



GREATER ORLANDO AVIATION AUTHORITY

**23-596-OEC
Through Sourcewell Contract #110122**

RUNWAY PAINTING SERVICES

**ORLANDO INTERNATIONAL AIRPORT
AND
ORLANDO EXECUTIVE AIRPORT**

ORLANDO, FLORIDA

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1. Supplemental Contract

This Supplemental Contract for **Runway Painting Services** (hereinafter referred to as Supplemental Contract) is made and entered into effective as of the ____¹____ day of ____July____, **2023**, by and between the **GREATER ORLANDO AVIATION AUTHORITY**, a public and governmental body, existing under and by virtue of the laws of the State of Florida, hereinafter called the **AVIATION AUTHORITY**, and **HI-LITE AIRFIELD SERVICES, LLC**, hereinafter called **CONTRACTOR**.

WITNESSETH, that the said Contractor, for and in consideration of the payments hereinafter specified and agreed to be made by the Authority, hereby covenants and agrees to furnish all labor, supervision, materials, tools and equipment, cleaning solutions, degreasers, fuels, accessories, consumables and all other items necessary or proper for, or incidental to, performing its obligations under Sourcewell Contract #110122, at the Orlando International Airport, in accordance with the Terms and Conditions contained in the Sourcewell Contract #110122, which is attached hereto as Exhibit "A" (hereafter referred to as "OEC Contract") are applicable to this Supplemental Contract and are incorporated herein. The Aviation Authority, as an eligible Participating Public Agency, shall assume the rights and obligations of the Customer (as defined in the OEC Contract) when making purchases of goods or services under the Contract, and terms and conditions of the Sourcewell Contract shall apply to the Aviation Authority as they apply to the Customer, except as otherwise set forth herein. In the event of any conflict(s) among the terms and conditions contained in the Supplemental Contract and the Sourcewell Contract #110122, the Sourcewell Contract #110122 shall control.

If the Contractor shall fail to comply with any of the terms, conditions, provisions, or stipulations of the Contract Documents, then the Aviation Authority may avail itself of any or all remedies provided in the Contract Documents, or which are otherwise available by applicable law or in equity, and shall have the right and power to proceed in accordance with the provisions thereof.

An extension of time for performance shall be the Contractor's sole and exclusive remedy for any delay of any kind or nature caused by the Aviation Authority, and in no event shall Contractor be entitled to recover from the Aviation Authority any indirect, incidental, special or consequential damages in any proceeding arising out of or relating to this Contract or the breach thereof.

It is also agreed and understood that the acceptance of the last payment pursuant to the Terms and Conditions for work performed hereunder by the Contractor shall be considered as a release in full of all claims against the Aviation Authority and its members, officers, agents and employees arising out of, or by reason of, the Contract obligations or work.

In consideration of the Contractor's obligations set forth in the Contract Documents, the Aviation Authority agrees to pay to the Contractor upon satisfactory completion of such obligations, and subject to the Contract provisions, the compensation as set forth in Exhibit "B" subject to such additions and deductions as may be provided in the Contract Documents and any duly approved and executed amendments thereto.

IN WITNESS WHEREOF, the said **GREATER ORLANDO AVIATION AUTHORITY** has caused this Contract to be executed in its name by its Chief Executive Officer, attested by its Secretary or Assistant Secretary, and the said Contractor has hereunto set its hand and seal.

"AVIATION AUTHORITY"

GREATER ORLANDO AVIATION AUTHORITY

Official Seal



Jul 20 2023 8:20 AM

DocuSign

By: _____ Kathleen Sharman

Chief Financial Officer

Its: Kathleen M. Sharman CEO Designee

Jul 19 2023 4:40 PM

DocuSign

Date: _____

Attest:

Anna Farmer

Anna Farmer
Assistant Secretary
Jul 20 2023 8:20 AM

DocuSign

Secretary

"CONTRACTOR"

WITNESSED BY:

(Seal)



Jennifer Egelston
Jennifer Egelston - Contract Admin

HI LITE AIRFIELD SERVICES, LLC

By: [Signature]

(Signature of Owner or General Partner)

Its: VP of Finance

(Title)

Kelly Spinner

Name of Owner or General Partner Printed
or Typed

Date: 7/26/23

Approved as to Form and Legality
this 10 day of July, 20 23
Nelson Mullins Riley & Scarborough, LLP
By: [Signature]
Greater Orlando Aviation Authority

From: [Anna Farmer](#)
To: [Directors and Aides](#); [GOAA Designees](#)
Cc: [Eliot Martinez Fraticelli](#); [James Knusalla](#)
Subject: Designee for Chief Executive Officer July 19 - 22
Date: Tuesday, July 18, 2023 4:51:27 PM

Please be advised that Mr. Kevin Thibault, Chief Executive Officer, will be out of the office Wednesday, July 19, 2023 thru Saturday, July 22, 2023. During his absence Ms. Kathleen Sharman, Chief Financial Officer, will be his designee. Ms. Sharman can be reached at kathleen.sharman@goaa.org or 407-825-2043.

Please continue to use the signature process in place. Thank you.

Anna Farmer

Manager, Board Services
Exe. Asst. to the CEO
One Jeff Fuqua Boulevard
Orlando, FL 32827
Phone: 407-825-2032
Email: anna.farmer@goaa.org
Website: www.orlandoairports.net

2. Insurance Requirements

At its sole expense, Contractor shall maintain the following insurance during the term of this Contract, including any extensions or renewals and such insurance will apply to Contractor, its employees, agents, and Subcontractors.

a. Commercial General Liability and Automobile Liability:

- 1) Commercial General Liability insurance covering any and all claims for property damage and bodily injury (including death) and including, but not limited to premises, products and completed operations, and Contractual liability for Contractor's covenants, with a limit of liability not less than **Five Million Dollars (\$5,000,000)** per occurrence for AOA access; and
- 2) Automobile liability insurance covering each motor vehicle, including but not limited to owned, non-owned, or hired, used in conjunction with providing Services on Aviation Authority property resulting in property damage or bodily injury, including death with a limit of not less than **Five Million Dollars (\$5,000,000)** combined single limit per accident for AOA access;
- 3) Additional Insured Endorsement. Such above referenced liability insurance shall name the Aviation Authority and the City of Orlando and their members (including, without limitation, members of the Aviation Authority's Board and the City's Council and members of the citizens' advisory committees of each), officers, employees, and agents as additional insureds.

b. Workers' Compensation and Employer's Liability.

The following insurance shall apply to all Contractor's employees who will be engaged on the Aviation Authority property in the performances of Services in this Contract: (i) workers' compensation insurance with statutory limits in accordance with Florida law, and (ii) employer's liability insurance policy limits not be less than \$500,000 for each accident, \$500,000 for disease each employee and \$500,000 for disease policy limit. If the Contractor is self-insured, the Contractor shall provide proof of self-insurance and authorization to self-insure as required by applicable Florida laws and regulations. The Aviation Authority will not accept State of Florida exemptions.

c. Pollution/Environmental Liability Insurance.

Insurance for bodily injury, property damage, defense costs, clean-up and restoration expenses resulting from pollution/pollutant(s) or other

environmental impairments which arises out of, or in connection with, Contractor's work with limits not less than **One Million Dollars (\$1,000,000)** per claim.

d. Cyber/Privacy Liability Insurance.

Insurance covering Contractor for claims, losses and expenses resulting from wrongful acts committed in the performance of, or failure to perform, all Services under this Contract related to electronic or physical security, breaches of confidentiality, and invasion of, or breaches of, privacy with limits not less than **Two Million Dollars (\$2,000,000)** per incident.

e. Other Insurance Requirements. Contractor agrees to the following as it relates to all above required insurance:

- 1) Self-Insured Retention and Deductibles. Contractor's insurance policies shall not be subject to a self-insured retention or deductible exceeding \$10,000, if the value of the Contract is less than \$1,000,000, and not be subject to a self-insured retention or deductible exceeding \$100,000, if the Contract is \$1,000,000 or more, unless approved by the Aviation Authority's Chief Executive Officer. The above deductible limits may be exceeded if the Contractor's insurer is required to pay claims from the first dollar at 100% of the claim value without any requirement that Contractor pay the deductible prior to its insurer's payment of the claim.
- 2) Insurance policies shall be primary insurance and not contributory to any other valid insurance the Aviation Authority may possess, and that any other insurance the Aviation Authority does possess shall be considered excess insurance only.
- 3) Insurance shall be carried with an insurance company or companies be currently authorized to conduct insurance business in the State of Florida, and must have no less than a "B+" Financial Rating and a Financial Size Category of "Class VI" or higher according to the most current edition of AM Best Rating and said policies shall be in a form acceptable to the Aviation Authority.
- 4) Any liability insurance maintained by Contractor written on a claims-made form basis will maintain coverage for a period of time determined by the Aviation Authority to be appropriate to cover claims made after the Contractor has concluded its services to the Aviation Authority.

- 5) All insurance required for this Contract shall contain a waiver of subrogation clause, as allowed by law, in favor of the Aviation Authority and the City of Orlando.
- 6) A properly completed and executed Certificate of Insurance on a form provided or approved by the Aviation Authority (such as a current ACORD form) evidencing the insurance coverages required by this Section 2.5 shall be furnished to the Aviation Authority upon the Notice of Intent to Award of the Contract and each renewal thereafter during the term of this Contract and its renewal/extension. Contractor acknowledges that any acceptance of Certificate of Insurance by Aviation Authority does not waive any obligations herein this Contract.
- 7) The Aviation Authority is currently contracted with a third party for the management of all insurance certificates related to Aviation Authority Contracts. Contractors who enter into a Contract with the Aviation Authority will be contacted directly by the third party vendor for insurance certificates and related matters such as expired certificates. An introductory letter will be sent instructing each Contractor of the proper procedures for processing updated insurance certificates as well as any other insurance related matter that may arise over the term of the Contract. Contractors will respond as directed in the introductory letter as well as any further instructions they may receive.
- 8) The Contractor shall provide the Aviation Authority immediate written notice of any adverse material change to the Contractor's required insurance coverage. For purposes of this Insurance Section 2.5, an "adverse material change" shall mean any reduction in the limits of the insurer's liability, any reduction of any insurance coverage, or any increase in the Contractor's self-insured retention and any non-renewal or cancellation of required insurance.
- 9) If any insurance coverage is canceled or reduced, Contractor shall, within forty-eight (48) hours remit to the Aviation Authority a Certificate of Insurance showing that the required insurance has been reinstated or replaced by another insurance company or companies acceptable to the Aviation Authority. If Contractor fails to obtain or have such insurance reinstated, Aviation Authority may, if it so elects, and without waiving any other remedy it may have against Contractor, immediately terminate this Contract upon written notice to Contractor.
- 10) The Aviation Authority's Chief Executive Officer shall have the right to alter the monetary limits or coverages herein specified from time

to time during the term of this Contract, and Contractor shall comply with all reasonable requests of the Chief Executive Officer with respect thereto.

