000735
Supplier ID	Yes	Number	3	111
Account No.	Optional	Text	20 max	58510947 or supplier account no.
Agency Name	Yes	Text	255 max	Los Angeles County
Dept Name	Optional	Text	255 max	Purchasing Dept.
Address	Yes	Text	255 max	
City	Yes	Text	255 max	Los Angeles
State	Yes	Text	2	CA
Zip	Yes	Text	5	90071
Agency Type	Yes	Number	2	30
Year	Yes	Number	4	2010
Qtr	Yes	Number	1	4
Month	Yes	Number	2	12
Amount	Yes	Number	variable	45000.79

Agency Type Table	
Agency Type ID	Agency Type Description
10	K-12
11	Community College
12	College and University
20	City
21	City Special District
22	Consolidated City/County
30	County
31	County Special District
40	Federal
41	Crown Corporation
50	Housing Authority
60	State Agency
81	Independent Special District
82	Not Profit
99	Other



Tab 12: Master Intergovernmental Cooperative Purchasing Agreement and Addenda



Garland/DBS, Inc. acknowledges our willingness and ability to offer the Cobb County Master Agreement to all of the Participating Public Agencies based upon the following Master Intergovernmental Cooperative Purchasing Agreement. The comprehensive structure of this ITB's Pricing File provided in **Attachment B: Pricing** allows it to be directly applied to all types of roofing and waterproofing projects. If successful in receiving the award of the Cobb County Master Agreement, it is Garland/DBS, Inc.'s intent to offer the Master Agreement pricing, terms and conditions to all U.S. Communities Participating Public Agencies, including the specific agencies listed in the State Notice Addendum, which follows in this package. We agree to address any and all agency-specific ordering requirements by directly correlating them to our comprehensive offering of Roofing Supplies and Services, Waterproofing and Related Products and Services, and to provide all Participating Public Agencies with our lowest pricing, as provided in **Tab 4, Section 4.5.8.8 and Attachment B: Pricing**, enabling them to take advantage of the entire scope of work defined in this bid response package.

Garland/DBS, Inc. also acknowledges the FEMA Standard Terms and Conditions Addendum for Contracts and Grants, and agrees to its stipulations for any purchases made under the Master Agreement that are funded in whole or in part by FEMA.

Garland/DBS, Inc. also acknowledges the Community Development Block Grant Addendum, and agrees to comply with all terms, conditions and requirements enumerated by the grant funding source, as well as the requirements of all State statutes for which the contract is utilized (whichever requirement is more restrictive), for purchases made under this Master Agreement that are partially or fully funded with federal grant funds.

**U.S. COMMUNITIES INFORMATION
MASTER INTERGOVERNMENTAL COOPERATIVE
PURCHASING AGREEMENT**

This agreement is made between certain government agencies that execute a Lead Public Agency Certificate ("Lead Public Agencies") to be appended and made a part hereof and other government agencies ("Participating Public Agencies") that agree to the terms and conditions hereof through the U.S. Communities registration and made a part hereof.

RECITALS

WHEREAS, after a competitive solicitation and selection process by Lead Public Agencies, a number of Suppliers have entered into Master Agreements to provide a variety of goods, products and services based on national and international volumes (herein "Products and Services");

WHEREAS, Master Agreements are made available by Lead Public Agencies through U.S. Communities and provide that Participating Public Agencies may purchase Products and Services on the same terms, conditions and pricing as the Lead Public Agency, subject to any applicable local purchasing ordinances and the laws of the State of purchase;

WHEREAS, the parties desire to comply with the requirements and formalities of the Intergovernmental Cooperation Act as may be applicable to the laws of the State of purchase;

WHEREAS, the parties hereto desire to conserve resources and reduce procurement cost;

WHEREAS, the parties hereto desire to improve the efficiency, effectiveness and economy of the procurement of necessary Products and Services;

NOW, THEREFORE, in consideration of the mutual promises contained in this agreement, and of the mutual benefits to result, the parties agree as follows:

1. That each party will facilitate the cooperative procurement of Products and Services.
2. That the procurement of Products and Services subject to this agreement shall be conducted in accordance with and subject to the relevant statutes, ordinances, rules and regulations that govern each party's procurement practices.
3. That the cooperative use of solicitations obtained by a party to this agreement shall be in accordance with the terms and conditions of the solicitation, except as modification of those terms and conditions is otherwise allowed or required by applicable law.
4. That the Lead Public Agencies will make available, upon reasonable request and subject to convenience, information which may assist in improving the effectiveness, efficiency and economy of Participating Public Agencies procurement of Products and Services
5. That a procuring party will make timely payments to the Supplier for Products and Services received in accordance with the terms and conditions of the procurement. Payment, inspections and acceptance of Products and Services ordered by the procuring party shall be the exclusive obligation of such procuring party. Disputes between procuring party and Supplier are to be resolved in accord with the law and venue rules of the State of purchase.

**U.S. COMMUNITIES INFORMATION
MASTER INTERGOVERNMENTAL COOPERATIVE
PURCHASING AGREEMENT**

6. The procuring party shall not use this agreement as a method for obtaining additional concessions or reduced prices for similar products or services.
7. The procuring party shall be responsible for the ordering of Products and Services under this agreement. A non-procuring party shall not be liable in any fashion for any violation by a procuring party, and the procuring party shall hold non-procuring party harmless from any liability that may arise from action or inaction of the procuring party.
8. The exercise of any rights or remedies by the procuring party shall be the exclusive obligation of such procuring party.
9. This agreement shall remain in effect until termination by a party giving 30 days written notice to U.S. Communities at 2999 Oak Road, Suite 710, Walnut Creek, CA 94597.
10. This agreement shall take effect after execution of the Lead Public Agency Certificate or Participating Public Agency Registration, as applicable.

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

Pursuant to certain state notice provisions the following public agencies and political subdivisions of the referenced public agencies are eligible to access the contract award made pursuant to this solicitation. Public agencies and political subdivisions are hereby given notice of the foregoing request for proposal for purposes of complying with the procedural requirements of said statutes:

Nationwide:

http://www.usa.gov/Agencies/Local_Government/Cities.shtml

Other states:

State of Oregon, State of Hawaii, State of Washington

State: HI	Holualoa
Account Type: HI Counties, Cities, Colleges	Honaunau
Hawaii County	Honokaa
Honolulu County	Honolulu
Kauai County	Hononu
Maui County	Hoolehua
Kalawao County	Kaaawa
Aiea	Kahuku
Anahola	Kahului
Barbers Point N A S	Kailua
Camp H M Smith	Kailua Kona
Captain Cook	Kalaheo
Elele	Kalaupapa
Ewa Beach	Kamuela
Fort Shafter	Kaneohe
Haiku	Kapaa
Hakalau	Kapaaui
Haleiwa	Kapolei
Hana	Kaumakani
Hanalei	Kaunakakai
Hanamaulu	Kawela Bay
Hanapepe	Keaau
Hauula	Kealahou
Hawaii National Park	Kealia
Hawaiian Ocean View	Keauhou
Hawi	Kekaha
Hickam AFB	Kihei
Hilo	Kilauea
	Koloa
	Kualapuu

**U.S. COMMUNITIES INFORMATION
STATE NOTICE ADDENDUM**

Kula	Puunene
Kunia	Schofield Barracks
Kurtistown	Tripler Army Medical Center
Lahaina	Volvao
Laie	Wahiawa
Lanai City	Waialua
Laupahoehoe	Waianae
Lawai	Waikoloa
Lihue	Wailuku
M C B H Kaneohe Bay	Waimanalo
Makawao	Waimea
Makaweli	Waipahu
Maunaloa	Wake Island
Mililani	Wheeler Army Airfield
Mountain View	Brigham Young University - Hawaii
Naalehu	Chaminade University of Honolulu
Ninole	Hawaii Business College
Ocean View	Hawaii Pacific University
Ookala	Hawaii Technology Institute
Paaunani	Heald College - Honolulu
Paaunani	Remington College - Honolulu Campus
Pahala	University of Phoenix - Hawaii Campus
Pahoa	Hawaii Community College
Paia	Honolulu Community College
Papaaloa	Kapiolani Community College
Papaikou	Kauai Community College
Pearl City	Loeward Community College
Pearl Harbor	Maui Community College
Pepeekeo	University of Hawaii at Hilo
Princeville	University of Hawaii at Manoa
Pukalani	Windward Community College

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

State: HI (108 records)

Account Type: K-12 (13 records)

ST JOHN THE BAPTIST
Waimanalo Elementary and Intermediate
School
Kailua High School
PACIFIC BUDDHIST ACADEMY
HAWAII TECHNOLOGY ACADEMY
CONGREGATION OF CHRISTIAN BROTHERS OF
HAWAII, INC.
MARYKNOLL SCHOOL
ISLAND SCHOOL
KE KULA O S. M. KAMAKAU
KAMEHAMEHA SCHOOLS
HANAHAU'OLI SCHOOL
EMMANUAL LUTHERAN SCHOOL
Our Savior Lutheran School

Account Type: County (3 records)

BOARD OF WATER SUPPLY
MAUI COUNTY COUNCIL
Honolulu Fire Department

Account Type: Non-Profit (63 records)

Naalehu Assembly of God
University of the Nations
outrigger canoe club
One Kalakaua
Native Hawaiian Hospitality Association
St. Theresa School
Hawaii Peace and Justice
Kauai Youth Basketball Association
NA HALE O MAUI
LEEWARD HABITAT FOR HUMANITY
WAIANA E COMMUNITY OUTREACH
NA LEI ALOHA FOUNDATION
HAWAII FAMILY LAW CLINIC DBA ALA KUOLA

BUILDING INDUSTRY ASSOCIATION OF HAWAII

UNIVERSITY OF HAWAII FEDERAL CREDIT
UNION
LANAKILA REHABILITATION CENTER INC.
POLYNESIAN CULTURAL CENTER
CTR FOR CULTURAL AND TECH INTERCHNG
BETW EAST AND WEST
BISHOP MUSEUM
ALCOHOLIC REHABILITATION SVS OF HI INC
DBA HINA MAUKA
ASSOCIATION OF OWNERS OF KUKUI PLAZA
MAUI ECONOMIC DEVELOPMENT BOARD
NETWORK ENTERPRISES, INC.
HONOLULU HABITAT FOR HUMANITY
ALOHACARE
ORI ANUENUE HALE, INC.
IUPAT, DISTRICT COUNCIL 50
GOODWILL INDUSTRIES OF HAWAII, INC.
HAROLD K.L. CASTLE FOUNDATION
MAUI ECONOMIC OPPORTUNITY, INC.
EAH, INC.
PARTNERS IN DEVELOPMENT FOUNDATION
HABITAT FOR HUMANITY MAUI
W. M. KECK OBSERVATORY
HAWAII EMPLOYERS COUNCIL
HAWAII STATE FCU
MAUI COUNTY FCU
PUNAHOU SCHOOL
YMCA OF HONOLULU
EASTER SEALS HAWAII
AMERICAN LUNG ASSOCIATION
Hawaii Area Committee
St. Francis Medical Center
READ TO ME INTERNATIONAL FOUNDATION
MAUI FAMILY YMCA
WAILUKU FEDERAL CREDIT UNION
ST. THERESA CHURCH
HALE MAHAOLU
West Maui Community Federal Credit Union

Hawaii Island Humane Society
Kama'aina Care Inc
First United Methodist Church

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

AOAO Royal Capitol Plaza
 MARINE SURF WAIKIKI, INC.
 Hawaii Health Connector
 Hawaii Carpenters Market Recovery Program Fund
 PuuHeleakala Community Association
 Saint Louis School
 Kailua Racquet Club, Ltd.
 Homewise Inc.
 Hawaii Baptist Academy
 prod test kindly ignore HI - DP
 Kroc Center Hawaii

Account Type: College and University (7 records)

ARGOSY UNIVERSITY
 HAWAII PACIFIC UNIVERSITY
 UNIVERSITY OF HAWAII AT MANOA
 RESEARCH CORPORATION OF THE UNIVERSITY OF HAWAII
 BRIGHAM YOUNG UNIVERSITY - HAWAII
 University Clinical Research and Association
 CHAMINADE UNIVERSITY OF HONOLULU

Account Type: Other (4 records)

Hawaii Information Consortium
 TURTLE BAY RESORT GOLF CLUB
 Leeward Community Church
 Queen Emma Gardens AOAO

Account Type: City (1 record)

COUNTY OF MAUI

Account Type: Community College (2 records)

Honolulu Community College
 COLLEGE OF THE MARSHALL ISLANDS

Account Type: State Agency (11 records)

DOT Airports Division Hilo International Airport

Judiciary - State of Hawaii
 STATE OF HAWAII, DEPT. OF EDUCATION
 ADMIN. SERVICES OFFICE
 SOH- JUDICIARY CONTRACTS AND PURCH

STATE DEPARTMENT OF DEFENSE
 HAWAII CHILD SUPPORT ENFORCEMENT AGENCY
 HAWAII HEALTH SYSTEMS CORPORATION
 HAWAII AGRICULTURE RESEARCH CENTER
 STATE OF HAWAII
 Third Judicial Circuit - State of Hawaii

Account Type: Consolidated City/County (1 record)

CITY AND COUNTY OF HONOLULU

State: OR (1,081 records)

Account Type: K-12 (199 records)

VALLEY CATHOLIC SCHL
 CROOK COUNTY SCHOOL DISTRICT
 Bethel School District #52
 St. Therese Parish/School
 Portland YouthBuilders
 Wallowa County ESD
 Fern Ridge School District 28J
 MOLALLA RIVER ACADEMY
 HIGH DESERT EDUCATION SERVICE DISTRICT
 SOUTHWEST CHARTER SCHOOL
 WHITEAKER MONTESSORI SCHOOL
 CASCADES ACADEMY OF CENTRAL OREGON
 NEAH-KAH-NIE DISTRICT NO.56
 INTER MOUNTAIN ESD
 STANFIELD SCHOOL DISTRICT
 LA GRANDE SCHOOL DISTRICT
 CASCADE SCHOOL DISTRICT
 DUFUR SCHOOL DISTRICT NO.29
 hillsboro school district
 GASTON SCHOOL DISTRICT 511J
 BEAVERTON SCHOOL DISTRICT
 COUNTY OF YAMHILL SCHOOL DISTRICT 29
 WILLAMINA SCHOOL DISTRICT
 MCMINNVILLE SCHOOL DISTRICT NO.40
 Sheridan School District 48J
 THE CATLIN GABEL SCHOOL
 NORTH WASCO CTY SCHOOL DISTRICT 21-CHENOWITH
 CENTRAL CATHOLIC HIGH SCHOOL
 CANYONVILLE CHRISTIAN ACADEMY

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

GEN CONF OF SDA CHURCH WESTERN OR
 PORTLAND ADVENTIST ACADEMY
 OUR LADY OF THE LAKE SCHOOL
 NYSSA SCHOOL DISTRICT NO. 26
 ARLINGTON SCHOOL DISTRICT NO. 3
 LIVINGSTONE ADVENTIST ACADEMY
 Santiam Canyon SD 129J
 WEST HILLS COMMUNITY CHURCH
 BANKS SCHOOL DISTRICT
 WILLAMETTE EDUCATION SERVICE DISTRICT
 BAKER COUNTY SCHOOL DIST. 16J -MALHEUR
 ESD
 HARNEY EDUCATION SERVICE DISTRICT
 GREATER ALBANY PUBLIC SCHOOL DISTRICT
 LAKE OSWEGO SCHOOL DISTRICT 7J
 SOUTHERN OREGON EDUCATION SERVICE
 DISTRICT
 SILVER FALLS SCHOOL DISTRICT
 St Helens School District
 DAYTON SCHOOL DISTRICT NO.8
 Amity School District 4-J
 SCAPPOOSE SCHOOL DISTRICT 1J
 REEDSPORT SCHOOL DISTRICT
 FOREST GROVE SCHOOL DISTRICT
 DAVID DOUGLAS SCHOOL DISTRICT
 LOWELL SCHOOL DISTRICT NO.71
 TIGARD-TUALATIN SCHOOL DISTRICT
 SHERWOOD SCHOOL DISTRICT 88J
 RAINIER SCHOOL DISTRICT
 NORTH CLACKAMAS SCHOOL DISTRICT
 MONROE SCHOOL DISTRICT NO.1J
 CHILDPEACE MONTESSORI
 HEAD START OF LANE COUNTY
 HARNEY COUNTY SCHOOL DIST. NO.3
 NESTUCCA VALLEY SCHOOL DISTRICT NO.101

 ARCHBISHOP FRANCIS NORBERT BLANCHET
 SCHOOL
 LEBANON COMMUNITY SCHOOLS NO.9
 MT. SCOTT LEARNING CENTERS
 SEVEN PEAKS SCHOOL
 DE LA SALLE N CATHOLIC HS
 MULTISENSORY LEARNING ACADEMY
 MITCH CHARTER SCHOOL
 REALMS CHARTER SCHOOL

 BAKER SCHOOL DISTRICT 5-J
 PHILOMATH SCHOOL DISTRICT
 CLACKAMAS EDUCATION SERVICE DISTRICT
 CANBY SCHOOL DISTRICT
 OREGON TRAIL SCHOOL DISTRICT NO.46
 WEST LINN WILSONVILLE SCHOOL DISTRICT
 MOLALLA RIVER SCHOOL DISTRICT NO.35
 ESTACADA SCHOOL DISTRICT NO.108
 GLADSTONE SCHOOL DISTRICT
 ASTORIA SCHOOL DISTRICT 1C
 SEASIDE SCHOOL DISTRICT 10
 NORTHWEST REGIONAL EDUCATION SERVICE
 DISTRICT
 VERNONIA SCHOOL DISTRICT 47J
 SOUTH COAST EDUCATION SERVICE DISTRICT

 COOS BAY SCHOOL DISTRICT NO.9
 COOS BAY SCHOOL DISTRICT
 NORTH BEND SCHOOL DISTRICT 13
 COQUILLE SCHOOL DISTRICT 8
 MYRTLE POINT SCHOOL DISTRICT NO.41
 BANDON SCHOOL DISTRICT
 BROOKING HARBOR SCHOOL DISTRICT NO.17-
 C
 REDMOND SCHOOL DISTRICT
 DESCHUTES COUNTY SD NO.6 - SISTERS SD
 DOUGLAS EDUCATION SERVICE DISTRICT
 ROSEBURG PUBLIC SCHOOLS
 GLIDE SCHOOL DISTRICT NO.12
 SOUTH UMPQUA SCHOOL DISTRICT #19
 YONCALLA SCHOOL DISTRICT NO.32
 ELKTON SCHOOL DISTRICT NO.34
 DOUGLAS COUNTY SCHOOL DISTRICT 116
 HOOD RIVER COUNTY SCHOOL DISTRICT
 PHOENIX-TALENT SCHOOL DISTRICT NO.4
 CENTRAL POINT SCHOOL DISTRICT NO. 6
 JACKSON CO SCHOOL DIST NO.9
 ROGUE RIVER SCHOOL DISTRICT NO.35
 MEDFORD SCHOOL DISTRICT 549C
 CULVER SCHOOL DISTRICT NO.
 JEFFERSON COUNTY SCHOOL DISTRICT 509-J
 GRANT'S PASS SCHOOL DISTRICT 7
 LOST RIVER JR/SR HIGH SCHOOL
 KLAMATH FALLS CITY SCHOOLS
 LANE COUNTY SCHOOL DISTRICT 4J

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

SPRINGFIELD SCHOOL DISTRICT NO.19
 CRESWELL SCHOOL DISTRICT
 SOUTH LANE SCHOOL DISTRICT 45J3
 LANE COUNTY SCHOOL DISTRICT 69
 SIUSLAW SCHOOL DISTRICT
 SWEET HOME SCHOOL DISTRICT NO.55
 LINN CO. SCHOOL DIST. 95C - SCIO SD
 ONTARIO MIDDLE SCHOOL
 GERVAIS SCHOOL DIST. #1
 NORTH SANTIAM SCHOOL DISTRICT 29J
 JEFFERSON SCHOOL DISTRICT
 SALEM-KEIZER PUBLIC SCHOOLS
 MT. ANGEL SCHOOL DISTRICT NO.93
 MARION COUNTY SCHOOL DISTRICT 103 -
 WASHINGTON ES
 MORROW COUNTY SCHOOL DISTRICT
 MULTNOMAH EDUCATION SERVICE DISTRICT

GRESHAM-BARLOW SCHOOL DISTRICT
 DALLAS SCHOOL DISTRICT NO. 2
 CENTRAL SCHOOL DISTRICT 13J
 St. Mary Catholic School
 CROSSROADS CHRISTIAN SCHOOL
 ST. ANTHONY SCHOOL
 HERITAGE CHRISTIAN SCHOOL
 BEND-LA PINE SCHOOL DISTRICT
 GLENDALE SCHOOL DISTRICT
 LINCOLN COUNTY SCHOOL DISTRICT
 PORTLAND PUBLIC SCHOOLS
 REYNOLDS SCHOOL DISTRICT
 CENTENNIAL SCHOOL DISTRICT
 NOBEL LEARNING COMMUNITIES
 St. Stephen's Academy
 Salem-Keizer 24J
 McKay High School
 Pine Eagle Charter School
 Waldo Middle School
 hermiston school district
 Clear Creek Middle School
 Marist High School
 Victory Academy
 Vale School District No. 84
 St. Mary School
 Junction City High School
 Three Rivers School District

Pedee School
 Fern Ridge School District
 Ppmc Education Committee
 JESUIT HIGH SCHL EXEC OFC
 LASALLE HIGH SCHOOL
 Southwest Christian School
 Stayton Christian School
 Willamette Christian School
 Westside Christian High School
 CS LEWIS ACADEMY
 Portland America School
 Forest Hills Lutheran School
 Sunrise Preschool
 Mosior Community School
 KoreducatorsLep High
 Warrenton Hammond School District
 Sutherlin School District
 Malheur Elementary School District
 Ontario School District
 Parkrose School District 3
 Riverdale School District 51J
 Tillamook School District
 Trinity Lutheran Church and School
 Siletz Valley School
 Madeleine School
 South Columbia Family School
 Union School District
 Helix School District
 Corvallis School District 509J
 Falls City School District #57
 Portland Christian Schools
 Yamhill Carlton School District
 BNAI BRITH CAMP
 ABIQUA SCHL
 Imbler School District #11
 monument school
 St. Paul School District
 L'Etoile French Immersion School
 Marist Catholic High School
 Ukiah School District 80R
 North Powder Charter School
 French American School
 Mastery Learning Institute
 North Lake School District 14

Account Type: County (45 records)

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

GILLIAM COUNTY OREGON
HOUSING AUTHORITY OF CLACKAMAS COUNTY

UMATILLA COUNTY, OREGON
MULTNOMAH LAW LIBRARY
clackamas county
CLATSOP COUNTY
COLUMBIA COUNTY, OREGON
coos county
CROOK COUNTY ROAD DEPARTMENT
CURRY COUNTY OREGON
DESCHUTES COUNTY
GILLIAM COUNTY
GRANT COUNTY, OREGON
HARNEY COUNTY SHERIFFS OFFICE
HOOD RIVER COUNTY
jackson county
josephine county
klamath county
LANE COUNTY
LINN COUNTY
MARION COUNTY, SALEM, OREGON
MULTNOMAH COUNTY
SHERMAN COUNTY
WASCO COUNTY
YAMHILL COUNTY
WALLOWA COUNTY
ASSOCIATION OF OREGON COUNTIES
NAMI LANE COUNTY
BENTON COUNTY
DOUGLAS COUNTY
JEFFERSON COUNTY
LAKE COUNTY
LINCOLN COUNTY
POLK COUNTY
UNION COUNTY
WASHINGTON COUNTY
MORROW COUNTY
NORCOR Juvenile Detention
Tillamook County Estuary
Job Council
Mckenzie Personnel Services
Columbia Basin Care Facility
BAKER CNTY GOV

TILLAMOOK CNTY
Wheeler County

Account Type: Non-Profit (470 records)

Mt Emily Safe Center
Salem First Presbyterian Church
Rolling Hills Baptist Church
Baker Elks
Gates Community Church of Christ
PIP Corps LLC
Turtle Ridge Wildlife Center
Grande Ronde Model Watershed Foundation

Western Environmental Law Center
Mercy Flights, Inc.
Holy Trinity Greek Orthodox Cathedral
MECOF Inc.
Beaverton Christians Church
Oregon Humanities
St. Pius X School
Community Connection of Northeast Oregon, Inc.
Living Opportunities, Inc.
Coos Art Museum
OETC
Blanchet House of Hospitality
Merchants Exchange of Portland, Oregon
Coalition for a Livable Future
Central Oregon Visitors Association
Soroptimist International of Gold Beach, OR
Real Life Christian Church
Delphian School
AVON
EPUD-Emerald People's Utility District
Human Solutions, Inc.
The Wallace Medical Concern
Boys & Girls Club of Salem, Marion & Polk Counties
The Ross Ragland Theater and Cultural Center

Cascade Health Solutions
Umpqua Community Health Center
ALZHEIMERS NETWORK OF OREGON
NATIONAL WILD TURKEY FEDERATION
TILLAMOOK ESTUARIES PARTNERSHIP

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

LIFEWORKS NW
COLLEGE HOUSING NORTHWEST
PARALYZED VETERANS OF AMERICA
Independent Development Enterprise Alliance

MID-WILLAMETTE VALLEY COMMUNITY
ACTION AGENCY, INC
HALFWAY HOUSE SERVICES, INC.
REDMOND PROFICIENCY ACADEMY
OHSU FOUNDATION
SHELTERCARE
PRINGLE CREEK SUSTAINABLE LIVING CENTER

PACIFIC INSTITUTES FOR RESEARCH
Mental Health for Children, Inc.
The Dreaming Zebra Foundation
LAUREL HILL CENTER
THE OREGON COMMUNITY FOUNDATION
OCHIN
WE CARE OREGON
SE WORKS
ENTERPRISE FOR EMPLOYMENT AND
EDUCATION
OMNIMEDIX INSTITUTE
PORTLAND BUSINESS ALLIANCE
GATEWAY TO COLLEGE NATIONAL NETWORK

FOUNDATIONS FOR A BETTER OREGON
GOAL ONE COALITION
ATHENA LIBRARY FRIENDS ASSOCIATION
Coastal Family Health Center
CENTER FOR COMMUNITY CHANGE
STAND FOR CHILDREN
ST. VINCENT DEPAUL OF LANE COUNTY
EAST SIDE FOURSQUARE CHURCH
CORVALLIS MOUNTAIN RESCUE UNIT
InventSuccess
SHERIDAN JAPANESE SCHOOL FOUNDATION
MOAIC CHURCH
HOUSING AUTHORITY OF LINCOLN COUNTY
RENEWABLE NORTHWEST PROJECT
INTERNATIONAL SUSTAINABLE DEVELOPMENT
FOUNDATION
CONSERVATION BIOLOGY INSTITUTE

THE NATIONAL ASSOCIATION OF CREDIT
MANAGEMENT-OREGON, INC.
BLACHLY LANE ELECTRIC COOPERATIVE
MORNING STAR MISSIONARY BAPTIST
CHURCH
NORTHWEST FOOD PROCESSORS
ASSOCIATION
INDEPENDENT INSURANCE AGENTS AND
BROKERS OF OREGON
OREGON EDUCATION ASSOCIATION
HEARING AND SPEECH INSTITUTE INC
SALEM ELECTRIC
MORRISON CHILD AND FAMILY SERVICES
JUNIOR ACHIEVEMENT
CENTRAL BIBLE CHURCH
MID COLUMBIA MEDICAL CENTER-GREAT 'N
SMALL
TRILLIUM FAMILY SERVICES, INC.
YWCA SALEM
PORTLAND ART MUSEUM
SAINT JAMES CATHOLIC CHURCH
SOUTHERN OREGON HUMANE SOCIETY
VOLUNTEERS OF AMERICA OREGON
CENTRAL DOUGLAS COUNTY FAMILY YMCA
METROPOLITAN FAMILY SERVICE
OREGON MUSEUM OF SCIENCE AND INDUSTRY

FIRST UNITARIAN CHURCH
ST. ANTHONY CHURCH
Good Shepherd Medical Center
Salem Academy
ST VINCENT DE PAUL
OUTSIDE IN
UNITED CEREBRAL PALSY OF OR AND SW WA

WILLAMETTE VIEW INC.
PORTLAND HABILITATION CENTER, INC.
OREGON STATE UNIVERSITY ALUMNI
ASSOCIATION
ROSE VILLA, INC.
NORTHWEST LINE JOINT APPRENTICESHIP &
TRAINING COMMITTEE
BOYS AND GIRLS CLUBS OF PORTLAND
METROPOLITAN AREA
Oregon Research Institute

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

WILLAMETTE LUTHERAN HOMES, INC
LANE MEMORIAL BLOOD BANK
PORTLAND JEWISH ACADEMY
LANECO FEDERAL CREDIT UNION
GRANT PARK CHURCH
ST. MARYS OF MEDFORD, INC.
US CONFERENCE OF MENONNITE BRETHERN
CHURCHES
FAITHFUL SAVIOR MINISTRIES
OREGON CITY CHURCH OF THE NAZARENE
OREGON COAST COMMUNITY ACTION
NORTHWEST REGIONAL EDUCATIONAL
LABORATORY
COMMUNITY ACTION TEAM, INC.
EUGENE SYMPHONY ASSOCIATION, INC.
STAR OF HOPE ACTIVITY CENTER INC.
SPARC ENTERPRISES
SOUTHERN OREGON CHILD AND FAMILY
COUNCIL, INC.
SALEM ALLIANCE CHURCH
Lane Council of Governments
FORD FAMILY FOUNDATION
TRAILS CLUB
NEWBERG FRIENDS CHURCH
WOODBURN AREA CHAMBER OF COMMERCE

CONTEMPORARY CRAFTS MUSEUM AND
GALLERY
CITY BIBLE CHURCH
OREGON LIONS SIGHT & HEARING
FOUNDATION
PORTLAND WOMENS CRISIS LINE
THE SALVATION ARMY - CASCADE DIVISION
WILLAMETTE FAMILY
WHITE BIRD CLINIC
GOODWILL INDUSTRIES OF LANE AND SOUTH
COAST COUNTIES
PLANNED PARENTHOOD OF SOUTHWESTERN
OREGON
HOUSING NORTHWEST
OREGON ENVIRONMENTAL COUNCIL
LOAVES & FISHES CENTERS, INC.
FAITH CENTER
Bob Belloni Ranch, Inc.
GOOD SHEPHERD COMMUNITIES

SACRED HEART CATHOLIC DAUGHTERS
HELP NOW! ADVOCACY CENTER
TENAS JLLAHEE CHILDCARE CENTER
SUNRISE ENTERPRISES
LOOKING GLASS YOUTH AND FAMILY SERVICES

SERENITY LANE
EAST HILL CHURCH
LA GRANDE UNITED METHODIST CHURCH
COAST REHABILITATION SERVICES
Edwards Center Inc
ALVORD-TAYLOR INDEPENDENT LIVING
SERVICES
NEW HOPE COMMUNITY CHURCH
KLAMATH HOUSING AUTHORITY
QUADRIPLIGICS UNITED AGAINST
DEPENDENCY, INC.
SPONSORS, INC.
COLUMBIA COMMUNITY MENTAL HEALTH
ADDICTIONS RECOVERY CENTER, INC
METRO HOME SAFETY REPAIR PROGRAM
OREGON SUPPORTED LIVING PROGRAM
SOUTH COAST HOSPICE, INC.
ALLFOURONE/CRESTVIEW CONFERENCE CTR.

The International School
REBUILDING TOGETHER - PORTLAND INC.
PENDLETON ACADEMIES
PACIFIC FISHERY MANAGEMENT COUNCIL
DOGS FOR THE DEAF, INC.
PUBLIC DEFENDER SERVICES OF LANE COUNTY,
INC.
EMMAUS CHRISTIAN SCHOOL
DELIGHT VALLEY CHURCH OF CHRIST
SAINT CATHERINE OF SIENA CHURCH
PORT CITY DEVELOPMENT CENTER
VIRGINIA GARCIA MEMORIAL HEALTH CENTER

CENTRAL CITY CONCERN
CANBY FOURSQUARE CHURCH
EMERALD PUD
VERMONT HILLS FAMILY LIFE CENTER
BENTON HOSPICE SERVICE
INTERNATIONAL SOCIETY FOR TECHNOLOGY IN
EDUCATION

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

COMMUNITY CANCER CENTER
OPEN MEADOW ALTERNATIVE SCHOOLS, INC.

CASCADIA BEHAVIORAL HEALTHCARE
WILD SALMON CENTER
BROAD BASE PROGRAMS INC.
SUNNYSIDE FOURSQUARE CHURCH
TRAINING EMPLOYMENT CONSORTIUM
RELEVANT LIFE CHURCH
211INFO
SONRISE CHURCH
LIVING WAY FELLOWSHIP
Women's Safety & Resource Center
SEXUAL ASSAULT RESOURCE CENTER
IRCO
NORTHWEST YOUTH CORPS
TILLAMOOK CNTY WOMENS CRISIS CENTER
SECURITY FIRST CHILD DEVELOPMENT CENTER

CLASSROOM LAW PROJECT
YOUTH GUIDANCE ASSOC.
PREGNANCY RESOUCE CENTERS OF GRETER
PORTLAND
ELMIRA CHURCH OF CHRIST
JASPER MOUNTAIN
ACUMENTRA HEALTH
WORKSYSTEMS INC
COVENANT CHRISTIAN HOOD RIVER
OREGON DONOR PROGRAM
NAMI OREGON
OLIVET BAPTIST CHURCH
SILVERTON AREA COMMUNITY AID
CONFEDERATED TRIBES OF GRAND RONDE
CENTRAL OREGON COMMUNITY ACTION
AGENCY NETWORK
CATHOLIC COMMUNITY SERVICES
NEW AVENUES FOR YOUTH INC
LA CLINICA DEL CARINO FAMILY HEALTH CARE
CENTER
DECISION SCIENCE RESEARCH INSTITUTE, INC.

WESTERN STATES CENTER
HIV ALLIANCE, INC
PARTNERSHIPS IN COMMUNITY LIVING, INC.

FANCONI ANEMIA RESEARCH FUND INC.
BLIND ENTERPRISES OF OREGON
OREGON BALLET THEATRE
SMART
All God's Children International
FARMWORKER HOUSING DEV CORP
UMPUQUA COMMUNITY DEVELOPMENT
CORPORATION
REGIONAL ARTS AND CULTURE COUNCIL
THE EARLY EDUCATION PROGRAM, INC.
MACDONALD CENTER
EVERGREEN AVIATION MUSEUM AND CAP.
MICHAEL KING.
SELF ENHANCEMENT INC.
FRIENDS OF THE CHILDREN
SOUTH LANE FAMILY NURSERY DBA FAMILY
RELIEF NURSE
COMMUNITY VETERINARY CENTER
PORTLAND SCHOOLS FOUNDATION
SUSTAINABLE NORTHWEST
OREGON DEATH WITH DIGNITY
BIRCH COMMUNITY SERVICES, INC.
BAY AREA FIRST STEP, INC.
OSLC COMMUNITY PROGRAMS
EN AVANTI, INC.
ASHLAND COMMUNITY HOSPITAL
NORTHWEST ENERGY EFFICIENCY ALLIANCE
BONNEVILLE ENVIRONMENTAL FOUNDATION

SUMMIT VIEW COVENANT CHURCH
SALMON-SAFE INC.
BETHEL CHURCH OF GOD
PROVIDENCE HOOD RIVER MEMORIAL
HOSPITAL
SAINT ANDREW NATIVITY SCHOOL
BARLOW YOUTH FOOTBALL
SPOTLIGHT THEATRE OF PLEASANT HILL
FAMILIES FIRST OF GRANT COUNTY, INC.
TOUCHSTONE PARENT ORGANIZATION
CANCER CARE RESOURCES
CASCADIA REGION GREEN BUILDING COUNCIL

SHERMAN DEVELOPMENT LEAGUE, INC.
SCIENCEWORKS
WORD OF LIFE COMMUNITY CHURCH

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

SOCIAL VENTURE PARTNERS PORTLAND	Polk Soil and Water Conservation District
OREGON PROGRESS FORUM	Street Ministry
CENTER FOR RESEARCH TO PRACTICE	La Grande Church of the Nazarene
WESTERN RIVERS CONSERVANCY	Spruce Villa, Inc.
UNITED WAY OF THE COLUMBIA WILLAMETTE	House of Prayer for All Nations
	Sacred Heart Catholic Church
EUGENE BALLET COMPANY	African American Health Coaliton, Inc.
EAST WEST MINISTRIES INTERNATIONAL	Happy Canyon Company
SISKIYOU INITIATIVE	Village Home Education Resource Center
EDUCATIONAL POLICY IMPROVEMENT CENTER	Monet's Children's Circle
	Cascade Housing Association
North Pacific District of Foursquare Churches	Dayspring Fellowship
	Northwest Habitat Institute
CATHOLIC CHARITIES	First Baptist Church
FIRST CHURCH OF THE NAZARENE	The Nature Conservancy, Willamette Valley
WESTSIDE BAPTIST CHURCH	Field Office
Little Promises Children's Program	Portland Community Reinvestment Initiatives,
UNION GOSPEL MISSION	Inc.
GRACE BAPTIST CHURCH	GeerCrest Farm & Historical Society
COMMUNITY ACTION ORGANIZATION	College United Methodist Church
OUTSIDE IN	NEDCO
MAKING MEMORIES BREAST CANCER	Salem Evangelical Church
FOUNDATION, INC.	Daystar Education, Inc.
ELAW	Oregon Social Learning Center
COMMUNITY HEALTH CENTER, INC.	Pain Society of Oregon
Greater Portland INC	environmental law alliance worldwide
Boys & Girls Club of Corvallis	Community in Action
Southeast Uplift Neighborhood Coalition	Safe Harbors
First United Presbyterian Church	FIRST CHRISTIAN CHURCH
PDX Wildlife	Pacific Classical Ballet
Jackson-Josephine 4-C Council	Depaul Industries
Childsworld Learning Center	African American Health Coalition
New Artists Performing Arts Productions, Inc.	Ministerio Internacional Casa
	Jesus Prayer Book
Relief Nursery	Workforce Northwest Inc.
Viking Sal Senior Center	Coalition Of Community Health
Boys and Girls Club of the rogue valley	New Paradise Worship Center
DrupalCon Inc., DBA Drupal Association	River Network
Albany Partnership for Housing and	CCI Enterprises Inc
Community Development	Oregon Nurses Association
Hermiston Christian Center & School	GOODWILL INDUSTRIES OF THE COLUMBIA
Dress for Success Oregon	WILLAMETTE
Beaverton Rock Creek Foursquare Church	Mount Angel Abbey
St Paul Catholic Church	YMCA OF ASHLAND
St Mary's Catholic School and Parish	

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

YMCA OF COLUMBIA-WILLAMETTE ASSOCIATION SERVICES	Integral Youth Services
Multnomah Law Library	Our Redeemer Lutheran Church
Friends Of Tryon Creek State Park	Kbps Public Radio
Ontrack Inc.	Skyball Salem Koizer Youth Base
Calvin Presbyterian Church	Open Technology Center
HOLT INTL CHILD	Grace Chapel
St John The Baptist Catholic	CHILDREN'S MUSEUM 2ND
Portland Foursquare Church	Oregon District 7 Little League
Portland Christian Center	Portland Schools Alliance
Church Extension Plan	My Fathers House
Occu Afghanistan Relief Effort	Solid Rock
EUGENE FAMILY YMCA	West Chehalis Friends Church
Christ The King Parish and School	Eugene Creative Care
Congregation Neveh Shalom	Guide Dogs For The Blind
Newberg Christian Church	Children Center At Trinity
First United Methodist Church	Aldersgate Camps and Retreats
Zion Lutheran Church	St. Katherine's Catholic Church
Hoodview Christian Church	Bags of Love
Southwest Bible Church	Grand View Baptist Church
Community Works Inc	Green Electronics Council
Masonic Lodge Pearl 66	Scottish Rite
Molalla Nazarene Church	Western Wood Products Association
Transition Projects, Inc	THE NEXT DOOR
St Michaels Episcopal Church	NATIONAL PSORIASIS FOUNDATION
Saint Johns Catholic Church	NEW BEGINNINGS CHRISTIAN CENTER
Access Inc	HIGHLAND UNITED CHURCH OF CHRIST
Step Forward Activities Inc	OREGON REPERTORY SINGERS
Lane Arts Council	HIGHLAND HAVEN
Community Learning Center	FAIR SHARE RESEARCH AND EDUCATION FUND
Old Mill Center for Children and Families	
Sunny Oaks Inc	Oregon Satsang Society, Inc., A chartered Affiliate of ECKANKAR , ECKA
Little Flower Development Center	First Baptist Church of Enterprise
Hospice Center Bend La Pine P E C I	Oregon Nikkei Endowment
Westside Foursquare Church	Eastern Oregon Alcoholism Foundation
Relief Nursery Inc	Grantmakers for Education
Morning Star Community Church	The Spiral Gallery
MULINOMAH DEFENDERS INC	The ALS Association Oregon and SW Washington Chapter
Providence Health System	Children's Relief Nursery
Holy Trinity Catholic Church	Home Builders
Holy Redeemer Catholic Church	Energy Trust of Oregon
Alliance Bible Church	Oregon Psychoanalytic Center
Mid Columbia Childrens Council	Store to Door
HUMANE SOCIETY OF REDMOND	Depaul Industries

