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## NOTICE TO OFFEROR

### ADDENDUM NO. 1

Solicitation Number 23-04

Request for Proposal (“RFP”)  
by Region 4 Education Service Center (“ESC”)  
for  
Roofing Products, Services and Job-Order Contracting (JOC) Services

This Addendum No. 1 amends the Request for Proposals (RFP) for Roofing Products, Services and Job-Order-Contracting (JOC) Services (“Addendum”). To the extent of any discrepancy between the original RFP and this Addendum, this Addendum shall prevail.

Region 4 Education Service Center (“Region 4 ESC”) requests proposals from qualified suppliers with the intent to enter into a Contract for Roofing Products, Services and Job-Order Contracting (JOC) Services. Addendum No. 1 is hereby issued as follows:

#### **This Addendum No. 1 is hereby issued to UPDATE THE SUBMITTAL DEADLINE**

1. Page 1, Remove the submittal deadline and replace with the following:

*SUBMITTAL DEADLINE: **TUESDAY, JUNE 27, 2023, 2:00 PM CENTRAL TIME***

**RECEIPT OF ADDENDUM NO. 1 ACKNOWLEDGEMENT**

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name Garland / DBS, Inc.

Contact Person Brian Lambert

Signature Brian Lambert

Date 6-20-23

Crystal Wallace  
Region 4 Education Service Center  
Business Operations Specialist



3800 EAST 91<sup>ST</sup> STREET • CLEVELAND, OHIO 44105-2197  
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June 20<sup>th</sup>, 2023

Business Operations Specialist  
Region 4 ESC office  
7145 West Tidwell Rd.  
Houston, TX 77092

Subject: Sealed bid- Solicitation Number 23-04 Roofing Products, Services and Job-Order-Contracting (JOC) Services

Dear Business Operations Specialist:

Garland/ DBS, Inc. is grateful for the opportunity to submit the enclosed bid response package to the Region 4 ESC in response to Solicitation 23-04 Roofing Products, Services and Job-Order- Contracting (JOC) Services.

Prior and concurrent to this solicitation, Garland /DBS Inc been privileged to work with many OMNIA Partners Participating Public Agency members through two previously awarded OMNIA Partners contracts. We have held an IFB led by Cobb County/ U.S. Communities for Roofing Supplies and Services, Waterproofing, and Related Products and Services. We also currently hold contract PW1925 through OMNIA Partners which was led by Racine County, WI. We welcome the opportunity to work with Region 4 ESC and OMNIA Partners with a new focus on Job-Order-Contracting. We are committed to the goals and objectives of this solicitation and would be honored to provide Region 4 ESC, OMNIA Partners and its members with the same commitment to:

- Transparent and accountable business practices from which all parties fairly benefit
- The belief that the best value can only be achieved when both the short-term and long-term objectives of public agencies are considered
- The economic health of local communities represented by the Participating Public Agencies
- Zero tolerance for material defects, missed deadlines and costly change orders
- Respectful appreciation for the front-line individuals most directly responsible for ensuring functional integrity and safety of America's public facilities

Should we be awarded the 2023 Roofing Products & Services and Job-Order-Contracting (JOC) Services contract, we will be providing totally integrated project delivery under a single long-term warranty, along with many distinctive programs and initiatives designed exclusively for the benefit of Participating Public Agencies, as defined in our proposal.



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The following Executive Summary provides an Overview of our past performance in implementing our original and existing OMNIA Partners contracts. It also Identifies future new commitments for continually adding value for Participating Public Agencies, should we be awarded a new contract.

This bid package shall remain valid through the evaluation period of this solicitation. If you have any questions, please contact Garland President, Matt McDermott, at 216-430-3543, Director of Strategic Operations, Jordan Trimble, at 216-430-3534, or feel free to call me directly at 216-430-3647. Meanwhile, on behalf of our team, we would like to thank you for the opportunity to participate in this bid.

Sincerely,

Brian Lambert  
President  
Garland / DBS, Inc.

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## INTRODUCTION

Garland/DBS, Inc has been serving Public Agencies as a Supplier through OMNIA Partners since 2010. During that period, we have successfully implemented thousands of projects across the United States. These have included turnkey new construction, replacement, restoration, and repair projects, as well as material-only orders.

Since our first Master Agreement, over 2,000 Participating Public Agencies have taken advantage of a wide range of the roofing and waterproofing solutions defined in our original proposals, in addition to many product and service innovations introduced post-award as the result of Garland Industries' ongoing research, development and acquisitions. Garland/DBS, Inc. ("Garland/DBS") remains grateful for the opportunity to bring the benefits of cooperative purchasing to our existing public sector customers, as well as for the many new doors that have been opened to us.

We are honored and excited to be considered to expand our cooperative offerings to Participating Public Agencies through the Region 4 JOC solicitation. We believe the single source of accountability that OMNIA Partners Participating Public Agencies have enjoyed for more than a decade will continue to provide benefit through this new contract. By providing Participating Public Agencies with one local and accountable point of contact for scheduling, delivery and long-term performance outcomes, we have won the respect and loyalty of the many entities with whom we have worked. All Garland customers are asked to submit a Customer Survey upon issuance of their warranty. With a response rate of 25 percent, our reps have been averaging 4.6 or higher out of 5 possible points in their performance.

Since receiving our first award, Garland/DBS, Inc.'s site-specific discounting has delivered significant savings to Participating Public Agency customers, at times 25 percent or more, in comparison with the Maximum Allowable Price in our original and current Master Agreements. Site-specific pricing encourages local contractors to competitively quote the labor portion of every project to Garland/DBS, Inc., creating an opportunity to provide site-specific discounts against the line-item installation pricing in our original bid packages.

Should we be awarded the Region 4 / OMNIA Partners JOC Contract, Garland/DBS is committed to growing the contract by introducing our capabilities to Participating Public Agencies we have not heretofore been able to serve through our existing Racine County / OMNIA Partners Contract, and by introducing this new offering to our existing public sector relationships.

Our organization was founded as a partnership of two Garland Industries, Inc. subsidiaries – The Garland Company, Inc. and Design-Build Solutions, Inc. Together, Garland/DBS, Inc. provides seamless project delivery:

- Through The Garland Company, Inc. –
  - High-performance roofing and waterproofing materials for the exterior building envelope
  - Field support from 212 highly-trained, locally-based Territory Managers across the U.S.
- Through Design-Build Solutions, Inc. –
  - Comprehensive support services managed by an expert professional staff and delivered through a network of third-party architects, engineers, and roof consultants
  - Turnkey general contracting services managed by a knowledgeable and experienced staff and performed locally by Garland's Authorized Contractor Network, which is continually expanding to ensure our public agency customers have the opportunity to work with their own preferred, locally based contractors
  - Access to the product lines of an ever-expanding number of Garland Industries subsidiaries, which enables Participating Public Agencies to integrate a wide array of ancillary building envelope materials and services through streamlined turnkey deliveries and a single source of accountability for all aspects of the completed projects

In addition to the capabilities of The Garland Company, Inc. and Design-Build Solutions, Inc., the family of Garland companies encompasses over twenty additional subsidiaries dedicated to manufacturing and/or distributing materials and services for the commercial building envelope. Many of OMNIA Partners' existing Participating Public Agencies are already benefiting from these augmented capabilities and will continue to benefit from Garland Industries' on-going investments.

Our existing and future vertical integrations, which protect customers from service and material disruptions, and our new niche offerings, which expand Participating Public Agencies' access to new categories of best-in-class products, will add value for Region 4 and other public sector customers, should we be awarded this Agreement.

The value-added benefits of dealing with Garland/DBS, Inc., as demonstrated in the implementation of our original and existing contracts are summarized below in each **Past Performance** sub-section; it is our intention to continually expand upon those benefits if awarded a new contract, as summarized in each **Future Commitment** subsection that follows.

## CULTURE

**Past Performance** - As an organization that is 100 percent owned by the men and women most directly responsible for fulfilling our commitments, Garland/DBS, Inc. rewards initiative, technical competency, and a service style of leadership. The benefits of this unique culture are most evident in the scores of field representatives providing front-line problem-solving support and assistance to public-sector Customers nationwide.

We have successfully performed thousands of turnkey projects with a 99.5 percent on-time completion rate. Further, not a single agency who we have served through our two Master Agreements has called upon Garland/DBS, Inc. to pay liquidated damages for any of their turnkey projects. Finally, there has not been a single project that has resulted in mediation, arbitration and/or litigation between Garland/DBS Inc. and a Participating Public Agency. Public sector Customers have included both large and small agencies in every category, including but not limited to:

- More than 200 counties
- More than 300 cities
- Nearly 500 K-12 school districts
- Over 100 colleges and universities
- Dozens of housing authorities

Garland Industries encompasses over 1,800 employees across 27 distinct companies. These numbers include Garland's growing local field force, which consists of 212 territory managers across the U.S., in addition to 55 representatives serving our UK and Canadian customers.

**Future Commitment** - We expect our growth in serving Participating Public Agencies to continue and accelerate, should we be afforded the opportunity to move forward with a new agreement, growing our organization as required to ensure all Region 4 ESC and OMNIA Partners expectations are met or surpassed in the years ahead.

## QUALITY






**Past Performance** – In recent years, Participating Public Agencies served by Garland/DBS have benefited from several innovative product introductions and the addition of several new product categories. In addition, we have made significant investments in our manufacturing operations and infrastructure as part of our Continuous Improvement efforts to maximize throughput, minimize scrap, and serve our growing Customer base.



Specifically, Garland has expanded its commercial construction-related competencies, through acquisitions in the areas of surface, jobsite, and worker protection, as well as in exterior waterproofing and weather barrier materials. We have also invested in state-of-the-art internet-enabled sensors along our manufacturing line to provide real-time insights on line speed and quality to our manufacturing team.



In addition to the many new product offerings available through Garland Industries subsidiaries, Garland has introduced a number of roofing and waterproofing technologies, many of which offer eco-sensitive performance advantages. Garland was named a 2018 Evolution of Manufacturing honoree – an acknowledgement of our organization’s responsiveness to the global community’s demand for sustainable product development and quality control initiatives.

***Product innovations introduced in the last four years include:***

-  <sup>1</sup> The world’s first and only thermoset polyurethane-modified roofing membrane with the longest warranted life in the commercial roofing market – this product was the recipient of numerous awards, including *Architectural Products* magazine’s Product Innovation Award
- A multi-purpose liquid waterproofing membrane that restores smooth and mineral-surfaced BURs and modified bitumen roofs
-  A nontoxic cleaning solution for masonry
-  An innovative standing seam roof system that sets a new standard of strength, durability and waterproofing performance, while providing exceptional wind uplift resistance
-  A fleece-backed thermoplastic membrane reinforced with a high-tensile-strength polyester scrim, which is the longest lasting most durable membrane in its class
- A hybrid sealer that extends the service life of masonry surfaces
- A new self-adhering high-temperature underlayment for metal roof systems
-  A unique and cost-effective flashless edge metal for protecting roof perimeters
- A hybrid acrylic joint sealant primer that maximizes the coverage rate and service life of Garland’s full line of hybrid sealants
- A low-VOC, no-odor primer that improves the performance of solvent-based urethanes, water-based acrylics and aluminized asphaltic coatings
- A hot-applied asphalt-based seamless waterproofing membrane for between-slab waterproofing
- A self-leveling concrete repair material

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<sup>1</sup> Indicates sustainable products that are part of the Garland Greenhouse, incorporating environmentally responsible features such as VOC-reduction; incorporation of recycled, rapidly renewable, or bio-based content; recyclability; and smart eco-friendly attributes.

-  A low-odor water-based reflective coating that includes a biocide package to reduce mold and fungus growth
-  A low-odor, fluid-applied waterproofing solution designed to maintain, restore and upgrade the performance of aged modified bitumen, metal and single-ply roof systems
- A quick-curing two-component liquid flashing membrane to protect difficult roof details
- An exterior metal coating system with added corrosion protection

***On the service side of the business:***

- In 2018, our ISO classification was upgraded to the ISO 9001:2015 Quality Management System.
- Garland's quality assurance and communication program, GMAX (Garland Manufacturing Attention to Excellence), launched in 2016, is improving the safety, quality, inventory management and efficiency of manufacturing operations at Garland's Cleveland headquarters.
- The CLEAR™ (Comprehensive Laboratory Effective Analysis Reporting) program operated by Garland's R&D team to test and evaluate roof core samples is improving our ability to answer questions about system types and to identify the source of performance issues.
- Garland was awarded its first ever Cleveland Tech Award for the development of a Roof Builder app that allows customers to virtually build a roof, helping agency customers visualize a project and select specific components of the waterproofing system.
- In 2018, Garland/DBS, Inc. developed our own internal Logistics Department to focus on forecasting inventory needs. OMNIA Partners Participating Public Agencies are already benefiting from related supply chain efficiencies, including scheduling and transport improvements.
- A Roof Builder-type app, specific to roof coatings, was introduced in 2018, to educate and assist customers with the various solutions available for restoring their roof systems. This app helps customers visualize a project and select specific components for the most appropriate restoration solution.

By continually developing and introducing industry-leading products and services, Garland will provide Participating Public Agencies with compelling reasons to purchase from the Region 4 / OMNIA Partners contract.

***Future Commitment*** – The Garland organization will continue to invest in its research, development, infrastructure and manufacturing operations in the years ahead. As we expand our scope to include products and services that improve the entire building exterior, we will continue to make rooftop longevity our top priority, understanding that the most effective sustainability strategy is one based on reducing the time between inevitable material replacements. We will continue to expand our capabilities in the areas of construction-site protection materials for surfaces and personnel and exterior waterproofing, both below-grade

and above-grade. These new materials and building-envelope product categories will be made available to OMNIA Partners' agencies as each innovation is commercialized. We firmly believe exterior building waterproofing solutions should last the lifetime of the buildings they protect – and we will not be satisfied until we achieve that goal.

Year-to-date, 2023 has marked one of Garland's most innovative and active product introduction years on record. In just the past six months we have commercialized:

- An innovative intumescent wood primer that creates a char-barrier when exposed to flame, protecting vulnerable wood decking and componentry in roof assemblies.
- A high-performance underlayment that, in addition to serving as an air barrier and vapor retarder, is engineered with a UV-reflective slip-resistant surface, allowing it to be used as a temporary roof for up to 180 days during ongoing construction.
- A modified bitumen membrane with proprietary polymer additive technology that improves mineral retention, providing even greater resistance to UV degradation that can minimize a roof's effectiveness over time.
- Extensions to its thermoplastic product family including a new spatter spray adhesive and pre-formed details that save contractors time and labor on a roofing project, as well as a new high-performance membrane that has greater fire resistance, UV reflectivity, and exceeds ASTM 6754 standards.
- A new standard in sustainable modified membranes, a breakthrough in commercial roofing that contains 27% pre- and post-consumer recycled content, bio-based materials, and "smog-eating" granules in the mineral surface that supply the same air quality benefit of 21 trees when applied to the square footage of a typical commercial roof.

We have also included in the price list accompanying this proposal details for our RAMP® and Dry Zone® services, which will provide Participating Public Agencies value-added systems for managing and servicing their exterior building envelope assets.

## TRAINING

**Past Performance** – As a learning organization, Garland/DBS, Inc. makes continuous improvements in its training curriculum, with online courses, hands-on rooftop sessions, and classroom-style settings that cover best practices in roofing, customer support, and more. Specifically:

- In 2016, we opened a dynamic training facility, The Soliday Center, where newly hired Territory Managers have an opportunity to learn from seasoned professionals the specific needs of the markets we serve. With public sector work now representing 70 percent of

our annual sales volume, specialized training in the interlocal purchasing opportunity plays a critical role in our core curriculum.

- The Soliday Center includes a mock-up room where trainees can perform roof core cuts, build modified roofs and other systems, and perform tear-offs and replacements. This hands-on experience is accelerating the ability of new reps to tackle more ambitious projects, safely and competently, earlier in their careers.
- The six-month retrain class has been modified to include specifications, blueprints, partnering with design-build and engineering services, the use of Spec Wizard and more in-depth training on the expansive Garland product line.
- We've added an advanced training class where both newer (two-year) and senior reps (5+ years) can expand their knowledge of the public procurement process, warranties, budgeting, AIA presentations, and how to build lasting relationships with architects.
- A metals class, held at our IMETCO subsidiary, is now offered yearly and made available to both newer and senior reps who want to further develop their understanding of our metal roofing solutions, Garland's Dry Zone and Leak Response programs, wind uplift, building codes and approvals, wall panels and life-cycle costing. The IMETCO facility now includes a mock-up room where trainees can build a metal roof and a metal wall and get hands-on experience with air barriers, standing seam roofs, and the R-Mer Edge system.

We've also updated our Core Bags and Sample Kits for every rep, making it easier for them to respond more effectively to inspection and repair projects, and to better explain the differentiating benefits of various waterproofing approaches.

On the labor side of the business, the Garland Authorized Contractor network is carefully vetted by our Territory Managers and our internal finance team for integrity, reliability and transparency to ensure on-time, to-spec installations. Periodic construction site visits by Garland representatives trained on the application requirements of the systems being installed help to ensure every Participating Public Agency project will perform as warranted.

On the procurement process side of the business, our internal staff routinely handles calls from public sector officials across the country. We have become adept at educating the public sector on the advantages of cooperative purchasing from both a tactical and a strategic perspective. Our team's deep understanding of the governance, solicitation, evaluation, auditing and accountability processes used by OMNIA Partners in soliciting and implementing our existing Master Agreement has proven invaluable to both our reps and to that segment of the public sector that remains skeptical of the benefits and legitimacy of using interlocal procurement for construction-related purchases.

***Future Commitment*** – Should we be awarded the Region 4 ESC / OMNIA Partners JOC contract, we will welcome the opportunity to enhance our business development, phone- and

field- support training with information specific to job-order contracting governance, solicitation, evaluation, auditing and accountability processes.

In addition, in the years ahead, we will continue to expand our online training, with an emphasis on product-specific application and roofing/waterproofing system-specific video training modules, which can be conveniently viewed in the field via mobile phone, tablet, or laptop computer. Understanding that even the highest quality materials will fail if not installed properly, we will continue to invest in tools that ensure quality craftsmanship for every installation. Even in those instances where agencies opt for material-only contracts, Garland/DBS, Inc. will ensure that a locally based representative oversees installation, providing local contractors with direct access to Garland's series of product installation videos (Application Excellence) and other tools so that all Garland materials are installed as specified.

We have also seen outstanding results from our collaborative training sessions with OMNIA Partners internal Member Relations staff in Franklin, TN, as well as OMNIA Partners representation at regional sales meetings across the country. Knowing that roofing and building envelope solutions are a unique product category, it has been invaluable working in partnership with the OMNIA Partners team to establish probing questions for Participating Public Agencies who may not be aware that they can utilize the Contract for construction projects. We look forward to the opportunity to expand this initiative with appropriate Region 4 ESC staff as well.

## EXCEEDING EXPECTATIONS

**Past Performance** – The Garland quality policy states, quite simply: “If it can be done better, Garland will do it!” Continual improvement is integral to our business model.

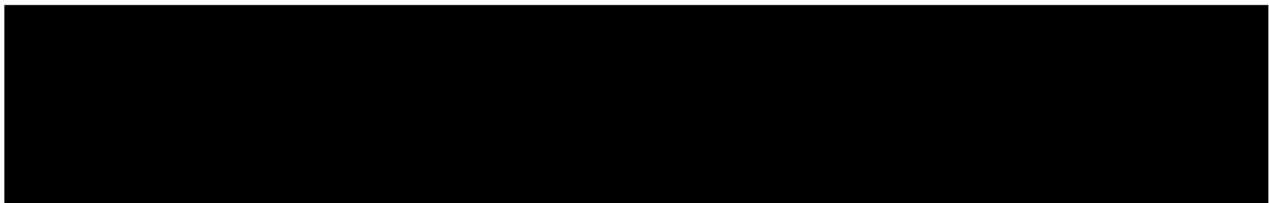
- Nearly one hundred percent of projects contracted as part of our Racine County / OMNIA Partners award have been delivered on time and all projects were delivered within the performance expectations of the Participating Public Agencies.
- Less than 1% of projects resulted in delays beyond the project's scheduled delivery date.
- Since being awarded our first Master Agreement in 2010, there has not been one single instance where mediation, arbitration and/or legal intervention were needed to settle an issue between Garland/DBS, Inc. and a Participating Public Agency.
- Site-specific pricing that allows local contractors to competitively quote the labor portion of every project to Garland/DBS, Inc., in an effort to provide site-specific discounts against the line-item installation pricing in our original bid package, has realized for legacy Participating Public Agencies labor cost reductions as high as 25 percent per project.
- The use of locally based authorized contractors and territory manager representatives has ensured that, on average, \$0.65 of every turnkey project dollar has remained in the local communities we serve.

- Our aggregate total of all change orders under the current Master Agreement represented less than 0.5 percent of the aggregate value of all project contracts awarded to us during that period, a figure significantly lower than the construction industry's average of between 11 and 15 percent. Perhaps more significantly, 100 percent of all change orders resulted from unforeseen site conditions or additions to the scope of work.
- On average, an estimated 100 hours of administrative time on the part of legacy Participating Public Agencies have been saved per project.



**Future Commitment** – If awarded the Region 4 ESC JOC Contract, Garland/DBS, Inc. will use the JOC pricing established in this proposal as a Guaranteed Maximum Price (exempted only in cases of Force Majeure), and then use that price for turnkey projects, as a baseline against which Garland/DBS, Inc.'s site-specific price (based upon competitive quotes by authorized locally-based Garland contractors) can be evaluated. We will continue to manage this added-value discount, assuming all administrative time and costs related to obtaining site-specific pricing based on local market conditions and labor rates. This will ensure that any future contract continues to provide labor-related savings.

Should we be awarded a new Region 4 ESC Contract, Garland/DBS, Inc. will continue to improve our training and education efforts, both with our internal constituencies and potential public sector customers. We are dedicated to educating new and legacy Participating Public Agencies to the savings potential of procurement, based upon the data we continue to gather from completed public sector projects.



By implementing on-going quality control processes that measure and document performance outcomes, Garland/DBS, Inc. will reassess program needs and continually refine our strategy for improving the experience of our Participating Public Agency customers in the years ahead.

Future Participating Public Agency customers will continue to benefit from the ever-expanding array of building envelope materials manufactured by our strategic network of subsidiaries. No other high-performance roofing manufacturer can augment its rooftop waterproofing with as

vast a selection of complementary materials for the total building envelope with the [REDACTED]

[REDACTED]

## ACCOUNTABILITY

**Past Performance** – Since 1974, when the Garland organization was purchased from the son of its original founder, our materials have successfully waterproofed hundreds of thousands of facilities across North America and the United Kingdom, with warranty expenses averaging about two percent of sales. Throughout the term of the existing contract, our warranty expenses have been 100 percent funded through our financial strength. Garland’s ratio of current assets to current liabilities has been 6:1. We have held zero long-term bank debt, and our D&B rating has been 5A1.



As indicated above, Garland/DBS, Inc. has met or exceeded all performance and scheduling expectations of legacy Participating Public Agencies in implementing our existing contract to date. There has not been a single instance where arbitration or legal intervention was needed to settle a dispute. In those rare instances where a mistake has been made in work performance or in estimating a project, Garland/DBS, Inc. has done what was right for the Participating Public Agency, absorbing any related costs. When an unforeseen condition has threatened an agency with financial hardship, our local field representatives have worked diligently with the project management team to develop creative solutions that protect agency customers from unanticipated financial burdens. At times, Garland/DBS, Inc. has completely relinquished our own overhead and profit on change orders to facilitate project completion and protect our long-term relationships with Participating Public Agencies.

We conduct regular audits through our internal and third-party counsel to ensure Garland/DBS's compliance with existing Master Agreement commitments. Our audits have not revealed any issues related to pricing or proposal processes.

**Future Commitment** – The Garland organization has been financially conservative since its original founding in 1895. Our culture fosters personal accountability through employee-ownership, which makes the long-term financial security of every employee directly dependent upon the long-term sustainability and strength of the organization. That organizational model will continue in the years ahead, ensuring that Garland/DBS, Inc. will remain a strong and dependable partner for Region 4 ESC's Participating Public Agencies. This enduring characteristic allows Garland/DBS, Inc. to look beyond the immediate profit generated by any single project to focus on the development of lasting partnerships with Region 4 ESC and our other Participating Public Agency customers.

To continually increase our Participating Public Agency customers' abilities to obtain single-source accountability for the widest range of building envelope materials possible, we anticipate future acquisitions throughout the term of a new JOC Contract. We already manufacture over 95 percent of the materials we sell. As a result of our in-depth product knowledge and extreme control over product quality, we are comfortable taking on 100 percent accountability for the performance of the roofing and waterproofing systems we install, even where some components of those systems are not manufactured by Garland.

## SUSTAINABILITY

**Past Performance** – Among the many new material offerings introduced during the term of our current Master Agreement, U.S. Communities' legacy Participating Public Agencies have benefited from the following sustainable building innovations:



- In a global effort with world-class universities, Garland has developed a unique chemical process to yield virtually indestructible bitumen. Our thermoset polyurethane-modified roofing membrane offers the longest warranted life in the commercial roofing market, and was the recipient of numerous awards, including *Architectural Products* magazine's Product Innovation Award and *Smart Business* magazine's Evolution of Manufacturing Award. It was also named the 2015 Product of the Year by two industry publications: *College Planning & Management* and *School Planning & Management* magazines.
- A nontoxic cleaning solution for masonry
- An innovative standing seam roof system that sets a new standard of strength, durability and waterproofing performance, while providing exceptional wind uplift resistance
- A fleece-backed thermoplastic membrane reinforced with a high-tensile-strength polyester scrim, which is the longest lasting most durable membrane in its class
- A unique and cost-effective flashless edge metal for protecting roof perimeters
- A zero-VOC, water-based sealer designed to increase the life of masonry surfaces
- An extremely low odor, fluid-applied waterproofing system designed to maintain, restore and upgrade the performance of aged modified bitumen, metal and single-ply roof systems. This two-component, 100% solids, aliphatic polyurea forms a highly durable, impact and UV resistant finished roof membrane that increases the life span of the existing roof.

We now have a total of more than 50 sustainable Garland Greenhouse products in our current product portfolio, most of which are offered in many different permutations to suit project-specific performance criteria. When you look exclusively at expected service life cycles, which are the strongest true indicator of sustainability, Garland's offerings frequently outperform those of competitors' "green" products.

**Future Commitment** – In the years ahead, we will continue to make new investments in sustainable materials, most specifically by developing exterior waterproofing materials that last far longer than today's industry standard and by introducing eco-friendly improvements that preserve the strength and durability of our existing products while reducing their solvent content.

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

As we continue researching and developing an integrated suite of building envelope solutions, we anticipate further improvements in the longevity of all our exterior waterproofing solutions, with corresponding warranty extensions that give Participating Public Agencies the assurance

of extended facility service life. We are focusing specifically on the transitions between walls, windows, roofs and doors in order to ensure a total leak-free environment.

In all areas of development, Garland will continue to consider recycled content and bio-based content in its formulation efforts to ensure the right balance of top-of-the-line performance and life-cycle sustainability. In the years ahead, Region 4 ESC and the other OMNIA Partners' Participating Public Agencies can expect to see:

- An expansion of Garland material offerings that fall under the Garland Greenhouse umbrella, including many materials with independent UL Environment validation
- More partnering with third-party organizations for building envelope energy evaluations
- Alternative self-adhesive technologies that can eventually be applied not only to roofing, but to a wide variety of building waterproofing applications
- Alternative approaches to energy cost reduction through the use of high-performance components in areas such as insulation and air/water/vapor barriers
- Alternative approaches to membrane development, incorporating different types of polymers and modifiers and/or the use of nanotechnology to further extend the service life of roofing membranes

## MARKETING

**Past Performance** – Marketing is a core competency of the Garland organization, and we have remained an active partner in improving the reach and scope of the interlocal purchasing opportunity since commencing our original contract in 2010. Our vast network of regional Territory Managers has ensured that our offerings for Participating Public Agencies have been promoted in every state where cooperative purchasing agreements are permitted.

We work to continually enhance our ability to provide educational, relevant, actionable marketing content to our Territory Managers and Customers, including:

- Updating the SEO capabilities of our website to make it easier for Customers using Google or other search engines
- Rolled out a new data platform that allows our Territory Managers to research publicly-available data about a building, empowering them with greater insight and data before meeting with a Customer
- Developed dozens of project highlights that detail the experiences of actual customer projects
- Expanded our social media activity, with a LinkedIn follower base of over 31,000 people, making our posts one of the largest-reaching communication vehicles in roofing
- Fully participated in all OMNIA Partners marketing opportunities

- Worked closely with the OMNIA Partners marketing team to continually explore new ideas for promoting the benefits of the program
- Published new technical articles to help educate Participating Public Agencies on a wide range of topics from rainscreen design to the proper design of tapered insulation systems
- Updated and/or expanded our AIA courses to include accredited courses providing Continuing Education Credits to facility managers and other Participating Public Agency personnel on a variety of topics from standing seam roof design to plaza decks

All Garland customers are requested to submit a Customer Survey upon issuance of their warranty. With a response rate of 25 percent, our reps have been averaging 4.6 or higher out of 5 possible points in their performance.

**Future Commitment** – If awarded the Region 4 ESC Contract, Garland/DBS, Inc. will continue to demonstrate marketing initiative. Our new web site launching in September will make it even easier for Participating Public Agencies to learn about our offerings, download technical resources, and connect with their local Territory Manager. We will be launching an email newsletter to keep opted-in Customers and prospects aware of new products, case studies, and technical articles from our R&D team.

And we will continue to identify opportunities where technology can improve the customer experience, including a new platform for Territory managers to communicate with design professionals and contractors about ongoing and upcoming projects, and integrations that allow data to flow between Garland platforms, enabling greater transparency and improving customer service.

## CONCLUSION

Garland/DBS, Inc. is sincerely grateful to Region 4 ESC and OMNIA Partners for this opportunity. While we know our inclusion is in some respects a reflection of the success we have enjoyed with our current Master Agreement through Racine County, and our long history of serving Participating Public Agencies, we believe that reputation is re-earned every day, and, as our CEO Dave Sokol says, that we should “always play like we’re two touchdowns behind.”

With that hustle and ambition in mind, we very much look forward to establishing a new, strong, mutually-beneficial relationship with Region 4 ESC and OMNIA Partners’ Participating Public Agencies. Should we be given the opportunity to embark on this new partnership, you have our commitment that Garland/DBS, Inc. will work hard to **exceed your expectations** by providing the highest **quality** waterproofing solutions, including **sustainable** materials, delivered by **professionally-trained** local representatives, installed by Garland’s local authorized contractor network, and aggressively supported with creative **marketing** strategies – with the integrity and personal **accountability** that are the hallmarks of the Garland **culture**.

**APPENDIX A**  
**DRAFT CONTRACT**

This Contract ("Contract") is made as of \_\_\_\_\_, 202X by and between \_\_\_\_\_  
\_\_\_\_\_ ("Contractor") and Region 4 Education Service Center  
("Region 4 ESC") for the purchase of \_\_\_\_\_ ("the  
products and services").

**RECITALS**

WHEREAS, Region 4 ESC issued Request for Proposals Number R\_\_\_\_\_ for \_\_\_\_\_ ("RFP"),  
to which Contractor provided a response ("Proposal"); and

WHEREAS, Region 4 ESC selected Contractor's Proposal and wishes to engage Contractor in  
providing the services/materials described in the RFP and Proposal;

WHEREAS, both parties agree and understand the following pages will constitute the Contract  
between the Contractor and Region 4 ESC, having its principal place of business at 7145 West  
Tidwell Road, Houston, TX 77092.

WHEREAS, Contractor included, in writing, any required exceptions or deviations from these  
terms, conditions, and specifications; and it is further understood that, if agreed to by Region 4  
ESC, said exceptions or deviations are incorporated into the Contract.

WHEREAS, this Contract consists of the provisions set forth below, including provisions of all  
attachments referenced herein. In the event of a conflict between the provisions set forth below  
and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Contract will provide that any state and local governmental entities, public and  
private primary, secondary and higher education entities, non-profit entities, and agencies for the  
public benefit ("Public Agencies") may purchase products and services at prices indicated in the  
Contract upon the Public Agency's registration with OMNIA Partners.

1) Term of agreement. The term of the Contract is for a period of three (3) years unless  
terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the  
right to renew the Contract for two (2) additional one-year periods or portions thereof. Region  
4 ESC shall review the Contract prior to the renewal date and notify the Contractor of Region  
4 ESC's intent renew the Contract. Contractor may elect not to renew by providing three  
hundred sixty-five days' (365) notice to Region 4 ESC. Notwithstanding the expiration of the  
initial term or any subsequent term or all renewal options, Region 4 ESC and Contractor may  
mutually agree to extend the term of this Agreement. Contractor acknowledges and  
understands Region 4 ESC is under no obligation whatsoever to extend the term of this  
Agreement.

The anticipated full term of the contract is five (5) years. The Contractor shall have the right  
to enter local "service" agreements with Participating Public Agencies accessing the contract  
through OMNIA Partners, so long as the effective date of such agreement is prior to the  
expiration of the Contract. All local agreements may have a full potential term (any  
combination of initial and renewal periods) not to exceed five years.

CONTRACT

Any job orders, project agreements or maintenance agreements executed against this Master Agreement during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by both parties.

- 2) Scope: Contractor shall perform all duties, responsibilities and obligations, set forth in this agreement, and described in the RFP, incorporated herein by reference as though fully set forth herein.
- 3) Form of Contract. The form of Contract shall be the RFP, the Offeror's proposal and Best and Final Offer(s).
- 4) Order of Precedence. In the event of a conflict in the provisions of the Contract as accepted by Region 4 ESC, the following order of precedence shall prevail:
  - i. This Contract
  - ii. Offeror's Best and Final Offer
  - iii. Offeror's proposal
  - iv. RFP and any addenda
- 5) Commencement of Work. The Contractor is cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives a purchase order for such work or is otherwise directed to do so in writing by Region 4 ESC.
- 6) Entire Agreement (Parol evidence). The Contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.
- 7) Assignment of Contract. No assignment of Contract may be made without the prior written approval of Region 4 ESC. Contractor is required to notify Region 4 ESC when any material change in operations is made (i.e. bankruptcy, change of ownership, merger, etc.).
- 8) Novation. If Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. Region 4 ESC reserves the right to accept or reject any new party. A change of name agreement will not change the contractual obligations of Contractor.
- 9) Contract Alterations. No alterations to the terms of this Contract shall be valid or binding unless authorized and signed by Region 4 ESC.
- 10) Adding Authorized Distributors/Dealers. Contractor is prohibited from authorizing additional distributors or dealers, other than those identified at the time of submitting their proposal, to sell under the Contract without notification and prior written approval from Region 4 ESC. Contractor must notify Region 4 ESC each time it wishes to add an authorized distributor or dealer. Purchase orders and payment can only be made to the Contractor unless otherwise approved by Region 4 ESC. Pricing provided to members by added distributors or dealers must also be less than or equal to the Contractor's pricing.
- 11) TERMINATION OF CONTRACT
  - a) Cancellation for Non-Performance or Contractor Deficiency. Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period.

Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any obligation, term or condition of the contract. Region 4 ESC may issue a written deficiency notice to Contractor for acting or failing to act in any of the following:

- i. Providing material that does not meet the specifications of the Contract;
- ii. Providing work or material was not awarded under the Contract;
- iii. Failing to adequately perform the services set forth in the scope of work and specifications;
- iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
- v. Failing to make progress in performance of the Contract or giving Region 4 ESC reason to believe Contractor will not or cannot perform the requirements of the Contract; or
- vi. Performing work or providing services under the Contract prior to receiving an authorized purchase order.

Upon receipt of a written deficiency notice, Contractor shall have ten (10) days to provide a satisfactory response to Region 4 ESC. Failure to adequately address all issues of concern may result in Contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by Contractor under the Contract shall immediately become the property of Region 4 ESC.

- b) Termination for Cause. If, for any reason, Contractor fails to fulfill its obligation in a timely manner, or Contractor violates any of the covenants, agreements, or stipulations of this Contract Region 4 ESC reserves the right to terminate the Contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the Contractor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by Contractor will become the property of the Region 4 ESC. If such event does occur, Contractor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.
- c) Delivery/Service Failures. Failure to deliver goods or services within the time specified, or within a reasonable time period as interpreted by the purchasing agent or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the Contract to be terminated. In the event Region 4 ESC must purchase in an open market, Contractor agrees to reimburse Region 4 ESC, within a reasonable time period, for all expenses incurred.
- d) Force Majeure. If by reason of Force Majeure, either party hereto shall be rendered wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having

the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty.

- e) Standard Cancellation. Region 4 ESC may cancel this Contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.
- 12) Licenses. Contractor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by Contractor. Contractor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Contract. Region 4 ESC reserves the right to stop work and/or cancel the Contract if Contractor's license(s) expire, lapse, are suspended or terminated.
- 13) Survival Clause. All applicable software license agreements, warranties or service agreements that are entered into between Contractor and Region 4 ESC under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Contractor shall survive expiration or termination of the Contract.
- 14) Delivery. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period, the Contractor must receive authorization for the delayed delivery. The order may be canceled if the estimated shipping time is not acceptable. All deliveries shall be freight prepaid, F.O.B. Destination and shall be included in all pricing offered unless otherwise clearly stated in writing.
- 15) Inspection & Acceptance. If defective or incorrect material is delivered, Region 4 ESC may make the determination to return the material to the Contractor at no cost to Region 4 ESC. The Contractor agrees to pay all shipping costs for the return shipment. Contractor shall be responsible for arranging the return of the defective or incorrect material.
- 16) Payments. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.
- 17) Price Adjustments. Should it become necessary or proper during the term of this Contract to make any change in design or any alterations that will increase price, Region 4 ESC must be notified immediately. Price increases must be approved by Region 4 ESC and no payment for additional materials or services, beyond the amount stipulated in the Contract shall be paid without prior approval. All price increases must be supported by manufacturer documentation, or a formal cost justification letter. Contractor must honor previous prices for thirty (30) days after approval and written notification from Region 4 ESC. It is the Contractor's responsibility to keep all pricing up to date and on file with Region 4 ESC. All price changes must be provided to Region 4 ESC, using the same format as was provided and accepted in the Contractor's proposal.

Price reductions may be offered at any time during Contract. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all users equally; 2) reduction is for a specific period, normally not less than thirty (30) days; and 3) original price is not exceeded after the time-limit. Contractor shall offer Region 4 ESC any published price reduction during the Contract term.

CONTRACT

- 18) Audit Rights. Contractor shall, at its sole expense, maintain appropriate due diligence of all purchases made by Region 4 ESC and any entity that utilizes this Contract. Region 4 ESC reserves the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. Region 4 ESC shall have the authority to conduct random audits of Contractor's pricing at Region 4 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct an extensive audit of Contractor's pricing at Contractor's sole cost and expense. Region 4 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 4 ESC.
- 19) Discontinued Products. If a product or model is discontinued by the manufacturer, Contractor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
- 20) New Products/Services. New products and/or services that meet the scope of work may be added to the Contract. Pricing shall be equivalent to the percentage discount for other products. Contractor may replace or add product lines if the line is replacing or supplementing products, is equal or superior to the original products, is discounted similarly or greater than the original discount, and if the products meet the requirements of the Contract. No products and/or services may be added to avoid competitive procurement requirements. Region 4 ESC may require additions to be submitted with documentation from Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 4 ESC may reject any additions without cause.
- 21) Options. Optional equipment for products under Contract may be added to the Contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.
- 22) Warranty Conditions. All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.
- 23) Site Cleanup. Contractor shall clean up and remove all debris and rubbish resulting from their work as required or directed. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean, safe and unobstructed condition.
- 24) Site Preparation. Contractor shall not begin a project for which the site has not been prepared, unless Contractor does the preparation work at no cost, or until Region 4 ESC includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.
- 25) Registered Sex Offender Restrictions. For work to be performed at schools, Contractor agrees no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Contractor agrees a violation of this condition shall be considered a



material breach and may result in the cancellation of the purchase order at Region 4 ESC's discretion. Contractor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

- 26) Safety measures. Contractor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Contractor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.
- 27) Smoking. Persons working under the Contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.
- 28) Stored materials. Upon prior written agreement between the Contractor and Region 4 ESC, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Region 4 ESC prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by the Contractor against loss and damage. Contractor agrees to provide proof of coverage and additionally insured upon request. Additionally, if stored offsite, the materials must also be clearly identified as property of Region 4 ESC and be separated from other materials. Region 4 ESC must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Region 4 ESC, it shall be the Contractor's responsibility to protect all materials and equipment. Contractor warrants and guarantees that title for all work, materials and equipment shall pass to Region 4 ESC upon final acceptance.
- 29) Funding Out Clause. A Contract for the acquisition, including lease, of real or personal property is a commitment of Region 4 ESC's current revenue only. Region 4 ESC retains the right to terminate the Contract at the expiration of each budget period during the term of the Contract and is conditioned on a best effort attempt by Region 4 ESC to obtain appropriate funds for payment of the contract.
- 30) Indemnity. Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the Contractor, Contractor employees or subcontractors in the preparation of the solicitation and the later execution of the Contract. Any litigation involving either Region 4 ESC, its administrators and employees and agents will be in Harris County, Texas.
- 31) Marketing. Contractor agrees to allow Region 4 ESC to use their name and logo within website, marketing materials and advertisement. Any use of Region 4 ESC name and logo or any form of publicity, inclusive of press releases, regarding this Contract by Contractor must have prior approval from Region 4 ESC.
- 32) Certificates of Insurance. Certificates of insurance shall be delivered to the Region 4 ESC prior to commencement of work. The Contractor shall give Region 4 ESC a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. The Contractor shall require all subcontractors performing any work to maintain coverage as specified.

33) Legal Obligations. It is Contractor's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services and shall comply with all laws while fulfilling the Contract. Applicable laws and regulation must be followed even if not specifically identified herein.

**OFFER AND CONTRACT SIGNATURE FORM**

The undersigned hereby offers and, if awarded, agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing.

Company Name Garland / DBS, Inc.

Address 3800 E. 91st Street

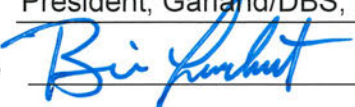
City/State/Zip Cleveland, OH 44105

Telephone No. (216) 641-7500

Email Address blambert@garlandind.com

Printed Name Brian Lambert

Title President, Garland/DBS, Inc.

Authorized signature 

**Accepted by Region 4 ESC:**

Contract No. \_\_\_\_\_

Initial Contract Term \_\_\_\_\_ to \_\_\_\_\_

\_\_\_\_\_  
Region 4 ESC Authorized Board Member

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Region 4 ESC Authorized Board Member

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name



*IV.2.a.i. Offerors shall provide pricing based on a discount from a manufacturer's price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Offeror and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, the different percentages are specified. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. Discounts proposed shall remain the same throughout the term of the contract and at all renewal options. At a minimum the Awarded Offeror must hold the proposed price list firm for the first 12 months after the contract award. Offerors may elect to limit their proposals to any category or categories. Services such as installation, delivery, technical support, training, and other services must be priced or listed as free in order to be offered on the contract. Unlisted services will not be accepted.*

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*IV.2.a.ii. Offerors shall complete and provide pricing and pricing coefficients in the Pricing Tab attached herein.*

---

Read and understood.

Please review our complete pricing and pricing coefficients in the tables in the pages to follow.

*IV.2.a.iii. Is pricing available for all products and services?*

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Yes. Pricing is available for all products and services.

*IV.2.a.iv. Provide pricing for warranties on all products and services.*

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Warranties are provided by Garland / DBS, Inc. at no additional charge. While our warranty claim percentage is among the lowest in our industry, we know that a price can't be placed on peace of mind, and gladly offer protection up to 40-year no-dollar limit coverage, depending on the individual project and selected system.

The Garland Company, Inc. has the most extensive line of roofing and waterproofing products in the high-performance roofing market. Since we manufacture the majority of the materials we sell, we can stand behind them with warranties that meet or exceed industry standards. With the level of oversight and emphasis on quality and safety that we bring to each waterproofing installation, we are confident that the systems sold to Region 4 and other OMNIA Partners'

Participating Public Agencies will perform as intended. Single-source warranties from a financially stable organization, with warranty expenses averaging about two percent of sales, provide added assurance that Garland/DBS, Inc. will stand behind every roof we install.

*IV.2.a.v. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large projects, single ship to location, growth, annual spend, guaranteed quantity, etc.*

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In addition to the discounted pricing shown in the pricing matrices, Garland/DBS, Inc. proposes to offer all Participating Public Agencies with a one (1) percent discount for payments within 10 days, net 30 days.

Since receiving our first OMNIA award, Garland/DBS, Inc.'s site-specific discounting has delivered significant savings to legacy Participating Public Agency customers (at times 25 percent or more) over the maximum allowable price shown in our line-item pricing in our current OMNIA contract. Site-specific pricing encourages local contractors to competitively quote the labor portion of every project to Garland/DBS, Inc., creating the potential for site-specific discounts on top of the line-item installation pricing in our original bid packages. We will follow a similar process for the JOC projects we undertake as a part of this contract, should we be awarded.

*IV.2.a.vi. Describe how customers verify they are receiving Contract pricing.*

---

All Garland/DBS, Inc. proposals will be completely transparent. They will show the NTE price for each line item in the project (based on the pricing matrices provided here) and each line item will be referenced by number so it can easily be checked against the price list. This detailed proposal will establish the NTE price for the project per the contract pricing.

The next section of the proposal will show the site-specific pricing gathered from the contractors. All contractor bids under the NTE price will be considered valid for consideration and the customer will be able to choose the contractor they would like to complete the work under Garland/DBS, Inc. This will result in a final proposal showing the final cost of the project.

*IV.2.a.vii. Describe payment methods offered.*

---

Garland/DBS, Inc. customers may pay via cash, check, wire/ACM, or credit card. Please note that a 2.82% processing fee will be added to credit card payments.

*IV.2.a.viii. Propose the frequency of updates to the Offeror's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract.*

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We propose annual updates and validations of our pricing structure to take place each January. Price adjustments are evaluated through ongoing discussions with raw material suppliers and analysis of our costs, the market value of comparable products, and macroeconomic factors.

*IV.2.a.ix. Describe how future product introductions will be priced and align with Contract pricing proposed.*

---

Whenever a new product or service is introduced, a related news release will be distributed to the Region 4 and OMNIA Partners marketing teams at the same time it is released to the public. These new products are formally made available to Participating Public Agencies as soon as they have been included in our revised price list. However, in practice, our reps typically offer new products and services to Participating Public Agency customers as soon as they become available for ordering, i.e., within two working days of their formal release to our U.S. sales force.

In those situations where goods and services are required that are not covered in the pricing schedule, or where a customized solution is required, we acknowledge the requirement to use a process similar to the one used in our proposed site-specific pricing, i.e.:

- Obtaining three written cost proposals from local providers
- Using the most advantageous proposal
- Applying a discount identical to the one shown on the Region 4 / OMNIA Partners pricing schedule
- Acquiring advance approval from the Participating Public Agency prior to including the aforementioned product or service in any quote or proposal

*IV.2.a.x. Quality Assurance/Quality Control Program - Offeror shall submit a QA/QC plan within with their submittal. This plan shall detail the day-to-day surveillance of work and provide documentation of deficiencies and corrective actions. It should note subcontractor compliance issues and trend analysis and how inspectors will interface and work with both the subcontractors and the Participating Public Agency's staff.*

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As the manufacturer of 95 percent of the materials we sell, our research, development, and manufacturing processes are deeply integrated with our front-line field force, who represent the shortest path to the Customers we serve. Our new product solutions are most often inspired by the desire to resolve a particular Customer's problem. Another primary source of Garland innovations is the desire to take existing solutions to the next level, e.g., to continually improve specific characteristics, such as waterproofing integrity, reflectivity, UV resistance, or tensile strength.

Garland believes that roofs should last as long as the buildings they protect, and we are committed to raising the industry standard on rooftop longevity. The first step in the total project delivery process for projects from Region 4 Participating Public Agencies is for the Garland field representative to set-up meetings/phone calls with the Customer and a Garland/DBS, Inc. project manager, Garland Engineering Services, and/or product management, as appropriate, to complete the initial strategic planning stage by identifying general roofing project requirements.

With the general project requirements established, Garland/DBS, Inc. has the capabilities to facilitate every aspect of the design phase. All services described in this section will be available to all Customer/Agencies using the Region 4 contract upon request.

- The design phase process begins with a needs analysis, which combines the local Garland field representative's site-specific knowledge and expertise, with Garland/DBS Inc.'s construction experience across various markets, to establish line items for installation services as provided under this Agreement, as well as any additional requirements as directed by the agency Customer. The needs analysis will result in the development of multiple project options that provide differing parameters in relation to the scope of work, schedule, budget, and specifications for the project.
- Once the project options have been presented and thoroughly explained to the Customer, the Participating Public Agency will compare budgets, scheduling, and specifications, evaluating the alternatives and finalizing financial expectations and project completion goals. The Customer's representative(s), with on-going support from the our team, will then define and approve a customized project that provides the best overall value for their roofing investment, considering expectations for project scope, specifications, performance, quality, cost, and scheduling. It is this project development



process that allows Garland/DBS, Inc. to demonstrate the link that exists between the individual agency's requirements and the Agreement, making our delivery process a true cooperation between Region 4 and each member using the Agreement.

The construction management for any project can be self-performed, from design through construction and close-out, by Garland/DBS, Inc., and coordinated under the supervision of the Participating Public Agency's locally based Garland Territory Manager. All services described in this section will be available to all Customer Agencies using the Region 4 contract upon request.

- Garland/DBS, Inc. will develop a performance-based, detailed scope of work with clearly defined, to-code specifications, as appropriate to each project. In circumstances where design services are required, Garland/DBS, Inc. will involve Garland's in-house Engineering Services team to assist in the development of a performance-based scope of work with a detailed set of architectural drawings. Our licensed engineers will ensure an accurate analysis of load considerations, wind uplift, and other concerns related to safety and building code compliance, developing project specific shop drawings and stamping the specifications, as appropriate with a professional third-party architectural or engineering endorsement of the entire project, limiting the exposure and liability of the Customer, and establishing Garland/DBS, Inc. as the single point of responsibility.
- Garland/DBS, Inc.'s in-house engineers and project managers/estimators have partnered with many industry specialists who are already familiar with Garland roofing products, specifications, and drawings and can be relied upon for additional work, enabling us to act as a fully accountable one-stop shop for all civil, mechanical, electrical, and structural engineering needs in support of our projects. We can also provide Energy Evaluations and Efficiency Studies to suggest improvements and reduce the energy requirements of a facility, incorporating such suggestions into the scope of the project.
- When Engineering Services is involved in the design phase, when that phase concludes, they will ensure that all engineering and architectural drawings are appropriate and feasible based upon the project guidelines established by the agency Customer. If the project does not require architectural or engineering input, Garland/DBS, Inc. will review the scope of work and specifications with the Customer's representative, incorporating their recommendations and verifying that local, state, and federal building and safety codes have been addressed before final submittal to the agency for approval.
- Once the Customer approves the recommended subcontractor, Garland/DBS, Inc.'s associated proposed price is accepted and becomes our lump-sum firm-fixed price to complete the project. At this point, a notice of award will be sent to the successful subcontractor. After Garland/DBS, Inc. receives a Purchase Order/Contract for the

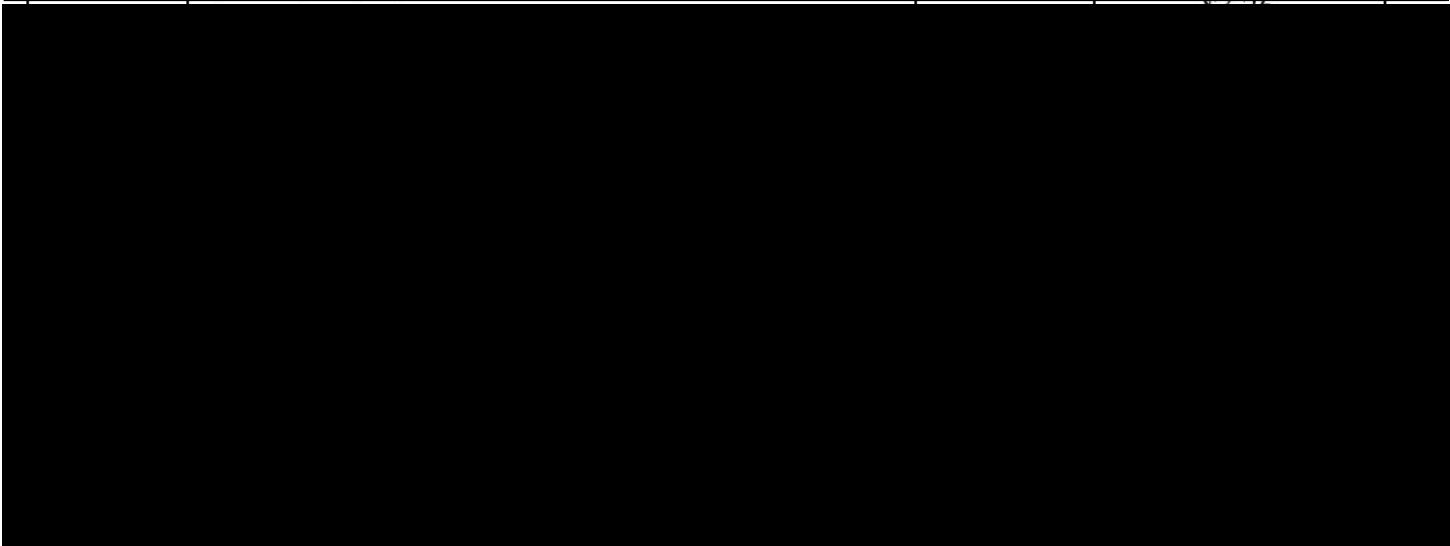
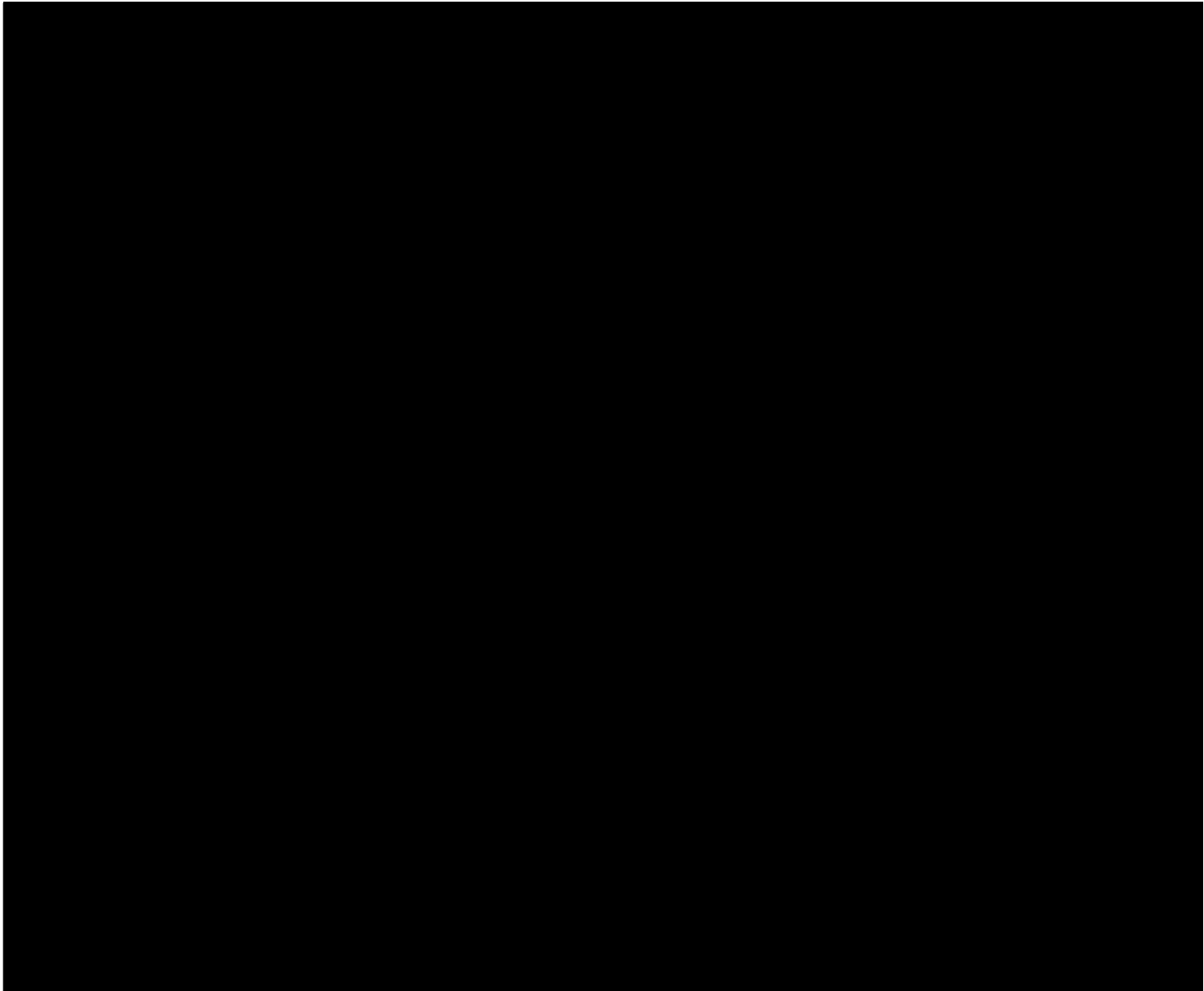
project, all necessary and appropriate bonding will be secured and we will issue contracts to subcontractor(s) and conduct any Pre-Construction Meetings as necessary.

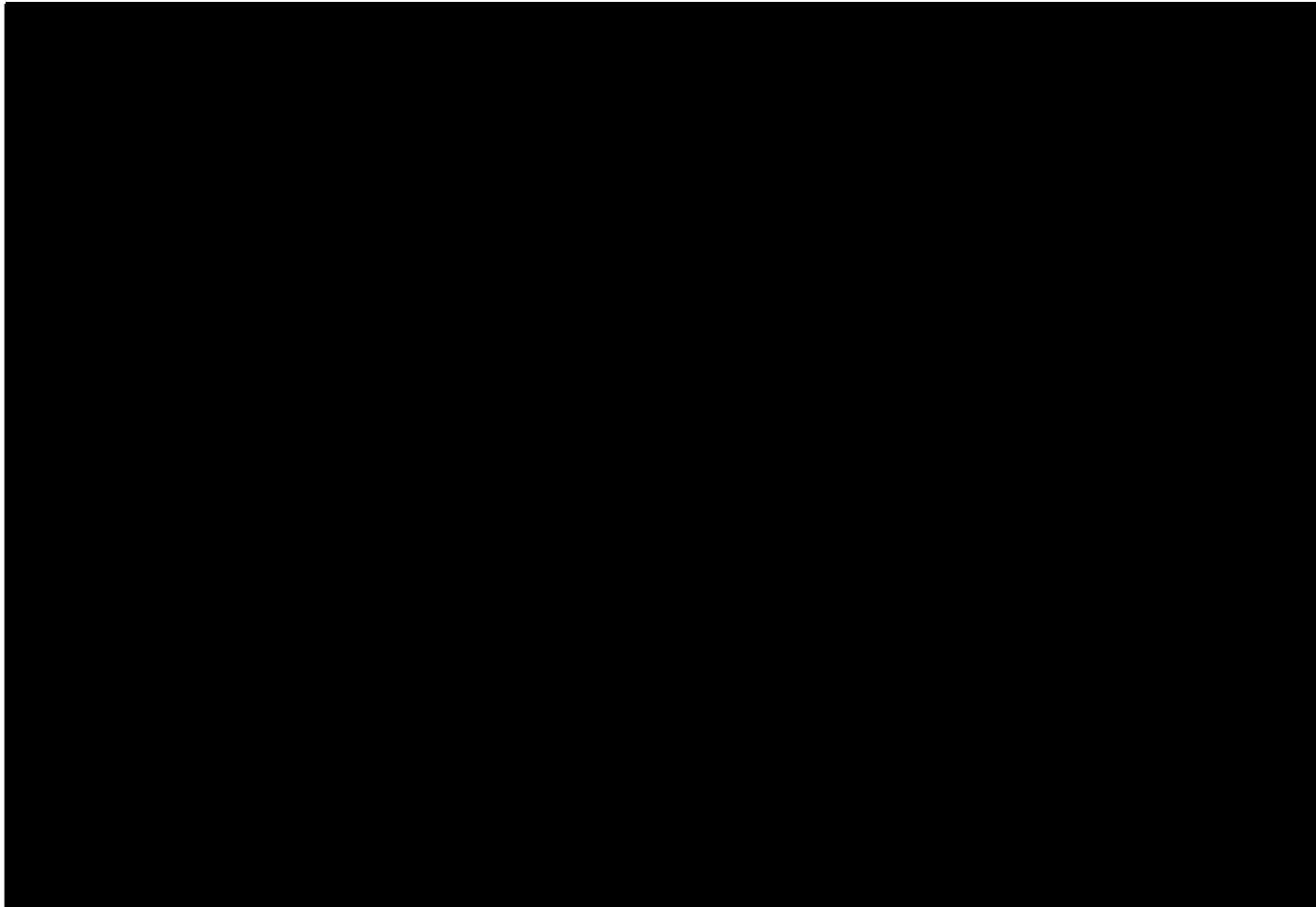
- Once a Purchase Order/Contract is issued by the Customer to Garland/DBS, Inc., typically issues Construction Contracts to subcontractor(s) and conduct any pre-construction meetings, as necessary.
- Garland/DBS, Inc. will make sure that applicable building permits for the project are received prior to commencing construction.
- Garland/DBS, Inc. will provide periodic inspections and supervision by monitoring the progress of the contractor and will coordinate scheduling of material and equipment deliveries with our subcontractor(s) to meet the needs of the Customer Agency. The frequency of inspections by the Garland Territory Manager is determined by the complexity of the project and the needs of the Customer in collaboration with Garland/DBS, Inc. and the approved contractor. Any discrepancies, field conditions, or requests for additional information will be handled and resolved by the Garland/DBS, Inc. project manager, in coordination with the Territory Manager.
  - The Garland/DBS, Inc. project manager can also perform monthly site visits, depending on the Customer's preference, from pre-construction through the close-out of the project, monitoring progress and ensuring quality standards.
  - A full-time job site superintendent can also be provided, at the agency's preference, to document and monitor the day-to-day activities of the subcontractor and their progress against the schedule.
  - Our project management and technical team meets weekly in Cleveland to review any job-site related problems and concerns, make recommendations, and assign corrective action. Every open project is thoroughly reviewed to ensure all required turnkey services are being implemented appropriately and on schedule.
- Each subcontractor's payment application will be reviewed and evaluated by Garland/DBS, Inc. to make sure that the amount billed corresponds with the actual percentages of work completed on the project. When prevailing wage rates are required, certified payrolls will be collected from our performing subcontractor(s) and provided to the owner, as required by prevailing wage laws. Lien waivers will be obtained, reviewed, and compared to the pay requests and provided to the Customer as required. Garland/DBS, Inc. will approve the pay request and pay our subcontractor(s) within 45 days as long as all required documentation is provided by the contractor and there are no performance-related concerns. If there are outstanding

issues involving payment, a fair and reasonable portion of payment will be made in an acceptable time frame. The remainder will be paid when the issues identified have been resolved by the subcontractor.