3. Prompt Payment

For payment promptness, the Aviation Authority shall remit payment in accordance with the Florida Prompt Payment Act, Section 218.70, Fla. Stat., et seq. Aviation Authority does not expect to be billed in excess of the ordered quantity and will not pay for any quantity above the ordered quantity. Contractors may offer cash discounts for prompt payment but they will not be considered in determination of award. If a Contractor offers a discount, it is understood that the discount time will be from the date of satisfactory delivery, at the place of acceptance, and receipt of correct invoice, at the office specified, whichever occurs last. Requests for final payment for any work or services for which a permit is required shall include a copy of all required permits and copies of all required inspection reports. Failure to provide proof of acquisition of all required permits and successful completion of all required inspections shall represent an incomplete invoice and will delay payment. Contractor shall submit for payment by the Aviation Authority the amounts billed to Contractor by Subcontractors in the billing/payment request submitted first after receipt of the applicable Subcontractor invoice. Contractor shall remit payment to Subcontractors/suppliers, based upon Subcontractors/suppliers invoice, not later than seven (7) days following receipt of payment from the Aviation Authority if Aviation Authority makes payment through an electronic funds transfer, and not later than fifteen (15) days from payment by the Aviation Authority if Aviation Authority makes payment through a paper draft or check. Contractor may not submit to the Aviation Authority for payment any amount based on an invoice of a Subcontractor that Contractor disputes. Contractor shall notify the Aviation Authority promptly of any subcontract/supplier dispute.

4. Florida Law.

This Agreement was made in the State of Florida and shall be governed by and construed in accordance with Florida law.

5. Venue and Waiver of Jury Trial.

The appropriate venue for any actions arising out of this Agreement will be any court of competent jurisdiction in Orange County, Florida. Such claims, disputes or other matters shall not be subject to arbitration without the prior written consent of both Aviation Authority and Consultant. The parties hereby agree that process shall be served on Consultant and Aviation Authority in the manner prescribed by applicable law. To encourage prompt and equitable resolution of any litigation that may arise hereunder, the parties hereby waive any rights and either party may have to a trial by jury of any such litigation.

6. Florida Public Records Law

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE AVIATION AUTHORITY'S CUSTODIAN OF PUBLIC RECORDS AT: www.orlandoairports.net/publicrecords; , PHONE NUMBER 407.825.2400; AND MAILING ADDRESS, GREATER ORLANDO AVIATION AUTHORITY, PUBLIC RECORDS, ONE JEFF FUQUA BOULEVARD, ORLANDO, FL 32827.

A Contractor with an Aviation Authority Contract for services, must comply with Florida Statute, Chapter 119.071, specifically to: Keep and maintain public records that ordinarily and necessarily would be required by the Aviation Authority in order to perform the service. Upon request from the Aviation Authority's custodian of public records, provide the Aviation Authority with a copy of the requested records or allow the access to public records to be inspected or copied within a reasonable time on the same terms and conditions that the Aviation Authority would provide the records and at a cost that does not exceed the cost provided in Chapter 119.07, Florida Statutes, or as otherwise provided by law. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Contract term and following completion of the Contract if the Contractor does not transfer the records to the Aviation Authority. Upon completion of the Contract, meet all requirements for retaining public records and transfer, at no cost to the Aviation Authority, all public records in possession of the Contractor or keep and maintain public records required by the Aviation Authority to perform the service. If the Contractor transfers all public records to the Aviation Authority upon completion of the Contract, the Contractor shall, upon termination of the Contract, destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of the Contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the Aviation Authority, upon request from the Aviation Authority's custodian of public records, in a format that is compatible with the information technology systems of the Aviation Authority. If a Contractor does not comply with a public records request, the Aviation Authority shall enforce the Contract provisions in accordance with the Contract.

7. Whistle Blower Reporting Line.

The Aviation Authority is committed to the highest level of integrity in its operations and is fully committed to protecting the organization, its operations, and its assets against fraud, waste or abuse. The Authority has established a Whistle Blower Reporting Line with a third-party service provider as a means for employees,

contractors, vendors, tenants and the general public to report suspected fraud, waste or abuse in connection with Authority operations. Should Contractor suspect any fraud, waste or abuse in connection with any work under this Contract, including any work of its subcontractors or laborers, it shall promptly report such activity at (877) 370-6354, through email: GOAA@integritycounts.ca, or through the online reporting form at www.integritycounts.ca/org/GOAA. The Consultant shall include this reporting requirement in all subcontracts and vendor agreements. The Consultant is further encouraged to report any suspected fraud, waste or abuse it suspects in connection with any other airport operation or project.

**Solicitation Number: #110122****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Hi-Lite Airfield Services, LLC, 20128 NYS Route 12F, Watertown, NY 13601 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Airport Runway Materials with Related Supplies and Services from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires January 13, 2027, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be

returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Request Form will become an amendment to this Contract and will be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. TERMINATION OF ORDERS. Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. GOVERNING LAW AND VENUE. The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased

by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

12. GOVERNMENT DATA PRACTICES

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
 - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
 - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers,

resellers, marketing representatives, and agents (collectively “Permitted Sublicensees”) in advertising and promotional materials for the purpose of marketing the Parties’ relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

- a. Neither party may alter the other party’s trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party’s trademarks only in good faith and in a dignified manner consistent with such party’s use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party’s name or logo (excepting Sourcewell’s pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell’s written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. ENDORSEMENT. The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. WAIVER OF SUBROGATION. Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other

insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION. The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

19. COMPLIANCE

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcwell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcwell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcwell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all

references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of

not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any

person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the 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.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

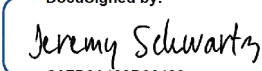
22. CANCELLATION

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's

Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

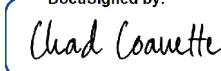
Hi-Lite Airfield Services, LLC

DocuSigned by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
1/11/2023 | 8:31 PM CST
Date: _____

DocuSigned by:

A3B8B1CC27414B7...
By: _____
Christopher Miller
Title: President
1/11/2023 | 4:47 PM PST
Date: _____

Approved:

DocuSigned by:

7E42B8F817A64CC...
By: _____
Chad Coauette
Title: Executive Director/CEO
1/11/2023 | 8:42 PM CST
Date: _____

RFP 110122 - Airport Runway Materials with Related Supplies and Services

Vendor Details

Company Name: Hi-Lite Airfield Services,LLC
Address: 20128 NYS Rt 12F
PO Box 597
Watertown, NY 13601
Contact: Philip Stillman
Email: phil.stillman@hi-lite.com
Phone: 315-583-6111 240
Fax: 315-777-8207
HST#: 35-2489959

Submission Details

Created On: Thursday September 15, 2022 09:38:33
Submitted On: Tuesday November 01, 2022 15:14:52
Submitted By: Philip Stillman
Email: phil.stillman@hi-lite.com
Transaction #: f4c5248d-0f9d-440e-bc7b-8b6989cb1319
Submitter s IP Address: 208.125.168.82

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *	
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Hi-Lite Airfield Services, LLC.	*
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	None	*
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	None	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Unique Identifier: QVMNQC8PN376	*
5	Proposer Physical Address:	20128 NYS Route 12F Watertown, NY 13601	*
6	Proposer website address (or addresses):	www.hi-lite.com	*
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Christopher Miller President 4816 Lena Road Bradenton, FL 34211 Office: 315-583-6111 Ext. 704 Cell: 941-718-0876	*
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Phil Stillman Contract Manager 20128 State Route 12F Watertown, NY 13601 phil.stillman@hi-lite.com Office: 315-583-6111 ext240	*
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Phil Stillman Contract Manager 20128 State Route 12F Watertown, NY 13601 phil.stillman@hi-lite.com Office: 315-583-6111 ext240	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *	
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10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>Hi-Lite has over 30-years of work history with projects ranging from a few hundred dollars to tens of millions. The company started as a sweeping company. The first painting projects were parking lots in 1989. After a few years Hi-lite painted public roads and then airports. Each year the team executes more than 150 contracts throughout the United States, Canada, Puerto Rico, and the Caribbean Islands. Hi-Lite maintains regional operations in NY, GA, FL, PR, TX, and Canada.</p> <p>Hi-Lite is in the safety business, more specifically a best-in-class airfield markings contractor. Each year hundreds of contracts are completed exceeding customer expectations. Hi-Lite truly understands the aviation industry; from time being of the essence to the critical safety role marking maintenance, rubber removal and pavement preservation contributing to daily operations. Our operations are always executed following the company mantra of "Think Z" Zero Accidents, Zero Defects, and Zero Losses.</p> <p>Hi-Lite uses state of the art equipment with FAA approved materials. The services provided will ensure our client will pass FAA inspections on the work performed. Hi-lite's services include Rubber, Mold, Paint Removal, Airfield Painting, Pavement Preservation and Thermoplastic Surface Signs. Our products include paint, glass beads and painting equipment.</p>	*
11	What are your company's expectations in the event of an award?	Upon award, Hi-Lite will begin marketing the contract as a purchasing vessel with a dedicated sales manager. This person will work hand in hand with perspective clients to establish scope of work and final project cost.	*
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	Hi-Lite Airfield Services LLC has been in the pavement markings and removal business since 1989, I have attached the 2021 Financial Audit which contains comparisons to the 2020 audit.	*
13	What is your US market share for the solutions that you are proposing?	Hi-Lite Airfield Services, LLC. considers its market share data to be be proprietary	*
14	What is your Canadian market share for the solutions that you are proposing?	Hi-Lite Airfield Services, LLC. considers its market share data to be be proprietary	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	Hi-Lite Airfield Services, LLC. has never petitioned for bankruptcy	*
16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>16a) n/a</p> <p>16b) Hi-Lite is a Service Provider:</p> <p>Hi-lite is an in house service provider for airfield marking maintenance. Our regional offices are located though out the United States, Canada and Puerto Rico. We can provide quick service to our customers. Each region over sees our projects from sales to finished installation. We have dedicated Project managers, estimators, crews and equipment within each region. Our staff helps potential clients with a scope, writing contracts with procurement, helps non-sourcwell members become members and offers suggestions on short term and long term projects.</p>	*
17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Hi-Lite currently holds contractor licenses in many states and, Hi-Lite is a certified applicator of Preformed Thermoplastic (Airmark). Attached are our state licenses and certifications.	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	No suspension or debarment of Hi-Lite Airfield Services, LLC. has occurred	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	None with in the past 5 years.	*
20	What percentage of your sales are to the governmental sector in the past three years	90%	*
21	What percentage of your sales are to the education sector in the past three years	0%	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Sourcewell Contract with an average of 2.7 million for three years.	*
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Hi-Lite does not currently hold any GSA or SOSA contracts.	*