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

Union County Economic Development Corp.
 Camelto Theatre Company
 Camp Fire Columbia
 TAKE III OUTREACH
 Rolling Hills Community Church
 Sandy Seventh-day Adventist Church
 Muddy Creek Charter School
 A FAMILY FOR EVERY CHILD
 1000 FRIENDS OF OREGON
 FAMILY CARE INC
 Clean State Canine Rescue & Rehabilitation
 St. Martin's Episcopal church
 NAMI of Washington County
 Temple Beth Israel
 YMCA of Marion and Polk Counties
 Albertina Kerr Centers
 St. Matthew Catholic School
 Serendipity Center Inc
 Center for Family Development
 West Salem Foursquare Church
 Ashland Art Center
 Apostolic Church of Jesus Christ
 DOUGLAS FOREST PROTECTIVE
 Oregon Lyme Disease Network
 Ecotrust
 SPECIAL MOBILITY SERVICES
 Ronald McDonald House Charities of Oregon &
 Southwest Washington
 Center for Human Development
 DePaul Treatment Centers, Inc.
 Mission Increase Foundation
 Portland Japanese Garden
 The Madeleine Parish
 The Tucker-Maxon Oral School
 Southwest Neighborhoods, Inc
 Wallowa Valley Center For Wellness
 Portland Oregon Visitors Association
 Southern Oregon Project Hope
 Our United Villages
 Samaritan Health Services Inc.
 Kilchis House
 Grace Lutheran School
 Western Mennonite School

Account Type: College and University (28 records)

Oregon State University
 Treasure Valley Community College
 Unviersity of Oregon
 OREGON UNIVERSITY SYSTEM
 WESTERN STATES CHIROPRACTIC COLLEGE
 GEORGE FOX UNIVERSITY
 LEWIS AND CLARK COLLEGE
 PACIFIC UNIVERSITY
 REED COLLEGE
 WILLAMETTE UNIVERSITY
 LINFIELD COLLEGE
 MULTNOMAH BIBLE COLLEGE
 NORTHWEST CHRISTIAN COLLEGE
 NATIONAL COLLEGE OF NATURAL MEDICINE
 BLUE MOUNTAIN COMMUNITY COLLEGE
 PORTLAND STATE UNIV.
 CLACKAMAS COMMUNITY COLLEGE
 MARYLHURST UNIVERSITY
 OREGON HEALTH AND SCIENCE UNIVERSITY
 BIRTHINGWAY COLLEGE OF MIDWIFERY
 pacific u
 UNIVERSITY OF OREGON
 CONCORDIA UNIV
 Marylhurst University
 Corban College
 Oregon Center For Advanced T
 Beta Omega Alumnae
 Oregon Institute of Technology

Account Type: Other (50 records)

Clackamas River Water Providers
 eickhoffdev co inc
 The Klamath Tribe
 Life Flight Network LLC
 COVENANT RETIREMENT COMMUNITIES
 PENTAGON FEDERAL CREDIT UNION
 SAIF CORPORATION
 GREATER HILLSBORD AREA CHAMBER OF
 COMMERCE
 LANE ELECTRIC COOPERATIVE
 USAGENCIES CREDIT UNION
 DOUGLAS ELECTRIC COOPERATIVE, INC.
 ROGUE FEDERAL CREDIT UNION
 PACIFIC CASCADE FEDERAL CREDIT UNION

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

PACIFIC STATES MARINE FISHERIES
COMMISSION
LOCAL GOVERNMENT PERSONNEL INSTITUTE

MID COLUMBIA COUNCIL OF GOVERNMENTS

CLACKAMAS RIVER WATER
GRANTS PASS MANAGEMENT SERVICES, DBA

SPIRIT WIRELESS
Clatskanie People's Utility District
Ricoh USA
Heartfelt Obstetrics & Gynecology
Coquille Economic Development Corporation

Cintas
CITY/COUNTY INSURANCE SERVICE
PIONEER COMMUNITY DEVELOPMENT
Cornerstone Association Inc
COMMUNITY CYCLING CENTER
NPKA
Shangri La
Portland Impact
Eagle Fern Camp
NORTHWEST VINTAGE CAR AND MOTORCYCLE

K Churchill Estates
Cvalco
KLAMATH FAMILY HEAD START
RIVER CITY DANCERS
Oregon Permit Technical Association
KEIZER EAGLES AERIE 3895
Pgma/Cathie Bourne
Astra
CSC HEAD START
Beit Hallel
Oregon Public Broadcasting
La Grande Family Practice
SELCO Community Credit Union
Sphere MD
Halsey-Shedd Fire District
crescent grove cemetery
EOU - NEOAHEC

Account Type: City Special District (21 records)

Molalla Rural Fire Protection District
MONMOUTH - INDEPENDENCE NETWORK
MALIN COMMUNITY PARK AND RECREATION
DISTRICT
TILLAMOOK PEOPLES UTILITY DISTRICT
GLADSTONE POLICE DEPARTMENT
GOLD BEACH POLICE DEPARTMENT
THE NEWPORT PARK AND RECREATION
CENTER
RIVERGROVE WATER DISTRICT
WEST VALLEY HOUSING AUTHORITY
TUALATIN VALLEY FIRE & RESCUE
GASTON RURAL FIRE DEPARTMENT
CITY COUNTY INSURANCE SERVICES
METRO
Roseburg Police Department
SOUTH SUBURBAN SANITARY DISTRICT
OAK LODGE SANITARY DISTRICT
SOUTH FORK WATER BOARD
SUNSET EMPIRE PARK AND RECREATION
SPRINGFIELD UTILITY BOARD
Tillamook Urban Renewal Agency
Boardman Rural Fire Protection District

Account Type: Independent Special District (43 records)

Silverton Fire District
Lewis and Clark Rural Fire Protection District

Rainbow Water District
Illinois Valley Fire District
PORT OF TILLAMOOK BAY
TRI-COUNTY HEALTH CARE SAFETY NET
ENTERPRISE
METROPOLITAN EXPOSITION-RECREATION
COMMISSION
REGIONAL AUTOMATED INFORMATION
NETWORK
OAK LODGE WATER DISTRICT
THE PORT OF PORTLAND
WILLAMALANE PARK AND RECREATION
DISTRICT
TUALATIN VALLEY WATER DISTRICT

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

UNION SOIL & WATER CONSERVATION DISTRICT
LANE EDUCATION SERVICE DISTRICT
TUALATIN HILLS PARK AND RECREATION DISTRICT
PORT OF SIUSLAW
CHEHALEM PARK AND RECREATION DISTRICT

PORT OF ST HELENS
LANE TRANSIT DISTRICT
CENTRAL OREGON INTERGOVERNMENTAL COUNCIL
HOODLAND FIRE DISTRICT NO.74
WEST MULTNOMAH SOIL AND WATER CONSERVATION DISTRICT
SALEM AREA MASS TRANSIT DISTRICT
Banks Fire District #13
KLAMATH COUNTY 9-1-1
GLENDALE RURAL FIRE DISTRICT
COLUMBIA 911 COMMUNICATIONS DISTRICT

NW POWER POOL
Lowell Rural Fire Protection District
TriMet Transit
Estacada Rural Fire District
Keizer Fire District
State Accident Insurance Fund Corporation
Bond Metro Park & Recreation District
La Pine Park & Recreation District
Siuslaw Public Library District
Columbia River Fire & Rescue
Seal Rock Water District
Rockwood Water P.U.D.
Tillamook Fire District
Tillamook County Transportation Dist
Central Lincoln People's Utility District
Jefferson Park and Recreation

Account Type: City (133 records)

Brookings Fire / Rescue
City of Veneta
CITY OF DAMASCUS
Hermiston Fire & Emergency Svcs
CEDAR MILL COMMUNITY LIBRARY
CITY OF LAKE OSWEGO

EUGENE WATER & ELECTRIC BOARD
LEAGUE OF OREGON CITIES
CITY OF SANDY
CITY OF ASTORIA OREGON
CITY OF BEAVERTON
CITY OF BOARDMAN
CITY OF CANBY
CITY OF CANYONVILLE
CITY OF CENTRAL POINT POLICE DEPARTMENT

CITY OF CLATSKANIE
CITY OF CONDON
CITY OF COOS BAY
CITY OF CORVALLIS
CITY OF CRESWELL
CITY OF ECHO
CITY OF ESTACADA
CITY OF EUGENE
CITY OF FAIRVIEW
CITY OF GEARHART
CITY OF GOLD HILL
CITY OF GRANTS PASS
CITY OF GRESHAM
CITY OF HILLSBORO
CITY OF HOOD RIVER
CITY OF JOHN DAY
CITY OF KLAMATH FALLS
CITY OF LA GRANDE
CITY OF MALIN
CITY OF MCMINNVILLE
CITY OF HALSEY
CITY OF MEDFORD
CITY OF MILL CITY
CITY OF MILWAUKIE
CITY OF MORO
CITY OF MOSIER
CITY OF NEWBERG
CITY OF OREGON CITY
CITY OF PILOT ROCK
CITY OF POWERS
RAINIER POLICE DEPARTMENT
CITY OF REEDSPORT
CITY OF RIDDLE
CITY OF SCARPOOSE
CITY OF SEASIDE

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

CITY OF SILVERTON
 CITY OF STAYTON
 City of Troutdale
 CITY OF TUALATIN, OREGON
 CITY OF WARRENTON
 CITY OF WEST LINN/PARKS
 CITY OF WOODBURN
 CITY OF TIGARD, OREGON
 CITY OF AUMSVILLE
 CITY OF PORT ORFORD
 CITY OF EAGLE POINT
 CITY OF WOOD VILLAGE
 St. Helens, City of
 CITY OF WINSTON
 CITY OF COBURG
 CITY OF NORTH PLAINS
 CITY OF GERVAIS
 CITY OF YACHATS
 FLORENCE AREA CHAMBER OF COMMERCE
 PORTLAND DEVELOPMENT COMMISSION
 CITY OF CANNON BEACH OR
 CITY OF ST. PAUL
 CITY OF ADAIR VILLAGE
 CITY OF WILSONVILLE
 HOUSING AUTHORITY OF THE CITY OF SALEM

CITY OF HAPPY VALLEY
 CITY OF SHADY COVE
 CITY OF LAKESIDE
 CITY OF MILLERSBURG
 CITY OF GATES
 KEIZER POLICE DEPARTMENT
 CITY OF DUNDEE
 CITY OF AURORA
 THE CITY OF NEWPORT
 CITY OF ALBANY
 CITY OF ASHLAND
 CITY OF LEBANON
 CITY OF PORTLAND
 CITY OF SALEM
 CITY OF SPRINGFIELD
 CITY OF BURNS
 CITY OF COTTAGE GROVE
 CITY OF DALLAS
 CITY OF FALLS CITY

CITY OF PHOENIX
 CITY OF PRAIRIE CITY
 CITY OF REDMOND
 CITY OF SHERWOOD
 City of Junction city
 City of Florence
 City of Dayton
 City of Monmouth
 City of Philomath
 City of Sheridan
 Seaside Public Library
 City of Yoncalla
 La Grande Police Department
 Cove City Hall
 Woodburn City Of
 NW PORTLAND INDIAN HEALTH BOARD
 Portland Patrol Services
 City Of Bend
 City Of Coquille
 City Of Molalla
 City Of North Bend
 Columbia Gorge Community
 ROCKWOOD WATER PEOPLE'S UTILITY
 DISTRICT
 City of St. Helens
 City of North Powder
 City of Cornelius, OR
 Toledo Police Department
 City of Independence
 City of Baker City
 McMinnville Water & Light
 CITY OF SWEETHOME
 DESCHUTES PUBLIC LIBRARY
 City of Ontario
 North Lincoln Fire & Rescue #1
 CITY OF LINCOLN CITY
 City of Milton-Freewater
 City of Forest Grove
 City Government
 City of Mt. Angel

Account Type: County Special District (27 records)

Netarts-Oceanside RFPD
 UIUC

U.S. COMMUNITIES INFORMATION STATE NOTICE ADDENDUM

Rogue River Fire District
 Tillamook County Emergency Communications District
 Southern Coos Hospital
 Oregon Cascades West Council of Governments
 MULTONAH COUNTY DRAINAGE DISTRICT #1

PORT OF BANDON
 OR INT'L PORT OF COOS BAY
 MID-COLUMBIA CENTER FOR LIVING
 DESCHUTES COUNTY RFPD NO.2
 YOUNGS RIVER LEWIS AND CLARK WATER DISTRICT
 HOUSING AUTHORITY AND COMMUNITY SERVICES AGENCY
 CENTRAL OREGON IRRIGATION DISTRICT
 MARION COUNTY FIRE DISTRICT #J
 COLUMBIA RIVER PUD
 SANDY FIRE DISTRICT NO. 72
 BAY AREA HOSPITAL DISTRICT
 NEAH KAH NIE WATER DISTRICT
 PORT OF UMPQUA
 EAST MULTNOMAH SOIL AND WATER CONSERVANCY
 Benton Soil & Water Conservation District
 DESCHUTES PUBLIC LIBRARY SYSTEM
 CLEAN WATER SERVICES
 Crooked River Ranch Rural Fire Protection District
 PARROTT CREEK CHILD & FAM
 South Lane County Fire And Rescue

Account Type: Community College (15 records)

CENTRAL OREGON COMMUNITY COLLEGE
 UMPQUA COMMUNITY COLLEGE
 LANE COMMUNITY COLLEGE
 MT. HOOD COMMUNITY COLLEGE
 LINN-BENTON COMMUNITY COLLEGE
 SOUTHWESTERN OREGON COMMUNITY COLLEGE
 PORTLAND COMMUNITY COLLEGE
 CHEMEKETA COMMUNITY COLLEGE
 ROGUE COMMUNITY COLLEGE

COLUMBIA GORGE COMMUNITY COLLEGE
 TILLAMOOK BAY COMMUNITY COLLEGE
 KLAMATH COMMUNITY COLLEGE DISTRICT
 OREGON COMMUNITY COLLEGE ASSOCIATION

Oregon Coast Community College
 Clatsop Community College

Account Type: State Agency (36 records)

Oregon Forest Resources Institute
 Office of the Ong Term Care Ombudsman
 Oregon State Lottery
 OREGON TOURISM COMMISSION
 OREGON STATE POLICE
 OFFICE OF THE STATE TREASURER
 OREGON DEPT. OF EDUCATION
 SEIU LOCAL 503, OPEU
 OREGON DEPARTMENT OF FORESTRY
 OREGON STATE DEPT OF CORRECTIONS
 OREGON CHILD DEVELOPMENT COALITION
 OFFICE OF MEDICAL ASSISTANCE PROGRAMS

OREGON OFFICE OF ENERGY
 OREGON STATE BOARD OF NURSING
 BOARD OF MEDICAL EXAMINERS
 OREGON LOTTERY
 OREGON BOARD OF ARCHITECTS
 SANTIAM CANYON COMMUNICATION CENTER

OREGON DEPT OF TRANSPORTATION
 OREGON TRAVEL INFORMATION COUNCIL
 OREGON DEPARTMENT OF EDUCATION
 OREGON DEPT. OF CORRECTIONS
 DEPARTMENT OF ADMINISTRATIVE SERVICES

Oregon Tradeswomen
 Oregon Convention Center
 OREGON SCHL BRDS ASSOCIAT
 OREGON DEPARTMENT OF HUMAN SERVICES

CARE OREGON
 Kdrv Channel 12
 Central Oregon Home Health and Hos
 Oregon Health Care Quality Cor
 Opta Oregon Permit Technician

**U.S. COMMUNITIES INFORMATION
STATE NOTICE ADDENDUM**

HOUSING DEVELOPING CORP
State of Oregon - Department of
Administrative Services
Aging and People with Disabilities
STATE OF OREGON

Account Type: Consolidated City/County (2 records)

City of Carlton
City of Pendleton Convention Center

Account Type: Federal (6 records)

US FISH AND WILDLIFE SERVICE
Bonneville Power Administration
Oregon Army National Guard
USDA Forest Service
Yellowhawk Tribal Health Center
ANGELL JOB CORPS

Account Type: Housing Authority (6 records)

Coquille Indian Housing Authority
HOUSING AUTHORITY OF PORTLAND
NORTH BEND CITY- COOS/URRY HOUSING
AUTHORITY
MARION COUNTY HOUSING AUTHORITY
Housing Authority of Yamhill County
The Housing Authority of the County of
Umatilla

State: WA (1 record)

Account Type: College and University (1 record)

WALLA WALLA COLLEGE

**U.S. COMMUNITIES INFORMATION
FEMA STANDARD TERMS AND CONDITIONS ADDENDUM FOR
CONTRACTS AND GRANTS**

If any purchase made under the Master Agreement is funded in whole or in part by Federal Emergency Management Agency ("FEMA") grants, Contractor shall comply with all federal laws and regulations applicable to the receipt of FEMA grants, including, but not limited to the contractual procedures set forth in Title 44 of the Code of Federal Regulations, Part 13 ("44 CFR 13").

In addition, Contractor agrees to the following specific provisions:

1. Pursuant to 44 CFR 13.36(i)(1), County is entitled to exercise all administrative, contractual, or other remedies permitted by law to enforce Contractor's compliance with the terms of this Master Agreement, including but not limited to those remedies set forth at 44 CFR 13.43.
2. Pursuant to 44 CFR 13.36(i)(2), County may terminate the Master Agreement for cause or convenience in accordance with the procedures set forth in the Master Agreement and those provided by 44 CFR 13.44.
3. Pursuant to 44 CFR 13.36(i)(3)-(6)(12), and (13), Contractor shall comply with the following federal laws:
 - a. Executive Order 11246 of September 24, 1965, entitled "Equal Employment Opportunity," as amended by Executive Order 11375 of October 13, 1967, and as supplemented in Department of Labor ("DOL") regulations (41 CFR Ch. 60);
 - b. Copeland "Anti-Kickback" Act (18 U.S.C. 874), as supplemented in DOL regulations (29 CFR Part 3);
 - c. Davis-Bacon Act (40 U.S.C. 276a-276a-7) as supplemented by DOL regulations (29 CFR Part 5);
 - d. Section 103 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 327-330) as supplemented by DOL regulations (29 CFR Part 5);
 - e. Section 306 of the Clean Air Act (42 U.S.C. 1857(h), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15); and
 - f. Mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871).
4. Pursuant to 44 CFR 13.36(i)(7), Contractor shall comply with FEMA requirements and regulations pertaining to reporting, including but not limited to those set forth at 44 CFR 40 and 41.
5. Pursuant to 44 CFR 13.36(i)(8), Contractor agrees to the following provisions regarding patents:
 - a. All rights to inventions and/or discoveries that arise or are developed, in the

**U.S. COMMUNITIES INFORMATION
FEMA STANDARD TERMS AND CONDITIONS ADDENDUM FOR
CONTRACTS AND GRANTS**

course of or under this Agreement, shall belong to the County and be disposed of in accordance with County policy. The County, at its own discretion, may file for patents in connection with all rights to any such inventions and/or discoveries.

6. Pursuant to 44 CFR 13.36(i)(9), Contractor agrees to the following provisions, regarding copyrights:

a. If this Agreement results in any copyrightable material or inventions, in accordance with 44 CFR 13.34, FEMA reserves a royalty-free, nonexclusive, and irrevocable license to reproduce, publish or otherwise use, for Federal Government purposes:

- (1) The copyright in any work developed under a grant or contract; and
- (2) Any rights of copyright to which a grantee or a contractor purchases ownership with grant support.

7. Pursuant to 44 CFR 13.36(j)(10), Contractor shall maintain any books, documents, papers, and records of the Contractor which are directly pertinent to this Master Agreement. At any time during normal business hours and as often as County deems necessary, Contractor shall permit County, FEMA, the Comptroller General of United States, or any of their duly authorized representatives to inspect and photocopy such records for the purpose of making audit, examination, excerpts, and transcriptions.

8. Pursuant to 44 CFR 13.36(i)(11), Contractor shall retain all required records for three years after FEMA or County makes final payments and all other pending matters are closed. In addition, Contractor shall comply with record retention requirements set forth in 44 CFR 13.42.

U.S. COMMUNITIES INFORMATION
COMMUNITY DEVELOPMENT BLOCK GRANT ADDENDUM

Purchases made under this contract may be partially or fully funded with federal grant funds. Funding for this work may include Federal Funding sources, including Community Development Block Grant (CDBG) funds from the U.S. Department of Housing and Urban Development. When such funding is provided, Contractor shall comply with all terms, conditions and requirements enumerated by the grant funding source, as well as requirements of the State statutes for which the contract is utilized, whichever is the more restrictive requirement. When using Federal Funding, Contractor shall comply with all wage and latest reporting provisions of the Federal Davis-Bacon Act. HUD-4010 Labor Provisions also applies to this contract.



Attachment A: Experience Record

EXPERIENCE RECORD DOCUMENTATION

Developing long-term customer relationships is central to the Garland way of doing business. The relationship development process begins with roof inspections and assessments. Whenever a customer initiates a material-only or turnkey material and installation services contract, a locally based Garland field representative assesses their roof system, investigates problem areas, diagnoses the cause of failure, documents the findings, and suggests resolutions to give the Participating Public Agency the information that will yield maximum benefit for their future roofing investment. The solution options offered range from preventive maintenance to complete replacement, and it is the Garland field representative's task to implement the most effective option at the lowest possible total cost in order to minimize any disruption to the customer's operations and ensure the best life-cycle return on his or her roofing material investment.

Each Garland representative's goal is to develop long-term customer relationships built on mutual trust, which is developed through demonstrated performance. The entire Garland organization is structured to provide support to our representatives, to help ensure that their relationships with customers continue to develop and strengthen over time.

Garland separates itself from our competition by putting the customer at the top of our Corporate Organizational Chart as the CEO of our organization. The second tier of the Corporate Organizational Chart consists of the local field representatives that Garland directly employs throughout the United States, Canada, and the United Kingdom, making them the vice presidents in our organizational structure.

A copy of the organizational structure is provided on the following page.

By committing ourselves to the customer, first, and the Garland representatives, second, Garland's business stays focused on the customer, whose concerns and requirements are continually communicated to us through the people who know them best – our local field representatives. This customer-first philosophy creates a business dynamic wherein business decisions are based on information gathered from our customers via the representatives who serve them, driving the continual evolution of new products, services, and processes that make us a better, stronger business serving satisfied, long-term customers. We look forward to an opportunity to continue serving Cobb County and the other U.S. Communities Participating Public Agencies in a similar fashion.

The development of our design-build competency was the direct result of listening to our customers and responding to their needs. As customer relationships developed with our local Garland representatives, customers frequently requested that all aspects of their roofing projects fall under their Garland representative's management and responsibility. They wanted Garland's assurance that all roof-related trades and expectations of future performance would be managed with the same degree of care and quality that our organization was bringing to the materials we manufactured and the processes our representatives employed in overseeing the installation of our products.

Installed projects implemented under the current Master Agreement between Cobb County and Garland/DBS, Inc. have significantly reduced the time and resource requirements that construction projects place on Participating Public Agencies. Since receiving the award for the Roofing Supplies and Related Products and Services contract in 2009, Garland/DBS has collaborated with Cobb County to quantify 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.

When Garland/DBS, Inc. is contracted to provide a total project delivery using Garland materials manufactured and installed under the supervision of a Garland field representative, we are promising Participating Public Agency customers that the entire roof installation, as well as any additional work incorporated into the project scope, will be managed with the highest level of care, and delivered with the same degree of quality that customers have come to expect from Garland materials.

In the four-plus years of our existing Master Agreement, Garland/DBS, Inc. has continued to evolve, increasing its competencies to encompass an ever-broader array of material solutions and technical support services for the entire building exterior. In every case, we have evaluated, accepted, and developed new categories of products in direct response to customer demand.

Garland/DBS, Inc. is continually expanding its capabilities with new hires, new products, and new services that will enable us to deliver all types of general building construction projects. Specifically, our goal is to continue to meet or exceed customer expectations on the roofing portions of our work, while gaining qualifications that give us the ability to meet or exceed our customers' expectations on all general construction projects.

Garland/DBS, Inc. is growing rapidly following the Garland model for success, i.e., by tailoring our business to the expressed needs and desires of our customers, thereby building successful long-term customer relationships. In the process, we have built a stable, financially secure company with healthy, predictable growth.

Garland/DBS, Inc. looks forward to continuing the relationship of trust we have developed over the last four years with Cobb County and other U.S. Communities Participating Public Agencies. We are committed to helping U.S. Communities grow its program through the addition of new customer "CEOs" to the Garland organization. Should we be awarded a new Master Agreement, our goal will be to meet and exceed the expectations defined in this Roofing Supplies and Services, Waterproofing and Related Products and Services proposal.

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMNACE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDERS QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each f the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn key projects for 25 states). Use Additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
158,000	January-13	November-13	\$ 838,596.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Moisture Scan of Existing SPF Roof, Repairs and Installation of a Reflective Restoration Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Perform aerial pictamotry with drawings and dimensions.
- 2 Infrared scan of existing SPF roof system.
- 3 Remove all loose dirt and foreign debris from the roof surface.
- 4 Remove and replace damaged and wet areas with like materials to match existing SPF.
- 5 Coat the repaired areas with an acrylic coating at a rate of 2.0 gallons / square.
- 6 Apply 2 coats of highly reflective single component urethane roof coating at a rate 1.5 gallons per square per coat.
- 7 Install counter flashing on the mechanical equipment curbs.
- 8 Remove & install new coping cap on parapet walls.
- 9 Replace existing pipe/electrical supports.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess the current roof conditions, make necessary repairs to the existing roof surface and coat the roof with a restoration system. This solution option saved the customer time and money by restoring watertight performance and providing a long-term warranty while simultaneously preventing the need to purchase a more costly roof replacement.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	ROC268135 B-1

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
206,250	August-12	April-13	\$ 279,470.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Moisture Scan of Existing SPF Roof, Repairs and Installation of a Reflective Restoration Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Perform aerial pictamotry with drawings and dimensions.
- 2 Infrared scan of existing SPF roof system.
- 3 Remove all loose dirt and foreign debris from the roof surface.
- 4 Remove and replace damaged and wet areas with like materials to match existing SPF.
- 5 Coat the repaired areas with an acrylic coating at a rate of 2.0 gallons / square.
- 6 Apply two coats of highly reflective single component urethane roof coating at a rate 1.5 gallons per square per coat.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess the current roof conditions, make necessary repairs to the existing roof surface and coat the roof with a restoration system. This solution option saved the customer time and money by restoring watertight performance and providing a long-term warranty while simultaneously preventing the need to purchase a more costly roof replacement.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	ROC268135 B-1

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
17,200	August-13	December-13	\$ 317,499.00

TYPES OF ROOFING / WATERPROOFING SYSTEMS / COMPONENTS:
Clay Tile Roof System Removal & Replacement, Wood Dry-Rot Replacement, Two-ply Self-Adhering Modified Roof Replacement with New Metal Fascia, Gutters and Downspouts

- BRIEF DESCRIPTION OF THE PROJECT:*
- 1 Removal, storage and cleaning of existing clay tile roof system.
 - 2 Installation of a new SBS modified fiberglass reinforced self-adhering base sheet.
 - 3 Replacement of any damaged clay tile with like kind and reinstallation of clay tile roof system.
 - 4 Tear off existing BUR roof system on flat area.
 - 5 Removal and replacement of any bad decking, deteriorated fascia boards or framing components.
 - 6 Install 0.5" Dens deck to flat roof area per the wind uplift calculations.
 - 7 Install SBS modified fiberglass reinforced self-adhering base sheet.
 - 8 Install SBS modified fiberglass/polyester reinforced self-adhering mineral surface cap sheet.
 - 9 Install two coats of a highly reflective white acrylic base and top coat over mineral surfaced cap sheet.
 - 10 Install 15 downspouts and 410 LF of gutter.
 - 11 Install new fascia.
 - 12 Remove and replace skylights.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess a variety of roof systems, including steep slope clay tile and low slope self-adhering modified roof systems. The solution option saved the customer time and money by providing a total watertight solution, including removal and replacement of existing roof systems and skylights, along with gutters and downspouts, under a single contract.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	949380

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
25,901	August-13	December-13	\$ 398,891.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Hot Asphalt Applied Modified Built-Up Roof System; Highly Reflective White Roof Surface Coating

- BRIEF DESCRIPTION OF THE PROJECT:*
- 1 Tear off existing roof down to wood deck and replace bad decking as approved by owner.
 - 2 Remove all abandon equipment and curbs as approved by owner.
 - 3 Raise all units 8" off deck and install roof curbs with 22 Gauge fully welded galvanized metal pans.
 - 4 All duct joints brushed clean and coated with a three-course application of urethane and polyester.
 - 5 All duct work to be coated with a urethane coating.
 - 6 Install new crickets and loose lay red rosin sheet.
 - 7 Mechanically attach ASTM 4601 Type II base sheet according to wind uplift calculations.
 - 8 Install two plies of type IV Felt in low odor Type III Hot Asphalt.
 - 9 Install SBS modified fiberglass reinforced mineral surface capsheet over entire roof surface.
 - 10 Coat drain sump areas with highly reflective white polyurea coating and remaining roof areas with highly reflective white acrylic coating (2 coat application).
 - 11 Replace existing coping and counter flashings.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess existing conditions and provide all necessary roof system components and coatings under one manufacturer and warranty. Garland/DBS provided value to the customer by assessing the existing conditions, repairing the decking where needed, and installing durable multi-ply modified built-up roof system. Additionally, Garland/DBS applied a highly reflective white roof coating for surfacing and a polyurea was used in sump areas for better water resistance.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS, Inc.	Cleveland, OH	949380

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
6,400	February-13	July-13	\$ 97,381.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Hot Asphalt Applied Two-ply Modified Roof System with Highly Reflective White Roof Surface Coating and New Edge Metal

- BRIEF DESCRIPTION OF THE PROJECT:**
- 1 Tear off existing BUR down to wood fiber insulation, reuse dry insulation and replace wet insulation with like kind and thickness.
 - 2 Install one ply of SBS modified 80 mil thick fiberglass reinforced base sheet in Type IV Asphalt.
 - 3 Install SBS modified polyester/fiberglass reinforced cap sheet in Type IV Hot Asphalt.
 - 4 Install white polyurea coating and broadcast mineral over the entire roof.
 - 5 Install new edge metal.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess existing conditions and perform tear-off of a built-up roof system down to insulation and install a durable two-ply modified system in hot asphalt with highly reflective roof surface coating. Garland/DBS saved the customer the expense of needing to replace the costly insulation on the roof by identifying areas on the roof with performance issues and addressing these issues before widespread failure occurred.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
4,492.	April 13	September-13	\$ 97,936.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Hot Asphalt Applied Multi-Ply Modified Built-Up Roof System with Highly Reflective Roof Surface Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Tear off existing roof to concrete deck.
- 2 Prime concrete deck with asphaltic-based primer.
- 3 Install tapered polyisocyanurate insulation system in hot asphalt.
- 4 Install 0.5" wood fiberboard in hot asphalt.
- 5 Install two plies of Type VI felts in hot asphalt.
- 6 Install SBS modified polyester/fiberglassed reinforced eco-friendly membrane in hot asphalt.
- 7 Install white polyurea coating and broadcast granules over the entire roof surface.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to design and build an appropriate, long-term solution to replace the existing roof, adding slope for proper drainage. This project consisted of installing a durable multi-ply modified roof system with highly reflective roof surface coating and eco-friendly cap sheet membrane, adding value to the customer by providing a properly designed long-term solution on a building that serves as a campus fixture.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
65,000	July-12	December-12	\$ 885,840.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Hot Applied Two-Ply Modified Roof System; Metal Wall Panel System and All New Edge Metal; Aluminum Coating for Rooftop Mechanicals

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Perform an infrared scan and replace any wet insulation with like kind and thickness.
- 2 Install an additional 1.5" polyisocyanurate insulation and 0.5" wood fiber board over existing roof system.
- 3 Install one ply of SBS modified fiberglass reinforced 80 Mil base sheet in Type III asphalt.
- 4 Install one ply of SBS modified fiberglass reinforced mineral surfacemembrane in Type III asphalt.
- 5 Install new metal wall panel system on the northeast brick wall.
- 6 Retrofit existing metal edge with new metal edge system.
- 7 Coat all roof top mechanicals with non-fibered aluminum paint.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Mater Agreement 09-5408 and demonstrates Garland/DBS's capability to provide a complete design-build delivery by assessing the existing roof condition and save the customer money by determining that most of the insulation could be saved despite roof system deterioration. Adding additional insulation helped to improve energy efficiency as well. This project also demonstrates Garland/DBS's ability to install a durable two-ply modified roof system; fix the brick wall by cladding it with a metal wall panel system and coat the roof top mechanicals as a design-build contract with complete responsibility for the design, construction and long-term warranty.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	MCO.0903127

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
6,700	September-13	December-13	\$ 175,499.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Hot Applied 2 Ply Modified Bitumen Roof System with New Metal Edge

- BRIEF DESCRIPTION OF THE PROJECT:*
- 1 Remove all existing roofing down to the tectum deck and inspect decking for damage and repair or replacement.
 - 2 Mechanically fasten one ply ASTM 4601 asphalt base sheet according to wind up-lift calculations.
 - 3 Install tapered polyisocyanurate insulation system in Type III asphalt.
 - 4 Install 0.5" woodfiber board in Type III asphalt.
 - 5 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in Type III asphalt.
 - 6 Install SBS modified fiberglass/polyester reinforced mineral surface membrane in Type III asphalt.
 - 7 Install new metal edge system.
 - 8 Coat the entire roof, all flashings and roof top mechanicals using asphalt based aluminum coating.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a built-up roof system with reflective aluminum coating and new metal edge system. This solution saved the customer from costly deck replacement because Garland/DBS was able to identify and repair or replace only the portions of decking that were damaged by the existing roof system failure.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	MCO.0903127

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
11,673	May-13	August-13	\$ 140,360.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Hot Asphalt Applied Two-Ply Modified Roof System with Flood & Gravel Surfacing; Lightning Protection System Modification and Recertification

- BRIEF DESCRIPTION OF THE PROJECT:**
- 1 Removal of existing roof to concrete deck.
 - 2 Replace damaged wood nallers.
 - 3 Prime concrete deck.
 - 4 Install 1.5" polyisocyanrute in Type IV Asphalt.
 - 5 Install 0.5" woodfiber coverboard in Type IV asphalt.
 - 6 Install one ply SBS modified fiberglass reinforced 80 mil thick modified membrane in Type IV asphalt.
 - 7 Install SBS modified fiberglass/polyester reinforced modified membrane in Type IV asphalt.
 - 8 Install flood coat in Type IV asphalt and gravel.
 - 9 Reinstall lightning protection system.
 - 10 Relocation of any junction boxes currently installed on the base flashings.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess existing roof system and provide a solution option that meets the customers needs within their determined budget. For this solution, we provided a complete tear-off of the existing roof system and installed al durable two-ply modified roof system with flood and gravel surfacing. We also performed lightning protection system modification and recertification. The customer was able to have all roofing and roof top work completed under one contract with Garland/DBS.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	CCC1329539 CGC1517248

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
6,200	August-13	November-13	\$ 131,286.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Tile Roof Replacement & Flat Roof Repairs

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing tile roof.
- 2 Install one ply of SBS modified self-adhering base sheet.
- 3 Install new tile roof system.
- 4 Install new copper flashings, gutters and downspouts.
- 5 Cut out and repair all blisters on flat roof areas.
- 6 Seal all lightning protection systems with polyurethane caulk.
- 7 Cut and repair all voids with 3 course and mesh (asphalt flashing adhesive).
- 8 Coat or repair all rusted drain strainers.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to work with a variety systems, including tile and flat roofs, and perform all necessary repair and replacement work under one contract for the customer. For this project, Garland/DBS removed and replaced a tile roof system and made repairs to all blisters on flat roof areas. We also installed new copper flashings, gutters and downspouts and sealed the lightning protection system with caulk, creating a watertight system for the customer.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	CCC1329539

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Two-Ply Torch Applied Modified Roof System; Pedestrian Walkway Waterproofing System, Elastomeric Wall Coating System, Caulking, Rust Inhibitive Metal Coating

BRIEF DESCRIPTION OF THE PROJECT:

Scope of Work - Torch-Applied Roof System:

- 1 Tear-off roof to lightweight concrete deck and repair any damaged lightweight.
- 2 Install one ply of SBS modified torch applied base sheet and SBS modified torch applied cap sheet.
- 3 Flood coat roof area with cold process coal tar pitch.
- 4 Reuse edge metal and coat all coping cap with rust inhibitive paint.

Scope of Work - Lower Patio Walkway Area:

- 1 Scrape or sand existing decking to suitable surface and powerwash clean and repair spalling concrete.
- 2 Install pedestrian walkway system; wear coat with embedded quartz aggregate and clear top coat.

Scope of Work - Exterior Vertical Surfaces:

- 1 Power wash existing building with simple green cleaner at 3,000 PSI.
- 2 Repair Stucco to make smooth and uniform up to 300 Sq.Ft. included in bid.
- 3 Coat all walls around building with elastomeric coating.

Scope of Work - Metal Frame SE Corner, Metal Doors and Metal Railings:

- 1 Wire brush and power wash with simple green cleaner.
- 2 Apply one coat of rust inhibitive primer and one coat of rust inhibitive top coat.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess all roofing and exterior building envelope systems and determine the appropriate long-term solution that meets the customers needs and fits in their budget. For this project, Garland/DBS performed metal coating restoration, installed a torch-applied roofing system, applied all wall coatings and pedestrian walkway system, and performed all roofing and waterproofing repairs, restoration and replacement work under one contract as a single point of responsibility.

PRIME CONTRACTOR NAME:

Garland/DBS Inc.

PRIME CONTRACTOR LOCATION (CITY & STATE):

Cleveland, OH

STATE LICENSE # (IF APPLICABLE):

CGC1517248

CCC1329539

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
38,000	March-13	September-13	\$ 321,622.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Cold Process Asphalt Two-Ply Modified with Elastomeric Aluminum Coating; Rust Inhibitive Metal Coating System

- BRIEF DESCRIPTION OF THE PROJECT:**
- 1 Fasten 0.25" DensDeck through existing roof system in the deck per wind up-lift calculations.
 - 2 Install one ply SBS modified fiberglass reinforced 80 Mil modified base sheet in cold process asphalt adhesive.
 - 3 Install SBS modified fiberglass reinforced mineral surfaced modified membrane.
 - 4 Prime and paint metal pipes with rust inhibitive paint.
 - 5 Coat roof with non-fibered aluminum roof coating.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess the existing roof condition and install a two-ply modified retrofit roofing system finished with an elastomeric aluminum coating to save existing roof insulation and add energy efficiency with increased reflectivity. This solution offered benefits to the customer because it allowed Garland/DBS the to save the roof from further deterioration and protect it with a durable roofing system while saving the existing roof's thermal protection and increasing its reflectivity and energy efficiency.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	GCCO003281

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT): 4,000	START DATE (MONTH & YEAR): April-13	DATE COMPLETE (MONTH & YEAR): June-13	FINAL CONTRACT AMOUNT: \$ /5,068.00
---------------------------------------	---	---	---

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Cold Process Coal Tar Pitch Modified Roofing System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to existing lightweight concrete deck.
- 2 Loose lay base sheet over deck.
- 3 Mechanical attach 1.5" polyisocyanurate insulation per wind up-lift calculations.
- 4 Install 0.25" DensDeck in insulation adhesive per wind up-lift calculations.
- 5 Install one ply SBS modified fiberglass reinforced coal tar base sheet in cold process coal tar pitch adhesive.
- 6 Install SBS modified coal tar pitch fiberglass/polyester reinforced mineral surfaced membrane in cold process coal tar pitch adhesive.
- 7 Install new perimeter edge metal system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess current roof conditions and provide the only SBS modified coal tar pitch roofing system available in the market. Coal tar pitch is considered to be the longest-lived roofing system in the market and is used in specific applications where there is little to no slope or threat of chemical contact. Many times Garland is able to provide a coal tar roof solution when a roof requires slope when traditional system would require expensive tapered insulation packages and roof top modifications to accommodate the new roof height.

PRIME CONTRACTOR NAME: Garland/DBS Inc.	PRIME CONTRACTOR LOCATION (CITY & STATE): Cleveland, OH	STATE LICENSE # (IF APPLICABLE): GCCO003281
---	---	---

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
25,000	May-13	August-13	\$ 107,716.20

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Replacement of Shingle Roof System, SBS Modified Self-Adhering Underlayment, New Metal Gutters and Downspouts

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing shingles down to wood decking.
- 2 Install one ply SBS modified self adhering base sheet.
- 3 Install new 30 year architectural shingle.
- 4 Replace all drip, rake, hip and eave metal trim pieces to match existing.
- 5 Install step flashing along all walls.
- 6 Replace gutters and downspouts.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess the existing roof conditions and complete a replacement on shingle roof systems. Garland/DBS provided extra value to the customer by adding the durability of an SBS modified self-adhering underlayment and by providing the same level of service and expertise on shingle roof systems as on modified and metal roof systems.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	GCCO003281

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
29,848	October-13	December-13	\$ 275,369.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Cold Process Coal Tar Pitch Modified Roof System with Coal Tar Pitch Flood Coat; Elastomeric Aluminum Coating; Highly Reflective White Polyurea Restoration Coating System; Cold Process Asphalt Restoration Coating System; HVAC System Replacement

BRIEF DESCRIPTION OF THE PROJECT:
New Roof System:

- 1 Perform HVAC removal and installation prior to roofing work.
- 2 Perform Infrared scan to determine areas of wet insulation. Replace with like kind and thickness.
- 4 Install 0.5" recovery board over existing roof in insulation adhesive.
- 5 Install one ply SBS modified fiberglass reinforced coal tar pitch 80 mil modified base sheet in cold process coal tar pitch adhesive.
- 6 Install SBS modified fiberglass/polyester coal tar pitch modified membrane in cold process coal tar pitch adhesive.
- 7 Install cold process coal tar pitch flood coat and gravel surface.