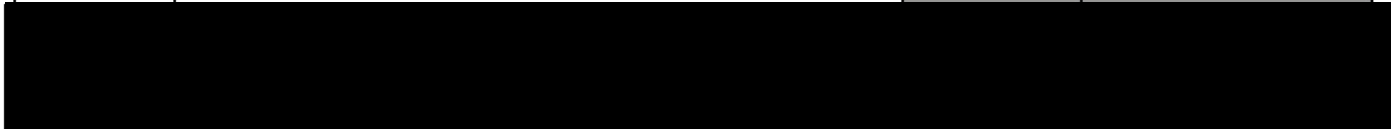
- Upon notification that the work has been completed, the local Garland field representative or a Garland/DBS, Inc. project manager will make a visit to the project to determine if substantial completion date will be documented by the local Garland field representative, and a Punch List will be prepared noting all items that have not been fully completed or that require rework. The Punch List will be distributed to the Customer and the affected subcontractors on the project, upon request.
- Once the Punch List items have been completed, the local Garland field representative or a Garland/DBS, Inc. project manager will make a final visit to verify completion and provide closeout documentation, including workmanship warranties from the subcontractors. The industry standard one-year warranty for installation and workmanship will be honored by Garland/DBS, Inc. according to the contract, along with supplier/manufacture warranty(ies) from Garland, covering the installed roofing materials, which for some high-performance systems may be as long as 40 years. All warranties will be issued in the name of the Customer using the EducationPlus Agreement.
- As part of our close-out process, the project management team ensures that all contractual requirements are met upon the delivery of the final invoice for retainage and issuance of the warranty to the Participating Public Agency. This practice ensures that every service-related commitment is fulfilled as promised. In addition, the Customer Survey process previously described helps ensure field-related problems are brought to the attention of our Customer Service team.

Ultimately, the difference when working with Garland/DBS, Inc. comes from our Territory Managers and their direct investment in a Customer's project. When delivering a project, our Territory Managers provide on-site assessment, quality control, and periodic safety oversight to protect the Participating Public Agency's investment in Garland materials, and to protect Garland's long-term interests, as represented by our material warranties. Every individual employee-owner is committed to providing the highest quality products and services to our customers. Our goal is to meet or exceed customer requirements by consistently providing benefits and adding values that are commensurate with our cost structure. As our mission statement attests: "Whenever it can be done better, Garland will do it!"





	<b>Insulation</b>		
[Redacted]			
3	Roof deck insulation, Isocyanurate in 4' x 4' or 4' x 8' sheets with fiberglass facers, 1" thick, R-6.6, applied Type IV asphalt		
[Redacted]			
4	Roof deck insulation, Isocyanurate in 4' x 4' or 4' x 8' sheets with fiberglass facers, 1 1/2" thick, R-10.0, applied Type IV asphalt		



Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
7	Roof deck insulation, fiberboard in 4' x 4' sheets, 1/2" thick, R-1.39, applied Type IV asphalt		
8	Roof deck insulation, fiberboard in 4' x 8' sheets, 25/32" thick, R-2.4, installed hot/cold or mechanically attached coated six sides		
9	Roof deck insulation, fiberboard in 4' x 4', 1" thick, R-2.78, applied Type IV asphalt (or appropriate asphalt), coated six sides		

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid	
13	Roof deck insulation, vermiculite at 1/8:12, R-value depending on thickness, per inch of depth	SF		
14	Roof deck insulation, vermiculite at 1/4:12, R-value depending on thickness, per inch of depth	SF		
15	Roof deck insulation, gypsum panels, 3" thick	SF		
16	Roof deck insulation, Isocyanurate (black facer only), tapered, 1/8" per foot slope, Type IV asphalt, per inch of depth	SF		
17	Roof deck insulation, Isocyanurate (black facer only), tapered, 1/4" per foot slope, Type IV asphalt, per inch of depth	SF		
18	Cold insulation adhesive	SF		
19	CDX Gypsum, 1/4" x 4' x 8'			
19a	Mechanically attached	SF		
19b	Set into adhesive	SF		
20	CDX Gypsum, 1/2" x 4' x 8'			
20a	Mechanically attached	SF		
20b	Set into adhesive	SF		
21	CDX Gypsum with fiberglass, facer: 1/4" x 4' x 8'			
21a	Mechanically attached	SF		
21b	Set into adhesive	SF		
22	CDX Gypsum with fiberglass facer: 1/2" x 4' x 8'			
22a	Mechanically attached	SF		
22b	Set into adhesive	SF		
<b>Roof Tiles and Shingles</b>				
1	Remove composition shingles and felts to decking	SF		
2	Test for asbestos prior to removal	Each		

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
3	Remove clay, concrete, or slate roof tiles to decking	SF	
4	Remove wood shingles and felts to decking	SF	
5	Shingles, fiberglass, Class A, 25-year strip shingles, slopes 3:12 or greater	SF	
6	Shingles, fiberglass, Class A, 30-year, premium laminated multilayered	SF	
7a	Replace clay or concrete roof tiles	Each	
7b	Replace/repair other shingles	Each	
8	Self-adhering ice and water shield membrane for shingles, tiles, metal waterways, penetrations, valleys, ridges, edges, etc.	SF	
<b>Roofing and Roof Restoration</b>			
1	Remove built-up roof, multi-ply aggregate, non-asbestos, 1" thick or less	SF	
2	Remove single-ply roof: ballast, and membrane only	SF	
3	Remove single-ply roof, membrane partially or fully adhered	SF	
4	Remove single-ply roof, membrane mechanically attached	SF	
5	Remove copper sheet roofing	SF	
6	Base sheet, 3-ply fiberglass, Type IV (or appropriate type) asphalt (17 year roof)	SF	
7	Base sheet, 4-ply fiberglass, mechanically attached (17-year roof)	SF	
8	Fiberglass cap finishing membrane	SF	
9	Base sheet with 2 ply, fiberglass felts, Type IV asphalt (or appropriate type)	SF	
10	Base sheet with 3 ply, fiberglass felts, Type IV asphalt (or appropriate type)	SF	



Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
11	Base sheet mechanically attached with 4 ply, Type VI fiberglass felts, Type IV (or appropriate type) asphalt	SF	
12	Nail base sheet, 3 ply Type VI fiberglass felts, fiberglass cap, Type IV (or appropriate type) asphalt.	SF	
13	Base sheet with 4 ply; 2 polyester and 2 fiberglass felts, Type IV (or appropriate type) asphalt (20 year roof)	SF	
14	Built-up roof, base sheet with 3 ply polyester roofing sheet, Type IV (or appropriate type) asphalt (20 year roof)	SF	
15	Built-up roof, base sheet with 3 ply Type GS fiberglass, cold process adhesive (20 year roof)	SF	
16	Built-up roof base sheet plus 4 ply Type G2 fiberglass, cold process adhesive (30 year roof)	SF	
17	Built-up roof, base sheet, 1 ply Type VI fiberglass, 1 ply modified bitumen sheet, fire rated, Type IV asphalt (15 year roof)	SF	
18	Built-up roof, base sheet, 2 ply polyester roofing sheet, 1 ply modified bitumen sheet, fire rated, Type IV asphalt (or appropriate type) (20 year roof)	SF	
19	Built-up roof, base sheet, G-2, 33 lb., mechanically attached	SF	
20	Built-up roof, base sheet, G-2, 33 lb., Type IV asphalt	SF	
21	Built-up roof, premium asphalt, added cost per ply per square foot	SF	
22	Built-up roof, modified bitumen adhesive, added cost per ply per square foot	SF	
23	Built-up roof, surface with cold asphaltic surfacing adhesive and gravel	SF	
24	Built-up roof, surface with emulsion and granules	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
25	Built-up roof, surface with emulsion and aluminum coating	SF	
26	Built-up roof, surface with emulsion and white elastomeric coating	SF	
27	Built-up roof, surface with aluminum coating or paint	SF	
28	Built-up roofing, surface with high solids white elastomeric coating	SF	
29	Built-up roofing repairs; fibered asphalt mastic, brush grade, with fiberglass mesh.	SF	
30	Built-up roofing repairs; pitch-based mastic, with fiberglass mesh	SF	
31	Built-up roofing repairs; elastomeric mastic, with fiberglass mesh	SF	
32	Built-up roofing restoration, coal tar pitch roofs	SF	
33	Built-up roofing restoration, odorless, coal tar pitch or asphalt roofs	SF	
34	Single-ply roof, CSPE, 45 mils reinforced, asbestos free, mechanically fastened	SF	
35	Single-ply roof, CSPE, 60 mils reinforced, asbestos free, mechanically fastened	SF	
36	Single-ply roofing repairs (CSPE, PVC, and EPDM)		
36a	CSPE	SF	
36b	PVC	SF	
36c	EPDM	SF	
37	Flashing membrane, 2 ply, Type IV or Type VI fiberglass	SF	
38	Flashing membrane, 1 ply polyester and 1 ply modified bitumen	SF	
39	Flashing membrane, 2 ply, polyester	SF	
40	Flashing membrane, CSPE	SF	
41	Flashing membrane, CSPE with aluminum coating	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
42	Polyurethane foam roofing	BF	
43	Additional Polyurethane foam coating	SF	
44	Single-ply roof, EDPM, 45 mils reinforced, mechanically fastened	SF	
45	Single-ply roof, EDPM, 60 mils fully adhered	SF	
46	Built-up roof, base sheet with 3 ply trilaminate ply, cold process adhesive (25 year roof)	SF	
47	Built-up roof, surface with premium asphalt, and gravel.	SF	
48	Built-up roof, surface with Fire Retardant Aluminum coating or paint, single coat	SF	
49	Modified Bitumen roof, base sheet, cap sheet, cold Modified Bitumen Adhesive	SF	
50	Built-up roof, 3 ply fiberglass felts, Type IV asphalt	SF	
51	Single ply Roof, 45 mils fully adhered with bonding adhesive	SF	
52	Single ply roof, TPA Fleece Back, 45 mils fully adhered with hot asphalt	SF	
53	Single ply roof, 45 mils mechanically attached	SF	
54	Base sheet mechanically attached with 3 ply fiberglass felts, Type 1 - Coal Tar Pitch	SF	
55	Base sheet mechanically attached with 3 ply Organic felts, Type 1 - Coal Tar Pitch	SF	
56	Built-up roof, 4 ply Fiberglass felts, Type 1 Coal Tar Pitch	SF	
57	Build-up roof, 4 ply Organic felts, Type 1 Coal Tar Pitch	SF	
58	Built-up roof, surface with hot Coal Tar Pitch and gravel	SF	
59	Single ply repairs using 2 coat polyurethane, elastomeric coating system	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
60	Single ply repairs at laps or defects using 2 coats elastomeric coating system with reinforcement	SF	
61	Single ply roof, TPA fleece back, 60 mils fully adhered with hot asphalt	SF	
62	Single ply roof 60 mils fully adhered with bonding adhesive	SF	
63	Built-up roof, 1 ply Trilaminare, 1 ply Modified Bitumen Sheet, fire rated	SF	
	<b>Masonry</b>		
1	Brick, remove and reset, 1 to 50 sq ft	SF	
2	Brick, remove and reset, over 50 sq ft	SF	
3	Block, remove and reset	SF	
4	Coping stones, remove and reset	Each	
5	Brick, block or coping removal	Each	
6a	Brick, block and brick exterior wall maintenance, repair and application of protective coatings.		
6b	Selective Demolition of Concrete Block Masonry Units (CMU) with perimeter saw cutting- swingstage 4", 6" and 8" block (high-rise)	Each	
6c	Selective Demolition of Brick Masonry Units with perimeter saw cutting - swingstage one, two, and three wythe (high-rise)	SF	
6d	Selective Demolition of Brick Masonry Units with perimeter saw cutting - scaffolding one, two and three wythe (low-rise)	SF	
7	Selective Demolition of Mortar Joint with Perimeter Sawcutting – Swingstage (high-rise)		
7a	Removal of existing mortar ( 1/2" wide by 3/4" depth)	SF	
7b	Removal of existing mortar (3/4" wide by 3/4" depth)	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
7c	Removal of existing mortar (½” wide by 1½” depth)	SF	
7d	Removal of existing mortar (¾” wide by 1½” depth)	SF	
8	Selective Demolition of Mortar Joint with Perimeter Sawcutting – Scaffolding (low-rise)		
8a	Removal of existing mortar ( ½” wide by ¾” depth)	SF	
8b	Removal of existing mortar (¾” wide by ¾” depth)	SF	
8c	Removal of existing mortar (½” wide by 1½” depth)	SF	
8d	Removal of existing mortar (¾” wide by 1½” depth)	SF	
9	New Pointing Work – Swingstage (high- rise)		
9a	Furnish and install new mortar (½” wide by ¾” depth)	SF	
9b	Furnish and install new mortar (¾” wide by ¾” depth)	SF	
9c	Furnish and install new mortar (½” wide by 1 ½” depth)	SF	
9d	Furnish and install new mortar (¾” wide by 1 ½” depth)	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
10	New Pointing Work – Scaffolding (low- rise)		
10a	Furnish and install new mortar (1/2" wide by 3/4" depth)	SF	
10b	Furnish and install new mortar (3/4" wide by 3/4" depth)	SF	
10c	Furnish and install new mortar (1/2" wide by 1 1/2" depth)	SF	
10d	Furnish and install new mortar (3/4" wide by 1 1/2" depth)	SF	
11	Removal of Roof Parapets – Swingstage (high-rise)		
11a	Removal of 3 wythe brick parapet wall (24" high)	SF	
11b	Removal of 3 wythe brick parapet wall (42" high)	SF	
11c	Removal of 2 wythe brick parapet wall (24" high)	SF	
11d	Removal of 3 wythe brick parapet wall (42" high)	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
12	Removal of Roof Parapets – Scaffolding (low-rise)		
12a	Removal of 3 wythe brick parapet wall (24” high)	SF	
12b	Removal of 3 wythe brick parapet wall (42” high)	SF	
12c	Removal of 2 wythe brick parapet wall (24” high)	SF	
12d	Removal of 3 wythe brick parapet wall (42” high)	SF	
13	Reconstruction of Brick Masonry Roof Parapets – Swingstage (high-rise)		
13a	New brick masonry parapet w/stone coping and flashings (3 wythe - 24” high)	SF	
13b	New brick masonry parapet w/stone coping and flashings (3 wythe - 42” high)	SF	
13c	New brick masonry parapet w/stone coping and flashings (2 wythe - 24” high)	SF	
13d	New brick masonry parapet w/stone coping and flashings (2 wythe - 42” high)	SF	
14	Reconstruction of Brick Masonry Roof Parapets – Scaffolding (low-rise)		

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
14a	New brick masonry parapet w/stone coping and flashings (3 wythe - 24" high)	SF	
14b	b) New brick masonry parapet w/stone coping and flashings (3 wythe - 42" high)	SF	
14c	c) New brick masonry parapet w/stone coping and flashings (2 wythe - 24" high)	SF	
14d	d) New brick masonry parapet w/stone coping and flashings (2 wythe - 42" high)	SF	
15	New Throughwall Flashings – Swingstage (high-rise)		
15a	Removal of 4 courses 1 wythe brick wall w/Temporary Shoring	SF	
15b	Removal and replacement of steel lintel	SF	
15c	Furnish and install new flashings (Bituthane)	SF	
15d	Furnish and install new flashings (Lead coated copper)	SF	
15e	Parging and waterproofing of back-up wall	SF	
16	New Throughwall Flashings – Scaffolding (low-rise)		
16a	Removal of 4 courses 1 wythe brick wall w/Temporary Shoring	SF	
16b	Removal and replacement of steel lintel	SF	
16c	Furnish and install new flashings (Bituthane)	SF	
16d	Furnish and install new flashings (Lead coated copper)	SF	
16e	Parging and waterproofing of back-up wall	SF	
17	Brick Masonry/Stone Stabilization		



Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
17a	Drilling and installation of new friction pins with mortar cap	SF	
17b	Drilling and installation of new friction pins for lime stone with mortar cap	SF	
18	Limestone Removal and Replacement.		
18a	Removal of existing deteriorated architectural limestone	SF	
18b	Furnish and install new limestone replacement.	SF	
18c	Replacement of stone with lightweight polymer resin to match	SF	
18d	Minor patching of existing stone to match	SF	
19	Terra Cotta Removal and Replacement.		
19a	Removal of existing deteriorated architectural Terra Cotta	SF	
19b	Furnish and install new Terra Cotta replacement.	SF	
19c	Replacement of stone with lightweight polymer resin to match	SF	
19d	Minor patching of existing stone to match	SF	
20	Roof Coping Stones.		
20a	Removal of existing roof coping stones (16 inches)	SF	
20b	Removal and parging of existing substrate	SF	
20c	Furnish and install new lead coated copper flashings	SF	
20d	Drilling and epoxy grouting stainless steel pins	SF	
20e	Reinstallation of existing stones with cleaning	SF	
20f	Furnish and install new coping stones	SF	
20g	Furnish and install new sealants between coping stones.	SF	
20h	Cleaning and coating of existing stones.	SF	
21	CMU Backup Wall Repair and Waterproofing.		

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
21a	Replacement of Deteriorated CMU Back-up	SF	
21b	Parging of CMU back-up wall	SF	
21c	Waterproofing of back-up wall	SF	
22	Brick Masonry Piers		
22a	Isolated repair of existing masonry piers (removal and replacement)	SF	
22b	Reconstruction of isolated areas of pier	SF	
22c	Construction of new masonry piers.	SF	
23	Crack Repair		
23a	Drill and install new stainless steel pins.	Each	
23b	Grouting of open cracks	SF	
23c	Replacement of cracked bricks	SF	
24	Concrete Removal		
24a	Perimeter sawcutting	SF	
24b	Removal of existing concrete (2" depth).	SF	
24c	Removal of existing concrete (3.5" depth).	SF	
25	New Concrete and Coating		
25a	Placement of new high strength patching mortar (2" depth)	SF	
25b	Placement of new high strength patching mortar (3.5" depth).	SF	
25c	Cleaning and coating of concrete surface.	SF	
25d	Sidewalk Bridging.	SF	
25e	Temporary Roof Protection	SF	
26	<b>Metal Work</b>		
26a	Remove standard metal decking	SF	
26b	Install metal decking; 1-1/2" deep, 20 gauge, standard profile	SF	
27	Install steel plate, two sizes	SF	
27a	10 Gauge, standard application	SF	
27b	Extra heavy-duty 1/4th inch	SF	
28	Remove metal counterflashing	LF	
28a	Counterflashing, galvanized, 24 gauge, 6" width	LF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
28b	Counterflashing, copper, 16 oz., 6" width	LF	
29	Remove metal edge, gravel stop, eave strip, or coping	LF	
29a	Metal edge raised, galvanized steel fascia/eave drip; 6" face, hemmed, continuous cleat, 3" deck flange	LF	
29b	Gravel stop, galvanized steel, 24 gauge, 6" face	LF	
30	Remove metal gutter	LF	
30a	Gutter, galvanized steel, ASTM 526, with 12.5oz./square foot galvanized coating, 24 gauge, 5" box or ogee style, joints and end caps shall be soldered	LF	
30b	Gutter, aluminum, .050" thick 5" box or ogee, painted, Kynar finish	LF	
30c	Gutter, copper, 16 oz, half round, 5" wide	LF	
30d	Gutter, copper, 16 oz, half round, 6" wide	LF	
31	Remove metal downspouts	LF	
31a	Downspouts, aluminum, .024" thick, 3" x 4", painted, installed	LF	
31b	Downspouts, GI, 24 gauge 3" x 4" installed	LF	
31c	Downspouts, GI, 24 gauge, 4" round, installed	LF	
31d	Downspouts, copper, 16 oz., 6" round, installed	LF	
31e	Downspouts, strainer	Each	
31f	Metal flashing, apron flashing, 9" wide	LF	
31g	Metal flashing, step flashing	Each	
31h	Metal splash pan, 16 oz.	Each	
31i	Metal trim, aluminum, .032" thick, painted	SF	
31j	Metal storm collar	Each	
31k	Metal coping, galvanized steel, 24 gauge, standing seam	SF	

<b>Number</b>	<b>Description of Cost Factors</b>	<b>Unit of Measure</b>	<b>Offeror's Bid</b>
31L	Metal coping, galvanized steel, 24 gauge, with butt plate	SF	
31m	Resolder joints in sheet metal	LF	
31n	Metal edge, aluminum, 0.50 thick 6" face painted	SF	
31n	Metal edge, aluminum, free floating fascia system	SF	
31o	Parapet wall metal	SF	
31p	Metal edge, anodized finished aluminum, free floating fascia system 8 inches	SF	
31q	Metal edge, high performance fluorocarbon finished aluminum, free floating fascia system 8 inches	SF	
31r	Metal edge, anodized finished aluminum, free floating fascia system 6 inches	SF	
31s	Metal edge, high performance fluorocarbon finished aluminum, free floating fascia system 6 inches	SF	
32	New Aluminum Metal Cladding		
32a	Furnish and install new uninsulated aluminum wall cladding	SF	
32b	Furnish and install new insulated aluminum wall cladding	SF	
32c	Furnish and install new insulated aluminum wall cladding panels (Architecture	SF	
32d	Cladding of roof parapet walls with copings.	SF	
33	New Exterior Insulation and Finish System (EIFS)		
33a	New Exterior Insulation and Finish System (EIFS)	SF	
33b	New Exterior Insulation Finish System (EIFS) w/o insulation	SF	
33c	New Metal Copings.	SF	
34	Surface Preparation		
34a	Cleaning of existing steel and surface.	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
34b	Coating of existing reinforcement	SF	
34c	Exterior rated gypsum board sheathing and substrate	SF	
35	<b>Woodwork</b>		
35a	Demolition of plywood or standard 1" x 6" decking	SF	
35b	Demolition of standard 2" x 6" tongue and groove decking	SF	
35c	Plywood decking, CDX, 1/2" thick (or 15/32" optional)	SF	
35d	Plywood decking, CDX, 5/8" thick	SF	
35e	Plywood decking, CDX, 3/4" thick	SF	
35f	Standard 1" x 6" decking, tongue and groove	SF	
35g	Standard 2" x 6" tongue and groove decking	SF	
35h	Cants, wood fiber, trapezoidal, 1 1/2" x 5 5/8"	LF	
35i	Cants, SBX treated wood, 4" x 4" diagonal	LF	
35j	Nailer, SBX treated wood, 1" x 4"	LF	
35k	Nailer, SBX treated wood, 2" x 4"	LF	
36	Nailer, SBX treated wood		
36a	2" x 6"	LF	
36b	2" x 8" optional	LF	
36c	Curbing, SBX treated wood, 2" x 12"	LF	
37	Joist, fir		
37a	2" x 6"	LF	
37b	2" x 8" optional	LF	
38	Joist, fir		
38a	2" x 10"	LF	
38b	2" x 12" optional	LF	
39	<b>Standing Seam Metal Roof System (SSMRS) Price Each Specification Using Line Items</b>		

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid	
39a	Pre-Engineered SSMRS, products (20- year roof)	SF		
39b	Subpurlins	LF		
39c	Roof panel installation	SF		
39d	Field forming of panels	SF		
39e	Concealed anchor clips	Each		
39f	Vapor retarder installation	SF		
39g	Insulation installation	SF		
39h	Gutters (SSMRS only)	LF		
39i	Gutter liners	SF		
39j	Flashing	LF		
39k	Expansion joints	LF		
40	Finishing touches (no additional cost in contract)			
40a	Snow retention assemblies	LF		
40b	Self-adhering ice and water shield membrane for shingles, tiles, metal waterways, penetrations, valleys, ridges, edges, etc.	LF		
41	<b>Roof Specialties and Accessories</b>			
41a	Remove roof hatch	Each		
41b	Roof hatch, aluminum, 2'6" x 3'0"	Each		
41c	Roof hatch, aluminum, larger sizes	SF		
41d	Remove existing roof drain, except plumbing	Each		
41e	Install new roof 4" drain, except plumbing	Each		
41f	Install new roof 6" drain, except plumbing	Each		
41g	Reflash existing roof drain	Each		
41h	Plumbing stack, 4# lead flashing	Each		
41i	Scupper, sheet steel, 24 gauge ASTM A 526, match existing configuration	Each		
41j	Remove existing walkway, built-up roofs	SF		

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
41k	Walkway, built-up roofs, desert tan fiberglass	LF	
41L	Walkway, built up roofs, non skid	LF	
42	Walkway, single ply roof		
42a	30" wide roll goods, tape attached	LF	
42b	30" wide roll, hot asphalt attached	LF	
42c	30" wide roll, adhesive attached	LF	
42d	Roof ventilators	Each	
42e	Roof ladder, steel, bolted to concrete, up to 20 feet, without cage	LF	
42f	Roof ladder, steel, bolted to concrete, 20 feet and up, with cage; with intermediate landings as required by Code	LF	
42g	Roof ladder, security ladder guard	Each	
42h	Termination bar, aluminum, 1/4" x 1"	LF	
42i	Pitch pocket, 24 gauge, GI, 6" x 6", with storm collar hemmed to outside, soldered corners and seams	Each	
42j	Pitch pocket, 24 gauge, GI, 8" x 8", with storm collar, hemmed to outside, soldered corners and seams	Each	
43	Pitch pocket, resurface top only		
43a	8" x 8"	Each	
43b	12" x 12"	Each	
43c	Expansion joint, butyl or neoprene bellows, galvanized flange	LF	
43d	Expansion joint, CSPE reinforced	LF	
43e	Repair kit for dry repairs	Each	
43f	Repair kit for wet repairs	Each	
44	Skylights (price each size and lens combination)		
44a	Standard 3' x 5', 4' x 4', 4' x 8' with single clear lenses	SF	
44b	Standard 3' x 5', 4' x 4', 4' x 8' with clear double lenses	SF	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
44c	Skylight lense replacement only, clear	SF	
44d	Skylight lense replacement only, double clear	SF	
45	Security/fall bars for skylights		
45a	3' x 5'	Each	
45b	4' x 4'	Each	
45c	4' x 8'	Each	
45d	Special sizes	SF	
46	<b>Roof Services</b>		
46a	Asbestos core testing and patch of existing roof surface	Each	
46b	Core analysis, 14" x 14" and patch of existing roof surface	Each	
46c	Non destructive roof scan, up to 50,000 sq ft, full service each	Each	
46d	Additional foot over 50,000 sq ft	SF	
46e	Non destructive roof scan, up to 50,000 sq ft, limited service	Each	
46f	Additional foot over 50,000 sq ft	SF	
46g	Roof inspection services (visual inspection of roofing service/membrane, flashings, counterflashings, copings, parapets, trims, hatches, penetrations, curbs, roof-mounted equipment, etc. with a written report of findings and recommendations	Day	
46h	Field/shop drawings, up to 10,000 sq ft	SF	
46i	Field/shop drawings, 10,000-50,000 sq ft	SF	
46j	Field/shop drawings, over 50,000 sq ft	SF	
46k	Prime contractor's warranty, restoration, less than 10,000 sq ft, minimum charge	Per Project	
46L	Prime contractor's warranty, restoration, over 10,000 sq ft, minimum charge	Per Project	



Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
46m	Prime contractor's warranty, re-roof, total system, 15 year, less than 10,000 sq ft, minimum charge (Standard)	Per Project	
46n	Prime contractor's warranty, re-roof, total system, 15 year, less than 10,000 sq ft, minimum charge (includes 2, 5, 7, 10, 15 year inspections)	Per Project	
46o	Prime contractor's warranty, re-roof, total system, 15 year, more than 10,000 sq ft, minimum charge (Standard)	Per Project	
46p	Prime contractor's warranty, re-roof, total system, 15 year, more than 10,000 sq ft, minimum charge (includes 2, 5, 7, 10, 15 year inspections)	Per Project	
46q	Per diem rate per worker per 24 hour period of time	Per Day	
46r	Prime contractors per diem/costs for asbestos abatement planning	Day	
46s	Asbestos abatement activities, BUR removal and disposal of waste	SF	
46t	Project site is located 65 or more miles from the contractor's/subcontractor's yard/home location.	SF	
46u	Asbestos site monitoring	Day	
47	Annual or semi-annual roof housekeeping-per location		
47a	Cost once a year per location if less than 20,000 sq. ft.	SF	
47b	Cost per Sq.ft. per year per location if greater than 20,000 sq.ft.	SF	
47c	Cost semi-annual per location if less than 20,000 sq. ft	SF	
47d	Cost per Sq.ft. semi annual per location if greater than 20,000 sq.ft.	SF	
47e	Roof leak investigation	Day	
47f	Minor roof repair calls	Day	
47g	Difficult access or fall restriction; surcharge	Each	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
47h	Excessive hauling	Each	
47i	Work in secured areas or compounds; surcharge	Each	
48	Additional and occasional supplies, materials, equipment and services		
48a	Additional and occasional services Roofing supplies Discount off Retail Price List	% of Discount	
48b	Alternative Methods of Costing - percent of overhead/markup and profit added to cost	% of O/P	
48c	Discounts Offered Off Alternative Costing Methods (cost plus profit and overhead) Less Rate of Discount	% of discount	
48d	Multiplier/factor to be applied to the R.S. Means costs.	% to be applied	
49	Deducts and add-ons for in lieu products (Place behind Tab 6)		
50	Special Rental Equipment (Priced based on 9.11.2 above)		
51	Cold and bad weather storage identify extra cost if any	Day	
52	Hourly Services Rates		
53	Structural Analysis/engineering services	Per Hour	
54	Architect/design professional services	Per Hour	
55	Roofing Consultant	Per Hour	
56	Labor Rate for Roofer	Per Hour	
57	<b>General Cost Factors</b>		
57a	Mileage rate	Per Mile	
57b	Performance and payment bond - bonding rate (percent of project)	Percent	
57c	Bonding capacity - total amount of capacity available	Dollar Amount	

Number	Description of Cost Factors	Unit of Measure	Offeror's Bid
58	<b>Solar Panels System</b>		
58a	Pre & Post Installation Inspections (2x Included in System Pricing)	Ea.	
58b	Product (Solar Slip Sheets, Ballast, Mounts/Pads, Panels) Cost Per kWDC	kWDC	
58c	Construction & Installation	kWDC	
58d	Solar Financing	Per Project	
58e	Design and Layout of Solar System	kWDC	
58f	Maintenance and Monitoring (Annual Price)	kWDC	
	<b>**NOTE: Complete and submit line items for this section.</b>		
	<b>Value Add/Balance of Line</b>		
	Please see pages to follow with line items 1.00 - 24.07.18.		

Line Item		Unit	\$ per Unit
<b>1.00</b>	<b>Roof Management, Design Assistant and/or Professional Services</b>		
1.01	Full-time Quality Assurance monitoring	DAY	
1.02	Asbestos core testing and analysis (testing only, excludes labor for sampling and repair)	EA	
1.03	Analysis and evaluation (14" x 14" roof core) (Lab testing only, repairs charged at roof repair rates for appropriate system type)	EA	
1.04	Aerial Roof Survey - Roof Pictures & Drawings Including Geometries, Slope, Calculated Area and Perimeter Measurements	EA	
1.05	Aerial Wall Survey - Wall Pictures & Drawings Including Geometries, Calculated Area and Perimeter Measurements	EA	
1.06	Manufacturer Standing Seam Material Quantity Estimating	EA	
<b>1.07</b>	<b>Nuclear Moisture Survey, Non destructive roof scan</b>		
1.07.01	Non destructive roof scan, up to 20 000 SF	EA	
1.07.02	Non destructive roof scan, over 20,000 SF	SF	
<b>1.08</b>	<b>Infrared Moisture Scanning</b>		
1.08.01	Non destructive infrared roof scan, up to 20 000 SF	EA	
1.08.02	Non destructive infrared roof scan, over 20,000 SF	SF	
1.08.03	Aerial infrared roof scan at night	TRIP	
1.09	Infrared scanning equipment rental	DAY	
<b>1.10</b>	<b>Roof investigation (visual roof survey)</b>		
1.10.01	Roof Investigation (Roof by Roof), per hour	HOUR	
1.10.02	Visual Roof Survey (Roof by Roof) up to 20,000 SF	EA	
1.10.03	Visual Roof Survey (Roof by Roof) over 20,000 SF	SF	
1.10.04	Visual Roof Survey (Single Campus - All Roof Sections)	SF	
1.10.05	Visual Roof Survey (Multiple Campuses City-/County-wide - All Roof Sections)	SF	
1.10.06	Visual Roof Survey (Multiple Campuses State-wide - All Roof Sections)	SF	
1.10.07	Roof core cut (roof by roof)	EA	
1.10.08	Roof core cut per roof section (all roof sections on campus(s))	EA	
<b>1.11</b>	<b>Comprehensive reporting</b>		
1.11.01	Comprehensive report for visual survey (Roof by Roof)	EA	
1.11.02	Comprehensive report for visual survey(All Roof Sections on Campus(es))	EA	
1.11.03	Comprehensive report for each roof section(s) surveyed (Item 1.07) or scanned (Item 1.08)	EA	
1.11.04	Comprehensive report entered into on-line data base for dynamic reporting and tracking all roofing sections on Campus(s)	EA	
1.12	Manufacturer's Technical Representative Contractor Training Session at Job Start-Up	DAILY	
1.13	Wind Uplift Testing – Mobilize and provide wind uplift testing per Factory Mutual System Roof Design Manual FM 1-52	EA	
<b>1.14</b>	<b>Roof drawings to scale with all rooftop equipment and penetrations</b>		
1.14.01	Roof drawings (Roof by Roof)	EA	
1.14.02	Roof drawings (All Roof Sections on Campus(es))	EA	
1.15	Project Building Code Review	EA	
<b>1.16</b>	<b>Additional and Occasional Services</b>		
1.16.01	Project Architect for Design Professional Services	HOUR	
1.16.02	Principle Architect for Design Professional Services	HOUR	
1.16.03	Project Engineer for Engineering Reviews	HOUR	
1.16.04	Principle Architect for Engineering Reviews	HOUR	
1.16.06	Roof Consultant	HOUR	
1.16.07	Full-Time Job Site Superintendent	DAY	
1.16.08	CAD Draftsman	HOUR	
<b>1.17</b>	<b>Laboratory Analysis</b>		
1.17.01	Laboratory Fungal Analysis: Cultured Fungi Identification & Enumeration (Not including engineering time for sampling)	EA	
1.17.02	Laboratory Fungal Analysis: Total Fungi Spore Count (Not including engineering time for sampling)	EA	
1.17.03	Laboratory Mold Analysis: Viable Airborne Mold Analysis (Not including engineering time for sampling)	EA	
1.17.04	Laboratory Analysis: Viable Surface Swab or Bulk Substrate Analysis (Not including engineering time for sampling)	EA	

1.17.05	Laboratory Analysis: Non-Viable Surface Swab or Bulk Substrate Analysis (Not including engineering time for sampling)		EA
1.17.06	Destructive Roof Sample Analysis: Comprehensive laboratory testing of a core sample from an existing roof to include tensile/tear strength, scrim type, interply bitumen weight and roof composition; Repair the roof core area with similar materials.		EA
<b>1.18</b>	<b>Travel Expenses</b>		
1.18.01	Per Diem – Meals and Incidentals		DAY
1.18.02	Lodging		DAY
1.18.03	Mileage on Company / Personal Vehicle		MILE
1.18.04	Airfare (Economy)		JOB
1.18.05	Vehicle Rental		DAY
1.19	Seamer Rental Charges		DAY
1.20	Set-up Charges for Metal In-Shop Fabrication		EA
1.21	Set-up On-Site Roll Forming		EA
1.22	Roof Fastener Pull Tests (As Many as Required per Roof Section)		EA
1.23	Wind Uplift Design Calculations		EA
1.24	Roof Drainage Capacity Calculations		EA
1.25	Roof Edge Metal Calculations - ANSI/SPRI ES-1 Standards		EA
1.26	Dew Point Calculations		EA
1.27	Energy Payback Calculations		EA
1.28	Project Life-Cycle Cost Calculation		EA
1.29	Substantial Completion Walkthrough with Report and Punchlist		EA
1.30	Final Walkthrough with Report		EA
1.31	On-Site Quality Control Inspections with Report from Manufacturer's Rep - 3 Days per Week		WEEK
1.32	"As-Built" Drawings Upon Project Completion		EA
1.33	R.A. or P.E. Reviewed and Stamped Shop Drawings		EA
1.34	R.A. or P.E. Reviewed and Stamped Specifications		EA
1.35	Non-R.A./P.E. Reviewed Shop Drawings		EA
1.36	Project Design Assistance - Hourly Rate for Consultations with Architect of Record		EA
1.37	Project Design Assistance - Development of a recommended specification for a roofing or waterproofing project		EA
1.38	Roof Asset Management Report with recommended options for future course of actions and associated budgets for capital expense and maintenance planning.		EA
1.39	Five year capital expense and maintenance plan ( All roof section on for campus(es))		EA
<b>1.40</b>	<b>Additional Professional Services</b>		
1.40.01	Option 1: Professional Services (Third party architectural design, engineering or consulting services quote on corporate letterhead) Cost plus added to quote		%
1.40.02	Option 2: R.S. Means or Gordian Group Catalog (Used when professional services line item pricing is not available) Cost plus added to catalog pricing		%
<b>2.00</b>	<b>Tear-off &amp; Dispose of Debris</b>		
2.01	<b>SYSTEM TYPE</b> BUR W/ Insulation and Gravel Surfacing - Metal Deck		SF
2.02	<b>SYSTEM TYPE</b> BUR W/ Insulation and Gravel Surfacing - Wood / Tectum Deck		SF
2.03	<b>SYSTEM TYPE</b> BUR W/ Insulation and Gravel Surfacing - Lightweight / Gyp Deck		SF
2.04	<b>SYSTEM TYPE</b> BUR W/ Insulation and Gravel Surfacing - Concrete Deck		SF
2.05	<b>SYSTEM TYPE</b> BUR W/ Insulation and Mineral Surfacing - Metal Deck		SF
2.06	<b>SYSTEM TYPE</b> BUR W/ Insulation and Mineral Surfacing - Wood / Tectum Deck		SF
2.07	<b>SYSTEM TYPE</b> BUR W/ Insulation and Mineral Surfacing - Lightweight / Gyp Deck		SF
2.08	<b>SYSTEM TYPE</b> BUR W/ Insulation and Mineral Surfacing - Concrete Deck		SF

2.09	<b>SYSTEM TYPE</b> Single-Ply W/ Insulation - Metal Deck	SF
2.10	<b>SYSTEM TYPE</b> Single-Ply W/ Insulation - Wood / Tectum Deck	SF
2.11	<b>SYSTEM TYPE</b> Single-Ply W/ Insulation - Lightweight / Gyp Deck	SF
2.12	<b>SYSTEM TYPE</b> Single-Ply W/ Insulation - Concrete Deck	SF
2.13	<b>SYSTEM TYPE</b> Ballasted Single-Ply W/ Insulation - Metal Deck	SF
2.14	<b>SYSTEM TYPE</b> Ballasted Single-Ply W/ Insulation - Wood / Tectum Deck	SF
2.15	<b>SYSTEM TYPE</b> Ballasted Single-Ply W/ Insulation - Lightweight / Gyp Deck	SF
2.16	<b>SYSTEM TYPE</b> Ballasted Single-Ply W/ Insulation - Concrete Deck	SF
2.17	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Gravel Surfacing - Metal Deck	SF
2.18	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Gravel Surfacing - Wood / Tectum Deck	SF
2.19	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Gravel Surfacing - Lightweight / Gyp Deck	SF
2.20	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Gravel Surfacing - Concrete Deck	SF
2.21	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Mineral Surfacing - Metal Deck	SF
2.22	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Mineral Surfacing - Wood / Tectum Deck	SF
2.23	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Mineral Surfacing - Lightweight / Gyp Deck	SF
2.24	<b>SYSTEM TYPE</b> Coal Tar BUR W/ Insulation and Mineral Surfacing - Concrete Deck	SF
2.25	<b>SYSTEM TYPE</b> Metal Roofing System - Metal Deck	SF
2.26	<b>SYSTEM TYPE</b> Metal Roofing System - Wood / Tectum Deck	SF
2.27	<b>SYSTEM TYPE</b> Metal Roofing System - Lightweight / Gypsum Deck	SF
2.28	<b>SYSTEM TYPE</b> Metal Roofing System - Concrete Deck	SF
2.29	<b>SYSTEM TYPE</b> Dimensional/Architectural Shingle Roof - Wood Deck	SF
2.30	<b>SYSTEM TYPE</b> 3-Tab Shingle Roof - Wood Deck	SF
2.31	<b>SYSTEM TYPE</b> Clay Tile Shingle Roof - Wood Deck	SF
2.32	<b>SYSTEM TYPE</b> Concrete Tile Shingle Roof - Wood Deck	SF
2.33	<b>SYSTEM TYPE</b> Slate Tile Shingle Roof - Wood Deck	SF
2.34	<b>SYSTEM TYPE</b> Cedar / Wood Shake Shingle Roof - Wood Deck	SF
2.35	<b>SYSTEM TYPE</b> Add to save good Clay Tile Shingles for reuse	SF
2.36	<b>SYSTEM TYPE</b> Add to save good Concrete Tile Shingles for reuse	SF
2.37	<b>SYSTEM TYPE</b> Add to save good Slate Tile Shingles for reuse	SF

2.38	<b>SYSTEM TYPE</b> Add to save good Cedar / Wood Shake Shingles for reuse	SF	
2.39	<b>SYSTEM TYPE</b> Polyurethane Foam (PUF) Roof (Average of 2" thick) W/ Underlying Insulation and UV-Resistant Coating - Metal Deck	SF	
2.40	<b>SYSTEM TYPE</b> Polyurethane Foam (PUF) Roof (Average of 2" thick) W/ Underlying Insulation and UV-Resistant Coating - Wood / Tectum Deck	SF	
2.41	<b>SYSTEM TYPE</b> Polyurethane Foam (PUF) Roof (Average of 2" thick) W/ Underlying Insulation and UV-Resistant Coating - Lightweight / Gyp Deck	SF	
2.42	<b>SYSTEM TYPE</b> Polyurethane Foam (PUF) Roof (Average of 2" thick) W/ Underlying Insulation and UV-Resistant Coating - Concrete Deck	SF	
2.43	<b>SYSTEM TYPE</b> Add of Each Additional Average Depth 1" of Polyurethane Foam (PUF) Roofing	SF	
2.44	<b>SYSTEM TYPE</b> BUR w/ Gravel Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	
2.45	<b>SYSTEM TYPE</b> BUR w/ Mineral Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	
2.46	<b>SYSTEM TYPE</b> Single-Ply to the Existing Insulation (Insulation to be Re-Used)	SF	
2.47	<b>SYSTEM TYPE</b> Ballasted Single-Ply to the Existing Insulation (Insulation to be Re-Used)	SF	
2.48	<b>SYSTEM TYPE</b> Coal Tar BUR with Gravel Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	
2.49	<b>SYSTEM TYPE</b> Coal Tar BUR with Mineral Surfacing to the Existing Insulation (Insulation to be Re-Used)	SF	
2.99	<b>MULTIPLIER - TEAR-OFF &amp; DISPOSE OF DEBRIS</b> Each Additional Roof System	%	
3.00	<b>Removal &amp; Replacement of Roof Deck</b>		
3.01	<b>DECK TYPE</b> Spot Metal Deck Replacement (Multiple areas under 1 square)	SF	
3.02	<b>DECK TYPE</b> Spot Wood Deck Replacement (Multiple areas under 1 square)	SF	
3.03	<b>DECK TYPE</b> Spot Gypsum Deck Replacement (Multiple areas under 1 square)	SF	
3.04	<b>DECK TYPE</b> Spot Concrete Deck Replacement (Multiple areas under 1 square)	SF	
3.05	<b>DECK TYPE</b> Spot Lightweight Deck Replacement (Multiple areas under 1 square)	SF	
3.06	<b>DECK TYPE</b> Spot Tectum Deck Replacement (Multiple areas under 1 square)	SF	
3.07	<b>DECK TYPE</b> Large Areas of Metal Deck Replacement (Replacement areas averaging greater than 1 square)	SF	
3.08	<b>DECK TYPE</b> Large Areas of Wood Deck Replacement (Replacement areas averaging greater than 1 square)	SF	
3.09	<b>DECK TYPE</b> Large Areas of Gypsum Deck Replacement (Replacement areas averaging greater than 1 square)	SF	
3.10	<b>DECK TYPE</b> Large Areas of Concrete Deck Replacement (Replacement areas averaging greater than 1 square)	SF	
3.11	<b>DECK TYPE</b> Large Areas of Lightweight Deck Replacement (Replacement areas averaging greater than 1 square)	SF	
3.12	<b>DECK TYPE</b> Large Areas of Tectum Deck Replacement (Replacement areas averaging greater than 1 square)	SF	
4.00	<b>Insulation Recovery Board &amp; Insulations Options</b>		
4.01	<b>RECOVERY BOARD TYPE</b> 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF	

4.02	<b>RECOVERY BOARD TYPE</b> 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Adhered with Insulation Adhesive	SF
4.03	<b>RECOVERY BOARD TYPE</b> 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Metal Deck	SF
4.04	<b>RECOVERY BOARD TYPE</b> 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Wood / Tectum Deck	SF
4.05	<b>RECOVERY BOARD TYPE</b> 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Lightweight / Gypsum Deck	SF
4.06	<b>RECOVERY BOARD TYPE</b> 1/2" Wood Fiber or Perlite Board Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Concrete Deck	SF
4.07	<b>RECOVERY BOARD TYPE</b> 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF
4.08	<b>RECOVERY BOARD TYPE</b> 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Adhered with Insulation Adhesive	SF
4.09	<b>RECOVERY BOARD TYPE</b> 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Metal Deck	SF
4.10	<b>RECOVERY BOARD TYPE</b> 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Wood / Tectum Deck	SF
4.11	<b>RECOVERY BOARD TYPE</b> 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Lightweight / Gypsum Deck	SF
4.12	<b>RECOVERY BOARD TYPE</b> 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) Installed Over an Existing Roof Mechanically Fastened to Roof Deck - Concrete Deck	SF
4.13	<b>ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF)</b> Install 1.0" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF
4.14	<b>ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF)</b> Install 1.5" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF
4.15	<b>ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF)</b> Install 2.0" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF
4.16	<b>ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF)</b> Install 2.5" of Polyisocyanurate Insulation Over an Existing Roof. All Wet Insulation Must be Replaced Prior to Installation of New Course of Insulation	SF
4.17	<b>ADDITIONAL INSULATION OPTION (OVER AN EXISTING ROOF)</b> Add for Cutting New Insulation to Match the Profile of an Existing Metal Roof.	SF
4.18	<b>INSULATION SUBSTITUTION OPTION</b> Deduct for Providing an R-Value of greater than or equal to 10, but less than 15; instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF
4.19	<b>INSULATION SUBSTITUTION OPTION</b> Deduct for Providing an R-Value of greater than or equal to 15, but less than 18; instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF
4.20	<b>INSULATION SUBSTITUTION OPTION:</b> Deduct for Providing an R-Value of greater than or equal to 18, but less than 20 instead of the Standard R-Value of 20 (Should be Negatively Priced) - All Applications Other Than Metal Roof Systems	SF
4.21	<b>INSULATION SUBSTITUTION OPTION:</b> Add for Providing an R-Value of 25 Instead of the Standard R-Value of 20 - All Applications Other Than Metal Roof Systems	SF



4.22	<b>INSULATION SUBSTITUTION OPTION:</b> Add for Providing an R-Value of 30 Instead of the Standard R-Value of 20 - All Applications Other Than Metal Roof Systems	SF
4.23	<b>INSULATION SUBSTITUTION OPTION</b> Substitute 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Place of the Wood Fiber or Perlite - Adhered in Hot ASTM D 312 Type III or IV Asphalt; Mopped	SF
4.24	<b>INSULATION SUBSTITUTION OPTION</b> Substitute 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Place of the Wood Fiber or Perlite - Adhered with Insulation Adhesive	SF
4.25	<b>INSULATION SLOPE OPTION</b> Provide a 1/4" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value Including Tapered Crickets; Adhered in ASTM D 312 Type III or IV Hot Asphalt; Mopped	SF
4.26	<b>INSULATION SLOPE OPTION</b> Provide a 1/8" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value; Adhered in ASTM D 312 Type III or IV Hot Asphalt; Mopped	SF
4.27	<b>INSULATION SLOPE OPTION</b> Provide a 1/4" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value Including Tapered Crickets; Adhered with Insulation Adhesive	SF
4.28	<b>INSULATION SLOPE OPTION</b> Provide a 1/8" Tapered Polyisocyanurate Insulation System while Maintaining the Average R-Value; Adhered with Insulation Adhesive	SF
4.29	<b>INSULATION SUBSTITUTION OPTION</b> Provide a 1/4" Tapered Insulating Lightweight Concrete System while Maintaining Average R-Value	SF
4.30	<b>INSULATION SUBSTITUTION OPTION</b> Provide a 1/8" Tapered Insulating Lightweight Concrete System while Maintaining Average R-Value	SF
4.31	<b>INSULATION ATTACHMENT OPTION:</b> Provide Attachment Pattern in Compliance with FM 1-60 Wind Uplift Instead of FM 1-90	SF
4.32	<b>INSULATION ATTACHMENT OPTION:</b> Provide Attachment Pattern in Compliance with FM 1-120 Wind Uplift Instead of FM 1-90	SF
5.00	<b>Coat New Roofing With Elastomeric Coating</b>	
5.01	<b>ROOF SYSTEM TYPE</b> Apply an Acrylic Coating per Specifications (1.5 Gallons per Square per Coat - 2 Coats Required) - Mineral-Surfaced Modified Roof	SF
5.02	<b>ROOF SYSTEM TYPE</b> Apply an Acrylic Coating per Specifications (1.0 Gallon per Square per Coat - 2 Coats Required) - Smooth-Surfaced Modified Roof	SF
5.03	<b>ROOF SYSTEM TYPE</b> Apply a bright white, water-based, acrylic-urethane hybrid roof coating per Specifications (1.5 Gallons per Square per Coat - 2 Coats Required) - Mineral-Surfaced Modified Roof	SF
5.04	<b>ROOF SYSTEM TYPE</b> Apply a bright white, water-based, acrylic-urethane hybrid roof coating per Specifications (1.0 Gallon per Square per Coat - 2 Coats Required) - Smooth-Surfaced Modified Roof	SF
5.05	<b>ROOF SYSTEM TYPE</b> Apply an Acrylic base coat and a PVDF top coat per Specifications (1.5 Gallons per Square Base Coat - 1/2 Gallon per Square Top Coat) - Mineral-Surfaced Modified Roof	SF
5.06	<b>ROOF SYSTEM TYPE</b> Apply an Acrylic base coat and a PVDF top coat per Specifications (1 Gallon per Square Base Coat - 1/2 Gallon per Square Top Coat) -Smooth-Surfaced Modified Roof	SF
5.07	<b>ROOF SYSTEM TYPE</b> Apply an Urethane Coating per Specifications (1 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified; With Reinforced Seams (Base Coat Seam with 1.5 Gallons per Square & Reinforcement)	SF
5.08	<b>ROOF SYSTEM TYPE</b> Apply a single-component, aliphatic, polyurea liquid adhesive per Specifications (Apply 1.0 gallon per Square on Seams & wait 24 Hours / Apply base coat at 1.0 gallon per Square / broadcast mineral at 35 lbs. per Square or white gravel at 200 lbs. per Square / wait 24 hours and apply top coat at 1.0 gallon per Square - Mineral-Surfaced Modified	SF

5.09	<b>ROOF SYSTEM TYPE</b> Apply a single-component, aliphatic, polyurea liquid adhesive per Specifications (apply base coat at 1.0 gallon per Square / broadcast mineral at 35 lbs. per Square or white gravel at 200 lbs. per Square / wait 24 hours and apply top coat at 1.0 gallon per Square - Smooth-Surfaced Modified		SF	
5.10	<b>ROOF SYSTEM TYPE</b> Apply an Aluminum Coating per Specifications (3/4 Gallon per Square per Coat - 2 Coats Required) - Smooth or Mineral Surfaced Modified		SF	
5.11	<b>ROOF SYSTEM TYPE</b> Apply a Fibered Aluminum Coating per Specifications (2 Gallons per Square per Coat - 1 Coat Required) - Smooth or Mineral Surfaced Modified		SF	
6.00	<b>Roof Deck and Insulation Option</b>			
6.01	<b>METAL ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT</b>			
6.01.01		<b>INSULATION OPTION:</b> Mechanically Fasten Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 In Compliance with FM 1-90 Requirements	SF	
6.02	<b>WOOD ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT</b>			
6.02.01		<b>INSULATION OPTION:</b> Mechanically Fasten Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20	SF	
6.02.02		<b>INSULATION OPTION:</b> Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF	
6.03	<b>TECTUM ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT</b>			
6.03.01		<b>INSULATION OPTION:</b> Mechanically Attach Base Sheet Utilizing FM 1-90 Attachment Patterns & Hot Mop Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20	SF	
6.03.02		<b>INSULATION OPTION:</b> Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF	
6.04	<b>LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT</b>			
6.04.01		<b>INSULATION OPTION:</b> Must Mechanically Attach a Base Sheet; Hot Mop Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	
6.04.02		<b>INSULATION OPTION:</b> Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Prior to Installation Installed with FM 1-90 Attachment Patterns	SF	
6.05	<b>CONCRETE ROOF DECK - HOT APPLICATION - ASTM D 312 TYPE III OR IV ASPHALT</b>			
6.05.01		<b>INSULATION OPTION:</b> Prime Roof Deck; Hot Mop Polyisocyanurate / Hot Mop Wood Fiber or Perlite to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	
6.05.02		<b>INSULATION OPTION:</b> Without Insulation - Prime Roof Deck; Must at Least 1/2" Wood Fiber or Perlite Hot Mopped to Deck In Compliance FM 1-90 Requirements	SF	
6.06	<b>METAL ROOF DECK - COLD PROCESS APPLICATION</b>			
6.06.01		<b>INSULATION OPTION:</b> Mechanically Fasten Polyisocyanurate / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF	
6.07	<b>WOOD ROOF DECK - COLD PROCESS APPLICATION</b>			
6.07.01		<b>INSULATION OPTION:</b> Mechanically Fasten Polyisocyanurate / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20	SF	

6.07.02		Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF
6.08	<b>TECTUM ROOF DECK - COLD PROCESS APPLICATION</b>		
6.08.01		Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20	SF
6.08.02		Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF
6.09	<b>LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK - COLD PROCESS APPLICATION</b>		
6.09.01		Must Mechanically Attach a Base Sheet; Adhere Polyisocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF
6.09.02		Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Installed with FM 1-90 Attachment Patterns	SF
6.10	<b>CONCRETE ROOF DECK - COLD PROCESS APPLICATION</b>		
6.10.01		Adhere Polyisocyanurate in Insulation Adhesive / Adhere High Density Asphalt Coated Wood Fiber with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF
6.10.02		Without Insulation - Must at Least 1/2" High Density Asphalt Coated Wood Fiber Adhered with Insulation Adhesive to Deck In Compliance FM 1-90 Requirements	SF
6.11	<b>METAL ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION</b>		
6.11.01		Mechanically Fasten Polyisocyanurate / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF
6.12	<b>WOOD ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION</b>		
6.12.01		Mechanically Fasten Polyisocyanurate / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF
6.12.02		Without Insulation - Must Mechanically Attach 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal)	SF
6.13	<b>TECTUM ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION</b>		

6.13.01	<b>INSULATION OPTION:</b>	Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF
6.13.02	<b>INSULATION OPTION:</b>	Without Insulation - Must Mechanically Attach 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal)	SF
6.14	<b>LIGHTWEIGHT CONCRETE / GYPSUM ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION</b>		
6.14.01	<b>INSULATION OPTION:</b>	Must Mechanically Attach a Base Sheet; Adhere Polyisocyanurate in Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF
6.14.02	<b>INSULATION OPTION:</b>	Without Insulation - Must at Least Mechanically Fasten a Base Sheet to the Roof Deck Prior to Installation Installed with FM 1-90 Attachment Patterns	SF
6.15	<b>CONCRETE ROOF DECK - TORCH APPLIED / SELF-ADHERING APPLICATION</b>		
6.15.01	<b>INSULATION OPTION:</b>	Adhere Polyisocyanurate in Insulation Adhesive / Adhere Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20 In Compliance FM 1-90 Requirements	SF
6.15.02	<b>INSULATION OPTION:</b>	Without Insulation - Must Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive In Compliance FM 1-90 Requirements	SF
6.16	<b>INSTALL PRIOR TO ROOF SYSTEM INSULATION:</b>		
6.16.01	<b>VAPOR BARRIER OPTION:</b>	<b>HOT ASPHALT-APPLIED VAPOR BARRIER ON METAL DECK:</b> Mechanically-Fasten Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal), Apply 2 Plies of Glass Felt in Hot ASTM D 312 Type III OR IV Asphalt In Compliance with FM 1-90 Requirements	SF
6.16.02	<b>VAPOR BARRIER OPTION:</b>	<b>HOT ASPHALT-APPLIED VAPOR BARRIER ON WOOD, TECTUM, LIGHTWEIHT CONCRETE OR GYPSUM DECK:</b> Mechanically Fasten Glass Base Sheet, Apply 2 Plies of Glass Felt in Hot ASTM D 312 Type III OR IV Asphalt In Compliance with FM 1-90 Requirements	SF
6.16.03	<b>VAPOR BARRIER OPTION:</b>	<b>HOT ASPHALT-APPLIED VAPOR BARRIER ON CONCRETE DECK:</b> Prime Deck Prior to Applying 2 Plies of Glass Felt in Hot ASTM D 312 Type III OR IV Asphalt	SF

6.16.04	<b>VAPOR BARRIER OPTION:</b>	<b>COLD ASPHALT-APPLIED VAPOR BARRIER ON METAL DECK:</b> Mechanically-Fasten Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal); Apply 2 Plies of Glass Base in Cold Process Modified Asphalt In Compliance with FM 1-90 Requirements	<b>SF</b>
6.16.05	<b>VAPOR BARRIER OPTION:</b>	<b>COLD ASPHALT-APPLIED VAPOR BARRIER ON WOOD, TECTUM, LIGHTWEIHT CONCRETE OR GYPSUM DECK:</b> Mechanically Fasten Glass Base Sheet, Apply 2 Plies of Glass Base in Cold Process Modified Asphalt In Compliance with FM 1-90 Requirements	<b>SF</b>
6.16.06	<b>VAPOR BARRIER OPTION:</b>	<b>COLD ASPHALT-APPLIED VAPOR BARRIER ON CONCRETE DECK:</b> Prime Deck Prior to Applying 2 Plies of Glass Base in Cold Process Modified Asphalt	<b>SF</b>
6.16.07	<b>VAPOR BARRIER OPTION:</b>	<b>TORCH-APPLIED VAPOR BARRIER ON METAL DECK:</b> Mechanically-Fasten Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal); Heat Weld with Torch 1 Ply of SBS Modified Asphalt-Based, Fiberglass Reinforced Torch Base Sheet - Minimum of 80 lbf/in tensile Torch-Applied Base Sheet (ASTM D 5147) In Compliance with FM 1-90 Requirements	<b>SF</b>
6.16.08	<b>VAPOR BARRIER OPTION:</b>	<b>TORCH-APPLIED VAPOR BARRIER ON WOOD, TECTUM, LIGHTWEIHT CONCRETE OR GYPSUM DECK:</b> Mechanically Fasten Glass Base Sheet, Heat Weld with Torch 1 Ply of SBS Modified Asphalt-Based, Fiberglass Reinforced Torch Base Sheet - Minimum of 80 lbf/in tensile Torch-Applied Base Sheet (ASTM D 5147) In Compliance with FM 1-90 Requirements	<b>SF</b>
6.16.09	<b>VAPOR BARRIER OPTION:</b>	<b>TORCH-APPLIED VAPOR BARRIER ON CONCRETE DECK:</b> Prime Deck Prior to Heat Welding with Torch 1 Ply of SBS Modified Asphalt-Based, Fiberglass Reinforced Torch Base Sheet - Minimum of 80 lbf/in tensile Torch-Applied Base Sheet (ASTM D 5147)	<b>SF</b>
6.16.10	<b>VAPOR BARRIER OPTION:</b>	<b>HOT ASPHALT-APPLIED VAPOR BARRIER ON METAL DECK:</b> Mechanically-Fasten Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal), ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile in Hot ASTM D 312 Type III OR IV Asphalt In Compliance with FM 1-90 Requirements	<b>SF</b>