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
City of Atlanta	Graig Garland	404.427.5375	*
City of Dallas	James Terrazas	469.724.1360	*
Aerostar Holdings	Nelman Nevarez	787.289.7240	*

Table 5: Top Five Government or Education Customers

Line Item 25. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
City of Dallas	Government	Texas - TX	Sourcewell Generated Award of Contract No. AVI-2017-00003165 5 year term for Airfield Paint	Removal, Striping, and Painting Services at Dallas Love Field, Dallas	\$9,913,748.00	*
DFW Airport Board	Government	Texas - TX	Multi Year Contract No.7006539	Runway Rubber Removal, Pavement Marking and Paint Removal at Dallas-Fort Worth International Airport	\$2,993,362.00	*
City of Atlanta	Government	Georgia - GA	Multi year contract	Paint removal, permanent markings, rubber removal at Hartsfield - Jackson Atlanta International Airport	\$22,747,000.00	*
Miami Dade County	Government	Florida - FL	Multi year contract	Paint removal, permanent markings, rubber removal at Hartsfield - Jackson Atlanta International Airport	\$6,027,632.00	*
City of New Orleans	Government	Louisiana - LA	Multi year contract	paint removal, permanent markings, rubber removal, seal coat, friction testing at Louis Armstrong New Orleans International Airport	\$1,943,995.00	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	Hi-Lite Airfield Services, operations team consists of 6 internal sales and support staff. Inclusive to our internal sales and support, Hi-Lite also has 7 corporate support individuals assisting in sales and development plans. Hi-Lite's ground support has 120 specialized technicians that are regionalized for continue growth for our cooperative contract. Purchasing and installation are responsibilities for each respective region. Our support staff helps with writing contracts, discussing options with procurement, helping procurement setup a membership with Sourcewell and educating customer on how to be compliant with FAA regulations.	*
27	Dealer network or other distribution methods.	N/A	*
28	Service force.	Hi-Lite Airfield Services, LLC. boast the largest fleet of airport specific markings and fleet in the United States. Additionally, the company has over 130 employees that can be readily dispatched throughout our service area.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Regardless of how a lead is obtained (via cold call, customer outreach, response to marketing, show, etc.), the customer and a dedicated member of the Hi-Lite team will work together to establish the particulars for any perspective project. All orders will be facilitated by Hi-Lite Airfield Services, LLC. direct.	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	The primary Sourcewell contact will be the dedicated sales staff prior to any sales/contract. Once assigned, additional support will be provided through the assigned project manager (for installation projects) and the purchasing manager (for equipment/material purchases).	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Hi-Lite Airfield Services, LLC is committed to servicing all areas eligible for Sourcewell purchasing provided the market served is aviation based.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Hi-Lite Airfield Services, LLC is committed to servicing all areas eligible for Sourcewell purchasing provided the market served is aviation based.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Hi-Lite Airfield Services, LLC. intends to service all states and territories within the United States of American and the provinces and territories of Canada. Additional conditions apply to Alaska, Hawaii, and the territories of the USA and Canada.	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	Hi-Lite intends to service all sectors provided the work to be performed is on an airport.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Including the Candian territories. Minimum Mobilization Fee: \$75,000 (USD) Minimum Project Size: \$250,000 (USD) Maximum Duration Between Multiple Mobilizations: 30-days	*

Table 7: Marketing Plan

Line Item	Question	Response *	
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Marketing of the Sourcwell contract will come from multiple sources. 1. On the ground sales that will travel the country working with airport decision makers to develop an understanding of what this contract has to offer their airport. 2. Lunch and Learn sent to thousands of contacts developed over Hi-Lite's 30+ years in the aviation marketplace 3. Email campaigns 4. Trade Shows (such as Snow Symposium, AAE, SWIFT, etc.)	*
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Hi-Lite Airfield Services, LLC. primarily utilizes email campaigns to reach thousands of industry specific contacts electronically.	*
38	In your view, what is Sourcwell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcwell-awarded contract into your sales process?	Sourcwell will be a critical advocate for members that seek to purchase services under this solicitation that have questions regarding the procurement process. Sourcwell will be looked to as the experts in educating members that have entity specific questions. In the event of an award, Sourcwell would become a stand alone marketing campaign as detailed in question 36.	*
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	The offerings by Hi-Lite Airfield Services are not currently available through an e-procurement system.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Hi-lite Airfield Services, LLC. offers an extensive handstriper/marketing layout training program available to Sourceqwell members. These classes are held at an off site facility over multiple days. Curriculum offers an in depth, hands-on, approach to operating and maintaining the latest in Graco handstriper technology.	*
41	Describe any technological advances that your proposed products or services offer.	Hi-Lite utilizes the latest hardware and software in our equipment. All paint trucks are equipped with a SkipLine system that includes automated material usage and cameras/lasers to ensure installation accuracy. The hand painting equipment is rotated every 5 years to ensure the latest technology available.	*
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	75% of Hi-Lite's equipment fleet was manufactured or rehabilitated to the current EPA emissions as required by law.	*
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Not Applicable	*
44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	Not Applicable	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	HLAS is in the safety business, more specifically a best-in-class airfield markings contractor. Each year hundreds of contracts are completed exceeding customer expectations. Hi-Lite truly understands the aviation industry; from time being of the essence to the critical safety role marking maintenance & rubber removal contribute to daily operations. Our operations are always executed following the company mantra of "Think Z" Zero Accidents, Zero Defects, and Zero Losses.	*

Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
46	Do your warranties cover all products, parts, and labor?	Yes.	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Warranties will be 1 year from completion date of installation.	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	No. All warranty work will be corrected in a timely manner in an agreed to time between the participating entity and Hi-Lite	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	The Manufacturer will warranty any defect within the material. Hi-Lite will warranty the installation and placement of the material.	*
51	What are your proposed exchange and return programs and policies?	All sales are final once handed off to the customer. There are no returns or exchanges with service items.	*
52	Describe any service contract options for the items included in your proposal.	Hi-Lite Airfield Services, LLC. is prepared to enter a multi-year, multi-mobilization contract with Sourcewell members. This type of contract can be used to manage budgets long term by fixing the price over a longer duration.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
53	Describe your payment terms and accepted payment methods.	Net 30 from completion or demobilization (on multiple mobilization projects)	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	Hi-Lite Airfield Services, LLC. does not offer leasing or finance terms at this time.	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Hi-Lite has successfully used the attached contract template with multiple customers to include the City of Des Moines, IA, Gregg County, TX and the City of Tyler, TX. We will also issue and Proposal to a customer who then issues us a Purchase Order (a sample from Horry County is attached)	*
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Hi-Lite Airfield Services LLC. does not accept the P-card procurement and payment process at this time.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *	
57	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Hi-Lite's pricing model is a 20% discount discount from typical industry pricing. See the attached price schedule.	*
58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	20%	*
59	Describe any quantity or volume discounts or rebate programs that you offer.	In addition to the standard 20% discount Hi-Lite may be able to afford additional discounts for items such as contract duration and/or quantity. These will be evaluated on a case by case basis.	*
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Hi-Lite will offer "sourced/open market" items under the name "non-contracted." A non-contract item can be a service or good that is not included within our price proposal. These items could be noted as exclusions from Sourcewell pricing and added as a requirement of the purchasing entity. The final price of any non-contract item shall be negotiated between Hi-Lite Airfield Service, LLC. and the Sourcewell Member. These items will include "Non-Contract" in the line item description contained on the proposal.	*
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>General Conditions</p> <ul style="list-style-type: none"> • Badging (direct and indirect expense) • Vehicle Passes • Escorting • Design, Survey, or As-Built Drawings • Shifts less than 8-hours • Bonds (bid, payment or performance) • Total project size less than \$50,000 • Mobilizations less than \$25,000 <p>Item Exceptions</p> <ul style="list-style-type: none"> • Rubber Removal, Paint Removal, Surface Preparation, and Mold Removal - Waste (Liquid and Solid) Disposal from removal operations • Asphalt Preservation – Friction Testing, Core Samples, and Manufacture Representation On-Site • Airport Consumables – Shipping • Training – <ul style="list-style-type: none"> o Travel Expenses (i.e. airfare, hotel, misc transportation, Breakfast/Dinner) o 2 Attendee minimum o Due Upon Reservation – 50% of Balance o Cancellation Penalty – no charge up to 10-days prior. Within 10-days the deposit will be forfeited 	*
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	When applicable, freight will be an additional cost. Hi-Lite will source a third party with all cost incurred being passed to the customer. This only applies to material purchases, not service offerings.	*
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	When applicable, freight will be an additional cost. Hi-Lite will source a third party with all cost incurred being passed to the customer. This only applies to material purchases, not service offerings.	*
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	None.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *	
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	Hi-Lite assigns a project class to each of our jobs and Sourcewell is a project class. This allows us to isolate in reports just the Sourcewell projects so we know what we have worked on. A Sample contract list is attached.	*
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Hi-Lite job costs all its projects. We track the following costs on each job we work in to trace profitability and improve our estimating. Payroll & Payroll Taxes, Material, Equipment Rental, Subcontractors, Travel Costs and Overhead Burden	*
68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	2%	*

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *	
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	Hi-lite Airfield Services, LLC is the leading airfield service provider in the US. Hi-Lite will deliver to following services under the RFP in accordance to FAA and ICAO Specifications : Airfield Painting (Runway, Taxiway, Apron, Service Road, and Secure Areas), Airfield Paint Removal (Runway, Taxiway, Apron, Service Road, and Secure Areas), Rubber Removal (Waterblasting and Combo Method (Waterblasting with Chemicals), Surface Preparation (Mold Removal, Cure Removal, and Stain Removal) Hot Pour Asphalt Crack Sealing, Seal Coating, and Friction Testing	*
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Type of Paint (TT-P-1952F Type I, TT-P-1952F Type II, TT-P-1952F Type III), Colors of Paint(White, Yellow, Black, Red, Blue, and Green) Type of Glass Beads (TT-B-1325D Type I, TT-B-1325D Type III, TT-B-1325D Type IV), Crack Seal (Type I, Type III), Seal Coating (GSB-78, GSB-88, Rejuvaseal), and Preformed Thermoplastic	*