Reflective Coating & Restoration Systems:

- 1 Clean roof, repair all blister and splits, reinforce all flashings.
- 2a Install highly reflective asphalt based aluminum coating or white polyurea coating over specific roof surface.
- 2b Prime existing roof and install cold process asphalt restoration coating and gravel.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess the existing conditions of multiple roof sections and provide customized solutions for each section based upon existing conditions, budgets and future performance expectations. This also demonstrates our ability to provide multiple roofing and waterproofing solutions under one contract with a single source of accountability.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	GCCO003281

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ. FT.):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
103,000	July-12	November-12	\$ 1,332,402.50

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Cold Applied 2 Ply Coal Tar Pitch Modified System & Wall Panels

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Perform infrared survey of roof to identify areas of wet insulation.
- 2 Replace areas of wet insulation with new like kind and thickness insulation, cut and repair all blisters on existing roof.
- 3 Apply 0.25" gypsum recovery board over existing roof with insulation adhesive.
- 4 Install one ply SBS modified fiberglass reinforced coal tar pitch base sheet in cold process coal tar pitch
- 5 Install one ply SBS modified fiberglass/polyester reinforced coal tar pitch membrane in cold process coal tar pitch adhesive.
- 6 Install flood coat of cold applied coal tar pitch and gravel surface.
- 7 Install exposed fastened wall panels over parapet walls.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a cold applied 2 ply modified coal tar pitch roof system with wall panel system. Coal tar pitch system saved the customer money by eliminating need for tapered insulation system while meeting building code for low slope roof applications.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	005754 Unlimited 3

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
7,000	June-12	August-12	\$ 163,837.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Barrel Roof - Standing Seam Metal Retrofit System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Tear off existing roofing down to deck.
- 2 Install 3.0" polyisocyanurate insulation direct to wood deck.
- 3 Install one ply SBS modified fiberglass reinforced self adhering base sheet of insulation.
- 4 Install standing seam roof clips with approved fasteners and spacing through insulation to wood deck per wind up-lift calculations
- 5 Install standing seam reroof panels 18" wide, 24 gauge, 2-3/8" seam height to clip system and install cap over seams.
- 6 Install engineered non penetrating snow retention system.
- 7 Wrap fascia and soffit with new metal and use stiffener bar as necessary to prevent oil canning.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install standing seam metal roof panels over a barrel roof deck.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	005754 Unlimited 3

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
15,260	March-13	June-13	\$ 353,620.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Torch Applied Modified Bitumen Roof System for Recover Application

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Tear off single ply membrane down to existing insulation.
- 2 Replace any wet insulation with like kind and thickness.
- 3 Mechanically fasten 0.5" DensDeck through the metal deck per wind up-lift calculations.
- 4 Install 0.25" DensDeck in insulation adhesive.
- 5 Install two plies of SBS modified fiberglass reinforced torch applied base sheets.
- 6 Install SBS modified fiberglass reinforced torch applied membrane with highly reflective minerals.
- 7 Install new metal edge system.
- 8 Install walkpads.
- 9 Install new pipe supports.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess existing roof conditions and perform installation of SBS modified roof system and accessories, including new metal edge system, walkpads and new pipe supports. Garland/DBS was able to provide this turnkey solution under one contract for the customer.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	104.015673

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT): 36,800	START DATE (MONTH & YEAR): June-13	DATE COMPLETE (MONTH & YEAR): November-13	FINAL CONTRACT AMOUNT: \$ 850,270.00
--	--	---	--

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Torch Applied Modified Bitumen Roof System

- BRIEF DESCRIPTION OF THE PROJECT:**
- 1 Remove existing roof down to concrete deck.
 - 2 Prime concrete deck.
 - 3 Install one ply SBS modified fiberglass reinforced torch applied base sheet as a vapor retarder/temporary roof.
 - 4 Install 2.5" base layer polyisocyanurate insulation in insulation adhesive.
 - 5 Install 0.25" tapered polyisocyanurate insulation system in insulation adhesive.
 - 6 Adhere 0.5" DensDeck in insulation adhesive.
 - 7 Install one ply SBS modified fiberglass reinforced torch applied base sheet.
 - 8 Install SBS modified fiberglass reinforced torch applied mineral surface membrane.
 - 9 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess the existing roof conditions and provide the most appropriate, cost effective solution to meet the customers needs and budget. For this project, Garland/DBS installed a SBS modified torch applied roof system with mineral surface membrane cap sheet and associated accessories under one turnkey contract.

PRIME CONTRACTOR NAME: Garland/DBS Inc.	PRIME CONTRACTOR LOCATION (CITY & STATE): Cleveland, OH	STATE LICENSE # (IF APPLICABLE): 104.015673
---	---	---

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
31,280	April-13	September-13	\$ 616,270.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Hot Asphalt Applied Modified Bitumen Roof System with Cold Asphalt Applied Flood Coat and Gravel

- BRIEF DESCRIPTION OF THE PROJECT:*
- 1 Remove existing roof system down to the structural concrete deck.
 - 2 Remove all abandon curbs.
 - 3 Prime concrete deck.
 - 4 Install 2.5" base layer polyisocyanurate with 1/4" tapered insulation system in Type III asphalt.
 - 5 Install 1/2" high density wood fiberboard in Type III asphalt.
 - 6 Install 2 plies Type IV felts in Type III asphalt.
 - 7 Install SBS modified fiberglass/polyester reinforced membrane in Type III asphalt.
 - 8 Install cold process asphalt flood and gravel surfacing.
 - 9 Install new metal edge systems.
 - 10 Paint all rusted metal with white rust inhibitive paint.
 - 11 Coordinate the existing rock ballast with the County to keep.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess current roof conditions and develop a comprehensive, cost effective solution for the customer. For this project, Garland/DBS installed a cold applied SBS modified roof system with a flood coat and gravel and related accessories, all seamlessly under one contract with single source accountability from inception to completion.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

--	--	--	--

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
14,300	April-13	September-13	\$ 284,132.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Hot Asphalt Applied Modified Bitumen Roof System with Cold Applied Asphalt Flood Coat and Gravel

- BRIEF DESCRIPTION OF THE PROJECT:**
- 1 Remove existing roof system down to concrete deck.
 - 2 Prime existing concrete.
 - 3 Install 2.5" polyisocyanurate insulation in Type III asphalt.
 - 4 Install 0.5" woodfiber board insulation in Type II asphalt.
 - 5 Install two plies Type IV fiberglass felts in Type III asphalt.
 - 6 Install SBS modified fiberglass reinforced membrane in Type III asphalt.
 - 7 Install cold process asphalt flood coat and gravel surfacing.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess the current roof conditions and develop an appropriate solution to meet the customer's needs and budget. In this case, Garland/DBS removed the existing roof and installed a new SBS modified built up roof system. This solution option saved the customer time and money by restoring watertight performance and providing a long-term warranty under one single contract and point of accountability.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No license Required

--	--	--	--

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
42,700	June-13	December-13	\$ 702,924.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Hot Asphalt Modified Bitumen Roof System

- BRIEF DESCRIPTION OF THE PROJECT:**
1. Removal of existing roof system down to insulation, reuse existing dry insulation.
 2. Replace wet insulation with like kind and thickness.
 3. Install two plies Type IV felts in hot asphalt.
 4. Install SBS modified fiberglass reinforced membrane in hot asphalt.
 5. Install hot asphalt flood coat and gravel.
 6. Replace missing drain strainers.
 7. Install new metal edge system and wall panels.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess the current roof conditions and develop a cost-effective solution that meets the needs and budget of the customer. For this project, Garland/DBS installed a new modified bitumen roof system with a flood coat and gravel surface, associated accessories and new metal wall panel system, providing a watertight solution for the total building envelope under one convenient contract.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
16,800	September-12	September-13	\$ 85,954.85

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Modified Bitumen System in Cold Process Adhesive; Shingle Roof System; Metal Wall System

- BRIEF DESCRIPTION OF THE PROJECT:**
- 1 Remove existing roof down to wood decking.
 - 2 Install self adhering base sheet and new shingle roof over shingle sections.
 - 3 Mechanically attach 2.0" polyisocyanurate insulation in accordance to wind up-lift calculations.
 - 4 Adhere 0.5" Securock in insulation adhesive.
 - 5 Install one ply SBS modified fiberglass reinforced 80 Mil modified base sheet in cold process adhesive.
 - 6 Install SBS modified fiberglass reinforced modified membrane in cold process adhesive.
 - 7 Install cold process asphalt flood coat and gravel surface.
 - 8 Install new metal edge system and wall panels.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability of assessing existing roof conditions and performing roof repairs and replacements on various types of roofs in one project. For this project, Garland/DBS installed new shingle roof sections, a cold applied built up roof system and metal wall panel system to provide the customer a complete, watertight solution seamlessly under one contract.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
18,100	August-13	October-13	\$ 458,799.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Self Adhered Modified Roof System with White Elastomeric Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roofs down to the underlying wood deck.
- 2 Mechanically attach 2.0" polyisocyanurate insulation per wind up-lift calculations.
- 3 Install 0.5" DensDeck in insulation adhesive.
- 4 Install one ply SBS modified fiberglass reinforced self adhering base sheet.
- 5 Install SBS modified fiberglass/polyester reinforced mineral surface self adhering modified membrane.
- 6 Coat the entire roof field with a white elastomeric acrylic coating.
- 7 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess existing roof conditions and develop the most appropriate solution for the customer's needs and budget. For this project, Garland/DBS installed self-adhered modified roof systems with white elastomeric coatings to domed and flat roof sections, as well as new metal edge systems.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No license Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
20,500	September-12	December-12	\$ 516,931.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2 Ply Modified Bitumen Roof System in Solvent Free Cold Process Adhesive with White Reflective Gravel Surface

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Tear off existing roof down to concrete deck.
- 2 Adhere 2.5" polyisocyanurate tapered insulation in insulation adhesive.
- 3 Install SBS modified fiberglass reinforced 80 Mil base sheet in solvent free cold process adhesive.
- 4 Install SBS modified fiberglass/polyester reinforced membrane in solvent free cold process adhesive.
- 5 Install solvent free cold process flood coat and white reflective gravel surfacing.
- 6 Remove and reinstall existing lightning protection system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess current roof conditions and develop a long-term solution for the customer that meets their needs and their budget. For this project, Garland/DBS installed a modified bitumen roof system in solvent free cold process adhesive with flood coat and white reflective gravel surface. This project also demonstrates Garland/DBS's capability in removing existing rooftop lightning protection systems and reinstalling when the new roof installation is complete.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
3,800	August-12	October-12	\$ 88,478.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Modified Bituemn Roof System in Solvent Free Cold Process Adhesive with Flood Coat and Gravel Surface

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to metal deck.
- 2 Mechanically attach 5" polyisocyanurate insulation according to wind up-lift calculations.
- 3 Adhere 0.5" DensDeck in insulation adhesive.
- 4 Install one ply SBS modified fiberglass reinforced base sheet in solvent free cold process adhesive.
- 5 Install SBS modified fiberglass/polyester reinforced modified membrane in solvent free cold process adhesive.
- 6 Install flood coat of solvent free cold process adhesive and gravel surface.
- 7 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess the current roof conditions and develop an appropriate solution to meet the customer's needs and budget. In this case, Garland/DBS removed the existing roof and installed a new SBS modified built up roof system.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
16,800	May-13	June-13	\$ 343,388.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Modified Bitumen System in Cold Process Asphalt Adhesive

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to metal deck.
- 2 Mechanically attach 2.5" polyisocyanurate insulation per wind up-lift calculations.
- 3 Adhere 0.5" woodfiber board in insulation adhesive.
- 4 Install two plies ASTM 4601 asphalt base sheets in cold process asphalt adhesive.
- 5 Install SBS modified fiberglass/polyester reinforced modified membrane in cold process asphalt adhesive.
- 6 Install cold process asphalt flood coat and gravel surface.
- 7 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess exist roof conditions and develop a cost effective solution to meet the customer's needs. For this project, Garland/DBS installed a modified cold applied system with flood coat and gravel surface and new metal edge system under one single point of accountability for the customer.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
56,000	May-13	August-13	\$ 315,739.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Gravel Roof Restoration with Cold Process Asphalt

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Perform infrared scan to identify areas of wet insulation.
- 2 Remove gravel from existing roof.
- 3 Antennas removed during project and reset "by others".
- 4 Remove existing flashings on perimeter and replace with two ply modified flashing system set in cold process adhesive.
- 5 Cut out areas of wet insulation and replace with like kind and thickness and tie into existing roof.
- 7 Install cold process asphalt restoration coating and gravel surfacing.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to assess the current roof conditions and perform a cold process roof restoration. For this project, Garland/DBS performed infrared scans to determine the wet areas of roof that need to be replaced and performed complete restoration that included a new cold applied flood coat and gravel system. The restoration system saved the owner time and money by extending the current roof system's life.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No license required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
1,800	October-13	December-13	\$ 53,950.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Modified Bitumen Torch Applied System

- BRIEF DESCRIPTION OF THE PROJECT:**
- 1 Build block wall to match existing building height to eliminate steep slope metal roof and gutters.
 - 2 Install drains and internal plumbing to eliminate external gutter and water run-off as safety hazard.
 - 3 Match polyisocyanurate insulation to profile of existing metal roof and fasten per wind up-lift calculations.
 - 4 Install 2" polyisocyanurate insulation in insulation adhesive.
 - 5 Install 0.5" DensDeck in Insulation adhesive.
 - 6 Install one ply SBS modified fiberglass reinforced torch applied base sheet.
 - 7 Install SBS modified fiberglass reinforced mineral surface torch applied membrane.
 - 8 Install asphalt based aluminum reflective coating to entire surface.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to collaborate with the customer's architect and install a modified torch applied built up roof system on a small roof space that was a safety hazard at main entrance since 2001.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
60750	September-12	July-13	\$ 558,927.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Flood and Gravel Modified Bitumen Roof System with Hot Applied Vapor Retarder

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to deck.
- 2 Mechanically attach 0.5" DensDeck according to wind up-lift calculations.
- 3 Install two plies ASTM 2178 asphalt felts in hot asphalt.
- 4 Install tapered polyisocyanurate insulation system in hot asphalt.
- 5 Install 0.5" wood fiber board in hot asphalt.
- 6 Install three plies ASTM 2178 asphalt felts in hot asphalt.
- 7 Install one ply SBS modified fiberglass/polyester reinforced membrane in hot asphalt.
- 8 Install flood coat of hot asphalt and gravel surface.
- 9 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a 2-ply hot vapor barrier and gravel surfaced modified bitumen roof systems. This project included a new metal edge system as well.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
76563	April-13	September-13	\$ 1,462,526.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Gravel Surface Modified Bitumen Roof System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roofs down to metal deck.
- 2 Mechanically attach 1/8" tapered polyisocyanurate insulation system per wind up-lift calculations.
- 3 Install 0.5" woodfiber board in Type III asphalt.
- 4 Install three plies Type IV asphalt felts in Type III asphalt.
- 5 Install SBS modified fiberglass/polyester reinforced modified membrane in Type III asphalt.
- 6 Install flood coat of Type III asphalt and gravel surfacing
- 7 Install new 24 ga prefinished scuppers at locations as required by code.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a gravel surface modified bitumen roof system and scuppers on multiple buildings for the customer under one contract. This provided the customer a watertight solution for three problem roof areas on three separate buildings from a single, accountable source.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ. FT.):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
5,000	February-13	June-13	\$ 206,218.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2-Ply Modified Bitumen Roof System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to tectum deck and replace damaged decking.
- 2 Mechanically attach tapered polyisocyanurate insulation system according to wind up-lift calculations.
- 3 Install 0.5" wood fiber board in hot asphalt.
- 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in hot asphalt.
- 5 Install SBS modified fiberglass reinforced mineral surface modified membrane in hot asphalt.
- 6 Coat entire roof with reflective asphalt based aluminum paint.
- 7 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a hot applied built up roof system, coated with reflective asphalt based aluminum paint and a new metal edge system. Garland/DBS helped the customer attain a watertight solution with a long-term warranty.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc,	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
8,100	March-13	August-13	\$ 110,331.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
2-Ply Modified Bitumen Roof System and Parapet Wall Flashing

BRIEF DESCRIPTION OF THE PROJECT:
Hot-Applied Installation
 1 Tear off the existing assembly down to the gypsum deck.
 2 Mechanically fasten one ply Type II glasbase sheet according to wind up-lift calculations.
 3 Install one ply of Type II glasbase in a Type III asphalt.
 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in hot asphalt.
 5 Install SBS modified fiberglass/polyester reinforced membrane in Type III asphalt.
 6 Install cold process asphalt flood coat and gravel surface.
Parapet Walls
 1 Install 1.5" polyisocyanurate insulation set in single component caulk grade adhesive.
 2 Install a spring tight skirt piece along 34' of the northeast corner as reinforcement of the insulation.
 3 Mechanically attach plywood sheathing along the metal paneled wall for flashings.
 4 Run field plies up and over the stone coping caps and install new 24 ga. white pre-finished metal coping cap.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
 This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess the existing roof conditions and develop a cost effective, long term solution for the customer. For this project, Garland/DBS installed a built up roof system with a cold applied flood coat and gravel surface and also include parapet wall repairs with related accessories. This solution restored watertight performance to the building envelope with convenience of delivery from one single source of accountability.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
16,500	July-13	September-13	\$239,669

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2 Ply Modified Bitumen Roof and Urethane Restoration

BRIEF DESCRIPTION OF THE PROJECT:

Modified Section

- 1 Remove existing roof down to metal deck.
- 2 Mechanically attach 2" polyisocyanurate insulation and 0.5" wood fiber insulation according to wind up-lift calculations.
- 3 Install SBS modified fiberglass reinforced 80 mill base sheet in hot asphalt.
- 4 Install SBS modified fiberglass/polyester reinforced mineral surface modified membrane in hot asphalt.

Modified Section

- 1 Remove existing roof down to existing insulation.
- 2 Replace any wet insulation with like kind and thickness.
- 3 Mechanically attach 0.5" woodfiber board, through the existing insulation, according to wind up-lift calculations.
- 4 Install one ply SBS modified fiberglass reinforced 80 Mill base sheet in hot asphalt.
- 5 Install SBS modified fiberglass/polyester reinforced mineral surfaced membrane in hot asphalt.

Restoration

- 1 Inspect existing roof surface and prepare surface by pressure washing.
- 2 Install one coat of base coat polyurethane coating over the entire roof and embed polyester at all seams.
- 3 Install top coat of highly reflective polyurethane coating over the entire roof.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess multiple roof sections on multiple buildings and provide a watertight solution option for the customer under one contract. Garland/DBS completed tear offs and new roof installations on three separate roof sections, installing hot applied built up roof systems and highly reflective polyurethane coating to one entire roof section.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	69705

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ.FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
8,500	April-12	September-13	\$92,844

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Urethane Roof Restoration, Sealants and Waterproofing

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Clean existing roof with Simple Green and warm water - ensure all residual soap is removed.
- 2 Repair existing EPDM membrane with cured EPDM.
- 3 Apply white polyurethane roof coating over all seams at 2 gal/sq.
- 4 Wait 24 hours, apply white polyurethane roof coating to entire roof at 2 gal/sq.
- 5 Apply clear silicone masonry damproofer to brick wall.
- 6 Apply polyurethane sealant to joints on coping cap.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to repair an existing EPDM roof and to restore watertight performance to a customer's roof system using sealants and coatings and waterproofing. For this project, Garland/DBS extended the life of the customer's through restoration and coating.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	69705

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT): 6,230	START DATE (MONTH & YEAR): June-13	DATE COMPLETE (MONTH & YEAR): November-13	FINAL CONTRACT AMOUNT: \$201,298
---------------------------------------	--	---	--

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
2-Ply Modified Bitumen Roof

BRIEF DESCRIPTION OF THE PROJECT:
Middle School Natatorium & Lower Roof Section

- 1 Tear off existing roof down to deck and prime.
- 2 Install two plies ASTM 2178 asphalt felts in hot asphalt.
- 3 Install 2" polyisocyanurate insulation in hot asphalt.
- 4 Install 0.5" Securock in hot asphalt.
- 5 Install one ply SBS modified fiberglass reinforced 120 Mil base sheet in hot asphalt.
- 6 Install one ply SBS modified fiberglass/polyester reinforced mineral surfaced membrane in hot asphalt.
- 7 Clean and prepare the existing EPDM membrane over skylight and install white urethane coating.
- 8 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to perform roof restorations and replacements on multiple roof sections and complete EPDM skylight restoration. Garland/DBS restored watertight performance to various roof sections by installing a new built up roof system to multiple sections and coating EPDM covered skylights with a white polyurethane roof coating and a new metal edge system.

PRIME CONTRACTOR NAME: Garland/DBS Inc.	PRIME CONTRACTOR LOCATION (CITY & STATE): Cleveland, OH	STATE LICENSE # (IF APPLICABLE): DPMC Codes: C066, C068, C069, C070, C071, C072
---	---	---

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
23,980	June-13	November-13	\$474,517

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2 Ply Modified Bitumen Roof

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to deck.
- 2a On concrete deck, prime and install one ply SBS modified fiberglass reinforced torch applied base sheet.
- 2b On gypsum and wood deck, mechanically attached ASTM 4601 asphalt base sheet according to wind up-lift calculations.
- 3 Over prepared substrates, install 2" polyisocyanurate insulation in hot asphalt.
- 4 Install 0.5" cover board in hot asphalt.
- 5 Install one ply SBS modified fiberglass reinforced base sheet in hot asphalt.
- 6 Install one ply SBS modified fiberglass/polyester reinforced mineral surface membrane in hot asphalt.
- 7 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess current roof conditions and develop a solution that fits the customer's needs and budget. For this project, Garland/DBS installed a hot applied built up roof system with a mineral cap sheet and new metal edge system.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	DPMC Codes: C066, C068, C069, C070, C071, C072

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMNACE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
14,000	October-13	October-13	\$222,683

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Torch Applied Modified Bitumen Roof System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Tear off the existing roof to the underlying wood deck.
- 2 Repair any damaged or dry rot wood decking.
- 3 Loose lay ASTM 4601 base sheet directly to the deck.
- 4 Mechanically attach 0.5" primed Densdeck according to wind up-lift calculations.
- 5 Install one ply SBS modified fiberglass reinforced torch grade base sheet.
- 6 Install SBS modified fiberglass reinforced mineral surface torch grade membrane.
- 7 Install new metal edge flashing system.
- 8 Install walk pads to HVAC units.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to provide a complete watertight solution that includes tear off, deck repair, installing a new torch-applied built up roof system with new metal edge flashing and walkpads to the roof top HVAC units.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	0075916 C15

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
37,000	August-13	November-13	\$509,970

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Urethane Restorations

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Coat all HVAC ducting with reinforced white urethane coating system
- 2 Coat up and over all parapet walls with 2 coats urethane restoration coating
- 3 Cut out and repair all blisters.
- 4 Repair any tear in membrane with urethane restoration and polyester fabric.
- 5 Coat entire roof with white urethane restoration coating (2 coat application).

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to perform roof restoration and restore watertight performance to the roof system using a bright white reflective urethane coating, extending the life of the existing roof for the customer and saving them the costly expense of total roof replacement.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	0075916 C15

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
14,442	10/7/2013	11/25/2013	\$576,520

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Air/Water/Vapor Barrier, Insulation and Wall Panel System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Properly clean entire CMU walls system.
- 2 Install air/water/vapor barrier direct to CMU wall system.
- 3 Install Rockwool insulation over properly cured barrier coat.
- 4 Mechanically attach vented hat channels based on calculations.
- 5 Install concealed clip metal wall panels according to calculations.
- 6 Install metal soffit panels and gutters.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to restore watertight performance to the customer's building envelope with the installation of air/water/vapor barrier and a new metal wall panel system with associated accessories, including soffit panels and gutters.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	0075916 C15

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
1,700	March-13	May-13	\$76,851

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Torch Applied Modified Bitumen Roof System with Reflective Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Tear everything off down to concrete deck.
- 2 Install 0.5" Securock in insulation adhesive.
- 3 Install two plies SBS modified fiberglass reinforced torch grade base sheets.
- 4 Install SBS modified fiberglass reinforced mineral surface torch grade membrane.
- 5 Install new metal edge system.
- 6 Coat the entire roof with asphalt base highly reflective aluminum coating.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a torch applied built up roof system with a highly reflective aluminum coating.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
6,308	July-13	January 14	\$169,980

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Standing Seam Metal Roof System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to deck.
- 2 Install 1.5' polyisocyanurate insulation on main roof and 0.5" DensDeck on addition roof per wind uplift calculations.
- 3 Install SBS modified self adhering underlayment over entire roof sections.
- 4 Install approved metal roof clips and fasteners according to wind uplift calculations.
- 5 Install 24 gauge, 18" wide, 2-3/8" vertical leg Kynar coated structural standing seam roofing system in one continuous panel from eave to rake.
- 6 Install rivets to fix panels per manufacturers shop drawing package.
- 7 Install 1" seam cap over seams.
- 8 Install S-5 snow rails according to ASCE 7-05 testing over entry ways.
- 9 Install new soffit system to perimeter.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a standing seam metal roof system to restore watertight performance to the customer's roof.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
14,000	March-13	May-13	\$350,000

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Roof tear off, install iso to metal deck and wood fiberboard, install cap and base sheet in cold.

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to metal deck.
- 2 Mechanically attach 3" polyisocyanurate insulation according to wind up-lift calculations.
- 3 Install 0.5" woodfiber board in insulation adhesive.
- 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in cold process asphalt adhesive.
- 5 Install SBS modified fiberglass/polyester reinforced membrane in cold process asphalt adhesive.
- 6 Install cold process asphalt flood coat and gravel surfacing.
- 7 Coat all metal projections and exhaust pipes with rust inhibitive paint.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a cold-applied built up roof system and insulation to metal deck and install a cold applied flood coat and gravel surface. This project also included applying coating to metal projections and exhaust pipes with rust inhibitive paint to extend the life of the metal on the roof system.

SUBCONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
14,000	June-13	December-13	\$107,571

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Metal Roof Coating, Waterproofing & Misc. Repairs

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Clean and prep entire roof.
- 2 Repair all EPDM roof seams and coat with polyurethane coating and polyester fabric.
- 3 Apply polyurethane sealant over all metal roof seams.
- 4 Coat metal roof with high gloss high build polyurethane enamel.
- 5 Tuckpoint mortar joints on brick wall.
- 6 Pressure wash all brick wall.
- 7 Apply clear silicone damproof coating to brick wall

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess current roof conditions and perform repairs and restoration to extend the life of a roof system and restore watertight performance. For this project, Garland/DBS applied metal roof coating and performed waterproofing, damproofing and miscellaneous repairs.

SUBCONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ. FT.):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
59,000	June-13	October-13	\$1,248,531

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
2-Ply Modified & Standing Seam Metal Systems

BRIEF DESCRIPTION OF THE PROJECT:
Flat Roof Section

- 1 Remove existing systems to decking.
- 2 Mechanically attach polyisocyanurate insulation according to wind up-lift calculations
- 3 Install 0.5" woodfiber board in hot asphalt.
- 4 Install one ply SBS modified asphalt fiberglass reinforced 80 Mil base sheet in hot asphalt.
- 5 Install one ply SBS modified fiberglass/polyester reinforced mineral surface coal tar pitch membrane in solvent free cold process adhesive
- 6 Install solvent free cold process flood coat and gravel surface.

Metal Roof Section

- 1 Remove existing shingles roof down to wood deck.
- 2 Install SBS modified self-adhering base sheet over entire deck.
- 3 Attach metal panel clip system according to wind up-lift calculations.
- 4 Install standing seam metal roof system and metal cap system over all seams

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to design and install multiple roof type systems to meet the customer's needs and budget. For this project, Garland/DBS installed a hot applied modified roof system to flat sections and standing seam metal roof system to metal roof sections.

SUBCONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
12750	May-13	October-13	\$246,508

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
2 Ply Modified Butmen & Standing Seam Metal Systems

BRIEF DESCRIPTION OF THE PROJECT:
Flat Roof Section
 1 Remove existing systems to decking.
 2 Install polyisocyanurate insulation accordingly based on wind up-lift calculations (mechanically attached to metal, adhered in hot asphalt for concrete)
 3 Install 0.5" woodfiber board in Insulation adhesive.
 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in cold processed adhesive.
 5 install one ply coal tar based SBS modified fiberglass/polyester reinforced mineral surface membrane in cold processed asphalt adhesive.
 6 Install cold process adhesive and gravel surface
Metal Roof Section
 1 Remove existing shingles roof down to wood deck.
 2 Install SBS modified self-adhering base sheet over entire deck.
 3 Install metal panel clip system according to wind up-lift calculations.
 4 Install SBS modified self-adhering base sheet over entire deck.
 5 Install 1" metal cap seam over all seams.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
 This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install built up and metal roof systems under one contract as one accountable source from project inception to completion.

SUBCONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
47,400	March-13	December-13	\$1,325,433

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Torch Applied Modified Bitumen Roof System with Reflective Coating and New Metal Edge

- BRIEF DESCRIPTION OF THE PROJECT:*
- 1 Remove existing roof down to deck.
 - 2 Mechanically attach ASTM 4601 asphalt base sheet per wind up-lift calculations.
 - 3 Install 1.5" polyisocyanurate insulation in insulation adhesive.
 - 4 Install 0.25" polyisocyanurate insulation crickets in insulation adhesive.
 - 5 Install 1.5" DensDeck in insulation adhesive.
 - 6 Install one ply SBS modified fiberglass reinforced torch applied base sheet.
 - 7 Install one ply SBS modified fiberglass reinforced torch grade membrane.
 - 8 Install highly reflective acrylic coating over the entire roof (2 coat application).
 - 9 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install torch applied built up roof systems with a highly reflective acrylic coating and new metal edge system.

<i>SUBCONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS, Inc.	Cleveland, OH	No License Required

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT): 94,700	START DATE (MONTH & YEAR): May-13	DATE COMPLETE (MONTH & YEAR): November-13	FINAL CONTRACT AMOUNT: \$2,397,526.86
--	---	---	---

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Hot and Self-Adhered Modified Bitumen Roof Systems

BRIEF DESCRIPTION OF THE PROJECT:
Self-Adhering Roof
 1 Remove existing roof down to deck.
 2 Mechanically attach two layers of 1.5" polyisocyanurate insulation per wind up-lift calculations
 3 Install 0.5" Securock in insulation adhesive.
 4 Install two plies of SBS modified fiberglass reinforced self-adhering base plies.
 5 Install one ply SBS modified fiberglass/polyester reinforced self-adhering mineral surface membrane.
 6 Install new metal edge system.
Hot Applied Roofs
 1 Remove existing roof down to deck.
 2 Mechanically attach 2" polyisocyanurate insulation per wind up-lift calculations.
 3 Install 0.5" woodfiber board in hot asphalt.
 4 Install two plies ATSM 312 asphalt fiberglass felts in Type III asphalt.
 5 Install one ply SBS modified fiberglass/polyester reinforced membrane in Type III asphalt.
 6 Install flood coat of Type III asphalt and gravel surfacing.
 7 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:
 This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install both self-adhering modified built up roof systems and hot-applied built up roof systems.

SUBCONTRACTOR NAME: Garland/DBS, Inc.	PRIME CONTRACTOR LOCATION (CITY & STATE): Cleveland, OH	STATE LICENSE # (IF APPLICABLE): No License Required
---	---	--

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ. FT.): 6,400	START DATE (MONTH & YEAR): August-13	DATE COMPLETE (MONTH & YEAR): November-13	FINAL CONTRACT AMOUNT: \$149,761.00
---	--	---	---

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2 Ply Modified Bitumen Roof System

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to deck.
- 2 Mechanically attach 3" polyisocyanurate insulation per wind up-lift calculations.
- 3 Install 0.5" woodfiber board in Type III asphalt.
- 4 Install one ply SBS modified fiberglass reinforced 80 mil thick base sheet in Type III asphalt.
- 5 Install one ply SBS modified fiberglass/polyester reinforced mineral surface membrane in Type III asphalt.
- 6 Install new metal edge system with gutters and downspouts.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a hot-applied modified built up roof system with new metal edge system and new gutters and downspouts.

SUBCONTRACTOR NAME: Garland/DBS, Inc.	PRIME CONTRACTOR LOCATION (CITY & STATE): Cleveland, OH	STATE LICENSE # (IF APPLICABLE): No License Required
---	---	--

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ.FT.):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
44,000	September-12	February-13	\$584,302

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2-Ply Modified Bitumen Roof System and New Metal edge

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to deck.
- 2 Loose lay red rosin sheet, then mechanically attach ASTM 4601 asphalt base sheet per wind up-lift calculations.
- 3 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in cold process asphalt adhesive.
- 4 Install one ply SBS modified fiberglass/polyester reinforced mineral surface membrane in cold process asphalt adhesive.
- 5 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a cold applied modified built up roof system with silver coating and new metal edge system.

SUBCONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	G116405

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
50,300	May-13	September-13	\$824,605

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Hot Applied Modified Bitumen Roof Systems

BRIEF DESCRIPTION OF THE PROJECT:

2 Ply Modified

- 1 Perform Infrared scan to determine any wet areas of insulation.
- 2 Replace wet areas with like kind and thickness insulation.
- 3 Mechanically attach 0.5" DensDeck per wind up-lift calculations.
- 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in hot asphalt.
- 5 Install one ply SBS modified fiberglass/polyester reinforced mineral surfaced membrane in hot asphalt.
- 6 Install new metal edge system.

2 Ply & Cap Modified

- 1 Remove existing roof to concrete deck and prime
- 2 Install 0.25" tapered polyisocyanurate insulation system in hot asphalt.
- 3 Install 0.5" woodfiber board in hot asphalt.
- 4 Install two plies ASTM 312 asphalt felts in hot asphalt.
- 5 Install one ply SBS modified fiberglass/polyester reinforced membrane in cold process asphalt adhesive.
- 6 Install new gutters and raise curbs on HVAC units.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to assess existing roof conditions and install built up and coal tar roof systems.

SUBCONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	G116405

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT): 15,900	START DATE (MONTH & YEAR): January-13	DATE COMPLETE (MONTH & YEAR): March-13	FINAL CONTRACT AMOUNT: \$200,653
--	---	--	--

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Modified Bitumen Roof System with Flood and Gravel

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing roof down to concrete deck.
- 2 Install 0.25" tapered polyisocyanurate insulation in hot asphalt.
- 3 Install 0.5" woodfiber board in hot asphalt.
- 4 Install two plies ASTM 312 asphalt felts in hot asphalt.
- 5 Install one ply SBS modified fiberglass/polyester reinforced membrane in hot asphalt.
- 6 Install flood coat of hot asphalt and gravel surfacing.
- 7 Install new edge metal system with gutters and downspouts.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a hot applied built up roof system with flood coat and gravel surfacing. This project also included installation of new edge metal system with gutters and downspouts.

SUBCONTRACTOR NAME: Garland/DBS, Inc.	PRIME CONTRACTOR LOCATION (CITY & STATE): Cleveland, OH	STATE LICENSE # (IF APPLICABLE): No License Required
---	---	--

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT): 63,888	START DATE (MONTH & YEAR): August-13	DATE COMPLETE (MONTH & YEAR): September-13	FINAL CONTRACT AMOUNT: \$466,134
--	--	--	--

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:
Torch Applied Modified Bitumen and Shingle Roof Systems

BRIEF DESCRIPTION OF THE PROJECT:

Flat Roof Areas

- 1 Tear off existing roof down to wood deck.
- 2 Mechanically attach 1.5" polyisocyanurate insulation per wind up-lift calculations.
- 3 Install 0.5" DensDeck Insulation in hot asphalt.
- 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in hot asphalt.
- 5 Install one ply SBS modified fiberglass/polyester reinforced mineral surfaced membrane in hot asphalt.
- 6 Install new metal edge system.

Shingle Roof Areas

- 1 Remove existing shingle and tile roofs.
- 2 Install one ply SBS modified fiberglass reinforced self-adhering base sheet.
- 3 Install 30 year laminated shingles on roof and mansard walls.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install multiple roof systems under one contract. For this project, Garland/DBS installed both a torch applied modified built up roof system and a shingle roof system with long term warranties.

SUBCONTRACTOR NAME: Garland/DBS, Inc.	PRIME CONTRACTOR LOCATION (CITY & STATE): Cleveland, OH	STATE LICENSE # (IF APPLICABLE): No License Required
---	---	--

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
11,171	December-12	March-13	\$ 199,855.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2-Ply Modified Bitumen Roof System with Reflective Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Remove existing EPDM roof down to wood decking.
- 2 Mechanically attach 3" polyisocyanurate insulation according to wind up-lift calculations.
- 3 Adhere 0.5" fiberboard in insulation adhesive.
- 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in cold process asphalt adhesive.
- 5 Install one ply SBS modified fiberglass/polyester reinforced mineral surface modified membrane in cold process asphalt adhesive.
- 6 Install asphalt base aluminum coating over entire roof.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's capability to install a cold applied modified built up roof system and new metal system.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	2705134748

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
56,032	July of 2013	November of 2013	\$ 1,743,578.00

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

2 Ply Modified Bitumen Roof System with Energy Star Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Tear off existing roof down to concrete deck.
- 2 Install polyisocyanurate insulation in insulation adhesive.
- 3 Install 0.5" DensDeck in insulation adhesive.
- 4 Install one ply SBS modified fiberglass reinforced 80 Mil base sheet in cold process asphalt adhesive.
- 5 Install one ply SBS modified fiberglass/polyester reinforced mineral surface membrane in cold process asphalt adhesive
- 6 Coat entire roof with highly reflective elastomeric acrylic coating (2 coat application).
- 7 Install new metal edge system.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to install a cold applied built up roof system with a highly reflective elastomeric acrylic coating and new metal system.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS, Inc.	Cleveland, OH	2705134748

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

PROJECT SIZE (SQ FT):	START DATE (MONTH & YEAR):	DATE COMPLETE (MONTH & YEAR):	FINAL CONTRACT AMOUNT:
4,464 LF Caulking 2,000 SF Coating	May-13	August-13	\$ 184,781.25

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Stucco Repair and Wall Coating

BRIEF DESCRIPTION OF THE PROJECT:

- 1 Pressure wash all vertical stucco wall areas.
- 2 Remove existing sealants around window and door perimeters.
- 3 Install backer rod and recaulk areas with polyurethane sealant.
- 4 Repair failed stucco areas with new materials and detail all cracks accordingly.
- 5 Recaulk existing expansion joints as necessary.
- 6 Apply two coats elastomeric wall coatings (1 gal/sq/coat) over entire stucco wall.
- 7 Apply clear silicon masonry damproofing to CMU wainscots.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was completed under the current Master Agreement 09-5408 and demonstrates Garland/DBS's ability to perform exterior waterproofing services. For this project, Garland/DBS restored watertight performance to the roof system by cleaning and prepping the surface, making necessary repairs and sealing cracks, recaulking the expansion joints and applying an elastomeric wall coating over the stucco walls.

PRIME CONTRACTOR NAME:	PRIME CONTRACTOR LOCATION (CITY & STATE):	STATE LICENSE # (IF APPLICABLE):
Garland/DBS, Inc.	Cleveland, OH	REG: GARLAI*903KA UBI: 603-013-262

**ATTACHMENT A
EXPERIENCE RECORD**

**PUBLIC ENTITY PAST PERFORMANCE PROJECT EXAMPLES THAT ILLUSTRATE
BIDDER'S QUALIFICATIONS FOR THIS CONTRACT**

Bidders shall complete this Experience Record for each of the 50 projects required in Scope of Work and Qualifications Section 3.2 (2 turn-key projects for 25 states). Use additional space as necessary.

<i>PROJECT SIZE (SQ FT):</i>	<i>START DATE (MONTH & YEAR):</i>	<i>DATE COMPLETE (MONTH & YEAR):</i>	<i>FINAL CONTRACT AMOUNT:</i>
6,500	January-13	April-13	\$ 395,522.76

TYPES OF ROOFING/WATERPROOFING SYSTEMS / COMPONENTS:

Torch Applied Modified Bitumen Roof System and HVAC Upgrades

BRIEF DESCRIPTION OF THE PROJECT:

1. Tear off and dispose of existing roof system to deck.
2. Mechanically attach 2" polyisocyanurate insulation per wind up lift calculations.
3. Install 0.25" densdeck in insulation adhesive.
4. Install one ply SBS modified fiberglass reinforced torch applied base sheet.
5. Install SBS modified fiberglass/polyester reinforced mineral surface torch applied membrane.
5. Disconnect, remove and re-install 4 HVAC units.

PROJECT EXAMPLE'S RELEVANCE TO THIS CONTRACT:

This project was performed under the Master Agreement 09-5408 and demonstrates Garland/DBS's ability to install a torch based system, with an upgraded HVAC system.