6.16.11	VAPOR BARRIER OPTION:	<b>HOT ASPHALT-APPLIED VAPOR BARRIER ON WOOD, TECTUM, LIGHTWEIHT CONCRETE OR GYPSUM DECK:</b> Mechanically Fasten Glass Base Sheet, ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile in Hot ASTM D 312 Type III OR IV Asphalt In Compliance with FM 1-90 Requirements	SF
6.16.12	VAPOR BARRIER OPTION:	<b>HOT ASPHALT-APPLIED VAPOR BARRIER ON CONCRETE DECK:</b> Prime Deck Prior to ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile in Hot ASTM D 312 Type III OR IV Asphalt	SF
6.16.13	VAPOR BARRIER OPTION:	<b>COLD ASPHALT-APPLIED VAPOR BARRIER ON METAL DECK:</b> Mechanically-Fasten Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal); ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile in Cold Process Modified Asphalt In Compliance with FM 1-90 Requirements	SF
6.16.14	VAPOR BARRIER OPTION:	<b>COLD ASPHALT-APPLIED VAPOR BARRIER ON WOOD, TECTUM, LIGHTWEIHT CONCRETE OR GYPSUM DECK:</b> Mechanically Fasten Glass Base Sheet, ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile in Cold Process Modified Asphalt In Compliance with FM 1-90 Requirements	SF
6.16.15	VAPOR BARRIER OPTION:	<b>COLD ASPHALT-APPLIED VAPOR BARRIER ON CONCRETE DECK:</b> Prime Deck Prior to ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile in Cold Process Modified Asphalt	SF
7.00	<b>BUILT-UP MODIFIED ROOF WITH FLOOD COAT AND AGGREGATE IN HOT ASTM D 312 TYPE III OR IV ASPHALT</b>		
7.01	<b>ROOF CONFIGURATION</b> 2 Plies of Glass Felt, Cap Sheet, Flood Coat and Aggregate All in Hot ASTM D 312 Type III OR IV Asphalt		
7.01.01	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	SF
7.01.02	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	SF
7.01.03	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	SF

7.01.04	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	<b>SF</b>
7.01.05	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	<b>SF</b>
7.02	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 7.00 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
7.03	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
7.04	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
7.05	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
7.06	<b>DEDUCT TO SQUARE FOOT COST - Hot Applied Modified BUR</b> Substitute Additional Glass Felt (Hot Applications) in Place of ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile (i.e. 3 Ply BUR)		<b>SF</b>
7.07	<b>ADD TO PER SQUARE FOOT COST - Hot Applied Modified BUR</b> Each Additional Glass Felt (Hot Applications) Inter-ply Installed		<b>SF</b>
8.00	<b>BUILT-UP MODIFIED ROOF WITH FLOOD COAT AND AGGREGATE IN COLD PROCESS ASPHALT</b>		
8.01	<b>ROOF CONFIGURATION</b> 2 Plies of Glass Base, Cap Sheet, Flood Coat and Aggregate All in Cold Process Modified Asphalt		
8.01.01	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	<b>SF</b>
8.01.02	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	<b>SF</b>
8.01.03	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	<b>SF</b>
8.01.04	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	<b>SF</b>
8.01.05	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	<b>SF</b>
8.02	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 8.00 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
8.03	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
8.04	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
8.05	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>

8.06	<b>DEDUCT TO SQUARE FOOT COST - Cold Applied Modified BUR</b> Substitute Additional Glass Base Sheet in Place of ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile (i.e. 3 Ply BUR)		SF
8.07	<b>ADD TO PER SQUARE FOOT COST - Cold Applied Modified BUR</b> Each Additional Glass Base (Cold Applications) Inter-ply Installed		SF
9.00	<b>BUILT-UP MODIFIED ROOF ADHERED IN HOT ASTM D 312 TYPE III OR IV ASPHALT - FLOOD COAT &amp; AGGREGATE IN MODIFIED COAL TAR PITCH</b>		
9.01	<b>ROOF CONFIGURATION</b> 2 ply of Glass Felt, Cap Sheet, Set in Hot Asphalt, Flood Coat in Modified Coal Tar Pitch and Aggregate		
9.01.01	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF
9.01.02	<b>ROOFING MEMBRANE &amp; COATING OPTION</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF
9.01.03	<b>ROOFING MEMBRANE &amp; COATING OPTION</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF
9.01.04	<b>ROOFING MEMBRANE &amp; COATING OPTION</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF
9.01.05	<b>ROOFING MEMBRANE &amp; COATING OPTION</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	SF
9.02	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 9.00 Must includes coverage for roof uplift pressures up to 90 MPH	SF
9.03	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	SF
9.04	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	SF
9.05	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	SF
9.06	<b>COATING OPTION:</b>	Add/Deduct for Installing Flood Coat in Cold Process Coal Tar Pitch	SF
10.00	<b>BUILT-UP MODIFIED ROOF WITH MINERAL CAP SHEET ADHERED IN HOT ASTM D 312 TYPE III OR IV ASPHALT</b>		
10.01	<b>ROOF CONFIGURATION</b> 2 ply of Glass Felt, Mineral Surfaced Cap Sheet, Set in Hot ASTM D 312 Type III or IV Asphalt		
10.01.01	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	SF



10.01.02	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	<b>SF</b>
10.01.03	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	<b>SF</b>
10.01.04	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	<b>SF</b>
10.01.05	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	<b>SF</b>
10.02	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 10.00 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
10.03	<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
10.04	<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
10.05	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
11.00	<b>BUILT-UP MODIFIED ROOF WITH MINERAL CAP SHEET ADHERED IN COLD PROCESS ASPHALT</b>		
11.01	<b>ROOF CONFIGURATION 2 ply Glass Base, Mineral Cap Sheet, Set in Cold Process Modified Asphalt</b>		
11.01.01	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	<b>SF</b>
11.01.02	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	<b>SF</b>
11.01.03	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	<b>SF</b>
11.01.04	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	<b>SF</b>
11.01.05	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	<b>SF</b>
11.02	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 11.00 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
11.03	<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
11.04	<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
11.05	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>

12.00	2-PLY ROOF SYSTEMS - COMBINATIONS OF A BASE PLY & A CAP SHEET (TOP PLY) <b>PLEASE NOTE: BASE PLY &amp; CAP SHEET COMBINATIONS MUST BE APPROVED BY THE MANUFACTURER</b>		
12.01	ROOF CONFIGURATION 1 Ply Modified Base Sheet Adhered in Hot ASTM D 312 Type III or IV Asphalt		
12.01.01	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile	SF
12.01.02	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lbf/in tensile	SF
12.01.03	BASE PLY OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile	SF
12.01.04	ADD/DEDUCT TO PER SQUARE FOOT COST - Hot Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (All Hot Applications) Installed. To be combined with line items above for a labor cost reduction to installed price of two plies of the same modified base sheet vs. the installation of a single base sheet (i.e. 12.01.02 + 12.01.02 + 12.01.04 = Two Plies Installed)		SF
12.02	ROOF CONFIGURATION 1 Ply Modified Base Sheet Adhered in Cold Process Modified Asphalt		
12.02.01	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - 70 lbf/in tensile	SF
12.02.02	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lbf/in tensile	SF
12.02.03	BASE PLY OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile	SF
12.02.04	ADD/DEDUCT TO PER SQUARE FOOT COST - Cold Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (All Cold Applications) Installed. To be combined with line items above for a labor cost reduction to installed price of two plies of the same modified base sheet vs. the installation of a single base sheet (i.e. 12.02.02 + 12.02.02 + 12.02.04 = Two Plies Installed)		SF
12.02.05	INTERPLY ADHESIVE OPTION:	Add/Deduct for Cold Applied Modified Multi-ply Systems Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive	SF
12.03	ROOF CONFIGURATION 1 Ply of Torch Base Sheet Installed with Torch Application		
12.03.01	BASE PLY OPTION:	SBS Modified Asphalt-Based, Fiberglass Reinforced Torch Base Sheet - Minimum of 80 lbf/in tensile Torch-Applied Base Sheet (ASTM D 5147)	SF
12.03.02	BASE PLY OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 210 lbf/in tensile	SF
12.03.03	ADD/DEDUCT TO PER SQUARE FOOT COST - Torch-Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (All Torch-Applied Applications) Installed. To be combined with line items above for a labor cost reduction to installed price of two plies of the same modified base sheet vs. the installation of a single base sheet (i.e. 12.03.02 + 12.03.02 + 12.03.03 = Two Plies Installed)		SF
12.04	ROOF CONFIGURATION 1 Ply of Self-Adhering Base Installed Using Self-Adhering Backing		
12.04.01	BASE PLY OPTION:	SBS Modified Asphalt-Based, Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Base Sheet - Minimum of 50 lbf/in tensile	SF
12.04.02	ADD/DEDUCT TO PER SQUARE FOOT COST - Torch-Applied Modified Multi-ply Systems Each Additional Modified Base Sheet (All Torch-Applied Applications) Installed. To be combined with line items above for a labor cost reduction to installed price of two plies of the same modified base sheet vs. the installation of a single base sheet (i.e. 12.04.01 + 12.04.01 + 12.04.02 = Two Plies Installed)		SF

12.05		ROOF CONFIGURATION 1 Ply Cap Sheet, Flood Coat and Aggregate Adhered in Hot ASTM D 312 Type III OR IV Asphalt		
12.05.01	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	SF	
12.05.02	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	SF	
12.05.03	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	SF	
12.05.04	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	SF	
12.05.05	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	SF	
12.05.06	WARRANTY CHARGE:	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.05 Must include coverage for roof uplift pressures up to 90 MPH	SF	
12.05.07	WARRANTY UPCHARGE:	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	SF	
12.05.08	WARRANTY UPCHARGE:	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	SF	
12.05.09	WARRANTY UPCHARGE:	Add to provide coverage for roof uplift pressures up to 120 MPH	SF	
12.06		ROOF CONFIGURATION 1 Ply Mineral Surfaced Cap Sheet Adhered in Hot ASTM D 312 Type III or IV Asphalt		
12.06.01	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	SF	
12.06.02	ROOFING MEMBRANE OPTION:	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	SF	
12.06.03	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	SF	
12.06.04	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	SF	
12.06.05	ROOFING MEMBRANE OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	SF	
12.06.06	WARRANTY CHARGE:	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.06 Must include coverage for roof uplift pressures up to 90 MPH	SF	

12.06.07	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.06.08	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.06.09	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
12.07	<b>ROOF CONFIGURATION</b> 1 Ply Cap Sheet, Set in Hot ASTM D 312 Type III or IV Asphalt, Flood Coat & Aggregate in Hot Modified Coal Tar Pitch		
12.07.01	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	<b>SF</b>
12.07.02	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	<b>SF</b>
12.07.03	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	<b>SF</b>
12.07.04	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	<b>SF</b>
12.07.05	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 600 lbf/in tensile, Flood Coat in Modified Hot Coal Tar Pitch With 2000% Elongation	<b>SF</b>
12.07.06	<b>COATING OPTION:</b>	Add/Deduct for Installing Flood Coat in Cold Process Coal Tar Pitch	<b>SF</b>
12.07.07	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.07 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.07.08	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.07.09	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.07.10	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
12.08	<b>ROOF CONFIGURATION</b> 1 Ply Cap Sheet, Flood Coat and Aggregate Adhered in Cold Process Modified Asphalt		
12.08.01	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	<b>SF</b>

12.08.02	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	<b>SF</b>
12.08.03	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	<b>SF</b>
12.08.04	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	<b>SF</b>
12.08.05	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	<b>SF</b>
12.08.06	<b>MEMBRANE ADHESIVE &amp; COATING OPTION:</b>	<b>Add/Deduct for Cold Applied Modified BUR</b> Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive	<b>SF</b>
12.08.07	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.08 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.08.08	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.08.09	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.08.10	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
<b>12.09</b>	<b>ROOF CONFIGURATION</b> <b>1 Ply Mineral Surfaced Cap Sheet Adhered in Cold Process Modified Asphalt</b>		
12.09.01	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	<b>SF</b>
12.09.02	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	<b>SF</b>
12.09.03	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	<b>SF</b>
12.09.04	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	<b>SF</b>
12.09.05	<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 600 lbf/in tensile	<b>SF</b>
12.09.06	<b>MEMBRANE ADHESIVE OPTION:</b>	<b>Add/Deduct for Cold Applied Modified BUR</b> Substitute Cold Process Adhesive with Alternative Solvent Free Adhesive	<b>SF</b>

12.09.07		<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.09 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.09.08		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.09.09		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.09.10		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
12.10	<b>ROOF CONFIGURATION</b> 1 Ply Cap Sheet, Set in Cold Process Asphalt, Flood Coat & Aggregate in Cold Applied Modified Coal Tar Pitch and Aggregate			
12.10.01		<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type I - Minimum of 70 lbf/in tensile	<b>SF</b>
12.10.02		<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 220 lbf/in tensile	<b>SF</b>
12.10.03		<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile	<b>SF</b>
12.10.04		<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 500 lbf/in tensile	<b>SF</b>
12.10.05		<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 600 lbf/in tensile	<b>SF</b>
12.10.06		<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.10 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.10.07		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.10.08		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.10.09		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
12.11	<b>ROOF CONFIGURATION</b> 1 Ply of Mineral Surfaced, Torch-Applied Cap Sheet Installed with Torch Application			
12.11.01		<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum 300 lbf/in tensile Torch-Applied Membrane	<b>SF</b>

12.11.02		<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.11 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.11.03		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.11.04		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.11.05		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
12.12	<b>ROOF CONFIGURATION</b> 1 Ply of Torch-Applied Cap Sheet Installed with Torch Application and Finished with a Flood Coat & Aggregate in Cold Process Modified Asphalt			
12.12.01		<b>ROOFING MEMBRANE OPTION:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 300 lbf/in tensile Torch-Applied Membrane	<b>SF</b>
12.12.02		<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.12 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.12.03		<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.12.04		<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.12.05		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
12.13	<b>ROOF CONFIGURATION</b> 1 Ply of Mineral Surfaced, Self-Adhering Cap Sheet Installed Using Self-Adhering Backing			
12.13.01		<b>ROOF CONFIGURATION OPTION:</b>	ASTM D 6161 (Polyester) OR 6162 (Fiberglass/Polyester) OR 6163 (Fiberglass) Self-Adhering Reinforced Modified Bituminous Sheet Material Type III - Minimum of 130 lbf/in tensile	<b>SF</b>
12.13.02		<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.13 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.13.03		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.13.04		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.13.05		<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
12.14	<b>ROOF CONFIGURATION</b> 1 Ply Fleece-Back Polymeric Cap Sheet (Top Ply) Adhered in Hot ASTM D 312 Type III OR IV Asphalt with Heat Welded Seams			
12.14.01		<b>POLYMERIC TOP PLY OPTION:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 50 Mil Thickness	<b>SF</b>
12.14.02		<b>POLYMERIC TOP PLY OPTION:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	<b>SF</b>

12.14.03	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.14 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.14.04	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.14.05	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.14.06	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
<b>12.15</b>	<b>ROOF CONFIGURATION</b> <b>1 Ply Fleece-Back Polymeric Cap Sheet (Top Ply) Adhered in Membrane Adhesive with Heat Weld Seams</b>		
12.15.01	<b>POLYMERIC TOP PLY OPTION:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 50 Mil Thickness	<b>SF</b>
12.15.02	<b>POLYMERIC TOP PLY OPTION:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	<b>SF</b>
12.15.03	<b>MEMBRANE ADHESIVE OPTION:</b>	<b>Add/Deduct for Cold Applied Fleece-Back Polymeric Cap Sheet (Top Ply)</b> Substitute Membrane Adhesive with Cold Applied Asphalt Adhesive	<b>SF</b>
12.15.04	<b>MEMBRANE ADHESIVE OPTION:</b>	<b>PER SQUARE FOOT COST - Cold Applied Fleece-Back Polymeric Cap Sheet (Top Ply)</b> Substitute Membrane Adhesive with Solvent-Free Asphalt Adhesive	<b>SF</b>
12.15.05	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.15 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
12.15.06	<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.15.08	<b>WARRANTY UPCHARGE:</b>	Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
12.15.09	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
<b>13.00</b>	<b>BUILT-UP COAL TAR ROOF WITH FLOOD COAT AND AGGREGATE IN MODIFIED HOT COAL TAR PITCH</b>		
<b>13.01</b>	<b>ROOF CONFIGURATION</b> <b>1 Ply of Glass Base, 3 Plies of Polyester Mat or 4 ply of Coal Tar Felts in Modified Hot Coal Tar Pitch (CTP), [Insulation &amp; Glass Base] Set in Hot ASTM D 312 Type III or IV Asphalt</b>		
13.01.01	<b>ROOF CONFIGURATION OPTION:</b>	4-Ply ASTM D 4990 Type I Coal Tar Saturated Felts in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	<b>SF</b>
13.01.02	<b>ROOF CONFIGURATION OPTION:</b>	3-Ply Continuous Filament Polyester Mat (5.0 oz./yd <sup>2</sup> ) in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	<b>SF</b>
13.02	<b>INTERPLY ADHESIVE &amp; FLOOD COAT OPTION:</b>	<b>PER SQUARE FOOT COST - SUBSTITUTE STANDARD COAL TAR PITCH</b> Add/Deduct for Using Standard Coal Tar Pitch Instead of Modified Coal Tar Pitch	<b>SF</b>



13.03		<b>PER SQUARE FOOT COST - SUBSTITUTE COLD PROCESS+ MODIFIED COAL TAR PITCH FOR FLOOD COAT</b> Add/Deduct for Using Cold Process Modified Coal Tar Pitch for Flood Coat Instead of Hot Modified Coal Tar Pitch+B222	<b>SF</b>
13.04		<b>WARRANTY CHARGE:</b> Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 13.00 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
13.05		<b>WARRANTY UPCHARGE:</b> Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
13.06		<b>WARRANTY UPCHARGE:</b> Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
13.07		<b>WARRANTY UPCHARGE:</b> Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
14.00	<b>METAL ROOFING SYSTEMS - LOW SLOPE &amp; STEEP SLOPE (2)</b>		
14.01	<b>INSULATION OPTIONS FOR ARCHITECTURAL STANDING SEAM ROOF INSTALLATION OVER SUBSTRATE</b>		
14.01.01		<b>INSULATION OPTION:</b> Architectural Application - No Insulation; 30 lbs. Felt Underlayment Over Deck	<b>SF</b>
14.01.02		<b>INSULATION OPTION:</b> Architectural Application - No Insulation - WOOD DECK: Class A Fire-Retardant Underlayment	<b>SF</b>
14.01.03		<b>INSULATION OPTION:</b> Architectural Application - Minimal Insulation - WOOD OR METAL DECK: Must Have 1/2" Treated Gypsum Board with Glass-Mat (e.g. DensDeck / Securock / Equal); & 40 mil Self- Adhering Underlayment	<b>SF</b>
14.01.04		<b>INSULATION OPTION:</b> Architectural Application - Mechanically Fasten Polyisocyanurate to Provide an Average R-Value of 20; with 40 mil Self-Adhering Underlayment	<b>SF</b>
14.01.05		<b>INSULATION OPTION:</b> Structural Application Over Open Framing; Over Retrofit Framing; Over an Existing Roof Using Steel Furring - No Insulation	<b>SF</b>
14.01.06		<b>INSULATION OPTION:</b> Structural Application Over Open Framing or Over Retrofit Framing - Fiberglass Batten Insulation with an R- Value of 30	<b>SF</b>
14.01.07		<b>INSULATION OPTION:</b> Structural Application Over Retrofit Framing - Loose Laid Fiberglass Blanket on Existing Deck with an R-Value of 30	<b>SF</b>
14.01.08		<b>INSULATION OPTION:</b> Structural Application Over an Existing Roof Using Steel Furring - Fiberglass Batten Insulation with an R- Value of 20	<b>SF</b>
14.01.09		<b>INSULATION OPTION:</b> Structural Application Over an Existing Roof Using Steel Furring - Mechanically Fastened Polyisocyanurate on Existing Roof with an R-Value of 20	<b>SF</b>

14.02		ROOF CONFIGURATION Architectural or Structural Standing Seam Roof System; Seam Height At or Above 2"		
14.02.01		<b>THICKNESS OPTION:</b>	Bare Aluminum Panel Price - 0.032" Aluminum, 18" - 19" Wide Panels	<b>SF</b>
14.02.02		<b>THICKNESS OPTION:</b>	Add for Bare Aluminum 0.040" Aluminum, 18" - 19" Wide Panels	<b>SF</b>
14.02.03		<b>PANEL WIDTH OPTION:</b>	Add for 12" - 13" Panel Width - Aluminum	<b>SF</b>
14.02.04		<b>PANEL WIDTH OPTION:</b>	Add for 16" - 17" Panel Width - Aluminum	<b>SF</b>
14.02.05		<b>PANEL WIDTH OPTION:</b>	Add for 24" - 25" Panel Width - Aluminum	<b>SF</b>
14.02.06		<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 18" - 19" Wide Panels	<b>SF</b>
14.02.07		<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 18" - 19" Wide Panels	<b>SF</b>
14.02.08		<b>PANEL WIDTH OPTION:</b>	Add for 12" - 13" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
14.02.09		<b>PANEL WIDTH OPTION:</b>	Add for 16" - 17" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
14.02.10		<b>PANEL WIDTH OPTION:</b>	Add for 24" - 25" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
14.02.11		<b>COLOR OPTION:</b>	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.02.12		<b>COLOR OPTION:</b>	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.02.13		<b>COLOR OPTION:</b>	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.02.14		<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 24 Ga, 18" - 19" Wide Panels	<b>SF</b>
14.02.15		<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 22 Ga, 18" - 19" Wide Panels	<b>SF</b>
14.02.16		<b>PANEL WIDTH OPTION:</b>	Add for 12" - 13" Panel Width - Stainless Steel	<b>SF</b>
14.02.17		<b>PANEL WIDTH OPTION:</b>	Add for 16" - 17" Panel Width - Stainless Steel	<b>SF</b>
14.02.18		<b>PANEL WIDTH OPTION:</b>	Add for 24" - 25" Panel Width - Stainless Steel	<b>SF</b>
14.02.19		<b>THICKNESS OPTION:</b>	Copper Panel Price - 16 oz, 18" - 19" Wide Panels	<b>SF</b>
14.02.20		<b>THICKNESS OPTION:</b>	Copper Panel Price - 20 Oz, 18" - 19" Wide Panels	<b>SF</b>
14.02.21		<b>PANEL WIDTH OPTION:</b>	Add for 12" - 13" Panel Width - Copper	<b>SF</b>
14.02.22		<b>PANEL WIDTH OPTION:</b>	Add for 16" - 17" Panel Width - Copper	<b>SF</b>
14.02.23		<b>PANEL WIDTH OPTION:</b>	Add for 24" - 25" Panel Width - Copper	<b>SF</b>
14.02.24		<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.032", 18" - 19" Wide Panels	<b>SF</b>

14.02.25	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.040", 18" - 19" Wide Panels	<b>SF</b>
14.02.26	<b>PANEL WIDTH OPTION:</b>	Add for 12" - 13" Panel Width - Zinc	<b>SF</b>
14.02.27	<b>PANEL WIDTH OPTION:</b>	Add for 16" - 17" Panel Width - Zinc	<b>SF</b>
14.02.28	<b>PANEL WIDTH OPTION:</b>	Add for 24" - 25" Panel Width - Zinc	<b>SF</b>
14.02.29	<b>PANEL INSTALLATION OPTION:</b>	Architectural Application - Installed Over a Deck At or Above 3:12 Slope	<b>SF</b>
14.02.30	<b>PANEL INSTALLATION OPTION:</b>	Architectural Application - Installed Over a Deck Below 3:12 Slope	<b>SF</b>
14.02.31	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Open Framing At or Above 3:12 Slope	<b>SF</b>
14.02.32	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Open Framing Below 3:12 Slope	<b>SF</b>
14.02.33	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - At or Above 3:12 Slope - Installed Over Retrofit Framing System	<b>SF</b>
14.02.34	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Retrofit Framing System Below 3:12 Slope	<b>SF</b>
14.02.35	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Existing Roof Using Steel Furring At or Above 3:12 Slope	<b>SF</b>
14.02.36	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Existing Roof Using Steel Furring Below 3:12 Slope	<b>SF</b>
14.02.37	<b>PANEL FABRICATION OPTION:</b>	On-Site Roll Forming - To achieve panel lengths in excess of shipping or transportation limitations	<b>SF</b>
14.02.38	<b>PANEL FABRICATION OPTION:</b>	Curving Panels - Curving panels to meet architectural requirements	<b>SF</b>
14.02.39	<b>PANEL FABRICATION OPTION:</b>	Tapering Panels - Tapering panels to meet architectural requirements	<b>SF</b>
14.02.40	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 13.00 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
14.02.41	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
14.02.42	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
14.02.43	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
<b>14.03</b>	<b>ROOF CONFIGURATION</b> Architectural or Structural Standing Seam Roof System; Seam Height At or Above 1" Below 2"; Aluminum Panels		
14.03.01	<b>THICKNESS OPTION:</b>	Bare Aluminum Panel Price - 0.032" Aluminum, 18" Wide Panels	<b>SF</b>
14.03.02	<b>THICKNESS OPTION:</b>	Add for Bare Aluminum 0.040" Aluminum, 18" Wide Panels	<b>SF</b>
14.03.03	<b>PANEL WIDTH OPTION:</b>	Add for 12" Panel Width - Aluminum	<b>SF</b>
14.03.04	<b>PANEL WIDTH OPTION:</b>	Add for 16" Panel Width - Aluminum	<b>SF</b>
14.03.05	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 18" Wide Panels	<b>SF</b>
14.03.06	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 18" Wide Panels	<b>SF</b>

14.03.07	<b>PANEL WIDTH OPTION:</b>	Add for 12" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
14.03.08	<b>PANEL WIDTH OPTION:</b>	Add for 16" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
14.03.09	<b>COLOR OPTION:</b>	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.03.10	<b>COLOR OPTION:</b>	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.03.11	<b>COLOR OPTION:</b>	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.03.12	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 24 Ga , 18" Wide Panels	<b>SF</b>
14.03.13	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 22 Ga, 18" Wide Panels	<b>SF</b>
14.03.14	<b>PANEL WIDTH OPTION:</b>	Add for 12" Panel Width - Stainless Steel	<b>SF</b>
14.03.15	<b>PANEL WIDTH OPTION:</b>	Add for 16" Panel Width - Stainless Steel	<b>SF</b>
14.03.16	<b>THICKNESS OPTION:</b>	Copper Panel Price - 16 oz,18" Wide Panels	<b>SF</b>
14.03.17	<b>THICKNESS OPTION:</b>	Copper Panel Price - 20 Oz, 18" Wide Panels	<b>SF</b>
14.03.18	<b>PANEL WIDTH OPTION:</b>	Add for 12" Panel Width - Copper	<b>SF</b>
14.03.19	<b>PANEL WIDTH OPTION:</b>	Add for 16" Panel Width - Copper	<b>SF</b>
14.03.20	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.032", 18" Wide Panels	<b>SF</b>
14.03.21	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.040", 18" Wide Panels	<b>SF</b>
14.03.22	<b>PANEL WIDTH OPTION:</b>	Add for 12" Panel Width - Zinc	<b>SF</b>
14.03.23	<b>PANEL WIDTH OPTION:</b>	Add for 16" Panel Width - Zinc	<b>SF</b>
14.03.24	<b>PANEL INSTALLATION OPTION:</b>	Architectural Application - Installed Over Substrate At or Above 3:12 Slope	<b>SF</b>
14.03.25	<b>PANEL INSTALLATION OPTION:</b>	Architectural Application - Installed Over Substrate Below 3:12 Slope	<b>SF</b>
14.03.26	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Open Framing At or Above 3/12 Slope	<b>SF</b>
14.03.27	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Retrofit Framing System At or Above 3:12 Slope	<b>SF</b>
14.03.28	<b>PANEL INSTALLATION OPTION:</b>	Structural Application - Installed Over Existing Roof Using Steel Furring At or Above 3:12 Slope	<b>SF</b>
14.03.30	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 14.03 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
14.03.31	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
14.03.32	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>

14.03.33	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
<b>14.04</b>	<b>ROOF CONFIGURATION</b> Architectural Standing Seam Roof System; Seam Height Below 1"		
14.04.01	<b>THICKNESS OPTION:</b>	Bare Aluminum Panel Price - 0.032" Aluminum, 14.5" Wide Panels	<b>SF</b>
14.04.02	<b>THICKNESS OPTION:</b>	Add for Bare Aluminum 0.040" Aluminum, 14.5" Wide Panels	<b>SF</b>
14.04.03	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 14.5" Wide Panels	<b>SF</b>
14.04.04	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 14.5" Wide Panels	<b>SF</b>
14.04.05	<b>COLOR OPTION:</b>	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.04.06	<b>COLOR OPTION:</b>	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.04.07	<b>COLOR OPTION:</b>	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
14.04.08	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 24 Ga, 14.5" Wide Panels	<b>SF</b>
14.04.09	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 22 Ga, 14.5" Wide Panels	<b>SF</b>
14.04.10	<b>THICKNESS OPTION:</b>	Copper Panel Price - 16 Oz., 14.5" Wide Panels	<b>SF</b>
14.04.11	<b>THICKNESS OPTION:</b>	Copper Panel Price - 20 Oz., 14.5" Wide Panels	<b>SF</b>
14.04.12	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.032" , 14.5" Wide Panels	<b>SF</b>
14.04.13	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.040", 14.5" Wide Panels	<b>SF</b>
14.04.14	<b>PANEL INSTALLATION OPTION:</b>	Architectural Application - Installed Over Substrate At or Above 3:12 Slope	<b>SF</b>
14.04.15	<b>PANEL INSTALLATION OPTION:</b>	Architectural Application - Installed Over Substrate Below 3:12 Slope	<b>SF</b>
14.04.16	<b>WARRANTY CHARGE:</b>	Cost to Provide 15 Year - Material Warranty Limited to the Dollar Amount of the Material Original Purchase as a Standard Warranty for All Applications in this Section 14.04 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
<b>14.05</b>	<b>ROOF CONFIGURATION</b> Flat Seam Metal Roof System - 8' Wide / 30 Gauge		
14.05.01	<b>INSULATION OPTION:</b>	3/4" of Expanded Polystyrene (Minimum 1.5 lbs./cft) - Includes Panel and Installation of Roof System	<b>SF</b>
14.05.02	<b>INSULATION OPTION:</b>	Mechanically Fastened Polyisocyanurate with an Average R-Value of 20 - Includes Panel and Installation of Roof System	<b>SF</b>
14.05.03	<b>UNDERLAYMENT OPTION:</b>	Add Install 40 mil self-adhesive membrane as an Underlayment	<b>SF</b>

14.05.04	<b>PANEL WIDTH OPTION:</b>	Add/Deduct for 6' Wide Option	SF
14.05.05	<b>PANEL WIDTH OPTION:</b>	Add/Deduct for 10' Wide Option	SF
14.05.06	<b>PANEL WIDTH OPTION:</b>	Add/Deduct for 12' Wide Option	SF
14.05.07	<b>WARRANTY CHARGES:</b>	Cost to Provide 15 Year - Material Warranty Limited to the Dollar Amount of the Material Original Purchase as a Standard Warranty for All Applications in this Section 14.05 Must includes coverage for roof uplift pressures up to 90 MPH	SF
<b>15.00</b>	<b>RESTORATIONS - RECOATING OF EXISTING ROOF SYSTEMS</b>		
15.01	<b>PREPARE METAL ROOF FOR RESTORATION BY WIRE BRUSHING ROOF SURFACE</b> Wire Brush Metal Roof Surface to Remove Loose Paint, Rust or Expose Bare Metal		SF
15.02	<b>PREPARE METAL ROOF FOR RESTORATION BY WIRE BRUSHING METAL ROOF SEAMS</b> Wire Brush Metal Roof Seams to Remove Loose Paint, Rust or Expose Bare Metal		LF
15.03	<b>PREPARE METAL ROOF FOR RESTORATION BY SANDBLASTING METAL ROOF</b> Sand-Blast Metal Roof Surface and Seams to Remove Loose Paint, Rust or Expose Bare Metal		SF
15.04	<b>RESATURATION OF ASPHALT ROOF SURFACE WITH ASPHALT COATING SYSTEM</b> Wet Vac Roof to Remove Aggregate, Apply Cold Applied Modified Asphalt Flood Coat & New Aggregate - Coating Applied at 6-8 Gallons per Sq. w/ New Gravel According to Manufacturer's Specifications (New Flashings also Required Separate Line Item)		SF
15.05	<b>RESATURATION OF ASPHALT OR COAL TAR PITCH BURs WITH COAL-TAR PITCH COATING SYSTEM</b> Wet Vac Roof to Remove Aggregate, Apply Cold Applied Modified Coal Tar Flood Coat & New Aggregate as Specified Applied at 6-8 Gallons per Sq. w/ New Gravel According to Manufacturer's Specifications (New Flashings also Required Refer to Flashing Line Item)		SF
15.06	<b>RESTORATION OF METAL ROOF SYSTEM WITH SYNTHETIC RUBBER COLD-APPLIED COATING</b> Prepare Metal Roof Surface by Scraping, Sanding, Wire Brush or Blasting (USE SEPRATE LINE ITEM FOR BLASTING OR WIRE BRUSHING); Clean with TSP or Simple Green; Use Portable Blowers to Clear Roof of Moisture; Apply seam sealer to seams (1 Gallon per 14 left) Base Coat / Top Coat with Synthetic Rubberized Restorative Coating (1.5 Gallons per Sq.) According to Manufacturer's Specifications		SF
15.07	<b>RESTORATION OF A METAL ROOF SYSTEM WITH SINGLE-COMPONENT URETHANE</b> Prepare Metal Roof Surface by Scraping, Sanding, Wire Brush or Blasting (USE SEPARATE LINE ITEM FOR BLASTING OR WIRE BRUSHING); Clean with TSP or Simple Green, Apply Primer with Rust Inhibiting and Chemical Corrosion Resistance at a Rate of 1/4 Gallon per Square; Wait at least 3 Hours for Primer to Dry; Strip in Seams, Around Penetrations and Fasteners with a Single-Component, Aliphatic Urethane at a Rate of 2 Gallons per Square / Reinforcement / 1 Gallon per Square (3 Gallons per Square on All Stripped in Areas) USE SEPARATE LINE ITEM; Wait 24-48 Hours; Apply Single-Component, Aliphatic Urethane as a Base Coat at a Rate of 1.5 Gallons per Square and Top Coat at a Rate of 1.0 Gallon per Square Over the Entire Roof According to Manufacturer's Specifications.		SF
15.08	<b>RESTORATION OF A METAL ROOF SYSTEM WITH TWO-COMPONENT, LOW-ODER URETHANE</b> Prepare Metal Roof Surface by Scraping, Sanding, Wire Brush or Blasting (USE SEPARATE LINE ITEM FOR BLASTING OR WIRE BRUSHING); Clean with TSP or Simple Green, Apply Primer with Rust Inhibiting and Chemical Corrosion Resistance at a Rate of 1/4 Gallon per Square; Wait at least 3 Hours for Primer to Dry; Strip in Seams, Around Penetrations and Fasteners with a Two-Component, Low-Oder Urethane at a Rate of 2 Gallons per Square / Reinforcement / 1 Gallon per Square (3 Gallons per Square on All Stripped-In Areas) USE SEPARATE LINE ITEM; Wait 24-48 Hours; Apply Two-Component, Low-Oder Urethane as a Base Coat at a Rate of 1.5 Gallons per Square and Top Coat at a Rate of 1.0 Gallon per Square Over the Entire Roof According to Manufacturer's Specifications.		SF
15.09	<b>COAT ROOF WITH HIGH PERFORMANCE FLUORPOLYMER PAINT SYSTEM FOR METAL ROOFS</b> Prepare Metal Roof Surface by Scraping, Sanding, Wire Brushing or Blasting (USE SEPARATE LINE ITEM FOR BLASTING & WIRE BRUSHING); Clean with TSP or Simple Green, Prime at a Rate of (Primer 1/4" Gallon per Square); Wait; Install Base Coat and Top Coat at a Rate of 1/4 Gallon per Sq. per Coat According to Manufacturer's Specifications		SF
15.10	<b>RESTORATION OF A SINGLE-PLY WITH SINGLE-COMPONENT URETHANE &amp; STRIPPED SEAMS</b> Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Strip in Seams by Applying a Single-Component, Aliphatic Urethane 2 Gallons per Square USE SEPARATE LINE ITEM, Wait 24-48 Hours, Apply Single-Component, Aliphatic Urethane as a Base Coat at a Rate of 1.5 Gallons per Square and Top Coat at a Rate of 1.0 Gallon per Square Over the Entire Roof According to Manufacturer's Specifications.		SF

15.11	<p><b>RESTORATION OF SMOOTH-SURFACED BURs/MODIFIED BURs ROOF SYSTEMS WITH SINGLE-COMPONENT URETHANE &amp; REINFORCED SEAMS</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Seams by Applying a Single-Component, Aliphatic Urethane 2 Gallons per Square / Reinforcement / 1 Gallon per Square (3 Gallons per Square on Seams) USE SEPARATE LINE ITEM, Wait 24-48 Hours, Apply Single-Component, Aliphatic Urethane as a Base Coat at a Rate of 2 Gallons per Square and a Top Coat of 1.5 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.12	<p><b>RESTORATION OF A SINGLE-PLY ROOF OR SMOOTH-SURFACE BUR/MODIFIED BUR SYSTEMS WITH FULLY-REINFORCED, SINGLE-COMPONENT URETHANE</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Entire Roof Surface by Applying a Single-Component, Aliphatic Urethane 2 Gallons per Square / Reinforcement / 1 Gallon per Square (3.0 Gallons per Square Total Prior to Top Coat), Wait 24-48 Hours, Apply Single-Component, Aliphatic Urethane as a Top Coat at a Rate of 2 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.13	<p><b>RESTORATION OF A MINERAL-SURFACED BURs/MODIFIED BURs ROOF SYSTEMS WITH SINGLE-COMPONENT URETHANE &amp; REINFORCED SEAMS</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Seams by Applying a Single-Component, Aliphatic Urethane 2 Gallons per Square / Reinforcement / 1 Gallon per Square (3 Gallons per Square on Seams) USE SEPARATE LINE ITEM, Wait 24-48 Hours, Apply Single-Component, Aliphatic Urethane as a Base Coat at a Rate of 2.0 Gallons per Square and Top Coat at a Rate of 2.0 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.14	<p><b>RESTORATION OF A MINERAL-SURFACE BUR/MODIFIED BUR SYSTEMS WITH FULLY-REINFORCED, SINGLE-COMPONENT URETHANE</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Entire Roof Surface by Applying a Single-Component, Aliphatic Urethane 2 Gallons per Square / Reinforcement / 1.5 Gallon per Square (3.5 Gallons per Square Total Prior to Top Coat), Wait 24-48 Hours, Apply Single-Component, Aliphatic Urethane as a Top Coat at a Rate of 2 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.15	<p><b>RESTORATION OF A SINGLE-PLY WITH TWO-COMPONENT, LOW-ODER URETHANE &amp; STRIPPED SEAMS</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Strip in Seams by Applying a Two-Component, Low-Oder Urethane 2 Gallons per Square USE SEPARATE LINE ITEM, Wait 24-48 Hours, Apply Two-Component, Low-Oder Urethane as a Base Coat at a Rate of 1.5 Gallons per Square and a Top Coat at a Rate of 1.0 Gallon per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.16	<p><b>RESTORATION OF SMOOTH-SURFACED BURs/MODIFIED BURs ROOF SYSTEMS WITH TWO-COMPONENT, LOW-ODER URETHANE &amp; REINFORCED SEAMS</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Seams by Applying a Two-Component, Low-Oder Urethane 2 Gallons per Square / Reinforcement / 1 Gallon per Square (3 Gallons per Square on Seams) USE SEPARATE LINE ITEM, Wait 24-48 Hours, Apply Two-Component, Low-Oder Urethane as a Base Coat at a Rate of 2 Gallons per Square and a Top Coat at a Rate of 1.5 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.17	<p><b>RESTORATION OF A SINGLE-PLY ROOF OR SMOOTH-SURFACE BUR/MODIFIED BUR SYSTEMS WITH FULLY-REINFORCED, TWO-COMPONENT, LOW-ODER URETHANE</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Entire Roof Surface by Applying a Two-Component, Low-Oder Urethane 2 Gallons per Square / Reinforcement / 1 Gallon per Square (3 Gallons per Square Total Prior to Top Coat), Wait 24-48 Hours, Apply Two-Component, Low-Oder Urethane as a Top Coat at a Rate of 2 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.18	<p><b>RESTORATION OF A MINERAL-SURFACED BURs/MODIFIED BURs ROOF SYSTEMS WITH TWO-COMPONENT, LOW-ODOR URETHANE &amp; REINFORCED SEAMS</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Seams by Applying a Two-Component, Low-Oder Urethane 2.0 Gallons per Square / Reinforcement / 1.0 Gallon per Square (3 Gallons per Square on Seams) USE SEPARATE LINE ITEM, Wait 24-48 Hours, Apply Two-Component, Low-Oder Urethane as a Base Coat at a Rate of 2.0 Gallons per Square and a Top Coat at a Rate of 2.0 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF
15.19	<p><b>RESTORATION OF A MINERAL-SURFACE BUR/MODIFIED BUR SYSTEMS WITH FULLY-REINFORCED, TWO-COMPONENT, LOW-ODER URETHANE</b></p> <p>Prepare Roof Surface by Cleaning with TSP or Simple Green, Use Portable Blowers to Clear the Roof Surface of Moisture; Reinforce Entire Roof Surface by Applying a Two-Component, Low-Oder Urethane 2 Gallons per Square / Reinforcement / 1.5 Gallon per Square (3.5 Gallons per Square Total Prior to Top Coat), Wait 24-48 Hours, Apply Two-Component, Low-Oder Urethane as a Top Coat at a Rate of 2 Gallons per Square Over the Entire Roof According to Manufacturer's Specifications.</p>	SF

15.20	<b>RESATURATION OF SMOOTH-SURFACED ASPHALT ROOF WITH FULLY REINFORCED FIBERED ASPHALT COATING SYSTEM</b> Infrared roof scan roof system and replace all wet insulation (USE SEPARATE LINE ITEMS); Prime the roof surface at rate of 1/2 - 3/4 Gallons per Square; Apply heavy-bodied, fiber reinforced asphalt roof coating and embed firm polyester reinforcement at a rate of 3.0 Gallons per Square / Polyester /3.5 Gallons per Square.	SF
15.21	<b>RESATURATION OF SMOOTH-SURFACED ASPHALT ROOF WITH FULLY REINFORCED FIBERED ASPHALT COATING SYSTEM</b> Infrared roof scan roof system and replace all wet insulation (USE SEPARATE LINE ITEMS); Prime the roof surface at rate of 1/2 - 3/4 Gallons per Square; Apply heavy-bodied, fiber reinforced asphalt roof coating and embed soft polyester reinforcement at a rate of 1.2 Gallons per Square / Polyester /1.4 Gallons per Square.	SF
15.22	<b>RESATURATION OF MINERAL-SURFACED ASPHALT ROOF WITH FULLY REINFORCED FIBERED ASPHALT COATING SYSTEM</b> Infrared roof scan roof system and replace all wet insulation (USE SEPARATE LINE ITEMS); Prime the roof surface at rate of 1/2 - 3/4 Gallons per Square; Apply heavy-bodied, fiber reinforced asphalt roof coating and embed firm polyester reinforcement at a rate of 3.5 Gallons per Square / Polyester / 3.5 Gallons per Square.	SF
15.23	<b>RESATURATION OF MINERAL-SURFACED ASPHALT ROOF WITH FULLY REINFORCED FIBERED ASPHALT COATING SYSTEM</b> Infrared Roof Scan Roof System And Replace All Wet Insulation (Use Separate Line Items); Prime The Roof Surface At Rate Of 1/2 - 3/4 Gallons Per Square; Apply Heavy-Bodied, Fiber Reinforced Asphalt Roof Coating And Embed Soft Polyester Reinforcement At A Rate Of 1.4 Gallons Per Square / Polyester /1.4 Gallons Per Square.	SF
15.24	<b>COAT EXISTING ROOF SURFACE WITH FIBRATED ALUMINUM ROOF COATING</b> Prepare Roof Surface by Sweeping Off All Dirt, Dust and Debris; If Existing Roof Surface is Weathered, Prime the Roof Surface at a Rate of 1 Gallon per Square; If Repairs to Any Cracks, Splits or Surface Irregularities Exist, Repair with a 3 Course Application of Mastic / Mesh / Mastic (USE SEPARATE LINE ITEM); Apply Fibrated Aluminum Roof Coating at a Rate of 2 Gallons per Square.	SF
15.25	<b>RESTORATION OF SMOOTH-SURFACED OR MINERAL-SURFACED ASPHALT-BASED ROOF WITH FULLY-REINFORCED GLASS FIBERED ASPHALT EMULSION</b> Prepare Roof Surface to be Clean & Free of Dust; Repair All Splits Tears of Blisters with a Three Course Application of Mastic / Mesh / Mastic (USE SEPARATE LINE ITEM); Prime the Roof Surface at a Rate of 1/2 Gallon per Square. Embed Polyester into the Asphalt Emulsion in a 2 Coat Application at a Rate of 3 Gallons per Square / Polyester / 3 Gallons per Square	SF
15.26	<b>RESTORATION OF SMOOTH-SURFACED OR MINERAL-SURFACED ASPHALT-BASED ROOF WITH GLASS FIBERED ASPHALT EMULSION</b> Prepare Roof Surface to be Clean & Free of Dust; Repair All Splits Tears of Blisters with a Three Course Application of Mastic / Mesh / Mastic (USE SEPARATE LINE ITEM); Prime the Roof Surface at a Rate of 1/2 Gallon per Square. Apply Asphalt Emulsion in a 2 Coat Application at a Rate of 2.5 Gallons per Square per Coat.	SF
15.27	<b>RESTORATION OF SINGLE-PLY, SMOOTH-SURFACED OR MINERAL-SURFACED ASPHALT-BASED ROOF WITH SILICONE COATING</b> Prepare Roof Surface to be Clean & Free of Dust; Apply Silicone Coating System in a Single Coat Application at a Rate of 2.5 Gallons per Square	SF
15.28	<b>RESTORATION OF GRAVEL-SURFACED ASPHALT-BASED ROOF WITH SILICONE COATING</b> Wet Vac or Spud Any Loose Gravel Off of Roof Surface & Dispose; Sweep Roof Surface to be Clean and Free of Dust; Apply Primer as a Bleed-Blocker at a Rate of 1/2 Gallon per Square; Apply Self-Leveling Silicone at a Rate of 6 Gallons per Square; Apply Silicone Coating System in a Single Coat Application at a Rate of 2.5 Gallons per Square.	SF
15.29	<b>ELASTOMERIC ASPHALT-BASED LIQUID APPLIED MEMBRANE SYSTEM FOR SMOOTH OR MINERAL SURFACED ROOFS</b> Clean and Prime then Install Base Coat / Top Coat as Specified with Reinforced Seams - Restoration Coating Fully Reinforced System w/ Reflective Top Coat (3 Gallons per Sq. of Restoration Coating - Reinforcement - Additional 3 Gallons per Sq. of Restoration Coating; Allow 30 Day Cure and Install Reflective Coating at 1 Gallon per Sq. (New Flashings also Required Refer to Flashing Line Item)	SF
15.30	<b>REINFORCING SEAMS WITH SINGLE-COMPONENT URETHANE</b> Reinforce Seams by Applying a Single-Component, Aliphatic Urethane 2 Gallons per Square / Reinforcement / 1 Gallons per Square (3 Gallons per Square on Seams)	LF
15.31	<b>REINFORCING SEAMS WITH TWO-COMPONENT, LOW-ODER URETHANE</b> Reinforce Seams by Applying a Two-Component, Low-Oder Urethane 2 Gallons per Square / Reinforcement / 1 Gallons per Square (3 Gallons per Square on Seams)	LF
15.32	<b>STRIPPING IN SEAMS WITH SINGLE-COMPONENT URETHANE</b> Strip in Seams by Applying a Single-Component, Aliphatic Urethane 2 Gallons per Square	LF
15.33	<b>STRIPPING IN SEAMS WITH TWO-COMPONENT, LOW-ODER URETHANE</b> Strip in Seams by Applying a Two-Component, Low Odor Urethane 2 Gallons per Square	LF
16.00	<b>INSTALLATION OF SHAKE, TILE, OR SHINGLE ROOF SYSTEMS</b>	



16.01	<b>INSTALL NEW THREE-TAB SHINGLE ROOF SYSTEM -</b> New Three-Tab Shingles with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys		SF
16.02	<b>REPLACING ARCHITECTURAL SHINGLE ROOF SYSTEM -</b> New Dimensional Shingle Roof System with Base Sheet as an Underlayment, Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys		SF
16.03	<b>INSTALL NEW DIMENSIONAL SHINGLE ROOF SYSTEM -</b> New Dimensional Shingle Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys		SF
16.04	<b>INSTALL NEW CEDAR SHAKE ROOF SYSTEM -</b> New Cedar Shake Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys		SF
16.05	<b>INSTALL NEW BARREL CLAY/CEMENT TILE ROOF SYSTEM -</b> New Barrel Clay/Cement Tile Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys		SF
16.06	<b>INSTALL SLATE TILE ROOF SYSTEM -</b> New Slate Tile Roof System with Base Sheet as an Underlayment; Install Self-Adhering Underlayment on All Eaves, Peaks & Valleys		SF
16.07	<b>ADD/DEDUCT TO INSTALL SELF-ADHERING UNDERLAYMENT OVER ENTIRE ROOF -</b> Install Self-Adhering Underlayment on Entire Roof Deck		SF
17.00	<b>FULLY ADHERED SINGLE-PLY ROOF SYSTEMS</b>		
17.01	<b>METAL DECK - SINGLE-PLY APPLICATION</b>		
17.01.01	<b>INSULATION OPTION:</b>	Mechanically Fasten Polyisocyanurate / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF
17.02	<b>WOOD/TECTUM DECK - SINGLE-PLY APPLICATION</b>		
17.02.01	<b>INSULATION OPTION:</b>	WOOD DECK: Mechanically Fasten Polyisocyanurate / Adhere Treated 1/2" Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) with Insulation Adhesive to Provide an Average R-Value of 20	SF
17.02.02	<b>INSULATION OPTION:</b>	TECTUM DECK: Mechanically Attach Base Sheet & Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF
17.02.03	<b>INSULATION OPTION:</b>	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF
17.03	<b>LIGHTWEIGHT CONCRETE/GYPSUM DECK - SINGLE-PLY APPLICATION</b>		
17.03.01	<b>INSULATION OPTION:</b>	Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	SF
17.03.02	<b>INSULATION OPTION:</b>	Without Insulation - Must Include Rosin & Mechanically Fasten Glass Base Sheet	SF
17.04	<b>CONCRETE DECK - SINGLE-PLY APPLICATION</b>		

17.04.01	<b>INSULATION OPTION:</b>	Adhere Polyisocyanurate in Insulation Adhesive / Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	<b>SF</b>
17.04.02	<b>INSULATION OPTION:</b>	Minimal Insulation - Must Adhere 1/2" Treated Gypsum Insulation Board with Glass-Mat (e.g. DensDeck / Securock / Equal) in Insulation Adhesive to Provide an Average R-Value of 20	<b>SF</b>
17.05	<b>ROOF CONFIGURATION: Fully Adhered Single-Ply Roof System Installed Over Prepared Surface or Insulation</b>		
17.05.01	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 45 Mil Thickness	<b>SF</b>
17.05.02	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 60 Mil Thickness	<b>SF</b>
17.05.03	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 90 Mil Thickness	<b>SF</b>
17.05.04	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 45 Mil Thickness	<b>SF</b>
17.05.05	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 60 Mil Thickness	<b>SF</b>
17.05.06	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness	<b>SF</b>
17.05.07	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 45 Mil Thickness	<b>SF</b>
17.05.08	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness	<b>SF</b>
17.05.09	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 90 Mil Thickness	<b>SF</b>
17.05.10	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 45 Mil Thickness	<b>SF</b>
17.05.11	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	<b>SF</b>
17.05.12	<b>SINGLE-PLY ROOF TYPE:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness	<b>SF</b>
17.05.13	<b>INSTALLATION OPTION:</b>	Add / Deduct for Mechanically Attaching Single-Ply Roof System Vs. Fully Adhering	<b>SF</b>
17.05.15	<b>WARRANTY CHARGES:</b>	Cost to Provide 15 Year - Material Warranty Limited to the Dollar Amount of the Material Original Purchase as a Standard Warranty for All Applications in this Section 17.05 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
17.05.16	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 15 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
17.05.17	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 20 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
17.05.18	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
18.00	<b>FLUID APPLIED WATERPROOFING MEMBRANE SYSTEMS WITH POLYURETHANE RESIN COATINGS</b>		
18.01	<b>POLYURETHANE COATINGS DIRECT TO PRIMED CONCRETE SUBSTRATE (INCLUDE PRIMER FOR CONCRETE SUBSTRATE)</b>		
18.01.01	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Two Coat System	<b>SF</b>
18.01.02	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Three Coat System	<b>SF</b>

18.01.03	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Three Coat Reinforced System	SF
18.01.04	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Four Coat Reinforced System	SF
18.01.05	<b>WARRANTY CHARGES:</b>	5 Year Waterproofing Material Warranty Limited to the Dollar Amount of the Material Original Purchase as a Standard Warranty for All Applications in this Section 18.01	SF
18.01.06	<b>WARRANTY CHARGES:</b>	10 Year Waterproofing Material Warranty Limited to the Dollar Amount of the Material Original Purchase as a Standard Warranty for All Applications in this Section 18.01	SF
<b>18.02</b>	<b>POLYURETHANE COATINGS DIRECT TO WOOD SUBSTRATE</b>		
18.02.01	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Two Coat System	SF
18.02.02	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Three Coat System	SF
18.02.03	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Three Coat Reinforced System	SF
18.02.04	<b>FLUID APPLIED MEMBRANE SYSTEM:</b>	Four Coat Reinforced System	SF
18.02.05	<b>WARRANTY CHARGES:</b>	5 Year Waterproofing Material Warranty Limited to the Dollar Amount of the Material Original Purchase as a Standard Warranty for All Applications in this Section 18.02	SF
18.02.06	<b>WARRANTY CHARGES:</b>	10 Year Waterproofing Material Warranty Limited to the Dollar Amount of the Material Original Purchase as a Standard Warranty for All Applications in this Section 18.02	SF
<b>18.03</b>	<b>FLUID APPLIED WATERPROOFING MEMBRANE SYSTEM BASE ON POLYURETHANE RESINS - CONCRETE SURFACE REPAIRS &amp; PREPARATION</b>		
18.03.01	<b>CONCRETE REPAIRS TO OVERHEAD SURFACES: 2"-4" DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF
18.03.02	<b>CONCRETE REPAIRS TO OVERHEAD SURFACES: FULL DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF
18.03.03	<b>CONCRETE REPAIRS TO VERTICAL SURFACES: 3"-5" DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF
18.03.04	<b>CONCRETE REPAIRS TO VERTICAL SURFACES - 5"-8" DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF
18.03.05	<b>CONCRETE REPAIRS TO VERTICAL SURFACES - FULL DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF
18.03.06	<b>CONCRETE REPAIRS TO HORIZONTAL SURFACES: 2"-4" DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation	SF
18.03.07	<b>CONCRETE REPAIRS TO HORIZONTAL SURFACES - 4"-6" DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF
18.03.08	<b>CONCRETE REPAIRS TO HORIZONTAL SURFACES - FULL DEPTH</b>	Removal and replacement of damaged concrete to exclude substrate repair / re-installation; includes reinforcement	SF
18.03.09	<b>GRINDING</b>	Grind an existing coating	SF
18.03.10	<b>HANDHELD GRINDING</b>	Grind an existing coating in areas that only can be done by hand	SF
18.03.11	<b>MILLING</b>	Mill an existing coating 1/8 inch to 1/4 inch	SF
18.03.12	<b>PRESSURE WASHING - HORIZONTAL</b>	Pressure washing horizontal surfaces with 2000 PSI or greater	SF
18.03.13	<b>PRESSURE WASHING - VERTICAL</b>	Pressure washing horizontal surfaces with 2000 PSI or greater	SF
18.03.14	<b>SAND BLASTING</b>	Sand blast an existing coating	SF
18.03.15	<b>SHOT BLASTING</b>	Shot blast an existing coating	SF

18.04	<b>FLUID APPLIED WATERPROOFING MEMBRANE SYSTEM BASE ON POLYURETHANE RESINS - ANCILARY REPAIRS &amp; SURFACE PREPARATION</b>		
18.04.01	<b>STRUCTURAL EXPANSION JOINT</b> Installation or replacement of an expansion joint that is necessary for structural integrity		LF
18.04.02	<b>CAULKING JOINTS</b> Installation of caulking in joints. See caulking chart		LF
18.04.03	<b>ROUTING AND REMOVAL OF EXISTING CAULK</b> Rout and remove of existing caulk out of expansion joints		LF
18.04.04	<b>EPOXY INJECTION FOR CRACK REPAIR</b> Route cracks, drill holes every 18" inches, and inject and seal with epoxy		LF
18.04.05	<b>TAPE WOOD DECK JOINTS - INSTALLATION OF TAPE ON DECK JOINTS</b>		LF
18.04.06	<b>WOOD SUBSTRATE REPLACEMENT - REMOVAL AND REPLACEMENT</b>		SF
18.05	<b>FLUID APPLIED WATERPROOFING MEMBRANE SYSTEM BASE ON POLYURETHANE RESINS - ADDITIONAL OPTIONS FOR APPLICATION &amp; SURFACING</b>		
18.05.01	<b>INSTALL REINFORCEMENT IN COATING SYSTEM</b> Installation of reinforcement adjustment of coverage rates to accommodate reinforcement		LF
18.05.02	<b>BROADCAST GRANULES TO PROVIDE SKID RESISTANCE</b> Broadcast aggregate or granules to provide skid resistance in top coat		LF
19.00	<b>WALL COATINGS FOR COATING WALL SYSTEMS</b>		
19.01	<b>ELASTOMERIC COATING FOR STUCCO WALL SYSTEM -</b> Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified		SF
19.02	<b>ELASTOMERIC COATING FOR EFIS WALL SYSTEM -</b> Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified		SF
19.03	<b>ELASTOMERIC COATING FOR CMU WALL SYSTEM -</b> Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified		SF
19.04	<b>ELASTOMERIC COATING FOR CONCRETE TILT WALL SYSTEM -</b> Base Coat of Coating @ 1 Gallon per Sq. / Top Coat @ 1 Gallon per Sq. Applied as Specified		SF
20.00	<b>NEW FLASHINGS FOR ROOFING SYSTEMS &amp; RESTORATION OPTIONS</b>		
20.01	<b>ROOF FLASHINGS FOR MODIFIED &amp; COAL TAR PITCH ROOF SYSTEMS:</b> Minimum 1 Ply of Base Flashing and Mineral Cap Sheet Installed in Hot ASTM D 312 Type III or IV Asphalt		
20.01.01	<b>FLASHING OPTION:</b>	Separate Base & Top Ply: BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 100 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - 80 lbf/in tensile	SF
20.01.02	<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 100 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lbf/in tensile	SF
20.01.03	<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 100 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile	SF
20.01.04	<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 100 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lbf/in tensile	SF

20.01.05		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 100 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lbf/in tensile	SF
20.01.06		<b>FLASHING OPTION:</b>	Separate Base & Top Ply: BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 200 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - 80 lbf/in tensile	SF
20.01.07		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 200 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lbf/in tensile	SF
20.01.08		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 200 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile	SF
20.01.09		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 200 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lbf/in tensile	SF
20.01.10		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Fiberglass Reinforced Base Flashing Ply w/ Tensile Strength of 200 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lbf/in tensile	SF
20.01.11		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 300 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type II - 80 lbf/in tensile	SF
20.01.12		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 300 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6163 SBS Fiberglass Reinforced Modified Bituminous Sheet Material Type III - 220 lbf/in tensile	SF
20.01.13		<b>FLASHING OPTION:</b>	BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 300 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile	SF

20.01.14		FLASHING OPTION:	BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 300 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 500 lbf/in tensile	SF
20.01.15		FLASHING OPTION:	BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Flashing Ply - 300 lbf/in tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 600 lbf/in tensile	SF
20.01.16	<b>PER SQUARE FOOT COSTS - INSTALLING IN COLD PROCESS FLASHING ADHESIVE</b> Substitute Hot Asphalt Application for Cold Process Flashing Adhesive Application			SF
20.01.17	<b>PER SQUARE FOOT COSTS - INSTALLING IN COLD PROCESS FLASHING ADHESIVE</b> Substitute Hot Asphalt Application for No VOCs, 100% Solids Cold Process Flashing Adhesive Application			SF
20.02	<b>Torch Applied Flashings -</b> Minimum 1 Ply of Torch Base and Torch Mineral Cap Sheet; Torch Applied			
20.02.01		FLASHING OPTION:	BASE PLY: SBS Modified Polyester/Fiberglass Reinforced Base Torch Applied Flashing Ply - 80 lbf/inch tensile (ASTM D 5147); TOP PLY: ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 300 lbf/in Tensile Torch Applied Membrane	SF
20.03	<b>Self-Adhering Flashings -</b> Minimum 1 Ply of Self-Adhering Base and Self-Adhering Mineral Cap Sheet; Self-Adhering			
20.03.01		FLASHING OPTION:	BASE PLY: SBS Polyester OR Fiberglass/Polyester OR Fiberglass Reinforced Self-Adhering Flashing Ply - 50 lbf/ tensile (ASTM D 5147); TOP PLY: ASTM D 6161 (Polyester) OR 6162 (Fiberglass/Polyester) OR 6163 (Fiberglass) Self-Adhering Reinforced Modified Bituminous Membrane Type III - 130 lbf/in tensile	SF
20.04	<b>Single-Ply Flashings -</b> Fully Adhered Single-Ply Roof Flashings Installed on Corresponding Single-Ply Roof Systems			
20.04.01		ROOF MEMBRANE OPTION:	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 45 Mil Thickness	SF
20.04.02		ROOF MEMBRANE OPTION:	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 60 Mil Thickness	SF
20.04.03		ROOF MEMBRANE OPTION:	ASTM D 4637 - Ethylene Propylene Diene Terpolymer (EPDM) - 90 Mil Thickness	SF
20.04.04		ROOF MEMBRANE OPTION:	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 45 Mil Thickness	SF
20.04.05		ROOF MEMBRANE OPTION:	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 60 Mil Thickness	SF
20.04.06		ROOF MEMBRANE OPTION:	ASTM D 6878 - Thermoplastic Polyolefin (TPO) - 90 Mil Thickness	SF
20.04.07		ROOF MEMBRANE OPTION:	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 45 Mil Thickness	SF
20.04.08		ROOF MEMBRANE OPTION:	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 60 Mil Thickness	SF
20.04.09		ROOF MEMBRANE OPTION:	ASTM D 4434 - Poly Vinyl Chloride (PVC) - 90 Mil Thickness	SF
20.04.10		ROOF MEMBRANE OPTION:	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 45 Mil Thickness	SF