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
71	Airfield marking materials and supplies; examples of included items are paints, thermoplastics, and glass beads	<input checked="" type="radio"/> Yes <input type="radio"/> No	Paint - TT-P-1952F Type I,II,III (White, Yellow, Black, Red, Blue and Green ; Glass Beads TT-B-1325D Type I,III,IV ; Preformed Thermoplastic	*
72	Runway deicer (solids or liquids)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
73	Rubber removal agents	<input checked="" type="radio"/> Yes <input type="radio"/> No	Aerogreen 4035 (Rubber Remover) Aerogreen 4025 (Mildew Remover)	*
74	Firefighting agents; such as AR-AFFF Foams, AFFF Foams, Purple K and Halotron	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	
75	Airport lighting, such as: beacons, wind cones, and runway lights	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
76	Services for airport and airfield repair, maintenance	<input checked="" type="radio"/> Yes <input type="radio"/> No	Seal Coat (GSB-78, GSB-88, and Rejuvaseal), Crack Seal I,II	
77	Complementary offering of non-FAA compliant parts, supplies, and services, related to the offering described in 71-76	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	

Table 15: Exceptions to Terms, Conditions, or Specifications Form

Line Item 78. NOTICE: To identify any exception, or to request any modification, to the Sourcwell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcwell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

Documents

Ensure your submission document(s) conforms to the following:

- 1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
- 2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
- 3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
- 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - SOURCEWELL MASTER PRICE LIST 11-1-22.pdf - Tuesday November 01, 2022 15:01:11
- [Financial Strength and Stability](#) - 12. Hi-Lite 2021 Audit with 2020 Comparisons.pdf - Tuesday November 01, 2022 15:01:57
- [Marketing Plan/Samples](#) - HLSourcewel-Brochure11x17-2020.pdf - Tuesday November 01, 2022 15:08:34
- WMBE/MBE/SBE or Related Certificates (optional)
- Warranty Information (optional)
- [Standard Transaction Document Samples](#) - 55. Hi-Lite - Contract Template - Sourcewell.pdf - Tuesday November 01, 2022 15:04:25
- [Upload Additional Document](#) - Examples noted with in our bid.pdf - Tuesday November 01, 2022 15:07:00

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Christopher Miller, Vice President of Finance, Hi-Lite Airfield Services, LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_6_Airport_Runway_Materials_RFP_110122 Tue October 25 2022 01:22 PM	<input checked="" type="checkbox"/>	1
Addendum_5_Airport_Runway_Materials_RFP_110122 Wed October 19 2022 11:25 AM	<input checked="" type="checkbox"/>	1
Addendum_4_Airport_Runway_Materials_RFP_110122 Mon October 17 2022 10:55 AM	<input checked="" type="checkbox"/>	1
Addendum_3_Airport_Runway_Materials_RFP_110122 Thu October 6 2022 06:27 PM	<input checked="" type="checkbox"/>	1
Addendum_2_Airport_Runway_Materials_RFP_110122 Thu September 29 2022 04:26 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Airport_Runway_Materials_RFP_110122 Wed September 28 2022 04:15 PM	<input checked="" type="checkbox"/>	1

Request for Quote

Project Title: Airfield Painting Services

Presented To:

Greater Orlando Aviation Authority

Submitted by:

Hi-Lite Airfield Services, LLC



Presented to:
Greater Orlando Aviation Authority

Request for Quote
Project Title: Airfield Painting Services

At
Orlando International Airport (MCO)

Prepared by:
Hi-Lite Airfield Services, LLC
4816 Lena Road
Bradenton, FL 34211
Sourcewell Contract Number: 110122-HLA

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1. Company Background

Hi-Lite Airfield Services is in the safety business, providing a best-in-class airfield markings. Each year hundreds of contracts are completed exceeding customer expectations. Hi-Lite understands the aviation industry from time always being of the essence to the critical safety role marking maintenance and rubber removal contribute to daily operations. Our operations are always executed following the company mantra of “Think Z” Zero Accidents, Zero Defects, and Zero Losses, we currently maintain one of the lowest ERM ratings within the industry.

Hi-Lite has over 30-years of work history with projects ranging from a few hundred dollars to tens of millions. Each year the team executes more than two hundred contracts throughout the United States, Canada, Puerto Rico, and the Caribbean Islands. Hi-Lite maintains regional operations in NY, GA, PA, FL, PR, TX, and Canada.

Our maintenance programs have been used by several Airports within the United States to include Puerto Rico. Hi-Lite is a member of the Sourcewell Cooperative buying program. Sourcewell allows government agencies to benefit on pricing that has already been awarded through a bid process. Hi-Lite has helped authorities to take advantage of these benefits.

2. Competencies

There has a great deal of pride within the organization regarding the work performed. Hi-Lite has a dedicated training program known as the Hi-Lite Academy where continues improvement is achieved by field and classroom studies. While training is ongoing there is also an annual training week typically in early January. The entire company comes together to have sole focus on safety. Hi-Lite’s core competencies:

- Airfield Marking Application
- Hand Painting
- Truck Painting
- Preformed Thermoplastic
- Waterblasting (20,000 – 40,000 PSI)
- Rubber Removal
- Surface Preparation
- Paint Removal
- Pavement Maintenance
- Crack Sealing
- Rejuvenation
- Friction Testing
- Pavement Sealing
- Retro Reflectivity Testing

3. Overall Organizational Capabilities

Hi-Lite has equipment to meet the most demanding of timelines. The project management team has the resources available to scale up with virtually unlimited capacity. The operations team not only has access to internal company resources but also access to work within the sister company network to provide solutions of greater complexity or scope outside the direct per view of Hi-Lite.

For example, the last year has presented significant supply chain issues in all aspects of business. Hi-Lite has not had to delay, cancel, or even reschedule any work to date due to supply chain constraints. Our teams worked tirelessly at the onset of this year identifying issues and executing contingency plans to keep operations moving.

4. References

4.1. Greater Orlando Aviation Authority

Project: Bid 05-18, Airport Runway and Taxiway
Painting Services at Orlando International
Airport.
Address: 5850 Cargo Road
City, State, Zip: Orlando, FL 32827
Contact Person: Greg Caesar
Email: gcaesar@goaa.org

4.2. City of Atlanta

Project: FC-8927 Airfield Markings (On-Call Contractor)
Address: 1255 Airport Loop Rd
City, State, Zip: Atlanta, GA 30337
Contact Person: Norma Click
Phone: 404.382.1304
Email: norma.click@atl.com

4.3. Des Moines Airport Authority

Project: Airfield Maintenance (Sourcewell)
Address: 5800 Fleur Drive, Suite 207, Room 201
City, State, Zip: Des Moines, IA 50321
Contact Person: Nick Daughton
Phone: 515.256.5061
Email: NSDaughton@dsmairport.com

5. Scope of Proposal

Hi-Lite will provide Airfield Painting Services for the following locations: Orlando International Airport (MCO). Airfield marking maintenance will be followed under the guidelines of FAA to include 14 CFR Part 139 requirements. Airfield Maintenance Services will be provided for 3.5 years with the option to renew given a renewal in Hi-Lite's Sourcewell contract in 2027 (please see section 1.B of Hi-Lite's master Sourcewell contract "Term of Contract" for further detail). The list of services to be provided under this contract with MCO are found in **Appendix A (Services / Goods Master List)**. Hi-Lite has included furnishing all labor, materials, equipment, supplies, tools, and incidentals to sustain all the expense incurred in doing the work to remove rubber and paint by waterblasting, paint markings, surface painted signs and friction tests, as presented by the Airport Management and Hi-Lite key employees. Airport management and Hi-Lite will agree on a work plan to minimize disruption of air traffic and maintain efficiency during the project.

If requested by the city or airport, Hi-Lite can have a manager on site for the Part 139 inspection. Prior to the inspection Hi-Lite will need a written notice within 30 days of scheduled inspection.

6. Airfield Maintenance

6.1. Long Term Airfield Maintenance

Hi-Lite has developed a complete and proven airfield pavement maintenance solutions program, which assists airports in routine inspections, consultations and ongoing services enabling airport operators to maximize the life cycle of one of their most critical infrastructure assets – their airfield pavement. Hi-Lite provides airports with a turn-key solution for airfield safety and the assurance of maintaining FAA'S fluid standards. Our long-term maintenance program delivers value through our Airfield Maintenance Services model, which concentrates on achieving globally recognized compliance for pilot visibility.

Hi-Lite understands airport managers and engineers try to balance real world economic concerns with infrastructure safety and performance. Our Airfield Maintenance Services model addresses both these issues by concentrating in safety maintenance and eliminating budget shortfalls. Over the term of the Airfield Maintenance Services contract, Hi-Lite will perform maintenance activities and to include the following:

- Airfield Markings
- Paint Removal
- Surface Cleaning
- Runway Rubber Removal
- Friction Testing

Description of the services is as follows:

6.1.1. Airfield Marking

The airfield marking maintenance activities will include all markings within the movement area: Runways, Taxiways, Service Roads, Ramps and Aprons. Markings will comply with FAA Specification.

6.1.1.1. Waterborne Paint

Paint shall be Waterborne in accordance with the requirements of Federal Specification TT-P1952, Type II or Type III. Paint shall be furnished in White (37925), Yellow (33538), Red (31136), Green (34108), and Black (37038) in accordance with Federal Standard No 595.

6.1.1.2. Reflective Media

Reflective Media. Glass beads shall meet the requirements Federal Specification TT-B-1325D, Type III, gradation A reflective media will be used on all required areas. Surface Painted Hold Position Signs will follow the FAA specification of TT-B-1325D, Type I 5 pounds/ gallon in red paint.

6.1.1.3. Performed Thermoplastic

Thermoplastic markings will be composed of ester modified resins in conjunction with aggregates, pigments, and binders that have been factory produced as a finished product. The material must be impervious to degradation by aviation fuels, motor fuels, and lubricants. Technicians approved by the manufacture are the only personal qualified to install these markings. Drawings will be approved and signed off from the airport engineer and Hi-lite, before purchasing material.

All work shall be performed in compliance with the most recent FAA Advisory Circular (currently 150/5340-1M, Standard for Airport Markings), and the approved marking plan/works orders to be provided and approved by an airport representative.

6.1.1.4. Paint Removal

After 3 layers of paint, it is best practice to remove the paint and replace airfield markings. This will limit risks of FOD and misplacement of markings. Waterblasting at 40,000 PSI using concurrent vacuum recovery and an additional regenerative air sweeper to ensure there is no FOD. In addition, the waterblaster will do one or two passes to remove paint as needed according to each area. In the areas where multiple layers have been accumulated, the waterblaster will perform two passes. In extreme situations pre-grinding and waterblasting is suggested to remove the multiple layers of paint with minimal damage to the pavement surface. To protect the joints Hi-lite uses a piece of flat stock steel

with re- bar welded on the bottom. This is put in the joint and secured in place by a Hi-lite technician and the Kubota drives over top.