<i>PRIME CONTRACTOR NAME:</i>	<i>PRIME CONTRACTOR LOCATION (CITY & STATE):</i>	<i>STATE LICENSE # (IF APPLICABLE):</i>
Garland/DBS, Inc.	Cleveland, OH	REG: GARLAI*903KA UBI: 603-013-262



Attachment B: Pricing

**ITB 14-S903 for Roofing Supplies and Services, Waterproofing and Related Products and Services
Attachment B Pricing**

Line Item		Unit	\$ per Unit	Roof Systems 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	Nuclear Moisture Survey, Non destructive roof scan			
1.07.01	Non destructive roof scan, up to 20,000 SF	EA	2,500.00	
1.07.02	Non destructive roof scan, over 20,000 SF	SF	0.085	
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)			
1.10.01	Roof investigation, per hour	HOUR	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	HOUR	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			
1.16.01	Architect / Design Professional Services	HOUR	125.00	
1.16.02	Engineer	HOUR	150.00	
1.16.03	Structural Analysis / Engineering Services	HOUR	125.00	
1.16.04	Roof Consultant	HOUR	100.00	
1.16.05	CAD Draftsman	HOUR	80.00	
1.17	Laboratory Analysis			
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		Unit	\$ per Unit	ROOF-Systems (if applicable)
1.17.05	Laboratory Analysis: Non-Viable Surface Swab or 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	Setup Charges for Metal In-Shop Fabrication	EA	NSP	
1.21	Setup 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 - ANSIS/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		Unit	\$ per Unit	ROOF Systems Material
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 / Tecum 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 / Tecum 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 / Tecum 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 / Tecum 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 / Tecum Deck	SF	2.15	
2.33	SYSTEM TYPE Coal Tar BUR W/ Insulation and Gravel Surfacing - Lightweight / Gyp Deck	SF	2.15	

Line Item		Unit	\$ per Unit	ROOF Systems- 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	

Item	Description	Unit	Quantity	Code-System's Material
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	1.78	
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	
3.00	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	

Line Item		Unit	\$ per Unit	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 Polystyreneurethane Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF	1.08	

Line Item		Unit	S per Unit	ROOF Systems Material
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 Curling 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 3-12 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	1.35	

Line Item		Unit	\$ per Unit	ROOF SYSTEMS Material
4.51	INSULATION SLOPE OPTION Provide a 1/4" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value Including Tapered Chicks; 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 Chicks; 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 1-60 Wind Uplift Instead of FM 1-90	SF	-0.09	
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	Coat 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	2.08	
5.12	ROOF SYSTEM TYPE Apply an Acrylic Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Pre-Primes 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	Unit	\$ per Unit	ROOF SYSTEMS Material
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	
ROOF SYSTEM TYPE 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	
ROOF SYSTEM TYPE 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	

Line Item	Unit	\$ per Unit	ROOF Systems Material
6:00	Roof Deck and Insulation Option		
6:11	METAL ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT		
6:11.01	INSULATION OPTION: Mechanically Fasten Polystyrene / 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	WOOD ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT		
6:12.01	INSULATION OPTION: Mechanically Fasten Polystyrene / 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	0.86
6:13	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 Polystyrene / 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	LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV		
6:14.01	INSULATION OPTION: Must Mechanically Attach a Base Sheet; Hot Mop Polystyrene / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 In Compliance with FM 1-90 Requirements	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 Installed with FM 1-90 Attachment Patterns	SF	0.71
6:15	CONCRETE ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT		

Line Item		Unit	\$ per Unit	ROOF Systems Material
6.15.01	INSULATION OPTION: 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	SF	3.09	
6.15.02	INSULATION OPTION: Without Insulation - Prime Roof Deck: Must at Least 1/2" Wood Fiber or Perlite Hot Mopped to Deck In Compliance FM 1-90 Requirements	SF	1.06	
6.15 METAL ROOF DECK - COLD PROCESS APPLICATION				
6.16.01	INSULATION OPTION: 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	SF	3.22	
6.17 WOOD ROOF DECK - COLD PROCESS APPLICATION				
6.17.01	INSULATION OPTION: 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	SF	3.29	
6.17.02	INSULATION OPTION: Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns	SF	0.66	
6.18 TECTUM ROOF DECK - COLD PROCESS APPLICATION				
6.18.01	INSULATION OPTION: 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	SF	5.07	
6.18.02	INSULATION OPTION: Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet Installed with FM 1-90 Attachment Patterns	SF	1.09	

Line Item		Unit	\$ per Unit	ROOF Systems Material
6:19	LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK - COLD PROCESS APPLICATION			
6:19.01	INSULATION OPTION:	SF	5.11	
	Must Mechanically Attach a Base Sheet; Adhere Polystyrene 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			
6:19.02	INSULATION OPTION:	SF	0.71	
	Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Installed with FM 1-90 Attachment Patterns			
6:20	CONCRETE ROOF DECK - COLD PROCESS APPLICATION			
6:20.01	INSULATION OPTION:	SF	4.16	
	Adhere Polystyrene 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			
6:20.02	INSULATION OPTION:	SF	1.38	
	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			
6:21	METAL ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION			
6:21.01	INSULATION OPTION:	SF	3.88	
	Mechanically Fasten Polystyrene / 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			

Line Item		Unit	\$ per Unit	ROOF SYSTEMS Material
6.22	WOOD ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION			
6.22.01	INSULATION OPTION:	SF	3.98	Mechanically Fasten Polystyrene / 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	INSULATION OPTION:	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	TECTUM ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION			
6.23.01	INSULATION OPTION:	SF	5.29	Mechanically Attach Base Sheet & Adhere Polystyrene 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	INSULATION OPTION:	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

Est. Item		Unit	Qty per Unit	R-Value Members
6.24	LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION			
6.24.01	INSULATION OPTION:	SF	5.24	
6.24.02	INSULATION OPTION:	SF	2.30	
6.25	CONCRETE ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION			
6.25.01	INSULATION OPTION:	SF	4.72	
6.25.02	INSULATION OPTION:	SF	2.07	

Line Item	Unit	Per Unit	Roof Systems Material
7.06			
BUILT-UP MODIFIED ROOF WITH FLOOD COAT AND AGGREGATE IN			
HOT ASTM D 312 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 312 Type III OR IV Asphalt			
7.11.01	SF	3.92	
ROOFING MEMBRANE OPTION:			
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	
ROOFING MEMBRANE OPTION:			
ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile			
7.11.03	SF	6.38	
ROOFING MEMBRANE OPTION:			
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	
ROOFING MEMBRANE OPTION:			
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	
ROOFING MEMBRANE OPTION:			
ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 800 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			

Line Item		Unit	\$ per Unit	Roof Systems Material
8.11.00	BUILT-UP 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:	SF	7.19	
	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile			
8.11.02	ROOFING MEMBRANE OPTION:	SF	9.48	
	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile			
8.11.03	ROOFING MEMBRANE OPTION:	SF	9.00	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile			
8.11.04	ROOFING MEMBRANE OPTION:	SF	10.03	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type II - Minimum of 500 lb/ft ² tensile			
8.11.05	ROOFING MEMBRANE OPTION:	SF	10.44	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile			
8.11.06	WARRANTY CHARGES:	SF	NSP	
	30 Year - No Dollar Limit Warranty			
8.11.08	DEDUCT TO SQUARE FOOT COST - Cold Applied Modified BUR Substitute Additional Glass Base Sheet in Place of ASTM D 6153 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	0.99	

Line Item	Unit	\$ per Unit	ROOF Systems Material
9.106			
BUILT-UP MODIFIED ROOF ADHERED IN HOT ASTM D 312 TYPE III OR IV ASPHALT - FLOOD COAT & AGGREGATE IN MODIFIED COAL TAR PITCH			
9.11			
ROOF CONFIGURATION			
2 ply of Glass Felt, Cap Sheet, Set in Hot Asphalt, Flood Coat in Modified Coal Tar Pitch and Aggregate			
9.11.01	SF	6.18	
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			
9.11.02	SF	7.27	
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			
9.11.03	SF	7.79	
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			
9.11.04	SF	8.82	
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			
9.11.05	SF	9.11	
ROOFING MEMBRANE & COATING OPTION			
ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 800 lb/in tensile, Flood Coat in Modified Hot Coal Tar Pitch with 2000% Elongation			
9.11.06	SF	0.31	
COATING OPTION:			
Add/Deduct for Installing Flood Coat in Cold Process Coal Tar Pitch			
9.11.07	SF	NSP	
WARRANTY CHARGES:			
30 Year - No Dollar Limit Warranty			

Line Item		Unit	\$ per Unit	ROOF-Systems Mineral
10.00	BUILT-UP MODIFIED ROOF WITH MINERAL CAP SHEET ADHERED IN HOT-ASTM D 312 TYPE III OR IV ASPHALT			
10.11	ROOF CONFIGURATION 2 ply of Glass Felt, Mineral Surfaced Cap Sheet, Set in Hot-ASTM D 312 Type III or IV Asphalt			
10.11.01	ROOFING MEMBRANE OPTION:	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	ROOFING MEMBRANE OPTION:	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	ROOFING MEMBRANE OPTION:	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	ROOFING MEMBRANE OPTION:	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	ROOFING MEMBRANE OPTION:	SF	6.77	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 800 lb/ft ² tensile			
10.11.06	WARRANTY CHARGES:	SF	NSP	
	20 Year - No Dollar Limit Warranty			

Line Item		Unit	\$ per Unit	ROOF Systems Minerals
11.00	BUILT-UP MODIFIED ROOF WITH MINERAL CAP SHEET ADHERED IN COLD PROCESS ASPHALT			
11.11	ROOF CONFIGURATION 2 ply Glass Base, Mineral Cap Sheet, Set in Cold Process Modified Asphalt			
11.11.01	ROOFING MEMBRANE OPTION:	SF	5.83	
	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile			
11.11.02	ROOFING MEMBRANE OPTION:	SF	6.94	
	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile			
11.11.03	ROOFING MEMBRANE OPTION:	SF	7.42	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile			
11.11.04	ROOFING MEMBRANE OPTION:	SF	8.70	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile			
11.11.05	ROOFING MEMBRANE OPTION:	SF	9.30	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 800 lb/ft ² tensile			
11.11.06	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	

Line Item	Unit	\$ per Unit	ROOF Systems Material
12.00			
2-PLY ROOF SYSTEMS - COMBINATIONS OF A BASE PLY & A CAP SHEET (TOP PLY) BASE PLY & CAP SHEET COMBINATIONS MUST BE APPROVED BY THE MANUFACTURER			
12.11			
ROOF CONFIGURATION 1 Ply Modified Base Sheet Adhered in Hot ASTM D 312 Type III or IV Asphalt			
12.11.01	SF	2.33	
BASE PLY OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lb/ft tensile			
12.11.02	SF	3.04	
BASE PLY OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile			
12.11.03	SF	3.16	
BASE PLY OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile			
12.11.04	SF	2.13	
PER SQUARE FOOT COST - Hot Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (Hot Applications) Inter-ply Installed			
12.12			
ROOF CONFIGURATION 1 Ply Modified Base Sheet Adhered in Cold Process Modified Asphalt			
12.12.01	SF	3.01	
BASE PLY OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lb/ft tensile			
12.12.02	SF	3.83	
BASE PLY OPTION: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lb/ft tensile			
12.12.03	SF	3.95	
BASE PLY OPTION: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lb/ft tensile			
12.12.04	SF	2.81	
PER SQUARE FOOT COST - Cold Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (Cold Applications) Inter-ply Installed			
12.12.05	SF	2.46	
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 Reference
12.13	ROOF CONFIGURATION		
1 Ply of Torch Base Sheet Installed with Torch Application			
12.13.01			
	BASE PLY OPTION:		SBS Modified Asphalt-Based, Fiberglass Reinforced Torch Base Sheet - Minimum of 80 lb/ft tensile Torch-Applied Base Sheet (ASTM D 5147)
	\$F	1.66	
12.13.02			
	BASE PLY OPTION:		ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 210 lb/ft tensile
	SF	3.37	
12.13.03			
	PER SQUARE FOOT COST - Torch-Applied Modified Multi-ply Systems		
	Each Additional Torch-Applied Modified Base Sheet Inter-ply Installed	SF	1.56
12.14	ROOF CONFIGURATION		
1 Ply of Self-Adhering Base Installed Using Self-Adhering Backing			
12.14.01			
	BASE PLY OPTION:		SBS Modified Asphalt-Based, Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Base Sheet - Minimum of 50 lb/ft tensile
	SF	2.56	
12.14.02			
	PER SQUARE FOOT COST - Self-Adhering Modified Multi-ply Systems		
	Each Additional Self-Adhering Modified Base Sheet Inter-ply Installed	SF	2.46

Line Item		Unit	\$ per Unit	ROOF Systems Material
12.21	ROOF CONFIGURATION 1 Ply Cap Sheet, Flood Coat and Aggregate Adhered in Hot/ASTM D 312 Type III OR IV Asphalt			
12.21.01	ROOFING MEMBRANE OPTION:	SF	2.88	
	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lb/ft ² tensile			
12.21.02	ROOFING MEMBRANE OPTION:	SF	4.37	
	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lb/ft ² tensile			
12.21.03	ROOFING MEMBRANE OPTION:	SF	4.88	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lb/ft ² tensile			
12.21.04	ROOFING MEMBRANE OPTION:	SF	5.92	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lb/ft ² tensile			
12.21.05	ROOFING MEMBRANE OPTION:	SF	8.32	
	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lb/ft ² tensile			
12.21.06	WARRANTY CHARGES:	SF	NSP	
	30 Year - No Dollar Limit Warranty			

Line Item		Unit	\$ per Unit	ROOF-Systems Mineral
12.22	ROOF CONFIGURATION 1 Ply Mineral Surfaced Cap Sheet Adhered in Hot ASTM D 3172 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	8.60	
12.22.06	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	

Line Item		Unit	\$/per Unit	ROOF Systems Material
12.23	ROOF CONFIGURATION 1 Ply Cap Sheet, Set 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:	SF	3.97	
12.23.02	ROOFING MEMBRANE & COATING OPTION	SF	6.39	
12.23.03	ROOFING MEMBRANE & COATING OPTION	SF	6.99	
12.23.04	ROOFING MEMBRANE & COATING OPTION	SF	8.18	
12.23.05	ROOFING MEMBRANE & COATING OPTION	SF	6.60	
12.23.06	COATING OPTION:	SF	0.31	
12.23.07	WARRANTY CHARGES:	SF	NSP	
Add/Deduct for Installing Flood Coat in Cold Process Coal Tar Pitch		SF	0.31	
30 Year - No Dollar Limit Warranty		SF	NSP	

Line Item		Unit	\$ per Unit	ROOF Systems Material
12.31	ROOF CONFIGURATION * 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 5162 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: PER SQUARE FOOT COST - Cold Applied Modified BUR	SF	NSP	
12.31.07	Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive	SF	4.79	

Line Item	Unit	\$ per Unit	ROOF SYSTEMS Material
ROOF CONFIGURATION			
1 Ply Mineral Surfaced Cap Sheet Adhered in 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	4.89	
			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 III - 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 600 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 Item		Unit	\$ per Unit	ROOF-Systems Material
12.33	ROOF CONFIGURATION 1 Ply Cap Sheet, Set in Cold Process Asphalt, Flood Coat & Aggregate in Cold Applied Modified Coal Tar Pitch and Aggregate			
12.33.01	ROOFING MEMBRANE & COATING OPTION:	SF	5.23	
12.33.02	ROOFING MEMBRANE & COATING OPTION:	SF	6.74	
12.33.03	ROOFING MEMBRANE & COATING OPTION:	SF	7.26	
12.33.04	ROOFING MEMBRANE & COATING OPTION:	SF	8.30	
12.33.05	ROOFING MEMBRANE & COATING OPTION:	SF	8.70	
12.33.06	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	
12.41	ROOF CONFIGURATION 1 Ply of Mineral Surfaced, Torch-Applied Cap Sheet Installed with Torch Application			
12.41.01	ROOFING MEMBRANE OPTION:	SF	5.78	
12.41.02	WARRANTY CHARGES: 20 Year - No Dollar Limit Warranty	SF	NSP	
12.42	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	ROOFING MEMBRANE OPTION:	SF	7.64	
12.42.02	WARRANTY CHARGES: 30 Year - No Dollar Limit Warranty	SF	NSP	
12.42.03	PER SQUARE FOOT COST - TORCH APPLIED ROOF Each Additional Torch Applied Base Sheet Inter-Ply Installed	SF	1.56	

Line Item		Unit	\$ per Unit	ROOF Systems Material
12.51	ROOF CONFIGURATION 1 Ply of Mineral Surfaced, Self-Adhering Cap Sheet Installed Using Self-Adhering Backing			
12.51.01	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/in 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/in tensile	SF	2.46	
12.61	ROOF CONFIGURATION 1 Ply Fleece-Back Polymeric Cap Sheet (Top Ply) Adhered in Hot ASTM D 312 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 Ply Fleece-Back Polymeric Cap Sheet (Top Ply) Adhered in Membrane Adhesive with Heat Weld 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	1.86	

Line Item	Unit	S per Unit	ROOF Systems Material
13.00			
BUILT-UP COAL TAR ROOF WITH FLOOD COAT AND AGGREGATE IN MODIFIED HOT COAL TAR PITCH			
ROOF CONFIGURATION			
13.11			
1 Ply of Glass Base, 3 Plies of Polyester Mat or 4 ply of Coal Tar Felt in Modified Hot Coal Tar Pitch (CTP), (Insulation & Glass Base) Set in Hot ASTM D 312 Type III or IV Asphalt			
13.11.01	SF	11.20	
ROOF CONFIGURATION OPTION:			
4-Ply ASTM D 4990 Type I Coal Tar Saturated Felt in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation			
13.11.02	SF	10.80	
ROOF CONFIGURATION OPTION:			
3-Ply Continuous Filament Polyester Mat (5.0 oz./yd ²) in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation			
13.11.03	SF	NSP	
WARRANTY CHARGES:			
20 Year - No Dollar Limit Warranty			
13.11.04	SF	-2.89	
PER SQUARE FOOT COST - SUBSTITUTE STANDARD COAL TAR PITCH			
Add/Deduct for Using Standard Coal Tar Pitch Instead of Modified Coal Tar Pitch			
13.11.05	SF	-0.23	
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			
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	SF	0.65	
INSULATION OPTION:			
Architectural Application - No Insulation; 30 lbs. Felt Underlayment Over Deck			
14.11.02	SF	3.22	
INSULATION OPTION:			
No Insulation - WOOD DECK: Class A Fire-Retardant Underlayment			
14.11.03	SF	3.48	
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			
14.11.04	SF	3.72	
INSULATION OPTION:			
Architectural Application - Mechanically Fasten Polystyrene to Provide an Average R-Value of 20, with 40 mil Self-Adhering Underlayment			
14.11.05	SF	1.66	
INSULATION OPTION:			
Structural Application Over Open Framing; Over Retrofit Framing; Over an Existing Roof Using Steel Furring - No Insulation			

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

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

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

Line Item		Unit	\$ per Unit	ROOF SYSTEMS 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	

Line Item		Unit	\$ per Unit	ROOF Systems Material
14.31	ROOF CONFIGURATION 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 18" 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 18" 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 18" 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	

Line Item		Unit	S per Unit	ROOF System 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	\$ per Unit	ROOF Systems Material
14.41	ROOF CONFIGURATION			
	Architectural Standing Seam Roof System: Seam Height Below 1"			
14.41.01	THICKNESS OPTION: Bare Aluminum Panel Price - 0.032" Aluminum, 14.5" Wide Panels	SF	4.45	
14.41.02	THICKNESS OPTION: Add for Bare Aluminum 0.040" Aluminum, 14.5" Wide Panels	SF	5.30	
14.41.03	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 14.5" Wide Panels	SF	4.33	
14.41.04	THICKNESS OPTION: Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 14.5" Wide Panels	SF	4.86	
14.41.05	COLOR OPTION: Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	0.90	
14.41.06	COLOR OPTION: Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	1.15	
14.41.07	COLOR OPTION: Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF	1.25	
14.41.08	THICKNESS OPTION: Stainless Steel Panel Price - 24 Ga, 14.5" Wide Panels	SF	15.01	
14.41.09	THICKNESS OPTION: Stainless Steel Panel Price - 22 Ga, 14.5" Wide Panels	SF	17.72	
14.41.10	THICKNESS OPTION: Copper Panel Price - 18 Oz., 14.5" Wide Panels	SF	16.19	
14.41.11	THICKNESS OPTION: Copper Panel Price - 20 Oz., 14.5" Wide Panels	SF	19.81	
14.41.12	THICKNESS OPTION: Zinc Panel Price - 0.032", 14.5" Wide Panels	SF	15.41	
14.41.13	THICKNESS OPTION: Zinc Panel Price - 0.040", 14.5" Wide Panels	SF	18.28	

Line Item		Unit	Sq. Ft. Unit	ROOF Systems Material
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 - 2' Wide / 30 Gauge			
14.51.01	INSULATION OPTION: 3/4" of Expanded Polystyrene (Minimum 1.5 lbs/cft) - Includes Panel and Installation of Roof System	SF	10.49	
14.51.02	INSULATION OPTION: Mechanically Fastened Polystyrene 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	

Line Item		Unit	\$ per Unit	ROOF SYSTEMS In Dollars
15.00	RESTORATIONS - RECOATING OF EXISTING ROOF SYSTEMS			
	RESATURATION OF ASPHALT ROOF SYSTEMS			
15.11	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	4.58	
	RESATURATION OF COAL-TAR PITCH ROOF SYSTEMS			
15.12	Wet Vac Roof to Remove Aggregate. Apply Cold Applied Modified Coal Tar Flood Coat & New Aggregate as Specified Applied at 8-8 Gallons per Sq. w/ New Gravel (New Flashings also Required Refer to Flashing Line Item)	SF	5.88	
	ELASTOMERIC RESTORATIVE COATING FOR METAL ROOF SYSTEMS			
15.21	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	
	ELASTOMERIC URETHANE COATING FOR SINGLE-PLY ROOF SYSTEMS			
15.22	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	
	ELASTOMERIC URETHANE COATING FOR SMOOTH OR MINERAL SURFACED MODIFIED ROOFS			
15.23	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	
	LINEAR FOOT COST - REINFORCE SEAMS OF URETHANE RESTORATION SYSTEM			
15.24	Addeduct for Reinforcing the Seams when Using an Elastomeric Urethane Coating; Seams Need 2 1/2" Gallons per Sq. w/ Reinforcement.	LF	2.72	
	ELASTOMERIC ASPHALT-BASED LIQUID APPLIED MEMBRANE SYSTEM FOR SMOOTH OR MINERAL SURFACED ROOFS			
15.31	Power Wash and Prime then Install Base Coat / Top Coat as Specified with Reinforced Seams - Restoration Coating	SF	5.26	
	INSTALLATION OF SHAKE, TILE, OR SHINGLE ROOF SYSTEMS			
16.00	INSTALL NEW THREE-TAB SHINGLE ROOF SYSTEM -			
16.11	New Three-Tab Shingles with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	4.84	
	REPLACING ARCHITECTURAL SHINGLE ROOF SYSTEM -			
16.12	New Dimensional Shingle Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	5.31	
	INSTALL NEW DIMENSIONAL SHINGLE ROOF SYSTEM -			
16.13	New Dimensional Shingle Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	5.27	
	INSTALL NEW CEDAR SHAKE ROOF SYSTEM -			
16.21	New Cedar Shake Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys	SF	11.70	
	INSTALL NEW BARREL CLAYCEMENT TILE ROOF SYSTEM -			
16.31	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	
	REPLACING SLATE TILE ROOF SYSTEM -			
16.41	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			

Line Item		Unit	\$ per Unit	ROOF Systems Integral
17.11	METAL DECK - SINGLE-PLY APPLICATION			
17.11.01	INSULATION OPTION: Mechanically Fasten Polysocyanurate / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / SecurDeck / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF	3.98	
17.12	WOOD/TECTUM DECK - SINGLE-PLY APPLICATION			
17.12.01	INSULATION OPTION: WOOD DECK: Mechanically Fasten Polysocyanurate / Adhere Treated 1/2" Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / SecurDeck / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF	3.99	
17.12.02	INSULATION OPTION: TECTUM DECK: Mechanically Attach Base Sheet & Adhere Polysocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / SecurDeck / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF	5.29	
17.12.03	INSULATION OPTION: Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF	1.09	
17.13	LIGHTWEIGHT CONCRETE/GYPSUM DECK - SINGLE-PLY APPLICATION			
17.13.01	INSULATION OPTION: Adhere Polysocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / SecurDeck / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF	4.16	
17.13.02	INSULATION OPTION: Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF	1.09	

Line Item		Unit	\$ per Unit	ROOF Systems Material
17.14	CONCRETE DECK - SINGLE-PLY APPLICATION			
17.14.01	INSULATION OPTION: Adhere Polysocyanurate 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	6.85	
17.21.11	SINGLE-PLY ROOF TYPE: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	SF	8.99	
17.21.12	SINGLE-PLY ROOF TYPE: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness	SF	7.96	
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		Unit	\$ per Unit	ROOF-Systems Material
18.00	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	7.95	
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	
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	90.00	
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	32.17	
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	

Line Item		Unit	\$ per Unit	ROOF-Systems 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 - ANCILLARY 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 @ 1/2 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	

Line Item		Unit	\$ per Unit	ROOF SYSTEMS Material
20.00	NEW FLASHINGS FOR ROOFING SYSTEMS & RESTORATION OPTIONS			
20.11	ROOF FLASHINGS FOR MODIFIED & COAL TAR PITCH ROOF SYSTEMS: Minimum 1 Ply of Base Flashing and Mineral Cap Sheet Installed in Hot ASTM D 312 Type III or IV Asphalt			
20.11.01	FLASHING OPTION:	SF	13.66	
20.11.02	FLASHING OPTION:	SF	14.86	
20.11.03	FLASHING OPTION:	SF	15.16	
20.11.04	FLASHING OPTION:	SF	15.66	
20.11.05	FLASHING OPTION:	SF	16.34	

Line Item		Unit	\$ per Unit	Roof Systems Material
20.11.06	<p>FLASHING OPTION:</p> <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>FLASHING OPTION:</p> <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>FLASHING OPTION:</p> <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	15.18	
20.11.09	<p>FLASHING OPTION:</p> <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	13.96	
20.11.10	<p>FLASHING OPTION:</p> <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</p> <p>Substitute Hot Asphalt Application for Cold Process Flashing Adhesive Application of Flashings</p>	SF	6.49	

Line Item	Unit	\$ per Unit	ROOF Systems Material
20.2	Torch Applied Flashings - Minimum 1 Ply of Torch Base and Torch Mineral Cap Sheet; Torch Applied		
20.20.01	SF	17.96	
FLASHING OPTION: BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Torch Applied Flashing Ply - 80 lb/sq ft tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet; Material Type III - 300 lb/sq ft Tensile Torch Applied Membrane			
20.31	Self-Adhering Flashings - Minimum 1 Ply of Self-Adhering Base and Self-Adhering Mineral Cap Sheet; Self-Adhering		
20.31.01	SF	15.24	
FLASHING OPTION: BASE PLY: SBS Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Flashing Ply - 50 lb/sq 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/sq ft tensile			
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	SF	8.47	
ROOF MEMBRANE OPTION: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 45 Mil Thickness			
20.41.02	SF	8.87	
ROOF MEMBRANE OPTION: ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 90 Mil Thickness			
20.41.03	SF	10.02	
ROOF MEMBRANE OPTION: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness			
20.41.04	SF	6.95	
ROOF MEMBRANE OPTION: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 60 Mil Thickness			
20.41.05	SF	7.45	
ROOF MEMBRANE OPTION: ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness			
20.41.06	SF	8.60	
ROOF MEMBRANE OPTION: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 45 Mil Thickness			
20.41.07	SF	6.65	
ROOF MEMBRANE OPTION: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness			
20.41.08	SF	7.15	
ROOF MEMBRANE OPTION: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness			

Line Item		Unit	\$ per Unit	Roof Systems Material
20.41.09	ROOF MEMBRANE OPTION: ASTM D 4434 - Poly Vinyl Chloride (PVC) - 90 Mil Thickness	SF	8.30	
20.41.10	ROOF MEMBRANE OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 45 Mil Thickness	SF	11.04	
20.41.11	ROOF MEMBRANE OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	SF	12.46	
20.41.12	ROOF MEMBRANE OPTION: ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness	SF	13.88	

Line Item		Unit	\$ per Unit	Roof Systems Material
21.00	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	0.87	
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	

Line Item		Unit	Spec. Unit	ROOF SYSTEMS Equivalent
21.11.17	THICKNESS OPTION: Zinc Panel Prices - 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 Polycycyanurate 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	8.05	
21.11.24	PANEL INSTALLATION & INSULATION OPTION: Over Plywood: No Insulation	SF	5.15	

Line Item		Unit	\$ per Unit	ROOF Systems Material
21.12	WALL SYSTEM			
	Concealed Fastener Wall Panel System - 12" Wide Panels			
21.12.01	THICKNESS OPTION:	SF	4.81	
	Bare Aluminum Panel Price - 0.032" Aluminum Thickness			
21.12.02	THICKNESS OPTION:	SF	1.00	
	Add for Bare Aluminum, 0.040" Aluminum			
21.12.03	THICKNESS OPTION:	SF	4.58	
	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga			
21.12.04	THICKNESS OPTION:	SF	5.19	
	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga			
21.12.05	COLOR OPTION:	SF	0.69	
	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal			
21.12.06	COLOR OPTION:	SF	0.89	
	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal			
21.12.07	COLOR OPTION:	SF	1.06	
	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal			
21.12.08	THICKNESS OPTION:	SF	16.08	
	Stainless Steel Panel Price - 24 Ga Thickness			
21.12.09	THICKNESS OPTION:	SF	16.85	
	Stainless Steel Panel Price - 22 Ga Thickness			
21.12.10	THICKNESS OPTION:	SF	17.21	
	Copper Panel Price - 18 Oz Thickness			
21.12.11	THICKNESS OPTION:	SF	21.06	
	Copper Panel Price - 20 Oz Thickness			
21.12.12	THICKNESS OPTION:	SF	13.85	
	Zinc Panel Price - 0.032" Thickness			
21.12.13	THICKNESS OPTION:	SF	17.44	
	Zinc Panel Price - 0.040" Thickness			
21.12.14	PANEL INSTALLATION & INSULATION OPTION:	SF	5.38	
	Over Girts: 3/4" of Expanded Polystyrene (Minimum 1.5 lbs/ft) Installed Between Girts			
21.12.15	PANEL INSTALLATION & INSULATION OPTION:	SF	7.05	
	Over Girts: Mechanically Fastened Polysocyanurate with an Average R-Value of 19 Installed Between Girts			
21.12.16	PANEL INSTALLATION & INSULATION OPTION:	SF	4.85	
	Over Girts: Mechanically Attach Batens Fiberglass Insulation with an Average R-Value of 19 Installed Between Girts			

Line Item		Unit	\$ per Unit	ROOF SYSTEMS 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 STUD 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 Material
21.31	INSULATION FOR WALL APPLICATIONS (INSTALLED OVER AIR BARRIERS)			
21.31.01	Insulation Option: 1" Rock Wool Insulation Installed	SF	1.33	
21.31.02	Insulation Option: 2" Rock Wool Insulation Installed	SF	1.75	
21.31.03	Insulation Option: 3" Rock Wool Insulation Installed	SF	2.10	
21.31.04	Insulation Option: 4" Rock Wool Insulation Installed	SF	2.85	
21.31.05	Insulation Option: 1" Extruded Polystyrene Insulation Installed	SF	2.28	
21.31.06	Insulation Option: 2" Extruded Polystyrene Insulation Installed	SF	3.07	
21.31.07	Insulation Option: 3" Extruded Polystyrene Insulation Installed	SF	3.94	
21.31.08	Insulation Option: 4" Extruded Polystyrene Insulation Installed	SF	4.86	

Line Item		Unit	\$ per Unit	ROOF Systems Metropol
22.00	JOB SITE SPECIFIC MULTIPLIERS APPLIED TO EACH LINE ITEM ON ASSOCIATE JOB			
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		Unit	\$ per Unit	ROOF Systems Material
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%	

ITS #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Miscellaneous Line Items		UNIT	\$ per Unit
23.01	Pressure Wash to Clean Horizontal Surfaces	SF	\$ 0.14
23.02	Pressure Wash to Clean Vertical Surfaces	SF	\$ 0.47
23.03	Blow-Off Surface Area with Portable Blower to Remove Moisture	SF	\$ 0.10
23.04	Spud and Scrape Aggregate from Roof Surface Asphalt BUR (Size Reference: 100' X 12")	SF	\$ 4.08
23.05	Spud and Scrape of Aggregate from Roof Surface Coal Tar BUR (Size Reference: 100' X 12")	SF	\$ 5.57
23.06	Remove & Dispose Loose Aggregate from Roof Surface (Wet Vac)	SF	\$ 0.75
23.07	Power Broom Roof Surface	SF	\$ 0.28
23.08	Remove & Dispose Ballast from Roof Surface	SF	\$ 0.51
23.09	Remove Ballast from Roof Surface & Save for Reuse	SF	\$ 0.36
23.10	Apply Coating (Paint) to Horizontal Surface	SF	\$ 1.30
23.11	Apply Coating (Paint) to Vertical Surface	SF	\$ 1.47
23.12	Caulking: Remove Existing Caulking & Clean and Prime Joint	LF	\$ 1.15
23.13	Install Backer Rod in Properly Prepared Opening, Polyethylene - 3/8" Diameter	LF	\$ 0.65
23.14	Install Backer Rod in Properly Prepared Opening, Polyethylene - 1/2" Diameter	LF	\$ 0.65
23.15	Install Backer Rod in Properly Prepared Opening, Polyethylene - 3/4" Diameter	LF	\$ 0.75
23.16	Install Backer Rod in Properly Prepared Opening, Polyethylene - 1" Diameter	LF	\$ 0.85
Vapor Barriers		UNIT	\$ per Unit
23.17	Install Vapor Barrier, 2 Plies of Type IV Fiberglass Felts, Applied in Type IV Asphalt (or appropriate type)	SF	\$ 1.23
23.18	Install Vapor Barrier, 2 Plies of Type IV Fiberglass Felts, Applied with Asphalt Over DensDeck on a Metal Deck	SF	\$ 2.01
Masonry section		UNIT	\$ per Unit
23.19	Remove and Reset Bricks; 1-50 SF	SF	\$ 20.00
23.20	Remove and Reset Bricks; Over 50 SF	SF	\$ 14.91
23.21	Remove and Reset Blocks	SF	\$ 10.60
23.22	Remove and Reset Coping Stones	Each	\$ 23.40
23.23	Remove Bricks, Blocks, Coping Stones; 1-50 SF	SF	\$ 15.35
23.24	Remove Bricks, Blocks, Coping Stones; Over 50 SF	SF	\$ 11.85
Brick, block and brick exterior wall maintenance, repair and application of protective coatings.		UNIT	\$ per Unit
23.25	Selective Demolition of Concrete Block Masonry Units (CMU) with perimeter saw cutting- swing stage 4", 6" and 8" block (high-rise)	Each	\$ 10.00
23.26	Selective Demolition of Brick Masonry Units with perimeter saw cutting - swing stage (high-rise)	SF	\$ 27.35
23.27	Selective Demolition of Brick Masonry Units with perimeter saw cutting - scaffolding (low-rise)	SF	\$ 16.22
Selective Demolition of Mortar Joint with Perimeter Saw cutting – Swing stage (high-rise)		UNIT	\$ per Unit
23.28	Removal of existing mortar (1/2" wide by 3/4" depth)	SF	\$ 8.65
23.28	Removal of existing mortar (3/4" wide by 3/4" depth)	SF	\$ 10.81
23.30	Removal of existing mortar (1/2" wide by 1 1/2" depth)	SF	\$ 11.89
23.31	Removal of existing mortar (3/4" wide by 1 1/2" depth)	SF	\$ 15.13
Selective Demolition of Mortar Joint with Perimeter Saw cutting – Scaffolding (low-rise)		UNIT	\$ per Unit
23.32	Removal of existing mortar (1/2" wide by 3/4" depth)	SF	\$ 6.49
23.33	Removal of existing mortar (3/4" wide by 3/4" depth)	SF	\$ 8.65
23.34	Removal of existing mortar (1/2" wide by 1 1/2" depth)	SF	\$ 10.27
23.35	Removal of existing mortar (3/4" wide by 1 1/2" depth)	SF	\$ 13.51
New Pointing Work – Swing stage (High-rise)		UNIT	\$ per Unit
23.36	Furnish and install new mortar (1/2" wide by 3/4" depth)	SF	\$ 16.22
23.37	Furnish and install new mortar (3/4" wide by 3/4" depth)	SF	\$ 18.38
23.38	Furnish and install new mortar (1/2" wide by 1 1/2" depth)	SF	\$ 17.84
23.39	Furnish and install new mortar (3/4" wide by 1 1/2" depth)	SF	\$ 21.08
New Pointing Work – Scaffolding (Low-rise)		UNIT	\$ per Unit
23.40	Furnish and install new mortar (1/2" wide by 3/4" depth)	SF	\$ 12.97
23.41	Furnish and install new mortar (3/4" wide by 3/4" depth)	SF	\$ 14.59
23.42	Furnish and install new mortar (1/2" wide by 1 1/2" depth)	SF	\$ 15.13
23.43	Furnish and install new mortar (3/4" wide by 1 1/2" depth)	SF	\$ 17.30
Removal of Roof Parapets – Swing stage (High-rise)		UNIT	\$ per Unit
23.44	Removal of parapet wall (24" high)	SF	\$ 199.99
23.45	Removal of parapet wall (42" high)	SF	\$ 351.33
23.46	Removal of parapet wall (24" high)	SF	\$ 167.50
23.47	Removal of parapet wall (42" high)	SF	\$ 308.00
Removal of Roof Parapets – Scaffolding (Low-rise)		UNIT	\$ per Unit
23.48	Removal of brick parapet wall (24" high)	SF	\$ 135.13
23.49	Removal of brick parapet wall (42" high)	SF	\$ 243.23
23.50	Removal of brick parapet wall (24" high)	SF	\$ 113.51
23.51	Removal of brick parapet wall (42" high)	SF	\$ 227.01

ITB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Reconstruction of Brick Masonry Roof Parapats – Swing stage (High-rise)		UNIT	\$ per Unit
23.52	New brick masonry parapet w/stone coping and flashings (24" high)	SF	\$ 675.63
23.53	New brick masonry parapet w/stone coping and flashings (42" high)	SF	\$ 810.75
23.54	New brick masonry parapet w/stone coping and flashings (24" high)	SF	\$ 594.55
23.55	New brick masonry parapet w/stone coping and flashings (42" high)	SF	\$ 702.65
Reconstruction of Brick Masonry Roof Parapats – Scaffolding (low-rise)		UNIT	\$ per Unit
23.56	New brick masonry parapet w/stone coping and flashings (24" high)	SF	\$ 378.35
23.57	New brick masonry parapet w/stone coping and flashings (42" high)	SF	\$ 513.48
23.58	New brick masonry parapet w/stone coping and flashings (24" high)	SF	\$ 270.25
23.60	New brick masonry parapet w/stone coping and flashings (42" high)	SF	\$ 351.33
New Through wall Flashings – Swing stage (High-rise)		UNIT	\$ per Unit
23.60	Removal of 4 courses brick wall w/Temporary Shoring	SF	\$ 81.08
23.61	Removal and replacement of steel lintel	SF	\$ 86.48
23.62	Furnish and install new flashings (Bitulthane)	SF	\$ 27.03
23.63	Furnish and install new flashings (Lead coated copper)	SF	\$ 48.65
23.64	Furnish and install New Brick Masonry w/Weep Holes and Screens	SF	\$ 95.60
23.65	Parging and waterproofing of back-up wall	SF	\$ 37.84
New Through wall Flashings – Scaffolding (low-rise)		UNIT	\$ per Unit
23.66	Removal of 4 courses brick wall w/Temporary Shoring	SF	\$ 54.05
23.67	Removal and replacement of steel lintel	SF	\$ 81.08
23.68	Furnish and install new flashings (Bitulthane)	SF	\$ 21.62
23.69	Furnish and install new flashings (Lead coated copper)	SF	\$ 43.24
23.70	Furnish and install New Brick Masonry w/Weep Holes and Screens	SF	\$ 81.08
23.71	Parging and waterproofing of back-up wall	SF	\$ 30.27
Brick Masonry/Stone Stabilization		UNIT	\$ per Unit
23.72	Drilling and installation of new friction pins with mortar cap	SF	\$ 37.84
23.73	Drilling and installation of new friction pins for lime stone with mortar cap	SF	\$ 59.46
Limestone Removal and Replacement		UNIT	\$ per Unit
23.74	Removal of existing deteriorated architectural limestone	SF	\$ 135.13
23.75	Furnish and install new limestone replacement.	SF	\$ 162.15
23.76	Replacement of stone with lightweight polymer resin to match	SF	\$ 86.48
23.77	Minor patching of existing stone to match	SF	\$ 189.18
Terra Cotta Removal and Replacement		UNIT	\$ per Unit
23.78	Removal of existing deteriorated architectural Terra Cotta	SF	\$ 135.13
23.79	Furnish and install new Terra Cotta replacement.	SF	\$ 432.40
23.80	Replacement of stone with lightweight polymer resin to match	SF	\$ 189.18
23.81	Minor patching of existing stone to match	SF	\$ 243.23
Roof Coping Stones		UNIT	\$ per Unit
23.82	Removal of existing roof coping stones (16 inches)	SF	\$ 135.13
23.83	Removal and parging of existing substrate	SF	\$ 43.24
23.84	Furnish and install new lead coated copper flashings	SF	\$ 43.24
23.85	Drilling and epoxy grouting stainless steel pins	SF	\$ 81.08
23.86	Reinstallation of existing stones with cleaning	SF	\$ 135.13
23.87	Furnish and install new coping stones	SF	\$ 178.37
23.88	Furnish and install new sealants between coping stones.	SF	\$ 23.78
23.89	Cleaning and coating of existing stones.	SF	\$ 27.03
CMU Backup Wall Repair and Waterproofing		UNIT	\$ per Unit
23.90	Replacement of Deteriorated CMU Back-up	SF	\$ 91.89
23.91	Parging of CMU back-up wall	SF	\$ 32.43
23.92	Waterproofing of back-up wall	SF	\$ 27.03
Brick Masonry Piers		UNIT	\$ per Unit
23.93	Isolated repair of existing masonry piers (removal and replacement)	SF	\$ 243.23
23.94	Reconstruction of isolated areas of pier	SF	\$ 378.35
23.95	Construction of new masonry piers (16" x 16")	SF	\$ 486.45
Crack Repair		UNIT	\$ per Unit
23.96	Drill and install new stainless steel pins.	Each	\$ 37.84
23.97	Grouting of open cracks	SF	\$ 27.03
23.98	Replacement of cracked bricks	SF	\$ 54.05
Concrete Removal		UNIT	\$ per Unit
23.99	Perimeter saw cutting	SF	\$ 2.70
23.100	Removal of existing concrete (2" depth).	SF	\$ 37.84
23.101	Removal of existing concrete (3.5" depth)	SF	\$ 48.65