20.04.11	<b>ROOF MEMBRANE OPTION:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 60 Mil Thickness	SF
20.04.12	<b>ROOF MEMBRANE OPTION:</b>	ASTM D 6754 - Ketone Ethylene Ester (KEE) - 80 Mil Thickness	SF
<b>21.00</b>	<b>METAL WALL PANEL SYSTEMS</b>		
<b>21.01</b>	<b>WALL SYSTEM</b>		
	Exposed Fastener Wall Panel System		
21.01.01	<b>THICKNESS OPTION:</b>	Bare Aluminum Panel Price - 0.032" Aluminum, 36" Wide Panels	SF
21.01.02	<b>THICKNESS OPTION:</b>	Add for Bare Aluminum 0.040" Aluminum, 36" Wide Panels	SF
21.01.03	<b>PANEL WIDTH OPTION:</b>	Add for 32" Panel Width - Aluminum	SF
21.01.04	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 36" Wide Panels	SF
21.01.05	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 36" Wide Panels	SF
21.01.06	<b>PANEL WIDTH OPTION:</b>	Add for 32" Panel Width - Galvalume Coated Steel or Equal	SF
21.01.07	<b>COLOR OPTION:</b>	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF
21.01.08	<b>COLOR OPTION:</b>	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF
21.01.09	<b>COLOR OPTION:</b>	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF
21.01.10	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 24 Ga, 36" Wide Panels	SF
21.01.11	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 22 Ga, 36" Wide Panels	SF
21.01.12	<b>PANEL WIDTH OPTION:</b>	Add for 32" Panel Width - Stainless Steel	SF
21.01.13	<b>THICKNESS OPTION:</b>	Copper Panel Price - 16 Oz., 36" Wide Panels	SF
21.01.14	<b>THICKNESS OPTION:</b>	Copper Panel Price - 20 Oz., 36" Wide Panels	SF
21.01.15	<b>PANEL WIDTH OPTION:</b>	Add for 32" Panel Width - Copper	SF
21.01.16	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.032", 36" Wide Panels	SF
21.01.17	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.040", 36" Wide Panels	SF
21.01.18	<b>PANEL WIDTH OPTION:</b>	Add for 32" Panel Width - Zinc	SF
21.01.19	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Girts; 3/4" of Expanded Polystyrene (Minimum 1.5 lbs./cft) Installed Between Girts	SF
21.01.20	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Girts; Mechanically Fastened Polyisocyanurate with an Average R-Value of 19 Installed Between Girts	SF
21.01.21	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Girts; Mechanically Attach Batten Fiberglass Insulation with an Average R-Value of 19 Installed Between Girts	SF
21.01.22	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	RAIN SCREEN CONFIGURATION: Over Steel Stud Wall - Exterior Gypsum Sheeting 1/2" to 5/8" Thickness, Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF

21.01.23	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	RAIN SCREEN CONFIGURATION: Over Existing Wall Construction - Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF
21.01.24	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Plywood; No Insulation	SF
<b>21.02</b>	<b>WALL SYSTEM</b> Concealed Fastener Wall Panel System - 12" Wide Panels		
21.02.01	<b>THICKNESS OPTION:</b>	Bare Aluminum Panel Price - 0.032" Aluminum Thickness	SF
21.02.02	<b>THICKNESS OPTION:</b>	Add for Bare Aluminum, 0.040" Aluminum	SF
21.02.03	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga	SF
21.02.04	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga	SF
21.02.05	<b>COLOR OPTION:</b>	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF
21.02.06	<b>COLOR OPTION:</b>	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF
21.02.07	<b>COLOR OPTION:</b>	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	SF
21.02.08	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 24 Ga Thickness	SF
21.02.09	<b>THICKNESS OPTION:</b>	Stainless Steel Panel Price - 22 Ga Thickness	SF
21.02.10	<b>THICKNESS OPTION:</b>	Copper Panel Price - 16 Oz Thickness	SF
21.02.11	<b>THICKNESS OPTION:</b>	Copper Panel Price - 20 Oz Thickness	SF
21.02.12	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.032" Thickness	SF
21.02.13	<b>THICKNESS OPTION:</b>	Zinc Panel Price - 0.040" Thickness	SF
21.02.14	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Girts; 3/4" of Expanded Polystyrene (Minimum 1.5 lbs./cft) Installed Between Girts	SF
21.02.15	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Girts; Mechanically Fastened Polyisocyanurate with an Average R-Value of 19 Installed Between Girts	SF
21.02.16	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Girts; Mechanically Attach Batten Fiberglass Insulation with an Average R-Value of 19 Installed Between Girts	SF
21.02.17	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	Over Plywood; No Insulation	SF
21.02.18	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	RAIN SCREEN CONFIGURATION: Over Steel Stud Wall - Exterior Gypsum Sheeting 1/2" to 5/8" Thickness, Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF



21.02.19	<b>PANEL INSTALLATION &amp; INSULATION OPTION:</b>	RAIN SCREEN CONFIGURATION: Over Existing Wall Construction - Air Barrier (Priced Separately Below), Rock Wool or Extruded Polystyrene Insulation (Priced Separately Below) & Metal Wall Panel Drainage, Ventilation and Attachment System	SF
21.02.20	<b>PANEL TYPE OPTION:</b>	Add for Factory Insulated Concealed Fastener Wall Panel	SF
21.03	<b>AIR BARRIER FOR WALL APPLICATIONS (BRICK, CMU, MASONRY WALLS OR STUD WALL WITH EXTERIOR GYPSUM SHEETING)</b>		
21.03.01	<b>Non-Permeable Option:</b>	Fluid Applied System - ASTM 2178	SF
21.03.02	<b>Non-Permeable Option:</b>	Fluid Applied Water Based System - ASTM 2178	SF
21.03.03	<b>Non-Permeable Option:</b>	Membrane System - ASTM E 2178	SF
21.03.04	<b>Permeable Option:</b>	Fluid Applied System - ASTM E 2178 & ASTM E 96	SF
21.03.05	<b>Permeable Option:</b>	Fluid Applied Water Based System - ASTM 2178 & ASTM E 96	SF
21.03.06	<b>Permeable Option:</b>	Membrane System - ASTM 2178 & ASTM E 96	SF
21.04	<b>INSULATION FOR WALL APPLICATIONS (INSTALLED OVER AIR BARRIERS)</b>		
21.04.01	<b>Insulation Option:</b>	1" Rock Wool Insulation Installed	SF
21.04.02	<b>Insulation Option:</b>	2" Rock Wool Insulation Installed	SF
21.04.03	<b>Insulation Option:</b>	3" Rock Wool Insulation Installed	SF
21.04.04	<b>Insulation Option:</b>	4" Rock Wool Insulation Installed	SF
21.04.05	<b>Insulation Option:</b>	1" Extruded Polystyrene Insulation Installed	SF
21.04.06	<b>Insulation Option:</b>	2" Extruded Polystyrene Insulation Installed	SF
21.04.07	<b>Insulation Option:</b>	3" Extruded Polystyrene Insulation Installed	SF
21.04.08	<b>Insulation Option:</b>	4" Extruded Polystyrene Insulation Installed	SF
22.00	<b>JOB SITE SPECIFIC MULTIPLIERS</b> The multipliers are applied to all line items in total (unless the contrary is specifically identified in the description) for the project because the conditions they address effect overall labor production, construction complexity and/or equipment requirements. Multiple Job Site Specific Multipliers can be used on a single project, but they are not meant to compound on each other. <b>For Reference: Attachment B Pricing in this IFB is for material, equipment, tools, labor and supervision necessary to install the line item. It is based upon a 200 - 300 square roofing project that is being performed on a box- or rectangular-shaped building. It is also assumed that the project will have only one roof level that is not more than 20 ft high from the ground. The roof is anticipated to have clear access point and minimal penetrations/obstructions. It is also based upon a 200 - 300 square masonry, wall panel or waterproofing project. The exterior sides of the building are assumed to be box- or rectangular- shaped with minimal doors, windows, penetrations or obstructions. It is anticipated that the sides of the building will have clear tie-off points and easy to access while work is being performed.</b>		
22.01	<b>MULTIPLIER - DIFFICULT ROOF OR BUILDING ACCESS</b> Multiplier is applied when labor production is effected by roof or building access. Situations that can cause roof access to be more difficult include, but are not limited to: no access for lifts or cranes, access is dependent upon road closure, access point requires the closure of a building entrance, roof level is not accessible from the ground, roof area is interior to adjacent roofs or roof materials and materials and equipment must be loaded to one roof area and carried to another roof area, roof materials and equipment must be carried to the roof through an interior building access point, no or limited staging areas on the ground, etc.		%
22.02	<b>MULTIPLIER - SECURE ACCESS IS REQUIRED TO WORK ON ROOF OR WALLS</b> Multiplier is applied when labor production is effected daily by the lost time in getting through security or getting access to the job site. Situations include, but are not limited to clearing each employee and all tools through metal detectors, passing through security gates with vehicles, tradespeople and equipment, stringent background checks or higher clearance levels, etc.		%

22.03	<b>MULTIPLIER - MULTIPLE MATERIAL STAGINGS</b> Multiplier is applied when labor production is effected by the time it takes to stage a roof multiple times. Situations include, but are not limited to staging materials to perform work on multiple roof levels, planned shutdowns and restarts, portion of the job is over sensitive work areas requiring staging from more than one point, etc.	%	
22.04	<b>MULTIPLIER - ACCELERATED SCHEDULE</b> Multiplier is applied when increased labor burdens are required due to an accelerated work schedule. Situations include, but are not limited to requiring multiple concurrent trade crews beyond what is normally expected for project size, work to be performed on two (back-to-back) shifts, work requires larger than standard crew sizes, etc.	%	
22.05	<b>MULTIPLIER - NIGHT, WEEKEND OR HOLIDAY WORKING HOURS</b> Multiplier is applied when increased labor burdens are required due to working hours being limited to nights (equivalent of 3rd shift), weekends or holidays.	%	
22.06	<b>MULTIPLIER - ROOF OR WALLS HAVE LARGE AMOUNT OF PENETRATIONS / ROOF TOP OBSTRUCTIONS</b> Multiplier is applied when labor production is effected a large number of roof penetrations, a limited amount of open roof areas or low overhead clearance requiring more hand work. Situations include, but are not limited to rooftop penetrations like: soil stacks, sky lights, roof drains, exhaust vents, HVAC equipment, etc. or rooftop obstructions such as: pipes, duct work, electrical wires, hoses or raised equipment, etc.	%	
22.07	<b>MULTIPLIER - CLEARANCE RESTRICTIONS REQUIRE WORKING FROM KNEE-LEVEL OR BELOW (APPLIES TO ONLY THE EFFECTED ROOF AREA)</b> Multiplier is applied when labor production is effected by height restrictions. Situations that can cause low overhead clearance requiring more hand work include, but are not limited to rooftop equipment.	%	
22.08	<b>MULTIPLIER - ROOF HEIGHT IS GREATER THAN 20 FT, BUT LESS THAN OR EQUAL TO 50 FT STORIES</b> Multiplier is applied when labor production is effected by the roof height. This multiplier applies to roof heights that exceed an estimated 2 stories, but are less than or equal to an estimated 5 stories. Additional roof height can require increased safety requirements, larger lift equipment, tie-offs, etc.	%	
22.09	<b>MULTIPLIER - ROOF HEIGHT IS GREATER THAN 50 FT, BUT LESS THAN OR EQUAL TO 100 FT</b> Multiplier is applied when labor production is effected by the roof height. This multiplier applies to roof heights that exceed an estimated 5 stories, but are less than or equal to an estimated 10 stories. Additional roof height can require increased safety requirements, larger crane equipment, tie-offs, etc.	%	
22.10	<b>MULTIPLIER - ROOF HEIGHT IS GREATER THAN 100 FT</b> Multiplier is applied when labor production is effected by the roof height. This multiplier applies to roof heights that exceed an estimated 10 stories. Additional roof height can require increased safety requirements, larger crane equipment, tie-offs, etc.	%	
22.11	<b>MULTIPLIER - WALL COATING, MASONRY REPAIRS OR WATERPROOFING REQUIRES A SWING STAGE</b> Multiplier is applied when labor production is effected by the requirement to use a swing stage. This multiplier applies to wall coatings, masonry repairs or waterproofing work that requires the use of a swing stage.	%	
22.12	<b>MULTIPLIER - ROOF IS CONSIDERED NON-STANDARD ARCHITECTURE</b> Multiplier is applied when labor production is effected because the roof area is not a box- or rectangular-shaped. Situations considered to be non-standard architecture can include, but are not limited roof areas that contains sharp angles and/or curves, have multiple roof area dividers or expansion joints, long and narrow	%	
22.13	<b>MULTIPLIER - ROOF HAS GREATER THAN 4/12 SLOPE</b> Multiplier is applied when Roof Area has a Greater than 4/12 Slope, Steeper slope reduces overall labor production and requires additional safety precautions.	%	
22.14	<b>MULTIPLIER - ROOF HAS GREATER THAN 8/12 SLOPE</b> Multiplier is applied when Roof Area has a Greater than 8/12 Slope; Very steep slopes have a greater impact on overall labor production and require additional safety precautions.	%	
22.15	<b>MULTIPLIER - ROOF SIZE IS LESS THAN 500 SF</b> Multiplier is applied when Roof Size is less than 500 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a very small roof area resulting in fixed costs having a significant impact on the overall job costs	%	
22.16	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 500 SF, BUT LESS THAN 1,000 SF</b> Multiplier is applied when Roof Size is greater than 500 SF, but less than 1,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a very small roof area resulting in fixed costs having a significant impact on the overall job costs	%	
22.17	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 1,000 SF, BUT LESS THAN 2,000 SF</b> Multiplier is applied when Roof Size is greater than 1,000 SF, but less than 2,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a very small roof area resulting in fixed costs having a significant impact on the overall job costs	%	
22.18	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 2,000 SF, BUT LESS THAN 3,000 SF</b> Multiplier is applied when Roof Size is greater than 2,000 SF, but less than 3,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a very small roof area resulting in fixed costs having a significant impact on the overall job costs	%	
22.19	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 3,000 SF, BUT LESS THAN 5,000 SF</b> Multiplier is applied when Roof Size is greater than 3,000 SF, but less than 5,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a smaller roof area resulting in fixed costs being a larger portion of the overall job costs	%	

22.20	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 5,000 SF, BUT LESS THAN 10,000 SF</b> Multiplier is applied when Roof Size is greater than 5,000 SF, but less than 10,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a smaller roof area resulting in fixed costs being a larger portion of the overall job costs	%
22.21	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 10,000 SF, BUT LESS THAN 20,000 SF</b> Multiplier is applied when Roof Size is greater than 10,000 SF, but less than 20,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across more of an average roof area resulting in fixed costs being a slightly larger portion of the overall job costs	%
22.22	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 30,000 SF, BUT LESS THAN 50,000 SF</b> Multiplier is applied when Roof Size is greater than 30,000 SF, but less than 50,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a larger than average roof area resulting in fixed costs being a lower portion of the overall job costs	%
22.23	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 50,000 SF, BUT LESS THAN 100,000 SF</b> Multiplier is applied when Roof Size is greater than 50,000 SF, but less than 100,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across a large roof area resulting in fixed costs being a small impact on the overall job costs	%
22.24	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 100,000 SF, BUT LESS THAN 200,000 SF</b> Multiplier is applied when Roof Size is greater than 100,000 SF, but less than 200,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across larger roof area resulting in fixed costs being a slight impact on the overall job costs	%
22.25	<b>MULTIPLIER - ROOF SIZE IS GREATER THAN 200,000 SF</b> Multiplier is applied when Roof Size is greater than 200,000 SF. Situation creates the fixed costs: equipment, mobilization, demobilization, disposal, & set-up labor to be allocated across very large roof area resulting in fixed costs being a minimal impact on the overall job costs	%

<b>Cleaning &amp; Caulking</b>		<b>UNIT</b>	
23.01	Pressure Wash to Clean Horizontal Surfaces	SF	
23.02	Pressure Wash to Clean Vertical Surfaces	SF	
23.03	Pressure Wash with TSP or Simple Green to Clean Horizontal Surfaces	SF	
23.04	Pressure Wash with TSP or Simple Green to Clean Vertical Surfaces	SF	
23.05	Use a Brush to Wash Surface with TSP or Simple Green to Clean Horizontal Surfaces	SF	
23.06	Use a Brush to Wash Surface with TSP or Simple Green to Clean Vertical Surfaces	SF	
23.07	Prime Existing Asphalt-Based Roof Surface	SF	
23.08	Blow-Off Surface Area with Portable Blower to Remove Moisture	SF	
23.09	Spud and Scrape Aggregate from Roof Surface Asphalt BUR (Size Reference: 100' X 12")	SF	
23.10	Spud and Scrape of Aggregate from Roof Surface Coal Tar BUR (Size Reference: 100' X 12")	SF	
23.11	Remove & Dispose Loose Aggregate from Roof Surface (Wet Vac)	SF	
23.12	Power Broom Roof Surface	SF	
23.13	Remove & Dispose Ballast from Roof Surface	SF	
23.14	Remove & Dispose Ballast from Roof Surface at Approved Disposal Site	SF	
23.15	Remove Ballast from Roof Surface & Save for Reuse	SF	
23.16	Scrape / Sand Loose Paint from Exterior Building Surfaces and Clean-Up Debris	SF	
23.17	Sandblasting Paint from Exterior Building Surfaces and Re-Claim Sand	SF	
23.18	Apply Coating (Paint) to Horizontal Surface	SF	
23.19	Apply Coating (Paint) to Vertical Surface	SF	
23.20	Caulking: Remove Existing Caulking & Clean and Prime Joint	LF	
23.21	Install Backer Rod in Properly Prepared Opening, Polyethylene - 3/8" Diameter	LF	
23.22	Install Backer Rod in Properly Prepared Opening, Polyethylene - 1/2" Diameter	LF	
23.23	Install Backer Rod in Properly Prepared Opening, Polyethylene - 3/4" Diameter	LF	
23.24	Install Backer Rod in Properly Prepared Opening, Polyethylene - 1" Diameter	LF	
<b>Masonry section</b>		<b>UNIT</b>	
23.25	Remove and Reset Bricks; 1-50 SF	SF	
23.26	Remove and Reset Bricks; Over 50 SF	SF	
23.27	Remove and Reset Blocks	SF	
23.28	Remove and Reset Coping Stones	Each	
23.29	Remove Bricks, Blocks, Coping Stones; 1-50 SF	SF	
23.30	Remove Bricks, Blocks, Coping Stones; Over 50 SF	SF	
<b>Brick, block and brick exterior wall maintenance, repair and application of protective coatings.</b>		<b>UNIT</b>	
23.31	Selective Demolition of Concrete Block Masonry Units (CMU) with perimeter saw cutting- swing stage 4", 6" and 8" block (high-rise)	Each	
23.32	Selective Demolition of Brick Masonry Units with perimeter saw cutting	SF	
<b>Selective Demolition of Mortar Joint with Perimeter Saw cutting</b>		<b>UNIT</b>	
23.33	Removal of existing mortar ( 1/2" wide by 3/4" depth)	SF	
23.34	Removal of existing mortar (3/4" wide by 3/4" depth)	SF	
23.35	Removal of existing mortar (1/2" wide by 1 1/2" depth)	SF	
23.36	Removal of existing mortar (3/4" wide by 1 1/2" depth)	SF	
<b>New Pointing Work</b>		<b>UNIT</b>	<b>\$ per Unit</b>
23.37	Furnish and install new mortar (1/2" wide by 3/4" depth)	SF	
23.38	Furnish and install new mortar (3/4" wide by 3/4" depth)	SF	
23.39	Furnish and install new mortar (1/2" wide by 1 1/2" depth)	SF	
23.40	Furnish and install new mortar (3/4" wide by 1 1/2" depth)	SF	
<b>Removal of Roof Parapets</b>		<b>UNIT</b>	<b>\$</b>
23.41	Removal of parapet wall (24" high)	SF	
23.42	Removal of parapet wall (42" high)	SF	
23.43	Removal of parapet wall (24" high)	SF	
23.44	Removal of parapet wall (42" high)	SF	
<b>Reconstruction of Brick Masonry Roof Parapets</b>		<b>UNIT</b>	<b>\$</b>
23.45	New brick masonry parapet w/stone coping and flashings (24" high)	SF	
23.46	New brick masonry parapet w/stone coping and flashings (42" high)	SF	
23.47	New brick masonry parapet w/stone coping and flashings (24" high)	SF	
23.48	New brick masonry parapet w/stone coping and flashings (42" high)	SF	
<b>New Through wall Flashings</b>		<b>UNIT</b>	<b>\$</b>
23.49	Removal of 4 courses brick wall w/Temporary Shoring	SF	
23.50	Removal and replacement of steel lintel	SF	
23.51	Furnish and install new flashings (Bituthane)	SF	
23.52	Furnish and install new flashings (Lead coated copper)	SF	

23.53	Furnish and Install New Brick Masonry w/Weep Holes and Screens	SF
23.54	Parging and waterproofing of back-up wall	SF
<b>Roof Coping Stones.</b>		<b>UNIT</b>
23.55	Removal of existing roof coping stones (16 inches)	SF
23.56	Removal and parging of existing substrate	SF
23.57	Furnish and install new lead coated copper flashings	SF
23.58	Drilling and epoxy grouting stainless steel pins	SF
23.59	Reinstallation of existing stones with cleaning	SF
23.60	Furnish and install new coping stones	SF
23.61	Furnish and install new sealants between coping stones.	SF
23.62	Cleaning and coating of existing stones.	SF
<b>CMU Backup Wall Repair and Waterproofing.</b>		<b>UNIT</b>
23.63	Replacement of Deteriorated CMU Back-up	SF
23.64	Parging of CMU back-up wall	SF
23.65	Waterproofing of back-up wall	SF
<b>Crack Repair</b>		<b>UNIT</b>
23.66	Drill and install new stainless steel pins.	Each
23.67	Grouting of open cracks	SF
23.68	Replacement of cracked bricks	SF
<b>New Concrete and Coating</b>		<b>UNIT</b>
23.69	Placement of new high strength patching mortar (2" depth)	SF
23.70	Placement of new high strength patching mortar (3.5" depth).	SF
23.71	Cleaning and coating of concrete surface.	SF
23.72	Sidewalk Bridging.	SF
23.73	Temporary Roof Protection	SF
<b>Roof Drainage, Scuppers, Stacks, Curbs and Pitch Pockets</b>		<b>UNIT</b>
23.74	Install & Connect new 4" roof drain & Flashing; Excluding Plumbing	EA
23.75	Install & Connect new 6" roof drain & Flashing; Excluding Plumbing	EA
23.76	Install & Connect new 8" roof drain & Flashing; Excluding Plumbing	EA
23.77	Pitch pocket, 24 gauge, GI, 12" x 12", with storm collar, hemmed to outside, soldered corners and seams	EA
23.78	Pitch pocket, 24 gauge, GI, 6" x 6", with storm collar hemmed to outside, soldered corners and seams	EA
23.79	Pitch pocket, 24 gauge, GI, 8" x 8", with storm collar, hemmed to outside, soldered corners and seams	EA
23.80	Plumbing stack, 16 oz. copper flashing	EA
23.81	Plumbing stack, 24 gad Zinc flashing	EA
23.82	Plumbing stack, 4# lead flashing	EA
23.83	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 12" Straight	EA
23.84	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 2" Corners	EA
23.85	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 3" Kit	EA
23.86	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 5" Kit	EA
23.87	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 5" Rounds	EA
23.88	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 6" Kit	EA
23.89	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 6" Straight	EA
23.90	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 7.5" Kit	EA
23.91	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 7.5" Kit with 2-Part Filler	EA
23.92	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 7.5" Rounds	EA
23.93	Pre-Cast Molded Pitch Pan (e.g. Chemcurb) - 9" Kit	EA
23.94	Installation of Roof Curbs 2" X 4"	LF
23.95	Installation of Roof Curbs 2" X 6"	LF
23.96	Installation of Roof Curbs 2" X 8"	LF
23.97	Installation of Coping/Edge Nailers 2" X 4"	LF
23.98	Installation of Coping/Edge Nailers 2" X 6"	LF
23.99	Installation of Coping/Edge Nailers 2" X 8"	LF
23.100	Installation of Coping/Edge Nailers 2" X 10"	LF
23.101	Installation of Coping/Edge Nailers 2" X 12"	LF
23.102	Installation of Coping/Edge Nailers 2" X 14"	LF
23.103	Installation of Coping/Edge Nailers 2" X 16"	LF
23.104	Provide a cast iron drain strainer	EA
23.105	Reflash existing roof drain	EA
23.106	Scupper, .050 Aluminum, match existing configuration	LF

23.107	Scupper, 16 oz Copper, match existing configuration	LF	
23.108	Scupper, 20 gad Stainless Steel, match existing configuration	LF	
23.109	Sleeper Cap - 24 Gad Galvanized	LF	
<b>Roof Accessories</b>		<b>UNIT</b>	
23.110	Walkway Pads		
23.111	30" wide roll goods, tape attached	EA	
23.112	30" wide roll, hot asphalt attached	EA	
23.113	30" wide roll, adhesive attached	EA	
23.114	Expansion joint, butyl or neoprene bellows, galvanized flange	LF	
23.115	Roof ladder, security ladder guard	EA	
23.116	Roof ladder, steel, bolted to concrete, 20 feet and up, with cage; with intermediate landings as required by Code	EA	
23.117	Roof ladder, steel, bolted to concrete, up to 20 feet, without cage	EA	
23.118	Roof ventilators	EA	
23.119	Termination bar, aluminum, 1/4" x 1"	LF	
<b>Common Roof Repair Items</b>		<b>UNIT</b>	
23.120	3-Course Application; Mastic-Mesh-Mastic; 15" Wide Total; 12" Wide Mesh	LF	
23.121	3-Course Application; Mastic-Mesh-Mastic; 9" Wide Total; 6" Wide Mesh	LF	
23.122	3-Course Application; Urethane-Reinforcement-Urethane (< 500 SF)	SF	
23.123	3-Course Application; Urethane-Reinforcement-Urethane (> 500 SF)	SF	
23.124	Install Self-Adhering Cap Sheet Over Repair Area (< 500 SF)	SF	
23.125	Install Self-Adhering Cap Sheet Over Repair Area (> 500 SF)	SF	
23.126	Torch Cap Sheet Over Repair Area (< 500 SF)	SF	
23.127	Torch Cap Sheet Over Repair Area (> 500 SF)	SF	
23.128	Set Roofing Cap Sheet Membrane in Mastic Installed Over Repair Area (< 500 SF)	SF	
23.129	Set Roofing Cap Sheet Membrane in Mastic Installed Over Repair Area (> 500 SF)	SF	
<b>Leak Response &amp; Preventive Maintenance</b>		<b>UNIT</b>	
23.153	Leak Response Work Order Tracking & Dispatch	EA	
23.154	Leak Response Completion Report with Back-Up	EA	
23.155	Preventive Maintenance (Single Campus - All Roof Sections)	SF	
23.156	Preventive Maintenance (Multiple Campuses City-/County-wide - All Roof Sections)	SF	
23.157	Preventive Maintenance (Multiple Campuses State-wide - All Roof Sections)	SF	
23.155	Preventive Maintenance Performed Concurrent with Visual Inspection (Single Campus - All Roof Sections)	SF	
23.156	Preventive Maintenance Performed Concurrent with Visual Inspection (Multiple Campuses City-/County-wide - All Roof Sections)	SF	
23.157	Preventive Maintenance Performed Concurrent with Visual Inspection (Multiple Campuses State-wide - All Roof Sections)	SF	
23.158	Preventive Maintenance Completion Report with Back-Up	EA	
<b>Equipment</b>		<b>UNIT</b>	<b>\$ per Unit</b>
23.159	Forklift/Manlift Equipment Rental	DAY	
23.160	Crane Equipment Rental - up to 80'	DAY	
23.161	Crane Equipment Rental - up to 150'	DAY	
23.162	Manlift per day	DAY	
23.163	Skytrack	DAY	
23.164	Additional Equipment (rental) % off published price	%	
<b>Other Services</b>		<b>UNIT</b>	
23.165	Demobilization - Pre-Planned or Additional Un-planned	EA	
23.166	Remobilization - Pre-Planned or Additional Un-planned	EA	
<b>Additional repair options</b>		<b>UNIT</b>	
23.167	Option 1: Cost of Quote Plus Mark-Up (Used when repair and installation services line item pricing is not available and services performed are to be performed by a contractor. Requires a quote on corporate letterhead that cannot exceed \$25,000) Cost plus added to quote	%	
23.168	Option 2: R.S. Means or Gordian Group Catalog (Used when repair and installation services line item pricing is not available) Cost plus added to catalog pricing	%	
<b>Catalog Pricing</b>		<b>UNIT</b>	
23.169	Please provide a price list with your complete material catalog(s) - A manufacturers catalog can be used. You may provide a net-price or a catalog with a discount.		
<b>Green Roofing</b>		<b>UNIT</b>	

23.170

Please provide your green environmentally friendly roofing options, please provide as much information as possible to include line items necessary to complete a green roof



**Sheet Metal Accessories Covered Under these Pricing Tables:**

- Drip Edge
- Gravel Stop
- Gutters, Straps, Hangers & Fasteners
- Coping
- Surface Mounted Counter Flashing
- Reglet Mounted Counter Flashing
- Skirt Flashing
- Expansion Joints
- Miscellaneous Metal Fabricated Details

**Aluminum**

Size / Gauge	.032	.040	.050	.063
6"				
8"				
10"				
12"				
14"				
16"				
18"				
20"				
22"				
24"				
26"				
28"				
30"				
32"				
34"				
36"				
38"				
40"				
42"				
44"				
46"				
48"				
<b>Price Per Bend</b>				



**Stainless Steel & Copper**

Size / Gauge / Thickness	SS 24 Ga	SS 26 Ga	Copper 16 oz	Copper 20 oz
6"				
8"				
10"				
12"				
14"				
16"				
18"				
20"				
22"				
24"				
26"				
28"				
30"				
32"				
34"				
36"				
38"				
40"				
42"				
44"				
46"				
48"				
Price Per Bend				

**Kynar Coated Steel**

Size / Gauge	16 Ga	20 Ga	22 Ga	24 Ga
6"				
8"				
10"				
12"				
14"				
16"				
18"				
20"				
22"				
24"				
26"				
28"				
30"				
32"				
34"				
36"				
38"				
40"				
42"				
44"				
46"				
48"				
Price Per Bend				

**Galvanized Steel**

Size / Gauge	16 Ga	20 Ga	22 Ga	24 Ga
6"				
8"				
10"				
12"				
14"				
16"				
18"				
20"				
22"				
24"				
26"				
28"				
30"				
32"				
34"				
36"				
38"				
40"				
42"				
44"				
46"				
48"				
Price Per Bend				



Line Item Multiplier to Adjust Labor Costs Based Upon the Prevailing Wage Rate.  
Prevailing wage found at <http://www.wdol.gov/dba.aspx#0>

Journeyman Prevailing Wage Rate	Roofer	Multiplier for Prevailing Wage Rates Mason	Sheet Metal

Line Item		Unit	\$ per Unit
24.00	High Performance Value-Added Alternates Specific to Garland/DBS's Product Line		
24.01	ROOF CONFIGURATION 1 Ply <u>Modified Base Sheet</u> Adhered as Specified Below		
24.01.01	BASE PLY OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 550 lbf/in tensile; Adhered in Hot ASTM D 312 Type III or IV Asphalt	SF
24.01.02	BASE PLY OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 550 lbf/in tensile; Adhered in Cold Process Modified Asphalt	SF
24.01.03	BASE PLY OPTION:	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 550 lbf/in tensile; Adhered in Cold Process Solvent-Free Membrane Ashesive	SF
24.02	ROOF CONFIGURATION 1 Ply High Performance <u>Cap Sheet with 1000 Lbf/in Tensile</u> , Adhered and with Finished Surfacing as Specified Below		
24.02.01	ROOFING MEMBRANE:	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Mineral-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Adhered in Hot ASTM D 312 Type III or IV Asphalt	SF

24.02.02	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Mineral-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Adhered in Cold Process Modified Asphalt	<b>SF</b>	
24.02.03	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Mineral-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Adhered in Cold Process Solvent-Free Membrane Ashesive	<b>SF</b>	
24.02.04	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Smooth-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Flood Coat and Aggregate Adhered in Hot ASTM D 312 Type III OR IV Asphalt	<b>SF</b>	
24.02.05	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Smooth-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Set in Hot ASTM D 312 Type III or IV Asphalt, Flood Coat & Aggregate in Hot Modified Coal Tar Pitch	<b>SF</b>	
24.02.06	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Smooth-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Flood Coat and Aggregate Adhered in Cold Process Modified Asphalt	<b>SF</b>	

24.02.07	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Smooth-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Flood Coat and Aggregate Adhered in Cold Process Solvent-Free Membrane Adhesive	<b>SF</b>
24.02.08	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6162 SBS KEVLAR Fiber-Enhanced Dual Fiberglass and Polyester Smooth-Surfaced Modified Bituminous Sheet Material Type III - 1000 lbf/in tensile; Set in Cold Process Asphalt, Flood Coat & Aggregate in Cold-Applied Modified Coal Tar Pitch	<b>SF</b>
24.02.09	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.12 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
24.02.10	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.02.11	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.02.13	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
24.03	<b>ROOF CONFIGURATION</b> 1 Ply High Performance Cap Sheet <u>Polyurethane Resin Modified</u> , Adhered and with Finished Surfacing as Specified Below		



24.03.01	<b>ROOFING MEMBRANE:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Mineral-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Adhered in Hot ASTM D 312 Type III or IV Asphalt	<b>SF</b>	
24.03.02	<b>ROOFING MEMBRANE:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Mineral-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Adhered in Cold Process Modified Asphalt	<b>SF</b>	
24.03.03	<b>ROOFING MEMBRANE:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Mineral-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Adhered in Cold Process Solvent-Free Membrane Ashesive	<b>SF</b>	
24.03.04	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Smooth-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Flood Coat and Aggregate Adhered in Hot ASTM D 312 Type III OR IV Asphalt	<b>SF</b>	
24.03.05	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Smooth-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Set in Hot ASTM D 312 Type III or IV Asphalt, Flood Coat & Aggregate in Hot Modified Coal Tar Pitch	<b>SF</b>	

24.03.06	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Smooth-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Flood Coat and Aggregate Adhered in Cold Process Modified Asphalt	<b>SF</b>	
24.03.07	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Smooth-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Flood Coat and Aggregate Adhered in Cold Process Solvent-Free Membrane Adhesive	<b>SF</b>	
24.03.08	<b>ROOFING MEMBRANE &amp; COATING OPTION:</b>	ASTM D 6163 Fiberglass Reinforced Asphalt-Based Membrane Modified with a Specially-Designed Polyurethane Resin Smooth-Surfaced Modified Bituminous Sheet Material Type III - 215 lbf/in tensile; Set in Cold Process Asphalt, Flood Coat & Aggregate in Cold-Applied Modified Coal Tar Pitch	<b>SF</b>	
24.03.09	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.12 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>	
24.03.10	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>	
24.03.11	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>	

24.03.12	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 40 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.03.13	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
24.04	<b>ROOF CONFIGURATION</b> 1 Ply of Glasbase, 2 Plies of Coal Tar Felt or 2 Plies of Coal Tar Modified Base Sheets in Coal Tar Adhesive as Specified, [Insulation & Glass Base] Asphalt Adhesive as Specified		
24.04.01	<b>BASE ROOF CONFIGURATION OPTION:</b>	Hot Mop 2 Plies of ASTM D 4990 Type I Coal Tar Saturated Felts in Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	<b>SF</b>
24.04.02	<b>BASE ROOF CONFIGURATION OPTION:</b>	Hot Mop 2 Plies of ASTM D 4990 Type I Coal Tar Saturated Felts in Standard Coal Tar Pitch	<b>SF</b>
24.04.03	<b>BASE ROOF CONFIGURATION OPTION:</b>	2 Plies ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile; Adhered in Cold Process Modified Coal Tar-Based Membrane Ashesive	<b>SF</b>
24.04.03	<b>BASE ROOF CONFIGURATION OPTION:</b>	2 Plies ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile; Adhered in Cold Process Solvent-Free Membrane Ashesive	<b>SF</b>
24.04.04	<b>BASE ROOF CONFIGURATION OPTION:</b>	1 Ply ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile; Adhered in Cold Process Modified Coal Tar-Based Membrane Ashesive	<b>SF</b>

24.04.05	<b>BASE ROOF CONFIGURATION OPTION:</b>	1 Ply ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - 310 lbf/in tensile; Adhered in Cold Process Solvent-Free Membrane Ashesive	<b>SF</b>
24.05	<b>ROOF CONFIGURATION</b> 1 Ply SBS Coal Tar-Based <u>Mineral-Surfaced Cap Sheet</u> Adhered in as Specified		
24.05.01	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Modified Coal Tar- Based Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Adhered in Hot Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	<b>SF</b>
24.05.02	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Adhered in Hot Standard Coal Tar Pitch	<b>SF</b>
24.05.03	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Adhered in Cold Process Modified Coal Tar-Based Membrane Ashesive	<b>SF</b>
24.05.04	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Adhered in Cold Process Solvent- Free Membrane Ashesive	<b>SF</b>

24.05.05	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.12 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>	
24.05.06	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>	
24.05.07	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>	
24.05.08	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>	
24.06	<b>ROOF CONFIGURATION</b> 1 Ply SBS Coal Tar-Based Smooth-Surfaced Cap Sheet Adhered with Flood Coat & Aggregate as Specified			
24.06.01	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Modified Coal Tar-Based Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Hot Modified Coal Tar Pitch; Modified CTP with 2000% Elongation	<b>SF</b>	
24.06.02	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Hot Standard Coal Tar Pitch	<b>SF</b>	
24.06.03	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Cold Process Modified Coal Tar-Based Membrane Ashesive	<b>SF</b>	

24.06.04	<b>ROOFING MEMBRANE:</b>	ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III - Minimum of 310 lbf/in tensile; Cold Process Solvent-Free Membrane Ashesive	<b>SF</b>
24.06.05	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 12.12 Must include coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
24.06.06	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.06.07	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.06.08	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>
24.07	<b>ROOF CONFIGURATION</b> Architectural or Structural Standing Seam Roof System; Symetrical Seam Height Over 2" with Sealant Separated from Clip		
24.07.01	<b>THICKNESS OPTION:</b>	Bare Aluminum Panel Price - 0.032" Aluminum, 18" - 19" Wide Panels	<b>SF</b>
24.07.02	<b>THICKNESS OPTION:</b>	Add for Bare Aluminum 0.040" Aluminum, 18" - 19" Wide Panels	<b>SF</b>
24.07.03	<b>PANEL WIDTH OPTION:</b>	Add for 12" - 13" Panel Width - Aluminum	<b>SF</b>
24.07.04	<b>PANEL WIDTH OPTION:</b>	Add for 16" - 17" Panel Width - Aluminum	<b>SF</b>
24.07.05	<b>PANEL WIDTH OPTION:</b>	Add for 24" - 25" Panel Width - Aluminum	<b>SF</b>
24.07.06	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 24 Ga, 18" - 19" Wide Panels	<b>SF</b>

24.07.07	<b>THICKNESS OPTION:</b>	Bare Galvalume Coated Steel or Equal Panel Price - 22 Ga, 18" - 19" Wide Panels	<b>SF</b>
24.07.08	<b>PANEL WIDTH OPTION:</b>	Add for 12" - 13" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
24.07.09	<b>PANEL WIDTH OPTION:</b>	Add for 16" - 17" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
24.07.10	<b>PANEL WIDTH OPTION:</b>	Add for 24" - 25" Panel Width - Galvalume Coated Steel or Equal	<b>SF</b>
24.07.11	<b>COLOR OPTION:</b>	Add for Standard Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
24.07.12	<b>COLOR OPTION:</b>	Add for Designer Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
24.07.13	<b>COLOR OPTION:</b>	Add for Premium or Custom Colors - Fluorocarbon Paint System Over Aluminum or Galvalume Coated Steel Or Equal	<b>SF</b>
24.07.14	<b>WARRANTY CHARGE:</b>	Cost to Provide 20 Year - Labor & Material Warranty with No Dollar Limitations as a Standard Warranty for All Applications in this Section 13.00 Must includes coverage for roof uplift pressures up to 90 MPH	<b>SF</b>
24.07.15	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 25 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.07.16	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 30 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.07.17	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for a 40 Year Labor & Material Warranty with No Dollar Limitations	<b>SF</b>
24.07.18	<b>WARRANTY UPCHARGE:</b>	Add to provide coverage for roof uplift pressures up to 120 MPH	<b>SF</b>

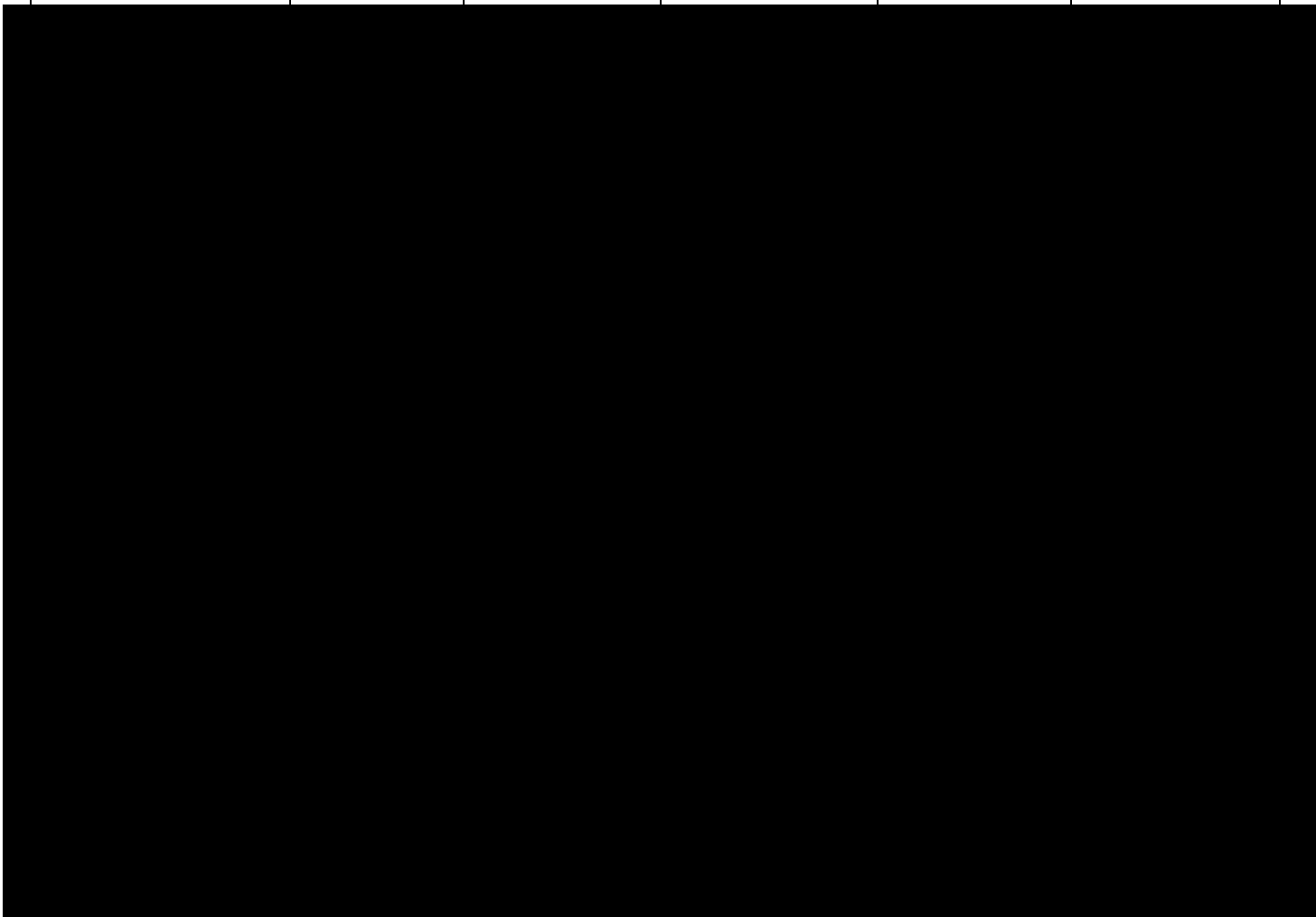
**Proposed Pricing Coefficient (s)**

Please provide Coefficients for products and services not listed in the provided line items for states that you are proposing to do work in.

- **COEFFICIENTS NORMAL WORKING HOURS**; the priced coefficients for each region that you are willing to work in shall be listed for both regular hours (7A.M. to 6 P.M.)
- **COEFFICIENT NON-NORMAL WORKING HOURS**; the priced coefficient for weekends, holidays and hours outside of regular hours. The coefficient must be rounded to the nearest second decimal place, e.g. .793 would be rounded to .79.

Coefficients:

State	Coefficient Normal	Coefficient Non-Normal	State	Coefficient Normal	Coefficient Non-Normal
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**Region 4 ESC is looking for proposers that can provide service in multiple states.**

**Provide markup percentage on non-prepriced items** [redacted]

[redacted] using current RS means and will be adjusted via the city cost indexes.



*IV.2.b.i. Include a detailed response to Appendix D, Exhibit A, OMNIA Partners Response for National Cooperative Contract. Responses should highlight experience, demonstrate a strong national presence, describe how Offeror will educate its national sales force about the Contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to OMNIA Partners.*

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Please see responses behind the following tab labeled “OMNIA Partners Documents,” beginning with page 143.

*IV.2.b.ii. The successful Offeror will be required to sign Appendix D, Exhibit B, OMNIA Partners Administration Agreement prior to Contract award. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror’s response should include any proposed exceptions to OMNIA Partners Administration Agreement on Appendix B, Terms and Conditions Acceptance Form.*

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Signed and completed behind the following tab labeled “OMNIA Partners Documents,” beginning on page 247.

*IV.2.b.iii. Include completed Appendix D, Exhibits F. Federal Funds Certifications and G. New Jersey Business Compliance.*

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Signed and completed behind the following tab labeled “OMNIA Partners Documents,” beginning on page 254.

*IV.2.b.iv. Describe how Offeror responds to emergency services request.*

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## **LEAK RESPONSE PROGRAM**

The Garland/DBS, Inc. Leak Response Program pre-establishes time and material rates, a not-to-exceed limit for an individual repair, and a seamless system for issuing work orders and delivery of services. For normal priority work orders, service is guaranteed in 24 to 48 hours; in emergency situations, turnaround can be as short as 2 to 4 hours. This unique service is free to

set up, with no obligation to use – providing agency Customers with the products and services they need, as they need them. Alerts can be sent by the Customer electronically via email, or through our online database.

When a leak cannot be permanently stopped within the pre-established not-to-exceed limit, the contractor implements a temporary repair and confirms to the Customer that the repair is a temporary one. The Dry Zone database manager coordinates with the local Garland field representative for a follow-up site visit and roof inspection. The local Garland field representative performs an inspection and gathers all of the assessment data. A RAMP report is created with documentation of the existing conditions, a listing of previously performed repairs, and recommended solution options for the future course of action, including budgets. Once provided with the proper authorization, the local Garland field representative works with the Garland/DBS project manager to provide a proposal for the chosen solution option.

## **EMERGENCY DISASTER RELIEF**

As an extension of our core competency in complex roofing projects, Garland/DBS, Inc. also offers emergency disaster relief services in cooperation with the Federal Emergency Management Agency (FEMA) and local initiatives such as the Florida Emergency Supplier Network.

Our fully self-contained Mobile Command Center, manned by an experienced emergency response team, is equipped with satellite and intelligent communications systems to provide timely disaster relief services including damage assessment and emergency temporary dry-in; permanent roof repair and/or replacement; and long-term preventive maintenance.

In addition to complete roofing-related disaster relief services, we offer emergency:

- Exterior building repair
- Window opening repair
- HVAC and mechanical repair
- Site clean-up and debris removal

Garland/DBS, Inc. has developed a Storm Zone initiative that identifies a best-value process empowering and enabling Customers to minimize expense and business interruption following a storm/natural disaster. This proactive management tool builds an inventory of knowledge and a detailed action plan. This plan includes the following menu of items: Storm Tracker, Facility Analysis, Storm Ready Contractor Approval, On-Site Project Coordination, and Project Management.

*IV.2.b.v. Describe Offeror's ability to meet service and warranty needs.*

---

## **Warranties**

Projects completed by Garland/DBS, Inc. on behalf of Customer Agencies using any OMNIA Partners contract resulting from this proposal will be covered by a single-source warranty, regardless of their complexity.

Garland/DBS, Inc. warranties are typically provided at no additional cost; for components such as doors, windows, or fencing, which are not manufactured by Garland, we will work with representatives of the Customer Agency to ensure a warranty commensurate with anticipated service life.

The workmanship related to all services delivered by Garland/DBS, Inc. is warranted to be free from installation errors for a period of two years.

We offer a variety of types of warranties including material, leak-free, and full system no-dollar limit material and workmanship. Our offering varies by system type and ranges in length from 1 to 40 years. All warranties will be issued in the name of the Customer using the OMNIA Agreement.

## **Service**

A Garland/DBS, Inc. project manager can perform monthly site visits, depending on the Customer's preference, from pre-construction through the close-out of the project, monitoring progress and ensuring quality standards. A full-time job site superintendent can also be provided, at the agency's preference, to document and monitor the day-to-day activities of the subcontractor and their progress against the schedule. (See Section 3.1, Q, Four Project Phase Process, In-Process Phase for more details on Change Order processing. See Section 3.1, L Schedules and Services for a more detailed description of our inspection, job site monitoring, and maintenance capabilities.)

Once the actual build portion of the project is underway, the in-process phase begins. The Customer's locally based Garland field representative, in coordination with the Garland/DBS, Inc. project manager, is responsible for coordinating the day-to-day activities of the work in the field.

When required, documentation used during this phase includes the Daily Sign-In Sheet, which is used by the subcontractor to establish accountability for each subcontractor employee that reports to work each day.

When daily supervision is required by contract, a Daily Production Report is used by the locally based Garland field representative or job site superintendent to track what is/is not being accomplished each day. These reports keep the entire team up to date on daily jobsite progress and assist in the immediate notification of any issues that arise.

Throughout the installation process, the locally based Garland representative is periodically on site to ensure that all Garland materials are being installed to specification. Garland/DBS, Inc. may schedule weekly progress meetings, which all involved in the project are encouraged to attend.

The locally based Garland field representative collaborates with the home office or directly produces a detailed Weekly Progress Report that may then, as needed, be shared with the project manager in the corporate (Cleveland) office to document the week's activities and subcontractor staffing; identify issues that are being monitored; and flag problems that need to be resolved before they cost Garland/DBS, Inc. and the Customer Agency time and money. Change Orders are processed in the same manner, whether they are issued to the Customer (for additional work requested) or from a subcontractor (in which case, the change order is carefully evaluated to identify its cause and to shield the Customer from any adverse economic impact resulting from contractor error or oversight). Tight controls over the change order process ensure that the Customer's budget is adhered to and only increased, when appropriate, for a fair and reasonable amount.

The process works like this:

- The Change Order is initiated by the Garland/DBS, Inc. estimator or locally based Garland field representative, then forwarded to the corporate (Cleveland) office for processing.
- The Change Order includes appropriate back-up information supporting the reason for the change and detailing the increase/decrease in cost and/or change in performance requirements and/or increase/decrease in time associated with the change.
- Whenever a Change Order is executed, the project manager in the corporate (Cleveland) office determines whether or not formal modifications to the Contract/Purchase Order with the Customer or the subcontractor are required. Only the project manager can formalize the change and modify the budget and schedule for the project based upon what has been approved as "necessary to complete the project" by the Customer Agency and Garland/DBS, Inc.
- No Change Orders are approved without review and written authorization from the corporate (Cleveland) office. This protects the Customer and Garland/DBS, Inc. from incurring costs associated with unapproved/unauthorized change orders from our subcontractor(s).
- Garland/DBS, Inc. requires that all Subcontractor Billing Documents be submitted to the project manager by the 25th of each month. The standardized billing procedure works like this:

- The project manager processes these billings by communicating with the field representative to verify if the amount billed equals the amount of work completed.
- Once the project manager is through with the verification process, he/she forwards the billing document to the Garland/DBS, Inc. accounting staff for payment. If the project manager finds discrepancies in the subcontractor's payment application or the back-up that accompanies it, then he/she will discuss the issue(s) with the local Garland field representative to resolve them.
- Once the pay application and back-up information have been approved, the project manager forwards the entire package to accounting personnel for processing.
- Most projects allow for a monthly Garland/DBS, Inc. billing to the Customer; however, some work has special billing terms. A similar process is used internally to process all billings to the Customer Agency. Information is collected by the project manager associated with the project from the subcontractors and the locally based Garland representative to cross-verify project progress and ensure that the items billed reflect actual completion of the project in the field. The Garland/DBS, Inc. project management staff works to ensure accurate billing is produced. Once completed, Garland/DBS, Inc. forwards the billing to the Customer for payment.
- The locally based Garland field representative typically performs and documents periodic inspections of the work in progress, including detailed notes, as well as digital pictures. The inspection process differs for every project, but safety and quality are always reviewed at each site visit. The field representative also utilizes an In-Process Inspection Report to help determine if the project is tracking along with the build schedule. This form is the control document for all observations made on-site. The information from the In-Process Inspection Report serves as a notification tool to the Customer Agency's facilities staff. If issues arise on site, the In-Process Inspection Report provides our management staff with point-in-time project status updates that assist our project manager in the corporate (Cleveland) office, general manager, controller, and operations manager in evaluating progress and driving resolution.
- Garland/DBS will provide periodic inspections and supervision by monitoring the progress of the contractor and will coordinate scheduling of material and equipment deliveries with our subcontractor(s) to meet the needs of the Customer Agency. Any discrepancies, field conditions, or requests for additional information will be handled and resolved by the Garland/DBS, Inc. project manager, in coordination with the agency's locally based Garland representative.
- A Garland/DBS, Inc. project manager can perform monthly site visits, depending on the Customer's preference, from pre-construction through the close-out of the project, monitoring progress and ensuring quality standards. A full-time job site superintendent can also be provided, at the agency's preference, to document and monitor the day-to-day activities of the subcontractor and their progress against the schedule.
- Each subcontractor's payment application will be reviewed and evaluated by Garland/DBS, Inc. to make sure that the amount billed corresponds with the actual percentages of work completed on the project. When prevailing wage rates are required,

certified payrolls will be collected from our performing subcontractor(s) and provided to the owner, as required by prevailing wage laws. Lien waivers will be obtained, reviewed, and compared to the pay requests and provided to the Customer as required.

Garland/DBS, Inc. will approve the pay request and pay our subcontractor(s) within 45 days as long as all required documentation is provided by the contractor and there are no performance-related concerns. If there are outstanding issues involving payment, a fair and reasonable portion of payment will be made in an acceptable time frame. The remainder will be paid when the issues identified have been resolved by the subcontractor.

- Upon notification that the work has been completed, the local Garland field representative or a Garland/DBS, Inc. project manager will make a visit to the project to determine if substantial completion date will be documented by the local Garland field representative, and a Punch List will be prepared noting all items that have not been fully completed or that require rework. The Punch List will be distributed to the Customer and the affected subcontractors on the project, upon request.
- Once the Punch List items have been completed, the local Garland field representative or a Garland/DBS, Inc. project manager will make a final visit to verify completion and provide closeout documentation, including workmanship warranties from the subcontractors. The industry standard one-year warranty for installation and workmanship will be honored by Garland/DBS, Inc. according to the contract, along with supplier/manufacturer warranty(ies) from Garland, covering the installed roofing materials, which for some high-performance systems may be as long as 40 years. All warranties will be issued in the name of the Customer using the OMNIA Agreement.

*IV.2.b.vi. Describe Offeror's customer service/problem resolution process. Include hours of operation, number of services, etc.*

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Garland/DBS, Inc. prides itself on the Customer Experience and our Service. Our Representatives in the field are available to our customers 24/7 and are often able to quickly respond and dedicate resources to resolving a problem. With 200 Representatives across America, no OMNIA customer will have to wait long for service and resolution.

Garland/DBS, Inc. also has a fully staffed customer service department and empowered management to aid in resolving challenges with materials, labor, logistics, or anything else on and off the jobsite. Our customer service representatives are available from 8:30am to 5pm across all time zones in the continental United States. However, additional support is available to customers after hours via phone, text, and email.

## Problem Escalation Process

Garland/DBS, Inc. has found that by assigning an experienced employee-owner territory manager W-2'ed by Garland as the single, local contact point for any and all situations and concerns that might arise on a complex waterproofing project, we are able to resolve customer complaints before they escalate into major problems nearly 100 percent of the time. As employee-owners, every Garland field representative is empowered to initiate corrective action in keeping with the protocols established in our Sales Policy Manual, including expediting deliveries, forgiving restocking fees and working through change-orders.

We run a non-hierarchical organization; our largely flat structure is designed to empower individuals across the company to take ownership of the projects they are involved in, and creatively resolve small problems before they become big ones. The organizational flow for any job contracted by Region 4 or any other OMNIA Partners Participating Public Agency is short and direct:

- Every OMNIA Partners Participating Public Agency will have 24/7 access to their locally based representative via cell phone and email.
- Our reps have direct and immediate 24/7 access to both the President of DBS Brian Lambert and Our Director of Strategic Operations Jordan Trimble via cell phone and email, should they need corporate help to provide rapid and appropriate response.

The Four Project Phases collectively incorporate many checks and balances, with formal procedures designed to prevent any problem from escalating.

As an added measure, every customer of warranted materials is asked to participate in a Customer Survey at the time their warranty is issued, to provide a snap-shot view of those areas of service that might be improved upon. A four-year summary of our complaint rating can be found after the Customer Survey questions in this section. The actual Customer Survey questions have been provided on the following page:

## Customer Complaint Measurement & Resolution

All problems are resolved using a standardized process, which is established within our ISO 9001:2015 quality control protocols:

- Our documentation process calls for immediate notification from our field personnel to our product managers at our corporate location when a problem occurs.
- At that point, the corporate office documents the issue or concern and distributes an alert to product and manufacturing personnel within 24 hours of original notification.

- Product and manufacturing personnel then meet with the goal of identifying an immediate remedy for the specific situation as well as a long-term remedy to resolve the identified problem.
- The entire process is documented and audited within our ISO 9001:2015 framework.

During the discussion, the first decision to be made is whether the quality complaint is related to material quality or the installation process.

- If the complaint is deemed to be a product quality issue, our process dictates the review of production records to identify when the failed product was manufactured, and where any additional product manufactured at that same time has been delivered, stored, or installed. Suspect product that has been stored or delivered is quarantined to determine its disposition. In addition to addressing these critical issues to prevent any additional product failures, a training plan is created to address the manufacturing issues that resulted in the problem, thereby preventing their recurrence.
- If the complaint is deemed an installation issue, training documentation is created and distributed in order to avoid a recurrence.

## Quality Problems

Over the last nine-plus years, Garland has experienced a limited number of quality issues with our materials. It is standard procedure to collect batch information on all Garland products. When a product problem arises, the batch number is collected, and all product(s) with the same batch number(s) are traced within our data collection system and investigated both in our warehouses and/or on the projects where they may have been shipped. Our goal is to prevent questionable products being installed on any projects until it is determined, definitively, whether the product is within specification.

The standardized process we have adopted reduces agency risk by ensuring any costs related to material or service issues or delays are absorbed by Garland/DBS, Inc. As the manufacturer/contractor, we remain 100 percent accountable for the quality of our materials and the quality of their installation.

## For Material-Related Complaints

Our process for reporting and analyzing customer complaints follows:

1. Nonconforming products and/or raw materials are documented in our ERP system and Excel Spreadsheet compilation.
2. Customer Survey feedback previously described is continuously monitored with a statistical rating system of 1 to 5.
3. Any substandard ratings or comments are immediately addressed by management.



The customer complaint data is collected by finished goods product categories (raw materials, roll goods/membranes, metals, coatings, etc.) and analyzed on a monthly basis by a management team consisting of Garland's General Manager and representatives of the following departments:

- Laboratory
- Manufacturing
- Product Management
- Purchasing
- ISO Quality Control

Every item identified is researched to identify root causes and assign corrective action. Only when final corrective actions have been confirmed, are the items closed in the ERP system and Excel Spreadsheet compilation.

The classifications used to identify common root causes are:

- Application error
- Specification error
- Production error

Data on material complaints is collected and analyzed on a material type basis.

### **For Service-Related Complaints**

Our internal engineering and construction management team members meet weekly in Cleveland to review any job-site related problems and concerns, make recommendations, and assign corrective action. Every open project is thoroughly reviewed to ensure all required turnkey services are being implemented appropriately and on schedule.

As part of our close-out process, the project management team ensures that all contractual requirements are met upon the delivery of the final invoice for retainage and issuance of the warranty to the Participating Public Agency. This practice ensures that every service-related commitment is fulfilled as promised.

In addition, the Customer Survey process previously described helps ensure field-related problems are brought to the attention of our Customer Service team.

*IV.2.b.vii. Describe Offeror's invoicing process. Include payment terms and acceptable methods of payments. Offerors shall describe any associated fees pertaining to credit cards/p-cards.*

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Garland/DBS is committed to providing its customers with a tailored solution. With Job order contracts, Garland / DBS will create a single invoice per month per project. Material only purchases are also being made available through this contract. In the case that only material is being purchased, the invoice would be sent electronically or by mail directly to the participating agency. The invoice would be generated the day after the material ships. Garland/DBS, Inc. proposes to offer all Participating Public Agencies with a one (1) percent discount for payments within 10 days, net 30 days.

Material-only purchases and small leak repair services can be made with a Procurement Card through an American Express®, MasterCard® or VISA® in order to provide flexibility to the Participating Public Agency's facility maintenance staff when a purchase order cannot be issued in the timeframe required for material delivery or emergency repair services. The Procurement Card payments will be kept to a dollar threshold of \$5,000 or less. In addition, Garland/DBS can accept American Express®, MasterCard® or VISA® credit card payments of any dollar amounts, as long as the Participating Public Agency is willing to accept a surcharge of 2.82%.