6.1.1.5. Rubber Removal/Surface Cleaning

Runway Rubber Removal will be performed in compliance with item specification P-101 Surface Preparation and be conducted on as needed basis as determined by airport representative. A test strip will be performed the Resident Engineer or Operations Manager/Owner will approve before the remainder of work is performed. A vacuum sweeper has the ability to collect waste generated in the cleaning process. Rubber will be deposited in the designated area as waste, located at an approved area. To remove rubber, we will use the method of waterblasting. Hi-Lite's waterblaster machine will be used for this activity. The machine has a custom-designed water ejecting head that uses the power of water to break the bond between the rubber and aggregate with minimal to zero damage to the surface. The waterblasting technician drives the machines across the areas where rubber removal is needed, and this machine removes the rubber gradually.

Removal of Rubber will only be removed where the Resident Engineer or Operations Manager/Owner approves. Hi-Lite will not remove any rubber outside the scope of work.

6.1.1.6. Friction Testing

Pavement maintenance to address runway friction concerns may be required due to rubber contamination or weathering of the pavement surface. Operational friction testing is performed to ensure adequate friction to land aircraft and may be performed during heavy rain, ice, slush, or snow as allowed by FAA regulations. Friction tests can be used before rubber removal to help Airport managers determine where and when rubber removal is needed. Runs can be conducted at various widths and speeds.

7. Pricing

Pricing will be based on fixed unit pricing located in **Appendix A** for 3.5 years. Each year after, unit pricing will be negotiated 60 days before contract date. **Appendix B** is provided for other services Hi-Lite has to offer under the Sourcewell Contract.

The performance-based maintenance contract and implementation of associated activities will provide with reasonable assurance airfield marking will be in compliance in FAA Part 139 inspections at Orlando International Airport.

Pricing is based on Sourcewell (RFP#110122) Airport Consumable Products with Related Supplies and Services based on Price List (Effective 1/1/22). Hi-lite Airfield Services Sourcewell Contract Number: 110122-HLA

Sourcewell Price List reflects maximum unit pricing and actual unit cost maybe adjusted with an additional discount based on quantities associated with scopes of work as determined by Hi-Lite Airfield Services, LLC and the client.

In recent years cost of material has increased due to worldwide raw materials. Since 2018 paint products and reflective material have increased on average 53%. Hi-Lite's pricing has also increased with our new contract with Sourcewell. Sourcewell pricing is based on one square foot pricing. The scope of work presented will allow Hi-Lite to give additional discounts above the 20% discount sourcewell has to offer. Appendix B shows our 20% discounted pricing compared to national pricing.

7.1. Additional Notes

- A minimum project cost of \$50,000 is required for application of airport services.
- Sourcewell Price on Airport Services is based on 20% discount from list on a 'Qty of 1'. Additional volume discounts are available to Sourcewell members and will be determined as project scopes of work are developed.
- Rubber Removal/Paint Removal/Surface Preparation does not include solid or liquid waste disposal.
- Water is not provided in unit price. Owner will provide water for waterblasting.
 - Painting and Surface Prep will include 2 mobilizations a year. Each mobilization will have a set scope of work agreed upon by the Contractor and Owner. If an additional mobilization is needed a fee of \$3,720.00 for each occurrence.
 - Each workday will consist of at least \$ 7,500.00 of generated revenue. If this is not achieved, then GOAA will be charged a mobilization fee of \$ 3,720.00 for each occurrence.
 - In the events of weather and the acts of God, Hi-Lite will wave this Fee.
- Rubber Removal includes 6 Mobilization each year. If additional rubber removal is needed each mobilization will be \$3,720.00.
- Painting Service Price does not include Cure Removal, this will be charged under Surface Preparation.
- All terms listed here as well as terms found in Hi-Lite's master Sourcewell contract will be incorporated into any contract agreement made with MCO.

8. Acceptance

Your signature below indicates acceptance of this proposal and the terms and conditions herein. In addition, your initial payment per the terms above will also represent acceptance of this proposal.

Contractor:

Hi-Lite Airfield Services, LLC

Owner:

Greater Orlando Aviation Authority

Signature_____

Name: Chris Miller

Title: President

Date: _____

Signature_____

Name: _____

Title: _____

Date: _____

Appendix A

Year 1 (2023)

Item#	Description	Qty	Unit	\$ / Unit	Price
Surface Prep					
P-620-SP	Surface Preparation by Waterblasting (Cleaning)	553,693	SF	\$ 0.12	\$ 66,443.10
Painting					
P-620-G.III	Green Waterborne Paint, Type III, without Reflective Media	10,000	SF	\$ 2.50	\$ 25,000.00
P-620.Temp. Half.AP	Temporary Paint/Half Application without Reflective	35,079	SF	\$ 0.46	\$ 16,136.34
P-620.SPHPS .II.I	SPHPS Type III Paint Type III White Reflective Media Type I Red Reflective Media	10,018	SF	\$ 4.00	\$ 40,072.00
P-620-Paint.Bio.Add	Paint Enhancement- Biocide Additive	180,144	SF	\$ 0.18	\$ 32,425.92
P-620W.Type III.III	White Waterborne Paint, Type III, with Type III Reflective Media	116,130	SF	\$ 1.19	\$138,194.70
P-620-WH	White Waterborne, non-reflective	25,000		\$ 0.55	\$ 13,750.00
P-620-Y	Yellow Waterborne, non-reflective	25,000		\$ 0.55	\$ 13,750.00
P-620-Y.Type.III.III	Yellow Waterborne Paint, Type III, with Type III Reflective Media	108,440	SF	\$ 1.24	\$134,465.60
P-620-B.III	Black Waterborne Paint, Type III, without Reflective Media	156,774	SF	\$ 0.60	\$ 94,064.40
P-620-R.III.I	Red Waterborne Paint, Type III, with Type I Reflective Media	2,500	SF	\$ 4.00	\$ 10,000.00
P-620-R	Red Paint Type III without Glass Beads	2,500	SF	\$ 3.50	\$ 8,750.00
Non-Standard work hours					
NSWR-PP	Non-standard working hours painting	92,928	SF	\$ 0.30	\$ 27,878.40

Paint Removal

P-620-PR.WB	Paint Removal by Waterblasting	176,542	SF	\$ 1.90	\$335,429.80
P-620-PR.GR	Paint Removal By Grinding	43,628	SF	\$ 1.85	\$ 80,711.80

Rubber Removal

P-620-RR	Rubber Removal by Waterblasting without Chemical	3,000,000	SF	\$ 0.09	\$ 270,000.00
NSWR.RR	Non-Standard Working Hours - Rubber Removal	3,000,000	SF	\$ 0.03	\$ 90,000.00

Friction Testing

P-620-FT	Friction Testing 1 RWY	6	EA	\$ 8,400.00	\$ 50,400.00
P-620-FT.ADD	Friction Testing (Each Additional RWY)	4	EA	\$ 3,200.00	\$ 12,800.00

Total \$ 1,460,272.06

Year 2 (2024)

Item#	Description	Qty	Unit	\$ / Unit	Price
Surface Prep					
P-620-SP	Surface Preparation by Waterblasting (Cleaning)	1,107,385	SF	\$ 0.13	\$143,960.05
Painting					
P-620-G.III	Green Waterborne Paint, Type III, without Reflective Media	20,000	SF	\$ 2.63	\$ 52,600.00
P-620.Temp. Half.AP	Temporary Paint/Half Application without Reflective	70,157	SF	\$ 0.48	\$ 33,675.36
P-620.SPHPS .II.I	SPHPS Type III Paint Type III White Reflective Media Type I Red Reflective Media	20,036	SF	\$ 4.20	\$ 84,151.20
P-620-Paint.Bio.Add	Paint Enhancement- Biocide Additive	360,288	SF	\$ 0.19	\$ 68,454.72
P-620W.Type III.III	White Waterborne Paint, Type III, with Type III Reflective Media	232,259	SF	\$ 1.25	\$290,323.75
P-620-WH	White Waterborne, non-reflective	50,000		\$ 0.58	\$ 29,000.00
P-620-Y	Yellow Waterborne, non-reflective	50,000		\$ 0.58	\$ 29,000.00
P-620-Y.Type.III.III	Yellow Waterborne Paint, Type III, with Type III Reflective Media	216,880	SF	\$ 1.30	\$281,944.00
P-620-B.III	Black Waterborne Paint, Type III, without Reflective Media	313,547	SF	\$ 0.63	\$197,534.61
P-620-R.III.I	Red Waterborne Paint, Type III, with Type I Reflective Media	5,000	SF	\$ 4.20	\$ 21,000.00
P-620-R	Red Paint Type III without Glass Beads	5,000	SF	\$ 3.68	\$ 18,400.00
Non-Standard work hours					
NSWR-PP	Non-standard working hours painting	185,855	SF	\$ 0.32	\$ 59,473.60

Paint Removal

P-620-PR.WB	Paint Removal by Waterblasting	353,083	SF	\$ 2.00	\$706,166.00
P-620-PR.GR	Paint Removal By Grinding	87,255	SF	\$ 1.94	\$169,274.70

Rubber Removal

P-620-RR	Rubber Removal by Waterblasting without Chemical	6,000,000	SF	\$ 0.09	\$ 540,000.00
NSWR.RR	Non-Standard Working Hours - Rubber Removal	6,000,000	SF	\$ 0.03	\$ 180,000.00

Friction Testing

P-620-FT	Friction Testing 1 RWY	6	EA	\$ 8,400.00	\$ 50,400.00
P-620-FT.ADD	Friction Testing (Each Additional RWY)	4	EA	\$ 3,200.00	\$ 12,800.00

Total \$ 2,968,157.99

Year 3 (2025)