ITB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

New Concrete and Coaling		UNIT	\$ per Unit
23.102	Placement of new high strength patching mortar (2' depth)	SF	\$ 135.13
23.103	Placement of new high strength patching mortar (3.5' depth)	SF	\$ 151.34
23.104	Cleaning and coaling of concrete surface	SF	\$ 12.97
23.105	Sidewalk Bridging	SF	\$ 4.03
23.106	Temporary Roof Protection	SF	\$ 2.70
Roof Drainage, Scuppers, Slacks, Curbs and Pitch Pockets		UNIT	\$ per Unit
23.107	Install & Connect new 4" roof drain & Flashing; Excluding Plumbing	EA	\$ 650.00
23.108	Install & Connect new 6" roof drain & Flashing; Excluding Plumbing	EA	\$ 750.00
23.109	Install & Connect new 8" roof drain & Flashing; Excluding Plumbing	EA	\$ 850.00
23.110	Pitch pocket, 24 gauge, GI, 12" x 12", with storm collar, hammered to outside, soldered corners and seams	EA	\$ 215.04
23.111	Pitch pocket, 24 gauge, GI, 6" x 6", with storm collar hammered to outside, soldered corners and seams	EA	\$ 135.90
23.112	Pitch pocket, 24 gauge, GI, 8" x 8", with storm collar, hammered to outside, soldered corners and seams	EA	\$ 171.10
23.113	Plumbing slack, 16 oz, copper flashing	EA	\$ 171.00
23.114	Plumbing slack, 24 gad Zinc flashing	EA	\$ 255.00
23.115	Plumbing slack, 4# lead flashing	EA	\$ 87.00
23.116	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 12" Straight	EA	\$ 100.80
23.117	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 2" Corners	EA	\$ 59.36
23.118	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 3" Kit	EA	\$ 59.36
23.119	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 5" Kit	EA	\$ 80.64
23.120	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 5" Rounds	EA	\$ 80.64
23.121	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 6" Kit	EA	\$ 75.04
23.122	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 6" Straight	EA	\$ 75.04
23.123	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 7.5" Kit	EA	\$ 119.72
23.124	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 7.5" Kit with 2-Part Filler	EA	\$ 128.80
23.125	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 7.5" Rounds	EA	\$ 128.80
23.126	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 9" Kit	EA	\$ 162.60
23.127	Provide a cast iron drain strainer	EA	\$ 90.00
23.128	Relflash existing roof drain	EA	\$ 291.00
23.129	Scupper, .050 Aluminum, match existing configuration	LF	\$ 226.00
23.130	Scupper, 16 oz Copper, match existing configuration	LF	\$ 255.00
23.131	Scupper, 20 gad Stainless Steel, match existing configuration	LF	\$ 243.00
23.132	Sleeper Cap - 24 Gad Galvanized	LF	\$ 15.33
Roof Accessories		UNIT	\$ per Unit
23.133	Walkway Pads		
23.134	30" wide roll goods, tape attached	EA	\$ 24.50
23.135	30" wide roll, hot asphalt attached	EA	\$ 265.00
23.136	30" wide roll, adhesive attached	EA	\$ 29.00
23.137	Expansion joint, butyl or neoprene bellows, galvanized flange	LF	\$ 11.77
23.138	Roof ladder, security ladder guard	EA	\$ 156.04
23.139	Roof ladder, steel, bolted to concrete, 20 feet and up, with cage; with intermediate landings as required by Code	EA	\$ 105.00
23.140	Roof ladder, steel, bolted to concrete, up to 20 feet, without cage	EA	\$ 121.30
23.141	Roof ventilators	EA	\$ 185.78
23.142	Termination bar, aluminum, 1/4" x 1"	LF	\$ 2.27
Common Roof Repair Items		UNIT	\$ per Unit
23.143	3-Course Application; Mastic-Mesh-Mastic; 15" Wide Total; 12" Wide Mesh	LF	\$ 9.05
23.144	3-Course Application; Mastic-Mesh-Mastic; 9" Wide Total; 6" Wide Mesh	LF	\$ 5.60
23.145	3-Course Application; Urethane-Reinforcement-Urethane (< 500 SF)	SF	\$ 4.32
23.146	3-Course Application; Urethane-Reinforcement-Urethane (> 500 SF)	SF	\$ 4.15
23.147	Install Self-Adhering Cap Sheet Over Repair Area (< 500 SF)	SF	\$ 5.51
23.148	Install Self-Adhering Cap Sheet Over Repair Area (> 500 SF)	SF	\$ 5.41
23.149	Torch Cap Sheet Over Repair Area (< 500 SF)	SF	\$ 6.65
23.150	Torch Cap Sheet Over Repair Area (> 500 SF)	SF	\$ 6.50
23.151	Set Roofing Cap Sheet Membrane in Mastic Installed Over Repair Area (< 500 SF)	SF	\$ 6.85
23.152	Set Roofing Cap Sheet Membrane in Mastic Installed Over Repair Area (> 500 SF)	SF	\$ 7.75

ITB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Equipment		UNIT	\$ per Unit
23.153	Forklift/Manlift Equipment Rental	DAY	\$ 123.00
23.154	Crane Equipment Rental - up to 80'	DAY	\$ 950.00
23.165	Crane Equipment Rental - up to 160'	DAY	\$ 1,250.00
23.156	Manlift per day	DAY	\$ 90.00
23.157	Skytrack	DAY	\$ 90.00
23.158	Additional Equipment (rental) % off published price	%	1%
Other Services		UNIT	\$ per Unit
23.159	"As-Built" Drawings Upon Project Completion	EA	NSP
23.160	Demobilization - Pre-Planned or Additional Un-planned	EA	\$ 650.00
23.161	Dew Point Calculations	EA	NSP
23.162	Energy Payback Calculations	EA	NSP
23.163	Project Life-Cycle Cost Calculation	EA	NSP
23.164	Final Walkthrough with Report	EA	NSP
23.165	On-Site Quality Control Inspections with Report from Manufacturer's Rep - 3 Days per Week	Week	NSP
23.168	R.A. or P.E. Reviewed and Stamped Shop Drawings	EA	NSP
23.167	R.A. or P.E. Reviewed and Stamped Specifications	EA	NSP
23.168	Project Design Assistance - Hourly Rate for Consultations with Architect of Record	HR	NSP
23.169	Remobilization - Pre-Planned or Additional Un-planned	EA	\$ 1,250.00
23.170	Roof Asset Management with Reports and Budgeting	EA	NSP
Additional repair options		UNIT	\$ per Unit
23.171	Option 1 - Estimating repairs can be done on a labor and material cost plus basis	%	14
23.172	Option 2 R.S. Means	%	14
Catalog Pricing		UNIT	\$ per Unit
23.173	Please provide a price list with your complete material catalog(s) - A manufacturers catalog can be used. You may provide a not-pricer or a catalog with a discount.		-1%
Green Roofing		UNIT	\$ per Unit
23.174	Please provide your green environmentally friendly roofing options, please provide as much information as possible to include line items necessary to complete a green roof		\$4.5.8.8. & \$10.4.2

ITB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Sheet Metal Accessories Covered Under these Pricing Tables:

- Drip Edge
- Gravel Stop
- Gutters, Straps, Hangers & Fasteners
- Coping
- Surface Mounted Counter Flashing
- Reglet Mounted Counter Flashing
- Skirt Flashing
- Expansion Joints
- Miscellaneous Metal Fabricated Details

Aluminum

Size / Gauge	.040	.050	.063	.080
6"	\$5.38	\$5.46	\$5.61	\$5.78
8"	\$5.83	\$5.96	\$6.15	\$6.38
10"	\$6.27	\$6.42	\$6.66	\$6.95
12"	\$6.73	\$6.92	\$7.20	\$7.55
14"	\$7.19	\$7.41	\$7.74	\$8.15
16"	\$7.62	\$7.87	\$8.26	\$8.71
18"	\$8.09	\$8.37	\$8.79	\$9.32
20"	\$8.54	\$8.86	\$9.34	\$9.92
22"	\$8.98	\$9.32	\$9.85	\$10.48
24"	\$9.44	\$9.82	\$10.38	\$11.08
26"	\$9.90	\$10.31	\$10.93	\$11.68
28"	\$10.34	\$10.78	\$11.44	\$12.25
30"	\$10.80	\$11.26	\$11.98	\$12.85
32"	\$11.26	\$11.76	\$12.52	\$13.45
34"	\$11.70	\$12.22	\$13.03	\$14.02
36"	\$12.15	\$12.71	\$13.57	\$14.62
38"	\$12.62	\$13.21	\$14.11	\$15.22
40"	\$13.05	\$13.67	\$14.62	\$15.78
42"	\$13.51	\$14.17	\$15.16	\$16.38
44"	\$13.94	\$14.63	\$15.67	\$16.94
46"	\$14.40	\$15.12	\$16.22	\$17.54
48"	\$14.86	\$15.62	\$16.75	\$18.14
Price Per Bond	\$0.50	\$0.50	\$0.75	\$0.75

ITB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Sheet Metal Accessories Covered Under these Pricing Tables:

- Drip Edge
- Gravel Stop
- Gutters, Straps, Hangers & Fasteners
- Coping
- Surface Mounted Counter Flashing
- Reglet Mounted Counter Flashing
- Skirt Flashing
- Expansion Joints
- Miscellaneous Metal Fabricated Details

Stainless Steel & Copper

Size / Gauge / Thickness	SS 24 Ga	SS 26 Ga	Copper 16 oz	Copper 20 oz
6"	\$5.40	\$5.26	\$6.02	\$6.42
8"	\$5.87	\$5.68	\$6.70	\$7.23
10"	\$6.31	\$6.08	\$7.35	\$8.00
12"	\$6.78	\$6.50	\$8.03	\$8.82
14"	\$7.26	\$6.92	\$8.71	\$9.63
16"	\$7.70	\$7.32	\$9.38	\$10.40
18"	\$8.17	\$7.74	\$10.04	\$11.22
20"	\$8.63	\$8.16	\$10.72	\$12.03
22"	\$9.08	\$8.55	\$11.36	\$12.80
24"	\$9.55	\$8.98	\$12.05	\$13.62
26"	\$10.02	\$9.40	\$12.73	\$14.43
28"	\$10.46	\$9.79	\$13.37	\$15.20
30"	\$10.93	\$10.22	\$14.06	\$16.02
32"	\$11.40	\$10.64	\$14.74	\$16.83
34"	\$11.84	\$11.03	\$15.38	\$17.60
36"	\$12.31	\$11.46	\$16.06	\$18.42
38"	\$12.78	\$11.88	\$16.74	\$19.23
40"	\$13.22	\$12.27	\$17.38	\$20.00
42"	\$13.70	\$12.70	\$18.06	\$20.82
44"	\$14.14	\$13.10	\$18.71	\$21.58
46"	\$14.61	\$13.51	\$19.39	\$22.40
48"	\$15.08	\$13.94	\$20.07	\$23.22
Price Per Band	\$0.75	\$0.50	\$0.50	\$0.75

ITB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Sheet Metal Accessories Covered Under these Pricing Tables:

- Drip Edge
- Gravel Stop
- Gutters, Straps, Hangers & Fasteners
- Coping
- Surface Mounted Counter Flashing
- Reglet Mounted Counter Flashing
- Skirt Flashing
- Expansion Joints
- Miscellaneous Metal Fabricated Details

Kynar Coated Steel

Size / Gauge	20 Ga	22 Ga	24 Ga	26 Ga
6"	\$5.91	\$5.58	\$5.43	\$5.38
8"	\$6.56	\$6.12	\$5.91	\$5.86
10"	\$7.17	\$6.62	\$6.37	\$6.29
12"	\$7.81	\$7.16	\$6.85	\$6.76
14"	\$8.46	\$7.69	\$7.33	\$7.22
16"	\$9.06	\$8.19	\$7.78	\$7.68
18"	\$9.70	\$8.73	\$8.26	\$8.13
20"	\$10.35	\$9.26	\$8.74	\$8.59
22"	\$10.95	\$9.76	\$9.19	\$9.03
24"	\$11.60	\$10.30	\$9.67	\$9.50
26"	\$12.25	\$10.83	\$10.15	\$9.96
28"	\$12.85	\$11.34	\$10.61	\$10.40
30"	\$13.50	\$11.86	\$11.09	\$10.86
32"	\$14.14	\$12.40	\$11.57	\$11.33
34"	\$14.74	\$12.90	\$12.02	\$11.77
36"	\$15.39	\$13.44	\$12.50	\$12.23
38"	\$16.03	\$13.97	\$12.98	\$12.70
40"	\$16.64	\$14.47	\$13.43	\$13.14
42"	\$17.29	\$15.01	\$13.91	\$13.60
44"	\$17.90	\$15.51	\$14.37	\$14.04
46"	\$18.54	\$16.04	\$14.85	\$14.50
48"	\$19.18	\$16.58	\$15.33	\$14.97
Price Per Bend	\$0.75	\$0.50	\$0.50	\$0.50

ITB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Sheet Metal Accessories Covered Under these Pricing Tables:

- Drip Edge
- Gravel Stop
- Gutters, Straps, Hangers & Fasteners
- Coping
- Surface Mounted Counter Flashing
- Reglet Mounted Counter Flashing
- Skirt Flashing
- Expansion Joints
- Miscellaneous Metal Fabricated Details

Galvanized Steel

Size / Gauge	20 Ga	22 Ga	24 Ga	26 Ga
6"	\$4.77	\$4.72	\$4.69	\$4.65
8"	\$5.03	\$4.96	\$4.92	\$4.86
10"	\$5.27	\$5.18	\$5.14	\$5.07
12"	\$5.53	\$5.42	\$5.37	\$5.29
14"	\$5.78	\$5.66	\$5.59	\$5.50
16"	\$6.02	\$5.90	\$5.81	\$5.70
18"	\$6.28	\$6.14	\$6.04	\$5.92
20"	\$6.54	\$6.37	\$6.26	\$6.14
22"	\$6.78	\$6.60	\$6.48	\$6.34
24"	\$7.03	\$6.84	\$6.71	\$6.55
26"	\$7.29	\$7.08	\$6.94	\$6.77
28"	\$7.53	\$7.30	\$7.16	\$6.97
30"	\$7.78	\$7.54	\$7.38	\$7.18
32"	\$8.04	\$7.78	\$7.62	\$7.40
34"	\$8.29	\$8.01	\$7.83	\$7.60
36"	\$8.54	\$8.25	\$8.06	\$7.82
38"	\$8.80	\$8.49	\$8.29	\$8.03
40"	\$9.04	\$8.71	\$8.50	\$8.23
42"	\$9.30	\$8.95	\$8.74	\$8.45
44"	\$9.54	\$9.18	\$8.94	\$8.66
46"	\$9.79	\$9.42	\$9.18	\$8.87
48"	\$10.05	\$9.66	\$9.41	\$9.09
Price Per Bend	\$0.75	\$0.50	\$0.50	\$0.50

TB #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Caulking Chart pricing per Linear Foot Installed

2 Component Epoxied Urethane Compound

Joint Size	1/8"	3/16"	1/4"	5/16"	3/8"	7/16"	1/2"	5/8"	3/4"	7/8"	1"	1-1/8"	1-1/4"
1/8"	\$1.38	\$1.44	\$1.50	\$1.55	\$1.61	\$1.73	\$1.84	\$1.96	\$2.01	\$2.13	\$2.24	\$2.53	\$2.65
3/16"	\$1.44	\$1.50	\$1.55	\$1.61	\$1.67	\$1.73	\$1.84	\$2.01	\$2.07	\$2.13	\$2.30	\$2.59	\$2.70
1/4"	\$1.50	\$1.55	\$1.55	\$1.67	\$1.73	\$1.73	\$1.96	\$2.01	\$2.07	\$2.13	\$2.36	\$2.65	\$2.76
5/16"	\$1.55	\$1.61	\$1.61	\$1.73	\$1.78	\$1.84	\$2.01	\$2.07	\$2.07	\$2.13	\$2.42	\$2.70	\$2.82
3/8"	\$1.61	\$1.67	\$1.67	\$1.78	\$1.84	\$1.96	\$2.07	\$2.13	\$2.07	\$2.19	\$2.53	\$2.76	\$2.88
7/16"	\$1.73	\$1.73	\$1.73	\$1.84	\$1.96	\$2.01	\$2.13	\$2.19	\$2.19	\$2.24	\$2.59	\$2.82	\$2.93
1/2"	\$1.84	\$1.84	\$1.84	\$1.96	\$2.01	\$2.07	\$2.19	\$2.24	\$2.30	\$2.30	\$2.65	\$2.88	\$2.99
5/8"	\$1.96	\$2.01	\$2.01	\$2.01	\$2.07	\$2.13	\$2.24	\$2.30	\$2.36	\$2.36	\$2.70	\$2.93	\$3.05
3/4"	\$2.01	\$2.07	\$2.07	\$2.07	\$2.13	\$2.19	\$2.30	\$2.36	\$2.42	\$2.42	\$2.76	\$2.99	\$3.11
7/8"	\$2.13	\$2.13	\$2.13	\$2.24	\$2.19	\$2.24	\$2.36	\$2.42	\$2.53	\$2.53	\$2.82	\$3.05	\$3.22
1"	\$2.24	\$2.30	\$2.30	\$2.36	\$2.36	\$2.42	\$2.42	\$2.53	\$2.59	\$2.65	\$2.88	\$3.11	\$3.28
1-1/8"	\$2.53	\$2.59	\$2.59	\$2.65	\$2.70	\$2.70	\$2.76	\$2.82	\$2.82	\$2.88	\$2.93	\$3.22	\$3.34
1-1/4"	\$2.85	\$2.70	\$2.76	\$2.82	\$2.82	\$2.82	\$2.88	\$2.93	\$2.93	\$2.99	\$2.99	\$3.28	\$3.39

ITB#14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Caulking Chart pricing per Linear Foot Installed

1 Component Polyurethane

Joint Size	1/8"	3/16"	1/4"	5/16"	3/8"	7/16"	1/2"	5/8"	3/4"	7/8"	1"	1-1/8"	1-1/4"
1/8"	\$2.07	\$2.19	\$2.30	\$2.36	\$2.47	\$2.65	\$2.82	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97
3/16"	\$2.19	\$2.30	\$2.36	\$2.47	\$2.65	\$2.82	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08
1/4"	\$2.30	\$2.36	\$2.47	\$2.65	\$2.82	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20
5/16"	\$2.36	\$2.47	\$2.65	\$2.82	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31
3/8"	\$2.47	\$2.65	\$2.82	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31
7/16"	\$2.65	\$2.82	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31
1/2"	\$2.82	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31	\$4.37
5/8"	\$2.93	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31	\$4.37	\$4.49
3/4"	\$3.05	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31	\$4.37	\$4.49	\$4.49
7/8"	\$3.22	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31	\$4.37	\$4.49	\$4.49	\$4.60
1"	\$3.45	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31	\$4.37	\$4.49	\$4.49	\$4.60	\$4.60
1-1/8"	\$3.80	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31	\$4.37	\$4.49	\$4.49	\$4.60	\$4.60	\$4.95
1-1/4"	\$3.97	\$4.08	\$4.20	\$4.31	\$4.31	\$4.31	\$4.37	\$4.49	\$4.49	\$4.60	\$4.60	\$4.95	\$5.12

ITE #14-5903 PRICING FORM FOR ROOFING PRODUCTS AND SERVICES

Caulking Chart pricing per Linear Foot Installed

1 Component Silicone Rubber

Joint Size	1/8"	3/16"	1/4"	5/16"	3/8"	7/16"	1/2"	5/8"	3/4"	7/8"	1"	1-1/8"	1-1/4"
1/8"	\$2.13	\$2.24	\$2.36	\$2.42	\$2.53	\$2.70	\$2.88	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03
3/16"	\$2.24	\$2.36	\$2.42	\$2.53	\$2.70	\$2.88	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14
1/4"	\$2.36	\$2.42	\$2.53	\$2.70	\$2.88	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26
5/16"	\$2.42	\$2.53	\$2.70	\$2.88	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37
3/8"	\$2.53	\$2.70	\$2.88	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37
7/16"	\$2.70	\$2.88	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37
1/2"	\$2.88	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37	\$4.43
5/8"	\$2.99	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37	\$4.43	\$4.54
3/4"	\$3.11	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37	\$4.43	\$4.54	\$4.54
7/8"	\$3.28	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37	\$4.43	\$4.54	\$4.54	\$4.66
1"	\$3.51	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37	\$4.43	\$4.54	\$4.54	\$4.66	\$4.66
1-1/8"	\$3.85	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37	\$4.43	\$4.54	\$4.54	\$4.66	\$4.66	\$5.00
1-1/4"	\$4.03	\$4.14	\$4.26	\$4.37	\$4.37	\$4.37	\$4.43	\$4.54	\$4.54	\$4.66	\$4.66	\$5.00	\$5.18

**Line Item Multiplier to Adjust Labor Costs Based Upon the
Prevailing Wage Rate. Prevailing wage found at
<http://www.wdol.gov/dba.aspx#0>**

Journeyman Prevailing Wage Rate	Multiplier for Prevailing Wage Rates	
	Roofer	Sheet Metal
\$10.00	1.0000	0.8840
\$12.50	1.0000	0.9060
\$15.00	1.0000	0.9290
\$17.50	1.0000	0.9520
\$20.00	1.0120	0.9760
\$22.50	1.0300	1.0000
\$25.00	1.0480	1.0250
\$27.50	1.0660	1.0510
\$30.00	1.0840	1.0770
\$32.50	1.1020	1.1040
\$35.00	1.1200	1.1320
\$37.50	1.1380	1.1600
\$40.00	1.1560	1.1890
\$42.50	1.1740	1.2190
\$45.00	1.1920	1.2490
\$47.50	1.2100	1.2800
\$50.00	1.2270	1.3120
\$52.50	1.2440	1.3450
\$55.00	1.2610	1.3790
\$57.50	1.2780	1.4130
\$60.00	1.2930	1.4480
\$62.50	1.3080	1.4840
\$65.00	1.3230	1.5210
\$67.50	1.3380	1.5590
\$70.00	1.3520	1.5980
\$72.50	1.3660	1.6380
\$75.00	1.3800	1.6670
\$77.50	1.3940	1.6970
\$80.00	1.4070	1.7280
\$82.50	1.4200	1.7590
\$85.00	1.4330	1.7910
\$87.50	1.4460	1.8230
\$90.00	1.4580	1.8560
\$92.50	1.4700	1.8890
\$95.00	1.4820	1.9230
\$97.50	1.4940	1.9580
\$100.00	1.5060	1.9930
\$102.50	1.5180	2.0290
\$105.00	1.5300	2.0660
\$107.50	1.5420	2.1030
\$110.00	1.5530	2.1410
\$112.50	1.5640	2.1800
\$115.00	1.5750	2.2190
\$117.50	1.5860	2.2590
\$120.00	1.5970	2.3000



Appendix A: Acknowledgement of Addenda



**COBB COUNTY
PURCHASING DEPARTMENT**

100 Cherokee Street, Suite 260
Marietta, Georgia 30090
phone: (770) 528-8400 • fax: (770) 528-8428

William J. Tommie Jr., CPPO
Purchasing Director

ADDENDUM No. 1

Scaled Bid# 14-5903
Roofing Supplies and Services, Waterproofing and Products and Services
Cobb County Purchasing Department

Date: March 7, 2014

Page 1 of 3

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- Minutes and Questions from Pre-Proposal Meeting Held on February 25, 2014.
- Bid Opening has been postponed until March 27, 2014
- Sign-In Sheets from Pre-Proposal Meeting

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Garland/DBS, Inc.

Company Name

March 7, 2014

Date



Signature

Frank Percaciante

Please Print Name

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 100 Cherokee Street, Suite 260, Marietta, GA 30090.

ADDENDUM No. 1

Sealed Bid# 14-5903

Roofing Supplies and Services, Waterproofing and Products and Services

Cobb County Purchasing Department

March 7, 2014

Minutes From Pre-Bid Meeting: February 25, 2014, 10:00 AM at the Cobb County Parks Department

Bid Submission Procedure

- Bids are due on March 13, 2014 before 12:00 noon at the Cobb County Purchasing Department, 100 Cherokee Street, suite 260, Marietta, Ga. 30090. Late bids will not be accepted.
- Bids will be opened at 2:00 pm on the same day in the Cobb County Board of Commissioners Room, 100 Cherokee Street, 2nd floor, Marietta Ga.30090
- The Bid opening may be viewed on Cobb County's government access channel TV23 or on the website www.cobbcounty.org
- A Bid Bond is not required
- A Georgia Security and Immigration Act Affidavit (Exhibit A) form must be Included.
- Vendor must sign, notarize and include their E-Verify number on the Affidavit
- Submit original and 2 copies, and 10 copies on flashdrives, please label box#1 with original and use enclosed label
- Cutoff date for questions is March 4, 2014 at 5 pm
- Minutes and addenda will be sent to plan holders on record as receiving a bid package
- Vendors must acknowledge all addenda with their bid response, failure could deem your proposal non-responsive

Questions and Clarifications from Pre-Bid Conference

- Question: How much did the State of Georgia and Cobb County spend on the contract last year?
- Answer: Public entities in the State of Georgia 2.5 million dollars, Cobb County \$1,408,353.44
- Question: Explain how to attach labels to flash drives?
- Answer: Please apply a small adhesive label with your company name on each flash drive.
- Question: Could this bid be extended for one or two weeks?
- Answer: Yes, the bid time and due date will be extended to 12:00 noon, on Thursday, March 27, 2014.
- Question: Would the deadline for Questions be extended as well?
- Answer: Yes, the deadline for questions will be extended to March 11, 2014 at 5:00 PM.

- **Question:** Is there a missing section 10?
- **Answer:** No
- **Question:** Would the Pricing be valid for 60 or 120 days?
- **Answer:** 120 days
- **Question:** How does State Licensing Qualifications apply to this bid because the requirements vary by state?
- **Answer:** The County recognizes that requirements may vary by state and some states may have more stringent requirements than others. In order to provide products and services under this contract, bidders will be required to comply with each state's licensing requirements that qualify the firm to perform as a prime roofing contractor.
- **Question:** What company currently holds the Roofing Contract?
- **Answer:** The Garland Company of Cleveland Ohio

PRE- PROPOSAL CONFERENCE

Sealed Bid # 14-5903

Roofing Supplies and Services, Waterproofing and Related Products and Services
February 25, 2014

REPRESENTATIVE NAME	COMPANY NAME & COMPLETE ADDRESS	PHONE (INCLUDE AREA CODE)	E-MAIL ADDRESS
Bill Thomas	Cobb Co. Purchasing	770 528 8425	billthomas@cobbcounty.org
Eric Yonakin	GARLAND/DBS	940-839-7700	Eyonakin@garlandind.com
FRANK PERCARIANTE	GARLAND/DBS	(440) 849-8862	FPERCARIANTE@GARLANDIND.COM
Joanne Durante	GARLAND/DBS	(360) 388-1626	jdurante@garlandind.com
Bendon Conway	GARLAND/DBS	(216) 874-7046	bconway@garlandind.com
Tyson Elliott	GARLAND/DBS	(423) 413-5061	telliott@garlandind.com
Bill Maxson	RSG	404-823-3077	bmaxson@rsgroof.com
Joe Townie	Cobb Co. Purchasing	770 528 9495	joetownie@cobbcounty.org

*Please note that contact information provided to a government agency may be subject to public release as required by Georgia's open records law.

PRE- PROPOSAL CONFERENCE

Sealed Bid # 14-5903

Roofing Supplies and Services, Waterproofing and Related Products and Services
February 25, 2014

REPRESENTATIVE NAME	COMPANY NAME & COMPLETE ADDRESS	PHONE (INCLUDE AREA CODE)	E-MAIL ADDRESS
Brandon Till	Tecta America	770. 773-0388	btille.tecta.america.com
Mary Pelfren	U.S. Communities	704 564-0320	mpelfren@uscommunities.org

*Please note that contact information provided to a government agency may be subject to public release as required by Georgia's open records law.



**COBB COUNTY
PURCHASING DEPARTMENT**

100 Cherokee Street, Suite 260
Marietta, Georgia 30090
phone: (770) 528-8400 • fax: (770) 528-8428

William J. Tommie Jr., CIPPO
Purchasing Director

ADDENDUM No. 2

Sealed Bid# 14-5903
Roofing Supplies and Services, Waterproofing and Products and Services
Cobb County Purchasing Department

Date: March 17, 2014

Page 1 of 2

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- Questions Received in Writing

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Garland/DBS, Inc.

Company Name

March 17, 2014

Date

Signature

Frank Percacianete

Please Print Name

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 100 Cherokee Street, Suite 260, Marietta, GA 30090.

ADDENDUM No. 2

Sealed Bid# 14-5903

**Roofing Supplies and Services, Waterproofing and Related Products and Services
Cobb County Purchasing Department**

March 17, 2014

A. Questions Received in Writing:

- Question: In the US Communities requirements, Section 7. Bonding Capacity, it states that bidders must be capable of securing a Performance Bond up to \$50,000,000. Since this is a local contract for Cobb County and the State of Georgia and Cobb County project totals are both under 3 million dollars per year, why is this a requirement?

Answer: Cobb County is the lead agency for this Cooperative Nationwide Solicitation with a requirement of no less than 2 turn-key jobs in at least 25 states the past 24 months. This contract will be applicable in all 50 states, therefore the 50mm bonding capacity is needed.

- Question: It seems to limit small business participation. Can the bonding capacity requirement be lowered to the equal the past year actual contract amount?

Answer: No, since this is a National Solicitation, the Bond Capacity is necessary.



Appendix B: Financial Information

Live Report : GARLAND/DBS, INC.

D-U-N-S® Number: 83-084-6817

Trade Names: (SUBSIDIARY OF GARLAND COMPANY INC, THE, CLEVELAND, OH)

Endorsement/Billing Reference: cpulling@garlandind.com

D&B Address		Added to Portfolio: 02/11/2010	
Address	3800 E 91st St Cleveland, OH - 44105	Location Type	Single (Subsidiary)
Phone	216 641-7500	Web	
Fax			
		Last View Date:	03/18/2014
		Endorsement :	cpulling@garlandind.com

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

Suit Found	No	
Bankruptcy Found	No	
Net Worth	Unavailable	
Credit Limit - D&B Aggressive	750,000.00	Based on profiles of other similar companies.
PAYDEX®	80	Paying on time.
Commercial Credit Score Class	2	Low to Moderate Risk of severe payment delinquency.
Financial Stress Score Class	3	Moderate Risk of severe financial stress.
Credit Limit - D&B Conservative	400,000.00	Based on profiles of other similar companies.
D&B Rating	3A4	3A indicates 1 to 10 million, Credit appraisal of 4 is limited.

D&B 3-month PAYDEX®

3-month D&B PAYDEX®: 80
Lowest Risk: 100; Highest Risk: 1

When weighted by amount, Payments to suppliers average Within terms

Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months
There is not sufficient reporting trading activity to generate 3 months Days Beyond Terms (a minimum of 3 trade experiences from at least 2 suppliers)

Recent Derogatory Events

Nov-13 Dec-13 Jan-14

Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

D&B Company Overview

This is a single (subsidiary) location

Chief Executive	DAVE SOKOL, PRES
Year Started	2009
Employees	250
Gross Revenue	59,605,580.00
SIC	2952, 6512
Line of business	Mfg asphalt felt/ coating, nonresdentil bldg operatr, architectural services
NAICS	324122
History Status	CLEAR
Financial Condition	UNBALANCED

Company News

Today: Wednesday, March 19, 2014

This company is not currently tracked for Company News.

Powered by FirstBase

Commercial Credit Score Class

Commercial Credit Score Class: 2

Lowest Risk:1;Highest Risk :5

D&B PAYDEX®

D&B PAYDEX® 80

Lowest Risk:100;Highest Risk :1

When weighted by amount, Payments to suppliers average generally within terms

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	0	-

The public record items contained herein may have been paid, terminated, vacated or released prior to

today's date.

Financial Stress Score Class

Financial Stress Score Class: 3

Lowest Risk:1;Highest Risk:5

Corporate Linkage

This is a **Single (Subsidiary)** location

GARLAND/DBS, INC.
Cleveland , OH
D-U-N-S® Number 83-084-6817

The Domestic Ultimate is
GARLAND INDUSTRIES, INC
CLEVELAND
D-U-N-S® Number 19-935-4507

The Parent Company is
THE GARLAND COMPANY INC
Ohio
D-U-N-S® Number 06-603-7409

Corporate Linkage

Domestic Ultimate

Company	City , State	D-U-N-S® NUMBER
GARLAND INDUSTRIES, INC	CLEVELAND , Ohio	19-935-4507

Parent

Company	City , State	D-U-N-S® NUMBER
THE GARLAND COMPANY INC	CLEVELAND , Ohio	06-603-7409

Predictive Scores

Currency: Shown in USD unless otherwise indicated

D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy within the next 12 months.

1	Viability Score	Lowest Risk:1	Highest Risk:9
<p>Compared to All US Businesses within the D&B Database:</p> <ul style="list-style-type: none"> • Level of Risk: Low Risk • Businesses ranked 1 have a probability of becoming no longer viable: 0.2 % • Percentage of businesses ranked 1: 0.3 % • Across all US businesses, the average probability of becoming no longer viable: 14 % 			
4	Portfolio Comparison	Lowest Risk:1	Highest Risk:9
<p>Compared to All US Businesses within the same MODEL SEGMENT:</p> <ul style="list-style-type: none"> • Model Segment: Available Financial Data • Level of Risk: Low Risk • Businesses ranked 4 within this model segment have a probability of becoming no longer viable: 0.3 % • Percentage of businesses ranked 4 with this model segment: 13 % • Within this model segment, the average probability of becoming no longer viable: 0.8 % 			
A	Data Depth Indicator	Predictive Data:A	Descriptive Data:C
<p>Data Depth Indicator:</p> <ul style="list-style-type: none"> ✓ Rich Firmographics ✓ Extensive Commercial Trading Activity ✓ Comprehensive Financial Attributes 			
Z	Company Profile	Subsidiary	

Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the D&B Rating Key.

D&B Rating : 3A4

Financial Strength: 3A indicates 1 to 10 million
Composite credit appraisal: 4 is limited

The Rating was changed on March 18, 2014 because the company submitted a current financial statement.

Below is an overview of the company's rating history since 06-04-2009:

Number of Employees 250
Total:

D&B Rating	Date Applied			
3A4	03-18-2014	Worth:	1,000,000	(As of 31-Dec-13)
1R3	03-06-2014	Working Capital:	\$1,000,000	(As of 31-Dec-13)
—	06-04-2009			

Payment Activity:	(based on 31 experiences)
Average High Credit:	35,000
Highest Credit:	35,000
Total Highest Credit:	39,550

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

D&B Credit Limit Recommendation

Conservative credit Limit:	400,000
Aggressive credit Limit:	750,000

Risk category for this business : **LOW**

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database.

Financial Stress Class : 3

(Lowest Risk:1; Highest Risk:5)

Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

Probability of Failure:

Risk of Severe Financial Stress for Businesses with this Class: **0.24 %** (24 per 10,000)
 Financial Stress National Percentile : **55** (Highest Risk: 1; Lowest Risk: 100)
 Financial Stress Score : **1485** (Highest Risk: 1,001; Lowest Risk: 1,875)
 Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

Composite credit appraisal is rated limited.
 Financial condition is rated unbalanced.
 Low proportion of satisfactory payment experiences to total payment experiences.
 Limited time under present management control

Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.

The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.

The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.

The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	55
Region: EAST NORTH CENTRAL	50
Industry: MANUFACTURING	52
Employee range: 100-499	75
Years in Business: 3-5	39

This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms), obtaining legal relief from its creditors or ceasing operations without paying all creditors in full over the next 12 months. The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class : 2

Lowest Risk:1;Highest Risk :5

Incidence of Delinquent Payment

Among Companies with this Classification: **2.50 %**
 Average compared to businesses in D&B's database: **10.20 %**
 Credit Score Percentile : **87** (Highest Risk: 1; Lowest Risk: 100)
 Credit Score : **569** (Highest Risk: 101; Lowest Risk: 670)

The Credit Score Class of this business is based on the following factors:

Limited number of satisfactory payment experiences
 Higher risk region based on delinquency rates for this region
 Higher risk industry based on delinquency rates for this industry
 Limited time under present management control

Notes:

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.

The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.

The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.

The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	87
Region: EAST NORTH CENTRAL	54
Industry: MANUFACTURING	62
Employee range: 100-499	89
Years in Business: 3-5	43

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.


Trade Payments

Currency: Shown in USD unless otherwise indicated 

D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trader references. [Learn more about the D&B PAYDEX.](#)

Timeliness of historical payments for this company.

Current PAYDEX is	80	Equal to generally within terms (Pays more promptly than the average for its industry of 5 days beyond terms)
Industry Median is	77	Equal to 5 days beyond terms
Payment Trend currently is		Unchanged, compared to payments three months ago


Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Total payment Experiences in D&Bs File (HQ)	31
Payments Within Terms (not weighted)	100 %
Trade Experiences with Slow or Negative Payments(%)	0.00%
Total Placed For Collection	0
High Credit Average	35,000
Largest High Credit	35,000
Highest Now Owing	35,000
Highest Past Due	0

D&B PAYDEX® : 80 

(Lowest Risk:100; Highest Risk:1)

When weighted by amount, payments to suppliers average generally within terms

3-Month D&B PAYDEX® : 80 

(Lowest Risk:100; Highest Risk:1)

Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average within terms

D&B PAYDEX® Comparison**Current Year**

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Mfg asphalt felt/coating, nonresidentl bldg operatr, architectural services , based on SIC code 2952 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

	4/13	5/13	6/13	7/13	8/13	9/13	10/13	11/13	12/13	1/14	2/14	3/14
This Business	80	80	80	80	80	80	80	80	80	80	80	80
Industry Quartiles												
Upper	-	-	80	-	-	80	-	-	80	-	-	-
Median	-	-	78	-	-	78	-	-	77	-	-	-
Lower	-	-	73	-	-	72	-	-	70	-	-	-

Current PAYDEX for this Business is 80 , or equal to generally within terms
 The 12-month high is 80 , or equal to GENERALLY WITHIN terms
 The 12-month low is 80 , or equal to GENERALLY WITHIN terms

Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Mfg asphalt felt/coating, nonresidentl bldg operatr, architectural services , based on SIC code 2952 .

Previous Year	03/12 Q1'12	06/12 Q2'12	09/12 Q3'12	12/12 Q4'12
This Business	UN	80	80	80
Industry Quartiles				
Upper	79	79	79	79
Median	76	77	76	77
Lower	71	71	71	71

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 80 , or equal to generally within terms
 The present industry median Score is 77 , or equal to 5 days beyond terms
 Industry upper quartile represents the performance of the payers in the 75th percentile
 Industry lower quartile represents the performance of the payers in the 25th percentile

Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

\$ Credit Extended	# Payment Experiences	Total Amount	% of Payments Within Terms
Over 100,000	0	0	0%
50,000-100,000	0	0	0%

		DNBI	
15,000-49,999	1	35,000	100%
5,000-14,999	0	0	0%
1,000-4,999	0	0	0%
Under 1,000	0	0	0%

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Payment Summary

- There are 31 payment experience(s) in D&Bs file for the most recent 24 months, with 3 experience(s) reported during the last three month period.
- The highest Now Owes on file is 35,000 . The highest Past Due on file is 0

Below is an overview of the company's currency-weighted payments, segmented by its suppliers primary industries:

	Total Revd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%) (%) (%) (%)			
Top Industries								
Mfg contrl light fix	1	35,000	35,000	100	0	0	0	0
Other payment categories								
Cash experiences	29	4,500	750					
Payment record unknown	1	50	50					
Unfavorable comments	0	0	0					
Placed for collections	0	N/A	0					
Total in D&B's file	31	39,550	35,000					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
02/14	(001)	100			Cash account	1 mo
01/14	Ppt	35,000	35,000	0		1 mo
12/13	(003)	250			Cash account	1 mo
11/13	(004)	250			Cash account	1 mo
	(005)	250			Cash account	1 mo
09/13	(006)	100			Cash account	1 mo
07/13	(007)	250			Cash account	1 mo

3/21/2014


DNB:

	(008)	100		Cash account	1 mo
	(009)	100		Cash account	1 mo
06/13	(010)	250		Cash account	1 mo
	(011)	100		Cash account	1 mo
	(012)	100		Cash account	1 mo
	(013)	50		Cash account	1 mo
05/13	(014)	750		Cash account	1 mo
	(015)	500		Cash account	1 mo
	(016) Cash own option	250			1 mo
	(017)	100	100	Cash account	1 mo
	(018) Cash own option	100		Cash account	1 mo
	(019)	50			1 mo
	(020)	50		Cash account	1 mo
	(021)	50		Cash account	1 mo
	(022)	50		Cash account	1 mo
04/13	(023)	100		Cash account	1 mo
	(024)	100		Cash account	1 mo
	(025)	50		Cash account	1 mo
	(026)	50		Cash account	1 mo
02/13	(027)	250		Cash account	1 mo
	(028)	50		Cash account	1 mo
10/12	(029)	50		Cash account	1 mo
09/12	(030)	50		Cash account	1 mo
03/12	(031)	50		Cash account	1 mo

Payments Detail Key: red - 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Public Filings

Currency: Shown in USD unless otherwise indicated 

Summary

A check of D&B's public records database indicates that no filings were found for GARLAND/DBS, INC. at 3800 E 91st St., Cleveland OH.