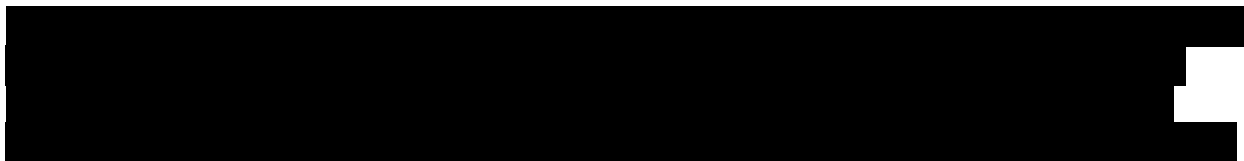
*IV.2.b.viii. Describe Offeror's contract implementation/customer transition plan.*

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Garland/DBS, Inc. does not presently hold a competing JOC contract vehicle, and as such, we do not anticipate a need to transition any customers from another contract to the Region 4 Roofing Products, Services, and Job-Order-Contracting Services contract. Rather, we anticipate greenfield opportunities with Public Agencies with whom our existing Racine County OMNIA Partners ITB contract was not usable.

To maximize this opportunity, a detailed 90-day internal and external implementation marketing and training plan follow.

### **Internal Marketing (Territory Managers)**



[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

***Days 11-90 – Training & Education***

[Redacted]

[Redacted]

[Redacted]

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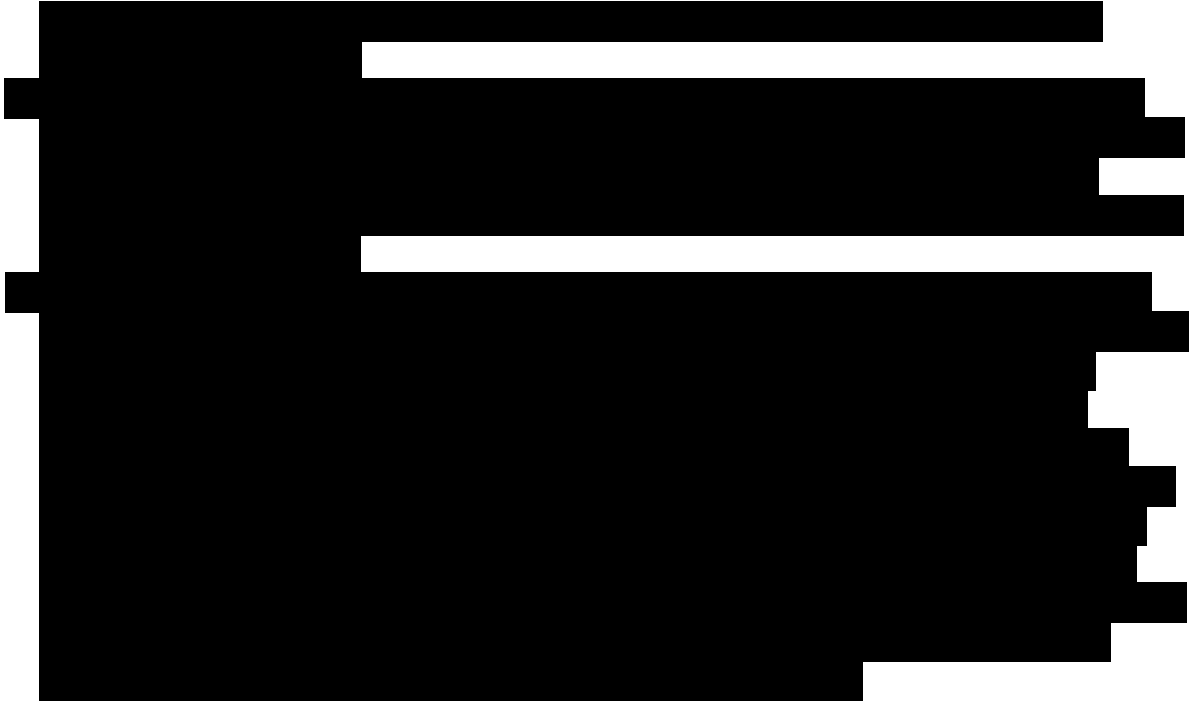
[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



*IV.2.b.ix. Describe the financial condition of Offeror.*

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In the management of your building assets, keeping moisture out is mission critical. Therefore, it is important to work with strategic companies who are proven, tested, and focused on delivering solutions. A partner for the life of your building. The Garland Company, Inc., Design-Build Solutions, Inc. and Garland/DBS, Inc. are able, ready, and willing to provide that support.

Our 128-year track record of delivering long-term waterproofing solutions combined with our exceptional financial stability ensures incredible value for your project. We are pleased to share with you some additional things about Garland and our employee-owners, so that in your evaluation for this contract award, you will consider working with us.

- We manufacture 95 percent of the roof/waterproofing products we sell in the United States. We have an unmatched level of control over product quality and performance and are dedicated to providing products that are “Made in America”.
- Garland was an early adopter of green initiatives and remains an industry leader in sustainability, with focus areas on reducing our carbon footprint and using recycled materials as part of our formulations. (We care about the impact we have on our planet.)
- The average tenure of our employees is far beyond the industry average. (An important factor considering the caliber and consistency of products we produce and the service we provide.)

- Garland donates thousands of dollars to local and national charities each year. (Giving back is a key part of our company's culture.)
- Garland is a 100 percent employee-owned company. (We value our employees and as a result, they take pride in growing and owning their company.)

With that being said, Garland would be honored to be awarded the Region 4 Roofing Products, Services, and Job-Order-Contracting (JOC) Services contract. With best-in-class products, long-term warranties, over 200 local representatives, and very detailed project management services, our promise continues to be of great value. Our strong financial health further illustrates our ability to remain true to our commitments of providing you with superior products and services for the long term.

[REDACTED]

We look forward to assisting you in any way possible.

*IV.2.b.x. Provide a website link in order to review website ease of use, availability, and capabilities related to ordering, returns and reporting. Describe the website's capabilities and functionality.*

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[REDACTED]



Our web experience must also provide utility to design professionals, contractors and customers during the specification, ordering, and installation process. Garlandco.com has our full product range with complete documentation sets for each product, including technical and safety data sheets, application guidelines, details, and specifications. In many cases, video application excellence tutorials are available as well.

For ordering, returns, and reporting, the nature of our business, and the day-to-day work of our contractors and primary customers, requires a high-touch human-driven experience. As such, we find that the best ordering and return process remains one that begins with our Territory Manager and continues with our Customer Service and Support team at our Cleveland headquarters. With that said, we continue to make digital resources available both to our Territory managers and our customers, including our RAMP and Dry Zone platforms, to help manage assets and capital budgets.

*IV.2.b.xi. Describe the Offeror's safety record.*

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Safety is one of the key components discussed during the Pre-Construction Meeting. A Site-Specific Safety Plan is requested from each subcontractor, which sets the guidelines and requirements for what obligations, safety equipment, and safety training that subcontractor must employ before and during the performance of the work. All major safety requirements are discussed so they are clearly understood, but it is each subcontractor's responsibility to follow their own safety program requirements (at a minimum) and incorporate them into the site-specific safety plans for their related disciplines.

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



Our process for promoting and ensuring safety begins at the pre-project meeting. Whenever Garland/DBS, Inc. provides a turnkey roof installation for a Participating Public Agency, their locally based Garland field representative will set-up a meeting with the agency's representatives to make sure their specific safety requirements are incorporated into the project and that all relevant building codes and regulations are met.

Once the project development phase is completed, the locally based Garland representative will set-up a review and approval meeting with the Participating Public Agency to review the project requirements and ensure they are complete. We will then invite a few of our trusted, authorized local contractors to attend a pre-project meeting. At the pre-project meeting, all of the project requirements will be discussed with the contractors, including OSHA standard safety requirements and any special safety requirements of that particular Participating Public Agency. If any issues arise throughout the proposal development phase, the local Garland representative has direct access to Heidi Dobson, Garland/DBS, Inc.'s Project Safety and Coordination Supervisor assigned to the Master Agreement. Heidi's credentials are provided in Appendix D – OSHA Logs & Employee Safety Certifications. She is OSHA trained and certified as OSHA 502-500 Authorized Trainer for the 10-hour and 30-hour courses in the Commercial / Industrial Construction Field.

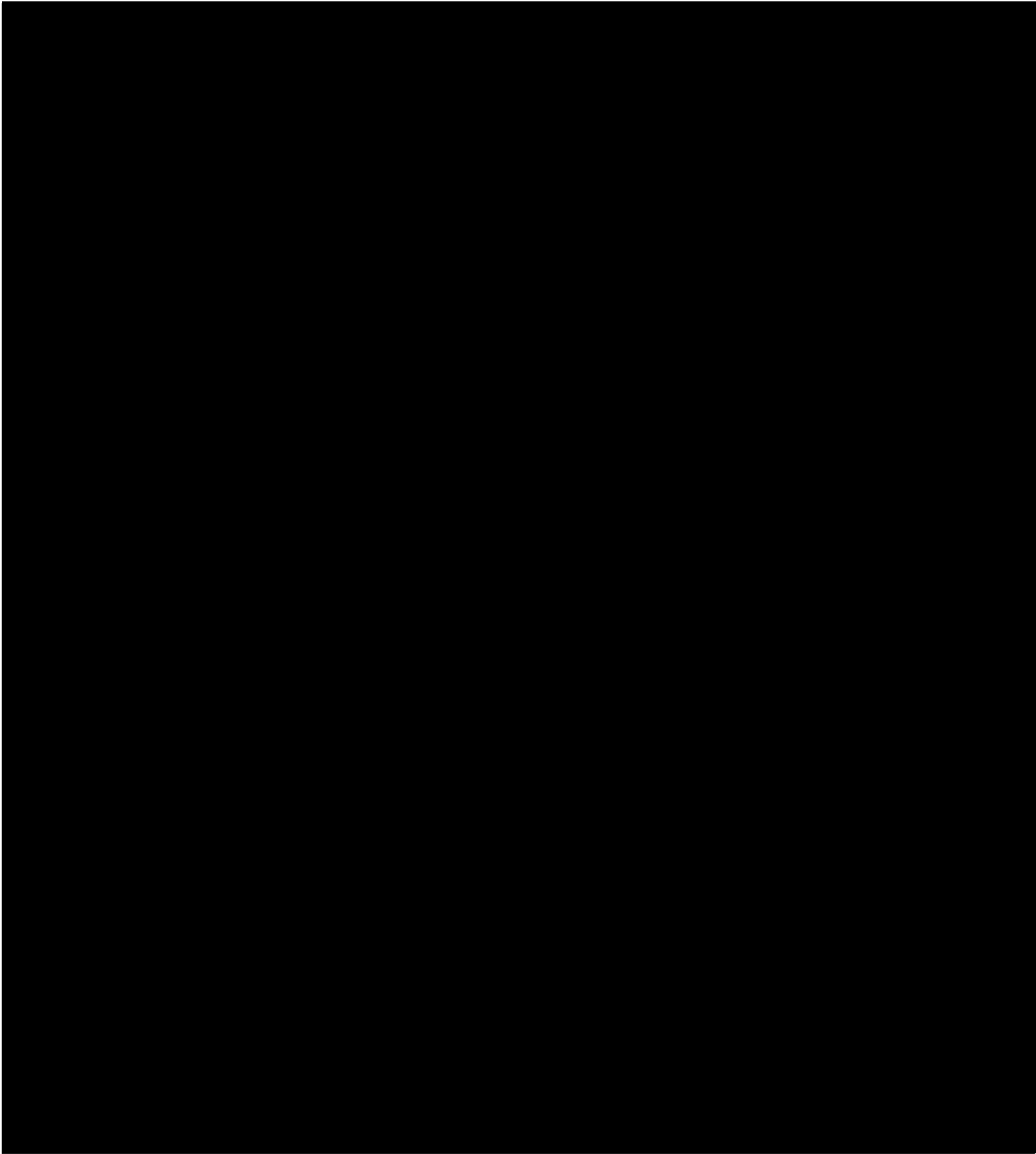
By the time the proposal is submitted, all safety requirements have been taken into account by our subcontractors, and both the Participating Public Agency and Garland/DBS, Inc. can be confident that all safety procedures will be followed throughout the construction of the project.

At the time the purchase order is issued, Garland/DBS, Inc. distributes a Safety Manual that sets the guidelines and requirements for what obligations, safety equipment, and safety training the subcontractor should employ before and during the performance of the work. Garland/DBS's Safety Manual sets the minimum requirements for the subcontractor's Site-Specific Safety Plan. The plan is to be made available on each project site, as needed. On larger projects, weekly Toolbox Safety Meetings are held to ensure that all safety-related concerns are addressed and understood by the project personnel and each subcontractor employee is aware of the safety-related concerns identified for each phase of the project. If any issues arise throughout construction, the Garland territory manager can again consult Heidi Dobson, Garland/DBS, Inc.'s Project Safety and Coordination Supervisor assigned to the Master Agreement.

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

[Redacted content]

[Redacted content]



*IV.2.b.xii. Performance Bond Plan - Offeror shall submit a detailed performance bond plan that will meet the Participating Public Agency's local and state statutory requirements. The Offeror is required to be knowledgeable and current on all statutory requirements for bonding. This should include, but is not limited to, a letter from a surety company that is licensed to do business in the states being proposed in the submittal. Offerors shall also provide a written statement acknowledging that they can provide surety letters for any affiliates to Region 4 ESC or participating agencies upon request. Offerors may need to provide additional capacity as work orders increase. Bonds will not require that a fee be paid to Region 4 ESC. The actual cost of the bond will be a pass-through expense to the Participating Public Agency and added to the purchase order.*

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As confirmed by the signed and notarized statement from CNA Surety on the pages to follow, the bonding capacity for Garland/DBS, Inc. is up to \$30,000,000 per project bond nationwide, with an aggregate capacity of \$200,000,000. Western Surety Company is a Treasury Listed company with a current Treasury Limit of \$152,157,000, providing them the authority to issue a limitless number of individual bonds up to their Treasury Limit Amount. Western Surety Company is authorized to do business in all 50 states in the United States and is rated "A" by A.M. Best Company.



8740 Orion Place, Suite 300  
Columbus, OH 43240

June 13, 2023

Region 4 Education Service Center  
7145 West Tidwell Road  
Houston, Texas 77092

RE: Garland/DBS, Inc.  
Solicitation Number 23-04 for Roofing Products, Services and Job-Order-Contracting  
(JOC) Services

To Whom It May Concern:

Garland/DBS, Inc. is a highly regarded and valued client of Western Surety Company, a subsidiary of CNA Surety. Western Surety Company is a Treasury Listed company with a current Treasury Limit of \$152,157,000 and has an A.M. Best Rating of A. In the past, Western Surety Company has been willing to support Garland/DBS, Inc. on single projects up to \$30,000,000 with a total aggregate work program of \$200,000,000. Western Surety Company continues to support Garland/DBS, Inc. at these levels. Western Surety Company is confident in Garland/DBS, Inc.'s ability to perform and recommends them for your favorable consideration.

This letter is not to be construed as an agreement to provide surety bonds for any specific project but is offered as an indication of Western Surety Company's past experience and confidence in this firm. Any specific request for a bond will be underwritten on its own merits.

If I can provide any additional information, please do not hesitate to call me at 216-397-1700.

Sincerely,

Western Surety Company  
Cathy L. Woodruff, Attorney-In-Fact

# Western Surety Company

## POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint Cathy L. Woodruff

, Individually

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

- In Unlimited Amounts -

Surety Bond Number: N/A  
Principal: Gar and/DBS, Inc.  
Obligee: Reg on 4 Educat on Serv ce Center

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

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

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 27th day of April, 2023.

WESTERN SURETY COMPANY



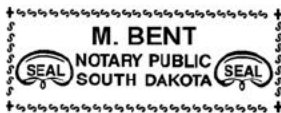
Larry Kasten  
Larry Kasten, Vice President

State of South Dakota }  
County of Minnehaha } ss

On this 27th day of April, 2023, before me personally came Larry Kasten, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is the Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires

March 2, 2026



M. Bent  
M. Bent, Notary Public

### CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law and Resolutions of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 13th day of June, 2023.



WESTERN SURETY COMPANY

L. Nelson  
L. Nelson, Assistant Secretary

## Authorizing By-Laws and Resolutions

### ADOPTED BY THE SHAREHOLDERS OF WESTERN SURETY COMPANY

This Power of Attorney is made and executed pursuant to and by authority of the following By-Law duly adopted by the shareholders of the Company.

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, and Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

This Power of Attorney is signed by Larry Kasten, Vice President, who has been authorized pursuant to the above Bylaw to execute power of attorneys on behalf of Western Surety Company.

This Power of Attorney may be signed by digital signature and sealed by a digital or otherwise electronic-formatted corporate seal under and by the authority of the following Resolution adopted by the Board of Directors of the Company by unanimous written consent dated the 27th day of April, 2022:

“RESOLVED: That it is in the best interest of the Company to periodically ratify and confirm any corporate documents signed by digital signatures and to ratify and confirm the use of a digital or otherwise electronic-formatted corporate seal, each to be considered the act and deed of the Company.”



## Digital Seal, Signature Authority and Enforceability

This communication is being provided on behalf of all CNA Surety companies, including **Western Surety Company, Continental Casualty Company, The Continental Insurance Company, American Casualty Company of Reading, Pennsylvania, and National Fire Insurance Company of Hartford** (collectively and individually referred to as “CNA Surety”).

The use of an electronic image of the corporate seal of any CNA Surety company (the “Digital Seal”) and the attachment of the Digital Seal to any surety bond issued by a CNA Surety company is authorized. Each CNA Surety company acknowledges and agrees that the Digital Seal may be affixed to any CNA Surety bond and relied upon to the same extent as if a raised corporate seal were physically attached to the bond. Also, as permitted by law, the electronic delivery and submission of any surety bond on behalf of each CNA Surety company and the execution of such surety bonds by an attorney-in-fact of the CNA Surety company using a digital signature shall have the same legal effect as delivery of a tangible original with the original “wet” signature of the attorney-in-fact.

Delivery of a digital copy of this Digital Seal, Signature Authority and Enforceability notice, executed electronically, to an Obligee or Obligee’s representative shall constitute effective execution and delivery of this notice and shall have the same legal effect as delivery of a tangible original of the notice with my original “wet” signature.

In Witness Whereof, this has been executed by the Vice President and Surety General Counsel for each of the CNA Surety companies.

Dated this 7th day of April, 2020.

Rosemary Quinn  
Vice President and Surety General Counsel on behalf of



Western Surety Company



The Continental Insurance Company



Continental Casualty Company



National Fire Insurance Company of Hartford



American Casualty Company of Reading, Pennsylvania



*IV.2.b.xiii. Safety/Environmental Plan - Offeror shall submit a detailed safety plan with their submittal. It should specifically address how the Offeror will implement this plan with the subcontractors. The safety plan will need to address OSHA compliance, environmental compliance, drug testing, trend analysis and noncompliance corrective action. It should also state whether a safety officer will interact with the Participating Public Agency's staff and management of safety and environmental issues while working in occupied areas.*

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In the Appendix of this Submittal, please find our detailed, OSHA-compliant Safety Plan. The plan includes the following policies and documented protocols:

- Safety Policy Statement
- Environmental Policy Statement
- Safety Program Review
- Safety and Health Responsibility
- Pre-Project Meetings and Safety Inspections
- Accident / Incident Reporting
- Accident / Incident Investigation
- Safety Record Keeping Program
- Safety Training Program
- General Safety Rules
- Emergency and Fire Prevention Plan
- Fire Protection Program
- Hazard Communication Program
- Personal Protective Equipment Program
- Hearing Protection program
- Back Injury Prevention Program
- Hand, Electrical, and Pneumatic Tool Safety
- Electrical Safety-Related Work Practices
- Assured Grounding Program
- Lifting and Mobile Equipment
- Ladder Safety Program
- Scaffold User Safety Program
- Fall Protection Program
- Work Platforms and Aerial Lifts
- Welding, Cutting, and Brazing Program
- Safety Signs and Tags
- Bloodborne Pathogens Exposure Control Program
- Drug & Alcohol Policy
- Medical Services & First Aid
- Disciplinary Program

- Hot Work Program
- Heat Stress Prevention Program
- Process Safety Management Program
- Stop Work Authority Program

If, in reviewing these documents, Region 4 would like additional information, this can be supplied upon request. Similarly, if any Participating Public Agency has job-specific safety requirements, these can be documented and we will manage an individual project for compliance with that locality.

*Appendix D, Exhibit A.3.1.A. Brief history and description of Supplier to include experience providing similar products and services.*

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**The Garland Company, Inc. and Garland/DBS, Inc. - Providing Best in Class Materials and Turnkey Installation for over 125 years**

The Garland Company, Inc. is a full-service, high-performance roofing materials manufacturer and supplier providing our industry's highest level of field service and technical support.

Our field representatives are the most highly trained in our industry, providing customers with full-service support — from roofing inspections, detailed reports, and assistance with specification writing, to project inspections and long-term roof asset management support. ■

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]



Garland materials, and to protect Garland's long-term interests, as represented by our material warranties. Every individual employee-owner is committed to providing the highest quality products and services to our customers. Our goal is to meet or exceed customer requirements by consistently providing benefits and adding values that are commensurate with our cost structure. As our mission statement attests: "Whenever it can be done better, Garland will do it!"

Garland's long-term, successful relationships with our customers have also been the catalyst for increasing our financial strength and reputation. Our commitment to high-performance materials and quality installations allows us to deliver solutions that provide leak-free performance beyond the warranted life of our waterproofing systems. Garland's ability to deliver what we promise to our customers has been mutually beneficial. With no long-term debt and a fully-funded Employee Stock Ownership Plan (ESOP), Garland has the ability to make business decisions based upon long-term value creation for our shareholder employees. We never sacrifice long-term performance for short-term success.

These values have been carried through to our relationships with the network of suppliers and contractors used throughout the Garland organization. Our supplier/contractor qualification process is designed to yield raw materials, finished materials, and services of the highest quality at the lowest possible cost to our customers. To nurture such mutually beneficial relationships, Garland upholds our end of the bargain by making sure all our obligations for materials supplied and services delivered are paid for within the credit terms extended. Garland's 5A1 Dun & Bradstreet Rating is the highest possible rating for a roofing manufacturer, awarded only to organizations with an impeccable credit history and financial strength.

The Garland organization and its employees are well-represented in a variety of national associations working to improve roofing performance standards for public and private sector property owners across North America. These include, but are not limited to: NRCA, CRRC, RCMA, ASTM, CSI, AIA, NAWIC, NWIR, BEC and USGBC. Many of our locally based representatives are also involved in the regional chapters of these and other professional organizations serving architects, engineers, facility managers, building owners, or specific vertical markets, such as education and healthcare.

Please see below for a detailed timeline of Garland's history, including the many "firsts" we have achieved since our founding in 1895:

### ***Garland Historical Timeline***

- 
- |             |  |
|-------------|--|
| <b>1860</b> | ● The first galvanized steel roofs are used in Western U.S.  |
| <b>1895</b> | ● Samuel D. Wise loans his younger brother, Jacob B. Wise, \$100 to purchase Garland Refining Company. |
| <b>1908</b> | ● Garland Refining Company offices move to Citizens Building in the heart of downtown Cleveland.       |
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<b>1914</b>	<ul style="list-style-type: none"><li>● Company name is changed under Ohio law to The Garland Company, Inc.</li></ul>
<b>1916</b>	<ul style="list-style-type: none"><li>● United Laboratories (U.L.) and Barrett introduce specifications to promote common performance standards for roofing performance.</li></ul>
<b>1917</b>	<ul style="list-style-type: none"><li>● Jacob Wise's patent for roofing compositions is approved by the U.S. Patent Office, launching Garland's history of innovation.</li></ul>
<b>1919</b>	<ul style="list-style-type: none"><li>● Garland purchases large plant and warehouse property at 3800 East 91st Street in Cleveland, Ohio.</li><li>● Our product line is expanded to include paint, roofing, and flooring materials for industrial and agricultural use.</li><li>● Garland purchases from the Sabin brothers the exclusive right to use and sell their patented devices for applying glazing compounds.</li></ul>
<b>1928</b>	<ul style="list-style-type: none"><li>● J.B. Wise's son, John T. Wise, joins Garland.</li></ul>
<b>1930</b>	<ul style="list-style-type: none"><li>● The Garland product line of consumer house paints expands, with paints sold through a network of hardware stores.</li><li>● J.B. Wise's son, Edward F. Wise, joins Garland.</li></ul>
<b>1940</b>	<ul style="list-style-type: none"><li>● J.B. Wise dies on December 16.</li><li>● Juliette Wise assumes presidency of Garland.</li></ul>
<b>1942</b>	<ul style="list-style-type: none"><li>● As part of the war effort, Garland produces reclamation system for spray paint used to camouflage military vehicles.</li></ul>
<b>1945</b>	<ul style="list-style-type: none"><li>● The Garland Company celebrates its 50th anniversary.</li></ul>
<b>1946</b>	<ul style="list-style-type: none"><li>● Mechanized methods of production prevail in the years following World War II.</li></ul>
<b>1950</b>	<ul style="list-style-type: none"><li>● Agricultural portion of Garland business, manufacturing and distributing a product line of caulking, shading compounds, and putty for greenhouses, grows steadily.</li></ul>
<b>1953</b>	<ul style="list-style-type: none"><li>● Samuel D. Wise dies on March 27.</li></ul>
<b>1967</b>	<ul style="list-style-type: none"><li>● Jacob and Juliette Wise's sons, John and Edward, assume shared ownership of the company.</li></ul>
<b>1972</b>	<ul style="list-style-type: none"><li>● Oil embargo catalyzes roofing industry to explore alternative roofing materials to replace asphalt and coal tar pitch.</li><li>● Roofing industry moves toward single-ply systems.</li><li>● Escalating fuel costs prompt greenhouse owners to convert from wood and glass structures to new, better insulated building materials.</li></ul>
<b>1974</b>	<ul style="list-style-type: none"><li>● On May 1, Mel Chrostowski, Dick Olivier, and Doug Raynow enter into an agreement to purchase The Garland Company. By year's end, they</li></ul>

are joined by Dick DeBacco, Perry Demming, Bill Oley, and Elmer Soliday.

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<b>1976</b>	<ul style="list-style-type: none"><li>● Edward Wise dies on March 28 at the age of 62.</li></ul>
<b>1978</b>	<ul style="list-style-type: none"><li>● Milan Warford joins The Garland Company and begins research and development of a new modified bitumen roofing membrane.</li><li>● The Garland Company formally introduces StressPly®, the first high-performance modified bitumen roofing system manufactured in North America.</li></ul>
<b>1985</b>	<ul style="list-style-type: none"><li>● Garland expands its offices and warehouse in Cleveland, Ohio.</li><li>● The Garland Company initiates employee ownership through the ESOP program.</li></ul>
<b>1987</b>	<ul style="list-style-type: none"><li>● The Garland Company is saluted by Cleveland, Ohio's daily newspaper, <i>The Plain Dealer</i>, for entrepreneurial excellence representing the strength and diversity of Greater Cleveland businesses.</li><li>● Garland Canada Inc. is formed, with headquarters in Toronto, Canada.</li><li>● John T. Wise retires.</li><li>● Dick DeBacco assumes presidency of The Garland Company.</li></ul>
<b>1988</b>	<ul style="list-style-type: none"><li>● GMX, Inc.® is created as a wholly-owned subsidiary, headquartered in Cleveland, Ohio, to offer high-performance below-grade waterproofing materials and accessories for the residential and commercial markets</li></ul>
<b>1989</b>	<ul style="list-style-type: none"><li>● The StressPly Plus membrane, with SBS plus SEBS polymers and a quad axial scrim is introduced.</li></ul>
<b>1990</b>	<ul style="list-style-type: none"><li>● Doug Raynow dies.</li><li>● Garland forges a joint venture with ImageWorks Inc., a Cleveland, Ohio advertising firm, to increase sales revenues and profitability by expanding public relations and marketing capabilities within the company.</li><li>● <i>GarPeople</i> magazine, a quarterly publication that continues to serve Garland employees worldwide, is introduced.</li></ul>
<b>1991</b>	<ul style="list-style-type: none"><li>● Garland is among the first roofing companies in North America to embrace green technologies, introducing the first green roofing system a full decade before sustainability was more universally accepted.</li></ul>
<b>1992</b>	<ul style="list-style-type: none"><li>● The purchase of the R-Mer Lite® insulated steel roofing system adds a new product category, metals, to the Garland product line.</li><li>● The Energizer rubberized liquid membrane for roof restoration is introduced.</li><li>● StressPly IV torch-applied fiberglass reinforced, SBS modified bitumen membrane is introduced.</li></ul>

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- 1993**
- StressPly E, with SBS/SIS polymers and a high-strength composite scrim, is introduced.
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- 1994**
- Garland purchases land for additional warehouse expansion.
  - The company becomes the first in the U.S. commercial roofing industry to achieve ISO 9002 certification.
  - Garland obtains full ownership of Innovative Metals Company, Inc.® (IMETCO), headquartered in Norcross, Georgia near Atlanta, adding to our capabilities high-quality manufacturing operations for structural and architectural standing seam metal systems.
- 
- 1995**
- The Garland Company celebrates 100 years of continuing growth and success.
  - Duffy Road Corporation is formed to make real estate a safe harbor for accumulated earnings while providing the company with future opportunities for property management.
  - The innovative R-Mer Ply roof termination and flashing system is introduced.
- 
- 1996**
- Garland introduces the industry's most comprehensive computer-based Roof Asset Management Program® (RAMP).
  - Productos Garland SA de CV introduces Garland roofing solutions to Mexico.
  - Commercial Innovations, Inc.® is formed (renamed in 2019 Viking Products Group, Inc.) as a wholly-owned subsidiary of Garland Industries, Inc. to manufacture and supply specialized roofing products not commonly provided to smaller distribution networks.
- 
- 1997**
- Garland introduces Black-Knight®/Black-Stallion® high-performance coal tar pitch waterproofer and roofing laminate.
  - Garland is honored with the prestigious Plant Engineering Product of the Year Award for incorporating post-consumer recycled tires into our modified bitumen systems, helping to divert waste from landfills.
- 
- 1998**
- Garland ISO 9001 certification for research and development begins.
  - Garland is issued a patent for exclusive Black-Knight technology.
  - With the introduction of R-Mer® Wall Panels, Garland expands its product offering to encompass the entire building envelope.
- 
- 1999**
- Garland expands Weatherking® cold-adhesive product line to include polymerized, brush-grade flashing adhesive.
  - A new business, V2 Composites, Inc.® is launched in Auburn, Alabama to ensure a continuous supply of scrims and to support product and industry diversification.
- 
- 2000**
- Garland inaugurates "The Healy," a new, state-of-the-art production line for roll good products, restructuring and expanding our warehouse
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around these new capabilities and increasing our total production, warehousing, research, and office space in Cleveland to over 100,000 square feet.

- Garland is recognized by NorthCoast 99 as one of the best places to work in Northeast Ohio.
- Garland introduces Insul-Lock® insulation adhesive.

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**2001**

- The Garland Company UK, LTD® is formed in Gloucester, England to expand Garland distribution in Europe.
- Design-Build Solutions, Inc.® (DBS) is formed as a wholly-owned subsidiary, headquartered in Cleveland, Ohio, to provide building owners turnkey project management.
- Garland is recognized by NorthCoast 99 for the second consecutive year as one of the best places to work in Northeast Ohio.
- Garland introduces GreenShield® vegetative roofing system.
- Garland introduces the R-Mer Edge product family to protect the roof's perimeter.

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**2002**

- StressPly EUV with Starburst® Mineral Surfacing receives Product of the Year Award, Silver; Editor's Choice Award; and Bronze Product of the Year Award from industry trade publications.
- Garland introduces SolarGrid® photovoltaic roof panels.
- Garland is recognized by NorthCoast 99 for the third consecutive year as one of the best places to work in Northeast Ohio.

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**2003**

- StressPly EUV with Starburst Mineral Surfacing receives NorTech Innovation Award.
- ISO 9001:2000 certification is achieved.
- Garland is recognized by NorthCoast 99 for the fourth consecutive year as one of the best places to work in Northeast Ohio.
- StressPly IV UV with Mineral Surfacing is introduced.

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**2004**

- Garland becomes 100% employee owned through ESOP.
  - Dave Sokol, who joined Garland in 1990 and served in various capacities from advertising and marketing manager to vice president of operations, assumes the Garland presidency.
  - Garland, now grown to a family of 380 employees, is recognized by NorthCoast 99 for the fifth consecutive year as one of the best places to work in Northeast Ohio.
  - In collaboration with Key Bank, a Lease Financing program is developed, to provide non-profit and public sector customers with an innovative financing alternative.
  - The Weatherhead School of Management of Case Western Reserve University, in conjunction with the Council of Smaller Enterprise (COSE),
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honors Garland for its entrepreneurial fortitude, with the Weatherhead 100 award.

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**2005**

- Garland launches a Corporate Account program.
- Northeast Ohio's eVolution of Manufacturing Awards, administered by Smart Business and CAMP Inc., honors Garland for its ability to adapt manufacturing methods and processes to a changing world.
- Through a product line acquisition from Honeywell Commercial Roofing Systems in North Carolina, Garland expands its capabilities to include the Millennium® line of technologically advanced, polymer-modified, coal tar membranes for commercial applications.
- Garland receives the Green Roof Award of Excellence, in the category of extensive institutional roofing from Green Roofs for Healthy Cities, for a roof designed for the Environmental Studies Building at Evergreen State College in Olympia, Washington.
- Garland is recognized by NorthCoast 99 for the sixth consecutive year as one of the best places to work in Northeast Ohio.
- The Soliday Training Center, with state-of-the-art audio and video equipment and an application lab for hands-on learning, is opened across from corporate headquarters in Cleveland.

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**2006**

- Garland introduces Silver-Flash® cold-applied, trowel-grade, silver mastic.
- The White-Knight®/White-Stallion® ENERGY STAR® qualified multipurpose urethane restoration waterproofing system product family is extended for use in a wide range of new applications.
- Garland is recognized by NorthCoast 99 for the seventh consecutive year as one of the best places to work in Northeast Ohio.
- The Case Weatherhead School of Management honors Garland as one of the 100 fastest growing companies in Northeast Ohio.
- Garland is honored as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.
- Garland acquires a modified roof membrane manufacturer to expand its manufacturing and warehousing capabilities.

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**2007**

- New StressPly® IV Plus family of products is introduced.
- John Wise dies on February 21 at the age of 89.
- Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the eighth consecutive year as one of the best places to work in Northeast Ohio.
- Garland introduces Insul-Lock® HR, a single step application, two component, VOC compliant insulation adhesive.

- Garland R-Mer® Span architectural and structural standing seam roof and wall systems is selected as a 2007 Editors' Choice Top Products in Buildings magazine.
  - Introduction of environmentally friendly, VOC-free Green-Lock® multi-purpose structural adhesive
  - HPR® Aqua Shield, an ice and water protection self-adhering underlayment that provides an innovative alternative to mechanically fastened base sheets, is introduced.
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**2008**

- Garland launches the Garland Greenhouse®, branding their sustainable product line and services.
  - Garland introduces Solex®, an eco-friendly, highly reflective roof coating for metal, modified bitumen, and single-ply restoration, formulated from Kynar Aquatec® polyvinylidene fluoride, a water-based fluoropolymeracrylic resin.
  - Green-Lock Flashing Adhesive and Green-Lock Membrane Adhesive, two additions to the Green-Lock family of cold-applied, VOC-free, roofing adhesives are introduced.
  - Garland is recognized as one of *Inc.* magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.
  - Garland receives the NEO Success Award.
  - Garland receives the award for the Ohio Bureau of Workers' Compensation's (BWC) 2007 Safety & Hygiene Awards Program.
  - Garland is honored for the second consecutive year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.
  - Garland introduces 2-ply modified roofing systems, which incorporate the latest in modified roofing technology with superior products, providing ultimate design flexibility. This includes 8 new base sheets and 2 new cap sheets to the comprehensive modified product line.
  - A new sister company, Garland Energy Systems, Inc.® (GES), extends Garland capabilities to encompass seamless delivery of solar and other alternative energy solutions.
  - Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the ninth consecutive year as one of the best places to work in Northeast Ohio.
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**2009**

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

- Garland is one of only five regional employers to be honored with the NorthCoast 99 Legacy Award, which is reserved for organizations that have won the NorthCoast 99 award from the Employers Resource Council (ERC) for ten years.
- Garland launches a dynamic new product category, the Dura-Walk® plaza deck system for roofing areas that are to be used for walkways, decking, or vehicular traffic.
- White-Star adhesive technology offering sustained reflectivity is introduced for application to white reflective gravel.
- The industry's first VOC-free, odor-free modified bitumen roofing system is introduced by Garland.
- Garland is recognized as one of the fastest growing companies in its region, receiving the Weatherhead Centurion award from the Case Western Reserve University Weatherhead School of Management and the Council Of Smaller Enterprises (COSE).
- For the second consecutive year, Garland is recognized as one of *Inc.* magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.
- Garland is runner up for the *Crain's Cleveland Business* Emerald Awards, which recognize Northeast Ohio companies that have made sustainability a strategic priority in their operations, products, and services. This competition evaluates competing companies based on the triple bottom line: good for people, the planet, and profitability.
- Garland is recertified under the ISO 9001:2008 standard to incorporate processes that accommodate the latest changes in technology.

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**2010**

- Garland receives the NEO Success Award for the third consecutive year.
  - Garland is honored for the fourth year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.
  - Garland introduces StressPly® Max membranes that feature selected reinforcements and a unique rubber modified asphalt that incorporates post-consumer recycled crumb rubber.
  - Introduction of the R-Mer® Edge Snap On Fascia and Coping Cap systems comes after being certified through a full battery of ANSI/SPRI ES-1 testing, with an independent test lab to ensure code compliance.
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- For the third consecutive year, Garland is recognized as one of *Inc.* magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.
- The R-Mer® Guard Horizontal Wall Panel with concealed clip, is added to Garland's metal line of products.
- Garland is recognized for the second consecutive year as one of the fastest growing companies in its region, receiving the Weatherhead Centurion award from the Case Western Reserve University Weatherhead School of Management and the Council of Smaller Enterprises (COSE).
- Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the eleventh consecutive year as one of the best places to work in Northeast Ohio.
- Garland introduces White-Knight® Plus, a highly reflective multi-purpose, single-component aliphatic urethane, liquid waterproofing membrane
- Energizer® LO, a multi-purpose, asphaltic polyurethane based, low-odor, liquid waterproofing membrane is introduced.
- Tuff-Coat, an architectural wall coating used to dampproof and beautify all types of exterior and interior masonry surfaces, is introduced.
- Going green, Garland adds StressPly® E (Environmental) membranes that feature selected reinforcements, a unique rubber-modified asphalt and surfacing that contain 8% post-consumer recycled content, 27% pre-consumer recycled content, and 2.5% rapidly renewable content.
- Garland expands its national manufacturing capabilities by acquiring a polymer coatings manufacturer, allowing for the in-house manufacturing of all Garland elastomeric, white roof coatings.

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**2011**

- Garland introduces Insul-Lock® E HR, a VOC-compliant insulation adhesive with no solvents and 45% rapidly renewable content.
- Garland was honored for its ability to adapt to the changing global marketplace and take manufacturing to the next level as a recipient of the 2011 eVolution of Manufacturing Award administered by Smart Business.
- Garland receives the NEO Success Award for the fourth consecutive year.
- Garland is honored for the fifth year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.
- Garland begins manufacturing coal tar-based Millennium® at its Cleveland, Ohio, manufacturing facility.
- Tuff-Flash™, a low-odor, liquid flashing membrane designed to create a watertight flashing on tough roofing details, is introduced.

- Garland becomes the first roofing manufacturer to have its modified membranes validated by UL Environment, the leading environmental claims accreditation body, for both recycled and bio-based content.
  - Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the twelfth consecutive year as one of the best places to work in Northeast Ohio.
  - Garland is a Finalist in *Crain's Cleveland Business* Emerald Awards for making sustainability a strategic priority in our operations, products, and services.
  - For the fourth consecutive year, Garland is recognized as one of *Inc.* magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.
  - Garland is honored for its entrepreneurial fortitude with the Weatherhead Centurion award from the Weatherhead School of Management of Case Western Reserve University.
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**2012**

- Garland is recognized as one of Northeast Ohio's Top Workplaces by Cleveland's Plain Dealer based solely on surveys about the work place completed by their employees.
  - Garland is honored for the sixth year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.
  - Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the thirteenth consecutive year as one of the best places to work in Northeast Ohio.
  - For the fifth consecutive year, Garland is recognized as one of *Inc.* magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.
  - Garland receives the NEO Success Award for the fifth consecutive year.
  - The Weatherhead School of Management of Case Western Reserve University, in conjunction with the Council of Smaller Enterprise (COSE), honor Garland for its entrepreneurial fortitude, with the Weatherhead 100 award.
  - Garland introduces White-Knight®/White-Stallion® Metal Primer, a rust inhibiting and chemical corrosion resistant primer designed to protect metal surfaces.
  - Quick-Slope, an acrylic cementitious slurry designed to reduce ponding water and help redirect standing water to existing drains, is introduced.
  - Garland begins manufacture of all reflective materials at our West Coast manufacturing facility.
-

- Garland introduces Legacy shingle-style and Element reveal-style wall panels to its line of architectural wall panels
  - Garland acquires DryDog Barriers and grows GMX, Inc.
- 

**2013**

- Garland introduces Clear-Shield Rx®, the industry's first rooftop antimicrobial solution designed to improve indoor air quality by resisting bacteria, mold and fungi growth that can become airborne and enter the building through HVAC air intakes.
  - Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the fourteenth consecutive year as one of the best places to work in Northeast Ohio.
  - Garland receives the NEO Success Award for the sixth consecutive year.
  - Garland is honored for the seventh year as a Leading EDGE company by The Entrepreneurs EDGE (Economic Development through Growth and Entrepreneurship), a Cleveland-based organization designed to enhance economic development in Northeast Ohio through innovation and entrepreneurship.
  - For the second consecutive year, Garland is recognized as one of Northeast Ohio's Top Workplaces by Cleveland's *Plain Dealer* based solely on surveys about the workplace completed by their employees.
  - Garland acquires a leading plastics manufacturer located in Mt. Airy, North Carolina.
  - Garland introduces a permeable and non-permeable air/water/vapor barrier systems, designed to control air flow between conditioned space and unconditioned space.
  - Garland acquires a manufacturer and distributor of heavy-duty temporary floor protection.
  - Dura-Walk line of single-component plaza deck products is introduced.
  - Garland introduces highly-reflective Sunburst minerals designed to reduce rooftop temperatures and enhance energy efficiency.
- 

**2014**

- Garland expands its portfolio in the surface protection industry through another acquisition.
  - Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the fifteenth consecutive year as one of the best places to work in Northeast Ohio.
  - Garland receives the NEO Success Award for the seventh consecutive year in recognition of our success in sales, growth and profitability.
  - For the third consecutive year, Garland was named a Top Workplace by *The Plain Dealer*, an award based solely on surveys about the workplace completed by employees.
-

- Garland introduces CPR™ White Coating, a lightweight, multi-layer waterproofing system that restores metal roofs and walls with unusual geometric designs.
- Garland introduces Revitalizer™ and Revitalizer Metal multi-purpose, liquid waterproofing membranes designed to restore asphalt-based and metal roof systems, providing superior protection to the original wearing surface.
- Garland introduces Energizer BK, a specially formulated cold-applied waterproof coating designed to provide natural resistance to moisture, chemicals, UV and aging to improve the long-term performance of new and existing coal tar pitch and asphalt roofing systems.
- A polymer emulsion-based primer designed to improve the adhesion of self-adhered membranes is introduced.
- Garland introduces Garla-Prime VOC, a VOC compliant solvent-based primer and conditioner designed for use on surfaces that can be difficult to adhere.
- Garland acquires a Cleveland, Ohio-based company that offers a complete range of welding alloys designed to protect equipment and components from wear.

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**2015**

- Garland introduces OptiMax®, the world's first and only thermoset polyurethane-modified membrane designed to retain its resiliency, making it the longest lasting modified roof system in the commercial roofing market.
- Architectural Products magazine names OptiMax a recipient of its Product Innovation Award.
- Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the sixteenth consecutive year as one of the best places to work in Northeast Ohio.
- For the fourth consecutive year, Garland was named a Top Workplace by *The Plain Dealer*, an award based solely on surveys about the workplace completed by employees.
- For the sixth year, Garland is recognized as one of *Inc.* magazine's Inc. 5000, a competition that evaluates companies across the entire United States in terms of revenue growth.
- Garland receives the NEO Success Award for the eighth consecutive year in recognition of our success in sales, growth and profitability.
- Energizer LO Silver, a multi-purpose, liquid waterproofing membrane designed to restore smooth or mineral surfaced BURs and modified roof systems, is introduced.
- Garland introduces B-Clean™, a nontoxic cleaning solution specially formulated to safely and effectively clean masonry surfaces, including concrete, brick, stone, and block substrates.

- Garland introduces R-Mer Shield, an innovative standing seam roof system designed to provide unrivaled strength, durability and waterproofing protection. The base clip and top rail design provides a higher level of wind uplift resistance that redefines performance expectations in the roofing industry.

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**2016**

- Garland introduces KEE-Stone® FB 60, a 60 mil, fleece-backed, thermoplastic membrane modified with DuPont's™ Elvaloy® HP KEE material and reinforced with a high tensile strength polyester scrim, making it the longest lasting and most durable membrane of its kind in the industry.
- Garland introduces Seal-A-Pore™ WB, a hybrid sealer designed to increase the service life of masonry surfaces by sealing the tiny pores in brick, block and mortar.
- R-Mer Seal, a self-adhering, high-temperature underlayment for metal roof systems, is introduced.
- Garland receives the Employers Resource Council (ERC) NorthCoast 99 award for the seventeenth consecutive year as one of the best places to work in Northeast Ohio.
- Garland receives the Evolution of Manufacturing Award for its development of the innovative OptiMax membrane.
- Garland is named a Top Workplace by *The Plain Dealer* for the fifth year in a row. The award is based solely on surveys about the workplace completed by employees.
- Garland opens its new training facility – The Soliday Center – next door to its corporate headquarters, providing additional space and technology for training the next generation of Garland sales representatives.
- Garland's new quality assurance and communication program, GMAX (Garland Manufacturing Attention to Excellence), is launched to improve safety, quality, inventory and efficiency of manufacturing operations at Garland's Cleveland headquarters.
- During its seventh annual Spirit Week, Garland employees raise more than \$80,000 for Ohio Cancer Research in honor of several Garland family members battling the disease.

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**2017**

- R-Mer Force, Garland's patent-pending innovative flashless edge metal, is introduced offering unmatched protection for roof perimeters all while saving building owners time and money.
- Garland introduces Eco-Seal, a hybrid, acrylic joint sealant primer designed to maximize the coverage rate and service life of Garland's line of hybrid sealants.
- Garla-Block™, a low VOC, no odor primer that enhances the performance of solvent-based urethanes, water-based acrylics and aluminized asphaltic coatings, is introduced.



- Garland introduces Dura-Walk CWH, a hot-applied, asphalt-based seamless waterproofing membrane for between slab waterproofing applications.
- Garland raises more than \$63,000 for The Upside of Downs nonprofit organization as a part of its eighth annual Spirit Week.
- Garland is honored with the Smart Business Longevity Award, recognizing 122 years in business in Cleveland.
- Garland is recognized as a NorthCoast 99 best workplace in Northeast Ohio for the eighteenth consecutive year.
- For the sixth year in a row, Garland is named a Top Workplace by *The Plain Dealer*, an award based solely on surveys about the workplace completed by employees.
- Garland acquires an Ohio manufacturer of waterproofing and weather barrier products.

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**2018**

- Garland introduces the CLEAR™ (Comprehensive Laboratory Effective Analysis Reporting) program operated by Garland's R&D team to test and evaluate roof core samples to answer questions about the system type or identify the source of performance issues.
- Garland is recognized as a NorthCoast 99 best workplace in Northeast Ohio for the nineteenth consecutive year.
- For the seventh consecutive year, Garland was named a Top Workplace by *The Plain Dealer*, an award that is based solely on surveys about the workplace completed by employees.
- Garland was awarded its first ever Cleveland Tech Award for the development of its Roof Builder app that allows customers to virtually build a roof.
- Garland was named a 2018 Evolution of Manufacturing honoree for staying ahead of the curve and in tune to the needs of the global economy through sustainable product development and quality control initiatives.
- Garland adds concrete repair Fill-Lock to its list of maintenance repair products, available as a self-leveling product or trowel grade.
- Pyramic® Plus LO, a water-based reflective coating, is introduced. This new coating smells no stronger than standard house paint, is formulated with urethane chemistry for strength, and includes a biocide package to minimize the growth of mold and fungus on the surface of the coating.
- Garland introduces Tuff-Flash Plus LO, a two-component liquid flashing membrane for difficult roof details that cures extremely quickly so it can be coated in as few as 15 days.
- R-Mer Coat, an exterior metal coating system that boasts superior performance and corrosion protection, is introduced.
- Garland is recertified under the ISO 9001:2015 standard.

- Garland acquires a leading company specializing in surface, job site and personal protection products.
  - The Case Weatherhead School of Management honors Garland as one of the 100 fastest growing companies in Northeast Ohio.
  - Garland is named a 2018 Medical Mutual Pillar Award for Community Service Honoree for its contributions to various regional and national non-profit organizations through its annual Spirit Week tradition.
  - Garland expands its waterproofing capabilities by acquiring a manufacturer of exterior self-adhering waterproofing membranes that expedite installation while providing excellent waterproofing protection.
  - Garland grows its metal product offerings by acquiring a manufacturer of top quality metal roof systems, wall, fascia and soffit profiles, perimeter edge metals and component accessories.
- 

**2019**

- Garland introduces a milestone innovation, the LiquiTec premier fluid-applied restoration system. The two-component solution uses an innovative packaging method to enable foolproof installation, and provides strength that can extend the life of a roof by 20 years.
  - Garland is recognized as a NorthCoast 99 best workplace in Northeast Ohio for the twentieth consecutive year.
  - For the eighth consecutive year, Garland was named a Top Workplace by *The Plain Dealer*, an award that is based solely on surveys about the workplace completed by employees.
  - The Garland family grows with the acquisition of a globally-respected manufacturer of industrial adhesives, sealants, and coatings, with a product line that includes lo- and zero-VOC formulations with advanced moisture-cure technology.
  - Garland expands its capabilities in surface protection with the acquisition of an Ohio-based industry leader in flooring, waterproofing, and sound control solutions.
-

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**2020**

- The Garland Company, Inc. celebrates its 125<sup>th</sup> anniversary.
- Garland responds to the global pandemic with the rapid development and introduction of its Defense Force line of environmentally-friendly antimicrobial disinfectant solutions for roofs, walls, playgrounds, and other building surfaces.
- Garland is recognized as a NorthCoast 99 best workplace in Northeast Ohio for the twenty-first consecutive year.
- For the ninth consecutive year, Garland was named a Top Workplace by *The Plain Dealer*, an award that is based solely on surveys about the workplace completed by employees.
- Garland's portfolio of subsidiaries grows with the acquisition of an innovative manufacturer of custom-engineered wear technology for agriculture, bulk material handling, cement, chemical, mining, and other heavy-duty industrial markets.

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**2021**

- Garland launches its proprietary approach on vegetative roofing, the F.U.N. program. An acronym for Functional, Urban, and Natural, F.U.N. Roofs provide the sustainable benefits of a green roof, while also engaging architects and designers on utilizing the space for entertainment greenspace areas in high-density urban areas.
- Garland introduces Green-Lock Plus Membrane Adhesive, a low-odor, fast-curing, asphalt-free interply adhesive that became certified bio-based by the US Department of Agriculture in 2023.
- Garland is recognized as a NorthCoast 99 best workplace in Northeast Ohio for the twenty-second consecutive year.
- For the tenth year in a row, Garland was named a Top Workplace by *The Plain Dealer*, an award that is based solely on surveys about the workplace completed by employees.
- Garland expands its capabilities in roofing solutions with the acquisition of two leading manufacturers of quality coatings for repair and maintenance, including commercial skylights repair, silicone restoration coatings, and more.
- Garland Industries adds a unique technology to its lineup with the acquisition of an Ohio-based leading-edge manufacturer of passive fire protection coatings that meet or exceed building codes and industry standards.

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**2022**

- Garland is recognized as a NorthCoast 99 best workplace in Northeast Ohio for the twenty-third consecutive year.
  - For the eleventh year in a row, Garland was named a Top Workplace by *The Plain Dealer*, an award that is based solely on surveys about the workplace completed by employees.
  - Garland's investments in state-of-the-art sensor technology along its manufacturing line are recognized by Amazon Web Services, which
-

creates a video case study at Garland's Cleveland headquarters to highlight this innovative use of Amazon technology to reduce scrap and improve throughput.

- Garland launches Cool-Sil, a fluid-applied silicone restoration membrane that extends the life of an existing roof by a decade or more while creating a bright-white, UV-reflective surface to improve the building's energy efficiency.

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**2023\***

- For the twelfth year in a row, Garland is named a Top Workplace by *The Plain Dealer*, an award that is based solely on surveys about the workplace completed by employees.
- Garland launches Pro-Stop FR, an innovative intumescent wood primer that creates a char-barrier when exposed to flame, protecting vulnerable wood decking and componentry in roof assemblies.
- Garland launches VaporSmart SA, a high-performance underlayment that, in addition to serving as an air barrier and vapor retarder, is engineered with a UV-reflective slip-resistant surface, allowing it to be used as a temporary roof for up to 180 days during ongoing construction.
- Garland unveils a new version of its StressPly EUV modified bitumen membrane with proprietary TripleBoost technology that improves mineral retention, providing even greater resistance to UV degradation that can minimize a roof's effectiveness over time.
- Garland announces extensions to its KEE-Stone product family including a new spatter spray adhesive and pre-formed details that save contractors time and labor on a roofing project, as well as KEE-Stone HP, a new high-performance membrane that has greater fire resistance, UV reflectivity, and exceeds ASTM 6754 standards.
- Garland sets a new bar in sustainable modified membranes with the announcement of StressPly Legacy, a breakthrough in commercial roofing that contains 27% pre- and post-consumer recycled content, bio-based materials, and "smog-eating" granules in the mineral surface that supply the same air quality benefit of 21 trees when applied to the square footage of a typical commercial roof.

\* Year-to-date through June 14, 2023.

*Appendix D, Exhibit A.3.1.B. Total number and location of salespersons employed by Supplier.*

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Garland/DBS is currently represented by over 200 locally-based, highly-trained Territory Managers (field sales reps) employed by Garland, with assigned territories across 12 defined regions that strategically cover all 50 US states and Puerto Rico.

Each Regional Sales Manager carries a dual role, leading and training their teams, while also remaining close to customer needs by carrying their own selling territory. In each region, apprentice field representatives work alongside our Regional and Territory Managers to ensure continuity of service for our Customers.

Every Garland Territory Manager participates in a rigorous 4-year initial training schedule on building exterior water penetration mitigation and best practices for repairing, restoring, replacing, and maintaining such assets. Additionally, each Rep goes through annual continuing education virtually and in person to assure they are up to date on the latest technologies and service offerings.

To support market segments with unique needs, Garland provides a dedicated Corporate Accounts team that can support customers with multiple sites that span territories and regions, as well as a dedicated Director of Healthcare Sales to deliver support for the requirements of highly technical clinical care environments.

*Appendix D, Exhibit A.3.1.C. Number and location of support centers (if applicable) and location of corporate office.*

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The corporate headquarters for Garland/DBS, Inc., The Garland Company, Inc. and DBS, Inc. are located at 3800 East 91<sup>st</sup> Street, Cleveland, Ohio 44105. Our Customer Service group is also located at that address.

The Customer Service team assigned to this contract is led by our Director of Customer Service, Jeff Muranko, who has been a Garland employee-owner for more than 20 years. Our Customer Service representatives are employee-owners of Garland. The office is open Monday through Friday from 8 a.m. to 5 p.m.

In addition, every OMNIA Partners/Region 4 Participating Public Agency will have 24/7 access to their locally-based Territory Manager.

*Appendix D, Exhibit A.3.1.D. Annual sales for the three previous fiscal years.*

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2022 - \$407,431,435  
2021 - \$316,280,403  
2020 - \$286,021,240

*A.3.1.D.a. Submit FEIN and Dunn & Bradstreet report.*

FEIN Numbers

- The Garland Company, Inc. 34-1594088
- Garland / DBS, Inc. 80-0525452

Our Dun & Bradstreet report is attached on the following pages.

LIVE REPORT

**GARLAND COMPANY, INC., THE**  
 Tradestyle(s): (SUBSIDIARY OF GARLAND INDUSTRIES, INC., CLEVELAND, OH)

**ACTIVE HEADQUARTERS**

**D-U-N-S Number:** 06-603-7409  
**Phone:** +1 216 641 7500

**Address:** 3800 E 91st St, Cleveland, OH, 44105, United States Of America  
**Web:** [www.garlandco.com](http://www.garlandco.com)  
**Endorsement:** ajolliffe@garlandind.com  
**Exclude from Portfolio Insight:** No  
**Folders:** All Companies, Chris, Garland and Subsidiaries

Summary


**KEY DATA ELEMENTS** (Formerly: SCORE BAR)

KDE Name	Current Status	Details
<b>PAYDEX®</b>	<b>79</b>	2 Days Beyond Terms
<b>Delinquency Score</b>	<b>95</b>	Low Risk of severe payment delinquency.
<b>Failure Score</b>	<b>88</b>	Low to Moderate Risk of severe financial stress.
<b>D&amp;B Viability Rating</b>	<b>2 1 B Z</b>	<a href="#">View More Details</a>
<b>Bankruptcy Found</b>	<b>N</b>	
<b>D&amp;B Rating</b>	<b>1R3</b>	10 employees and over, Moderate Risk

**ALL ACCOUNTS**

Totals	Total Outstanding	Approved Credit Limit	Credit Limit Utilization	Total Past Due
-	-	-	-	-

**Account Level Detail**

Account Name	Total Outstanding	Approved Credit Limit	Credit Limit Utilization	Total Past Due
 <p>There are currently no account associated with this D-U-N-S. Upload account or create an account to view summary.</p>				

**COMPANY PROFILE**

<b>D-U-N-S</b> 06-603-7409	<b>Mailing Address</b> UNITED STATES	<b>Net Worth</b> 60,859,961
<b>Legal Form</b> Corporation (US)	<b>Telephone</b> +1 216 641 7500	<b>Employees</b> 306 (100 here)
<b>History Record</b> Clear	<b>Website</b> <a href="http://www.garlandco.com">www.garlandco.com</a>	<b>Age (Year Started)</b> 35 Years (1988)

**Date Incorporated**

04-28-1988

**Present Control Succeeded**

1988

**Named Principal**

Dave Sokol, PRES

**State of Incorporation**

OHIO

**Line of Business**

Mfg asphalt felts/coatings

**Ownership**

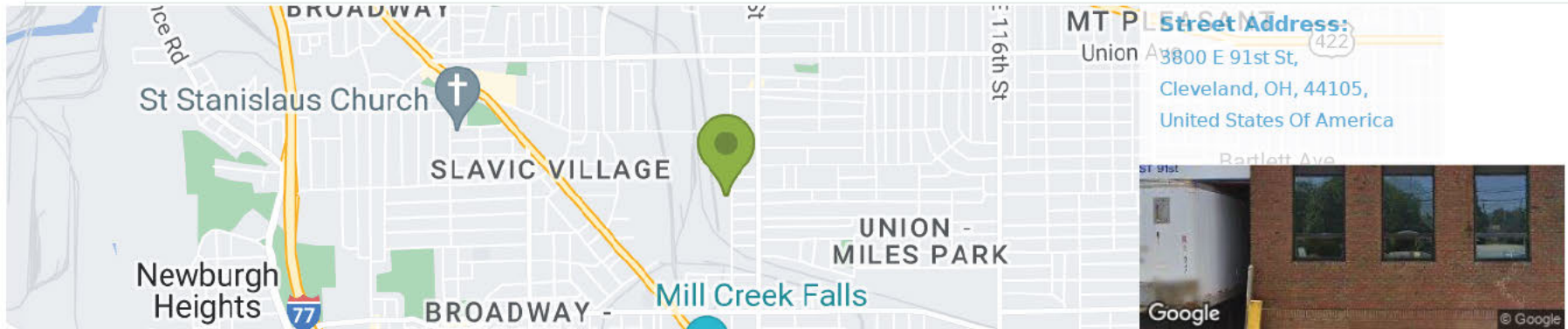
Not publicly traded

**SIC**

2952

**NAICS**

324122

**OVERALL BUSINESS RISK****Dun & Bradstreet thinks...**

Overall assessment of this organization over the next 12 months:

**Very Stable Condition**

Based on the predicted risk of business discontinuation:

**High Likelihood Of Continued Operations**

Based on the predicted risk of severely delinquent payments:

**Very Low Potential For Severely Delinquent Payments****D&B MAX CREDIT RECOMMENDATION****MAXIMUM CREDIT RECOMMENDATION****US\$ 300,000**

The recommended limit is based on a low probability of severe delinquency.