Item#	Description	Qty	Unit	\$ / Unit	Price
Surface Prep					
P-620-SP	Surface Preparation by Waterblasting (Cleaning)	1,107,385	SF	\$ 0.14	\$155,033.90
Painting					
P-620-G.III	Green Waterborne Paint, Type III, without Reflective Media	20,000	SF	\$ 2.76	\$ 55,200.00
P-620.Temp. Half.AP	Temporary Paint/Half Application without Reflective	70,157	SF	\$ 0.51	\$ 35,780.07
P-620.SPHPS .II.I	SPHPS Type III Paint Type III White Reflective Media Type I Red Reflective Media	20,036	SF	\$ 4.41	\$ 88,358.76
P-620-Paint.Bio.Add	Paint Enhancement- Biocide Additive	360,288	SF	\$ 0.20	\$ 72,057.60
P-620W.Type III.III	White Waterborne Paint, Type III, with Type III Reflective Media	232,259	SF	\$ 1.31	\$304,259.29
P-620-WH	White Waterborne, non-reflective	50,000		\$ 0.61	\$ 30,500.00
P-620-Y	Yellow Waterborne, non-reflective	50,000		\$ 0.61	\$ 30,500.00
P-620-Y.Type.III.III	Yellow Waterborne Paint, Type III, with Type III Reflective Media	216,880	SF	\$ 1.37	\$297,125.60
P-620-B.III	Black Waterborne Paint, Type III, without Reflective Media	313,547	SF	\$ 0.66	\$206,941.02
P-620-R.III.I	Red Waterborne Paint, Type III, with Type I Reflective Media	5,000	SF	\$ 4.41	\$ 22,050.00
P-620-R	Red Paint Type III without Glass Beads	5,000	SF	\$ 3.86	\$ 19,300.00
Non-Standard work hours					
NSWR-PP	Non-standard working hours painting	185,855	SF	\$ 0.33	\$ 61,332.15

Paint Removal

P-620-PR.WB	Paint Removal by Waterblasting	353,083	SF	\$ 2.09	\$737,943.47
P-620-PR.GR	Paint Removal By Grinding	87,255	SF	\$ 2.04	\$178,000.02

Rubber Removal

P-620-RR	Rubber Removal by Waterblasting without Chemical	6,000,000	SF	\$ 0.10	\$ 600,000.00
NSWR.RR	Non-Standard Working Hours - Rubber Removal	6,000,000	SF	\$ 0.03	\$ 180,000.00

Friction Testing

P-620-FT	Friction Testing 1 RWY	6	EA	\$ 8,400.00	\$ 50,400.00
P-620-FT.ADD	Friction Testing (Each Additional RWY)	4	EA	\$ 3,200.00	\$ 12,800.00

Total \$ 3,137,581.88

Year 4 (2026)

Item#	Description	Qty	Unit	\$ / Unit	Price
Surface Prep					
P-620-SP	Surface Preparation by Waterblasting (Cleaning)	1,107,385	SF	\$ 0.15	\$166,107.75
Painting					
P-620-G.III	Green Waterborne Paint, Type III, without Reflective Media	20,000	SF	\$ 2.89	\$ 57,800.00
P-620.Temp. Half.AP	Temporary Paint/Half Application without Reflective	70,157	SF	\$ 0.53	\$ 37,183.21
P-620.SPHPS .II.I	SPHPS Type III Paint Type III White Reflective Media Type I Red Reflective Media	20,036	SF	\$ 4.63	\$ 92,766.68
P-620-Paint.Bio.Add	Paint Enhancement- Biocide Additive	360,288	SF	\$ 0.21	\$ 75,660.48
P-620W.Type III.III	White Waterborne Paint, Type III, with Type III Reflective Media	232,259	SF	\$ 1.38	\$320,517.42
P-620-WH	White Waterborne, non-reflective	50,000		\$ 0.64	\$ 32,000.00
P-620-Y	Yellow Waterborne, non-reflective	50,000		\$ 0.64	\$ 32,000.00
P-620-Y.Type.III.III	Yellow Waterborne Paint, Type III, with Type III Reflective Media	216,880	SF	\$ 1.44	\$312,307.20
P-620-B.III	Black Waterborne Paint, Type III, without Reflective Media	313,547	SF	\$ 0.69	\$216,347.43
P-620-R.III.I	Red Waterborne Paint, Type III, with Type I Reflective Media	5,000	SF	\$ 4.63	\$ 23,150.00
P-620-R	Red Paint Type III without Glass Beads	5,000	SF	\$ 4.05	\$ 20,250.00
Non-Standard work hours					
NSWR-PP	Non-standard working hours painting	185,855	SF	\$ 0.35	\$ 65,049.25

Paint Removal

P-620-PR.WB	Paint Removal by Waterblasting	353,083	SF	\$ 2.20	\$776,782.60
P-620-PR.GR	Paint Removal By Grinding	87,255	SF	\$ 2.14	\$186,725.70

Rubber Removal

P-620-RR	Rubber Removal by Waterblasting without Chemical	6,000,000	SF	\$ 0.11	\$ 660,000.00
NSWR.RR	Non-Standard Working Hours - Rubber Removal	6,000,000	SF	\$ 0.03	\$ 180,000.00

Friction Testing

P-620-FT	Friction Testing 1 RWY	6	EA	\$ 8,400.00	\$ 50,400.00
P-620-FT.ADD	Friction Testing (Each Additional RWY)	4	EA	\$ 3,200.00	\$ 12,800.00

Total \$ 3,317,847.72

Total Year 1: \$ 1,460,272.06

Total Year 2: \$ 2,968,157.99

Total Year 3: \$ 3,137,581.88

Total Year 4: \$ 3,317,847.72

3.5 Year Total Price: \$10,883,859.65

Appendix B

Sourcewell (RFP#110122)
Airport Runway Materials with Related Supplies and Services
PRICE LIST (Effective 11/1/2022)