D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands.

D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

Government Activity

Activity summary


Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	NO
Granted	NO
Party excluded from federal program(s)	NO

Possible candidate for socio-economic program consideration

Labour Surplus Area	YES (2014)
Small Business	N/A
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

History & Operations

Currency: Shown in USD unless otherwise indicated 

Company Overview

Company Name:	GARLAND/DBS, INC.
Doing Business As :	(SUBSIDIARY OF GARLAND COMPANY INC, THE, CLEVELAND, OH)
Street Address:	3800 E 91st St Cleveland, OH 44105
Phone:	216 641-7500
History	is clear
Present management control	5 years

History

The following information was reported: 03/18/2014

DAVE SOKOL, PRES
RICHARD DEBACCO, V PRES

Officer(s): MELVIN CHROSTOWSKI, VPRES MKKTG
CHUCK RIPEPI, CFO

THE OFFICER(S)

The Delaware Secretary of State's business registrations file showed that Garland/DBS, Inc., was registered as a corporation on June 2, 2009.

Business started 2009. Starting capital \$171,000,000 derived from unknown.

Majority of the stocks is owned by the parent company.

DAVE SOKOL. Antecedents are unknown.

RICHARD DEBACCO. Antecedents are unknown.

MELVIN CHROSTOWSKI. Antecedents are unknown.

CHUCK RIPEPI. Antecedents are unknown.

Operations

03/18/2014

Subsidiary of Garland Company Inc, The, Cleveland, OH.

As noted, this company is a subsidiary of The Garland Company Inc, DUNS #086037409, and reference is made to that report for background information on the parent company and its management.

Description: Manufactures asphalt felts and coatings, specializing in roofing materials, roofing felts, cements or coatings and tar coating compounds. Operates nonresidential buildings, specializing in commercial or industrial buildings. Provides architectural services.

Terms are undetermined. Sells to commercial concerns. Territory: United States & Canada.

Employees: 250 which includes officer(s).

Facilities: Rents premises in a building.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

2952 0100 Roofing materials
2952 0103 Roofing felts, cements, or coatings, nec
2952 9902 Coating compounds, tar
6512 0100 Commercial and industrial building operation
8712 0000 Architectural services

NAICS:

324122 Asphalt Shingle and Coating Materials Manufacturing
324122 Asphalt Shingle and Coating Materials Manufacturing
324122 Asphalt Shingle and Coating Materials Manufacturing
531120 Lessors of Nonresidential Buildings (except Miniwarehouses)
541310 Architectural Services

Financials

Currency: Shown in USD unless otherwise indicated 

Company Financials: n/a**Statement Update**

03/18/2014

Fiscal statement dated DEC 31 2013:

Assets		Liabilities	
Accts Rec	12,880,535	Accts Pay	8,194,800
Costs/Earnings Excess of Billings	3,304,373	Accts payable-related parties	6,670,108
Curr Assets	16,184,908	Curr Liabs	15,164,908
		ADDIT. PD.-IN CAP	1,000,000
		Total Liabilities + Equity	16,164,908

From JAN 01 2013 to DEC 31 2013 annual sales \$59,605,580; operating expenses \$59,605,580. Operating Income \$0; net income \$0.
Prepared from statement(s) by Accountant Meaden & Moore.

ACCOUNTANTS OPINION "A review of the accountant's opinion indicates the financial statements meet generally accepted accounting principles and that the audit contains no qualifications."

Additional Financial Data

As of March 6, 2014, attempts to contact the management of this business have been unsuccessful. Inside and outside sources confirmed operation and location.

As of March 6 2014 a search of Dun & Bradstreets Public Record database found no open suits, liens, judgements or UCCs to which Garland/DBS, Inc. at 3800 E 91st St, Cleveland OH was named defendant or debtor. Public records received hereafter will be entered into the database and will be included in reports which contain a Public Filings section.

Key Business Ratios

Statement Date	Dec 31 2013
Based on this Number of Establishments	26

Industry Norms Based On 26 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales %	0.0	3.8	UN
Return on Net Worth %	0.0	13.7	4

3/21/2014

DNB

Short-Term Solvency

Current Ratio	1.1	1.6	4
Quick Ratio	0.8	1.0	3

Efficiency

Assets to Sales %	27.1	49.5	1
Sales / Net Working Capital	59.6	12.2	1

Utilization

Total Liabilities / Net Worth (%)	999.9	122.9	4
-----------------------------------	-------	-------	---

This information may not be reproduced in whole or in part by any means of reproduction.

© 2005-2014 Dun & Bradstreet, Inc.

GARLAND/DBS, INC.

FINANCIAL STATEMENTS
WITH
INDEPENDENT AUDITOR'S REPORT

December 31, 2013

PROPRIETARY

INDEX

	<u>Page</u>
Independent Auditor's Report	
Financial Statements:	
Balance Sheet	2
Statement of Income	3
Statement of Cash Flows	4
Notes to Financial Statements	5 - 7



INDEPENDENT AUDITOR'S REPORT

Board of Directors
Garland/DBS, Inc.
Cleveland, Ohio

We have audited the accompanying financial statements of GARLAND/DBS, INC. which comprise the balance sheets as of December 31, 2013 and 2012, and the related statements of income and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Garland/DBS, Inc. as of December 31, 2013 and 2012 and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Meaden & Moore, Ltd.
Cleveland, Ohio
March 11, 2014

BALANCE SHEET

Garland/DBS, Inc.

	December 31,	
	2013	2012
ASSETS		
CURRENT ASSETS:		
Accounts receivable (includes retentions receivable of \$668,450 - 2013 and \$300,906 - 2012)	\$ 12,860,535	\$ 13,554,697
Costs and estimated earnings in excess of billings on contracts in progress	<u>3,304,373</u>	<u>-</u>
Total Current Assets	<u>\$ 16,164,908</u>	<u>\$ 13,554,697</u>
LIABILITIES AND SHAREHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable and accrued expenses	\$ 8,494,800	\$ 1,825,359
Accounts payable - related parties	<u>6,670,108</u>	<u>10,729,338</u>
Total Current Liabilities	<u>15,164,908</u>	<u>12,554,697</u>
SHAREHOLDERS' EQUITY:		
Common stock, no par value, 100 shares, authorized, issued and outstanding	-	-
Additional paid-in capital	<u>1,000,000</u>	<u>1,000,000</u>
Total Shareholders' Equity	<u>1,000,000</u>	<u>1,000,000</u>
Total Liabilities and Shareholders' Equity	<u>\$ 16,164,908</u>	<u>\$ 13,554,697</u>

STATEMENT OF INCOME

Garland/DBS, Inc.

Year Ended December 31,

	<u>2013</u>	<u>2012</u>
Contract revenue	\$ 59,605,580	\$ 52,281,115
Cost of contract revenue	<u>59,605,580</u>	<u>52,281,115</u>
Net Income	<u>\$ -</u>	<u>\$ -</u>

PROPRIETARY

STATEMENT OF CASH FLOWS

Garland/DBS, Inc.

Year Ended December 31,

	<u>2013</u>	<u>2012</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ -	\$ -
Adjustments to Reconcile Net Income to Net Cash		
Increase (Decrease) in Cash from Changes in:		
Accounts receivable	694,162	(7,773,429)
Accounts payable and accrued expenses	6,669,441	1,387,530
Accounts payable - related parties	(4,059,230)	6,559,843
Costs and estimated earnings in excess of billings	<u>(3,304,373)</u>	<u>(173,944)</u>
Total Adjustments	<u>-</u>	<u>-</u>
Net Cash Used in Operating Activities	-	-
Change in Cash and Cash Equivalents	-	-
Cash and Cash Equivalents - Beginning of the Year	<u>-</u>	<u>-</u>
Cash and Cash Equivalents - End of the Year	<u>\$ -</u>	<u>\$ -</u>



Live Report : DESIGN-BUILD SOLUTIONS, INC

D-U-N-S® Number: 19-774-6873

Trade Names: (SUBSIDIARY OF GARLAND INDUSTRIES, INC, CLEVELAND, OH)

Endorsement/Billing Reference: cpulling@garlandind.com

D&B Address		Added to Portfolio: 02/24/2014	
Address	3800 E 91st Street Cleveland, OH - 44105	Location Type	Single (Subsidiary)
Phone	216 641-7500	Web	www.garlandco.com
Fax		Endorsement:	cpulling@garlandind.com

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

Suit Found	No	
Bankruptcy Found	No	
Net Worth	Unavailable	
Credit Limit - D&B Aggressive	25,000.00	Based on profiles of other similar companies.
PAYDEX®	Unavailable	
Commercial Credit Score Class	3	Moderate Risk of severe payment delinquency.
Financial Stress Score Class	2	Low to Moderate Risk of severe financial stress.
Credit Limit - D&B Conservative	15,000.00	Based on profiles of other similar companies.
D&B Rating	Unavailable	

D&B Company Overview

This is a single (subsidiary) location

Chief Executive	RICHARD J DEBACCO, CEO
Year Started	1997
Employees	6
SIC	1542
Line of business	General contractor
NAICS	238220
History Status	CLEAR
Financial Condition	GOOD

Company News

Today: Wednesday, March 19, 2014

This company is not currently tracked for Company News.

Powered by FirstMoni

Commercial Credit Score Class**Commercial Credit Score Class: 3**

Lowest Risk:1;Highest Risk :5

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	0	-

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Financial Stress Score Class**Financial Stress Score Class: 2**

Lowest Risk:1;Highest Risk :5

Corporate Linkage

This is a Single (Subsidiary) location

DESIGN-BUILD SOLUTIONS, INC
Cleveland , OH
D-U-N-S® Number 19-774-6873

The Parent Company is
GARLAND INDUSTRIES, INC
Ohio
D-U-N-S® Number 19-935-4607

Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months
There is not sufficient reporting trading activity to generate 3 months Days Beyond Terms (a minimum of 3

trade experiences from atleast 2 suppliers

Recent Derogatory Events

Mar-13 May-13

Placed for Collection - -
Bad Debt Written Off - -

Corporate Linkage

Parent

Company	City , State	D-U-N-S® NUMBER
GARLAND INDUSTRIES, INC	CLEVELAND , Ohio	19-935-1507


Affiliates (Domestic)

Company	City , State	D-U-N-S® NUMBER
DESIGN BUILD SOLUTIONS, INC.	CLEVELAND , Ohio	03-331-4183
THE GARLAND COMPANY INC	CLEVELAND , Ohio	06-603-7409
GARLAND ARCHITECTURAL SERVICES	CLEVELAND , Ohio	60-471-8809
GMX, INC	CLEVELAND , Ohio	61-775-6960
GARLAND CANADA INC	CLEVELAND , Ohio	83-577-1296
INNOVATIVE METALS COMPANY, INC.	NORCROSS , Georgia	86-853-0485
GARLAND ENERGY SYSTEMS, INC.	CLEVELAND , Ohio	82-860-2255

Affiliates (International)

Company	City , Country	D-U-N-S® NUMBER
Garland Canada Inc	ETOBICOKE , CANADA	24-822-4602
THE GARLAND CO UK LTD	Gloucester , UNITED KINGDOM	42-352-0506

Predictive Scores

Currency: Shown in USD unless otherwise indicated 

D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy within the next 12 months.



Viability Score

Lowest Risk:1

Highest Risk:9

Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 1 have a probability of becoming no longer viable: **0.2 %**
- Percentage of businesses ranked 1: **0.3 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**



Portfolio Comparison

Lowest Risk:1

Highest Risk:9

Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment: **Available Financial Data**
- Level of Risk: **Low Risk**
- Businesses ranked 3 within this model segment have a probability of becoming no longer viable: **0.2 %**
- Percentage of businesses ranked 3 with this model segment: **15 %**
- Within this model segment, the average probability of becoming no longer viable: **0.6 %**



Data Depth Indicator

Predictive Data:A

Descriptive Data:G

Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes



Company Profile

Subsidiary

Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

D&B Rating: --

The blank rating symbol should not be interpreted as indicating that credit should be denied. It simply means that the information available to D&B does not permit us to classify the company within our rating key and that further enquiry should be made before reaching a decision. Some reasons for using a "-" symbol include: deficit net worth, bankruptcy proceedings, insufficient payment information, or incomplete history information.

Below is an overview of the company's rating history since 04-26-2005

D&B Rating	Date Applied
--	06-18-2012
3A2	06-28-2010
--	04-14-2010
3A2	04-15-2009
1A4	04-07-2008
BA4	05-31-2007
3A3	09-18-2006
3A2	03-31-2006
3A3	03-03-2006
--	04-26-2005

Sales:	51,277,747.00 (Up by 4.5% from last year)
Number of Employees Total:	8
Worth:	9,666,146 (Down by 30.1% from last year) (As of 31-Dec-13)
Working Capital:	\$8,897,718 (As of 31-Dec-13)
Payment Activity:	(based on 3 experiences)
Highest Credit:	750
Total Highest Credit:	1,500

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

D&B Credit Limit Recommendation

Conservative credit limit:	15,000
Aggressive credit limit:	25,000


Risk category for this business : **LOW**

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports. Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000), which is lower than the average of businesses in D & B's database.

Financial Stress Class : **2** 

(Lowest Risk:1; Highest Risk:5)

Lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

Probability of Failure:

Risk of Severe Financial Stress for Businesses with this Class: **0.09 %** (9 per 10,000)
 Financial Stress National Percentile : **75** (Highest Risk: 1; Lowest Risk: 100)
 Financial Stress Score : **1521** (Highest Risk: 1,001; Lowest Risk: 1,875)
 Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

- Higher risk industry based on failure rates by industry.
- Higher risk state based on failure rates by state.

Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.

The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.

The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.

The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.


Notes	National %
This Business	75
Region: EAST NORTH CENTRAL	50
Industry: CONSTRUCTION	49
Employee range: 1-9	52
Years in Business: 11-25	68

This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms), obtaining legal relief from its creditors or ceasing operations without paying all creditors in full over the next 12 months. The Credit Score class of 3 for this company shows that 5.8% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class : 3 

Lowest Risk:1; Highest Risk :5

Incidence of Delinquent Payment

Among Companies with this Classification: **5.80 %**
 Average compared to businesses in D&B's database: **10.20 %**
 Credit Score Percentile : **62** (Highest Risk: 1; Lowest Risk: 100)
 Credit Score : **516** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

- No payment experiences reported
- Higher risk industry based on delinquency rates for this industry
- Higher risk region based on delinquency rates for this region
- Limited business activity signals reported in the past 12 months

Notes:

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.

The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.

The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.

The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially


helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	62
Region: EAST NORTH CENTRAL	51
Industry: CONSTRUCTION	39
Employee range: 1-9	66
Years in Business: 11-25	66

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Trade Payments

Currency: Shown in USD unless otherwise indicated 

D&B PAYDEX®

Timeliness of historical payments for this company.

Current PAYDEX is	Unavailable
Industry Median is	75 Equal to 8 days beyond terms
Payment Trend currently is	Unavailable, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Total payment Experiences in D&Bs File (HQ)	3
Payments Within Terms (not weighted)	N/A
Trade Experiences with Slow or Negative Payments(%)	0.00%
Total Placed For Collection	0
High Credit Average	N/A
Largest High Credit	750
Highest Now Owning	0
Highest Past Due	0

D&B has not received a sufficient sample of payment experiences to establish a PAYDEX score. D&B receives nearly 400 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received. At this time, none of those experiences relate to this company.

Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

\$ Credit Extended	# Payment Experiences	DNBi		
		Total Amount	% of Payments Within Terms	
Over 100,000	0	0		0%
50,000-100,000	0	0		0%
15,000-49,999	0	0		0%
5,000-14,999	0	0		0%
1,000-4,999	0	0		0%
Under 1,000	0	0		0%

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Payment Summary

- There are 3 payment experience(s) in D&Bs file for the most recent 24 months, with 1 experience(s) reported during the last three month period.
- The highest Now Owes on file is 0 . The highest Past Due on file is 0

Below is an overview of the company's currency-weighted payments, segmented by its suppliers primary industries:

	Total Revd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%) (%) (%) (%)
Top Industries					
Other payment categories					
Cash experiences	3	1,500	750		
Payment record unknown	0	0	0		
Unfavorable comments	0	0	0		
Placed for collections	0	N/A	0		
Total in D&B's file	3	1,500	750		

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

Detailed payment history for this company

Date Reported (m/m/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
02/14	(001)	250			Cash account	1 mo
05/13	(002)	750			Cash account	1 mo
11/12	(003)	500			Cash account	1 mo

Payments Detail Key: red - 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Public Filings

Currency: Shown in USD unless otherwise indicated

Summary

A check of D&B's public records database indicates that no filings were found for DESIGN-BUILD SOLUTIONS, INC at 3800 E 91st Street, Cleveland, OH.

D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands.

D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

Government Activity

Activity summary

Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	YES
Grantee	NO
Party excluded from federal program(s)	NO

Possible candidate for socio-economic program consideration

Labour Surplus Area	YES (2014)
Small Business	N/A
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

History & Operations

Currency: Shown in USD unless otherwise indicated

Company Overview

Company Name:	DESIGN-BUILD SOLUTIONS, INC
Doing Business As :	(SUBSIDIARY OF GARLAND INDUSTRIES, INC, CLEVELAND, OH)
Street Address:	3800 E 91st Street

Cleveland, OH 44105

Phone: 216 641-7500

URL: <http://www.garlandco.com>

History Is clear

Present management control 17 years

Annual Sales 51,277,747

History

The following information was reported: 04/24/2013

Officer(s): DAVE SOKOL, PRES
RICHARD J DEBACCO, CEO
CHARLES RIPEPI, DIR OF FIN

DIRECTOR(S): THE OFFICER(S)

Business started 1997 by Garland Industries. 100% of capital stock is owned by Garland Industries Inc.

DAVE SOKOL. Antecedents are undetermined.

RICHARD J DEBACCO, Antecedents are undetermined.

CHARLES RIPEPI born 1957. 1996 present active as director of finance for the parent company named garland industries.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Mar 11 2014

Registered Name: Design-Build Solutions, Inc.

Business type: CORPORATION

Corporation type: NOT AVAILABLE

Date incorporated: Mar 16 2001

State of Incorporation: VIRGINIA

Filing date: Mar 16 2001

Registration ID: 0555616

Duration: PERPETUAL

Status: MERGED

Status Attained Date: Jan 10 2006

Where filed: STATE CORPORATE COMMISSION, RICHMOND, VA
CT CORPORATION SYSTEM, 4701 COX RD STE 301, GLEN ALLEN
, VA, 230606802

Registered agent: Agent appointed: Jan 05 2004
AgentStatus: ACTIVE

Principals: DEBACCO, RICHARD J CHIEF EXECUTIVE OFFICER
OLIVIER, G R VICE PRESIDENT
SOKOL, DAVE PRESIDENT

Common stock:

Authorized shares: 25,000

Operations

04/24/2013

Subsidiary of Garland Industries, Inc, Cleveland, OH.

As noted, this company is a subsidiary of Garland Industries, Inc, D-U-N-S number 19-935-4507, and reference is made to that report for background information on the parent and its management.

Description:

Operates as a general contractor specializing in commercial construction. (100%).

Terms as per contract and vary between customers. Sells to corporate, government and general agencies.
Territory: United States.

Nonseasonal.

Employees:

6 which includes officer(s).

Facilities:

Owns 10,000 sq. ft. in a multi-story concrete block building.

Location:

Industrial section on side street.

SIC & NAICS**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

1542 0000 Nonresidential construction, nec

NAICS:

236220 Commercial and Institutional Building Construction

FinancialsCurrency: Shown in USD unless otherwise indicated **Company Financials: n/a**

Graph cannot be created

04/24/2013

Three-year Statement Comparative:

	Fiscal Dec 31 2012	Fiscal Dec 31 2011	Fiscal Dec 31 2010
Current Assets	13,032,803	5,782,550	10,209,696
Current Liabilities	5,878,507	1,372,876	7,340,273
Current Ratio	2.22	4.21	1.39
Working Capital	7,158,296	4,409,674	2,869,423
Other Assets	789,891	653,874	741,417
Net Worth	13,822,694	5,063,548	3,610,840
Sales	49,086,982	33,077,054	32,999,481
Long Term Liab	0		

Statement Update

03/17/2014

Fiscal statement dated DEC 31 2013:

Assets		Liabilities	
Cash	249,263	Accts Pay	1,892,549
Accts Rec	4,048,640	Billings In Excess Of Costs	5,474,208
Accounts Rece-Related Parties	8,118,948	Accruals	1,116,300
Costs In Excess Of Billings	4,885,659		
Prepaid	78,265		
Curr Assets	17,380,775	Curr Liabs	8,483,057
Fixt & Equip	7,854	COMMON STOCK	1,500
Note Receivable	270,574	ADDIT. PD.-IN CAP	500,000
Investments-Other	190,000	RETAINED EARNINGS	9,164,648
Total Assets	18,149,203	Total Liabilities + Equity	18,149,203

From JAN 01 2013 to DEC 31 2013 annual sales \$51,277,747.

Prepared from statement(s) by Accountant: Meaden & Moore LLP, Cleveland, Ohio.

ACCOUNTANT'S OPINION "A review of the accountant's opinion as submitted by the subject company indicates the financial statement meets generally accepted accounting principles and the audit contains no qualifications."

Fixed assets shown net less \$32,536 depreciation.

Additional Financial Data

Submitted APR 19 2013 by Charles Ripapi, CFO. Extent of audit, if any, not indicated.

On April 24, 2013, the financial information was updated.

Key Business Ratios

Statement Date

Dec 31 2013

Based on this Number of Establishments

13

Industry Norms Based On 13 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales %	UN	1.3	UN
Return on Net Worth %	UN	12.7	UN
Short-Term Solvency			
Current Ratio	2.0	1.3	1
Quick Ratio	0.5	1.1	4
Efficiency			
Assets to Sales %	35.4	32.9	3
Sales / Net Working Capital	5.8	16.8	4
Utilization			
Total Liabilities / Net Worth (%)	87.8	221.4	1

UN = Unavailable

This information may not be reproduced in whole or in part by any means of reproduction.

DESIGN BUILD SOLUTIONS, INC.

FINANCIAL STATEMENTS
WITH
INDEPENDENT AUDITOR'S REPORT

December 31, 2013

PROPRIETARY

INDEX

	<u>Page</u>
Independent Auditor's Report	
Financial Statements:	
Balance Sheet	3
Statement of Retained Earnings	4
Statement of Income	5
Statement of Cash Flows	6
Notes to Financial Statements	7 - 12



INDEPENDENT AUDITOR'S REPORT

Board of Directors
Design Build Solutions, Inc.
Cleveland, Ohio

We have audited the accompanying financial statements of DESIGN BUILD SOLUTIONS, INC. which comprise the balance sheets as of December 31, 2013 and 2012, and the related statements of income, retained earnings and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Design Build Solutions, Inc. as of December 31, 2013 and 2012, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Meaden & Moore Ltd.

Meaden & Moore, Ltd.
Cleveland, Ohio
March 11, 2014

PROPRIETARY

STATEMENT OF RETAINED EARNINGS

Design Build Solutions, Inc.

	Year Ended December 31	
	<u>2013</u>	<u>2012</u>
Retained Earnings - Beginning of the Year	\$ 7,444,687	\$ 5,063,548
Retained Earnings - End of the Year	<u>\$ 9,164,646</u>	<u>\$ 7,444,687</u>

PROPRIETARY

See accompanying notes.



Live Report : GARLAND COMPANY INC, THE

D-U-N-S® Number: 06-603-7409

Trade Names: (SUBSIDIARY OF GARLAND INDUSTRIES, INC, CLEVELAND, OH)

Endorsement/Billing Reference: cpulling@garlandind.com

D&B Address

Address 3800 E 91st St
Cleveland, OH - 44105

Phone 216 641-7500

Fax

Location Type Headquarters
(Subsidiary)

Web www.garlandco.com

Added to Portfolio: 03/21/2008

Last View Date: 03/11/2014

Endorsement: cpulling@garlandind.com

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

Suit Found	No	
Bankruptcy Found	No	
Net Worth	Unavailable	
Credit Limit - D&B Aggressive	750,000.00	Based on profiles of other similar companies.
PAYDEX®	78	Paying 3 days past due
Commercial Credit Score Class	2	Low to Moderate Risk of severe payment delinquency.
Financial Stress Score Class	2	Low to Moderate Risk of severe financial stress.
Credit Limit - D&B Conservative	400,000.00	Based on profiles of other similar companies.
D&B Rating	5A1	5A indicates 50 million and over, Credit appraisal of 1 is high

D&B 3-month PAYDEX®

3-month D&B PAYDEX®: 78

Lowest Risk:100;Highest Risk:1

When weighted by amount, Payments to suppliers average 3 Days Beyond Terms

Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months

6
Days

DNBI

Dollar-weighted average of 22 payment experiences reported from 17 Companies

Recent Derogatory Events

	Dec-13	Jan-14	Feb-14
Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

D&B Company Overview

This is a headquarters (subsidiary) location

Branch(es) or Division(s) exist Y

Chief Executive DAVE SOKOL, PRES

Year Started 1988

Employees 250 (100 here)

SIC 2952 , 2851

Line of business Mfg asphalt felt/ coating, mfg paints/ allied prdts

NAICS 324122

History Status CLEAR


Financial Condition STRONG

Company News

Today: Wednesday, March 19, 2014

This company is not currently tracked for Company News.


Commercial Credit Score Class

Commercial Credit Score Class: 2 

Lowest Risk:1;Highest Risk :5

Powered by FirstRain

D&B PAYDEX®

D&B PAYDEX® 78 

Lowest Risk:100;Highest Risk :1

When weighted by amount, Payments to suppliers average 3 days beyond terms

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	1	04/30/09

The public record items contained herein may have been paid, terminated, vacated or released prior to

today's date:

Financial Stress Score Class

Financial Stress Score Class: 2

Lowest Risk:1;Highest Risk :5

Corporate Linkage

This is a **Headquarters (Subsidiary)** location

GARLAND COMPANY INC, THE
Cleveland , OH
D-U-N-S® Number 06-603-7409

The Parent Company Is
GARLAND INDUSTRIES, INC
Ohio
D-U-N-S® Number 19-935-4507

Corporate Linkage

Parent

Company	City , State	D-U-N-S® NUMBER
GARLAND INDUSTRIES, INC	CLEVELAND , Ohio	19-935-4507

Subsidiaries (Domestic)

Company	City , State	D-U-N-S® NUMBER
GARLAND DBS, INC.	CLEVELAND , Ohio	83-084-6817

Branches (Domestic)

Company	City , State	D-U-N-S® NUMBER
THE GARLAND COMPANY INC	ESTACADA , Oregon	01-879-6651
THE GARLAND COMPANY INC	WATERMAN , Illinois	04-945-8138
THE GARLAND COMPANY INC	PADUCAH , Kentucky	05-968-8437
THE GARLAND COMPANY INC	JACKSON , Tennessee	08-691-8386
THE GARLAND COMPANY INC	CLEVELAND , Ohio	62-694-3971
THE GARLAND COMPANY INC	WETHERSFIELD , Connecticut	96-057-7286
THE GARLAND COMPANY INC	CORNELIUS , North Carolina	96-827-8937
THE GARLAND COMPANY INC	BLYTHEWOOD , South Carolina	96-336-7060

Affiliates (Domestic)

Company	City, State	D-U-N-S® NUMBER
DESIGN BUILD SOLUTIONS, INC.	CLEVELAND, Ohio	03-331-4183
DESIGN-BUILD SOLUTIONS, INC.	CLEVELAND, Ohio	19-774-6873
GARLAND ARCHITECTURAL SERVICES	CLEVELAND, Ohio	60-471-8809
GMX, INC.	CLEVELAND, Ohio	61-775-6960
GARLAND CANADA INC.	CLEVELAND, Ohio	83-577-1296
INNOVATIVE METALS COMPANY, INC.	NORCROSS, Georgia	86-653-0486
GARLAND ENERGY SYSTEMS, INC.	CLEVELAND, Ohio	82-860-2255

Affiliates (International)

Company	City, Country	D-U-N-S® NUMBER
Garland Canada Inc	ETOBICOKE, CANADA	24-822-4602
THE GARLAND CO UK LTD	Gloucester, UNITED KINGDOM	42-352-0508

Predictive ScoresCurrency: Shown in USD unless otherwise indicated **D&B Viability Rating Summary**

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy within the next 12 months.

3**Viability Score**

Lowest Risk:1

Highest Risk:9

Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3 %**
- Percentage of businesses ranked 3: **15 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**

2**Portfolio Comparison**

Lowest Risk:1

Highest Risk:9

Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment: **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3 %**
- Percentage of businesses ranked 2 with this model segment: **16 %**
- Within this model segment, the average probability of becoming no longer viable: **5 %**



Data Depth Indicator

Predictive Data:A Descriptive Data:G

Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes



Company Profile

Subsidiary

Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the D&B Rating Key

D&B Rating : 5A1

Financial Strength: 5A indicates 50 million and over
Composite credit appraisal: 1 is high

Below is an overview of the company's rating history since 07-02-2001

Number of Employees Total: 250 (100 here)

D&B Rating	Date Applied
5A1	05-31-2007
5A2	05-14-2007
5A1	04-18-2006
5A2	03-15-2006
5A1	06-02-2004
4A1	05-27-2004
4A2	04-15-2003
4A1	04-18-2002
4A2	07-31-2001
--	07-02-2001

Worth:	160,820,415 (Down by 4.0% from last year)	(As of)
Working Capital:	\$19,178,712	(As of 31-Dec-12)

Payment Activity:		(based on 75 experiences)
Average High Credit:		25,753
Highest Credit:		800,000
Total Highest Credit:		1,552,800

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

D&B Credit Limit Recommendation

Conservative credit Limit:	400,000
Aggressive credit Limit:	750,000

Risk category for this business : **LOW**

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000), which is lower than the average of businesses in D & B's database.

Financial Stress Class : **2**

(Lowest Risk:1; Highest Risk:5)

Lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

Probability of Failure:

Risk of Severe Financial Stress for Businesses with this Class: **0.09 %** (9 per 10,000)

Financial Stress National Percentile : **83** (Highest Risk: 1; Lowest Risk: 100)

Financial Stress Score : **1539** (Highest Risk: 1,001; Lowest Risk: 1,875)

Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

UCC Filings reported.

High number of inquiries to D & B over last 12 months.

Low proportion of satisfactory payment experiences to total payment experiences.

High proportion of past due balances to total amount owing.

Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.

The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.

The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.

The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	83
Region: EAST NORTH CENTRAL	50
Industry: MANUFACTURING	52
Employee range: 100-499	75
Years in Business: 26+	77

This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms), obtaining legal relief from its creditors or ceasing operations without paying all creditors in full over the next 12 months. The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class : 2

Lowest Risk:1;Highest Risk :5

Incidence of Delinquent Payment

Among Companies with this Classification: 2.50 %
 Average compared to businesses in D&B's database: 10.20 %
 Credit Score Percentile : 84 (Highest Risk: 1; Lowest Risk: 100)
 Credit Score : 562 (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

Proportion of slow payments in recent months
 Higher risk industry based on delinquency rates for this industry

Notes:

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.

The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.

The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.

The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	84
Region: EAST NORTH CENTRAL	84
Industry: MANUFACTURING	62
Employee range: 100-499	89
Years in Business: 26+	85

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Trade Payments

Currency: Shown in USD unless otherwise indicated 

D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trader references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

Current PAYDEX is	78	Equal to 3 days beyond terms (Pays more promptly than the average for its industry of 8 days beyond terms)
Industry Median is	75	Equal to 8 days beyond terms
Payment Trend currently is	◆	Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Total payment Experiences in D&Bs File (HQ)	75
Payments Within Terms (not weighted)	87 %
Trade Experiences with Slow or Negative Payments(%)	18.67%
Total Placed For Collection	0
High Credit Average	25,753
Largest High Credit	800,000
Highest Now Owling	200,000
Highest Past Due	7,500

D&B PAYDEX® : 78

(Lowest Risk:100; Highest Risk:1)

When weighted by amount, payments to suppliers average 3 days beyond terms

3-Month D&B PAYDEX® : 78

(Lowest Risk:100; Highest Risk:1)

Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average 3 days beyond terms

D&B PAYDEX® Comparison

Current Year

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Mfg asphalt felt/coating, mfg paints/allied prdts , based on SIC code 2952 .

Shows the trend in D&B PAYDEX scoring over the past 12 months:

	4/13	5/13	6/13	7/13	8/13	9/13	10/13	11/13	12/13	1/14	2/14	3/14
This Business	77	77	78	77	78	78	78	78	78	78	78	78
Industry Quartiles												
Upper	-	-	78	-	-	78	-	-	78	-	-	-
Median	-	-	75	-	-	75	-	-	75	-	-	-
Lower	-	-	71	-	-	70	-	-	70	-	-	-

Current PAYDEX for this Business is 78 , or equal to 3 days beyond terms
 The 12-month high is 78 , or equal to 3 DAYS BEYOND terms
 The 12-month low is 77 , or equal to 5 DAYS BEYOND terms

Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Mfg asphalt felt/coating, mfg paints/allied prdts , based on SIC code 2952 .

Previous Year	03/12 Q1'12	06/12 Q2'12	09/12 Q3'12	12/12 Q4'12
This Business	UN	76	77	75
Industry Quartiles				
Upper	78	78	78	78
Median	75	75	75	75
Lower	70	70	70	70

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 78 , or equal to 3 days beyond terms

The present industry median Score is 75 , or equal to 8 days beyond terms

Industry upper quartile represents the performance of the payers in the 75th percentile

Industry lower quartile represents the performance of the payers in the 25th percentile

Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

\$ Credit Extended	# Payment Experiences	Total Amount	% of Payments Within Terms
Over 100,000	3	1,100,000	85%
50,000-100,000	2	135,000	72%
15,000-49,999	8	195,000	90%
5,000-14,999	11	72,500	81%
1,000-4,999	19	35,500	92%
Under 1,000	17	7,200	82%

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Payment Summary

- There are 75 payment experience(s) in D&B's file for the most recent 24 months, with 41 experience(s) reported during the last three month period.
- The highest Now Owes on file is 200,000. The highest Past Due on file is 7,500

Below is an overview of the company's currency-weighted payments, segmented by its suppliers primary industries:

Top Industries	Total Revd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%) (%) (%) (%)
Telephone communics	6	70,000	45,000	100	0 0 0 0

Nonclassified	5	37,000	30,000	91	9	0	0	0
Trucking non-local	5	25,250	20,000	17	83	0	0	0
Public finance	5	27,250	15,000	100	0	0	0	0
Whol metal	4	45,500	20,000	100	0	0	0	0
Mfg paint/allied prdt	3	100,600	100,000	50	0	50	0	0
Help supply service	3	8,250	5,000	100	0	0	0	0
Whol chemicals	3	4,000	2,500	87	0	0	13	0
Short-trm busn credit	2	62,500	60,000	100	0	0	0	0
Radiotelephone commun	2	15,000	7,500	100	0	0	0	0
Whol electrical equip	2	7,500	5,000	100	0	0	0	0
Whol misc profsn eqpt	2	2,600	2,500	98	0	0	2	0
Mfg synthetic rubber	1	800,000	800,000	100	0	0	0	0
Petroleum refining	1	200,000	200,000	100	0	0	0	0
Mfg metal stampings	1	75,000	75,000	50	50	0	0	0
Paint/paper-hanging	1	25,000	25,000	100	0	0	0	0
Misc business service	1	7,500	7,500	100	0	0	0	0
Lcl truck-w/o storage	1	7,500	7,500	0	100	0	0	0
Whol industrial equip	1	7,500	7,500	50	0	50	0	0
Arrange cargo transpt	1	5,000	5,000	100	0	0	0	0
Whol office equipment	1	2,500	2,500	100	0	0	0	0
Whol industrial suppl	1	2,500	2,500	100	0	0	0	0
Whol office supplies	1	2,500	2,500	50	0	50	0	0
Mfg refrig/heat equip	1	1,000	1,000	100	0	0	0	0
Data processing svcs	1	1,000	1,000	100	0	0	0	0
Mfg scales/balances	1	750	750	100	0	0	0	0
Mfg process controls	1	500	500	100	0	0	0	0
Mfg sw itchgear-boards	1	500	500	100	0	0	0	0
Ret books	1	250	250	50	50	0	0	0
Whol service paper	1	250	250	50	50	0	0	0
Misc publishing	1	250	250	0	0	0	0	100
Whol durable goods	1	250	250	100	0	0	0	0
Mfg cutlery	1	0	0	0	0	0	0	0
Other payment categories								
Cash experiences	10	2,350	750					
Payment record unknown	2	5,250	5,000					
Unfavorable comments	0	0	0					
Placed for collections	0	NA	0					
Total in D&B's file	75	1,552,800	800,000					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
03/14	Ppt	500	500	0		1 mo

3/21/2014

			DNBI		
02/14	Ppt	45,000	35,000	0	6-12 mos
	Ppt	30,000	15,000	0	1 mo
	Ppt	25,000	0	0	Special Agreement 4-5 mos
	Ppt	20,000	0	0	1 10 N30 6-12 mos
	Ppt	20,000	5,000	0	1 mo
	Ppt	20,000	500	0	1 10 N30 1 mo
	Ppt	7,500	0	0	1 mo
	Ppt	7,500	7,500	0	1 mo
	Ppt	7,500	5,000	0	1 mo
	Ppt	5,000	5,000	1,000	1 mo
	Ppt	2,500	100	0	1 mo
	Ppt	2,500	1,000	0	1 mo
	Ppt	2,500	0	0	Regular terms 4-5 mos
	Ppt	2,500	0	0	1 mo
	Ppt	2,500	1,000	0	1 mo
	Ppt	2,500	2,500	750	N30 1 mo
	Ppt	1,000	0	0	6-12 mos
	Ppt	500	0	0	6-12 mos
	Ppt	100	0	0	6-12 mos
	Ppt	0	0	0	1 mo
	Ppt	0	0	0	6-12 mos
	Ppt-Slow 30	75,000	0	0	N30 2-3 mos
	Ppt-Slow 30	250	0	0	1 mo
	Ppt-Slow 60	100,000	0	0	4-5 mos
	Ppt-Slow 60	7,500	250	0	N30 1 mo
	Ppt-Slow 60	2,500	250	100	1 mo
	Ppt-Slow 90	100	100	100	6-12 mos
	Slow 15	20,000	15,000	7,500	1 mo
	Slow 15	7,500	7,500	2,500	N30 1 mo
	Slow 90	1,000	0	0	6-12 mos
01/14	Ppt	800,000	0	0	1 mo
	Ppt	5,000	0	0	1 mo
	Ppt	2,500	0	0	2-3 mos
	Ppt	1,000	1,000	0	1 mo
	Ppt-Slow 90 (037)	1,000 250	1,000	500	1 mo Cash account 1 mo
12/13	Disc	0	0	2 10 N30	6-12 mos
	Ppt	200,000	200,000	0	1 mo
	Ppt	60,000	60,000	0	1 mo
	Ppt	2,500	2,500	100	N30 1 mo
11/13	Ppt	5,000	0	0	6-12 mos
10/13	Ppt	5,000	0	0	6-12 mos
	(044)	5,000	0	0	6-12 mos
09/13	Ppt	500	0	0	6-12 mos
	Ppt	250	0	0	6-12 mos
	(047)	750			Cash account 4-5 mos
07/13	Ppt	2,500	0	0	6-12 mos
	Ppt-Slow 30	250	0	0	2-3 mos
06/13	Ppt	750	0	0	6-12 mos
	Ppt	750	0	0	N10 6-12 mos

3/21/2014

D&B:

Date	Code	Amount	D&B	Days	Account	Term
	Ppt	500	0	0		6-12 mos
	(053)	100			Cash account	1 mo
06/13	Ppt	15,000				1 mo
	Ppt	10,000				1 mo
	Ppt	1,000				1 mo
	Ppt	1,000				1 mo
	Ppt	250				1 mo
	Slow 5	750	0	0		6-12 mos
	(080)	750			Cash account	1 mo
04/13	Ppt	1,000	0	0	N30	6-12 mos
	(062)	50			Cash account	1 mo
02/13	Ppt	250	0	0		6-12 mos
	(064)	50			Cash account	1 mo
01/13	Ppt-Slow 15	5,000	0	0		6-12 mos
10/12	Ppt	2,500	0	0	N30	6-12 mos
09/12	Slow 120+	250	250	90		
	(068)	250			Cash account	1 mo
06/12	Ppt	1,000	0	0	N15	6-12 mos
	Ppt	500	0	0	N30	6-12 mos
05/12	(071)	250	0	0	N30	1 mo
02/12	Ppt	750	0	0		6-12 mos
	(073)	50			Cash account	1 mo
	(074)	50			Cash account	1 mo
	(075)	50			Cash account	1 mo

Payments Detail Key: red - 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Public Filings

Currency: Shown in USD unless otherwise indicated 

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	1	04/30/09

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

UCC Filings

Type	Original
Sec. Party	COUNTY OF CUYAHOGA, OHIO, CLEVELAND, OH
Debtor	GARLAND REAL PROPERTIES, INC.
Filing No.	OH00134371329
Filed With	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH
Date Filed	2009-04-30
Latest Info Received	05/11/09

Government Activity**Activity summary**

Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	YES
Grantee	NO
Party excluded from federal program(s)	NO

Possible candidate for socio-economic program consideration

Labour Surplus Area	YES (2014)
Small Business	N/A
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

History & Operations

Currency: Shown in USD unless otherwise indicated 

Company Overview

Company Name:	GARLAND COMPANY INC, THE
Doing Business As:	(SUBSIDIARY OF GARLAND INDUSTRIES, INC, CLEVELAND, OH)
Street Address:	3800 E 91st St Cleveland, OH 44105
Phone:	216 641-7500
URL:	http://www.garlandco.com
History	is clear

Present management control 28 years

History

The following information was reported: 04/24/2013

Officer(s): DAVE SOKOL, PRES
RICHARD DEBACCO, VP
MELVIN CHROSTOWSKI, VP-MKTG
G RICHARD OLIVIER, SEC
WILLIAM OLEY, VPRES-SALES

DIRECTOR(S) : THE OFFICER(S)

Business started 1988 by parent company. 100% of capital stock is owned by the parent company.