**FAILURE SCORE** (Formerly Financial Stress Score)**Company's Risk Level**

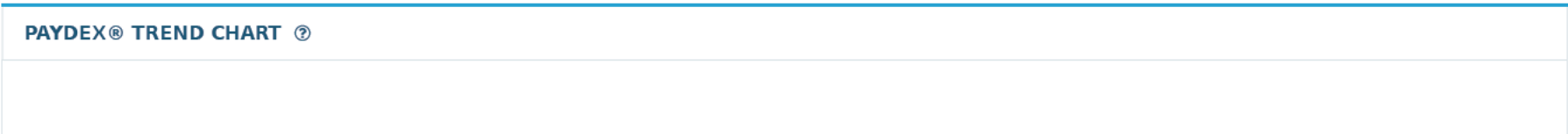
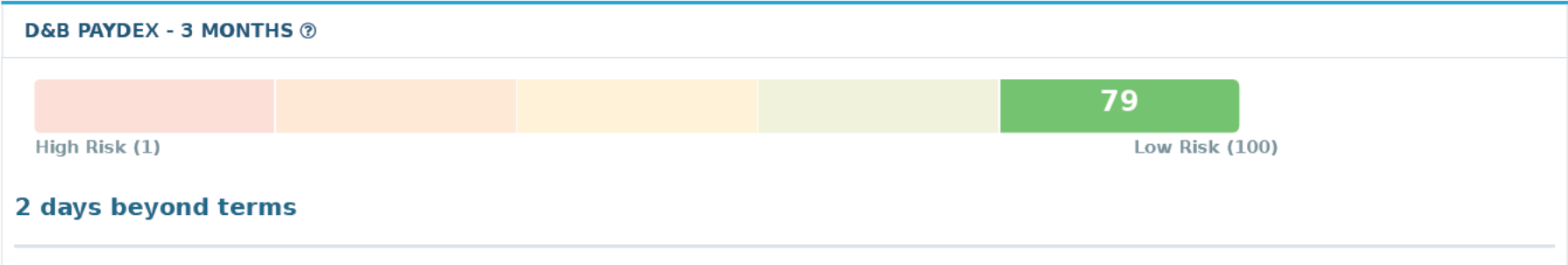
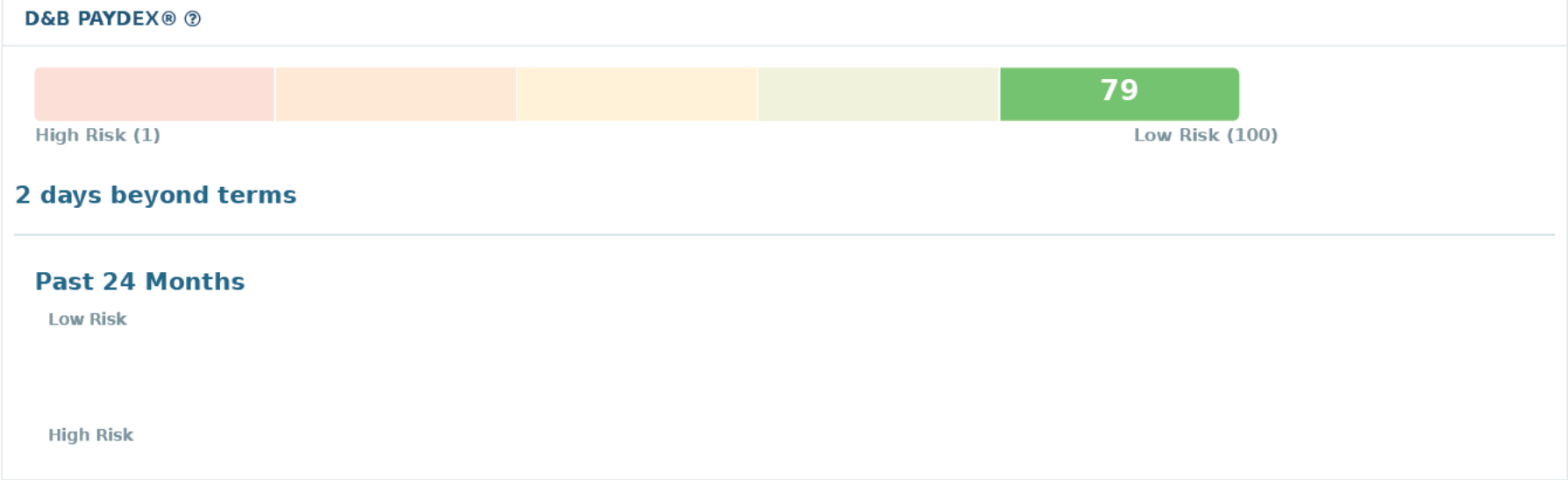
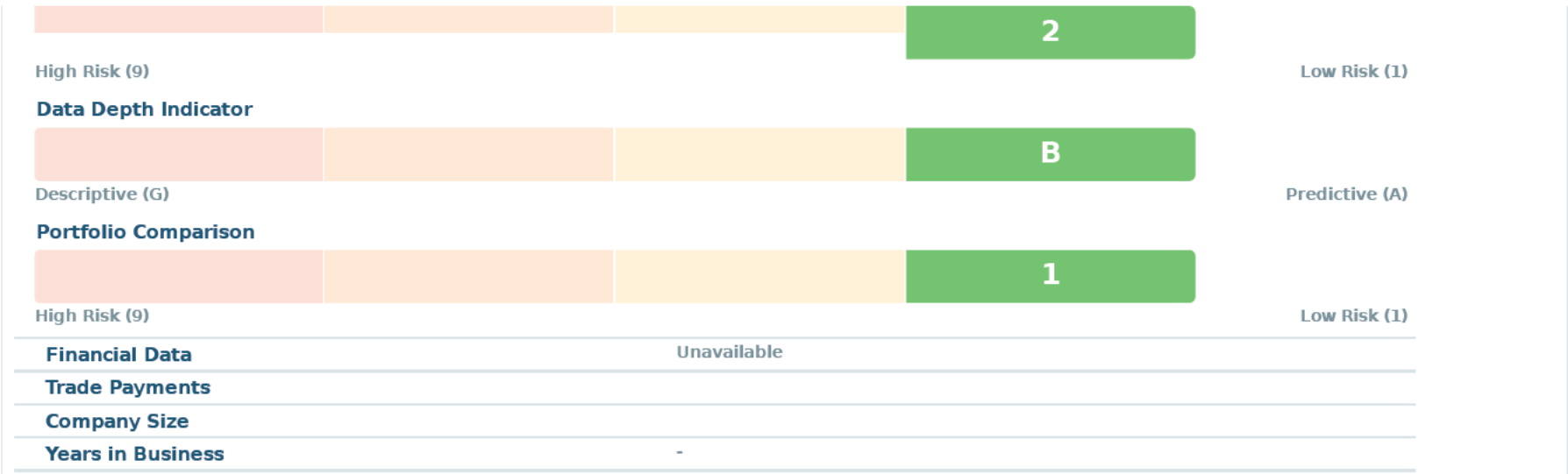
LOW-MODERATE

**Probability of failure over the next 12 months****0.07 %****DELINQUENCY SCORE** (Formerly Commercial Credit Score)**Company's Risk Level**

LOW

**Probability of delinquency over the next 12 months****1.16 %****VIABILITY RATING SUMMARY****Viability Score**





**SBRI ORIGATION**

**i**

No SBRI Origination Score data is currently available.

**D&B SBFE SCORE**

**i**

No D&B SBFE Score data is currently available.

**D&B RATING**

**Employee Size** | **Risk Indicator**

**1R** : 10 employees and over

Current Rating as of 12-12-2022

**3** : Moderate Risk

#### LEGAL EVENTS

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	2	01-31-2020

#### DETAILED TRADE RISK INSIGHT™

Days Beyond Terms  
**5 Days**

3 Months  
From Apr-23 to Jun-23



**Days Beyond Terms Past 3 months : 5**

Low Risk:0 ; High Risk:120+

Dollar-weighted average of **13** payment experiences reported from **10** companies.

#### DETAILED TRADE RISK INSIGHT™ 13 MONTH TREND

**Total Amount Current and Past Due -**

#### FINANCIAL OVERVIEW - BALANCE SHEET

Balance Sheet <sup>[1]</sup>	Amount <sup>[2]</sup>	Last 2 Years
Total Current Assets	US\$ 65,790,368	
Total Assets	US\$ 68,288,055	
Total Current Liabilities	US\$ 18,087,969	
Working Capital/Net Current Assets	US\$ 47,702,399	

1. Fiscal 12-31-2005

2. (In Single Units)

Source: D&B

#### TRADE PAYMENTS

**Highest Past Due:**

20,000

Highest Now O  
wing  
500,000

Total Trade Ex  
periences  
69

Largest High C  
redit  
1,000,000

#### FINANCIAL OVERVIEW - PROFIT AND LOSS

Profit & Loss <sup>[1]</sup>	Amount <sup>[2]</sup>	Last 2 Years
------------------------------	-----------------------	--------------

1. Fiscal 12-31-2005  
2. (In Single Units)  
Source: D&B

## OWNERSHIP

**Subsidiaries**  
**12**

**Total Members**  
**23**

This company is a Headquarters, Parent, Subsidiary.

	Global Ultimate	Immediate Parent	Domestic Ultimate
<b>Name</b>	Garland Industries, Inc.	Garland Industries, Inc.	Garland Industries, Inc.
<b>Country</b>	United States	United States	United States
<b>D-U-N-S</b>	19-935-4507	19-935-4507	19-935-4507
<b>Others</b>	-	-	-

## FINANCIAL OVERVIEW - KEY BUSINESS RATIOS

Key Business Ratios	Business Ratio
<b>Sales to Net Working Capital</b>	2.5
<b>Current Ratio</b>	3.6
<b>Current Liabilities / Net Worth</b>	36

Source: D&B

## ALERTS



There are no alerts for this D-U-N-S Number.

## WEB & SOCIAL POWERED BY FIRSTRAIN



No Data Available

## NOTES

Add Note



No notes is available for this D-U-N-S Number.

#### COUNTRY/REGIONAL INSIGHT



#### United States Of America

The migrant crisis on the southern border and a looming government showdown over the debt ceiling have increased political/insecurity risk, overshadowing the failure of First Republic Bank.

#### Risk Category



#### Available Reports

**Country Insight Report (CIR)** ⓘ

Current Publication Date: 05-18-2023

**Country Insight Snapshot (CIS)** ⓘ

Current Publication Date: 05-18-2023

#### STOCK PERFORMANCE



No stock performance data is available for this D-U-N-S Number.

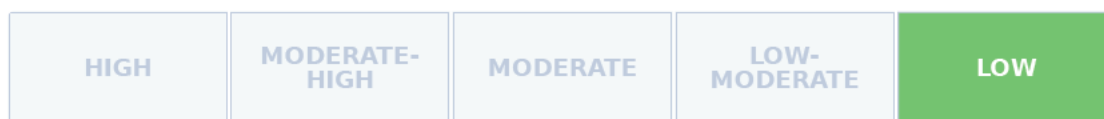
The scores and ratings included in this report are designed as a tool to assist the user in making their own credit related decisions, and should be used as part of a balanced and complete assessment relying on the knowledge and expertise of the reader, and where appropriate on other information sources. The score and rating models are developed using statistical analysis in order to generate a prediction of future events. Dun & Bradstreet monitors the performance of thousands of businesses in order to identify characteristics common to specific business events. These characteristics are weighted by significance to form rules within its models that identify other businesses with similar characteristics in order to provide a score or rating.

Dun & Bradstreet's scores and ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience. Though Dun & Bradstreet uses extensive procedures to maintain the quality of its information, Dun & Bradstreet cannot guarantee that it is accurate, complete or timely, and this may affect the included scores and ratings. Your use of this report is subject to applicable law, and to the terms of your agreement with Dun & Bradstreet.

#### Risk Assessment

##### D&B RISK ASSESSMENT

##### OVERALL BUSINESS RISK



##### Dun & Bradstreet thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

##### MAXIMUM CREDIT RECOMMENDATION

**US\$ 300,000**

The recommended limit is based on a low probability of severe delinquency.

##### D&B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

### Viability Score

Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 2 have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked 2: **4 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**

### Portfolio Comparison

Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 1 within this model segment have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked 1 with this model segment: **11 %**
- Within this model segment, the average probability of becoming no longer viable: **5 %**

### Data Depth Indicator

Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below.

Note, the company must be saved to a folder before the request can be made.

#### Request Financial Statements

Reference the FINANCIALS tab for this company to monitor the status of your request.

### Company Profile:

Company Profile Details:

- Financial Data: **False**
- Trade Payments:
- Company Size:
- Years in Business:

Z

Subsidiary

### FAILURE SCORE FORMERLY FINANCIAL STRESS SCORE



- Composite credit appraisal is rated fair
- UCC Filings reported
- Low proportion of satisfactory payment experiences to total payment experiences

Level of Risk <b>Low-Moderate</b>	Raw Score <b>1548</b>	Probability of Failure <b>0.07 %</b>	Average Probability of Failure for Businesses in D&B Database <b>0.48</b>	Class <b>2</b>
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### DELINQUENCY SCORE FORMERLY COMMERCIAL CREDIT SCORE



- Higher risk industry based on delinquency rates for this industry
- Proportion of slow payments in recent months

Level of Risk <b>Low</b>	Raw Score <b>596</b>	Probability of Delinquency <b>1.16 %</b>	Compared to Businesses in D&B Database <b>10.2 %</b>	Class <b>1</b>
-----------------------------	-------------------------	---	---	-------------------

Business and Industry Trends



No Data Available

### BUSINESS AND INDUSTRY COMPARISON

### Selected Segments of Business Attributes

Norms	National %
This Business	95
Region:(EAST NORTH CENTRAL)	37
Industry:MANUFACTURING	51
Employee range:(100-499)	85
Years in Business:(26+)	79

#### D&B PAYDEX



When weighted by amount, Payments to suppliers average days\_beyond\_terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

**Industry Median:** 73  
Equals 11 Days Beyond Terms

#### D&B 3 MONTH PAYDEX



Based on payments collected 3 months ago.

When weighted by amount, Payments to suppliers average 2 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

**Industry Median:** 73  
Equals 11 Days Beyond Terms

#### Business and Industry Trends

2952 - Mfg asphalt felts/coatings

#### D&B RATING

Current Rating as of 12-12-2022

**Employee Size**  
**1R**: 10 employees and over

**Risk Indicator**  
**3**: Moderate Risk

Previous Rating

**Financial Strength**  
**5A**: US\$ 50,000,000 and over in Net Worth or Equity

**Risk Indicator**  
**1**: Very Low Risk

History since 10-27-2014

Date Applied	D&B Rating
11-07-2019	5A1
10-28-2019	1R2
07-23-2019	5A1
07-10-2019	4A2
03-04-2019	5A2

## Trade Payments

#### TRADE PAYMENTS SUMMARY (Based on 24 months of data)

Overall Payment Behaviour  
**2**  
Days Beyond Terms

**Highest Now Owning:**  
US\$ 500,000

% of Trade Within Terms  
**94%**

**Total Trade Experiences:**  
69  
Largest High Credit:  
US\$ 1,000,000  
Average High Credit:  
US\$ 47,483

Highest Past Due  
**US\$ 20,000**

**Total Unfavorable Comments :**  
0  
Largest High Credit:  
US\$ 0  
**Total Placed in Collections:**  
0  
Largest High Credit:  
US\$ 0

#### D&B PAYDEX



#### D&B 3 MONTH PAYDEX



When weighted by amount, Payments to suppliers average days\_beyond\_terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

**Industry Median:** 73  
Equals 11 Days Beyond Terms

Based on payments collected 3 months ago.

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- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

**Industry Median:** 73  
Equals 11 Days Beyond Terms

## BUSINESS AND INDUSTRY TRENDS

Based on 24 months of data

2952 - Mfg asphalt felts/coatings

	7/21	8/21	9/21	10/21	11/21	12/21	1/22	2/22	3/22	4/22	5/22	6/22	7/22	8/22	9/22	10/22	11/22	12/22	1/23	2/23	3/23	4/23	5/23	2023	Current	
This Business	83	79	79	67	79	79	79	79	78	77	77	79	79	79	79	79	79	79	79	79	79	79	79	79	79	79
Industry Quartile																										
Upper	-	-	78	-	-	78	-	-	77	-	-	77	-	-	78	-	-	78	-	-	78	-	-	-	-	-
Median	-	-	73	-	-	73	-	-	73	-	-	73	-	-	73	-	-	73	-	-	73	-	-	-	-	-
Lower	-	-	67	-	-	67	-	-	68	-	-	67	-	-	67	-	-	67	-	-	67	-	-	-	-	-

## TRADE PAYMENTS BY CREDIT EXTENDED (Based on 12 months of data)

Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value	% Within Terms
100,000 & over	2	US\$ 1,200,000	100
50,000 - 99,999	2	US\$ 150,000	100
15,000 - 49,999	7	US\$ 150,000	86
5,000 - 14,999	7	US\$ 45,000	100
1,000 - 4,999	10	US\$ 20,500	100
Less than 1,000	5	US\$ 1,450	97

## TRADE PAYMENTS BY INDUSTRY (BASED ON 24 MONTHS OF DATA)

[Collapse All](#) | [Expand All](#)

Industry Category-	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
▼14 - Mining and Quarrying of Non-metallic Minerals except Fuels	1	200,000	100	0	0	0	0
1446 - Industrial sand mine	1	200,000	100	0	0	0	0
▼27 - Printing, Publishing and Allied Industries	1	15,000	100	0	0	0	0
2752 - Lithographic printing	1	15,000	100	0	0	0	0
▼28 - Chemicals and Allied Products	1	90,000	100	0	0	0	0
2891 - Mfg adhesives/sealant	1	90,000	100	0	0	0	0
▼35 - Industrial and Commercial Machinery and Computer Equipment	1	10,000	100	0	0	0	0

3585 - Mfg refrig/heat equip	1	10,000	100	0	0	0	0
▼36 - Electronic and other electrical equipment and components except computer equipment	1	2,500	100	0	0	0	0
3613 - Mfg switchgear- boards	1	2,500	100	0	0	0	0
▼47 - Transportation Services	1	2,500	100	0	0	0	0
4731 - Arrange cargo transpt	1	2,500	100	0	0	0	0
▼48 - Communications	6	60,000	100	0	0	0	0
4813 - Telephone communicatns	5	60,000	100	0	0	0	0
4812 - Radiotelephone commun	1	5,000	100	0	0	0	0
▼49 - Electric, Gas and Sanitary Services	1	100	50	50	0	0	0
4911 - Electric services	1	100	50	50	0	0	0
▼50 - Wholesale Trade - Durable Goods	6	20,000	90	0	0	0	10
5085 - Whol industrial suppl	2	2,500	100	0	0	0	0
5084 - Whol industrial equip	1	20,000	50	0	0	0	50
5044 - Whol office equipment	1	2,500	100	0	0	0	0
5033 - Whol roof/side/insul	1	2,500	100	0	0	0	0
5049 - Whol misc profsn eqpt	1	1,000	100	0	0	0	0
▼51 - Wholesale Trade - Nondurable Goods	3	10,000	100	0	0	0	0
5169 - Whol chemicals	2	10,000	100	0	0	0	0
5113 - Whol service paper	1	2,500	100	0	0	0	0
▼60 - Depository Institutions	1	5,000	100	0	0	0	0
6021 - Natnl commercial bank	1	5,000	100	0	0	0	0
▼73 - Business Services	1	5,000	100	0	0	0	0
7389 - Misc business service	1	5,000	100	0	0	0	0
▼87 - Engineering Accounting	1	20,000	100	0	0	0	0



Research  
Management and  
Related Services

8734 - Testing laboratory	1	20,000	100	0	0	0	0
▼93 - Public Finance Taxation and Monetary Policy	5	15,000	100	0	0	0	0
9311 - Public finance	5	15,000	100	0	0	0	0
▼99 - Nonclassifiable Establishments	3	1,000,000	99	0	1	0	0
9999 - Nonclassified	3	1,000,000	99	0	1	0	0

TRADE LINES

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
05/23	Pays Promptly	-	10,000	2,500	0	1
05/23	Pays Promptly	-	10,000	0	0	Between 4 and 5 Months
05/23	Pays Promptly	-	2,500	2,500	0	1
05/23	Pays Promptly	N30	1,000	0	0	1
05/23	Pays Prompt to Slow 120+	-	20,000	0	0	Between 4 and 5 Months
05/23	-	-	400,000	0	0	Between 4 and 5 Months
05/23	-	Cash account	100	0	0	1
04/23	Pays Promptly	-	1,000,000	500,000	0	1
04/23	Pays Promptly	-	90,000	90,000	0	1
04/23	Pays Promptly	-	60,000	40,000	20,000	1
04/23	Pays Promptly	-	45,000	45,000	0	1
04/23	Pays Promptly	-	15,000	0	0	1
04/23	Pays Promptly	-	15,000	0	0	1
04/23	Pays Promptly	-	5,000	5,000	0	1
04/23	Pays Promptly	-	5,000	2,500	0	1
04/23	Pays Promptly	-	5,000	2,500	0	1
04/23	Pays Promptly	-	5,000	2,500	0	1
04/23	Pays Promptly	-	2,500	0	0	1
04/23	Pays Promptly	-	2,500	0	0	Between 2 and 3 Months
04/23	Pays Promptly	-	2,500	0	0	Between 6 and 12 Months
04/23	Pays Promptly	-	1,000	0	0	1
04/23	Pays Promptly	-	750	0	0	Between 6 and 12 Months
04/23	Pays Promptly	-	250	0	0	1
04/23	Pays Promptly	-	100	0	0	1
04/23	Pays Prompt to Slow 45+	-	20,000	0	0	Between 2 and 3 Months
04/23	-	Cash account	0	0	0	1
04/23	-	-	250	0	0	Between 6 and 12 Months
04/23	-	Cash account	50	0	0	1
03/23	Pays Promptly	-	2,500	0	0	Between 6 and 12 Months
03/23	Pays Promptly	N30	1,000	100	0	1
03/23	Pays Prompt to Slow 30+	-	100	100	50	1

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
03/23	-	Cash account	100	0	0	1
03/23	-	Cash account	100	0	0	1
03/23	-	Cash account	50	0	0	1
02/23	Pays Promptly	-	2,500	0	0	Between 2 and 3 Months
02/23	-	Cash account	100	0	0	1
02/23	-	Cash account	50	0	0	1
02/23	-	Cash account	50	0	0	1
12/22	Pays Promptly	-	20,000	20,000	0	1
12/22	Pays Promptly	-	2,500	0	0	Between 6 and 12 Months
12/22	-	Cash account	100	0	0	Between 6 and 12 Months
12/22	-	Cash account	50	0	0	Between 4 and 5 Months
11/22	-	Cash account	100	0	0	1
11/22	-	Cash account	50	0	0	1
10/22	-	Cash account	250	0	0	Between 4 and 5 Months
10/22	-	Cash account	50	0	0	1
09/22	Pays Promptly	N30	5,000	0	0	Between 6 and 12 Months
09/22	-	Cash account	100	0	0	1
09/22	-	Cash account	100	0	0	1
08/22	-	Cash account	100	0	0	Between 4 and 5 Months
08/22	-	Cash account	50	0	0	Between 6 and 12 Months
08/22	-	Cash account	50	0	0	Between 6 and 12 Months
07/22	-	Cash account	50	0	0	1
06/22	-	Cash account	250	0	0	1
06/22	-	Cash account	50	0	0	Between 6 and 12 Months
06/22	-	Cash account	50	0	0	Between 2 and 3 Months
05/22	-	Cash account	50	0	0	Between 6 and 12 Months
04/22	-	Cash account	250	0	0	Between 2 and 3 Months
04/22	-	Cash account	100	0	0	1
04/22	-	Cash account	50	0	0	1
04/22	-	Cash account	50	0	0	1
04/22	-	Cash account	50	0	0	1
04/22	-	Cash account	50	0	0	Between 6 and 12 Months
12/21	Pays Promptly	-	250	0	0	Between 6 and 12 Months
11/21	-	Cash account	100	0	0	1
10/21	-	Cash account	50	0	0	Between 6 and 12 Months
07/21	Pays Promptly	-	200,000	0	0	Between 6 and 12 Months
05/21	-	Cash account	50	0	0	1
04/21	Pays Promptly	-	15,000	1,000	0	1

OTHER PAYMENT CATEGORIES		
Other Payment Categories	Experience	Total Amount
Cash experiences	34	US\$ 2,800
Payment record unknown	2	US\$ 400,250
Unfavorable comments	0	US\$ 0

Other Payment Categories	Experience	Total Amount
Placed for collections	0	US\$ 0
<b>Total in D&amp;B's file</b>	69	US\$ 1,970,000

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed. Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc. Each experience shown represents a separate account reported by a supplier. Updated trade experiences replace those previously reported.

## Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Bankruptcies	Judgements	Liens	Suits	UCCs
<b>No</b>	<b>0</b> Latest Filing: -	<b>0</b> Latest Filing: -	<b>0</b> Latest Filing: -	<b>2</b> Latest Filing: 01-31-2020

### EVENTS

#### UCC Filing - Assignment

<b>Filing Date</b>	01-31-2020
<b>Filing Number</b>	SR442792
<b>Received Date</b>	02-10-2020
<b>Original Filing Date</b>	11-07-2019
<b>Original Filing Number</b>	OH00235349950
<b>Secured Party</b>	CORPORATION SERVICE COMPANY, AS REPRESENTATIVE, SPRINGFIELD, IL
<b>Debtors</b>	The Garland Company, Inc.
<b>Assignee</b>	CIT Bank, N.A., Jacksonville, FL
<b>Filing Office</b>	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

#### UCC Filing - Original

<b>Filing Date</b>	11-07-2019
<b>Filing Number</b>	OH00235349950
<b>Received Date</b>	11-19-2019
<b>Collateral</b>	Equipment and proceeds - Fixtures and proceeds
<b>Secured Party</b>	CORPORATION SERVICE COMPANY, AS REPRESENTATIVE, SPRINGFIELD, IL
<b>Debtors</b>	The Garland Company, Inc.
<b>Filing Office</b>	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction.

There may be additional UCC Filings in D&Bs file on this company available by contacting 1-800-234-3867.

## Special Events

SPECIAL EVENTS	
Date	Event Description
12-12-2022	A Rating change has occurred on this company.

## Financials - D&B

### Financials

Source: D&B | Currency: All figures shown in USD unless otherwise stated

FINANCIAL STATEMENT COMPARISON				
	Fiscal Individual 12-31-2020	Fiscal Individual 12-31-2019	Fiscal Individual 12-31-2018	Last 3 years
Current Assets	81,204,218	79,531,623	63,165,806	■■■■
Current Liabilities	21,402,562	27,154,073	5,757,040	■■■■
Tangible Net Worth	60,859,961	60,708,828	60,193,680	■■■■
Sales	288,447,718	307,495,074	254,375,402	■■■■
Current Ratio	3.79	2.93	11	■■■■
Working Capital	59,801,656	52,377,550	57,408,766	■■■■
Other Assets	3,948,562	4,013,028	2,784,914	■■■■
Long Term Liabilities	0	0	0	-

STATEMENT INFORMATION	
<b>Source Information</b>	Extent of audit, if any, not indicated.
<b>Statement Explanation</b>	. ----- STATEMENT ITEM EXPLANATIONS ----- .The complete balance sheet was reviewed in its entirety and the above highlights were extracted for publication.,It is noted there are no intangibles.,The statement includes no deferred credits.,Contingencies: None.,Non-current assets consist of fixed assets.,There are no long term liabilities.,CURRENT ASSETS: Consist of cash, accounts receivable, inventory and other current assets.,CURRENT LIABILITIES: Consist of accounts payable, accrued expenses and other current liabilities.,LIQUIDITY: Liquid assets provide full coverage of current liabilities.
<b>Reporter Comments</b>	On February 16, 2022, the name and address of this business have been confirmed by D&B using available sources.

. ----- STATEMENT ITEM EXPLANATIONS ----- .

The complete balance sheet was reviewed in its entirety and the above highlights were extracted for publication. It is noted there are no intangibles. The statement includes no deferred credits. Contingencies: None.

Non-current assets consist of fixed assets.

There are no long term liabilities.

CURRENT ASSETS: Consist of cash, accounts receivable, inventory and other current assets.

CURRENT LIABILITIES: Consist of accounts payable, accrued expenses and other current liabilities.

LIQUIDITY: Liquid assets provide full coverage of current liabilities.

A detailed financial statement is not available from this company for publication. However, a summary information was made available to D&B as shown in the Overview page.

D&B currently has no financial information on file for this company.

D&B currently has no financial information on file for this company

D&B currently has no financial information on file for this company

## Company Profile

### COMPANY OVERVIEW

**D-U-N-S**

06-603-7409

**Legal Form**

Corporation (US)

**History Record**

Clear

**Date Incorporated**

04-28-1988

**Business Commenced On**

1988

**State of Incorporation**

OHIO

**Ownership**

Not publicly traded

**Mailing Address**

UNITED STATES

**Telephone**

+1 216 641 7500

**Website**

[www.garlandco.com](http://www.garlandco.com)

**Present Control Succeeded**

1988

**SIC**

2952

**NAICS**

324122

**Net Worth**

US\$ 60,859,961

**Employees**

306 (100 here)

**Age (Year Started)**

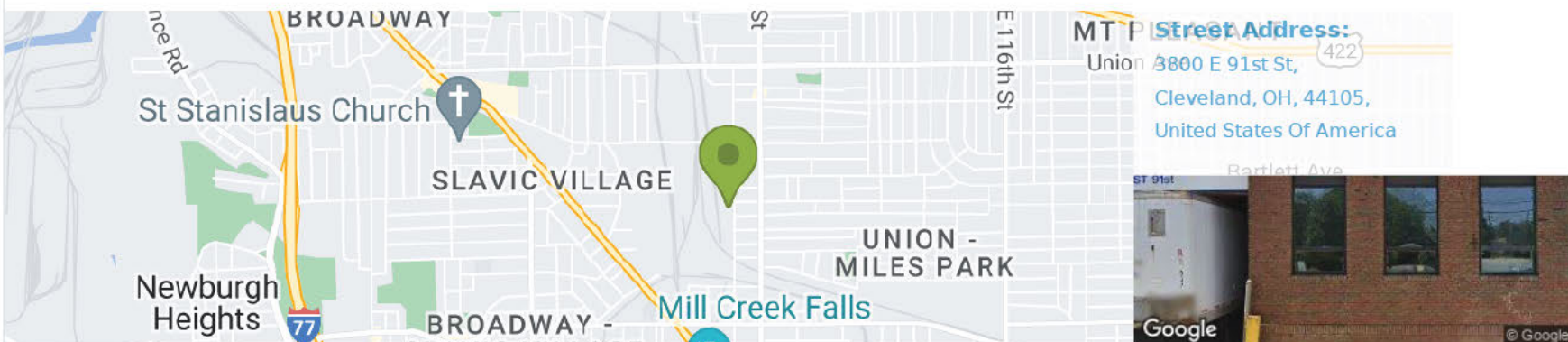
35 Years (1988)

**Named Principal**

Dave Sokol, PRES

**Line of Business**

Mfg asphalt felts/coatings



### BUSINESS REGISTRATION

Corporate and business registrations reported by the secretary of state or other official source as of: 2023-05-26

This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

<b>Registered Name</b>	THE GARLAND COMPANY, INC.
<b>Corporation Type</b>	Corporation (US)
<b>State of Incorporation</b>	OHIO
<b>Date Incorporated</b>	04-28-1988
<b>Registration ID</b>	723771

**Registration Status** ACTIVE  
**Filing Date** 04-28-1988  
**Where Filed** SECRETARY OF STATE/CORPORATIONS DIVISION

**Registered Agent**

**Name** C T CORPORATION SYSTEM  
**Address** 4400 EASTON COMMONS WAY SUITE 125, COLUMBUS, OH, 432190000

**Registered Principal**

**Name** THOMAS J UBBING  
**Title** -  
**Address** -

**PRINCIPALS**

**Officers**

DAVE SOKOL, PRES  
CHARLES RIPEPI, CFO  
WILLIAM OLEY, V PRES-SALES

**Directors**

THE OFFICER(S)

**COMPANY EVENTS**

**The following information was reported on: 02-16-2022**

The Ohio Secretary of State's business registrations file showed that The Garland Company, Inc. was registered as a Corporation on April 28, 1988, under the file registration number 723771.

Business started 1988 by parent company. 100% of capital stock is owned by the parent company.

DAVE SOKOL born 1962. 1990-present active here. Graduated 1984 from Bowling Green State University.

CHARLES RIPEPI. Antecedents are unknown.

WILLIAM OLEY born 1946. 1988-present active here.

AFFILIATES: The following are related through common principals, management and/or ownership: Design Build Solutions, Cleveland, OH.

**BUSINESS ACTIVITIES AND EMPLOYEES**

**The following information was reported on: 02-16-2022**

**Business Information**

**Trade Names** (SUBSIDIARY OF GARLAND INDUSTRIES, INC., CLEVELAND, OH)

**Description** Subsidiary of Garland Industries, Inc., Cleveland, OH started 1988 which operates as a holding company. Parent company owns 100% of capital stock. Parent company has four other subsidiary(ies). Intercompany relations: Landlord-tenant relationship.

As noted, this company is a subsidiary of Garland Industries Inc, D-U-N-S number 19-935-4507, and reference is made to that report for background information on the parent company and its management.

Manufactures asphalt felts and coatings, specializing in roofing materials, roofing felts, cements or coatings and tar coating compounds. Manufactures paints, varnishes, lacquers, enamels and allied products, specializing in epoxy coatings and lacquers, varnishes, enamels or other coatings.

Has 5,500 account(s). Terms are 1 1/2% 10 Net 30 days for domestic accounts and letter of credit for international accounts. Sells to industrial concerns, municipalities, government agencies, institutions and property managers. Territory : United States (80%) and international (20%).

**Employees** 306 which includes officer(s). 100 employed here.

**Business Information**

<b>Financing Status</b>	Secured
<b>Seasonality</b>	Nonseasonal. Some or all of the operations at this location have been registered to the international quality system standard -- ISO 9001.
<b>Tenure</b>	Rents
<b>Facilities</b>	Rents 150,000 sq. ft. on 1&3 floor of a three story concrete block building. Rents from parent company.
<b>Location</b>	Industrial section on side street.

**Related Concerns****SIC/NAICS Information**

Industry Code	Description	Percentage of Business
2952	Mfg asphalt felts/coatings	-
29520100	Roofing materials	-
29520103	Roofing felts, cements, or coatings, nec	-
29529902	Coating compounds, tar	-
28510203	Epoxy coatings	-
28510200	Lacquers, varnishes, enamels, and other coatings	-

NAICS Codes	NAICS Description
324122	Asphalt Shingle and Coating Materials Manufacturing
324122	Asphalt Shingle and Coating Materials Manufacturing
324122	Asphalt Shingle and Coating Materials Manufacturing
325510	Paint and Coating Manufacturing
325510	Paint and Coating Manufacturing

**GOVERNMENT ACTIVITY****Activity Summary**

<b>Borrower(Dir/Guar)</b>	No
<b>Administrative Debt</b>	No
<b>Contractor</b>	Yes
<b>Grantee</b>	No
<b>Party excluded from federal program(s)</b>	No

**Your Information**

Record additional information about this company to supplement the D&B information.

Note: Information entered in this section will not be added to D&B's central repository and will be kept private under your user ID. Only you will be able to view the information.

In Folders: [View](#)

**Account Number**

**Endorsement/Billing Reference \***

**Sales Representatives**

ajolliffe@garlandind.com

**Credit Limit**

**Total Outstanding**

0

0

Last Login : 06-06-2023 08:22:15

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*Appendix D, Exhibit A.3.1.E. Describe any green or environmental initiatives or policies.*

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## **Environmental Initiatives & Strategy**

### ***A Historical Perspective***

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

For Garland, sustainable design is not a marketing campaign, but rather a philosophy of how we design our products and operate our business. As an early adopter of sustainable initiatives, we have successfully integrated the capabilities necessary for realizing our Customers' visions of a fully sustainable future. In an industry where cost is often a driving factor in the decision-making process, Garland is working hard to change the narrative and help building owners and architects understand there is no statement more poignant than the following:

“The bitterness of poor quality remains long after the sweetness of low price is forgotten.”

**Benjamin Franklin**

Long-term performance is often the most overlooked aspect of sustainable design. When budgets are tight and the need for a roof repair or replacement is critical, hastily made decisions based solely on initial costs most often end up costing a building owner more in the long run due to premature replacement or significant repair costs. Garland Territory Managers are well-versed in the benefits of life-cycle costing, which provides realistic projections of the long-term cost of a roof system for a given period of time.

Life-cycle costing analyzes multiple roof options with different initial costs, yearly maintenance requirements and expected life cycles, helping Customers determine which roof system will provide the best return on investment (ROI). Garland reps have available to them through Garland’s intranet a comprehensive life-cycle cost calculator that allows them to provide Customers with a realistic projection of the true cost of the roof system over its lifetime. This methodology, time and time again, supports the recommendation that installing a high-performance roof system is more cost effective than low-cost alternatives, which end up costing more to maintain throughout the life of the roof.

As an employee-owned, privately-held entity without the pressures of quarterly shareholder statements, Garland is able to take a longer view of investments in research and development. This long-term thinking goes beyond development of innovative new products, as our technical and lab teams are recognized as industry leaders. Recent publications such as “Sustainability:

Time for a Reset?” by Julie Anne Geyer, our Director of Research Development, with John Pierson, our Director of Technical Services, and “Break Through Barriers: How Understanding Air and Vapor Barriers Can Help Ensure More Comfortable, Safer Buildings” by David Finley, our Director of Building Envelope Science, have been downloaded hundreds of times and are advancing the industry’s thinking about healthy, sustainable buildings. Our experts have also created continuing education courses accredited by the American Institute of Architects, including “Redefining Sustainability” and “Green Roof Systems.”

Our investments in sustainability extend to our manufacturing process. While similar companies have built all-new factories that require significant resources, Garland has met increasing demand from the same manufacturing footprint through process efficiencies that reduce scrap and improve throughput. Our manufacturing line features state-of-the-art “Internet of Things” (IoT) sensors that provide real-time dashboards for our Quality team to optimize throughput and proactively solve problems, and was recently recognized by Amazon Web Services as an innovation for building material manufacturing.

But it’s the longevity of the products that come off that manufacturing line, and their ability to support the sustainable goals of our Customers, that matters most. Our high-performance modified bitumen, metal, coating, adhesive, and thermoplastic solutions frequently outlast competitive products by years and even decades. In 2015, Garland introduced the world’s first and only thermoset polyurethane-modified membrane designed to retain its resiliency for 40 years or more, making it the longest lasting modified roofing system in the commercial roofing market. That same year, Garland introduced a metal standing seam roof system with a performance life that also extends 40 years or longer.

The quest for sustainable solutions is part of Garland’s corporate DNA. When we were founded at the end of the 19th century, our organization’s first products were the recycled byproducts of the Northern Midwest’s thriving steel industry. By refining and recycling used oil stocks, Garland created viable solutions that were both sustainable and economical. That “repurposing” of used but still viable technology continues today.

Garland was the first in our industry to promote resource preservation by extending roof cycles to 40 years and longer; the first U.S. roofing manufacturer to achieve ISO certification; among the first to introduce green roofing solutions to North America; and remain one of the only U.S. manufacturers to offer a full range of environmentally responsible roofing alternatives. These include:

- Vegetative (green) roofing that reduces urban heat islands, carbon monoxide, noise and air pollution, and stormwater run-off while improving oxygen levels and community health and well-being and extending roof life cycles for resource conservation
- Life-cycle extended roofing that conserves resources by significantly reducing the time between roof replacements from an industry-typical 17 years to 40 years and longer
- Cool/reflective coatings that typically require 40 percent less energy than dark roofs

- Expert building envelope component integration to ensure the optimum performance and longevity of alternative energy components such as photovoltaic and wind-energy-generation technologies
- Repair, replacement, and restoration systems that include cold-applied, VOC-compliant, and self-adhesive solutions for environmentally responsible application
- Metal systems that are 100 percent recyclable
- Commercial roofing products that incorporate post-consumer, rapidly renewable, bio-based content, and/or recycled materials, such as tires and glass

We offer dozens of distinct products that are ENERGY STAR<sup>®1</sup> qualified and/or UL Environment™ verified, helping building owners achieve LEED<sup>®</sup> buildings performance. Garland was a charter Partner in the EPA's ENERGY STAR program and a member of the Cool Roof Rating Council (CRRC).

Garland's most recent green innovations include:

- **OptiMax<sup>®</sup>** - fiberglass reinforced asphalt-based membranes modified with a specially designed polyurethane resin designed to extend roof longevity. When subjected to ASTM D 4977 scrub testing, OptiMax retains over 99 percent of its minerals as opposed to less than 80 percent on similarly tested traditional modified mineral sheets, translating to a longer lasting roof.
- **R-Mer Shield** - Patented standing seam metal roof system that can withstand wind speeds over 200 mph and is designed to provide unrivaled strength and waterproofing protection for 40 years or more. This innovative system allows for installation of panels up to 24¾ inches, helping to reduce labor costs and installation time. Its long-term performance coupled with its little-to-no required maintenance make this system a very cost-effective option for building owners who desire long-term performance.
- **B-Clean** - non-toxic, heavy-duty formula designed to clean, brighten, and restore concrete, brick, stone, aggregate and block surfaces; formulated to remove deposits such as efflorescence, stains, mineral deposits, discoloration, and other contaminants that impact the surface of a substrate. This product provides building owners with a safe, environmentally friendly alternative to cleaning exterior building surfaces.
- **Rust-Go VOC Primer** - the primer was reformulated to be VOC compliant nationwide, eliminating flammability and toxicity hazards associated with solvent-based coatings. Rust-Go VOC Primer enhances the adhesion and performance of Rust-Go VOC Topcoat, which is also VOC compliant nationwide.
- **KEE-Stone<sup>®</sup> FB 60** - A bright white, highly reflective membrane containing a thermoplastic compound made up of at least 50 percent DuPont™ Elvaloy<sup>®</sup> HP, creating a membrane with superior long-term weatherability. The KEE-Stone formula is present throughout the entire sheet and the membrane is reinforced with a high-tensile-strength polyester scrim, making it

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<sup>1</sup> ENERGY STAR recently eliminated the roofing materials category and we will be removing ENERGY STAR from our marketing materials. We include it here, only by way of demonstrating our commitment to formal certification on processes for environmentally responsible materials.

the longest lasting and most durable membrane of its kind in the industry. Even after industry standard heat aging tests, KEE-Stone retains more than 90 percent of its breaking strength, elongation, and flexibility. Plus, KEE-Stone's unique polymer-coated polyester scrim allows the KEE compound above and below to fuse together, creating a monolithic sheet and reinforcing the strength of this membrane. The KEE-Stone FB 60 membrane will not break down or peel apart over time, increasing the life of the investment.

- **KEE-Lock Foam** - a solvent-free, dual-component, fast-setting urethane foam adhesive for the KEE-Stone FB 60 system. It is packaged in a convenient bag-in-box or cartridges that make application quick and hassle-free.
- **KEE-Lock Mastic** - a white, cold-applied, 100% solids trowel-grade flashing mastic designed to seal the base edge of KEE-Stone FB 60 flashing where it ties into the field of an SBS-modified membrane roof system. KEE-Lock is solvent-free, cures quickly and is ready to use right out of the pail.
- **Seal-A-Pore™ WB** - a hybrid sealer designed to increase the service life of masonry surfaces by sealing the tiny pores in brick, block and mortar and eliminating moisture penetration.
- **Eco-Seal Primer** - a water-based, low-VOC primer specifically formulated to enhance the performance of Garland's Tuff-Stuff® MS and Green-Lock® Sealant XL as well as powdery masonry substrates such as brick, block, stucco, and EIFS. Eco-Seal Primer helps prevent deterioration of these porous masonry surfaces by sealing, leveling, and binding the substrate to the sealant, resulting in an exponential increase in adhesion. Quick-drying, environmentally friendly, and easily applied with a roller, brush, or pump sprayer, Eco-Seal Primer is the safest and most cost-effective way to maximize the coverage rate and service-life of Garland's line of hybrid sealants.
- **Garla-Block™ Primer** - a low-VOC, no odor water-based primer that enhances the performance of solvent-based urethanes, water-based acrylics, and aluminized asphaltic coatings.
- **R-Mer Force** - a flashless edge metal system that is easy to install and is engineered to save time and materials. R-Mer Force eliminates the need for flashing plies and instead is solidly anchored to exterior walls. R-Mer Force's extruded aluminum base anchor provides ANSI/SPRI ES-1 code-compliant design that has been tested to withstand extreme wind pressures without compromising security, so the roof's edge is protected for the long-term. Stronger edge metal translates to a longer service life.
- **HydroShell® SA 60** - Self-adhering air, vapor and water barrier membrane designed to improve a building's energy efficiency.
- **Tuff-Flash™ Plus LO** - a multi-purpose, two-part, asphaltic polyurethane-based, low-odor, liquid flashing membrane designed to create a watertight flashing on tough roofing details that are difficult to seal with a typical modified membrane. Even though this product contains asphalt, it is polyurethane based. That chemistry, combined with the two-part make-up and minimal solvent content, make the material virtually odorless during and after installation. This minimizes odor concerns in odor- and VOC-sensitive areas like hospitals, schools, and food production plants.

- **Pyramic® Plus LO** - a low-VOC, water-based urethane-acrylic coating with a bright white finish that reflects the sun's ultraviolet rays and reduces their damaging effects. A roof coated with Pyramic Plus does not experience such large temperature fluctuations; therefore, the roofing system undergoes less fatigue. Along with UV protection, Pyramic Plus LO contains a biocide package to minimize the growth of mold and fungus on the surface of the coating, decreasing the risk of mold or fungus spores entering into a building through HVAC equipment. Its low odor, which can be compared to standard house paint, makes it ideal for use in odor-sensitive areas such as schools, hospitals, and food production facilities.
- **R-Mer Coat** - a metal coating system (with Kynar Aquatec® resin technology) restores exterior metal surfaces to look like new and last longer too. It can be used to update the look and design of a building or to protect and refurbish older metal building components. Unlike conventional coatings, this high-performance resin material provides corrosion protection for years while maintaining its brilliant, like-new color and gloss.
- **LiquiTec™** - an extremely low odor, fluid-applied waterproofing solution designed to maintain, restore, and upgrade the performance of aged, modified bitumen, metal, and single-ply roof systems. This two-component, 100 percent solids, aliphatic polyurea product cures quickly to form a highly durable, impact- and UV- resistant roof membrane that increases the life span of the existing roof.

2023 has already been highlighted by a number of sustainable product introductions, including:

- **Cool-Sil Eliminator** – a silicone rubber fluid-applied coating that fills the gaps in a gravel roof, creating a smooth surface for application of a bright-white restoration coating, reducing landfill waste while improving a building's energy efficiency and creating a leak-free environment inside.
- **Green-Lock Plus**– this industry-leading interply adhesive was certified Bio-Based by the US Department of Agriculture. In addition, a new white version of the product creates a new usage as a UV-reflective flood coat when applied with a white marble aggregate.
- **VaporSmart SA** – this air barrier and vapor retarder can serve as a temporary roof for up to 180 days.
- **Pro-Stop FR Primer** – when applied to wood decking and components, this low-VOC intumescent coating provides a significant barrier in the event of a fire, as well as a class III vapor retardancy.

- [REDACTED]

### ***An Industry Leader in Recycled and Bio-Based Content***

Garland continues to lead the industry in the use of recycled content in its products and is committed to remaining ahead of the curve with the continuous development of products with a reduced environmental footprint. We use a variety of post-consumer and post-industrial recycled content in many of our products and are moving in the direction of offering more water-based coatings/sealants/primers in an effort to align our product offerings with standards set forth by LEED®. Some examples that illustrate our continuous commitment to sustainability include the following:

- Garland was the first company to use recycled rubber from post-consumer tires as a functional additive in a modified bitumen product line, and we still employ that technology today.
- On all smooth-surfaced modified bitumen solutions, Garland employs 100 percent post-industrial recycled coal-slag as a black mineral surface.
- On all modified bitumen materials, Garland uses pulverized post-consumer glass as a partitioning agent.
- Many of Garland's restorative coatings use recycled cellulose fiber as a reinforcing agent.
- The bitumen bases – both asphalt and coal tar pitch – are repurposed by-products of the oil and coal processing industry.
- One of our high-performance membranes has the highest recycled content of any membrane in the roofing industry.
- Garland's R&D team has placed a high focus on the development of water-based products for an overall reduction in VOC and HAP emissions, toxicity, and environmental footprint.

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

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

### ***Staffing Resources***

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

### ***Process for Defining Green/Sustainable***

### ***The Garland Greenhouse***

Garland has developed a special “Garland Greenhouse” brand for its line of sustainable solutions. We have established stringent measurement criteria for admission into this family. Specifically, all Garland Greenhouse materials must generate at least 2.0 points based on the following criteria:

#### For Pre-Consumer Recycled Content

- 0.5 points for inclusion of recycled content
- point for 10 percent (50% PI + 100% PC)
- 2.0 points for 20 percent (50% PI + 100% PC)
- For Lowered Volatile Organic Content (VOC)
- point for compliance with the national requirement, in addition to every state and local air district requirement

#### For Bio-Based Content

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

#### For Highly Reflective Surfacing

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

#### For Novel Technology

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

#### For Post-Consumer Recyclability

- 2.0 points for 50 percent or higher recyclable content

### ***UL Environment™***

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

### ***Product Recyclability and Minimizing Environmental Footprint***

The roofing industry has long been considered a pioneer in the use of recycled materials because two of the primary raw materials (often also used as finished goods) – asphalt and metal – are among the most recycled products in the world. Although Garland/DBS does not have any buy-back or take-back programs, many roofing and waterproofing contract requirements call for the performing contractor to sort and properly dispose of debris, recycling any material that is able to be recycled. Even without specific requirements, standard industry practice is for the performing contractor to set aside recyclable materials when disposing of debris. The performing contractors then collect recycling proceeds at the end of the project for their efforts. These proceeds are then used to offset some of the costs of the project, ultimately saving public sector agencies money when the recycling proceeds are incorporated into the performing contractor's price at the time the estimate is created.

### ***Operational Sustainability***

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

Additionally, Garland's metal fabricating operations maximize its use of metal product in several ways:

- Suggesting optimized geometries to the Customer to use the majority of the purchased metal
- Collecting drop (slit) material for subsequent use
- Scrapping metal by sorting it and sending it to established recycling facilities when there are pieces and parts that cannot be used

[REDACTED]

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

- The reuse of pallets from inbound raw materials for LTL shipments, as well as for packaging coatings
- The recycling of empty drums, which are sent to our drum supplier where they are cleaned and refinished instead of being discarded
- Reselling empty Super Sacks back to their manufacturer
- Capturing used cardboard and sending it to a recycler
- Capturing paper bags from dry raw materials and sending them to a recycler



- Cleaning all damaged pails and pails used to reworked materials, then turning them in to the scrap yard for recycling
- Capturing all metal/plastic bands and sending them to a recycler
- Collecting all unusable pallets and re-working them for re-use
- Using 3' x 3' pallets (vs. 4' x 3.3') for smaller orders to save on space and materials
- Converting a portion of Cleveland's manufacturing facility to LED lighting for energy savings, with plans to completely transition all lighting within the next two years.
- Converting to hot oil rather than a direct fire tank to heat the asphalt and coal tar compounds prior to the manufacture of roll goods, which is both safer and more energy conscious

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

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

## Environmentally Preferred Offering & Future Planning

### *Sustainability Today*

The majority (nearly two-thirds) of the Garland products included in this proposal support sustainable design, i.e., seek to reduce negative impacts on the environment and on the health and comfort of building occupants, thereby improving building performance. The basic objectives of sustainability are to reduce consumption of non-renewable resources, minimize waste, and create healthy, productive environments.

The sustainable design principles governing Garland product and service solutions include the ability to:

- Optimize site potential
- Minimize non-renewable energy consumption
- Use environmentally preferable products

- Protect and conserve water
- Enhance indoor environmental quality
- Optimize operational and maintenance practices

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*Appendix D, Exhibit A.3.1.F. Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity*

*program. If there are any diversity programs, provide a list of diversity alliances and a copy of their certifications.*

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Garland/DBS, Inc., is accustomed to working within the MWBE contracting requirements of many public agency Customers. When the information is shared upfront and the requirements are established prior to our final proposal submission, Garland/DBS ensures that contractors with the appropriate qualifying designations become Garland authorized contractors eligible to participate in our site-specific pricing discount process.

In some instances, there are set percentages of work that must be performed by MWBE contractors on a specific project. To ensure Garland/DBS, Inc.'s compliance with these requirements, our project managers collaborate with MWBE contractors to identify portions of work that can be set aside for MWBE contractors. This collaborative process is important because it ensures that MWBE can perform a meaningful portion of the project work.

### **HUBZone Designation**

Garland/DBS, Inc.'s main corporate office and manufacturing facility is located in a HUBZone, but Garland/DBS does not qualify as a HUBZone business. As an employee-owned company, its ownership is allocated to a diverse group of employees. However, the business does not qualify as a minority, woman-owned, small or disadvantaged, disabled-veteran-owned, or other historically underutilized business category. If Region 4 or other OMNIA Partners Participating Public Agencies have HUBZone business enterprise utilization requirements or any utilization requirements for minority and women-owned, small or disadvantaged, disabled-veteran-owned, etc., Garland/DBS is in the unique position of being able to satisfy those requirements, at a high percentage of the total contract, due to our extensive Authorized Contractor Network and concentrated local presence in a major metropolitan statistical areas.

*Appendix D, Exhibit A.3.1.G. Indicate if supplier holds any of the below certifications in any classified areas and include proof of such certification in the response:*

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a. Minority Women Business Enterprise

Yes  No

If yes, list certifying agency: \_\_\_\_\_

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

Yes  No

If yes, list certifying agency: \_\_\_\_\_

c. Historically Underutilized Business (HUB)

Yes  No

If yes, list certifying agency: \_\_\_\_\_

d. Historically Underutilized Business Zone Enterprise (HUBZone)

Yes  No

If yes, list certifying agency: \_\_\_\_\_

e. Other recognized diversity certificate holder

Yes  No

If yes, list certifying agency: \_\_\_\_\_

*Appendix D, Exhibit A.3.1.H. List any relationships with subcontractors or affiliates intended to be used when providing services and identify if subcontractors meet minority-owned standards. If any, list which certifications subcontractors hold and certifying agency.*

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When projects are completed through Garland/DBS on behalf of a public agency, DBS will act as the General Contractor and bring a subcontractor underneath us to complete the labor portion of the project. The network of contractors we pull from is vast, with over 1000 established contractor partnerships across the country. If the end using agency has MWBE requirements, DBS will work on behalf of the customer to find a contractor partner who meets those requirements.

The contractor network DBS has currently established can be expanded upon at any time. We regularly bring new contractors into the fold, after first investigating their abilities and financial background.

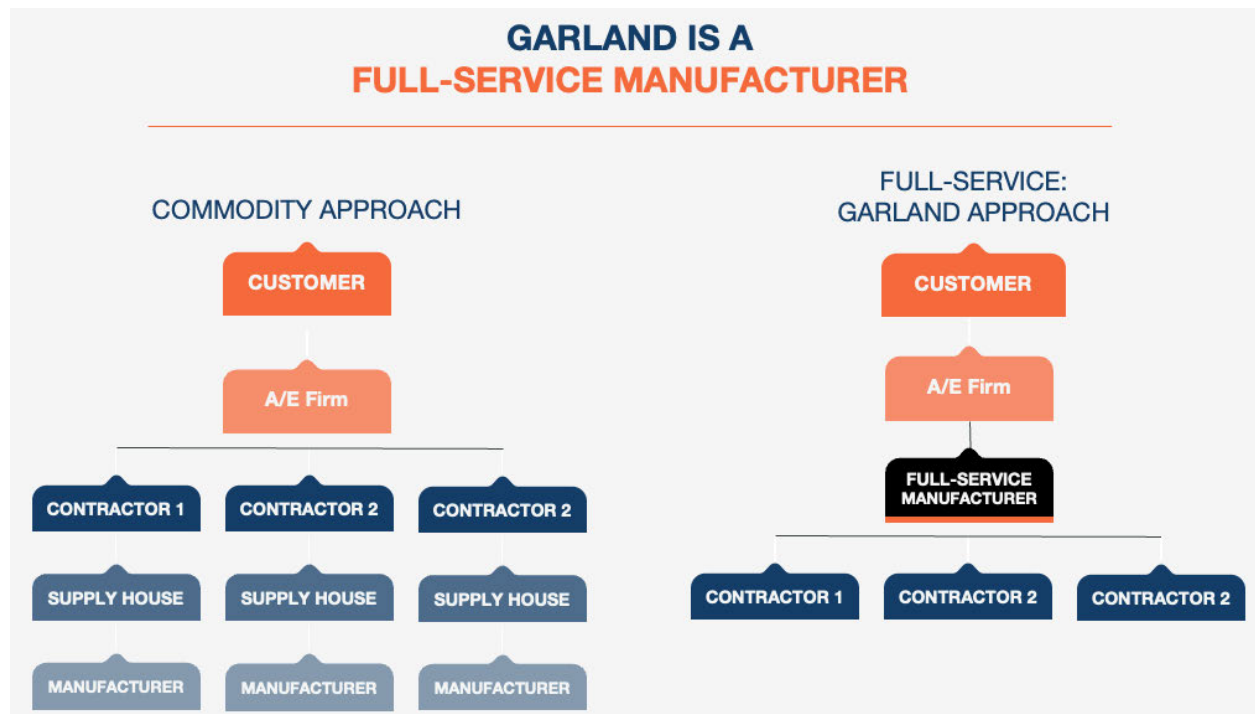
The specific certifications held by any individual subcontractor from our network will be communicated as needed for individual projects.

*Appendix D, Exhibit A.3.1.I. Describe how supplier differentiates itself from its competitors.*

The Garland business model's core differentiators are derived from our status as a 100 percent employee-owned organization. They include:

- Transparent and accountable business practices from which all parties fairly benefit
- The belief that best value can only be achieved when both the short-term and long-term objectives of public agencies are considered
- The economic health of the local communities we serve
- Zero tolerance for material defects, missed deadlines and costly change orders
- Respectful appreciation for the front-line individuals most directly responsible for ensuring the functional integrity and safety of America's public facilities

We refer to ourselves as a "Full-Service Manufacturer," but what does that really mean for Participating Public Agencies? It means a shorter chain of liability, an easier way to do business, and a more cohesive project team between design professional, manufacturer, contractor, and building owner. It also ensures manufacturer involvement throughout the long-term warranty period, providing greater peace of mind.





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*Appendix D, Exhibit A.3.2.A. Each offeror awarded an item under this solicitation may offer their complete product and service offering/a balance of line. Describe the full line of products and services offered by supplier.*

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## **PRODUCT SOLUTIONS**

As part of an Agreement resulting from this proposal, Garland/DBS, Inc. will be providing the services and products shown below:

### ***Service Solutions***

Garland/DBS, Inc. provides an ever-expanding array of technical services to support the procurement representatives, facility managers, and maintenance crews of OMNIA/Region 4 Customers.

The proposed Agreement, which encompasses all Roofing Products and Services and Job Order Contracting Services – will enable Garland/DBS, Inc. to support OMNIA/Region 4 Customers with a wide array of exterior building envelope solutions, including:

- Nuclear scans for rooftop evaluations
- Infrared scans for rooftop and wall evaluations
  - Roof Asset Management Program (RAMP®) Database to document multi-facility roofing assets
  - Building envelope evaluation services to identify energy-cost-reducing opportunities for roofs and walls
  - Certified shop drawings pertinent to roof installation, reviewed, signed, and sealed by a Professional Engineer or an Architect licensed in the relevant state
- Professional architectural design services
  - Engineering structural analysis for rooftop evaluations and properly designed modifications
- Customized project-based specifications
  - Certified pre-design analysis by a Professional Engineer, including wind uplift and drainage calculations
  - Roof and wall assembly design assistance, including water, air, and vapor barriers, rainscreens, and product-specific detailing
- Brick/stone/block tuck pointing, removing-and-resetting, and replacement
- Caulking and waterproofing
- Coping restoration/replacement
- Dampproofing
- Masonry wall/facade restoration
- Metal trim reinstallation/replacement

- Parapet wall restoration/replacement
- Building condition assessment and forensic analysis
- Exterior building coating, repair, and/or cleaning
- CAD-assisted details with BIM software
  - Value studies including life-cycle cost analysis comparing multiple roofing systems with differing life expectancies and anticipated maintenance requirements
- Structural retrofit roof and wall system design
- 3-D renderings
- Preventive maintenance programs, including 24-hour leak response
  - Sustainability upgrades, including vegetative, solar, and ENERGY STAR® qualified, CRRC listed, LEED point contributing, UL Environment validated, and/or Title 24 compliant building enhancements

Our program for professional review and endorsement of project contract documents can help OMNIA/Region 4 Customers by:

- Ensuring an unbiased, third-party, engineering review and certification of construction documents
- Reducing liability exposure for all parties by delegating to an engineer authority and responsibility for determining the acceptability of a project's specifications and details
- Certifying the intent of the manufacturer to resolve specific Customer problems
- Establishing a higher level of professionalism by certifying the viability of designs and materials
- Expediting local, state, and federal approvals for public projects

### ***Value-Added Service Solutions***

Resolving exterior waterproofing problems frequently requires the integration of multiple construction disciplines and a comprehensive range of services that may or may not be within the skill set of a typical roofing contractor. Understanding how critical single-source accountability can be to public sector agencies, Garland/DBS, Inc. will be extending to OMNIA/Region 4 public sector Customers our entire menu of services for the total building envelope, as summarized below:

- Certified pre-design analysis by a Professional Engineer
- Professional construction management services
- Hygrothermal analysis
- Rooftop mechanical and electrical engineering
- Emergency and disaster reconstruction and repair
- Exterior building electrical modification/relocation/replacement
- Exterior building plumbing and drainage

- Exterior building envelope energy evaluations for energy efficiency studies
- HVAC modifications/replacement
- Lightning-protection, including installation/reinstallation certification/recertification
- Parking lot installation/repair, including solar-paneled canopies for energy-cost reduction and lot striping
- Site security/perimeter fencing
- Skylight modification and replacement
- Window/door replacement and window glazing
- Any and all other building envelope trades related to exterior waterproofing

We have highlighted below those service programs that we expect to be of special interest to OMNIA Partners / Region 4 Customers, should we be awarded the contract. It should be noted that the price list accompanying this proposal also features some unique packaging options for our RAMP and Dry Zone services, which will provide OMNIA Partners / Region 4 Customers some attractive alternatives for managing and servicing their exterior building envelope assets.

### **CONSTRUCTION MANAGEMENT SERVICES**

OMNIA Partners / Region 4 Customers will have the opportunity to use Garland/DBS, Inc. as a Construction Manager. This delivery option is a value-added service that can be included with a material-only roofing or waterproofing system purchase. Construction management services are normally negotiated to be a flat percentage of the estimated cost of work and are used to alleviate the day-to-day project demands placed upon Customer resources.

When contracted to perform construction management services, DBS provides administration, project management, and quality control services throughout the project for a fixed fee – rather than acting as a general contractor taking complete responsibility for the project. Although the financial responsibility and performance risks are ultimately the responsibility of the trade contractors, Garland/DBS, Inc. acts as a third-party owner's representative providing continual oversight and management of the project to assist in the identification and resolution of issues before they become problems.

Using Garland/DBS, Inc. in a construction management capacity ensures that OMNIA/Region 4 Customer projects will be installed to specification, following each manufacturer's installation guidelines. In addition, our professional on-site presence provides Customers with a direct set of eyes and ears on the project, which assists in the evaluation of differing conditions and minimizes the opportunities for costly change orders. During the progress of work, Garland/DBS, Inc. will track budget to the project's actual costs and will track schedules against actual production timelines. Any negative deviations will be addressed with the Customer and with the individual subcontractor(s) to make certain the project is completed on time and within budget.