AIRPORT SERVICES*				
ITEM	DESCRIPTION	UNIT	LIST PRICE	SOURCEWELL PRICE (#)-(C)
RUBBER REMOVAL				
P-620-RR	Rubber Removal by Waterblasting without Chemical	SF	\$ 0.53	\$ 0.42
P-620-RR.CH	Rubber Removal by Waterblasting with Chemical	SF	\$ 0.65	\$ 0.52
P-620-RR.MOB	Mobilization: Rubber Removal Crew/Equipment	EA	\$ 4,650.00	\$ 3,720.00
PAINT REMOVAL				
P-620-PR.WB	Paint Removal by Waterblasting	SF	\$ 4.00	\$ 3.20
P-620-PR.GR	Paint Removal by Grinding	SF	\$ 4.00	\$ 3.20
P-620-PR.MOB	Mobilization- Paint Removal Crew/Equipment	EA	\$ 4,650.00	\$ 3,720.00
SURFACE PREPARATION / CLEANING				
P-620-SP	Surface Preparation by Waterblasting	SF	\$ 1.30	\$ 1.04
P-620-SP.MOB	Mobilization- Surface Preparation Crew/Equipment	EA	\$ 4,650.00	\$ 3,720.00
P-620-MR	Mildew/Mold Removal by Waterblasting	SY	\$ 2.00	\$ 1.60
P-620-MR.MOB	Mobilization- Mildew/Mold Removal Crew/Equipment	EA	\$ 4,650.00	\$ 3,720.00
FRICTION TESTING				
P-620-FT.MOB	Friction Testing Mobilization	EA	\$ 2,500.00	\$ 2,000.00
P-620-FT	Friction Testing	PER RWY	\$ 10,500.00	\$ 8,400.00
P-620-FT.ADD	Friction Testing (Each Additional)	PER RWY	\$ 4,000.00	\$ 3,200.00
PAINTING				
P-620-W. TYPE II	White Waterborne Paint, Type II, with no Reflective Media	SF	\$ 1.75	\$ 1.40
P-620-W. TYPE.II.I	White Waterborne Paint, Type II, with Type I Reflective Media	SF	\$ 2.00	\$ 1.60
P-620-W. TYPE.II.III	White Waterborne Paint, Type II, with Type III Reflective Media	SF	\$ 3.00	\$ 2.40
P-620-W. TYPE.III	White Waterborne Paint, Type III, with no Reflective Media	SF	\$ 4.00	\$ 3.20
P-620-W. TYPE.III.III	White Waterborne Paint, Type III, with Type III Reflective Media	SF	\$ 5.00	\$ 4.00
P-620-W. TYPE.III.IV	White Waterborne Paint, Type III, with Type IV Reflective Media	SF	\$ 3.00	\$ 2.40
P-620-Y. TYPE II	Yellow Waterborne Paint, Type II, with no Reflective Media	SF	\$ 1.85	\$ 1.48
P-620-Y. TYPE.II.I	Yellow Waterborne Paint, Type II, with Type I Reflective Media	SF	\$ 2.00	\$ 1.60
P-620-Y. TYPE.II.III	Yellow Waterborne Paint, Type II, with Type III Reflective Media	SF	\$ 3.00	\$ 2.40
P-620-Y. TYPE.III.III	Yellow Waterborne Paint, Type III, with Type III Reflective Media	SF	\$ 6.00	\$ 4.80
P-620-Y. TYPE.III	Yellow Waterborne Paint, Type III, with no Reflective Media	SF	\$ 4.50	\$ 3.60
P-620-Y. TYPE.III.IV	Yellow Waterborne Paint, Type III, with Type IV Reflective Media	SF	\$ 3.00	\$ 2.40
P-620-B.II	Black Waterborne Paint, Type II, without Reflective Media	SF	\$ 3.00	\$ 2.40
P-620-B.III	Black Waterborne Paint, Type III, without Reflective Media	SF	\$ 3.25	\$ 2.60
P-620-R. TYPE II	Red Waterborne Paint, Type II, with no Reflective Media	SF	\$ 4.75	\$ 3.80
P-620-R.II.I	Red Waterborne Paint, Type II, with Type I Reflective Media	SF	\$ 5.00	\$ 4.00
P-620-R. TYPE.III	Red Waterborne Paint, Type III, with no Reflective Media	SF	\$ 5.50	\$ 4.40
P-620-R. TYPE.III.I	Red Waterborne Paint, Type III, with Type I Reflective Media	SF	\$ 5.50	\$ 4.40
P-620-R.III.IV	Red Waterborne Paint, Type III, with Type IV Reflective Media	SF	\$ 5.50	\$ 4.40
P-620-G.II	Green Waterborne Paint, Type II, without Reflective Media	SF	\$ 5.00	\$ 4.00
P-620-G.III	Green Waterborne Paint, Type III, without Reflective Media	SF	\$ 5.50	\$ 4.40
P-620-P.II.I	Pink Waterborne Paint, Type II, with Type I Reflective Media	SF	\$ 7.00	\$ 5.60
P-620-P.II.III	Pink Waterborne Paint, Type II, with Type III Reflective Media	SF	\$ 8.00	\$ 6.40
P-620-P.III.IV	Pink Waterborne Paint, Type III, with Type IV Reflective Media	SF	\$ 7.50	\$ 6.00
P-620.TEMP.HALF.AP	Temporary Paint/Half Application without Reflective	SF	\$ 2.00	\$ 1.60
P-620.TEMP.FULL.AP	Temporary Paint/Full Application with Type I Reflective Media	SF	\$ 2.00	\$ 1.60
P-620.PRIMER.HALF.AP	Primer Coat Paint Half Application without Reflective	SF	\$ 1.95	\$ 1.56
P-620.SPHPS.II.I	Surface Painted Hold Position Signs, Waterborne, Type II Paint, Type I Refl Media	SF	\$ 11.00	\$ 8.80
P-620.SPHPS.III.I	Surface Painted Hold Position Signs, Waterborne, Type III Paint, Type I Refl Media	SF	\$ 15.00	\$ 12.00
P-620.SPHPS.PREF.THERMO.I	Surface Painted Hold Position Signs, Preformed Thermoplastic, Type I Refl. Media	SF	\$ 40.00	\$ 32.00
P-620.HP.PREF.THERMO.I	Runway Hold Position Markings, Preformed Thermoplastic, Type I Refl. Media	SF	\$ 40.00	\$ 32.00
P-620.HP.PREF.THERMO.III	Runway Hold Position Markings, Preformed Thermoplastic, Type III Refl. Media	SF	\$ 45.00	\$ 36.00
P-620.GATES	Gate Painting - New Markings	EA	\$ 12,500.00	\$ 10,000.00
P-620.GATES	Gate Painting - Re-Stripe	EA	\$ 9,000.00	\$ 7,200.00
P-620.PAINT.BIO.ADD	Paint Enhancement- Biocide Additive	SF	\$ 10.00	\$ 8.00
P-620.PAINT.RUST.ADD	Paint Enhancement- Rust Discoloration Formulation	SF	\$ 10.00	\$ 8.00
P-620.PAINT.MOB	Mobilization Painting Crew/Equipment	EA	\$ 4,650.00	\$ 3,720.00
P-620.PREF.THERMO.MOB	Mobilization Preformed Thermoplastic Crew/Equipment	EA	\$ 4,650.00	\$ 3,720.00
ASPHALT PRESERVATION				
P-632.MOB	Rejuvenaseal Asphalt Rejuvenator - Mobilization	EA	\$ 4,650.00	\$ 3,720.00
P-632-REJUVASEAL	Rejuvenaseal Asphalt Rejuvenator	SY	\$ 6.00	\$ 4.80
P-101-CRAC.MOB	Crack Seal Mobilization	EA	\$ 4,650.00	\$ 3,720.00
P-101-CRAC.TYPE1	Joint and Crack Repair, Small (1/8" to 1" Width)(Including Routing)	LF	\$ 5.00	\$ 4.00
P-101-CRAC.TYPE2	Joint and Crack Repair, Large (1" to 1 1/2" Width)	LF	\$ 6.00	\$ 4.80
P-608.GSB.Mob	GSB88 Mobilization	EA	\$ 25,000.00	\$ 20,000.00
P-608.GSB8811	GSB88 Application 1:1 (does not include Friction Testing)	SY	\$ 8.00	\$ 6.40
P-608.GSB8821	GSB88 Application 2:1 (does not include Friction Testing)	SY	\$ 9.00	\$ 7.20
P-608.GSB78	GSB78 Rapid Dry	SY	\$ 14.00	\$ 11.20
P-623.PMM.MOB	PMM - Mobilization	EA	\$ 25,000.00	\$ 20,000.00
P-623.PMM	PMM	SY	\$ 6.00	\$ 4.80
P-631.CT.Mob	Coal Tar - Mobilization	EA	\$ 25,000.00	\$ 20,000.00
P-631.CT.Mob	Coal Tar	SY	\$ 6.00	\$ 4.80
TESTING EQUIPMENT				
ITEM	DESCRIPTION	UNIT	LIST PRICE	SOURCEWELL PRICE
HLAS- ASSESSMENT	Airfield Reflectivity Test	EA	\$ 250,000.00	\$ 200,000.00
AIRPORT CONSUMABLE PRODUCTS - PAINT				
ITEM	COLOR/TYPE	UNIT	LIST PRICE	SOURCEWELL PRICE^
W.PAINT.TYPE.II.PAILS	White Type II Waterborne Paint- 5 Gallon Pails	GAL	\$ 26.00	\$ 20.80
Y.PAINT.TYPE.II.PAILS	Yellow Type II Waterborne Paint- 5 Gallon Pails	GAL	\$ 26.00	\$ 20.80
B.PAINT.TYPE.II.PAILS	Black Type II Waterborne Paint- 5 Gallon Pails	GAL	\$ 26.00	\$ 20.80
R.PAINT.TYPE.II.PAILS	Red Type II Waterborne Paint- 5 Gallon Pails	GAL	\$ 35.00	\$ 28.00
G.PAINT.TYPE.II.PAILS	Green Type II Waterborne Paint- 5 Gallon Pails	GAL	\$ 35.00	\$ 28.00
BL.PAINT.TYPE.II.PAILS	Blue Type II Waterborne Paint - 5 Gallon Pails	GAL	\$ 40.00	\$ 32.00
W.PAINT.TYPE.II.TOTES	White Type II Waterborne Paint- 250 Gallon Totes	GAL	\$ 26.00	\$ 20.80
Y.PAINT.TYPE.II.TOTES	Yellow Type II Waterborne Paint- 250 Gallon Totes	GAL	\$ 26.00	\$ 20.80
B.PAINT.TYPE.II.TOTES	Black Type II Waterborne Paint- 250 Gallon Totes	GAL	\$ 26.00	\$ 20.80
R.PAINT.TYPE.II.TOTE	Red Type II Waterborne Paint- 250 Gallon Totes	GAL	\$ 35.00	\$ 28.00
G.PAINT.TYPE.II.TOTES	Green Type II Waterborne Paint- 250 Gallon Totes	GAL	\$ 35.00	\$ 28.00
BL.PAINT.TYPE.II.TOTES	Blue Type II Waterborne Paint - 250 Gallon Totes	GAL	\$ 40.00	\$ 32.00
W.PAINT.TYPE.II.DRUMS	White Type II Waterborne Paint - 55 Gallon Drums	GAL	\$ 26.00	\$ 20.80
Y.PAINT.TYPE.II.DRUMS	Yellow Type II Waterborne Paint - 55 Gallon Drums	GAL	\$ 26.00	\$ 20.80
B.PAINT.TYPE.II.DRUMS	Black Type II Waterborne Paint - 55 Gallon Drums	GAL	\$ 26.00	\$ 20.80
R.PAINT.TYPE.II.DRUMS	Red Type II Waterborne Paint - 55 Gallon Drums	GAL	\$ 35.00	\$ 28.00
G.PAINT.TYPE.II.DRUMS	Green Type II Waterborne Paint - 55 Gallon Drums	GAL	\$ 35.00	\$ 28.00
BL.PAINT.TYPE.II.DRUMS	Blue Type II Waterborne Paint - 55 Gallon Drums	GAL	\$ 40.00	\$ 32.00
W.PAINT.TYPE.III.PAILS	White Type III Waterborne Paint- 5 Gallon Pails	GAL	\$ 29.00	\$ 23.20
Y.PAINT.TYPE.III.PAILS	Yellow Type III Waterborne Paint- 5 Gallon Pails	GAL	\$ 29.00	\$ 23.20
B.PAINT.TYPE.III.PAILS	Black Type III Waterborne Paint- 5 Gallon Pails	GAL	\$ 29.00	\$ 23.20
R.PAINT.TYPE.III.PAILS	Red Type III Waterborne Paint- 5 Gallon Pails	GAL	\$ 37.00	\$ 29.60
BL.PAINT.TYPE.III.PAILS	Blue Type III Waterborne Paint - 5 Gallon Pails	GAL	\$ 45.00	\$ 36.00
W.PAINT.TYPE.III.TOTES	White Type III Waterborne Paint- 250 Gallon Totes	GAL	\$ 27.00	\$ 21.60
Y.PAINT.TYPE.III.TOTES	Yellow Type III Waterborne Paint- 250 Gallon Totes	GAL	\$ 27.00	\$ 21.60

B.PAINT.TYPE.III.TOTES	Black Type III Waterborne Paint- 250 Gallon Totes	GAL	\$	27.00	\$	21.60
R.PAINT.TYPE.III.TOTE	Red Type III Waterborne Paint- 250 Gallon Totes	GAL	\$	34.00	\$	27.20
G.PAINT.TYPE.III.TOTES	Green Type III Waterborne Paint- 250 Gallon Totes	GAL	\$	34.00	\$	27.20
B.PAINT.TYPE.III.TOTES	Blue Type III Waterborne Paint - 250 Gallon Totes	GAL	\$	45.00	\$	36.00
W.PAINT.TYPE.III.DRUMS	White Type III Waterborne Paint - 55 Gallon Drums	GAL	\$	27.00	\$	21.60
Y.PAINT.TYPE.III.DRUMS	Yellow Type III Waterborne Paint - 55 Gallon Drums	GAL	\$	27.00	\$	21.60
B.PAINT.TYPE.III.DRUMS	Black Type III Waterborne Paint - 55 Gallon Drums	GAL	\$	27.00	\$	21.60
R.PAINT.TYPE.III.DRUMS	Red Type III Waterborne Paint - 55 Gallon Drums	GAL	\$	35.00	\$	28.00
G.PAINT.TYPE.III.DRUMS	Green Type III Waterborne Paint - 55 Gallon Drums	GAL	\$	35.00	\$	28.00
BL.PAINT.TYPE.III.DRUMS	Blue Type III Waterborne Paint - 55 Gallon Drums	GAL	\$	45.00	\$	36.00
W.PAINT.TYPE.III.BIO.PAILS	White Type III Waterborne Paint with Biocide- 5 Gallon Pails	GAL	\$	30.00	\$	24.00
Y.PAINT.TYPE.III.BIO.PAILS	Yellow Type III Waterborne Paint with Biocide- 5 Gallon Pails	GAL	\$	30.00	\$	24.00
B.PAINT.TYPE.III.BIO.PAILS	Black Type III Waterborne Paint with Biocide- 5 Gallon Pails	GAL	\$	30.00	\$	24.00
R.PAINT.TYPE.III.BIO.PAILS	Red Type III Waterborne Paint with Biocide- 5 Gallon Pails	GAL	\$	40.00	\$	32.00
W.PAINT.TYPE.III.BIO.TOTES	White Type III Waterborne Paint with Biocide- 250 Gallon Totes	GAL	\$	28.00	\$	22.40
Y.PAINT.TYPE.III.BIO.TOTES	Yellow Type III Waterborne Paint with Biocide- 250 Gallon Totes	GAL	\$	28.00	\$	22.40
B.PAINT.TYPE.III.BIO.TOTES	Black Type III Waterborne Paint with Biocide- 250 Gallon Totes	GAL	\$	28.00	\$	22.40
R.PAINT.TYPE.III.BIO.TOTES	Red Type III Waterborne Paint with Biocide- 250 Gallon Totes	GAL	\$	38.00	\$	30.40