DAVE SOKOL born 1962. 1990-present active here. Graduated 1984 from Bowling Green State University.

RICHARD DEBACCO born 1941. 1974-present active here.

MELVIN CHROSTOWSKI born 1932. 1974-present active here.

G RICHARD OLIVER born 1935. 1974-present active here.

WILLIAM OLEY born 1946. 1974-present active here.

AFFILIATES :

The following are related through common principals, management and/or ownership: Design Build Solutions, Cleveland, OH.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Mar 07 2014

Registered Name: THE GARLAND COMPANY, INC.

Business type: CORPORATION

Corporation type: PROFIT

Date incorporated: Apr 28 1988

State of incorporation: OHIO

Filing date: Apr 28 1988

Registration ID: 723771

Status: ACTIVE

Where filed: SECRETARY OF STATE/CORPORATIONS DIVISION , COLUMBUS , OH

Registered agent: CT CORPORATION SYSTEM, 1300 EAST NINTH STREET,
CLEVELAND , OH , 441140000
Agent appointed: Nov 16 2011
AgentStatus: ACTIVE

Principals: THOMAS J UBBING , INCORPORATOR

Common stock:

Authorized shares: 750

Par value: \$NO PAR VALUE

Operations

04/24/2013

Subsidiary of Garland Industries, Inc, Cleveland, OH started 1988 which operates as a holding company. Parent company owns 100% of capital stock. Parent company has four other subsidiary(ies). Intercompany relations: Landlord-tenant relationship.

As noted, this company is a subsidiary of Garland Industries Inc, D-U-N-S number 19-935-4507, and reference is made to that report for background information on the parent company and its management.

Description:

Manufactures asphalt felts and coatings, specializing in roofing materials, roofing felts, cements or coatings and tar coating compounds. Manufactures paints, varnishes, lacquers, enamels and allied products, specializing in epoxy coatings and lacquers, varnishes, enamels or other coatings.

Terms are 1 1/2% 10 Net 30 days for domestic accounts and letter of credit for international accounts. Has 5,500 account(s). Sells to industrial concerns, municipalities, government agencies, institutions and property managers. Territory: United States (80%) and International (20%).

Nonseasonal. Some or all of the operations at this location have been registered to the international quality system standard-- ISO 9001.

Employees:

250 which includes officer(s). 100 employed here.

Facilities:

Rents 150,000 sq. ft. on 1 & 3 floor of a three story concrete block building. Rents from parent company.

Location:

Industrial section on side street.

Branches:

This business has multiple branches; detailed branch information is available in the D & B linkage or family tree products.

SIC & NAICS**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

2952 0100 Roofing materials

2952 0103 Roofing felts, cements, or coatings, nec

2952 9902 Coating compounds, tar

2851 0203 Epoxy coatings

2851 0200 Lacquers, varnishes, enamels, and other coatings

NAICS:

324122 Asphalt Shingle and Coating Materials Manufacturing

324122 Asphalt Shingle and Coating Materials Manufacturing

324122 Asphalt Shingle and Coating Materials Manufacturing

325510 Paint and Coating Manufacturing

325510 Paint and Coating Manufacturing

Financials

Currency: Shown in USD unless otherwise indicated 

Company Financials: D&B

Graph cannot be created

04/24/2013

Three-year Statement Comparative:

	Fiscal Dec 31 2012	Fiscal Dec 31 2011	Fiscal Dec 31 2010
Current Assets	65,003,441	69,469,571	70,481,122
Current Liabilities	16,524,729	20,589,626	19,640,876
Current Ratio	4.19	3.37	3.59
Working Capital	49,478,712	48,879,945	50,843,246
Other Assets	884,666	1,492,803	1,604,868
Net Worth	50,363,378	52,448,114	51,848,114
Sales	160,820,415	159,785,819	155,020,470
Long Term Liab	0		

Additional Financial Data

Submitted APR 19 2013 by Charles Ripepi, CFO. Extent of audit, if any, not indicated.

On April 24, 2013, the financial information was updated.

Key Business Ratios

Statement Date	Dec 31 2012
Based on this Number of Establishments	58
Industry Norms Based On 58 Establishments	

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales %	UN	3.8	UN
Return on Net Worth %	UN	16.0	UN
Short-Term Solvency			
Current Ratio	4.2	1.7	1
Quick Ratio	UN	0.9	UN
Efficiency			
Assets to Sales %	UN	42.1	UN
Sales / Net Working Capital	3.3	9.3	4
Utilization			
Total Liabilities / Net Worth (%)	UN	121.2	UN

UN = Unavailable

This information may not be reproduced in whole or in part by any means of reproduction.

GARLAND INDUSTRIES, INC. AND SUBSIDIARIES

CONSOLIDATED FINANCIAL STATEMENTS
WITH
INDEPENDENT AUDITOR'S REPORT

December 31, 2013 and 2012

PROPRIETARY

INDEX

	<u>Page</u>
Independent Auditor's Report	
Consolidated Financial Statements:	
Consolidated Balance Sheet	2 - 3
Consolidated Statement of Shareholders' Equity	4
Consolidated Statement of Income	5
Consolidated Statement of Cash Flows	6
Notes to Consolidated Financial Statements	7 - 23

Meaden & Moore

INDEPENDENT AUDITOR'S REPORT

Board of Directors
Garland Industries, Inc. And Subsidiaries
Cleveland, Ohio

We have audited the accompanying consolidated financial statements of GARLAND INDUSTRIES, INC. AND SUBSIDIARIES, which comprise the consolidated balance sheets as of December 31, 2013 and 2012, and the related consolidated statements of income, shareholders' equity and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Garland Industries, Inc. and Subsidiaries as of December 31, 2013 and 2012 and the results of their consolidated operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



Meaden & Moore, Ltd.
Cleveland, Ohio
March 11, 2014

LIABILITIES AND SHAREHOLDERS' EQUITY	December 31	
	2013	2012
CURRENT LIABILITIES:		
Total Current Liabilities	41,874,099	29,143,447
Total Liabilities	189,925,415	158,591,620
PROPRIETARY		
SHAREHOLDERS' EQUITY:		
Total Shareholders' Equity	235,074,266	226,494,537
Total Liabilities and Shareholders' Equity	<u>\$ 424,999,681</u>	<u>\$ 385,086,157</u>



Appendix C: Bonding and Insurance



8740 Orion Place, Suite 300
Columbus, OH 43240

February 24, 2014

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

RE: Letter of Bonding Capacity for Garland/DBS, Inc.
Solicitation for Roofing Supplies and Services, Waterproofing and Related Products and
Services – Bid #14-5903

To Whom It May Concern:

It has been requested that Western Surety Company, a subsidiary of CNA Surety, provide a letter stating the bonding capabilities of Garland/DBS, Inc. for inclusion in its response to the above referenced bid.

Garland/DBS, Inc. is a highly regarded and valued client of Western Surety Company. Western Surety Company is a Treasury Listed company with a current Treasury Limit of \$104,446,000 and is authorized to do business in Georgia and all fifty states in the United States. Western Surety Company is rated "A" by A.M. Best Company. With the indemnity support of Garland Industries, Inc., parent company of Garland/DBS, Inc., Western Surety Company is willing to support Garland/DBS, Inc. with bonds on single projects up to \$50,000,000 and greater along with a total aggregate bonded work program of \$150,000,000 and greater. Western Surety continues to be confident in Garland/DBS, Inc.'s ability to perform and recommends the firm for your favorable consideration.

This letter is not to be construed as an agreement to provide surety bonds for any specific project but is offered as an indication of Western Surety Company's past experience and confidence in this firm. Any specific request for a bond will be underwritten on its own merits.

If I can provide any additional information, please do not hesitate to call me. (614-516-2012)

Sincerely,

Christopher C. James
Underwriting Manager

Notary Public

My Commission expires:



JOANNA K. HOCH
NOTARY PUBLIC
STATE OF OHIO
Recorded in
Marion County
My Comm. Exp. 7/31/18



5005 Rockside Road, 5th Floor
Independence, OH 41131-8008
phone: 216.328.8080
www.thefedeligroup.com

March 6, 2014

Cobb County Board of Commissioners
Cobb County Georgia
c/o Property Management Department
1150 Powder Springs Road
Marietta, GA 30064

Re: Garland/DBS, Inc.
Installation/Builders Risk Insurance

To Whom It May Concern:

Garland/DBS, Inc. has an installation policy in place with a limit of \$750,000 this can satisfy the requirement for a builders risk as it provides coverage for roofing materials and supplies while on the premise awaiting & during construction, erection or installation. If the installation coverage does not satisfy Cobb Counties requirement Garland/DBS, Inc. can obtain a Builder's Risk policy for an individual project(s).

Sincerely,


Sharon Zuk
Account Manager
The Fedeli Group
Direct Dial: 216-643-2757
Fax: 216-328-8081



CERTIFICATE OF LIABILITY INSURANCE

GARLA-2 OP ID: SZ

DATE (MM/DD/YYYY)

03/06/14

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 The Fedell Group P.O. Box 318003 6005 Rockside Road Independence, OH 44131-8003	216-328-8080	CONTACT NAME: Sharon Zuk	
	216-328-8081	PHONE (A/C, No., Ext): 216-643-2757	FAX (A/C, No.): 216-328-8081
		E-MAIL ADDRESS: szuk@thefedellgroup.com	
		INSURER(S) AFFORDING COVERAGE	NAIC #
INSURED Garland/DBS, Inc. 3800 East 91st Street Cleveland, OH 44105	INSURER A: Gemini Insurance Co.		
	INSURER B: Liberty Mutual Fire Ins. Co.		
	INSURER C: Travelers Indemnity Co America		25666
	INSURER D: Liberty Insurance Underwriters		19917
	INSURER E: Wausau Underwriters Ins. Co.		26042
	INSURER F: Cincinnati Insurance Company		10677

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

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.

INSTR LTR	TYPE OF INSURANCE	ADDITIONAL INSURANCE	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY	X X	VGGP001135	12/05/13	12/05/14	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> \$25,000 SIR GEN'L AGGREGATE LIMIT APPLIED PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC					DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY	X X	AS2251290169013	12/05/13	12/05/14	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	<input checked="" type="checkbox"/> ANY AUTO ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS					BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
D	UMBRELLA LIAB	X	100002168805	12/05/13	12/05/14	EACH OCCURRENCE \$ 25,000,000
	<input checked="" type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000					AGGREGATE \$ 25,000,000
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	N/A	PHUB219M968413	12/05/13	12/05/14	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER
	<input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below					E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
F	Installation		CAP5211252	12/05/13	12/05/14	Limit 750,000
E	Leased/Rent Equip		YMJZ51290169023	12/05/13	12/05/14	Limit 100,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Project: All Cobb County Projects - see holder notes for additional insured wording.

CERTIFICATE HOLDER**CANCELLATION**

CCBC-MA

Cobb County Board of Commissioners, Cobb County Georgia c/o Property Mgmt Dept
 1160 Powder Springs Road
 Marietta, GA 30064

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2010 ACORD CORPORATION. All rights reserved.

NOTEPAD:HOLDER CODE CCBC-MA
INSURED'S NAME Garland/DBS, Inc.GARLA-2
OP ID: SZPAGE 2
DATE 03/06/14

Cobb County, Georgia, its elected & appointed officials, officers, boards, commissions, officers, employees, representatives, servants, volunteers & agents (hereinafter referred to as "Insured Party" or Insured Parties") are to be covered as additional insureds (per CG2010, CG2037 & CA2048 attached) as respects: liability arising out of activities performed by or on behalf of the Contractor; products & 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. Waiver of Subrogation applies where required by written contract. Insurance is primary & non-contributory. 30 day notice of cancellation applies.

Policy Number: VGGP001135
Insured Name: Garland Industries, Inc.
Number: 13

CG 2010 10 01

Effective Date: 12/05/2013

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED -- OWNERS, LESSEES OR
CONTRACTORS-SCHEDULED PERSON
OR ORGANIZATION

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART
PRODUCTS/COMPLETED OPERATIONS LIABILITY COVERAGE PART

SCHEDULE

Name of Person Or Organization:

Any person or organization when you and such person or organization have agreed in writing in a contract, prior to an occurrence that causes "bodily injury", "property damage" or "personal and advertising injury", that such person or organization be added as an additional insured on your policy

(If no entry appears above, information required to complete this endorsement will be shown in the Declarations as applicable to this endorsement.)

A. Section II – Who is An Insured is amended to include as an insured the person or organization shown in the Schedule, but only with respect to liability arising out of your ongoing operations performed for that insured.

B. With respect to the insurance afforded to these additional insureds, the following exclusion is added:

2. Exclusions

This insurance does not apply to "bodily injury" or "property damage" occurring after:

(1) All work, including materials, parts or equipment furnished in connection with such work, on the project (other than service, maintenance or repairs) to be performed by or on behalf of the additional insured(s) at the site of the covered operations has been completed; or

(2) That portion of "your work" out of which the injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.

Policy Number: VGCP001135
Insured Name: Garland Industries, Inc.
Number: 12

CG 20 37 10 01

Effective Date: 12/05/2013

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY

ADDITIONAL INSURED -- OWNERS, LESSEES OR CONTRACTORS -- COMPLETED OPERATIONS

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

Name of Person or Organization: Any person or organization when you and such person or organization have agreed in writing in a contract prior to an occurrence that causes "bodily injury", "property damage" or "personal and advertising injury", that such person or organization be added as an additional insured on your policy.
Location And Description of Completed Operations: All locations and completed operations for which you and the additional insured have agreed in writing in a contract prior to an occurrence that causes "bodily injury", "property damage" or "personal and advertising injury".
Additional Premium: Included

(If no entry appears above, information required to complete this endorsement will be shown in the Declarations as applicable to this endorsement.)

Section II -- Who Is An Insured is amended to include as an insured the person or organization shown in the Schedule, but only with respect to liability arising out of "your work" at the location designated and described in the schedule of this endorsement performed for that insured and included in the "products-completed operations hazard".

Policy Number: VGGP001135
Insured Name: Garland Industries, Inc.
Number: 72

VSC 3422 04 11

Effective Date: 12/05/2013

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

NOTICE OF CANCELLATION TO DESIGNATED ENTITIES

This endorsement modifies insurance provided under the following:

Commercial General Liability Coverage Part

SCHEDULE

Name of Person(s) or Organization: Cobb County Board of Commissions, Cobb County Georgia
Street Address: 1150 Powder Springs Road
City: Marietta
State: Georgia
Zip Code: 30064

In consideration of an additional premium of \$30.00 and notwithstanding anything contained in the policy to the contrary, it is hereby agreed that if the Company cancels this policy on or before the expiration date of the policy, the Company will mail or deliver to the person(s) or organization(s) shown in the schedule above, written notice of cancellation to the address included above not less than 30 days prior to the effective date of cancellation. Proof of mailing of notice shall be sufficient proof of notice. The effective date and hour of cancellation stated in the notice shall be the end of the policy period.

This endorsement shall not apply for the following reasons:

- a. non-payment of premium, or
- b. the policy is non-renewed for any reason.

ALL OTHER TERMS AND CONDITIONS OF THE POLICY SHALL APPLY AND REMAIN UNCHANGED.

Policy Number: VGGP001135
Insured Name: Garland Industries, Inc.
Number: 19

VSC 3404 12 11

Effective Date: 12/05/2013

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

PREFERRED MANUFACTURERS PAK

This endorsement modifies insurance provided under the following:

Commercial General Liability Coverage Part

GENERAL DESCRIPTION OF COVERAGE – this endorsement broadens coverage. The following is a general coverage description only. Limitations and exclusions may apply to each coverage. Read all the **PROVISIONS** of this endorsement carefully to determine rights, duties, and what is and is not covered.

SUMMARY OF COVERAGES

1. BROADENED NAMED INSURED
2. ADDITIONAL INSURED VENDORS
3. ADDITIONAL INSURED – MANAGERS OR LESSEES
4. ADDITIONAL INSURED – LESSOR OF LEASED EQUIPMENT
5. ADDITIONAL INSURED – MORTGAGEE, ASSIGNEE OR RECEIVER
6. ADDITIONAL INSURED – OWNERS OR OTHER INTERESTS FROM WHOM LAND HAS BEEN LEASED
7. BLANKET WAIVER OF SUBROGATION
8. PRODUCT DESIGN
9. NON-OWNED WATERCRAFT
10. MEDICAL PAYMENTS – INCREASED LIMIT
11. DAMAGE TO PREMISES RENTED TO YOU – EXTENSION OF COVERAGE
12. EXECUTIVE OFFICER REDEFINED
13. KNOWLEDGE OF OCCURRENCE – UNINTENTIONAL ERRORS & OMISSIONS
14. AMENDMENT OF CANCELLATION NOTICE
15. LIBERALIZATION CLAUSE
16. INCREASED SUPPLEMENTARY PAYMENTS
17. EXTENDED PROPERTY DAMAGE

Provisions:

1. Broadened Named Insured

WHO IS AN INSURED (Section II) Item 3.a. is deleted and replaced by the following:

- a. Coverage under this provision is afforded only until the 120th day after you acquire or form the organization or the end of the policy period, whichever is earlier.

2. Additional Insured – Broad Form Vendors

Under Section II – Who is an Insured, paragraph 4. is added as follows:

4. a. any person or organization for whom you agree, because of a written contract or written agreement to provide insurance, but only with respect to "bodily injury" or "property damage" arising out of "your products" which are distributed or sold in the regular course of the vendor's business, subject to the following additional exclusions:

b. The insurance afforded the vendor does not apply to:

- (1) "Bodily injury" or "property damage" for which the vendor is obligated to pay damages by reason of the assumption of liability in a contract or agreement. This exclusion does not apply to the liability for damages that the insured would have in the absence of the contract or agreement;
- (2) Any express warranty unauthorized by you;
- (3) Any physical or chemical changes in the product made intentionally by the vendor;
- (4) Repackaging, unless unpacked solely for the of inspection, demonstration, testing, or the substitution of parts under instruction from the manufacturer, and then repackaged in the original container;
- (5) Any failure to make such inspection, adjustments, test, or servicing as the vendor has agreed to make or normally undertakes to make in the usual course of business in connection with the sale of the product;
- (6) Demonstration, installation, servicing or repair operations, except such operations performed at the vendor's premises in connection with the sale of the product;
- (7) Products which, after distribution or sale by you, have been labeled or relabeled or used as a container, part or ingredient of any thing or substance by or for the vendor.
- (8) "Bodily injury" or "property damage" arising out of the sole negligence of the vendor for its own acts or omissions or those of its employees or anyone else acting on its behalf.

c. This insurance does not apply to any insured person or organization, from whom you have acquired such products, or any ingredient, part or container, entering into accompanying or containing such products.

d. The insurance afforded to the additional insured is excess over any valid and collectible "other insurance" available to such additional insured, unless you have agreed in a written contract prior to a loss that this insurance must be primary to, or non-contributory with, such "other insurance".

3. Blanket Additional Insured – Managers or Lessors of Premises – By Contract

WHO IS AN INSURED (Section II) is amended to include as an insured any person or organization as "additional insured" with whom you have agreed in written contract, executed before the "bodily injury" or "property damage" occurs or the "personal and advertising injury" offense is committed, but only with respect to liability arising out of the ownership, maintenance or use of that part of any premises leased to you, subject to the following provisions:

1. Limits of Insurance. The limit of insurance afforded to the additional insured shall be the limits which you agreed to provide in the written contract, or the limits shown on the Declarations, whichever are less.
2. The insurance afforded to the additional insured does not apply to:
 - a. Any "bodily injury" or "property damage" that occurs, or "personal and advertising" injury caused by an offense which is committed, after you cease to be a tenant in that premises;
 - b. Any premises for which coverage is excluded by endorsement; or
 - c. Structural alterations, new construction or demolition operations performed by or on behalf of such insured.
3. The insurance afforded to the additional insured is excess over any valid and collectible "other Insurance" available to such additional insured, unless you have agreed in the written contract that this insurance must be primary to, or non-contributory with, such "other insurance".

4. Additional Insured – Lessor of Leased Equipment – Automatic Status when Required in Lease Agreement with You

A. WHO IS AN INSURED (Section II) is amended to include as an additional insured any person or organization from whom you lease equipment when you and such person or organization have agreed in writing in a contract or agreement that such person or organization be added as an additional insured on your policy. Such person or organization is an insured only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your maintenance, operation or use of equipment leased to you by such person or organization. A person's or organization's status as an additional insured under this endorsement ends when their contract or agreement with you for such leased equipment ends.

B. With respect to the insurance afforded to these additional Insureds, this insurance does not apply to any "occurrence" which takes place after the equipment lease expires.

C. The insurance afforded to the additional insured is excess over any valid and collectible "other insurance" available to such additional insured, unless you have agreed in a written contract prior to a loss that this insurance must be primary to, or non-contributory with, such "other insurance".

5. Additional Insured – Mortgagee, Assignee, or Receiver

1. WHO IS AN INSURED (section II) is amended to include as an insured any mortgagees, assignees, or receivers and arising out of the ownership, maintenance, or use of the premises by you that is required in a written contract or agreement.
2. This insurance does not apply to structural alterations, new construction and demolition operations performed by or for that person or organization.
3. The insurance afforded to the additional insured is excess over any valid and collectible "other Insurance" available to such additional insured, unless you have agreed in a written contract prior to a loss that this insurance must be primary to, or non-contributory with, such "other insurance".

6. Additional Insured – Owners or Other Interests from whom Land has been Leased

WHO IS AN INSURED (Section II) is amended to include as an insured Owners or Other Interests from whom Land has been leased but only with respects to liability arising out of the ownership, maintenance or use of that part of the land leased to you required in a written contract and subject to the following additional exclusions:

This Insurance does not apply to:

1. Any "occurrence" which takes place after you cease to lease that land;
2. Structural alterations, new construction or demolition operations performed by or on behalf of the person or organization.

The insurance afforded to the additional insured is excess over any valid and collectible "other insurance" available to such additional insured, unless you have agreed in a written contract prior to a loss that this insurance must be primary to, or non-contributory with, such "other insurance"

7. Blanket Waiver of Subrogation – By Contract

We waive any right of recovery we may have against any person or organization because of payments we make for injury or damage arising out of premises owned or occupied by or rented or loaned to you; ongoing operations performed by you or on your behalf, done under a contract with that person or organization; "your work"; or "your products". We waive this right where you have agreed to do so as part of a written contract, executed by you before the "bodily injury" or "property damage" occurs or the "personal and advertising injury" offense is committed.

8. Product Design

Section V - Definitions

"Your Product" is amended, in part, as follows:

"Your product" includes:

- b. (3) The design of "your product"

9. Non-Owned Watercraft

It is agreed that CG 00 01 Commercial General Liability Coverage Form Section I – Paragraph g., (2), (a) is amended to read:

- (a) Non-owned watercraft less than 100 feet long.

10. Medical Payments – Increased Limit

The most we will pay under Coverage C for all medical expenses because of "bodily injury" sustained by any one person is the greater of:

1. \$10,000 or
2. The amount shown in the Declarations for Medical Expense Limit.
3. This coverage does not apply if Coverage C.-Medical Payments is excluded either by the provisions of the Coverage Part or by endorsement.

11. Extension of Coverage – Damage to Premises Rented to you - Peril of Lightning is Added – Limit Increased

Lightning is added as a covered peril to Damaged to Premises Rented to you as described in Section III – Limits of Insurance Part 6.

The Damage to Premises Rented to You Limit Will be the higher of:

- a. \$100,000; or
- b. The amount shown on the Declarations for the Damage to Premises Rented to you limit.

This coverage does not apply if Damage to Premises rented to you is excluded by endorsement.

12. Executive Officer Redefined

It is agreed that Commercial General Liability Coverage Form CG 00 01 – Definitions, Item 6, “Executive Officer” is replaced by the following:

6. “Executive Officer” means a person holding any of the officer positions created by your charter, constitution, by-laws, or any other similar governing document. The term also includes your managers and supervisors.

13. Knowledge of Occurrence and Unintentional Errors or Omissions

That knowledge of an occurrence by the agency, servant or employee of the Insured shall not in itself constitute knowledge by the Insured, unless an executive officer of the Insured’s corporation shall have received such notice from its agent, servant or employee.

Failure of the Insured to disclose all hazards existing as of the inception date of the policy shall not prejudice the Insured with respect to the coverage afforded by this policy, provided such failure or any omission is not intentional.

14. Amendment of Cancellation Notice

It is agreed that Common Policy Conditions paragraph A, 2.b. is amended to read as follows:

b. 60 days before the effective date of cancellation if we cancel for any other reason.

15. Liberalization Clause

Under Section IV – Commercial General Liability Conditions, condition 10. is added as follows:

10. Liberalization Clause

If we adopt any revision that would broaden the coverage under this Coverage form without additional premium, within 45 days prior to or during the policy period, the broadened coverage will immediately apply to this Coverage Part.

16. Increased Supplementary Payments

Paragraphs 1.b. and 1.d. of Supplementary Payments – Coverage A and B (Section I – Coverages) are amended as follows:

1. In paragraph 1.b. the amount we will pay for the cost of bail bonds is increased to \$1,000

2. In paragraph 1.d. the amount we will pay for loss of earnings is increased to \$400 a day.

17. Extended Property Damage

Under Section I – Coverage A, Paragraph 2. Exclusions, Exclusion a. is replaced in its entirety with the following:

a. “Bodily injury” or “property damage” expected or intended from the standpoint of the insured. This exclusion does not apply to “bodily injury” or “property damage” resulting from the use of reasonable force to protect persons or property.

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

AUTO ENHANCEMENT ENDORSEMENT

This endorsement modifies insurance provided under the following:

BUSINESS AUTO COVERAGE FORM

- I. Newly Acquired or Formed Organizations
- II. Employees as Insureds
- III. Lessor - Additional Insured and Loss Payee
- IV. Supplementary Payments - Increased Limits
- V. Fellow Employee Coverage
- VI. Personal Property of Others
- VII. Additional Transportation Expense and Cost to Recover Stolen Auto
- VIII. Airbag Coverage
- IX. Tapes, Records and Discs Coverage
- X. Physical Damage Deductible - Single Deductible
- XI. Physical Damage Deductible - Glass
- XII. Physical Damage Deductible - Vehicle Tracking System
- XIII. Duties in Event of Accident, Claim, Suit or Loss
- XIV. Unintentional Failure to Disclose Hazards
- XV. Worldwide Liability Coverage - Hired and Nonowned Autos
- XVI. Hired Auto Physical Damage
- XVII. Auto Medical Payments Coverage Increased Limits
- XVIII. Drive Other Car Coverage - Broadened Coverage for Designated Individuals
- XIX. Rental Reimbursement Coverage
- XX. Notice of Cancellation or Nonrenewal
- XXI. Loan/Lease Payoff Coverage
- XXII. Limited Mexico Coverage
- XXIII. Waiver of Subrogation

I. NEWLY ACQUIRED OR FORMED ORGANIZATIONS

Throughout this policy, the words you and your also refer to any organization you newly acquire or form, other than a partnership or joint venture, and over which you maintain ownership of more than 50 percent interest, provided:

- A. There is no similar insurance available to that organization;
- B. Unless you notify us to add coverage to your policy, the coverage under this provision is afforded only until:
 - 1. The 90th day after you acquire or form the organization; or
 - 2. The end of the policy period, whichever is earlier; and
- C. The coverage does not apply to an "accident" which occurred before you acquired or formed the organization.

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

II. EMPLOYEES AS INSURED

Paragraph A.1. Who Is An Insured of SECTION II - LIABILITY COVERAGE is amended to add:

Your "employee" is an "insured" while using with your permission a covered "auto" you do not own, hire or borrow in your business or your personal affairs.

III. LESSOR - ADDITIONAL INSURED AND LOSS PAYEE

A. Any "leased auto" will be considered an "auto" you own and not an "auto" you hire or borrow. The coverages provided under this section apply to any "leased auto" until the expiration date of this policy or until the lessor or his or her agent takes possession of the "leased auto" whichever occurs first.

B. For any "leased auto" that is a covered "auto" under SECTION II - LIABILITY COVERAGE, Paragraph A.1. Who Is An Insured provision is changed to include as an "insured" the lessor of the "leased auto". However, the lessor is an "insured" only for "bodily injury" or "property damage" resulting from the acts or omissions by:

1. You.
2. Any of your "employees" or agents; or
3. Any person, except the lessor or any "employee" or agent of the lessor, operating a "leased auto" with the permission of any of the above.

C. Loss Payee Clause

1. We will pay, as interests may appear, you and the lessor of the "leased auto" for "loss" to the covered "leased auto".
2. The insurance covers the interest of the lessor of the "leased auto" unless the "loss" results from fraudulent acts or omissions on your part.
3. If we make any payment to the lessor of a "leased auto", we will obtain his or her rights against any other party.

D. Cancellation

1. If we cancel the policy, we will mail notice to the lessor in accordance with the Cancellation Common Policy Condition.
2. If you cancel the policy, we will mail notice to the lessor.
3. Cancellation ends this agreement.

E. The lessor is not liable for payment of your premiums.

F. For purposes of this endorsement, the following definitions apply:

"Leased auto" means an "auto" which you lease for a period of six months or longer for use in your business, including any "temporary substitute" of such "leased auto".

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

"Temporary substitute" means an "auto" that is furnished as a substitute for a covered "auto" when the covered "auto" is out of service because of its breakdown, repair, servicing, "loss" or destruction.

IV. SUPPLEMENTARY PAYMENTS - INCREASED LIMITS

Subparagraphs A.2.a.(2) and A.2.a.(4) of SECTION II - LIABILITY COVERAGE are deleted and replaced by the following:

- (2) Up to \$3,000 for the 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.
- (4) All reasonable expenses incurred by the "insured" at our request, including the actual loss of earnings up to \$500 a day because of time off from work.

V. FELLOW EMPLOYEE COVERAGE

- A. Exclusion B.5. of SECTION II - LIABILITY COVERAGE does not apply.
- B. For the purpose of Fellow Employee Coverage only, Paragraph B.5. of BUSINESS AUTO CONDITIONS is changed as follows:

This Fellow Employee Coverage is excess over any other collectible insurance.

VI. PERSONAL PROPERTY OF OTHERS

Exclusion 6. in SECTION II - LIABILITY COVERAGE for a covered "auto" is amended to add:

This exclusion does not apply to "property damage" or "covered pollution cost or expense" involving "personal property" of your "employees" or others while such property is carried by the covered "auto". The Limit of Insurance for this coverage is \$5,000 per "accident". Payment under this coverage does not increase the Limit of Insurance.

For the purpose of this section of this endorsement, "personal property" is defined as any property that is not used in the individual's trade or business or held for the production or collection of income.

VII. ADDITIONAL TRANSPORTATION EXPENSE AND COST TO RECOVER STOLEN AUTO

- A. Paragraph A.4.a. of SECTION III - PHYSICAL DAMAGE COVERAGE is amended as follows:

The amount we will pay is increased to \$50 per day and to a maximum limit of \$1,000.

- B. Paragraph A.4.a. of SECTION III - PHYSICAL DAMAGE COVERAGE is amended to add the following:

If your business is shown in the Declarations as something other than an auto dealership, we will also pay up to \$1,000 for reasonable and necessary costs incurred by you to return a stolen covered "auto" from the place where it is recovered to its usual garaging location.

VIII. AIRBAG COVERAGE

Exclusion B.3.a. in SECTION III - PHYSICAL DAMAGE COVERAGE is amended to add:

This exclusion does not apply to the accidental discharge of an airbag.

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

IX. TAPES, RECORDS AND DISCS COVERAGE

Exclusion B.4.a. of SECTION III - PHYSICAL DAMAGE COVERAGE is deleted and replaced by the following:

a. Tapes, records, discs or other similar audio, visual or data electronic devices designed for use with audio, visual or data electronic equipment except when the tapes, records, discs or other similar audio, visual or data electronic devices:

(1) Are your property or that of a family member; and

(2) Are in a covered "auto" at the time of "loss".

The most we will pay for "loss" is \$200. No Physical Damage Coverage deductible applies to this coverage.

X. PHYSICAL DAMAGE DEDUCTIBLE - SINGLE DEDUCTIBLE

Paragraph D. in SECTION III - PHYSICAL DAMAGE COVERAGE is deleted and replaced by the following:

D. Deductible

For each covered "auto", our obligation to pay for, repair, return or replace damaged or stolen property will be reduced by the applicable deductible shown in the Declarations. Any Comprehensive Coverage deductible shown in the Declarations does not apply to "loss" caused by fire or lightning.

When two or more covered "autos" sustain "loss" in the same collision, the total of all the "loss" for all the involved covered "autos" will be reduced by a single deductible, which will be the largest of all the deductibles applying to all such covered "autos".

XI. PHYSICAL DAMAGE DEDUCTIBLE - GLASS

Paragraph D. in SECTION III - PHYSICAL DAMAGE COVERAGE is amended to add:

No deductible applies to "loss" to glass if you elect to patch or repair it rather than replace it.

XII. PHYSICAL DAMAGE DEDUCTIBLE - VEHICLE TRACKING SYSTEM

Paragraph D. in SECTION III - PHYSICAL DAMAGE COVERAGE is amended to add:

Any Comprehensive Coverage Deductible shown in the Declarations will be reduced by 50% for any "loss" caused by theft if the vehicle is equipped with a vehicle tracking device such as a radio tracking device or a global positioning device and that device was the method of recovery of the vehicle.

XIII. DUTIES IN EVENT OF ACCIDENT, CLAIM, SUIT OR LOSS

Subparagraphs A.2.a. and A.2.b. of SECTION IV- BUSINESS AUTO CONDITIONS are changed to:

a. In the event of "accident", claim, "suit" or "loss", your insurance manager or any other person you designate must notify us as soon as reasonably possible of such "accident", claim, "suit" or "loss". Such notice must include:

(1) How, when and where the "accident" or "loss" occurred;

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

- (2) The "insured's" name and address; and
- (3) To the extent possible, the names and addresses of any injured persons and witnesses.

Knowledge of an "accident", claim, "suit" or "loss" by your agent, servant or "employee" shall not be considered knowledge by you unless you, your insurance manager or any other person you designate has received notice of the "accident", claim, "suit" or "loss" from your agent, servant or "employee".

b. Additionally, you and any other involved "insured" must:

- (1) Assume no obligation, make no payment or incur no expense without our consent, except at the "insured's" own cost.
- (2) Immediately send us copies of any request, demand, order, notice, summons or legal paper received concerning the claim or "suit".
- (3) Cooperate with us in the investigation or settlement of the claim or defense against the "suit".
- (4) Authorize us to obtain medical records or other pertinent information.
- (5) Submit to examination, at our expense, by physicians of our choice, as often as we reasonably require.

XIV. UNINTENTIONAL FAILURE TO DISCLOSE HAZARDS

Paragraph B.2. in SECTION IV - BUSINESS AUTO CONDITIONS is amended to add the following:

Any unintentional failure to disclose all exposures or hazards existing as of the effective date of the Business Auto Coverage Form or at any time during the policy period will not invalidate or adversely affect the coverage for such exposure or hazard. However, you must report the undisclosed exposure or hazard to us as soon as reasonably possible after its discovery

XV. WORLDWIDE LIABILITY COVERAGE - HIRED AND NONOWNED AUTOS

Condition B.7. in SECTION IV - BUSINESS AUTO CONDITIONS is amended to include the following:

For "accidents" resulting from the use or operation of covered "autos" you do not own, the coverage territory means all parts of the world subject to the following provisions:

- a. If claim is made or "suit" is brought against an "insured" outside of the United States of America, its territories and possessions, Puerto Rico and Canada, we shall have the right, but not the duty to investigate, negotiate, and settle or defend such claim or "suit".

If we do not exercise that right, the "insured" shall have the duty to investigate, negotiate, and settle or defend the claim or "suit" and we will reimburse the "insured" for the expenses reasonably incurred in connection with the investigation, settlement or defense. Reimbursement will be paid in the currency of the United States of America at the rate of exchange prevailing on the date of reimbursement.

The "insured" shall provide us with such information we shall reasonably request regarding such claim or "suit" and its investigation, negotiation, and settlement or defense.

The "insured" shall not agree to any settlement of the claim or "suit" without our consent. We shall not unreasonably withhold consent.

Policy Number AS2-251-290169-013
Issued by Liberty Mutual Fire Insurance Co.

- b. We are not licensed to write insurance outside of the United States of America, its territories or possessions, Puerto Rico and Canada.

We will not furnish certificates of insurance or other evidence of insurance you may need for the purpose of complying with the laws of other countries relating to auto insurance.

Failure to comply with the auto insurance laws of other countries may result in fines or penalties. This insurance does not apply to such fines or penalties.

XVI. HIRED AUTO PHYSICAL DAMAGE

If no deductibles are shown in the Declarations for Physical Damage Coverage for Hired or Borrowed Autos, the following will apply:

- A. We will pay for "loss" under Comprehensive and Collision coverages to a covered "auto" of the private passenger type hired without an operator for use in your business:
1. The most we will pay for coverage afforded by this endorsement is the lesser of:
 - a. The actual cost to repair or replace such covered "auto" with other property of like kind and quality; or
 - b. The actual cash value of such covered "auto" at the time of the "loss".
 2. An adjustment for depreciation and physical condition will be made in determining actual cash value in the event of a total "loss".
 3. If a repair or replacement results in better than like kind or quality, we will not pay for the amount of the betterment.
- B. For each covered "auto", our obligation to pay for, repair, return or replace the covered "auto" will be reduced by any deductible shown in the Declarations that applies to private passenger "autos" that you own. If no applicable deductible is shown in the Declarations, the deductible will be \$250.

If the Declarations show other deductibles for Physical Damage Coverages for Hired or Borrowed Autos, this Section XVI of this endorsement does not apply.

- C. Paragraph A.4.b. of SECTION III - PHYSICAL DAMAGE COVERAGE is replaced by:

b. Loss of Use Expenses

For Hired Auto Physical Damage provided by this endorsement, we will pay expenses for which an "insured" becomes legally responsible to pay for loss of use of a private passenger vehicle rented or hired without a driver, under a written rental contract or agreement. We will pay for loss of use expenses caused by:

- (1) Other than collision only if the Declarations indicate that Comprehensive Coverage is provided for any covered "auto";
- (2) Specified Causes of Loss only if the Declarations indicate that Specified Causes of Loss Coverage is provided for any covered "auto"; or
- (3) Collision only if the Declarations indicate that Collision Coverage is provided for any covered "auto".

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

However, the most we will pay under this coverage is \$30 per day, subject to a maximum of \$900.

XVII. AUTO MEDICAL PAYMENTS COVERAGE - INCREASED LIMITS

For any covered "loss", the Limit of Insurance for Auto Medical Payments will be double the limit shown in the Declarations if the "insured" was wearing a seat belt at the time of the "accident". This is the maximum amount we will pay for all covered medical expenses, regardless of the number of covered "autos", "insureds", premiums paid, claims made, or vehicles involved in the "accident".

If no limit of insurance for Auto Medical Payments is shown on the Declarations, this paragraph Section XVII of this endorsement does not apply.

XVIII. DRIVE OTHER CAR COVERAGE - BROADENED COVERAGE FOR DESIGNATED INDIVIDUALS

A. This endorsement amends only those coverages indicated with an "X" in the Drive Other Car section of the Schedule to this endorsement.

B. SECTION II - LIABILITY COVERAGE is amended as follows:

1. Any "auto" you don't own, hire or borrow is a covered "auto" for Liability Coverage while being used by any individual named in the Drive Other Car section of the Schedule to this endorsement or by his or her spouse while a resident of the same household except:
 - a. Any "auto" owned by that individual or by any member of his or her household; or
 - b. Any "auto" used by that individual or his or her spouse while working in a business of selling, servicing, repairing or parking "autos".

2. The following is added to Who Is An Insured:

Any individual named in the Drive Other Car section of the Schedule to this endorsement and his or her spouse, while a resident of the same household, are "insureds" while using any covered "auto" described in Paragraph B.1. of this endorsement.

C. Auto Medical Payments, Uninsured Motorist, and Underinsured Motorist Coverages are amended as follows:

The following is added to Who Is An Insured:

Any individual named in the Drive Other Car section of the Schedule to this endorsement and his or her "family members" are "insured" while "occupying" or while a pedestrian when struck by any "auto" you don't own except:

Any "auto" owned by that individual or by any "family member".