**RAMP®**

Garland's RAMP is an integrated online suite of professional management services designed to extend the working life of your building exteriors, while increasing the value of your properties. RAMP is an Internet-based advanced database tool that can be used to track the history of a Customer's roofs, walls, below-grade waterproofing, and pavement. This dynamic tool eliminates owner concerns over lost warranties, inconsistent documentation from one facility to the next, neglected maintenance, the lack of timely communications during work-in-progress, and unanticipated downtime related to emergency repairs.

RAMP can help OMNIA Partners / Region 4 Customers take control of their facility management budget by providing the information they need to make timely, cost-effective decisions. Typically, the local Garland Territory Manager enters the building envelope data as new projects occur, accumulating, over time, comprehensive documentation of the work history of an agency's facilities.

RAMP-based support services include:

- Maintenance recommendations supported by construction details, photographic documentation, architectural drawings, visual observation notes, core sample documentation, and lab analysis reports
- Roof and other exterior building component replacement options with a comparative analysis of modified bitumen, metal, and sustainable-design high-performance roofing solutions, based on application-specific concerns and requirements
- Work history documentation of every repair, restoration, and replacement, helping public agencies analyze maintenance costs to justify staying the course or moving to capital expenditures
- Cost estimates and annual budget summaries prioritizing your building envelope requirements for the predictable scheduling of preventive maintenance
- Warranty tracking to help Customers hold suppliers accountable, eliminating problems resulting from neglected maintenance or misplaced documentation
- Life-cycle and energy-saving cost analyses, using industry-recognized models, to help Customers determine the cost/value performance of alternative building solutions
- Timely updates and job inspection reports, including online photographic documentation so OMNIA Partners / Region 4 Customers can share data with others in their organizations over the Internet
- Online emergency reporting that automatically triggers an email notification, allowing agencies to report roofing emergencies online, 24/7/365
- Charts and graphs for quick data analysis and visualization
- Summary style reports that can be exported to Excel format for further manipulation and data filtering
- GIS/GPS features leveraging satellite imagery to provide interactive navigation, asset analysis, condition map, and budget map features

- Report generation tools providing users the ability to quickly build full comprehensive reports in PDF output
- Mobile-ready web application viewable on the latest phones and tablet devices

With RAMP, a local Garland representative helps agencies and their facility management representatives document and track emergency and preventive maintenance consistently, across a variety of regions and facilities, regardless of whether they are using in-house maintenance teams, locally based contractors, or a Garland/DBS, Inc. project manager to implement them.

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The workmanship related to all services delivered by Garland/DBS, Inc. is warranted to be free from installation errors for a period of two years.

In Phase III, the value of Dry Zone is fully realized. With the entire Garland organization as its partner, the OMNIA/Region 4 public agency will receive a site-specific analysis and recommendations that will keep their building envelope investments in line with the performance and budgetary objectives they've established for their facilities.

- If the agency goal is to keep a building functional for the short-term, we will identify repairs necessary to accomplish those goals. Garland/DBS, Inc. will provide the Customer with standard time and material rates for emergency leak response and hard quotes for less urgent repairs.
- If the performance objective is to provide a 30- or 40- year solution, we will deliver the best building systems as dictated by the agency's situation and budget to yield the desired results.

Garland/DBS, Inc. can provide multiple building-solution options to satisfy any performance objectives that may fall between these scenarios. On-time, within budget is standard with routine maintenance and repair, just as it is on major restorations or replacements.

Although Garland material and service offerings are finite and easily defined, the situations over which the services are utilized are infinite: building envelope components such as roofs and walls are never a "one size fits all" proposition. For that reason, Garland never pre-prices maintenance or general housekeeping services upfront prior to the work being performed. With this pay-as-you-go model, OMNIA/Region 4 agencies participating in any contract resulting from this proposal will never pay pre-established, standard maintenance rates that include products and/or services they may never need.

The most benefit and efficiency can be achieved by defining pricing methodologies customized for each building, after inspections have been performed. Garland/DBS, Inc. will provide the agency with custom pricing on a yearly basis, with our commitment that we will only charge OMNIA/Region 4 Customers for services rendered. The selected service for a given situation can then be priced competitively, according to its location, site-specific conditions, and other considerations that may affect the cost of local labor.

### ***Inspections***

Through subsequent annual inspections, the agency's building envelope assets will be continually evaluated to ensure that previously noted areas of concern are being addressed and a performance history is established. Any new information will be input into the Dry Zone program, creating an evolving document that will track all of a facility's building envelope assets year after year.

The Dry Zone program is available for all building envelopes, whether or not the systems and components have been manufactured by Garland. As Garland/DBS, Inc. restores or replaces an agency's systems using Garland materials, those materials are then warranted by Garland and will have their Dry Zone renewal fees waived for those areas, with annual inspections provided at no cost. With Garland/DBS, Inc. as its building envelope management partner, the only building exterior responsibility an OMNIA/Region 4 agency needs to contend with is preventive housekeeping.

### ***Maintenance***

As annual inspections are completed, a list of maintenance items will be developed. Garland/DBS, Inc. will provide pricing for all identified maintenance items. As with all Garland/DBS, Inc. projects, we will provide the OMNIA/Region 4 Customers with the opportunity to solicit competitive site-specific labor (installed) pricing locally, should that be the agency's preference. In any case, the work will always be performed by an authorized Garland contractor.

### ***Repairs***

Along with the maintenance items discussed above, areas of concern will be identified for repair. In conjunction with the facility manager, repairs will be prioritized across each area of the building's exterior, i.e., roofs, walls, doors, windows, below-grade waterproofing, and pavement — based on critical need. Garland/DBS, Inc. will provide hard quotes upon request, so budgets can be established around the necessary actions that need to be carried out.

### ***Restorations***

When the integrity of a system such as a roof assembly is sound, but the surface is starting to breakdown, restoration may be the best solution for strengthening the long-term performance of the building component. Restorations revitalize the surfaces of roofs and walls by upgrading their weathering and UV resistance. The various materials utilized will be based upon the type of system and restoration in question. Restorations will extend the service life of existing building components, pushing the need for a more costly replacement farther into the future. Restorations also limit building-occupant disruption because they do not create the noise or work-flow disruption concerns associated with more aggressive replacement. Once Garland/DBS, Inc. completes a restoration using Garland products, the roof or wall is placed under a Garland warranty at no cost. Garland manufactures a complete line of restoration systems for a variety of traditional built-up roofs, modified built-up roofs, single-ply membranes, and metal roof systems, as well as a variety of sealants, coatings, and metal solutions for restoring building walls.

### ***Replacement***

Some components, such as roofs with irreparable system degradation, may require replacement. The Garland/DBS, Inc. project manager works with the Garland local representative, who is already familiar with the agency's buildings, to recommend the

appropriate system replacement solution based upon the level of performance and the budget a facility manager has established. Garland/DBS, Inc. has the industry-specific expertise to support a wide variety of Garland building component replacement options to fit any OMNIA/Region 4 agency's need.

When roof replacement is required, we offer two delivery methods:

- In the traditional delivery method (materials only), your local Garland representative, as the material provider, recommends and monitors the quality of the roof installation on behalf of the agency. The OMNIA/Region 4 agency contracts directly with the contractor for labor and non-Garland material through the traditional public bid process. In addition, Garland/DBS, Inc. can provide construction management services when the agency requires more support in monitoring the construction process.
- In the turnkey delivery method (installed), the OMNIA/Region 4 agency contracts directly with Garland/DBS, Inc. for total project delivery. Your local Garland representative will recommend and periodically monitor the quality of the roof installation on behalf of the agency. In addition, a project manager oversees and manages the entire contract and construction process to ensure seamless delivery.

### ***Leak Response Program***

The Garland/DBS, Inc. Leak Response Program pre-establishes time and material rates, a not-to-exceed limit for an individual repair, and a seamless system for issuing work orders and delivery of services. For normal priority work orders, service is guaranteed in 24 to 48 hours; in emergency situations, turnaround can be as short as 2 to 4 hours. This unique service is free to set up, with no obligation to use – providing agency Customers with the products and services they need, as they need them. Alerts can be sent by the Customer electronically via email, or through our online database.

When a leak cannot be permanently stopped within the pre-established not-to-exceed limit, the contractor implements a temporary repair and confirms to the Customer that the repair is a temporary one. The Dry Zone database manager coordinates with the local Garland field representative for a follow-up site visit and roof inspection. The local Garland field representative performs an inspection and gathers all of the assessment data. A RAMP report is created with documentation of the existing conditions, a listing of previously performed repairs, and recommended solution options for the future course of action, including budgets. Once provided with the proper authorization, the local Garland field representative works with the Garland/DBS project manager to provide a proposal for the chosen solution option.

### ***Emergency Disaster Relief***

As an extension of our core competency in complex roofing projects, Garland/DBS, Inc. also offers emergency disaster relief services in cooperation with the Federal Emergency Management Agency (FEMA) and local initiatives such as the Florida Emergency Supplier Network.

Our fully self-contained Mobile Command Center, manned by an experienced emergency response team, is equipped with satellite and intelligent communications systems to provide timely disaster relief services including damage assessment and emergency temporary dry-in; permanent roof repair and/or replacement; and long-term preventive maintenance.

In addition to complete roofing-related disaster relief services, we offer emergency:

- Exterior building repair
- Window opening repair
- HVAC and mechanical repair
- Site clean-up and debris removal

Garland/DBS, Inc. has developed a Storm Zone initiative that identifies a best-value process empowering and enabling Customers to minimize expense and business interruption following a storm/natural disaster. This proactive management tool builds an inventory of knowledge and a detailed action plan. This plan includes the following menu of items: Storm Tracker, Facility Analysis, Storm Ready Contractor Approval, On-Site Project Coordination, and Project Management.

### ***ISO Classification***

Garland operations align with the ISO 9001:2015 Quality Management System.

### ***GMAX***

Garland's quality assurance and communication program, (Garland Manufacturing Attention to Excellence), launched in 2016, improves the safety, quality, inventory, and efficiency of manufacturing operations at Garland's Cleveland headquarters.


### ***CLEAR™***

The CLEAR™ (Comprehensive Laboratory Effective Analysis Reporting) program operated by Garland's R&D team tests and evaluates roof core samples, improving our ability to answer questions about system types and to identify the source of performance issues.

## ***ROOF BUILDER***


A proprietary roof-builder-type app, specific to roof coatings, was introduced in 2018, to educate and assist Customers with the various solutions available for restoring their roof systems. This app helps Customers visualize a project and select specific components for the most appropriate restoration solution.




As a part of all these services, the following products will be available. Products with a  icon next to the name have defined sustainable characteristics, which may include one or more of the following attributes: recycled content, low-to-zero VOC, bio-based content, low odor, high UV reflectivity, energy efficiency, or third-party certifications including but not limited to LEED, Cool Roof Rating Council, or UL Environment.

## **ROLL GOODS (2-PLY, 3-PLY, AND 4-PLY SYSTEM COMPONENTS)**


### ***MODIFIED BITUMEN MEMBRANES***

OptiMax®  – Polymer-modified asphalt-based roof membrane features an innovative, patented technology designed to significantly extend roof system longevity, and is used as the waterproofing and reinforcement layer of a modified bitumen roofing system.


OptiMax FR Mineral – Polymer-modified, asphalt-based, fire-resistant roof membrane features an innovative patented technology designed to significantly extend roof system longevity, and is used as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly®  – Dual-fiberglass-reinforced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

StressPly FR Mineral – Dual-fiberglass-reinforced, fire-resistant, mineral-surfaced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly Plus  – Fiberglass/polyester-reinforced SBS modified bitumen membrane, which incorporates recycled materials, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly Plus FR Mineral – Fiberglass/polyester-reinforced SBS modified membrane, which incorporates recycled materials, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly E  – Eco-friendly, fiberglass/polyester-reinforced SBS and SIS modified bitumen membrane, which incorporates recycled and bio-based content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly E FR Mineral  – Eco-friendly, fiberglass/polyester-reinforced, fire-resistant SBS and SIS modified bitumen membrane, which incorporates recycled and bio-based content,


provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly Legacy Mineral  – Eco-friendly, fiberglass/polyester-reinforced, fire-resistant SBS and SIS modified bitumen membrane, which incorporates post-consumer recycled and bio-based content, with a specialized mineral surface that is activated by sunlight to chemically bond with airborne pollution, forming a harmless and invisible nitrogen salt that washes away with rain and serves as nutrition for nearby plant life.


StressPly EUV  – Fiberglass/polyester-reinforced SBS and SIS modified bitumen membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

StressPly EUV FR Mineral  – Fiberglass/polyester-reinforced SBS modified membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a bright-white reflective white mineral surface.

StressPly Max  – High-strength, fiberglass/polyester-reinforced SBS modified membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

StressPly Max FR Mineral  – High-strength, fiberglass/polyester-reinforced, reflective mineral-surfaced SBS modified membrane, which incorporates recycled content, provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a reflective white mineral surface.

VersiPly® 40  – Dual-fiberglass-reinforced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

VersiPly 80  – Dual-fiberglass-reinforced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

VersiPly Mineral – Dual-fiberglass-reinforced, mineral-surfaced SBS modified bitumen membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

StressPly IV – Fiberglass-reinforced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

StressPly IV Mineral – Fiberglass-reinforced, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.

StressPly IV UV Mineral – Fiberglass-reinforced, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a reflective white mineral surface


StressPly IV Plus – High-strength, fiberglass/polyester-reinforced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly IV Plus Mineral – High-strength, fiberglass/polyester-reinforced, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system.


StressPly IV Plus UV Mineral – High-strength, fiberglass/polyester-reinforced, mineral-surfaced SBS modified bitumen torch-applied membrane provides long-term performance as the waterproofing and reinforcement layer of a modified bitumen roofing system, and a reflective white surface.

StressPly SA FR Mineral – Fiberglass/polyester-reinforced, self-adhering SBS modified bitumen membrane for use as the top ply in a multi-ply self-adhered roof system.

## **LIQUID MEMBRANES**

LiquiTec™  - an extremely low odor, fluid-applied waterproofing solution designed to maintain, restore, and upgrade the performance of aged modified bitumen, metal, and single-ply roof systems. This two-component, 100 percent solids, aliphatic polyurea product cures quickly to form a highly durable, impact- and UV- resistant roof membrane that increases the life span of the existing roof.

Cool-Sil™  - bright-white monolithic siliconized rubber membrane extends the life of an existing roof while reducing landfill waste created by a full tear-off. Certified NSF 161 safe – water runoff is potable for nearby ecosystems and waterways.

Cool-Sil™ Eliminator  - Silicone liquid rubber flood coat applies to gravel roof surfaces and fills gaps, creating a smooth surface ready to be coated, eliminating the substantial landfill waste created by the removal of an existing gravel roof while adding waterproofing protection to the building and extending the life of the roof.


## **FELTS AND BASE SHEETS**

HPR® Glasfelt/Premium Glasfelt – Asphalt-saturated fiberglass felt (ASTM D 2178 Type IV and VI)

HPR Glasbase/Premium Glasbase – Heavy-duty double-coated fiberglass base sheet (ASTM 4601 Type II)

HPR SA FR Base Sheet - Self-adhering, fiberglass-reinforced SBS modified base sheet for use as the initial underlayment in a modified bitumen roofing system.


HPR Torch Base – Torch-applied base sheet for use as the underlayment for any of Garland's torch-applied roof systems.

HPR Tri-Base Premium  – Triple-reinforced SBS modified base sheet is designed for use as the initial underlayment for Garland's high-performance roofing systems or as a base flashing ply for hot- and cold-applied roof systems.


FlexBase® (80) – Fiberglass-reinforced SBS modified bitumen base sheet for use as the initial ply of a modified bitumen roofing system.


FlexBase Plus (80) – Dual-reinforced SBS modified bitumen membrane for use as the initial ply of a modified bitumen roofing system.


FlexBase E (80) – Dual-reinforced SBS modified bitumen membrane for use as the initial ply of a modified bitumen roofing system.

StressBase® Sheets (80 & 120)  – Fiberglass-reinforced SBS modified bitumen base sheet for use as the initial ply of a modified bitumen roofing system.


## **POLYMERIC CAP SHEET & FLASHING**

KEE-Stone® HP  – High-performance, extremely-reflective gloss white, reinforced DuPont® Elvaloy® Ketone Ethylene Ester (KEE) based membrane with polyester-based fleece back for increased adhesion over various substrates. Exceeds ASTM 6754 standards, and includes additional fire retardant characteristics.

KEE-Stone® FB 60  – Highly reflective white, reinforced DuPont® Elvaloy® Ketone Ethylene Ester (KEE) based membrane with polyester-based fleece back for increased adhesion over various substrates.

KEE-Stone® FB 60 Flashing  – Two-ply, fully-adhered thermoplastic, and asphalt-modified flashing system. KEE-Stone FB 60 Flashing is a 60 mil thermoplastic KEE (Ketone Ethylene Ester) membrane designed for use as the cap sheet in a two-ply flashing system with a Garland-approved base sheet.

## **UNDERLAYMENTS**

VaporSmart™ SA  - UV-protected top surface can be exposed to the elements for up to 180 days, serving as a temporary roof, with aggressive adhesion to multiple substrates and self-healing properties that accommodate the use of fasteners. Creates a strong air barrier and vapor retarder that can improve indoor air quality and indoor thermal comfort.

HPR Aqua-Shield – Fiberglass-reinforced, self-adhering modified base sheet for use as the initial underlayment in a variety of steep-slope roofing applications, including shingle, tile, and slate roofs.

HydroShell® SA 60 – Self-adhering air, vapor and water barrier membrane engineered for vertical air, vapor, and water barrier applications where the membrane is protected from long-term UV exposure.

R-Mer® Seal – Self-adhering, high-temp metal roofing underlayment and vapor barrier that forms a flexible, watertight seal under metal roof systems even in high-temperature roof conditions.

## **REINFORCING FABRICS**

GarMesh® – SBR-coated non-woven fiberglass reinforcement fabric for use in making common roof repairs.

Grip Polyester – Polyester reinforcement for use with cold applications over metal and smooth single ply, BUR, and modified bitumen roofs


HPR Polyscrim – Polyester reinforcement for use with hot applications over BUR or modified bitumen roofs.

Ulti-Mat® – Non-woven fiberglass reinforcement for use with White-Knight®/White-Stallion® coating systems.

UniBond ST™ – Fatigue-resistant, self-priming tape seals and reinforces seams and penetrations on metal and single-ply roof systems; designed for use on a variety of properly prepared surfaces, including EPDM, TPO, Hypalon, aged PVC, CPE, metal roofs, brick, concrete, and masonry.

## COATINGS & MASTICS


### FLOOD AND GRAVEL COATINGS


Green-Lock® Plus White  - When used as a flood coat with white marble aggregate, low-VOC, bio-based adhesive creates a UV-reflective surface that improves a building's energy efficiency while creating a leak-free environment.


Black-Knight®/Black-Stallion® Cold – Coal-tar-based, cold process roofing adhesive for use as the interply adhesive in a cold-applied coal tar roofing system and can also be used as the flood coat for asphalt and coal-tar-based roof systems.

WeatherScreen™ – Asphalt-based, fiber-reinforced, fire-rated, cold-applied asphalt flood coat restores existing asphalt roof systems or provides a premium flood coat for new roof systems.

### SMOOTH & MINERAL COATINGS

White-Knight/White-Stallion Plus  – A single-component aliphatic urethane liquid waterproofing membrane for use on single plies, metal, and smooth/mineral modified membranes.

White-Knight/White-Stallion Plus WC  – A low-VOC, single-component aliphatic urethane liquid waterproofing membrane for use on single plies, metal, and smooth/mineral modified membranes.

White-Star  – White polyurea flood coat adhesive maintains, restores, and upgrades the performance of new and existing smooth and mineral roof systems.

Energizer® K Plus FR – Multi-purpose, fire-resistant, DuPont KEVLAR® -reinforced liquid waterproofing membrane restores and upgrades the surfacing component of a smooth-surfaced SBS, APP, and built-up roofing system.

Energizer LO – Multi-purpose, asphaltic polyurethane-based, low-odor liquid waterproofing membrane restores smooth- and mineral-surfaced SBS, APP, and built-up roof systems.

Energizer BK – Polymer-modified, asphalt/coal tar-blend, cold-applied coating restores and upgrades existing smooth and mineral roof systems.


Garla-Shield® – Water-based, low-odor, asphaltic emulsion restoration coating utilizing fibers for added strength; designed to restore asphaltic smooth- or mineral-surfaced modified bitumen roofs.


Revitalizer™ – Cold-process, low-odor, asphaltic, liquid waterproofing membrane can provide an additional 10 years of protection to asphaltic smooth or mineral modified bitumen and


smooth built-up roofs; strongly adheres to older roof surfaces and will not blister like other rubberized coatings.

### **COLD-APPLIED ADHESIVES**

Weatherking® / Weatherking Plus WC – Cold-process asphalt-modified interply adhesive for use with asphalt base sheets and modified ply sheets to form a cold-process roof system.

Green-Lock® Membrane Adhesive  – Polyether-based, cold-applied, zero-VOC membrane adhesive for use in the construction of cold process 2-Ply roofing systems (not compatible with Glasbase, Tri-Base, and Type II base sheets). Certified bio-based by the US Department of Agriculture.

Insul-Lock® HR  – Low-odor, foamable roof insulation adhesive designed to bond approved roof insulations to a building's roof deck, base sheets, and/or a variety of roofing systems.

KEE-Lock™ Foam  – High-performance, solvent-free foam adhesive engineered to fully adhere to Garland's KEE-Stone roof system.

### **HOT-APPLIED ADHESIVES**

Black-Knight/Black-Stallion LV – Hot-applied, polymer-modified coal tar adhesive used as the interply or flood coat in built-up, modified coal tar, and Millennium roof systems.

Garlastic® KM Plus – Hot-applied, rubberized asphalt adhesive functions as the interply adhesive in a wide variety of multi-ply built-up roofing systems.


HPR All-Temp Asphalt – High-grade waterproofing bitumen for use as the bonding and waterproofing bitumen for Garland's HPR® systems.

### **ROOF CEMENTS & MASTICS**

Black-Knight/Black-Stallion – Quick-drying, polymer-modified coal tar mastic for use to repair coal tar roofing systems as well as to install flashings in a Millennium system.

CPR™ Seam Sealer BG & TG – Synthetic-liquid-rubber, solvent-based restoration coating bridges gaps in metal roofs, walls, and problem areas such as gutters, expansion joints, etc.; available in brush grade (BG) and trowel grade (TG).

Garla-Flex® – Elastomeric asphaltic mastic is formulated from a special weather- and ozone-resistant thermoplastic rubber for use in sealing roof joints and other construction details that are subject to considerable movement (also available in cartridges).

Green-Lock Flashing Adhesive  – Cold-applied zero-VOC flashing adhesive bonds the flashing system together, and holds it securely to the wall, the flashing, and the underlying roof system.

Flashing Bond®/Flashing Bond WG – Cold-applied asphalt-based mastic for use in patching and leak repair on asphalt roofing systems. The WG (Winter Grade) version is for cold weather applications.

KEE-Lock Mastic – White, cold-applied, solvent-free, fast-curing, trowel-grade flashing mastic designed to seal the base edge of KEE-Stone FB 60 Flashing where it ties into the field of an SBS-modified membrane roof system.

Silver-Flash® – Cold-applied, asphalt-based, one-step aluminum mastic for use on the vertical and horizontal surfaces of asphalt roof systems.


Tuff-Flash™ – Multi-purpose, asphaltic polyurethane-based, low-odor, zero-VOC liquid flashing membrane, which, when combined with Grip Polyester Firm creates a watertight liquid flashing membrane.


Tuff-Flash Plus LO – Multi-purpose, two-part, asphaltic polyurethane-based, low-odor, liquid flashing membrane designed to create a watertight flashing on tough roofing details that are difficult to seal with a typical modified membrane.

Weatherking Flashing Adhesive – Cold-process modified flashing adhesive for use in conjunction with cold-applied Weatherking systems to adhere flashings.

Wet-Cote™ – Emergency liquid waterproofing repair material repairs roof leaks during wet weather and is ideal in situations where the leak source cannot be readily identified.

### ***PRIMERS, PAINTS & REFLECTIVE COATINGS***


Pro-Stop™ FR  - Low-VOC intumescent wood coating that, when applied to wood decking or wood componentry in a roofing assembly, adds Class III Vapor Retardancy and slows the spread of fire by swelling when exposed to flame or extreme heat, creating a “char-barrier” that protects the wood substrate.

Pyramic®  – White, non-toxic acrylic coating preserves asphaltic or modified bitumen surfaces and significantly reduces temperatures under the rooftop to create a more comfortable, energy-efficient environment.


Pyramic Base Coat – Gray-tinted acrylic coating used as a base coat underneath Pyramic topcoat; improves the application surface for reflective topcoats and allows the applicator to see




where the base and finish coats have been applied, providing a fail-safe method for ensuring proper coverage.

Pyramic Plus LO  – Bright white, water-based, acrylic-urethane roof coating designed to preserve asphaltic modified bitumen surfaces from UV degradation and lower temperatures on the roof surface; contains uniquely formulated biocides that minimize the growth of micro-organisms including bacteria, fungi, and algae on the surface of the coating.


Pyramic Plus LO Base Coat – Gray-tinted, water-based, acrylic-urethane roof coating designed to be used as a base coat underneath Pyramic topcoat; improves the application surface for reflective topcoats and allows the applicator to see where the base and finish coats have been applied, providing a fail-safe method for ensuring proper coverage.


Solex®  – Premium Kynar Aquatec® -based white roof coating preserves asphaltic roof surfaces and reduces temperatures under the rooftop to create a more comfortable, energy-efficient environment.

Silver-Shield® – Asphalt-based fibered aluminum coating combines the waterproofing capabilities of an asphalt roof coating with the reflectivity of aluminum paint.


Garla-Brite®  – Asphalt-based ENERGY STAR® qualified aluminum roof paint preserves and beautifies existing and new roof systems while providing a reflective coating.

Garla-Prime™ – Quick-drying asphalt-based roof primer saturates existing felts to form a tough elastic bonding surface for asphaltic coatings; for use in priming metal, masonry surfaces, and bare concrete roof decks.

Garla-Prime VOC  – Asphaltic, low-VOC alternative to Garla-Prime acts as a bonding agent for surfaces that can be difficult to adhere to; for use in priming metal, masonry surfaces and bare concrete roof decks.

CPR Coating System  – Cold-process synthetic rubber coating system for metal roofs. System includes a base coat, brush- or trowel-grade sealer, and a white topcoat.


Rust-Go Primer – Quick-drying rust-inhibitive primer for use as the base primer for Rust-Go Topcoats.

Rust-Go VOC Topcoat  – Environmentally friendly, industrial maintenance coating is designed to protect metal surfaces by keeping them from rusting and breaking down.

White-Knight/White-Stallion Metal Primer – Single-component aromatic urethane moisture curing primer for use on properly prepared metal surfaces.

Insul-Lock® HR Universal Primer – Water-based, VOC-compliant primer for use with Insul-Lock HR over smooth, mineral and gravel surfaced built up roofs; ensures a long-lasting flexible bond between the existing roof surface and new insulation.

Black-Knight Primer – Coal-tar based primer provides maximum surface adhesion to Garland's Black-Knight coal tar products; can also be used to increase adhesion to metal, concrete, and masonry.


Eco-Seal Primer  – Hybrid-acrylic joint-sealant primer specifically formulated to enhance the performance of Garland's Tuff-Stuff MS and Green-Lock Sealant XL as well as powdery masonry substrates such as brick, block, stucco and EIFS; quick-drying, environmentally friendly and easily applied with a roller, brush, or pump sprayer.

Garla-Block™ Primer – Low-VOC, odor-free, bleed-blocking, water-based acrylic primer enhances adhesion while preventing stains and discoloration of reflective coatings caused by asphalt and coal tar roof systems.

SA Primer™ – Emulsion-based primer used to improve the adhesion of Garland's self-adhering modified membrane; ideal for use on modified bitumen surfaces as well as cinder block, concrete, OSB, plywood, DensGlass Gold®, Securock®, DensDeck® Prime and prepped metal surfaces.

Revitalizer Metal – Asphalt-based roof coating modified with polymers and corrosion inhibitors designed to form a waterproofing and rustproofing system for through-fastened metal roofs; cures to a smooth, rubbery finish that resists cracking and sagging.

## **MASONRY COATINGS AND SEALANTS**

B-Clean™  – Non-toxic, heavy-duty formula designed to clean, brighten, and restore concrete, brick, stone, aggregate and block surfaces; formulated to remove deposits such as efflorescence, stains, mineral deposits, discoloration, and other contaminants that impact the surface of a substrate.

Fill-Lock SL – Self-leveling polyurethane-hybrid concrete repair material for cracks and spalls on concrete floors, parking structures and bridges.

Fill-Lock TG – Trowel-grade bonding and repair adhesive formulated with high-performance epoxy; this fast-curing, multi-purpose material can be used as an adhesive and a patch material.

Gar-Rock® – Fast-setting, concrete patching material for filling the bottom of pitch pans to receive the pourable filler; can be used in below freezing temperatures and sets in 15 minutes.


Glass Cant – Glass cant strip provides a gradual transition for the base flashing and roof membrane from horizontal to vertical surfaces; minimizes potential fire hazards and will not shrink, warp, or buckle.


Seal-A-Pore™ – Silicone dampproofing solution eliminates moisture penetration from exterior, above-grade masonry surfaces.


Seal-A-Pore WB – Water-based dampproofing solution eliminates moisture penetration from exterior above-grade masonry surfaces.

Tuff-Coat™/Tuff-Coat Aggregate – Heavy-bodied, ready-to-use emulsified acrylic architectural wall coating dampproofs and beautifies all types of exterior and interior masonry surfaces such as concrete, stucco, brick, and exterior insulation and finishing systems (EIFS).


All-Sil™ – High-performance, single-component silicone sealant provides strong adhesion to common building materials including PVC, concrete, coated metals, and glass.

Green-Lock Structural Adhesive (cartridge)  – Zero-VOC polyether adhesive for difficult bonding and sealing applications throughout the building envelope.

Green-Lock Sealant XL (20 oz. sausage)  – Single-component high-performance 100 percent solids, interior or exterior polyether joint sealant for difficult sealing applications. Bonds tenaciously to asphalt-modified bitumen sheets, concrete, metal (including DuPont Kynar-coated metal), glass, PVC, and EPDM membranes.


Tuff-Stuff® MS (cartridge)  – Moisture-curing, single-component, non-sag adhesive sealant contains no solvents and when cured offers the performance of a two-part sealant with the ease of one-part installation.


Seal-Tite™ – Pourable, self-leveling, two-component, 100% solids urethane sealant provides a durable, waterproof seal around pitch pans.


Sunburst™  – Highly reflective minerals designed to reduce rooftop temperatures and enhance energy efficiency.


## **METALS**

## **ROOFS**


R-Mer® Shield structural standing seam roof system  – A symmetric profile containing mesas throughout the panel to minimize "oil canning." The 2-1/16" high vertical seam makes R-Mer Shield both aesthetically pleasing as well as the ideal roof system to withstand the most severe weather conditions. The extruded-aluminum, one-piece clip allows for unlimited expansion and contraction; the extruded-aluminum top rail provides unrivaled wind uplift performance. R-Mer Shield can be used on slopes down to 1/4" per foot for both retrofit and/or new construction. R-Mer Shield is manufactured in 12-3/4", 16-3/4", 18-3/4" or 24-3/4" widths. It is available in 24-, 22- and 20-gauge steel, 0.032", 0.040" and 0.050" aluminum, 16 oz. and 20 oz. copper, 24-, 22- and 20-gauge stainless steel and 0.7mm, 0.8mm and 1.0mm zinc. R-Mer Shield is also available in 16 standard colors as well as a variety of designer and premium colors.


R-Mer Span structural standing seam roof system  – A unique profile containing mesas throughout the panel to minimize "oil canning". The 2-3/8" high vertical seam makes R-Mer Span both aesthetically pleasing as well as the ideal roof system to withstand the most severe weather conditions. The heavy-duty, 16-gauge steel, one-piece clip allows for unlimited expansion and contraction. R-Mer Span can be used on slopes down to 1/4" per foot for both retrofit and/or new construction. R-Mer Span is manufactured in 12", 16" or 18" widths. It is available 24-, 22- and 20-gauge steel, 0.032", 0.040" and 0.050" aluminum, 16 oz. and 20 oz. copper, 24-, 22- and 20-gauge stainless steel and 0.7mm, 0.8mm and 1.0mm zinc. R-Mer Span is also available in 16 standard colors as well as a variety of designer and premium colors.


R-Mer Loc architectural/structural standing seam roof system  – The 1-3/4" high vertical seam combined with the strength of R-Mer Loc's 18-gauge one-piece clip, make this an ideal choice whenever considering, re-roof applications, mansards and/or new construction. R-Mer Loc can be used on slopes as low as 1-1/2" per foot when installed over a solid substrate, and 3" per foot when installed over open purlins. R-Mer Loc is manufactured in 12", 16" or 18" widths. It is available in 24- or 22-gauge steel, 0.032" or 0.040" aluminum. R-Mer Loc is also available in 16 standard colors as well as a variety of designer and premium colors.

R-Mer Lite II insulated steel roof system  – Accommodate slopes down to 1/2" per foot and is adaptable to a wide range of building configurations. Using a white ENERGY STAR® qualified, siliconized, modified-polyester paint system and 30-gauge Galvalume® steel panels, R-Mer Lite II is both light weight, weighing in around one pound per square foot, and resistant to severe weather conditions. Panels are fastened to tough 22-gauge Galvalume steel hat channels, restraining all thermal movement in the seam with the stabilizing compression bar to avoid thermal bridging. Large panel sizes help keep thermal movement away from the seams, and make installation fast and easy. R-Mer Lite II is ideal for both retrofit and new construction projects.


## **WALLS**


R-Mer Wall-Pan system  – Engineered for strength and longevity and designed for the beauty of smooth consistency, this system is custom-formed by talented metal craftsmen to suit the unique design and performance requirements of each and every project. R-Mer Wall Pan is manufactured in a standard 12" width and 1.5" depth. It is available in 24- or 22-gauge steel, 0.032" or 0.040" aluminum. R-Mer Wall Pan is also available in 16 standard colors as well as a variety of designer and premium colors.


R-Mer Lite panelized wall covering system  – A high-gloss, white, factory-painted, Galvalume steel wall covering system with a tridimensional movement-absorbing design and a unique interlocking panel seaming mechanism. This wall covering system is engineered to be securely anchored to a Galvalume steel hat channel after prior engagement of the S-locked hemmed side.


R-Mer Soffit panels  – For use in reducing negative uplift pressures experienced by roofs due to open overhangs, these panels are available in both solid and vented profiles up to 12' in length. R-Mer Soffit can fill the most demanding needs. Our .032 aluminum soffit is available in 16 standard Garland colors. R-Mer Soffit is also available in Regal White, .025 Aluminum.


## **ACCESSORIES**


R-Mer Force  – ANSI/SPRI ES-1-compliant flashless edge metal system engineered to save time and materials by solidly anchoring to exterior walls, eliminating the need for flashing plies. Fascia cover pieces easily snap onto installed extruded aluminum base anchors. Compression seals provide perfect tensioning for a flawless look that protects the roof and accentuates the building's facade. R-Mer Force fascia covers are available in 24- or 22-gauge steel and 0.040" or 0.050" aluminum. R-Mer Force fascia covers are also available in 16 standard colors, as well as an array of designer and premium color options, including the Vintage Stone Collection and the R-Mer Last 3-Coat Paint System.

R-Mer Edge Snap-On Fascia  – This ANSI SPRI ES-1-compliant premium metal fascia product protects the vulnerable conditions around the perimeter of low-slope roofing. Along with superior protection performance, this product offers an architecturally pleasing fascia system that will enhance the appearance of any building. R-Mer Edge Snap-On Fascia is available in 24 or 22-gauge steel and 0.040" or 0.050" sheet aluminum. R-Mer Edge Snap-On Fascia is also available in 16 standard colors as well as mill finish and clear anodized.

R-Mer Edge Coping  – This ANSI SPRI ES-1-compliant premium metal coping protects the vulnerable conditions around a roof perimeter. R-Mer Edge Coping features a snap-on cap with no exposed fasteners. It is available in 24 or 22-gauge steel and 0.040", 0.050" and 0.063" aluminum. R-Mer Edge Coping is also available in 16 standard colors as well as mill finish and clear anodized.

R-Mer SS Sheet Stock  – A high-gloss, factory-painted, steel component for use in fabricating multiple accessories. The Sheet Stock is G-90 galvanized steel, aluminum, copper, zinc, mill-finished aluminum, non-painted bare Galvalume-coated steel with a clear acrylic finish or stainless steel. The base metal may be coated on both sides with an epoxy primer and on the weathering surface with either a fluorocarbon or siliconized modified polyester. R-Mer SS Sheet Stock is also available in 16 standard colors, as well as a variety of designer and premium colors and the R-Mer Last 3-Coat Paint System.

Garland Vented Hat Channel  – Specifically designed to provide secure attachment of an exterior cladding system, while providing the critical ventilation/drainage cavity required by a high-performance rainscreen or cold-roof design. This 18-gauge G-90 galvanized steel or T304 stainless steel framing component provides a strong structural support for rainscreen systems; when installed over continuous insulation, it results in minimal thermal bridging.

R-Mer Ply roof termination/flashing system  – Features a significant technological advancement for the watertight integration of field roof membranes and the various flashings joined at the perimeter of most types of roofing systems. Whether the specific architectural detail requires use of base flashing/counterflashing, metal edge, expansion joint design, or custom roof termination devices, the R-Mer Ply system offers a completely unitized, factory-assembled solution in a standardized design.

Snow Guard – Heavy-duty aluminum accessory protects against the dangerous movement of frozen precipitation on a sloped roof; manufactured from aircraft-grade aluminum to provide maximum protection and can be painted to match the roof.

S-5!™ Snow Retention System – Snow retention system uses clamps to grip the metal seam, eliminating penetrations and lessening the possibility of leakage. S-5! snow retention system is compatible with Garland's R-Mer Span and R-Mer Loc metal panel systems and meets the severe requirements of the harshest snow loading.

## EXTERIOR WATERPROOFING

Dura-Walk® Systems (Plaza Deck Waterproofing) – A family of single-component, polyurethane, liquid-applied waterproofing membranes designed to protect vehicular, between-layer, and pedestrian plaza deck systems from the elements while improving their aesthetic value. All Dura-Walk systems create a monolithic, waterproof membrane that can be customized to meet specific application requirements.

*Appendix D, Exhibit A.3.2.B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas.*

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## **Nationwide Distribution**

Garland/DBS, Inc. has a thirteen-year track record of providing Omnia Partners Participating Public Agencies a full spectrum of roofing materials, installation, and support services from a single, reliable source. Garland/DBS, Inc. offers the financial stability and full-service accountability of an organization that has built its reputation on developing and sustaining long-term customer relationships. No distributors are used.

The successful sales model we have been using with Participating Public Agencies works like this:

1. Our locally based field representatives (territory managers) explain the benefits of cooperative purchasing contracts to all existing and prospective non-federal public sector agencies during the sales process, facilitating their registration as appropriate.
2. All orders are placed through our field representatives, who identify customers as Participating Public Agencies at the time of order placement.
3. For both material-only and turnkey sales, the field representative remains the Participating Public Agency's primary point of contact, coordinating any necessary support services as required and ensuring trouble-free and seamless delivery of a finished project.

Whenever a new product or service is introduced, a related news release is distributed to the OMNIA marketing team at the same time it is released to the public. These new products are formally made available to Participating Public Agencies as soon as they have been included in our revised price list. However, in practice, our reps typically offer new products and services to Participating Public Agency customers as soon as they become available for ordering, i.e., within two working days of their formal release to our U.S. sales force. The pricing offered on new products and services to Participating Public Agencies through the Master Agreement will always be the lowest pricing available.

Garland DBS has the ability to work in all U.S States (except Alaska) including US Territories and Outlying areas. We have experienced sales professionals across the US to serve all participating members. Garland products and services are available in all US States, US territories and Outlying areas. (Some product restrictions apply based on local regulatory laws, in the case a product cannot be sold , a compliant version is available).

## ***Design-Build Solutions, Inc. – Turnkey Construction Services***

Design-Build Solutions, Inc. was founded in direct response to customer demands for on-time, within-budget delivery of installed roof systems from a single reliable source. Whenever a Participating Public Agency contracts with Garland/DBS, Inc. for exterior building system installation services, we provide all labor, supervision, materials, equipment, tools, transport, supplies and installation services necessary to complete the project with Design-Build Solutions, Inc.

Design-Build Solutions, Inc. contributes its expertise to turnkey projects as summarized below:

- Design-Build Solutions, Inc. provides all services required to incorporate as many of the Participating Public Agency's wants, needs, and desires as possible into the required schedule and established budget for the project. The Participating Public Agency will provide direction to Design-Build Solutions, Inc. throughout the process, but it remains our responsibility to present all the information necessary for submitting pricing that will provide a complete roof system project design and installation to the Participating Public Agency's approval. If the Participating Public Agency prefers Design-Build Solutions, Inc. to have design responsibility, and is authorized by statute to contract for a design-build project or an integrated project delivery, then Garland/DBS, Inc. can provide full design documents as part of our delivery.
- Throughout construction, Design-Build Solutions, Inc. provides professional project management to minimize the Participating Public Agency's time and resource requirements in managing the roof system installation. Our goal is to meet or exceed all Participating Public Agency expectations in the delivery of high-quality installations within the performance times and budgets established during our initial project meetings.
- Design-Build Solutions, Inc. incorporates our operational framework of standardized documents and procedures to meticulously communicate, document, and stimulate the project flow in the required manner from pre-award to completion and close-out.

When Omnia Partners Participating Public Agencies request JOC projects, the local Garland field representative coordinates the involvement of the Design-Build Solutions, Inc. team in providing seamless total project delivery. A trusted and secure relationship with a locally based Garland representative remains the focal point for all Participating Public Agency contact with the Garland organization. Garland field representatives coordinate all meetings between Participating Public Agency representatives and their Design-Build Solutions, Inc. team, throughout the design and installation process, helping to develop material specifications to meet explicit performance, pricing, and scheduling objectives.

### ***Support Service Departments***



Garland/DBS Engineering Services, Customer Service, and Marketing support for the proposed Master Agreement are located at our corporate headquarters in Cleveland, OH. These departments work directly with our field representatives to manage scheduling and deliveries. Building envelope materials provided through other Garland subsidiaries are accessed directly and seamlessly through Garland/DBS, Inc.

### ***Logistics Management***

Over the past few years, the logistics industry has faced disruptions and labor shortages. To stay ahead of a quickly changing market, Garland/DBS, Inc. developed an internal Logistics Department managed by a highly qualified and experienced logistics expert to focus on forecasting inventory needs, reducing redundancies within Garland's supply chain, reducing costs within the supply chain, and providing low-cost, reliable delivery services to customers.

Since the development of the Logistics Department, Garland has seen a reduction in the handling of products, improved its on-time delivery performance, and increased visibility of the material while in transit, thanks to a more agile and flexible approach to the procurement of freight services. Garland uses a strategic mix of logistics providers to gain access to equipment across the country anytime it may be needed. Garland's Logistics Department also uses cutting-edge transportation management tools and technologies to help select the best method of shipping and to stay up to date on the delivery process.

Use of the Garland freight program is not mandatory. However, we do recommend that our Participating Public Agency customers take advantage of the reduced costs and ready equipment availability of Garland-managed delivery services. Garland's Logistics Department will work hand in hand with contractors to ensure all customer requirements are understood and every shipment arrives on schedule. Freight charges are passed along directly to our customers and billed at the time of invoice.

*Appendix D, Exhibit A.3.2.C. Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement.*

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All sales are direct through Garland/DBS, Inc. and all orders are placed through our Cleveland corporate headquarters.

*Appendix D, Exhibit A.3.2.D. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.*

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## **Entities Facilitating Nationwide Distribution**

### ***Garland/DBS, Inc. – Total Project Delivery***

In addition to The Garland Company, Inc. and Design-Build Solutions, Inc. involvement in facilitating nationwide distribution, the Garland Industries, Inc. subsidiaries may also be involved. All warehousing and distribution activities take place at either wholly owned subsidiary locations or via a contractual arrangement with a single third party provider. All locations are managed by Garland's Logistics Department, meaning there is no distribution of product or materials without Garland's involvement. Any distribution that occurs from these locations is initiated by the coordination of shipments that are brokered and procured through Garland's Logistics Department.

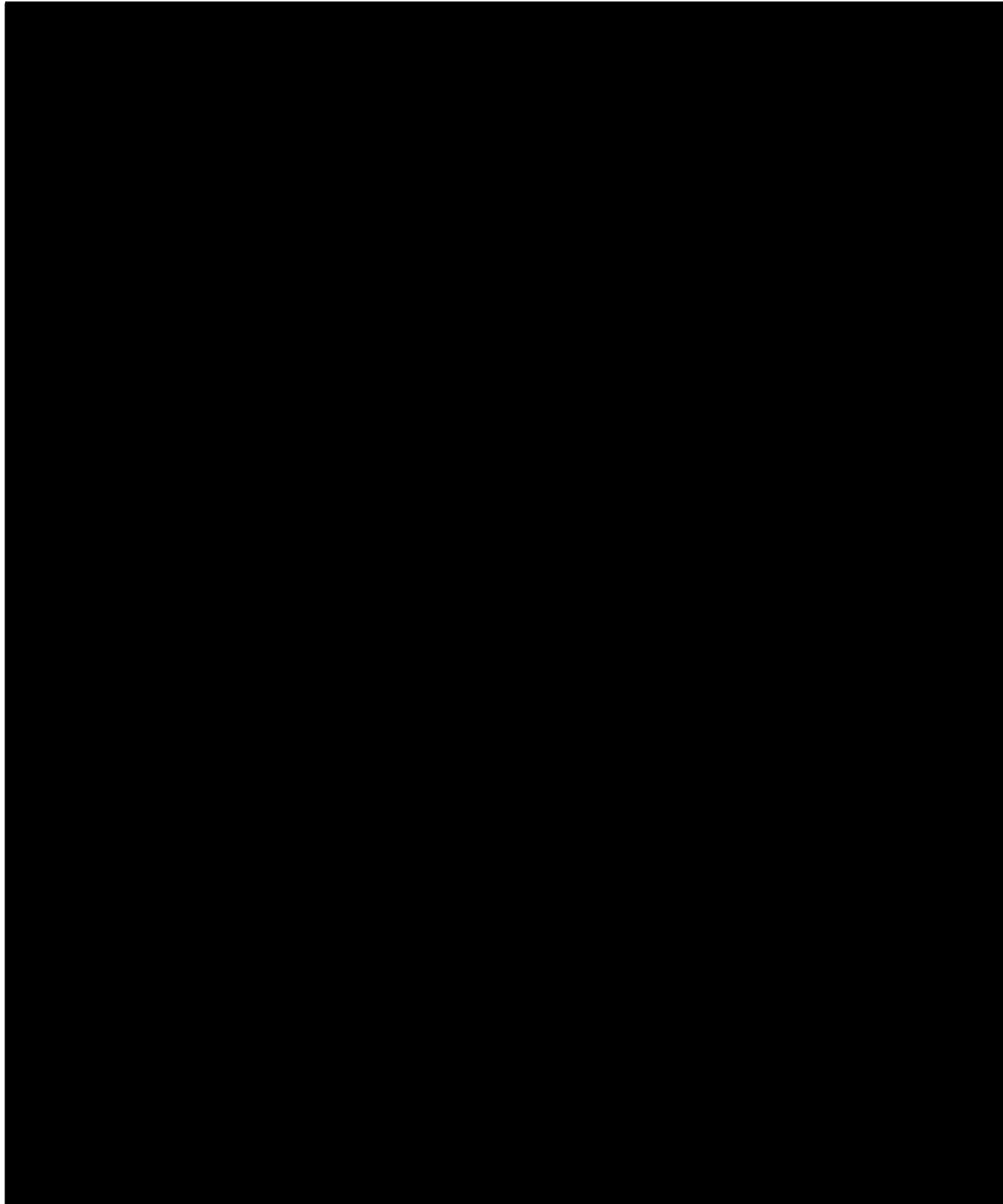
The streamlined distribution model Garland/DBS, Inc. is currently using to fulfill our existing OMNIA contract obligations will continue, should we be awarded this contract. From the perspective of each Participating Public Agency, there is one, locally based point of contact responsible for facilitating every aspect of project delivery – a dedicated, employee-owner territory manager.

With the growth and success of the previous and current Garland/DBS, Inc. OMNIA Partners Master Agreements, it is evident the Participating Public Agencies have appreciated a delivery process devised specifically to eliminate liability concerns and the frustrations associated with cost overruns, scheduling delays, the substitution of inferior materials, and the restrictive limitations of low-bid purchasing. With Garland/DBS, Inc. as their continued partner in performance, we will continue to be 100 percent accountable for all outcomes including:

- Materials
- Subcontractor Selection
- Specified Project Performance
- Guaranteed Pricing
- On-Time Delivery

*Appendix D, Exhibit A.3.2.E. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable.*

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Garland's "upside-down" organizational chart has the customer at the top, followed by our sales representatives. This codifies our 200 territory managers as our sole go-to-market strategy, leveraging our proven and proprietary 12-step approach. Thanks to this level of clarity and focus, we have developed a robust and detailed process for communicating new programs and opportunities to our sales team that aligns with the requirements of OMNIA Partners and Region 4.

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[REDACTED]



*Appendix D, Exhibit A.3.3.C. Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.*

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Garland/DBS, Inc. does not currently hold any cooperative contracts for JOC based services, although we do perform some JOC work through our existing OMNIA contract for Roofing Supplies and Services, Waterproofing and Related Products and Services. As such, if we are awarded the Region 4 / OMNIA contract, this contract will be our primary best-value offering to non-federal public agency customers. As a supplier of high-performance solutions designed to last 40 years or more, we serve public agency customers of every size, many of whom require roofing work infrequently. Having a JOC contract available to offer to customers will allow us to complete this type of work more quickly and smoothly. Instead of transitioning customers from another contract, we look forward to using this new contract vehicle as a way to increase the amount of work we complete with our existing customer base. This will be the primary driver of sales at the beginning of the contract term.

Should we be awarded the Region 4 / OMNIA contract, we will educate our salesforce about and encourage them to promote this new offering at every meeting they hold with an existing or new customer. We will provide our sales force with a full suite of marketing tools designed to introduce the program to both new and existing customers.

*Appendix D, Exhibit A.3.3.D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing*



*communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well.*

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The Garland logo tells the story of our Company history. It begins with the simple phrase “since 1895” below the blue box, which notes the year that Jacob Wise formed The Garland Refining Company in Cleveland, Ohio. The viewer may notice that the orange capital “G” in the logo is divided by 8 horizontal lines. These lines represent the eight members of what we refer to as “the Core Group,” the team of salespeople who purchased Garland from the Wise family in 1974, and who converted the Company to an ESOP ten years later, achieving 100% employee ownership in 2004. The bold capital “G” and wordtype “GARLAND” have been a part of our branding in various forms for over a century.

We are proud and honored to share this asset, along with our detailed brand usage guide, with OMNIA Partners, and agree to permit reproduction of the logo in marketing materials. In recognition of the value of the OMNIA Partners brand, we all will request permission for reproduction of your logo as well and agree to collaborate with the OMNIA Partners marketing team on the development of co-branded materials.

*Appendix D, Exhibit A.3.3.E. Confirm Supplier will be proactive in direct sales of Supplier’s goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials are to use the OMNIA Partners logo. At a minimum, the Supplier’s sales initiatives should communicate:*

- i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency*
- ii. Best government pricing*
- iii. No cost to participate*
- iv. Non-exclusive*

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Garland’s greatest asset is our over 200 locally-based, highly-trained Territory Managers. These field representatives support exclusive geographic territories, and are active participants in the communities they serve. Our tagline “Partners for the Life of Your Building™” is authentic only by building trusting, mutually beneficial relationships with our customers. Like all buildings, the strongest part of that built relationship is the cornerstone, which is the first impression that Garland can make on a prospect. As a result, proactive outreach to prospects and timely followup to interested leads is core to our sales-led culture. Garland has made significant investments in digital tools and automation to get online inquiries and leads to our sales reps even faster. Typically, inquiries receive a direct followup from their local Territory Manager within 1-2 business days.

Our proactive sales efforts are aided by close collaboration with the OMNIA Partners inside and outside sales teams. Using the OMNIA Connect platform, Garland reps are actively prospecting based on OMNIA Partners contract utilization, tenure as an OMNIA Partners member, and additional criteria. At the same time, our contracts team is working closely with the OMNIA Partners inside sales team in Nashville to identify public agencies with potential building envelope needs through their daily conversations with OMNIA Partners members.

We commit that as part of our communications with OMNIA Partners members, our sales initiatives include the following messaging:

- Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
- Best government pricing
- No cost to participate
- Non-exclusive

*Appendix D, Exhibit A.3.3.F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:*

- Key features of Master Agreement*
- Working knowledge of the solicitation process*
- Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners*
- Knowledge of benefits of the use of cooperative contracts*



[REDACTED]

*Appendix D, Exhibit A.3.3.G. Provide the name, title, email and phone number for the person(s), who will be responsible for:*

- i. Executive Support*
- ii. Marketing*
- iii. Sales*
- iv. Sales Support*
- v. Financial Reporting*
- vi. Accounts Payable*
- vii. Contracts*

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i. Executive Support

Matt McDermott  
President, U.S. Roofing Division  
(216) 430-3543  
mmcdermott@garlandind.com

ii. Marketing

Steven Lane  
Director of Marketing  
(216) 430-3529  
slane@garlandind.com

iii. Sales

Sean Mulligan  
Vice President of Sales, West  
(925) 818-3939  
smulligan@garlandind.com

Adrian Stitts  
Vice President of Sales, East  
(423) 718-4496  
astitts@garlandind.com

iv. Sales Support

Jeff Muranko  
Director of Customer Service  
(216) 430-3685  
jmuranko@garlandind.com

v. Financial Reporting

Scott Sibits  
Controller  
(216) 430-3656  
ssibits@garlandind.com

vi. Accounts Payable

Chris Schaefer  
Accounting Manager  
(216) 430-3554  
cschaefer@garlandind.com

vii. Contracts

Jordan Trimble  
Director of Strategic Programs  
(216) 4300-3534  
jtrimble@garlandind.com

Appendix D, Exhibit A.3.3.H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

Garland/DBS, Inc. is currently represented by 212 Territory Managers (field sales reps) employed (W-2'ed) by Garland, with assigned geographic territories that strategically cover all 50 United States and Puerto Rico. Teams are structured into 12 geographic regions and led by a Regional Manager, who also remains closely connected to Customer needs by managing a defined territory as well. In a number of states, apprentice field representatives are now working alongside our territory managers to ensure continuity of service for our customers when retirements occur.



State	Number of Representatives	State	Number of Representatives
AL	4	MT	Northwest Regional Manager
AK	Northwest Regional Manager	NC	6
AR	1	ND	Gateway Regional Manager
AZ	3	NE	2
CA	28	NH	2
CO	3	NJ	3
CT	3	NM	1
DE	1	NV	2
FL	12	NY	8
GA	4	OH	13

Region 4 Education Service Center  
Roofing Products, Services and Job-Order-Contracting (JOC) Services

HI	1	OK	2
IA	1	OR	3
ID	2	PA	21
IL	6	RI	3
IN	4	SC	4
KS	2	SD	Gateway Regional Manager
KY	5	TN	7
LA	4	TX	17
MA	4	UT	2
MD	5	VA	4
ME	1	VT	1
MI	5	WA	6
MN	4	WV	1
MO	4	WI	4
MS	1	WY	Northwest Regional Manager

*Appendix D, Exhibit A.3.3.I. Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program.*

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In [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

*Appendix D, Exhibit A.3.3.J. State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.*

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[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

*Appendix D, Exhibit A.3.3.K. Describe Supplier’s information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.*

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## **Order Processing Capacity & Forms**

### ***EDI Capabilities***

Garland/DBS, Inc. is EDI capable of sending or receiving any ANSI, ASC X12 transactions, leveraging our enterprise ERP system (Sage X3) with TrueCommerce EDI (of Wexford, PA) and the TrueCommerce network (TC.Net). Should a Participating Public Agency require the use of EDI, our EDI provider will work directly with the agency’s EDI administrator to properly map all data and transactions for paperless processing.



The True Commerce full-service, web-based, EDI solution offers point-and-click functionality with little or no training. TrueCommerce supports any ANSI, ASC X12 transaction. It is compatible with AS2 or a specific Value Added Network (VAN), and features robust functionality that will allow us to automate a full range of common tasks, including sending, receiving, importing, and exporting of all transactions. It uses Microsoft® SQL Server Express to automatically send, receive, and view acknowledgements, confirming receipt.

### **Telephone System & Server**

Garland's telephone and server infrastructure is N+1 redundant, ensuring call integrity and online data services.

Material-only purchases and small leak repair services can be made with a Procurement Card through an American Express®, MasterCard® or VISA® in order to provide flexibility to the Participating Public Agency's facility maintenance staff when a purchase order cannot be issued in the timeframe required for material delivery or emergency repair services. The Procurement Card payments will be kept to a dollar threshold of \$5,000 or less. In addition, Garland/DBS has developed a new offering through our merchant card processing company that allows us to accept American Express®, MasterCard® or VISA® credit card payments of any dollar amounts, as long as the Participating Public Agency is willing to accept a surcharge of 2.82%.

### **Monthly Reporting by PPA and State**

Garland/DBS, Inc. is fully capable of providing the required reporting to Region 4 / OMNIA Partners. We have a proven track record of on-time reporting through our existing OMNIA Partners contract and take this responsibility very seriously.

As a current OMNIA Partners supplier, Garland/DBS, Inc. already has in place all the necessary processes and procedures to ensure a seamless transition to the new Region 4 / OMNIA Roofing Products & Services & Job Order Contracting Services Master Agreement.

*Appendix D, Exhibit A.3.3.L. Provide the Contract Sales (as defined in Section 12 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement ("Guaranteed Contract Sales").*

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While the past several years have taught us that guaranteeing sales can often run afoul of macro conditions beyond anyone's control, we also understand the value in making a commitment to OMNIA Partners that serving as a Supplier under this contract would

provide continued growth. As one of OMNIA Partners' largest current suppliers, we are confident that our Territory Managers will take full advantage of the opportunity presented by this contract for every possible Participating Public Agency.



*Appendix D, Exhibit A.3.3.M. Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement.*

- i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners).*
- ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement.*
- iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners).*
- iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.*

*Detail Supplier's strategies under these options when responding to a solicitation.*

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When responding to a formal solicitation, it is a corporate requirement to respond with Master Agreement pricing or to set-up any new master agreements or master services contracts with Master Agreement pricing. Under no other circumstances will Garland/DBS, Inc. respond with pricing lower than the Master Agreement pricing.

In those circumstances where use of the Master Agreement is disallowed or is rejected for any reason, Garland/DBS, Inc. may price the project at the same or higher than the pricing provided in this proposal package, and those contract sales will not be reported to OMNIA Partners.

In those circumstances where alternative or multiple proposals are permitted, and where interlocal procurement has not been disallowed or rejected, we will always and only respond with the Master Agreement pricing. Any sales reporting and administrative fees required by the new contract will be viewed as additional to Garland/DBS, Inc. Therefore, we will dually report these sales to both OMNIA Partners and the other entity.

*IV.2.b.ii. The successful Offeror will be required to sign Appendix D, Exhibit B, OMNIA Partners Administration Agreement prior to Contract award. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to OMNIA Partners Administration Agreement on Appendix B, Terms and Conditions Acceptance Form.*

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Accepted and signed on the following pages.

**Exhibit B**  
**Administration Agreement, Example**

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**ADMINISTRATION AGREEMENT**

THIS ADMINISTRATION AGREEMENT (this "**Agreement**") is made this \_\_\_ day of \_\_\_\_\_, 20\_\_\_, between National Intergovernmental Purchasing Alliance Company, a Delaware corporation d/b/a OMNIA Partners, Public Sector ("**OMNIA Partners**"), and Garland / DBS, Inc. ("**Supplier**").

**RECITALS**

**WHEREAS**, the \_\_\_\_\_ (the "**Principal Procurement Agency**") has entered into a Master Agreement effective \_\_\_\_\_, Agreement No \_\_\_\_\_, by and between the Principal Procurement Agency and Supplier, (as may be amended from time to time in accordance with the terms thereof, the "**Master Agreement**"), as attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, for the purchase of \_\_\_\_\_ (the "**Product**");

**WHEREAS**, said Master Agreement provides that any or all public agencies, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (collectively, "**Public Agencies**"), that register (either via registration on the OMNIA Partners website or execution of a Master Intergovernmental Cooperative Purchasing Agreement, attached hereto as Exhibit B) (each, hereinafter referred to as a "**Participating Public Agency**") may purchase Product at prices stated in the Master Agreement;

**WHEREAS**, Participating Public Agencies may access the Master Agreement which is offered through OMNIA Partners to Public Agencies;

**WHEREAS**, OMNIA Partners serves as the cooperative contract administrator of the Master Agreement on behalf of Principal Procurement Agency;

**WHEREAS**, Principal Procurement Agency desires OMNIA Partners to proceed with administration of the Master Agreement; and

**WHEREAS**, OMNIA Partners and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies and to set forth certain terms and conditions governing the relationship between OMNIA Partners and Supplier.

**NOW, THEREFORE**, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, OMNIA Partners and Supplier hereby agree as follows:

**DEFINITIONS**

1. Capitalized terms used in this Agreement and not otherwise defined herein shall have the meanings given to them in the Master Agreement.

## TERMS AND CONDITIONS

2. The Master Agreement and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement. Supplier acknowledges and agrees that the covenants and agreements of Supplier set forth in the solicitation and Supplier's response thereto resulting in the Master Agreement are incorporated herein and are an integral part hereof.

3. OMNIA Partners shall be afforded all of the rights, privileges and indemnifications afforded to Principal Procurement Agency by or from Supplier under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to OMNIA Partners, its agents, employees, directors, and representatives under this Agreement including, but not limited to, Supplier's obligation to obtain appropriate insurance.