AIRPORT SUPPLIES - STENCILS

ITEM	DESCRIPTION	UNIT	LIST PRICE	SOURCEWELL PRICE^
FAA.STENCIL.11.FT.LETTER.NU	F.A.A. Spec AC 150/5340-1L- 11 Foot Tall Letter/Number	EA	\$ 800.00	\$ 640.00
FAA.STENCIL.15.FT.LETTER.NU	F.A.A. Spec AC 150/5340-1L- 15 Foot Tall Letter/Number	EA	\$ 900.00	\$ 720.00
FAA.STENCIL.16.FT.LETTER.NU	F.A.A. Spec AC 150/5340-1L- 16 Foot Tall Letter/Number	EA	\$ 989.00	\$ 791.20
FAA.STENCIL.18.FT.LETTER.NU	F.A.A. Spec AC 150/5340-1L- 18 Foot Tall Letter/Number	EA	\$ 1,085.00	\$ 868.00
FAA.STENCIL.12.FT.DASH	F.A.A. Spec AC 150/5340-1L- Dash used with 12 ft Stencil	EA	\$ 225.00	\$ 180.00
FAA.STENCIL.10.FT.DASH	F.A.A. Spec AC 150/5340-1L- Dash used with 10 ft Stencil	EA	\$ 225.00	\$ 180.00
FAA.STENCIL.9.FT.DASH	F.A.A. Spec AC 150/5340-1L- Dash used with 9 ft Stencil	EA	\$ 225.00	\$ 180.00
FAA.STENCIL.8.FT.DASH	F.A.A. Spec AC 150/5340-1L- Dash used with 8 ft Stencil	EA	\$ 225.00	\$ 180.00
FAA.STENCIL.12.FT.ARROW	F.A.A. Spec AC 150/5340-1L- Arrow used with 12 ft Stencil	EA	\$ 250.00	\$ 200.00
FAA.STENCIL.10.FT.ARROW	F.A.A. Spec AC 150/5340-1L- Arrow used with 10 ft Stencil	EA	\$ 250.00	\$ 200.00
FAA.STENCIL.9.FT.ARROW	F.A.A. Spec AC 150/5340-1L- Arrow used with 9 ft Stencil	EA	\$ 250.00	\$ 200.00
FAA.STENCIL.8.FT.ARROW	F.A.A. Spec AC 150/5340-1L- Arrow used with 8 ft Stencil	EA	\$ 250.00	\$ 200.00
FAA.STENCIL.HOLDLINE	F.A.A. Spec AC 150/5340-1L- Holdline Stencil- 33x7, 12" Bars	EA	\$ 3,400.00	\$ 2,720.00

AIRPORT CONSUMABLE PRODUCTS -

GLASS BEADS

ITEM	TYPE	UNIT	LIST PRICE	SOURCEWELL PRICE^
TYPE.I.BEADS	TT-B-1325D, Type I Reflective Media	LB	\$ 2.40	\$ 1.92
TYPE.III.BEADS	TT-B-1325D, Type III Reflective Media	LB	\$ 7.50	\$ 6.00
TYPE.IV.BEADS	TT-B-1325D, Type IV Reflective Media	LB	\$ 5.00	\$ 4.00

AIRPORT CONSUMABLE PRODUCTS -

RUBBER REMOVER

ITEM	COLOR/TYPE	UNIT	LIST PRICE	SOURCEWELL PRICE^
RUNWAY RUBBER REMOVER				
RRR.AEROGREEN.DRUMS	Aerogreen 4035 Runway Rubber Remover-55 Gallon Drums	GAL	\$ 35.00	\$ 28.00
RRR.AEROGREEN.TOTES	Aerogreen 4035 Runway Rubber Remover-275 Gallon Totes	GAL	\$ 35.00	\$ 28.00
MOLD AND MILDEW REMOVER				
MMR.AEROGREEN.DRUMS	Aerogreen 4025 Mold & Mildew Remover- 55 Gallon Drums	GAL	\$ 35.00	\$ 28.00
MMR.AEROGREEN.TOTES	Aerogreen 4025 Mold & Mildew Remover- 275 Gallon Totes	GAL	\$ 35.00	\$ 28.00

AIRPORT CONSUMABLE PRODUCTS -

CRACK SEALANT MATERIAL

ITEM	TYPE	UNIT	LIST PRICE	SOURCEWELL PRICE^
P-101-CS-1.2	Type 1&2 Hot Applied Crack Sealant Material	LB	\$ 1.60	\$ 1.28

AIRPORT EQUIPMENT

PART NUMBER	DESCRIPTION	UNIT	LIST PRICE	SOURCEWELL PRICE^
LINE LAZER V STRIPERS				
25M224	LineLazer 3400 Standard Series - One Gun, Mechanical - New for 2017	EA	\$ 7,580.00	\$ 6,064.00
17H448	LineLazer 130HS Standard Series - Two Gun, Mechanical	EA	\$ 11,540.00	\$ 9,232.00
17H450	LineLazer V 3900 Standard Series - Two Gun, Mechanical	EA	\$ 12,480.00	\$ 9,984.00
17H452	LineLazer V 3900 HP Automatic Series - Two Guns, One Automatic, One Mechanical	EA	\$ 14,980.00	\$ 11,984.00
17H453	LineLazer V 3900 HP Automatic Series - Two Guns, Automatic	EA	\$ 15,840.00	\$ 12,672.00
17H455	LineLazer V 5900 Standard Series - Two Gun, Mechanical	EA	\$ 15,100.00	\$ 12,080.00
17H457	LineLazer V 5900 HP Automatic Series - Two Guns, One Automatic, One Mechanical	EA	\$ 17,680.00	\$ 14,144.00
17H458	LineLazer V 5900 HP Automatic Series - Two Guns, Automatic	EA	\$ 18,530.00	\$ 14,824.00
17H461	LineLazer V 200HS Standard Series - Two Gun, Mechanical	EA	\$ 16,230.00	\$ 12,984.00
17H463	LineLazer V 200HS HP Automatic Series - Two Guns, One Automatic, One Mechanical	EA	\$ 18,820.00	\$ 15,056.00
17H464	LineLazer V 200HS HP Automatic Series - Two Guns, Automatic	EA	\$ 19,690.00	\$ 15,752.00
17H465	LineLazer V 200HS HP Reflective Series - Two Guns, Automatic, Pressurized Beads Install	EA	\$ 25,920.00	\$ 20,736.00
17H467	LineLazer V 250SPS HP Automatic Series - Two Guns, Automatic	EA	\$ 31,690.00	\$ 25,352.00
17J951	LineLazer V 250SPS HP Reflective Series - Two Gun, Automatic, Pressurized Beads Install	EA	\$ 39,690.00	\$ 31,752.00
17H469	LineLazer V 250SPS HP Reflective Series - Two Gun, Automatic, Pressurized Beads Install	EA	\$ 41,180.00	\$ 32,944.00
17H471	LineLazer V 250DC HP Automatic Series - Two Gun, Automatic	EA	\$ 39,210.00	\$ 31,368.00
17H472	LineLazer V 250DC HP Automatic Series - Three Gun, Automatic	EA	\$ 40,020.00	\$ 32,016.00
17H473	LineLazer V 250DC HP Reflective Series - Two Gun, Automatic, Pressurized Beads Install	EA	\$ 48,070.00	\$ 38,456.00
17H474	LineLazer V 250DC HP Reflective Series - Three Gun, Automatic, Pressurized Beads Install	EA	\$ 50,130.00	\$ 40,104.00
LINE DRIVER				
262004	LineDriver Ride On System (1600cc-Honda GX)	EA	\$ 10,380.00	\$ 8,304.00
24262005	LineDriver HD, Ride-On System (200cc Honda GX)	EA	\$ 10,910.00	\$ 8,728.00
GRIND LAZER				
24P725	GrindLazer 270 w/8" 12pt Steel Cutters, Complete Assembly	EA	\$ 10,500.00	\$ 8,400.00
571018	GrindLazer 270 w/8" 8pt Flail Carbide Cutters, Complete Assembly	EA	\$ 10,800.00	\$ 8,640.00
2P722	GrindLazer 270 w/8" 8pt Flail FineFinish Cutters, Complete Assembly	EA	\$ 11,000.00	\$ 8,800.00
24P718	GrindLazer 270 w/8" 8pt FullCut Cutters, Complete Assembly	EA	\$ 11,500.00	\$ 9,200.00
571021	GrindLazer 270 w/8" 6pt Miller Carbide Cutters, Complete Assembly	EA	\$ 13,000.00	\$ 10,400.00
24P726	GrindLazer 390 w/10" 12pt Steel Cutters, Complete Assembly	EA	\$ 11,500.00	\$ 9,200.00
571013	GrindLazer 390 w/10" 8pt Flail Carbide Cutters, Complete Assembly	EA	\$ 13,000.00	\$ 10,400.00
24P720	GrindLazer 390 w/10" 8pt FullCut Cutters, Complete Assembly	EA	\$ 13,500.00	\$ 10,800.00
571262	GrindLazer 630 w/10" 12pt Steel Cutters, Complete Assembly	EA	\$ 16,000.00	\$ 12,800.00
571264	GrindLazer 630 w/10" 8pt Flail FineFinish Cutters, Complete Assembly	EA	\$ 18,000.00	\$ 14,400.00
571265	GrindLazer 630 w/10" 8pt FullCut Cutters, Complete Assembly	EA	\$ 15,000.00	\$ 12,000.00
571267	GrindLazer 630 w/10" 6pt Miller Carbide Cutters, Complete Assembly	EA	\$ 17,000.00	\$ 13,600.00
571267	GrindLazer 630 w/5" 5pt Diamond Blades, Complete Assembly	EA	\$ 20,300.00	\$ 16,240.00
571021	GrindLazer 630 w/10" 5pt Diamond Blades, Complete Assembly	EA	\$ 30,000.00	\$ 24,000.00

TRAINING

TRAIN.M	Graco Hand Striper Maintenance - 3900 and 200 series Class Notes: 3 Day Maintenance Training Maintenance Intervals, Pump and Gun Rebuilds	PP	\$ 6,000.00	\$ 4,800.00
TRAIN.P	Graco Hand Striper Painting Class 4 Day Markings Painting Class Best Practices - Calibration, Paint spec, paint tip selection, Markings	PP	\$ 8,000.00	\$ 6,400.00
WORK HOURS				
ITEM	DESCRIPTION	UNIT	LIST PRICE	SOURCEWELL PRICE^
NON.STD.HOLIDAY	Non-Standard Work Hours: Holidays	SF	\$ 1.00	\$ 0.80
NON.STD.NIGHTS	Non-Standard Work Hours: Nights	SF	\$ 0.86	\$ 0.69