D. SECTION III - PHYSICAL DAMAGE COVERAGE is changed as follows:

Any private passenger type "auto" you don't own, hire or borrow is a covered "auto" while in the care, custody or control of any individual named in the Drive Other Car section of the Schedule to this endorsement or his or her spouse while a resident of the same household except:

1. Any "auto" owned by that individual or by any member of his or her household; or

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

2. Any "auto" used by that individual or his or her spouse while working in a business of selling, servicing, repairing or parking "autos".

E. For purposes of this endorsement, SECTION V - DEFINITIONS is amended to add the following:

"Family member" means a person related to the individual named in the Drive Other Car section of the Schedule to this endorsement by blood, marriage or adoption who is a resident of the individual's household, including a ward or foster child.

XIX. RENTAL REIMBURSEMENT COVERAGE

A. For any owned covered "auto" for which Collision and Comprehensive Coverages are provided, we will pay for rental reimbursement expenses incurred by you for the rental of an "auto" because of a covered physical damage "loss" to an owned covered "auto". Such payment applies in addition to the otherwise applicable amount of physical damage coverage you have on a covered "auto". No deductibles apply to this coverage.

B. We will pay only for those expenses incurred during the policy period beginning 24 hours after the "loss" and ending with the earlier of the return or repair of the covered "auto", or the exhaustion of the coverage limit.

C. Our payment is limited to the lesser of the following amounts:

1. Necessary and actual expenses incurred; or
2. \$30 per day with a maximum of \$900 in any one period.

D. This coverage does not apply:

1. While there are spare or reserve "autos" available to you for your operations; or
2. If coverage is provided by another endorsement attached to this policy.

E. If a covered "loss" results from the total theft of a covered "auto" of the private passenger type, we will pay under this coverage only that amount of your rental reimbursement expenses which is not already provided for under Paragraph A.4. Coverage Extensions of SECTION III - PHYSICAL DAMAGE COVERAGE of the Business Auto Coverage Form or Section VII of this endorsement.

XX. NOTICE OF CANCELLATION OR NONRENEWAL

A. Paragraph A.2. of the COMMON POLICY CONDITIONS is changed to:

2. We may cancel or non-renew this policy by mailing written notice of cancellation or non-renewal to the Named Insured, and to any name(s) and address(es) shown in the Cancellation and Non-renewal Schedule:

a. For reasons of non-payment, the greater of:

(1) 10 days; or

(2) The number of days specified in any other Cancellation Condition attached to this policy; or

b. For reasons other than non-payment, the greater of:

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

- (1) 60 days;
- (2) The number of days shown in the Cancellation and Non-renewal Schedule; or
- (3) The number of days specified in any other Cancellation Condition attached to this policy,
prior to the effective date of the cancellation or non-renewal.

B. All other terms of Paragraph A. of the COMMON POLICY CONDITIONS, and any amendments thereto, remain in full force and effect.

XXI. LOAN/LEASE PAYOFF COVERAGE

The following is added to Paragraph C. Limit of Insurance of SECTION III - PHYSICAL DAMAGE COVERAGE:

In the event of a total "loss" to a covered "auto" of the private passenger type shown in the schedule or declarations for which Collision and Comprehensive Coverage apply, we will pay any unpaid amount due on the lease or loan for that covered "auto", less:

1. The amount paid under the PHYSICAL DAMAGE COVERAGE SECTION of the policy; and
2. Any:
 - a. Overdue lease/loan payments at the time of the "loss";
 - b. Financial penalties imposed under a lease for excessive use, abnormal wear and tear or high mileage;
 - c. Security deposits not returned by the lessor;
 - d. Costs for extended warranties, Credit Life Insurance, Health, Accident or Disability Insurance purchased with the loan or lease; and
 - e. Carry-over balances from previous loans or leases.

This coverage is limited to a maximum of \$1500 for each covered "auto".

XXII. LIMITED MEXICO COVERAGE

WARNING

AUTO ACCIDENTS IN MEXICO ARE SUBJECT TO THE LAWS OF MEXICO ONLY - NOT THE LAWS OF THE UNITED STATES OF AMERICA. THE REPUBLIC OF MEXICO CONSIDERS ANY AUTO ACCIDENT A CRIMINAL OFFENSE AS WELL AS A CIVIL MATTER.

IN SOME CASES THE COVERAGE PROVIDED UNDER THIS ENDORSEMENT MAY NOT BE RECOGNIZED BY THE MEXICAN AUTHORITIES AND WE MAY NOT BE ALLOWED TO IMPLEMENT THIS COVERAGE AT ALL IN MEXICO. YOU SHOULD CONSIDER PURCHASING AUTO COVERAGE FROM A LICENSED MEXICAN INSURANCE COMPANY BEFORE DRIVING INTO MEXICO.

THIS ENDORSEMENT DOES NOT APPLY TO ACCIDENTS OR LOSSES WHICH OCCUR BEYOND 25 MILES FROM THE BOUNDARY OF THE UNITED STATES OF AMERICA.

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

A. Coverage

1. Paragraph B.7. of SECTION IV - BUSINESS AUTO CONDITIONS is amended by the addition of the following:

The coverage territory is extended to include Mexico but only if all of the following criteria are met:

- a. The "accidents" or "loss" occurs within 25 miles of the United States border; and
- b. While on a trip into Mexico for 10 days or less.

2. For coverage provided by this section of the endorsement, Paragraph B.5. Other Insurance in SECTION IV - BUSINESS AUTO CONDITIONS is replaced by the following:

The insurance provided by this endorsement will be excess over any other collectible insurance.

- B. Physical Damage Coverage is amended by the addition of the following:

If a "loss" to a covered "auto" occurs in Mexico, we will pay for such "loss" in the United States. If the covered "auto" must be repaired in Mexico in order to be driven, we will not pay more than the actual cash value of such "loss" at the nearest United States point where the repairs can be made.

C. Additional Exclusions

The following additional exclusions are added:

This insurance does not apply:

1. If the covered "auto" is not principally garaged and principally used in the United States.
2. To any "insured" who is not a resident of the United States.

XXIII. WAIVER OF SUBROGATION

Paragraph A.5. in SECTION IV - BUSINESS AUTO CONDITIONS does not apply to any person or organization where the Named Insured has agreed, by written contract executed prior to the date of "accident", to waive rights of recovery against such person or organization.

Policy Number AS2-Z51-290169-013
Issued by Liberty Mutual Fire Insurance Co.

Schedule

Premium

Liability \$360
Physical Damage \$240
Total Premium \$600 FC

V. Fellow Employee
Schedule of Employees:

Your employee, but only for acts within the scope of their employment by you.

XVIII. Drive Other Car Name of Individual	LIAB	MP	UM	UIM	COMP	COLL
--	------	----	----	-----	------	------

Not Applicable

XX. Notice of Cancellation or Nonrenewal
Name and Address

Number of Days

Not Applicable



WORKERS COMPENSATION
AND
EMPLOYERS LIABILITY POLICY

ENDORSEMENT WC 00 03 13 (00)-01

POLICY NUMBER: (PHUB-219M968-4-13)

WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS ENDORSEMENT

We have the right to recover our payments from anyone liable for an injury covered by this policy. We will not enforce our right against the person or organization named in the Schedule. (This agreement applies only to the extent that you perform work under a written contract that requires you to obtain this agreement from us.)

This agreement shall not operate directly or indirectly to benefit any one not named in the Schedule.

SCHEDULE

DESIGNATED PERSON:

DESIGNATED ORGANIZATION:

ANY PERSON OR ORGANIZATION FOR WHICH THE INSURED HAS AGREED
BY WRITTEN CONTRACT EXECUTED PRIOR TO LOSS TO FURNISH THIS
WAIVER.



WORKERS COMPENSATION
AND
EMPLOYERS LIABILITY POLICY
ENDORSEMENT WC 99 06 11 (A)

POLICY NUMBER: (PHJB-219M968-4-13)

NOTICE OF CANCELLATION

Except for non-payment of premium by you, we agree that no cancellation or limitation of this policy shall become effective until the number of day's written notice specified in item 2 of the Schedule has been mailed to you and to the person or organization designated in item 1 of the Schedule at the address indicated.

SCHEDULE

1. Name: COBB COUNTY BOARD OF COMMISSIONERS., COBB COUNTY GEORGIA

Address: 1150 POWDER SPRINGS ROAD
MARIETTA, GA 30064

2. Number of Days Written Notice: 30 Additional Days

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.

(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective	Policy No.	Endorsement No.
Insured		Premium \$
Insurance Company	Countersigned by _____	



Appendix D: Marketing Plan

Marketing Plan has been removed due to proprietary and confidential information.



Appendix E: Training Materials

Training Materials have been removed due to containing proprietary and confidential information.



Appendix F: Green and Environmental

Cool Roof Rating Council

24 SEARCH RESULTS

Selected filters:

Manufacturer: Garland Company, Inc.

PRINT

EXPORT ALL PRODUCTS

CRRC PROD. ID	MANUFACTURER BRAND MODEL	PRODUCT TYPE	COLOR	SOLAR REFLECTANCE		THERMAL EMITTANCE		SHI		MORE INFO
				Initial	3 year	Initial	3 year	Initial	3 year	
0700-0009	Garland Company, Inc.: Garla Brite Non filtered Aluminum	Field Applied Coatings: Other	Metallic	0.74	0.65	0.33	0.33	77	60	+
0700-0028	Garland Company, Inc.: Pyramit 7467 White	Field Applied Coatings: Acrylic	Bright White	0.84	pending	0.91	pending	100	pending	+
0700-0007	Garland Company, Inc.: R-MER Lite White SMP	Metal Products: Prepainted metal	Bright White	0.75	0.74	0.86	0.84	92	90	+
0700-0011	Garland Company, Inc.: R Mer Lux Regal White	Metal Products: Prepainted metal	Bright White	0.72	0.70	0.85	0.86	86	85	+
0700-0010	Garland Company, Inc.: R-Mer Span Regal White	Metal Products: Prepainted metal	Bright White	0.72	0.70	0.85	0.86	88	85	+
0700-0017	Garland Company, Inc.: Rust-Go VOC Topcoat White	Field Applied Coatings: Acrylic	Bright White	0.88	0.81	0.87	0.88	111	102	+
0700-0008	Garland Company, Inc.: Silvershield Fibered Aluminum 7421	Field Applied Coatings: Other	Metallic	0.61	0.55	0.44	0.44	58	48	+
0700-0018	Garland Company, Inc.: Solex White	Field Applied Coatings: Acrylic	Bright White	0.90	0.82	0.90	0.88	114	103	+
0700-0023	Garland Company, Inc.: Solex WC White	Field Applied Coatings: Acrylic	Bright White	0.90	0.82	0.90	0.88	114	103	+
0700-0025	Garland Company, Inc.: SolLera White	Membrane: Single Ply Thermoplastic and Thermoset Roofing	Bright White	0.76	0.68	0.81	0.83	93	81	+
0700-0013	Garland Company, Inc.: StressPly EUV FR Mineral White	Membrane: Built-Up and Modified Bitumen Sheet Roofing	Bright White	0.48	0.43	0.87	0.89	55	48	+
0700-0014	Garland Company, Inc.: StressPly EUV Mineral White	Membrane: Built-Up and Modified Bitumen Sheet Roofing	Bright White	0.48	0.43	0.87	0.89	55	48	+
0700-0015	Garland Company, Inc.: StressPly EUV SPF FR Mineral White	Membrane: Built-Up and Modified Bitumen Sheet Roofing	Bright White	0.74	0.68	0.90	0.91	92	83	+
0700-0012	Garland Company, Inc.: StressPly IV UV Mineral White	Membrane: Built-Up and Modified Bitumen Sheet Roofing	Bright White	0.45	0.44	0.87	0.86	51	49	+
0700-0016	Garland Company, Inc.: StressPly Plus SPF FR Mineral	Membrane: Built-Up and Modified Bitumen Sheet Roofing	Bright White	0.72	0.66	0.90	0.90	89	80	+

	White	Dimensional Direct Roofing									
0700-0029	Garland Company, Inc.: Sunburst Mineral StressPly UV FR Mineral, StressPly Plus FR Mineral, StressPly E FR Mineral, StressPly Max FR Mineral, StressPly IV UV Mineral, StressPly IV Plus UV Mineral	Membrane: Built Up and Modified Bitumen Sheet Roofing	Bright White	0.73	pending	0.90	pending	90	pending	±	
0700-0006	Garland Company, Inc.: White Knight White	Field-Applied Coatings: Polyurethane	Bright White	0.80	0.70	0.88	0.91	100	86	±	
0700-0026	Garland Company, Inc.: White Knight Plus 7828 White	Field-Applied Coatings: Polyurethane	Bright White	0.87	0.75	0.90	0.87	111	97	±	
0700-0022	Garland Company, Inc.: White Knight WC White:	Field-Applied Coatings: Polyurethane	Bright White	0.81	0.72	0.89	0.89	101	86	±	
0700-0005	Garland Company, Inc.: White Metal Roof Coating White	Field-Applied Coatings: Oilite	Bright White	0.77	0.71	0.86	0.91	95	86	±	
0700-0041	Garland Company, Inc.: White Star Surfacing System White Star Coating w/ Lafarge 3/8" White Marble Chips	Other Roof Products: Fluid Applied Membrane Roofing	Bright White	0.81	0.64	0.83	0.86	102	77	±	
0700-0030	Garland Company, Inc.: White Star Surfacing System White Star Coating with Sunburst Mineral	Other Roof Products: Fluid Applied Membrane Roofing	Bright White	0.79	pending	0.95	pending	99	pending	±	
0700-0027	Garland Company, Inc.: White Star Surfacing System WhiteStar Coating with A1 Grit Arctic White Mineral	Other Roof Products: Fluid Applied Membrane Roofing	Bright White	0.72	pending	0.93	pending	89	pending	±	
0700-0031	Garland Company, Inc.: White Knight Plus WC /838 White	Field-Applied Coatings: Polyurethane	Bright White	0.83	pending	0.89	pending	104	pending	±	



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

HPR Aqua Shield

Report Number:

30374-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

HPR® Aqua Shield contains an average of 10% pro-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

BiFlex Cap

Report Number:

30073-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

BiFlex® Cap contains an average of 19% pre-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

Element

Report Number:

30259-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

Element aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

Element steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

FlexBase 80

Report Number:

30308-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

FlexBase® 80 contains an average of 15% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

FlexBase 120

Report Number:

30307-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

FlexBase® 120 contains an average of 11% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

FlexBase E 80

Report Number:

30310-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

FlexBase® E 80 contains an average of 16% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

FlexBase E 120

Report Number:

30309-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

FlexBase® E 120 contains an average of 12% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

FlexBase Plus 80

Report Number:

30312-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

FlexBase® Plus 80 contains an average of 15% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

FlexBase Plus 120

Report Number:

30311-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

FlexBase® Plus 120 contains an average of 12% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

HPR Torch Base Sheet

Report Number:

30375-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

HPR® Torch Base Sheet contains an average of 6% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

Legacy

Report Number:

30472-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

Legacy aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

Line

Report Number:

30484-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

Line steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

Line aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

Rib

Report Number:

30655-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

Rib steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

Rib aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Clad

Report Number:

30664-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Clad steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Clad aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

Cor

Report Number:

30185-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

Cor steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

Cor aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Edge Coping

Report Number:

30665-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Edge Coping aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Edge Coping steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Edge Extruded Fascia

Report Number:

30666-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Edge Extruded Fascia aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Edge Extruded Fascia steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Edge Fascia

Report Number:

30667-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Edge Fascia aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Edge Fascia steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Guard

Report Number:

30668-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Guard aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Guard steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Loc LX

Report Number:

30670-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Loc LX aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Loc LX steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Loc

Report Number:

30669-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Loc aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Loc steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Seam

Report Number:

30671-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Seam stool contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Poachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Seam aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Poachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Soffit

Report Number:

30672-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Soffit aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Span

Report Number:

30673-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Span aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bollamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Span steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bollamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer Wall Pan

Report Number:

30675-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer Wall Pan steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer Wall Pan aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

R-Mer SS Flatstock

Report Number:

30674-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

R-Mer SS Flatstock steel contains an average of 5% pre-consumer and 69% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

R-Mer SS Flatstock aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressBase 80

Report Number:

30764-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressBase® 80 contains an average of 27% pre-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressBase 120

Report Number:

30763-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressBase® 120 contains an average of 24% pre-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly E FR Mineral

Report Number:

30767-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® E FR Mineral contains an average of 1% pre-consumer and 6% post-consumer recycled content and 2.5% biobased content

Method:

UL ECVP 2799 Zero Waste to Landfill, Second Edition**

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly E

Report Number:

30766-4130

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

Method:

Facility:



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly EUV FR Mineral

Report Number:

30769-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® EUV FR Mineral contains an average of 5% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly EUV

Report Number:

30768-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® EUV contains an average of 21% pre-consumer and 6% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly FR Mineral

Report Number:

30770-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® FR Mineral contains an average of 5% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly IV

Report Number:

30771-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® IV contains an average of 15% pre-consumer and 0.5% post-consumer recycled content.

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly Max FR Mineral

Report Number:

30774-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® Max FR Mineral contains an average of 4% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91stStreet, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly Max

Report Number:

30773-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® Max contains an average of 21% pre-consumer and 6% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly Mineral

Report Number:

30775-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® Mineral contains an average of 6% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly Plus FR Mineral (4377)

Report Number:

30778-4210

Validation Period:

03/28/2012 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® Plus FR Mineral (4377) contains an average of 11% pre-consumer and 0.3% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly Plus (4376)

Report Number:

30776-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® Plus (4376) contains an average of 22% pre-consumer and 0.4% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly

Report Number:

30765-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® contains an average of 27% pre-consumer and 8% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

StressPly IV Plus

Report Number:

30772-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

StressPly® IV Plus contains an average of 15% pre-consumer and 0.5% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

HPR TriBase Premium

Report Number:

30376-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

HPR® TriBase Premium contains an average of 31% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

VersiPly 40

Report Number:

30859-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

VersiPly® 40 contains an average of 31% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

VersiPly 80

Report Number:

30861-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

VersiPly® 80 contains an average of 27% pre-consumer and 8% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91st Street, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

VersiPly Mineral

Report Number:

30862-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

VersiPly® Mineral contains an average of 6% post-consumer recycled content

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

3800 E 91stStreet, Cleveland, OH 44105



ENVIRONMENTAL CLAIM VALIDATION SUMMARY

The Garland Company

Wave

Report Number:

30875-4210

Validation Period:

03/28/2013 - 04/07/2014

Project Number:

13CA03824

Claim:

Wave aluminum contains an average of 4% pre-consumer and 55% post-consumer recycled content.

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014

Claim:

Wave steel contains an average of 5% pre-consumer and 69% post-consumer recycled content.

Method:

UL ECVP 2809 Recycled Content, First Edition

Facility:

4648 South Old Peachtree Road, Norcross, GA 30071
1820 Bellamah Avenue N.W., Albuquerque, New Mexico
87014



Garland's Products that Contribute to LEED®



The Leadership in Energy & Environmental Design (LEED) Green Building Rating System™ is a voluntary, consensus-based standard for developing high-performance, sustainable buildings. Launched by the U.S. Green Building Council (USGBC), LEED is an integrated design approach that addresses the potentials of water conservation, energy efficiency, renewable energy, material selection and indoor environmental quality.

Garland Product Contributions are based on: LEED NC 3.0

Please contact your local Garland Representative for more information on our Greenhouse products.

	SS	EA	MH	EQ
5.1 Protect or Restore Habitat				
5.2 Maximize Open Space				
6.1 Stormwater Design Quality Control				
6.2 Stormwater Design Quality Control				
7.2 Heat Island Effect - Roof				
1 Optimize Energy Performance				
4 Recycled Content				
5 Regional Materials				
4.1 Low-Emitting Materials Adhesives & Sealants				

Vegetative													
	GreenShield® Systems					X	X	X	X	X	X	X	
Rolled Goods		Post-Consumer Recycled Content	Pre-Consumer Recycled Content	Total LEED Content Credit									
	StressPly®	8%	27%	21%							X	X	
	StressPly® FR Mineral	0%		5%							X	X	
	StressPly® E (Environment)	11%	28%	20%							X	X	
	StressPly® E FR Mineral (Environment)	6%	1%	6%							X	X	
	StressPly® E FR Mineral with Kinburst® (Environment)	6%	1%	6%				X	X	X	X	X	
	StressPly® DUW	0%	21%	16%							X	X	
	StressPly® DUW FR Mineral	5%		4%				X	X	X	X	X	
	StressPly® Max	6%	21%	16%							X	X	
	StressPly® Max FR Mineral	4%		4%				X	X	X	X	X	
	StressPly® M	3%	16%	9%							X	X	
	StressPly® M Plus	3%	15%	8%							X	X	
	StressPly® Plus	9%	27%	21%							X	X	
	StressPly® Plus FR Mineral	6%		6%							X	X	
	StressPly® Plus FR Mineral with Sunburst®	6%		6%				X	X	X	X	X	
	VestPly® 10	31%		31%							X	X	
	VestPly® 20	41%	21%	21%							X	X	
	VestPly® Mineral	6%		6%							X	X	
	MBarrier® Membranes		65%	33%							X	X	
	DFlex® Cap		19%	6.5%							X	X	
	HexBase® 80	15%		15%							X	X	
	FlexBase® Plus 80	16%		15%							X	X	
	FlexBase® C 80	16%		16%							X	X	
	HexBase® 120	12%		12%							X	X	
	StressBase® 80 Membranes		27%	18%							X	X	
	StressBase® 120 Membranes		24%	12%							X	X	
	HH® Inboard Premium	31%		31%							X	X	
Metal Systems													
	R-Mat Lite®	75%	5%	70%							X	X	
	R-Mat® Lock	40 - 75%	5 - 15%	42.5 - 82.5%							X	X	
	R-Mat® Lock LX	40 - 75%	5 - 15%	42.5 - 82.5%							X	X	
	R-Mat® Seam	40 - 75%	5 - 15%	42.5 - 82.5%							X	X	
	R-Mat® Span	40 - 75%	5 - 15%	42.5 - 82.5%							X	X	
	R-Mat® Wall Pan	40 - 75%	5 - 15%	42.5 - 82.5%							X	X	
Coatings		Reflectance	Emittance	SRI									
	Pyralis®	0.83	0.69	101				X	X		X		
	High-Gloss VOC Top Coat	0.88	0.87	111				X	X		X		
	Solar®	0.69	0.60	111				X	X		X		
	White Knight®/White-Station®	0.83	0.60	100				X	X		X		
	White Knight® Plus/White-Station® Plus	0.87	0.60	110				X	X		X		
	White-Station® Surfacing System	0.62	0.63	107				X	X		X		
Metal Colors													
	R-Mat Lite® White	0.76	0.68	99				X	X	X	X		
	Regal White CR Standing Seam	0.70	0.66	98				X	X	X	X		
	Siena White CR Standing Seam	0.72	0.65	98				X	X	X	X		
Interior Adhesives		VOC g/l											
	Green-Block® Structural Adhesive	0									X	X	

LEED® Points Summary

SS - Reference Number/ Name	Point(s)	Intent of Credit	Statement of Credit
5.1 Protect or Restore Habitat	1	1. Conserve existing natural areas. 2. Restore damaged area. 3. Provide habitat space. 4. Promote biodiversity.	Site Development
5.2 Maximize Open Space	1	1. Provide high ratio of open space, compare to footprint of building 2. Promote biodiversity.	Site Development
6.1 Stormwater Design Quality Control	1	1. Limit disruption of natural hydrology. 2. Reduce impervious cover. 3. Increase on-site infiltration. 4. Manage storm water runoff. 5. Reduce and eliminate water pollution. 6. Eliminate sources of contaminants 7. Remove pollutants from storm water runoff.	Stormwater Design (For reduction of impervious surface): 1. Use alternative surface: Rain garden, vegetated swales and rainwater cycling. 2. Use non-structural surface: Vegetated roof, pervious pavement and grid pavers.
6.2 Stormwater Design Quality Control	1	1. Limit disruption of natural hydrology. 2. Reduce impervious cover. 3. Increase on-site infiltration. 4. Manage storm water runoff. 5. Reduce and eliminate water pollution. 6. Eliminate sources of contaminants 7. Remove pollutants from storm water runoff.	Stormwater Design (For reduction of impervious surface): 1. Use alternative surface: Rain garden, vegetated swales and rainwater cycling. 2. Use non-structural surface: Vegetated roof, pervious pavement and grid pavers.
7.2 Heat Island Effect - Roof	1	1. Reduce heat islands. 2. Minimize impact on micro climate and urban and wildlife habitat.	Heat Island Effect

EA - Reference Number/ Name	Point(s)	Intent of Credit	Statement of Credit	Concentration of Credit
1 Optimize Energy Performance	10	1. Increase level of energy performance compare to mandatory standards 2. Reduce excessive energy use.	Optimize Energy Performance	Increase energy performance methods: 1. Reduce demand 2. Increase efficiency

MR - Reference Number/ Name	Point(s)	Intent of Credit	Statement of Credit	Concentration of Credit
4 Recycled Content	2	1. Reduce impact from extraction 2. Reduce processing of virgin material	Recycled content	10% or 20% of total construction material is from recycled items with this mixture: (post consumer 1/3 pre-consumer)
5 Regional Materials	1	1. Increase job demand within region 2. Reduce transportation issues 3. Support using indigenous resources	Regional Materials	10% of construction material is extracted, processed and manufactured

EQ - Reference Number/ Name	Point(s)	Intent of Credit	Statement of Credit	Concentration of Credit
4.1 Low Emitting Materials Adhesives & Sealants	1	1. Reduce air contaminants (odorous and irritating in air) 2. Reduce the harmful stuff in air 3. Provide control zone for people	Low-Emitting Materials	Adhesives & Sealants

All LEED and U.S. Green Building Council trademarks of The Garland Company, Inc. or Garland Canada Inc., unless otherwise specified.

LEED® is a registered trademark of The U.S. Green Building Council.

© 2018 Garland Industries, Inc.

01/18



The Garland Company, Inc.
3800 East 91st Street
Cleveland, OH 44105
Fax: 216-641-0633
Phone: 216-641-7500
Toll Free: 1-800-321-8336

Garland Canada Inc.
209 Carrier Drive
Toronto, Ontario
Canada, M9W 5Y8
Fax: 416-747-1980
Phone: 416-747-7995
Toll Free: 1-800-387-5991
(Only in Canada)



USGBC

Search Member

Go

Thomas's account

Garland Industrial, Inc.
Garland, TX 75042

Home

Settings

Billing

Credentials

Overview

Exam History

CE Activity History

Membership

Personal profile

Organization profile

Order history

Online access

Subscriptions

Membership account

Membership details

SILVER
THROUGH OCTOBER 18, 2014

IMPROVE
MEMBERSHIP VALUE

Company

Garland Industrial, Inc.

Member ID

482-7198-12423

Primary contact

Thomas Bauer
tombaue1@garlandinc.com
214-430-3617

Country

United States

Member since

October 18, 2007

Expires

October 18, 2014

LEAVE ORGANIZATION

Warning: This action cannot be undone.

Auto renewal
Off (View Settings)

NEXT STEPS

45%

Complete digital ID profile

Review business profile

Membership account alerts

Send me alerts in my account

Send member services at 800-550-5500
1747 at membership@usgbc.org

Manage employee contractors in your
membership account in your
myaccount.usgbc.org

View all employees who are currently
credited to your membership account
my.usgbc.org





As of 3/9/2014

ENERGY STAR Partner	EnergyStar®	Model Name	Product Type	Energy Star Rating	Score Performance (1-7 years)	Initial Efficiency	Low Voltage	Energy Star Support	Good Clean Air (Meets or Exceeds Part 15)	Warranty (Months/Parts/Labor/Year)
The Garland Company, Inc.	R-MerSpan, R-MerLoc, R-MerSeam, R-Mer Cap, R-Mer	Natural Felted	Mat	0.47	0.46	0.9	No	Yes	No	30
The Garland Company, Inc.	R-MerSpan, R-MerLoc, R-MerSeam, R-Mer Cap, R-Mer	Forced Stone	Mat	1.46	0.45	0.9	No	Yes	No	30
The Garland Company, Inc.	R-MerSpan, R-MerLoc, R-MerSeam, R-Mer Cap, R-Mer	Sandstone	Mat	2.54	0.54	0.89	No	Yes	No	30
The Garland Company, Inc.	R-MerSpan, R-MerLoc, R-MerSeam, R-Mer Cap, R-Mer	Terra Cotia	Mat	2.35	0.55	0.9	No	Yes	No	30
The Garland Company, Inc.	R-MerSpan, R-MerLoc, R-MerSeam, R-Mer Cap, R-Mer	Royal White	Mat	0.86	0.67	0.9	Yes	Yes	No	30
The Garland Company, Inc.	Stress-Ply ELY SPF FR Mineral	White Protective SBS Membrane	Modified Bitumen	0.74	0.69	0.9	Yes	Yes	No	30
The Garland Company, Inc.	Stress-Ply Plus SPF FR Mineral	White Protective SBS Membrane	Modified Bitumen	0.72	0.66	0.9	Yes	Yes	No	20
The Garland Company, Inc.	WhiteKriat	Elastomeric Polyurethane Coating	Coating	0.6	0.7	0.88	Yes	Yes	No	10
The Garland Company, Inc.	OPR White	White	Coating	0.65	0.71	0.86	Yes	Yes	No	10
The Garland Company, Inc.	White	Self-Terra	Modified Bitumen	0.76	0.68	0.81	Yes	No	No	20
The Garland Company, Inc.	Gadafire	Non-Ferred Aluminum Coating	Coating	0.74	0.64	0.83	Yes	Yes	No	1
The Garland Company, Inc.	White SAMP	El-WarLis	Mat	0.75	0.74	0.86	Yes	No	No	32
The Garland Company, Inc.	Rueda VOOC Topcoat	White	Coating	0.69	0.82	0.87	Yes	Yes	No	15
The Garland Company, Inc.	Solex	White	Coating	0.9	0.82	0.9	Yes	Yes	No	15
The Garland Company, Inc.	Solex WC	White	Coating	0.9	0.82	0.9	Yes	Yes	No	15
The Garland Company, Inc.	WhiteKriat Plus	White	Coating	0.87	0.75	0.9	Yes	Yes	No	15
The Garland Company, Inc.	WhiteKriat WC	White	Coating	0.81	0.72	0.89	Yes	Yes	No	15

As of December 31, 2013, all new ENERGY STAR qualified products are marked for being energy efficient.

* Warranty does not necessarily cover 10 or 15 years.



Appendix G: OSHA Logs

OSHA's Form 300A (rev. 01/2004)

Summary of Work-Related Injuries and Illnesses

Year 20 13
 U.S. Department of Labor
 Occupational Safety and Health Administration
 Form OSHA 300A (Rev. 01/2004)

All establishments covered by Part 1926 must complete the Summary page, even if no work-related injuries or illnesses occurred during the year. Remember to review the Log to verify that the number are accurate and accurate before normalizing the summary.
 Using the Log, count the individual entries you rated for each category. Then write the total below, making sure you've added the entries from every page of the Log. If you have no entries, write "0".
 Employers, former employers, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have limited access to the OSHA Form 301 or its equivalent. See 29 CFR Part 1924.25. In OSHA's recordkeeping rule, for further details on the proper procedures for these forms.

Number of Cases			
Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
0	0	0	0
(a)	(b)	(c)	(d)

Number of Days	
Total number of days away from work	Total number of days of job transfer or restriction
0	0
(e)	(f)

Injury and Illness Types			
Total number of...	(1) Sprains	(4) Poisoning	(5) Other
0	0	0	0
0	0	0	0
(g)	(h)	(i)	(j)

Print this Summary page from February 1 to April 30 of the year following the year covered by the form.
 Make certain that you have indicated the correct OSHA Form 300A to use when you complete and review the collection of information. Because you are required to provide the information to OSHA, you must use the OSHA Form 300A. You have two options: either the OSHA Form 300A or the OSHA Form 300A-1. The OSHA Form 300A-1 is a simplified version of the OSHA Form 300A. It is not acceptable for use in Washington, DC State, DC and for companies with 10 or more employees.

Establishment Information
 Your establishment name: Melrose DDS Inc.
 Street: 3900 East 81st St.
 City: Overland Park, KS 66212
 Industry (optional) (e.g., Manufacturer of new product):
Dental Services
 Standard Industrial Classification (SIC) (if known) (e.g., 3723):
8011
 OR
 North American Industrial Classification (NAICS) (if known) (e.g., 801100):
801100
 Employment Information (If you don't have these figures, see the instructions on the back of this page for details.)
 Annual average number of employees: 13
 Total hours worked by all employees last year: 21,900
 Sign here:
 Knowingly falsifying this document may result in a fine.
 I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.
 Company Name: Melrose DDS Inc.
 Title: P.C.
 Signature: [Signature]
 Date: 1-10-13

OSHA's Form 300A (Rev. 01/2004)

Summary of Work-Related Injuries and Illnesses

Year 20 08
 U.S. Department of Labor
 Occupational Safety and Health Administration
 Form OSHA 300A Rev. 01/04 OHS

All establishments covered by Part 1904 must complete this Summary page, even if no work-related injuries or illnesses occurred during the year. Return your completed Form 300A to OSHA, even if you have no cases to report. Use the instructions on the back of this form to complete the Summary page. Do not check the box for "no cases" on this form. Do not check the box for "no cases" on this form. Do not check the box for "no cases" on this form.

Number of Cases			
Total number of cases	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
(a) <u>0</u>	(b) <u>0</u>	(c) <u>0</u>	(d) <u>0</u>

Number of Days	
Total number of days away from work	Total number of days of job transfer or restriction
(e) <u>0</u>	(f) <u>0</u>

Injury and Illness Types			
Total number of...	(1) Injuries	(2) Skin disorders	(3) Respiratory conditions
	<u>0</u>	<u>0</u>	<u>0</u>
	(4) Poisoning	(5) Hearing loss	(6) All other illnesses
	<u>0</u>	<u>0</u>	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form.

Multiple copies of this form should be prepared and retained in a secure location. The information should be available to OSHA, the State, and the public. The information should be available to OSHA, the State, and the public. The information should be available to OSHA, the State, and the public.

Establishment Information
 Your establishment name: Garland DDS PC
 Street: 3800 East 51st St
 City: Overland State: KS ZIP: 66205

Industry Category (e.g., Manufacturing of metal and alloys): Construction
 Standard Industrial Classification (SIC) (U.S. Census Bureau): 1521

OR
 North American Industrial Classification (NAICS) (U.S. Census Bureau): 238110

Employment Information (If you don't have this figure, use the number on the back of this form as evidence)
 Annual average number of employees: 18
 Total hours worked by all employees last year: 21900

Sign here
 I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

Signature: [Signature] Title: P.C. Date: 1-2-08

OSHA's Form 300A (Rev. 01/2004)

Summary of Work-Related Injuries and Illnesses

Year 20 2004

U.S. Department of Labor
Occupational Safety and Health Administration
Form 300A-01-0301A

All establishments covered by Part 302 must complete the Summary page, even if no work-related injuries or illnesses occurred during the year. Remember to review the Log to verify that the entries are complete and accurate before completing the Summary.

Using the Log, count the individual entries you made for each category. Then write the total below, making sure you've added the entries from every page of the Log. If you had no cases, write "0."

Employers, former employers, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have limited access to the OSHA Form 301 or its equivalent. See 29 CFR Part 1974.45. In OSHA's reporting rule, for further details on the access provisions for these forms.

Number of Cases			
Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
0	0	0	0
(a)	(b)	(c)	(d)

Number of Days	
Total number of days away from work	Total number of days of job transfer or restriction
0	0
(e)	(f)

Injury and Illness Types			
Total number of ...			
(g) Injuries	0	(h) Poisoning	0
(i) Skin disorders	0	(j) Hearing loss	0
(k) Respiratory conditions	0	(l) All other illnesses	0

From this Summary page from February 1 to April 30 of the year following the year covered by the form.

Note: Worksheet for this schedule of information is removed to simplify the process. You may wish to review the instructions, and add your own notes and comments about these categories or any other aspects of OSHA's reporting rule. OSHA, Office of Statistical Analysis, Room 3506A, 350 Constitution Avenue, NW, Washington, DC 20510. Do not send the completed form to this office.

Establishment Information

Your establishment name: Carroll/DSS Inc.
 Street: 3800 East 91st St.
 City: Overland State: OK ZIP: 74115

Industry description (e.g., Manufacturer of metal tools/joints): Construction
 Standard Industrial Classification (SIC), if known (e.g., 3715): 241
 OR
 North American Industry Classification (NAICS), if known (e.g., 331214): 23160

Employment Information: If you don't have this figure, see the Worksheet on the back of this page for details.
 Annual average number of employees: 12
 Total hours worked by all employees last year: 2926

Sign here
 Knowingly falsifying this document may result in a fine.

I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

 Date: 1-15-04

Summary of Work-Related Injuries and Illnesses

All establishments covered by Part 1926 must complete this Summary page, even if no work-related injuries or illnesses occurred during the year. Remember to review the Log to verify that the entries are complete and accurate before completing this summary.

Using the Log, count the individual entries you made for each category. Then write the case count, making sure you've copied the entries from every page of the Log. If you had no cases, write "0."

Employers, former employers, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have a right of access to the OSHA Form 307 or its equivalent. See 29 CFR Part 1924.26. In OSHA's recordkeeping rule, for further details on the access provisions for these forms.

Number of Cases

Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
(a) <u>0</u>	(b) <u>0</u>	(c) <u>0</u>	(d) <u>0</u>

Number of Days

Total number of days away from work	Total number of days of job transfer or restriction
(e) <u>0</u>	(f) <u>0</u>

Injury and Illness Types

Total number of... (1) Injuries	(4) Poisonings
<u>0</u>	<u>0</u>
(2) Skin disorders	(5) Hearing loss
<u>0</u>	<u>0</u>
(3) Respiratory conditions	(6) All other illnesses
<u>0</u>	<u>0</u>

Report this Summary page from February 1 to April 30 of the year following the year covered by the form.

Note: Reporting burden for this collection of information is estimated to average 25 minutes per response, including time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the collection of information. Persons are not supposed to respond to this collection of information unless it displays a currently valid OMB control number. If you have any comments that decrease the burden of this data collection, include the Department of Labor, OSHA's Office of Statistical Analysis, Room 4044a, 200 Constitution Avenue, NW, Washington, DC 20001. Do not send the completed forms to the office.

Establishment information

Your establishment name: Southern Lanes Inc.
 Street: 3000 East 51st Street
 City: Chickadee State: PA ZIP: 19025

Industry description (e.g., manufacturer of new and used motor vehicles): Passenger autos

Standard Industrial Classification (SIC), if known (e.g., 3729): 3729

OR
 North American Industrial Classification (NAICS), if known (e.g., 336119): 336119

Employment information (If you don't have this, please leave the box on the back of the page empty)
 Annual average number of employees: 1

Total hours worked by all employees last year: 24,968

Sign here

Knowingly falsifying this document may result in a fine.

I certify that I have completed this document and that to the best of my knowledge the entries are true, accurate, and complete.

Signature: [Signature] Title: Owner
 Date: 1-6-10

OSHA's Form 300A (Rev. 01/2004)

Summary of Work-Related Injuries and Illnesses

Year 20 2003
 U.S. Department of Labor
 Occupational Safety and Health Administration
 Form approved OSHA no. 300-070

All establishments covered by Part 1904 must complete this Summary page. OSHA will not withhold fines or penalties assessed during the year. Remember to review the Log to verify that the entries are complete and accurate before completing this summary.
 Using the Log, count the individual entries you made for each category. Then write the totals below, making sure you've added the values from every page of the Log. If you had no cases, write "0".
 Employees, former employees, and their representatives have the right to review the OSHA Form 300A in an unedited form. They also have limited access to the OSHA Form 307 or its equivalent. See 29 CFR Part 1904.35, in OSHA's recordkeeping rule, for further details on the access provisions for these forms.

Number of Cases

Total number of cases	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
(a) <u>0</u>	(b) <u>0</u>	(c) <u>0</u>	(d) <u>0</u>

Number of Days

Total number of days away from work	Total number of days of job transfer or restriction
(e) <u>0</u>	(f) <u>0</u>

Injury and Illness Types

Total number of:	(1) Injuries	(2) Skin disorders	(3) Respiratory conditions	(4) Poisoning	(5) Hearing loss	(6) All other illnesses
(a)	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form.

Make retaining copies for data collection of information to establish or correct OSHA records for statistics, including those to enter the statistics, search and gather the data period, and complete and review the collection of information. Firms are not required to respond to the collection of information unless a statute that applies to them has been approved by the Office of Management and Budget. Send comments about this collection of information, including suggestions for reducing the burden, to Washington, DC 20503. Do not send the completed forms to this office.

Establishment Information

Your establishment name Carroll Dues Inc.
 Street 300 East 91st St
 City Cleveland State OH ZIP 44115

Industry description (Use NAICS code if known) Construction

Standard Industrial Classification (SIC, if known) (e.g., 3710) 1311

OR North American Industrial Classification (NAICS), if known (e.g., 536210) 232110

Employment information (If you don't have this figure, see the How-to-use on the back of this page to estimate.)
 Annual average number of employees 15

Total hours worked by all employees last year 24,000

Sign here

Knowingly falsifying this document may result in a fine.

I certify that I have examined this document and that to the best of my knowledge the figures are true, accurate and complete.

Signature [Signature] Title GC
 Date 1-28-04