4. OMNIA Partners shall perform all of its duties, responsibilities and obligations as the cooperative contract administrator of the Master Agreement on behalf of Principal Procurement Agency as set forth herein, and Supplier hereby acknowledges and agrees that all duties, responsibilities and obligations will be undertaken by OMNIA Partners solely in its capacity as the cooperative contract administrator under the Master Agreement.

5. With respect to any purchases by Principal Procurement Agency or any Participating Public Agency pursuant to the Master Agreement, OMNIA Partners shall not be: (i) construed as a dealer, re-marketer, representative, partner or agent of any type of the Supplier, Principal Procurement Agency or any Participating Public Agency; (ii) obligated, liable or responsible for any order for Product made by Principal Procurement Agency or any Participating Public Agency or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Product; and (iii) obligated, liable or responsible for any failure by Principal Procurement Agency or any Participating Public Agency to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase under the Master Agreement. OMNIA Partners makes no representation or guaranty with respect to any minimum purchases by Principal Procurement Agency or any Participating Public Agency or any employee thereof under this Agreement or the Master Agreement.

6. OMNIA Partners shall not be responsible for Supplier's performance under the Master Agreement, and Supplier shall hold OMNIA Partners harmless from any liability that may arise from the acts or omissions of Supplier in connection with the Master Agreement.

7. Supplier acknowledges that, in connection with its access to OMNIA Partners confidential information and/or supply of data to OMNIA Partners, it has complied with and shall continue to comply with all laws, regulations and standards that may apply to Supplier, including, without limitation: (a) United States federal and state information security and privacy statutes, regulations and/or best practices, including, without limitation, the Gramm-Leach-Bliley Act, the Massachusetts Data Security Regulations (201 C.M.R. 17.00 et. seq.), the Nevada encryption statute (N.R.S. § 603A), the California data security law (Cal. Civil Code § 1798.80 et. seq.) and California Consumer Privacy Act (Cal. Civil Code § 1798.100 et. seq.); and (b) applicable industry and regulatory standards and best practices (collectively, "**Data Regulations**").

With regard to Personal Information that Supplier collects, receives, or otherwise processes under the Agreement or otherwise in connection with performance of the Agreement, Supplier agrees that it will not: (i) sell, rent, release, disclose, disseminate, make available, transfer, or otherwise communicate orally, in writing, or by electronic or other means, such Personal Information to another business or third party for monetary or other valuable consideration; or (ii) retain, use, or disclose such Personal Information outside of the direct business relationship between Supplier and OMNIA Partners or for any purpose other than for

the specific purpose of performance of the Agreement, including retaining, using, or disclosing such Personal Information for a commercial purpose other than for performance of the Agreement. By entering into the Agreement, Supplier certifies that it understands the specific restrictions contained in this Section 7 and will comply with them. For purposes hereof, "**Personal Information**" means information that identifies, relates to, describes, is reasonably capable of being associated with, or could reasonably be linked, directly or indirectly, with a particular consumer or household, and includes the specific elements of "personal information" as defined under Data Regulations, as defined herein. Supplier will reasonably assist OMNIA Partners in timely responding to any third party "request to know" or "request to delete" (as defined pursuant to Data Regulations) and will promptly provide OMNIA Partners with information reasonably necessary for OMNIA Partners to respond to such requests. Where Supplier collects Personal Information directly from Public Agencies or others on OMNIA Partners' behalf, Supplier will maintain records and the means necessary to enable OMNIA Partners to respond to such requests to know and requests to delete.

8. WITHOUT LIMITING THE GENERALITY OF THE FOREGOING, OMNIA PARTNERS EXPRESSLY DISCLAIMS ALL EXPRESS OR IMPLIED REPRESENTATIONS AND WARRANTIES REGARDING OMNIA PARTNERS' PERFORMANCE AS A COOPERATIVE CONTRACT ADMINISTRATOR OF THE MASTER AGREEMENT. OMNIA PARTNERS SHALL NOT BE LIABLE IN ANY WAY FOR ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, EXEMPLARY, PUNITIVE, OR RELIANCE DAMAGES, EVEN IF OMNIA PARTNERS IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

#### **TERM OF AGREEMENT; TERMINATION**

9. This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the provisions of Sections 3 – 8 and 11 – 22, hereof and the indemnifications afforded by the Supplier to OMNIA Partners in the Master Agreement, to the extent such provisions survive any expiration or termination of the Master Agreement, shall survive the expiration or termination of this Agreement.

#### **NATIONAL PROMOTION**

10. OMNIA Partners and Supplier shall publicize and promote the availability of the Master Agreement's products and services to Public Agencies and such agencies' employees. Supplier shall require each Public Agency to register its participation in the OMNIA Partners program by either registering on the OMNIA Partners website ([www.omniapartners.com/publicsector](http://www.omniapartners.com/publicsector)) or executing a Master Intergovernmental Cooperative Purchasing Agreement prior to processing the Participating Public Agency's first sales order. Upon request, Supplier shall make available to interested Public Agencies a copy of the Master Agreement and such price lists or quotes as may be necessary for such Public Agencies to evaluate potential purchases.

11. Supplier shall provide such marketing and administrative support as set forth in the solicitation resulting in the Master Agreement, including assisting in development of marketing materials as reasonably requested by Principal Procurement Agency and OMNIA Partners. Supplier shall be responsible for obtaining permission or license of use and payment of any license fees for all content and images Supplier provides to OMNIA Partners or posts on the OMNIA Partners website. Supplier shall indemnify, defend and hold harmless OMNIA Partners for use of all such content and images including copyright infringement claims. Supplier and OMNIA Partners each hereby grant to the other party a limited, revocable, non-transferable, non-sublicensable right to use such party's logo (each, the "**Logo**") solely for use in marketing the Master Agreement. Each party shall provide the other party with the standard terms of use of such party's Logo, and such party shall comply with such terms in all material respects. Both parties shall obtain approval from the other party prior to use of such party's Logo. Notwithstanding the

foregoing, the parties understand and agree that except as provided herein neither party shall have any right, title or interest in the other party's Logo. Upon termination of this Agreement, each party shall immediately cease use of the other party's Logo.

### **ADMINISTRATIVE FEE, REPORTING & PAYMENT**

12. An "Administrative Fee" shall be defined and due to OMNIA Partners from Supplier in the amount of three percent (3%) ("**Administrative Fee Percentage**") multiplied by the total purchase amount paid to Supplier, less refunds and credits on returns, for the sale of products and/or services to Principal Procurement Agency and Participating Public Agencies pursuant to the Master Agreement (as amended from time to time and including any renewal thereof) ("**Contract Sales**"). From time to time the parties may mutually agree in writing to a lower Administrative Fee Percentage for a specifically identified Participating Public Agency's Contract Sales.

13. Supplier shall provide OMNIA Partners with an electronic accounting report monthly, in the format prescribed by OMNIA Partners, summarizing all Contract Sales for each calendar month. The Contract Sales reporting format is provided as Exhibit C ("**Contract Sales Report**"), attached hereto and incorporated herein by reference. Contract Sales Reports for each calendar month shall be provided by Supplier to OMNIA Partners by the 10<sup>th</sup> day of the following month. Failure to provide a Contract Sales Report within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Principal Procurement Agency's sole discretion, and/or this Agreement, at OMNIA Partners' sole discretion.

14. Administrative Fee payments are to be paid by Supplier to OMNIA Partners at the frequency and on the due date stated in Section 13, above, for Supplier's submission of corresponding Contract Sales Reports. Administrative Fee payments are to be made via Automated Clearing House (ACH) to the OMNIA Partners designated financial institution identified in Exhibit D. Failure to provide a payment of the Administrative Fee within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Principal Procurement Agency's sole discretion, and/or this Agreement, at OMNIA Partners' sole discretion. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one and one-half percent (1 1/2%) per month or the maximum rate permitted by law until paid in full.

15. Supplier shall maintain an accounting of all purchases made by Participating Public Agencies under the Master Agreement. OMNIA Partners, or its designee, in OMNIA Partners' sole discretion, reserves the right to compare Participating Public Agency records with Contract Sales Reports submitted by Supplier for a period of four (4) years from the date OMNIA Partners receives such report. In addition, OMNIA Partners may engage a third party to conduct an independent audit of Supplier's monthly reports. In the event of such an audit, Supplier shall provide all materials reasonably requested relating to such audit by OMNIA Partners at the location designated by OMNIA Partners. In the event an underreporting of Contract Sales and a resulting underpayment of Administrative Fees is revealed, OMNIA Partners will notify the Supplier in writing. Supplier will have thirty (30) days from the date of such notice to resolve the discrepancy to OMNIA Partners' reasonable satisfaction, including payment of any Administrative Fees due and owing, together with interest thereon in accordance with Section 13, and reimbursement of OMNIA Partners' costs and expenses related to such audit.

### **GENERAL PROVISIONS**

16. This Agreement, the Master Agreement and the exhibits referenced herein supersede any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereto and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained or incorporated herein shall be valid or binding. In the event of any conflict between the provisions of this Agreement and the Master Agreement, as between OMNIA Partners and Supplier, the provisions of this Agreement shall prevail.

17. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any Administrative Fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which it may be entitled.

18. This Agreement and OMNIA Partners' rights and obligations hereunder may be assigned at OMNIA Partners' sole discretion to an affiliate of OMNIA Partners, any purchaser of any or all or substantially all of the assets of OMNIA Partners, or the successor entity as a result of a merger, reorganization, consolidation, conversion or change of control, whether by operation of law or otherwise. Supplier may not assign its obligations hereunder without the prior written consent of OMNIA Partners.

19. All written communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery on receipt to the addresses as set forth below.

A. OMNIA Partners:

OMNIA Partners  
5001 Aspen Grove  
Franklin, TN 37067  
Attention: Legal Department - Public Sector Contracting

B. Supplier:

Garland / DBS, Inc.  
3800 E. 91st Street  
Cleveland, OH 44105  
Attn: Jordan Trimble - Contracts

20. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever, and this Agreement will be construed by limiting or invalidating such provision to the minimum extent necessary to make such provision valid, legal and enforceable.

21. This Agreement may not be amended, changed, modified, or altered without the prior written consent of the parties hereto, and no provision of this Agreement may be discharged or waived, except by a writing signed by the parties. A waiver of any particular provision will not be deemed a waiver of any other provision, nor will a waiver given on one occasion be deemed to apply to any other occasion.

22. This Agreement shall inure to the benefit of and shall be binding upon OMNIA Partners, the Supplier and any respective successor and assign thereto; subject, however, to the limitations contained herein.

23. This Agreement will be construed under and governed by the laws of the State of Delaware, excluding its conflicts of law provisions and any action arising out of or related to this Agreement shall be commenced solely and exclusively in the state or federal courts in Williamson County Tennessee.

24. This Agreement may be executed in counterparts, each of which is an original but all of which, together, shall constitute but one and the same instrument. The exchange of copies of



this Agreement and of signature pages by facsimile, or by .pdf or similar electronic transmission, will constitute effective execution and delivery of this Agreement as to the parties and may be used in lieu of the original Agreement for all purposes. Signatures of the parties transmitted by facsimile, or by .pdf or similar electronic transmission, will be deemed to be their original signatures for any purpose whatsoever.

[INSERT SUPPLIER ENTITY NAME]

Garland / DBS, Inc.



\_\_\_\_\_  
Signature  
Brian Lambert  
\_\_\_\_\_  
Name  
  
\_\_\_\_\_  
President, Garland/DBS, Inc.  
\_\_\_\_\_  
Title  
June 13, 2023  
\_\_\_\_\_  
Date

**NATIONAL  
INTERGOVERNMENTAL  
PURCHASING ALLIANCE  
COMPANY, A DELAWARE  
CORPORATION D/B/A OMNIA  
PARTNERS, PUBLIC SECTOR**

\_\_\_\_\_  
Signature  
Sarah Vavra  
\_\_\_\_\_  
Name  
Sr. Vice President, Public Sector  
Contracting  
\_\_\_\_\_  
Title  
  
\_\_\_\_\_  
Date

*IV.2.b.iii. Include completed Appendix D, Exhibits F. Federal Funds Certifications and G. New Jersey Business Compliance.*

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Accepted and signed on the following pages.

**Exhibit F**  
**Federal Funds Certifications**

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**FEDERAL CERTIFICATIONS**  
ADDENDUM FOR AGREEMENT FUNDED BY U.S. FEDERAL GRANT

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**TO WHOM IT MAY CONCERN:**

**Participating Agencies may elect to use federal funds to purchase under the Master Agreement. This form should be completed and returned.**

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**DEFINITIONS**

**Contract** means a legal instrument by which a non-Federal entity purchases property or services needed to carry out the project or program under a Federal award. The term as used in this part does not include a legal instrument, even if the non-Federal entity considers it a contract, when the substance of the transaction meets the definition of a Federal award or subaward

**Contractor** means an entity that receives a contract as defined in Contract.

**Cooperative agreement** means a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity that, consistent with 31 U.S.C. 6302-6305:

- (a) Is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States (see 31 U.S.C. 6101(3)); and not to acquire property or services for the Federal government or pass-through entity's direct benefit or use;
- (b) Is distinguished from a grant in that it provides for substantial involvement between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.
- (c) The term does not include:
  - (1) A cooperative research and development agreement as defined in 15 U.S.C. 3710a; or
  - (2) An agreement that provides only:
    - (i) Direct United States Government cash assistance to an individual;
    - (ii) A subsidy;
    - (iii) A loan;
    - (iv) A loan guarantee; or
    - (v) Insurance.

**Federal awarding agency** means the Federal agency that provides a Federal award directly to a non-Federal entity

**Federal award** has the meaning, depending on the context, in either paragraph (a) or (b) of this section:

- (a)(1) The Federal financial assistance that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability; or
- (2) The cost-reimbursement contract under the Federal Acquisition Regulations that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability.
- (b) The instrument setting forth the terms and conditions. The instrument is the grant agreement, cooperative agreement, other agreement for assistance covered in paragraph (b) of § 200.40 Federal financial assistance, or the cost-reimbursement contract awarded under the Federal Acquisition Regulations.
- (c) Federal award does not include other contracts that a Federal agency uses to buy goods or services from a contractor or a contract to operate Federal government owned, contractor operated facilities (GOCOs).
- (d) See also definitions of Federal financial assistance, grant agreement, and cooperative agreement.

**Non-Federal entity** means a state, local government, Indian tribe, institution of higher education (IHE), or nonprofit organization that carries out a Federal award as a recipient or subrecipient.

**Nonprofit organization** means any corporation, trust, association, cooperative, or other organization, not including IHEs, that:

- (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest;
- (b) Is not organized primarily for profit; and
- (c) Uses net proceeds to maintain, improve, or expand the operations of the organization.

**Obligations** means, when used in connection with a non-Federal entity's utilization of funds under a Federal award, orders placed for property and services, contracts and subawards made, and similar transactions during a given period that require payment by the non-Federal entity during the same or a future period.

**Pass-through entity** means a non-Federal entity that provides a subaward to a subrecipient to carry out part of a Federal program.

**Recipient** means a non-Federal entity that receives a Federal award directly from a Federal awarding agency to carry out an activity under a Federal program. The term recipient does not include subrecipients.

**Simplified acquisition threshold** means the dollar amount below which a non-Federal entity may purchase property or services using small purchase methods. Non-Federal entities adopt small purchase procedures in order to expedite the purchase of items costing less than the simplified acquisition threshold. The simplified acquisition threshold is set by the Federal Acquisition Regulation at 48 CFR Subpart 2.1 (Definitions) and in accordance with 41 U.S.C. 1908. As of the publication of this part, the simplified acquisition threshold is \$250,000, but this threshold is periodically adjusted for inflation. (Also see definition of § 200.67 Micro-purchase.)

**Subaward** means an award provided by a pass-through entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the pass-through entity. It does not include payments to a contractor or payments to an individual that is a beneficiary of a Federal program. A subaward may be provided through any form of legal agreement, including an agreement that the pass-through entity considers a contract.

**Subrecipient** means a non-Federal entity that receives a subaward from a pass-through entity to carry out part of a Federal program; but does not include an individual that is a beneficiary of such program. A subrecipient may also be a recipient of other Federal awards directly from a Federal awarding agency.

**Termination** means the ending of a Federal award, in whole or in part at any time prior to the planned end of period of performance.

The following provisions may be required and apply when Participating Public Agency expends federal funds for any purchase resulting from this procurement process. Per FAR 52.204-24 and FAR 52.204-25, solicitations and resultant contracts shall contain the following provisions.

#### **52.204-24 Representation Regarding Certain Telecommunications and Video Surveillance Services or Equipment (Oct 2020)**

The Offeror shall not complete the representation at paragraph (d)(1) of this provision if the Offeror has represented that it "does not provide covered telecommunications equipment or services as a part of its offered products or services to the Government in the performance of any contract, subcontract, or other contractual instrument" in paragraph (c)(1) in the provision at [52.204-26](#), Covered Telecommunications Equipment or Services—Representation, or in paragraph (v)(2)(i) of the provision at [52.212-3](#), Offeror Representations and Certifications-Commercial Items. The Offeror shall not complete the representation in paragraph (d)(2) of this provision if the Offeror has represented that it "does not use covered telecommunications equipment or services, or any equipment, system, or service that uses covered telecommunications equipment or services" in paragraph (c)(2) of the provision at [52.204-26](#), or in paragraph (v)(2)(ii) of the provision at [52.212-3](#).

(a) *Definitions.* As used in this provision—  
*Backhaul, covered telecommunications equipment or services, critical technology, interconnection arrangements, reasonable inquiry, roaming, and substantial or essential component* have the meanings provided in the clause [52.204-25](#), Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment.

(b) *Prohibition.*

(1) Section 889(a)(1)(A) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2019, from procuring or obtaining, or extending or renewing a contract to procure or obtain, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. Nothing in the prohibition shall be construed to—

(i) Prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(ii) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(2) Section 889(a)(1)(B) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2020, from entering into a contract or extending or renewing a contract with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. This prohibition applies to the use of covered telecommunications equipment or services, regardless of whether that use is in performance of work under a Federal contract. Nothing in the prohibition shall be construed to—

(i) Prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(ii) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(c) *Procedures.* The Offeror shall review the list of excluded parties in the System for Award Management (SAM) (<https://www.sam.gov>) for entities excluded from receiving federal awards for "covered telecommunications equipment or services".

(d) *Representation.* The Offeror represents that—

(1) It  will,  will not provide covered telecommunications equipment or services to the Government in the performance of any contract, subcontract or other contractual instrument resulting from this solicitation. The Offeror shall provide the additional disclosure information required at paragraph (e)(1) of this section if the Offeror responds "will" in paragraph (d)(1) of this section; and

(2) After conducting a reasonable inquiry, for purposes of this representation, the Offeror represents that—

It  does,  does not use covered telecommunications equipment or services, or use any equipment, system, or service that uses covered telecommunications equipment or services. The Offeror shall provide the additional disclosure information required at paragraph (e)(2) of this section if the Offeror responds "does" in paragraph (d)(2) of this section.

(e) *Disclosures.*

(1) Disclosure for the representation in paragraph (d)(1) of this provision. If the Offeror has responded "will" in the representation in paragraph (d)(1) of this provision, the Offeror shall provide the following information as part of the offer.

(i) For covered equipment—

(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the original equipment manufacturer (OEM) or a distributor, if known);

(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and

(C) Explanation of the proposed use of covered telecommunications equipment and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(1) of this provision.

(ii) For covered services—

(A) If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); or

(B) If not associated with maintenance, the Product Service Code (PSC) of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(1) of this provision.

(2) Disclosure for the representation in paragraph (d)(2) of this provision. If the Offeror has responded "does" in the representation in paragraph (d)(2) of this provision, the Offeror shall provide the following information as part of the offer:

(i) For covered equipment—

(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the OEM or a distributor, if known);

(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and

(C) Explanation of the proposed use of covered telecommunications equipment and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(2) of this provision.

(ii) For covered services—

(A) If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); or

(B) If not associated with maintenance, the PSC of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(2) of this provision.

#### **52.204-25 Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment (Aug 2020).**

(a) *Definitions.* As used in this clause—

*Backhaul* means intermediate links between the core network, or backbone network, and the small subnetworks at the edge of the network (e.g., connecting cell phones/towers to the core telephone network). Backhaul can be wireless (e.g., microwave) or wired (e.g., fiber optic, coaxial cable, Ethernet).

*Covered foreign country* means The People's Republic of China.

*Covered telecommunications equipment or services* means—

(1) Telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities);

(2) For the purpose of public safety, security of Government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities);

(3) Telecommunications or video surveillance services provided by such entities or using such equipment; or

(4) Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

*Critical technology* means—

(1) Defense articles or defense services included on the United States Munitions List set forth in the International Traffic in Arms Regulations under subchapter M of chapter I of title 22, Code of Federal Regulations;

(2) Items included on the Commerce Control List set forth in Supplement No. 1 to part 774 of the Export Administration Regulations under subchapter C of chapter VII of title 15, Code of Federal Regulations, and controlled—

(i) Pursuant to multilateral regimes, including for reasons relating to national security, chemical and biological weapons proliferation, nuclear nonproliferation, or missile technology; or

(ii) For reasons relating to regional stability or surreptitious listening;

(3) Specially designed and prepared nuclear equipment, parts and components, materials, software, and technology covered by part 810 of title 10, Code of Federal Regulations (relating to assistance to foreign atomic energy activities);

(4) Nuclear facilities, equipment, and material covered by part 110 of title 10, Code of Federal Regulations (relating to export and import of nuclear equipment and material);

(5) Select agents and toxins covered by part 331 of title 7, Code of Federal Regulations, part 121 of title 9 of such Code, or part 73 of title 42 of such Code; or

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(6) Emerging and foundational technologies controlled pursuant to section 1758 of the Export Control Reform Act of 2018 (50 U.S.C. 4817).

*Interconnection arrangements* means arrangements governing the physical connection of two or more networks to allow the use of another's network to hand off traffic where it is ultimately delivered (e.g., connection of a customer of telephone provider A to a customer of telephone company B) or sharing data and other information resources.

*Reasonable inquiry* means an inquiry designed to uncover any information in the entity's possession about the identity of the producer or provider of covered telecommunications equipment or services used by the entity that excludes the need to include an internal or third-party audit.

*Roaming* means cellular communications services (e.g., voice, video, data) received from a visited network when unable to connect to the facilities of the home network either because signal coverage is too weak or because traffic is too high.

*Substantial or essential component* means any component necessary for the proper function or performance of a piece of equipment, system, or service.

(b) *Prohibition.*

(1) Section 889(a)(1)(A) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2019, from procuring or obtaining, or extending or renewing a contract to procure or obtain, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. The Contractor is prohibited from providing to the Government any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system, unless an exception at paragraph (c) of this clause applies or the covered telecommunication equipment or services are covered by a waiver described in FAR [4.2104](#).

(2) Section 889(a)(1)(B) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2020, from entering into a contract, or extending or renewing a contract, with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system, unless an exception at paragraph (c) of this clause applies or the covered telecommunication equipment or services are covered by a waiver described in FAR [4.2104](#). This prohibition applies to the use of covered telecommunications equipment or services, regardless of whether that use is in performance of work under a Federal contract.

(c) *Exceptions.* This clause does not prohibit contractors from providing—

(1) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements;  
or

(2) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(d) *Reporting requirement.*

(1) In the event the Contractor identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Contractor is notified of such by a subcontractor at any tier or by any other source, the Contractor shall report the information in paragraph (d)(2) of this clause to the Contracting Officer, unless elsewhere in this contract are established procedures for reporting the information; in the case of the Department of Defense, the Contractor shall report to the website at <https://dibnet.dod.mil>. For indefinite delivery contracts, the Contractor shall report to the Contracting Officer for the indefinite delivery contract and the Contracting Officer(s) for any affected order or, in the case of the Department of Defense, identify both the indefinite delivery contract and any affected orders in the report provided at <https://dibnet.dod.mil>.

(2) The Contractor shall report the following information pursuant to paragraph (d)(1) of this clause

(i) Within one business day from the date of such identification or notification: the contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.

(ii) Within 10 business days of submitting the information in paragraph (d)(2)(i) of this clause: any further available information about mitigation actions undertaken or recommended. In addition, the Contractor shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

(e) *Subcontracts*. The Contractor shall insert the substance of this clause, including this paragraph (e) and excluding paragraph (b)(2), in all subcontracts and other contractual instruments, including subcontracts for the acquisition of commercial items.

The following certifications and provisions may be required and apply when Participating Public Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Public Agency and the Participating Public Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

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**APPENDIX II TO 2 CFR PART 200**

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**(A) Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.**

Pursuant to Federal Rule (A) above, when a Participating Public Agency expends federal funds, the Participating Public Agency reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does offeror agree? YES BL Initials of Authorized Representative of offeror

**(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)**

Pursuant to Federal Rule (B) above, when a Participating Public Agency expends federal funds, the Participating Public Agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract.

Does offeror agree? YES BL Initials of Authorized Representative of offeror

**(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 CFR 12319, 12935, 3 CFR Part, 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 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."**

Pursuant to Federal Rule (C) above, when a Participating Public Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

Does offeror agree to abide by the above? YES BL Initials of Authorized Representative of offeror

**(D) 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 CFR Part 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 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient 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.

Pursuant to Federal Rule (D) above, when a Participating Public Agency expends federal funds during the term of an award for all contracts and subgrants for construction or repair, offeror will be in compliance with all applicable Davis-Bacon Act provisions.

Does offeror agree? YES \_\_\_\_\_ BL Initials of Authorized Representative of offeror

(E) 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 CFR Part 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.

Pursuant to Federal Rule (E) above, when a Participating Public Agency expends federal funds, offeror certifies that offeror will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by Participating Public Agency resulting from this procurement process.

Does offeror agree? YES \_\_\_\_\_ BL Initials of Authorized Representative of offeror

(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of "funding agreement" under 37 CFR §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 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Pursuant to Federal Rule (F) above, when federal funds are expended by Participating Public Agency, the offeror certifies that during the term of an award for all contracts by Participating Public Agency resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (F) above.

Does offeror agree? YES \_\_\_\_\_ BL Initials of Authorized Representative of offeror

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires 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)

In the event Federal Transit Administration (FTA) or Department of Transportation (DOT) funding is used by Participating Public Agency, Offeror also agrees to include Clean Air and Clean Water requirements in each subcontract exceeding \$100,000 financed in whole or in part with Federal assistance provided by FTA.

Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Public Agency, the offeror certifies that during the term of an award for all contracts by Participating Public Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

Does offeror agree? YES \_\_\_\_\_ BL \_\_\_\_\_ Initials of Authorized Representative of offeror

**(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 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 Executive Office of the President Office of Management and Budget (OMB) guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 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.**

Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Public Agency, the offeror certifies that during the term of an award for all contracts by Participating Public Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency, the offeror will notify the Participating Public Agency.

Does offeror agree? YES \_\_\_\_\_ BL \_\_\_\_\_ Initials of Authorized Representative of offeror

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

Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Public Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Public Agency resulting from this procurement process, the offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- (1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, “Disclosure Form to Report Lobbying”, in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does offeror agree? YES \_\_\_\_\_ BL \_\_\_\_\_ Initials of Authorized Representative of offeror

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#### RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

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When federal funds are expended by Participating Public Agency for any contract resulting from this procurement process, Version February 24, 2023

offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does offeror agree? YES BL Initials of Authorized Representative of offeror

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**CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT**

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When Participating Public Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will 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 (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

Does offeror agree? YES BL Initials of Authorized Representative of offeror

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**CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS**

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To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Public Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition. Additionally:

- (1) The Contractor agrees to comply with 49 USC 5323(j) and 49 CFR Part 661, which provide that federal funds may not be obligated unless steel, iron and manufactured products used in FTA-funded projects are produced in the United States, unless a waiver has been granted by FTA or the product is subject to a general waiver. General waivers are listed in 49 CFR 661.7. A general public interest waiver from the Buy America requirements applies to microprocessors, computers, microcomputers, software or other such devices, which are used solely for the purpose of processing or storing data. This general waiver does not extend to a product or device that merely contains a microprocessor or microcomputer and is not used solely for the purpose of processing or storing data. Separate requirements for rolling stock are set out at 5323(j)(2)(C) and 49 CFR 661.11.
- (2) A bidder or offeror must submit to the FTA recipient the appropriate Buy America certification with all bids on FTA-funded contracts, except those subject to a general waiver. Bids or offers that are not accompanied by a completed Buy America certification must be rejected as nonresponsive. This requirement does not apply to lower tier subcontractors.

The following certificates titled FTA and DOT Buy America Certification should be completed and returned with the response as part of FTA and DOT requirements.

**FEDERAL TRANSIT ADMINISTRATION (FTA) AND DEPARTMENT OF TRANSPORTATION (DOT) -  
BUY AMERICA: CERTIFICATION REQUIREMENT FOR PROCUREMENT OF ROLLING STOCK**

**CERTIFICATE OF COMPLIANCE**

(select one of the two options, NOT BOTH)

**Certificate of Compliance with 49 USC §5323(j)**

The proposer hereby certifies that it will comply with the requirements of 49 U.S.C. 5323(j), and the applicable regulations of 49 CFR 661.11.

Check for YES:

**OR**

**Certificate of Non-Compliance with 49 USC §5323(j)**

The proposer hereby certifies that it cannot comply with the requirements of 49 U.S.C. 5323(j), but may qualify for an exception to the requirement consistent with 49 U.S.C. 5323(j)(2)(C), and the applicable regulations in 49 CFR 661.7.  
Check for YES:

**FEDERAL TRANSIT ADMINISTRATION (FTA) AND DEPARTMENT OF TRANSPORTATION (DOT) -  
BUY AMERICA: CERTIFICATION REQUIREMENT FOR PROCUREMENT OF STEEL OR MANUFACTURED PRODUCTS**

**CERTIFICATE OF COMPLIANCE** (select one of the two options, NOT BOTH)

**Certificate of Compliance with 49 USC §5323(j)(1)**

The proposer hereby certifies that it will comply with the requirements of 49 U.S.C. 5323(j)(1), and the applicable regulations in 49 CFR part 661.

Check for YES:

OR

**Certificate of Non-Compliance with 49 USC §5323(j)(1)**

The proposer hereby certifies that it cannot comply with the requirements of 49 U.S.C. 5323(j), but it may qualify for an exception to the requirement pursuant to 49 U.S.C. 5323(j)(2), as amended, and the applicable regulations in 49 CFR 661.7.

Check for YES:

Does offeror agree? YES BL Initials of Authorized Representative of offeror

Offeror's Name: Garland / DBS, Inc.

Address, City, State, and Zip Code:

3800 E. 91st St., Cleveland OH 44105

Phone Number: (216) 641-7500

Fax Number: (216) 641-0633

Printed Name and Title of Authorized Representative: Brian Lambert, President, Garland/DBS Inc.

Email Address: blambert@garlandind.com

Signature of Authorized Representative: Brian Lambert

Date: June 13, 2023

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**CERTIFICATION OF COMPLIANCE WITH BUY AMERICAN PROVISIONS**

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Unless Supplier is exempt (*See FAR 25.103*), when authorized by statute or explicitly indicated by Participating Public Agency, Buy American requirements will apply where only unmanufactured construction material mined or produced in the United States shall be used (*see Subpart 25.6 – American Recovery and Reinvestment Act-Buy American statute for additional details*).

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**CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS**

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To the extent purchases are made with Federal Transit Administration funds, offeror certifies that its products comply with the requirements of 49 U.S.C. 5323(j), 49 U.S.C. 5323(j)(1), and the applicable regulations of 49 CFR 661 and all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Public Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

Does offeror agree? YES BL Initials of Authorized Representative of offeror

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**CERTIFICATION OF ACCESS TO RECORDS – 2 C.F.R. § 200.336**

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Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents.

Does offeror agree? YES BL Initials of Authorized Representative of offeror

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**CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS**

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Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does offeror agree? YES BL Initials of Authorized Representative of offeror

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**Offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is further acknowledged that offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted above.**

Offeror's Name:  
Garland / DBS, Inc.

Address, City, State, and Zip Code:  
3800 E. 91st St., Cleveland OH 44105

Phone Number: (216) 641-7500 Fax Number:  
(216) 641-0633 Brian Lambert, President, Gar Inc.

Printed Name and Title of Authorized Representative:  
Brian Lambert, President, Garland/DBS Inc.

Email Address:  
blambert@garlandind.com

Signature of Authorized Representative:  Date:  
June 13, 2023

## FEMA SPECIAL CONDITIONS

Awarded Supplier(s) may need to respond to events and losses where products and services are needed for the immediate and initial response to emergency situations such as, but not limited to, water damage, fire damage, vandalism cleanup, biohazard cleanup, sewage decontamination, deodorization, and/or wind damage during a disaster or emergency situation. By submitting a proposal, the Supplier is accepted these FEMA Special Conditions required by the Federal Emergency Management Agency (FEMA).

"Contract" in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as the "Master Agreement".

"Contractor" in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as "Supplier" or "Awarded Supplier".

### **Conflicts of Interest**

No employee, officer, or agent may participate in the selection, award, or administration of a contract supported by a FEMA award if he or she has a real or apparent conflict of interest. Such a conflict would arise when the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties, has a financial or other interest in or a tangible personal benefit from a firm considered for award. 2 C.F.R. § 200.318(c)(1); See also Standard Form 424D, ¶ 7; Standard Form 424B, ¶ 3. i. FEMA considers a "financial interest" to be the potential for gain or loss to the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties as a result of the particular procurement. The prohibited financial interest may arise from ownership of certain financial instruments or investments such as stock, bonds, or real estate, or from a salary, indebtedness, job offer, or similar interest that might be affected by the particular procurement. ii. FEMA considers an "apparent" conflict of interest to exist where an actual conflict does not exist, but where a reasonable person with knowledge of the relevant facts would question the impartiality of the employee, officer, or agent participating in the procurement. c. Gifts. The officers, employees, and agents of the Participating Public Agency nor the Participating Public Agency ("NFE") must neither solicit nor accept gratuities, favors, or anything of monetary value from contractors or parties to subcontracts. However, NFE's may set standards for situations in which the financial interest is de minimus, not substantial, or the gift is an unsolicited item of nominal value. 2 C.F.R. § 200.318(c)(1). d. Violations. The NFE's written standards of conduct must provide for disciplinary actions to be applied for violations of such standards by officers, employees, or agents of the NFE. 2 C.F.R. § 200.318(c)(1). For example, the penalty for a NFE's employee may be dismissal, and the penalty for a contractor might be the termination of the contract.

### **Contractor Integrity**

A contractor must have a satisfactory record of integrity and business ethics. Contractors that are debarred or suspended, as described in and subject to the debarment and suspension regulations implementing Executive Order 12549, *Debarment and Suspension* (1986) and Executive Order 12689, *Debarment and Suspension* (1989) at 2 C.F.R. Part 180 and the Department of Homeland Security's regulations at 2 C.F.R. Part 3000 (Non-procurement Debarment and Suspension), must be rejected and cannot receive contract awards at any level.

### **Notice of Legal Matters Affecting the Federal Government**

In the event FTA or DOT funding is used by Participating Public Agency, Contractor agrees to:

- 1) The Contractor agrees that if a current or prospective legal matter that may affect the Federal Government emerges, the Contractor shall promptly notify the Participating Public Agency of the legal matter in accordance with 2 C.F.R. §§ 180.220 and 1200.220.

- 2) The types of legal matters that require notification include, but are not limited to, a major dispute, breach, default, litigation, or naming the Federal Government as a party to litigation or a legal disagreement in any forum for any reason.
- 3) The Contractor further agrees to include the above clause in each subcontract, at every tier, financed in whole or in part with Federal assistance provided by the FTA.

### **Public Policy**

A contractor must comply with the public policies of the Federal Government and state, local government, or tribal government. This includes, among other things, past and current compliance with the:

- a. Equal opportunity and nondiscrimination laws
- b. Five affirmative steps described at 2 C.F.R. § 200.321(b) for all subcontracting under contracts supported by FEMA financial assistance; and FEMA Procurement Guidance June 21, 2016 Page IV- 7
- c. Applicable prevailing wage laws, regulations, and executive orders

### **Affirmative Steps**

For any subcontracting opportunities, Contractor must take the following Affirmative steps:

1. Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
2. Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
3. Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
4. Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises; and
5. Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

### **Bid Guarantee**

For proposals that are to include construction/reconstruction/renovation and related services, bids must be accompanied by Certified or Cashier's Check or an approved Bid Bond in the amount of not less than five percent (5%) of the total bid. Surety shall provide a copy of the Power of Attorney authorizing the Executing Agent the authority to execute the bid bond documents and bind the surety to the bid bond conditions. The bid bond shall have a corporate Surety that is licensed to conduct business in the state of the lead agency and authorized to underwrite bonds in the amount of the bid bond.

### **Prevailing Wage Requirements**

When applicable, the awarded Contractor (s) and any and all subcontractor(s) agree to comply with all laws regarding prevailing wage rates including the Davis-Bacon Act, applicable to this solicitation and/or Participating Public Agencies. The Participating Public Agency shall notify the Contractor of the applicable pricing/prevailing wage rates and must apply any local wage rates requested. The Contractor and any subcontractor(s) shall comply with the prevailing wage rates set by the Participating Public Agency.

### **Federal Requirements**

If products and services are issued in response to an emergency or disaster recovery the items below, located in this FEMA Special Conditions section of the Federal Funds Certifications, are activated and required when federal funding may be utilized.

## **2 C.F.R. § 200.326 and 2 C.F.R. Part 200, Appendix II, Required Contract Clauses**

### **1. CONTRACT REMEDIES**

Contracts for more than the federal simplified acquisition threshold (SAT), the dollar amount below which an NFE may purchase property or services using small purchase methods, currently set at \$250,000 for procurements made on or after June 20, 2018, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms and must provide for sanctions and penalties as appropriate.

#### **1.1 Applicability**

This contract provision is required for contracts over the SAT, currently set at \$250,000 for procurements made on or after June 20, 2018. Although not required for contracts at or below the SAT, FEMA suggests including a remedies provision.

#### **1.2 Additional Considerations**

For FEMA's Assistance to Firefighters Grant (AFG) Program, recipients must include a penalty clause in all contracts for any AFG-funded vehicle, regardless of dollar amount. In that situation, the contract must include a clause addressing that non-delivery by the contract's specified date or other vendor nonperformance will require a penalty of no less than \$100 per day until such time that the vehicle, compliant with the terms of the contract, has been accepted by the recipient. This penalty clause should, however, account for force majeure or acts of God. AFG recipients should refer to the applicable year's Notice of Funding Opportunity (NOFO) for additional information, which can be accessed at FEMA.gov.

### **2. TERMINATION FOR CAUSE AND CONVENIENCE**

- a. Standard. All contracts in excess of \$10,000 must address termination for cause and for convenience by the non-Federal entity, including the manner by which it will be effected and the basis for settlement. See 2 C.F.R. Part 200, Appendix II(B).
- b. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs.

### **3. EQUAL EMPLOYMENT OPPORTUNITY**

When applicable:

- a. Standard. Except as otherwise provided under 41 C.F.R. Part 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 Fed. Reg. 12319, 12935, 3 C.F.R. Part, 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. Part 60 (Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor). See 2 C.F.R. Part 200, Appendix II(C).



b. Key Definitions.

- i. Federally Assisted Construction Contract. The regulation at 41 C.F.R. § 60-1.3 defines a “federally assisted construction contract” as any agreement or modification thereof between any applicant and a person for construction work which is paid for in whole or in part with funds obtained from the Government or borrowed on the credit of the Government pursuant to any Federal program involving a grant, contract, loan, insurance, or guarantee, or undertaken pursuant to any Federal program involving such grant, contract, loan, insurance, or guarantee, or any application or modification thereof approved by the Government for a grant, contract, loan, insurance, or guarantee under which the applicant itself participates in the construction work.
- ii. Construction Work. The regulation at 41 C.F.R. § 60-1.3 defines “construction work” as the construction, rehabilitation, alteration, conversion, extension, demolition or repair of buildings, highways, or other changes or improvements to real property, including facilities providing utility services. The term also includes the supervision, inspection, and other onsite functions incidental to the actual construction.

c. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs.

d. Required Language. The regulation at 41 C.F.R. Part 60-1.4(b) requires the insertion of the following contract clause.

During the performance of this contract, the contractor agrees as follows:

**(1)** The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to the following:

Employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.

**(2)** The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.

**(3)** The contractor will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other

employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.

**(4)** The contractor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the contractor's commitments under this section and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

**(5)** The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.

**(6)** The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.

**(7)** In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.

**(8)** The contractor will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance:

Provided, however, that in the event a contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the administering agency, the contractor may request the United States to enter into such litigation to protect the interests of the United States.

The applicant further agrees that it will be bound by the above equal opportunity clause with respect to its own employment practices when it participates in federally assisted construction work: *Provided*, That if the applicant so participating is a State or local government, the above equal opportunity clause is not applicable to any agency, instrumentality or subdivision of such government which does not participate in work on or under the contract.

The applicant agrees that it will assist and cooperate actively with the administering agency and the Secretary of Labor in obtaining the compliance of contractors and subcontractors with the equal opportunity clause and the rules, regulations, and relevant orders of the Secretary of Labor, that it will furnish the administering agency and the

Secretary of Labor such information as they may require for the supervision of such compliance, and that it will otherwise assist the administering agency in the discharge of the agency's primary responsibility for securing compliance.

The applicant further agrees that it will refrain from entering into any contract or contract modification subject to Executive Order 11246 of September 24, 1965, with a contractor debarred from, or who has not demonstrated eligibility for, Government contracts and federally assisted construction contracts pursuant to the Executive Order and will carry out such sanctions and penalties for violation of the equal opportunity clause as may be imposed upon contractors and subcontractors by the administering agency or the Secretary of Labor pursuant to Part II, Subpart D of the Executive Order. In addition, the applicant agrees that if it fails or refuses to comply with these undertakings, the administering agency may take any or all of the following actions: Cancel, terminate, or suspend in whole or in part this grant (contract, loan, insurance, guarantee); refrain from extending any further assistance to the applicant under the program with respect to which the failure or refund occurred until satisfactory assurance of future compliance has been received from such applicant; and refer the case to the Department of Justice for appropriate legal proceedings.

#### 4. DAVIS-BACON ACT

- a. Standard. 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 at 29 C.F.R. Part 5 (Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction). See 2 C.F.R. Part 200, Appendix II(D). 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.
- b. Applicability. The Davis-Bacon Act applies to the Emergency Management Preparedness Grant Program, Homeland Security Grant Program, Nonprofit Security Grant Program, Tribal Homeland Security Grant Program, Port Security Grant Program, and Transit Security Grant Program.
- c. Requirements. If applicable, the non-federal entity must do the following:
  - i. 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.
  - ii. Additionally, pursuant 2 C.F.R. Part 200, Appendix II(D), contracts subject to the Davis-Bacon Act, 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 at 29 C.F.R. Part 3 (Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States). The Copeland Anti-Kickback 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 FEMA.

- iii. 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 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction").

Suggested Language. The following provides a sample contract clause:

Compliance with the Davis-Bacon Act.

- a. All transactions regarding this contract shall be done in compliance with the Davis-Bacon Act (40 U.S.C. 3141- 3144, and 3146-3148) and the requirements of 29 C.F.R. pt. 5 as may be applicable. The contractor shall comply with 40 U.S.C. 3141-3144, and 3146-3148 and the requirements of 29 C.F.R. pt. 5 as applicable.
- b. Contractors are 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.
- c. Additionally, contractors are required to pay wages not less than once a week.

**5. COPELAND ANTI-KICKBACK ACT**

- a. Standard. Recipient and subrecipient contracts must include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States").
- b. Applicability. This requirement applies to all contracts for construction or repair work above \$2,000 in situations where the Davis-Bacon Act also applies. It DOES NOT apply to the FEMA Public Assistance Program.
- c. Requirements. If applicable, the non-federal entity must include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations at 29 C.F.R. Part 3 (Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States). 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 FEMA. Additionally, in accordance with the regulation, each contractor and subcontractor must furnish each week a statement with respect to the wages paid each of its employees engaged in work covered by the Copeland Anti-Kickback Act and the Davis Bacon Act during the preceding weekly payroll period. The report shall be delivered by the contractor or subcontractor, within seven days after the regular payment date of the payroll period, to a representative of a Federal or State agency in charge at the site of the building or work.

Sample Language. The following provides a sample contract clause:

Compliance with the Copeland "Anti-Kickback" Act.

- a. Contractor. The contractor shall comply with 18 U.S.C. §874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. pt. 3 as may be applicable, which are incorporated by reference into this contract.
- b. Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.
- c. Breach. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a contractor and subcontractor as provided in 29 C.F.R. §5.12."

**6. CONTRACT WORK HOURS AND SAFETY STANDARDSACT**

- a. Standard. Where applicable (see 40 U.S.C. §§ 3701-3708), 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 at 29 C.F.R. Part 5. See 2 C.F.R. Part 200, Appendix II(E). Under 40 U.S.C. § 3702, 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. Further, no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous, or dangerous.
- b. Applicability. This requirement applies to all FEMA contracts awarded by the non- federal entity in excess of \$100,000 under grant and cooperative agreement programs that involve the employment of mechanics or laborers. It is applicable to construction work. These requirements do not apply to the purchase of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.
- c. Suggested Language. The regulation at 29 C.F.R. § 5.5(b) provides contract clause language concerning compliance with the Contract Work Hours and Safety Standards Act. FEMA suggests including the following contract clause:

Compliance with the Contract Work Hours and Safety Standards Act.

(1) *Overtime requirements.* No contractor or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in suchworkweek.

(2) *Violation; liability for unpaid wages; liquidated damages.* In the event of any violation of the clause set forth in paragraph (b)(1) of this section the contractor and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such contractor and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section, in the sum of \$27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section.

(3) *Withholding for unpaid wages and liquidated damages.* The Federal agency or loan/grant recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the contractor or subcontractor under any such contract or any other Federal contract with the same prime contractor, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime contractor, such sums as may be determined to be necessary to satisfy any liabilities of such contractor or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section.

(4) *Subcontracts.* The contractor or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section.

## 7. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT

- a. **Standard.** If the FEMA award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the non-Federal entity 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 non-Federal entity must comply with the requirements of 37 C.F.R. Part 401 (Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements), and any implementing regulations issued by FEMA. See 2 C.F.R. Part 200, Appendix II(F).
- b. **Applicability.** This requirement applies to "*funding agreements*," but it DOES NOT apply to the Public Assistance, Hazard Mitigation Grant Program, Fire Management Assistance Grant Program, Crisis Counseling Assistance and Training Grant Program, Disaster Case Management Grant Program, and Federal Assistance to Individuals and Households – Other Needs Assistance Grant Program, as FEMA awards under these programs do not meet the definition of "funding agreement."
- c. **Funding Agreements Definition.** The regulation at 37 C.F.R. § 401.2(a) defines "funding agreement" as any contract, grant, or cooperative agreement entered into between any Federal agency, other than the Tennessee Valley Authority, and any contractor for the performance of experimental, developmental, or research work funded in whole or in part by the Federal government. This term also includes any assignment, substitution of parties, or subcontract of any type entered into for the performance of experimental,

developmental, or research work under a funding agreement as defined in the first sentence of this paragraph.

## **8. CLEAN AIR ACT AND THE FEDERAL WATER POLLUTION CONTROL ACT**

- a.** Standard. If applicable, contracts must contain a provision that requires the contractor 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 FEMA and the Regional Office of the Environmental Protection Agency. See 2 C.F.R. Part 200, Appendix II(G).
- b.** Applicability. This requirement applies to contracts awarded by a non-federal entity of amounts in excess of \$150,000 under a federal grant.
- c.** Suggested Language. The following provides a sample contract clause.

### Clean Air Act

1. The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. § 7401 et seq.
2. The contractor agrees to report each violation to the Participating Public Agency and understands and agrees that the Participating Public Agency will, in turn, report each violation as required to assure notification to the Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.
3. The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA.

### Federal Water Pollution Control Act

1. The contractor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq.
2. The contractor agrees to report each violation to the Participating Public Agency and understands and agrees that the Participating Public Agency will, in turn, report each violation as required to assure notification to the Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.
3. The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA.

## 9. DEBARMENT AND SUSPENSION

- a. Standard. Non-Federal entities and contractors are subject to the debarment and suspension regulations implementing Executive Order 12549, *Debarment and Suspension* (1986) and Executive Order 12689, *Debarment and Suspension* (1989) at 2 C.F.R. Part 180 and the Department of Homeland Security's regulations at 2 C.F.R. Part 3000 (Non-procurement Debarment and Suspension).
- b. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs.
- c. Requirements.
  - i. These regulations restrict awards, subawards, and contracts with certain parties that are debarred, suspended, or otherwise excluded from or ineligible for participation in Federal assistance programs and activities. See 2 C.F.R. Part 200, Appendix II(H); and 2 C.F.R. § 200.213. A contract award must not be made to parties listed in the SAM Exclusions. SAM Exclusions is the list maintained by the General Services Administration that 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. SAM exclusions can be accessed at [www.sam.gov](http://www.sam.gov). See 2 C.F.R. § 180.530.
  - ii. In general, an "excluded" party cannot receive a Federal grant award or a contract within the meaning of a "covered transaction," to include subawards and subcontracts. This includes parties that receive Federal funding indirectly, such as contractors to recipients and subrecipients. The key to the exclusion is whether there is a "covered transaction," which is any non-procurement transaction (unless excepted) at either a "primary" or "secondary" tier. Although "covered transactions" do not include contracts awarded by the Federal Government for purposes of the non-procurement common rule and DHS's implementing regulations, it does include some contracts awarded by recipients and subrecipients.
  - iii. Specifically, a covered transaction includes the following contracts for goods or services:
    1. The contract is awarded by a recipient or subrecipient in the amount of at least \$25,000.
    2. The contract requires the approval of FEMA, regardless of amount.
    3. The contract is for federally-required audit services.
    4. A subcontract is also a covered transaction if it is awarded by the contractor of a recipient or subrecipient and requires either the approval of FEMA or is in excess of \$25,000.
- d. Suggested Language. The following provides a debarment and suspension clause. It incorporates an optional method of verifying that contractors are not excluded or disqualified.



### Suspension and Debarment

- (1) This contract is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such, the contractor is required to verify that none of the contractor's principals (defined at 2 C.F.R. § 180.995) or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2 C.F.R. § 180.935).
- (2) The contractor must comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C, and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.
- (3) This certification is a material representation of fact relied upon by the Participating Public Agency. If it is later determined that the contractor did not comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C, in addition to remedies available to the Participating Public Agency, the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment.
- (4) The bidder or proposer agrees to comply with the requirements of 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder or proposer further agrees to include a provision requiring such compliance in its lower tier covered transactions.

## **10. BYRD ANTI-LOBBYING AMENDMENT**

- a. Standard. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. § 1352. FEMA's regulation at 44 C.F.R. Part 18 implements the requirements of 31 U.S.C. § 1352 and provides, in Appendix A to Part 18, a copy of the certification that is required to be completed by each entity as described in 31 U.S.C. § 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the Federal awarding agency.
- b. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs. Contractors that apply or bid for a contract of \$100,000 or more under a federal grant must file the required certification. See 2 C.F.R. Part 200, Appendix II(I); 31 U.S.C. § 1352; and 44 C.F.R. Part 18.
- c. Suggested Language.

### Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended)

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with

obtaining any Federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the recipient who in turn will forward the certification(s) to the awarding agency.

- d. Required Certification. If applicable, contractors must sign and submit to the non-federal entity the following certification.

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

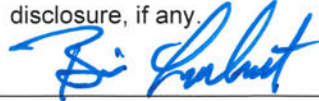
Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor, Garland / DBS, Inc., certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.



Signature of Contractor's Authorized Official

Version February 24, 2023

Brian Lambert, President, Garland/DBS Inc.

June 13, 2023

Name and Title of Contractor's Authorized Official

Date

## 11. PROCUREMENT OF RECOVERED MATERIALS

- a. Standard. 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. See 2 C.F.R. Part 200, Appendix II(J); and 2 C.F.R. §200.322.
- b. Applicability. This requirement applies to all contracts awarded by a non-federal entity under FEMA grant and cooperative agreement programs.
- c. Requirements. The requirements of Section 6002 include procuring only items designated in guidelines of the EPA at 40 C.F.R. Part 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 by 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.
- d. Suggested Language.
  - i. In the performance of this contract, the Contractor shall make maximum use of products containing recovered materials that are EPA-designated items unless the product cannot be acquired—
    1. Competitively within a timeframe providing for compliance with the contract performance schedule;
    2. Meeting contract performance requirements; or
    3. At a reasonable price.
  - ii. Information about this requirement, along with the list of EPA-designated items, is available at EPA's Comprehensive Procurement Guidelines web site, <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program>.
  - iii. The Contractor also agrees to comply with all other applicable requirements of Section 6002 of the Solid Waste Disposal Act."

## 12. DOMESTIC PREFERENCES FOR PROCUREMENTS

As appropriate, and to the extent consistent with law, CONTRACTOR should, to the greatest extent practicable under a federal award, provide a preference for the purchase, acquisition, or use of goods, products or materials produced in the United States. This includes, but is not limited to, iron, aluminum, steel, cement, and other manufactured products.

Applicability For purchases in support of FEMA declarations and awards issued on or after November 12, 2020, all FEMA recipients and subrecipients are required to include in all contracts and purchase orders for work or products a contract provision encouraging domestic preference for procurements.

Domestic Preference for Procurements As appropriate, and to the extent consistent with law, the contractor should, to the greatest extent practicable, provide a preference for the purchase,

acquisition, or use of goods, products, or materials produced in the United States. This includes, but is not limited to iron, aluminum, steel, cement, and other manufactured products. For purposes of this clause: Produced in the United States means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States. Manufactured products mean items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.”

### 13. ACCESS TO RECORDS

- a. Standard. All recipients, subrecipients, successors, transferees, and assignees must acknowledge and agree to comply with applicable provisions governing DHS access to records, accounts, documents, information, facilities, and staff. Recipients must give DHS/FEMA access to, and the right to examine and copy, records, accounts, and other documents and sources of information related to the federal financial assistance award and permit access to facilities, personnel, and other individuals and information as may be necessary, as required by DHS regulations *and* other applicable laws or program guidance. See DHS Standard Terms and Conditions: Version 8.1 (2018). Additionally, Section 1225 of the Disaster Recovery Reform Act of 2018 prohibits FEMA from providing reimbursement to any state, local, tribal, or territorial government, or private non-profit for activities made pursuant to a contract that purports to prohibit audits or internal reviews by the FEMA administrator or Comptroller General.

Access to Records. The following access to records requirements apply to this contract:

- i. The Contractor agrees to provide Participating Public Agency, the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.
- ii. The Contractor agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.
- iii. The Contractor agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.
- iv. In compliance with the Disaster Recovery Act of 2018, the Participating Public Agency and the Contractor acknowledge and agree that no language in this contract is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.

### 14. CHANGES

- a. Standard. To be eligible for FEMA assistance under the non-Federal entity's FEMA grant or cooperative agreement, the cost of the change, modification, change order, or constructive change must be allowable, allocable, within the scope of its grant or cooperative agreement, and reasonable for the completion of project scope.
- b. Applicability. FEMA recommends, therefore, that a non-Federal entity include a changes

clause in its contract that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may differ depending on the nature of the contract and the end-item procured.

#### **15. DHS SEAL, LOGO, AND FLAGS**

- a. Standard. Recipients must obtain permission prior to using the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials. See DHS Standard Terms and Conditions: Version 8.1 (2018).
- b. Applicability. FEMA recommends that all non-Federal entities place in their contracts a provision that a contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval.
- c. "The contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval.

## 16. COMPLIANCE WITH FEDERAL LAW, REGULATIONS, AND EXECUTIVE ORDERS

- a. Standard. The recipient and its contractors are required to comply with all Federal laws, regulations, and executive orders.
- b. Applicability. FEMA recommends that all non-Federal entities place into their contracts an acknowledgement that FEMA financial assistance will be used to fund the contract along with the requirement that the contractor will comply with all applicable Federal law, regulations, executive orders, and FEMA policies, procedures, and directives.
- c. "This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The contractor will comply with all applicable Federal law, regulations, executive orders, FEMA policies, procedures, and directives."

## 17. NO OBLIGATION BY FEDERAL GOVERNMENT

- a. Standard. FEMA is not a party to any transaction between the recipient and its contractor. FEMA is not subject to any obligations or liable to any party for any matter relating to the contract.
- b. Applicability. FEMA recommends that the non-Federal entity include a provision in its contract that states that the Federal Government is not a party to the contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract.
- c. "The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract."

## 18. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS

- a. Standard. Recipients must comply with the requirements of The False Claims Act (31 U.S.C. §§ 3729-3733) which prohibits the submission of false or fraudulent claims for payment to the federal government. See DHS Standard Terms and Conditions: Version 8.1 (2018); and 31 U.S.C. §§ 3801-3812, which details the administrative remedies for false claims and statements made. The non-Federal entity must include a provision in its contract that the contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to its actions pertaining to the contract.
- b. Applicability. FEMA recommends that the non-Federal entity include a provision in its contract that the contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to its actions pertaining to the contract.
- c. "The Contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the Contractor's actions pertaining to this contract."

**Offeror agrees to comply with all terms and conditions outlined in the FEMA Special Conditions section of this solicitation.**


Offeror's Name: Garland / DBS, Inc.

Address, City, State, and Zip Code:  
3800 E. 91st St., Cleveland OH 44105

Phone Number: (216) 641-7500 Fax Number: (216) 641-0633

Printed Name and Title of Authorized Representative:  
Brian Lambert, President, Garland/DBS Inc.

Email Address: blambert@garlandind.com

Signature of Authorized Representative: 

Date: June 13, 2023



**FEDERAL TRANSIT ADMINISTRATION (FTA) AND DEPARTMENT OF TRANSPORTATION (DOT)  
SPECIAL CONDITIONS**

Awarded Supplier(s) (also referred to as Contractors) may be asked to provide products and services to agencies following Federal Transit Administration and/or Department of Transportation requirements. By submitting a response, the Supplier is accepting these FTA and DOT Special Conditions.

**NO GOVERNMENT OBLIGATION TO THIRD PARTIES**

*These requirements do not apply to micro-purchases (\$10,000 or less, except for construction contracts over \$2,000).*

(1) The Participating Public Agency and contractor/vendor acknowledge and agree that, notwithstanding any concurrence by the Federal Government in or approval of the solicitation or award of the underlying contract, absent the express written consent by the Federal Government, the Federal Government is not a party to this contract and shall not be subject to any obligations or liabilities to the purchaser, contractor, or any other party (whether or not a party to that contract) pertaining to any matter resulting from the underlying contract.

(2) The contractor agrees to include the above clause in each subcontract financed in whole or in part with Federal assistance provided by FTA. It is further agreed that the clause shall not be modified, except to identify the subcontractor who will be subject to its provisions.

**PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS**

*These requirements do not apply to micro-purchases (\$10,000 or less, except for construction contracts over \$2,000)*

(1) The contractor acknowledges that the provisions of the Program Fraud Civil Remedies Act of 1986, as amended, 31 U.S.C. 3801 et seq. and U.S. DOT regulations, "Program Fraud Civil Remedies," 49 CFR Part 31, apply to its actions pertaining to this Project. Upon execution of the underlying contract, the contractor certifies or affirms the truthfulness and accuracy of any statement it has made, it makes, it may make, or causes to be made, pertaining to the underlying contract or the FTA assisted project for which this contract work is being performed. In addition to other penalties that may be applicable, the contractor further acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification, the Federal Government reserves the right to impose the penalties of the Program Fraud Civil Remedies Act of 1986 on the contractor to the extent the Federal Government deems appropriate.

(2) The contractor also acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification to the Federal Government under a contract connected with a project that is financed in whole or in part with Federal assistance originally awarded by FTA under the authority of 49 U.S.C. 5307, the Government reserves the right to impose the penalties of 18 U.S.C. 1001 and 49 U.S.C. § 5323(l) on the contractor, to the extent the Federal Government deems appropriate.

(3) The contractor agrees to include the above two clauses in each subcontract financed in whole or in part with Federal assistance provided by FTA. It is further agreed that the clauses shall not be modified, except to identify the subcontractor who will be subject to the provisions.

**ACCESS TO RECORDS AND REPORTS**

(1) Record Retention. The Contractor will retain, and will require its subcontractors of all tiers to retain, complete and readily accessible records related in whole or in part to the contract, including, but not limited to, data, documents, reports, statistics, sub-agreements, leases, subcontracts, arrangements, other third party agreements of any type, and supporting materials related to those records.

(2) Retention Period. The Contractor agrees to comply with the record retention requirements in accordance with 2 C.F.R. § 200.333. The Contractor shall maintain all books, records, accounts and reports required under this Contract for a period of at not less than three (3) years after the date of termination or expiration of this

Contract, except in the event of litigation or settlement of claims arising from the performance of this Contract, in which case records shall be maintained until the disposition of all such litigation, appeals, claims or exceptions related thereto.

(3) Access to Records. The Contractor agrees to provide sufficient access to FTA and its contractors to inspect and audit records and information related to performance of this contract as reasonably may be required.

(4) Access to the Sites of Performance. The Contractor agrees to permit FTA and its contractors access to the sites of performance under this contract as reasonably may be required.

### **FEDERAL CHANGES**

(1) Contractor shall at all times comply with all applicable FTA regulations, policies, procedures and directives, including without limitation those listed directly or by reference in the Master Agreement between Purchaser and FTA, as they may be amended or promulgated from time to time during the term of this contract. Contractor's failure to so comply shall constitute a material breach of this Contract.

Contractor agrees to:

- a) Maintain all books, records, accounts and reports required under this Contract for a period of not less than three (3) years after the date of termination or expiration of this Contract or any extensions thereof except in the event of litigation or settlement of claims arising from the performance of this Contract, in which case Contractor agrees to maintain same until Public Agency, the FTA Administrator, the Comptroller General, or any of their duly authorized representatives, have disposed of all such litigation, appeals, claims or exceptions related thereto.
- b) Permit any of the foregoing parties to inspect all work, materials, payrolls, and other data and records with regard to the Project, and to audit the books, records, and accounts with regard to the Project and to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed for the purpose of audit and examination.

*FTA does not require the inclusion of these requirements of Article 1.01 in subcontracts. Reference 49 CFR 18.39 (i)(11).*

### **CIVIL RIGHTS / TITLE VI REQUIREMENTS**

The Participating Public Agency is an Equal Opportunity Employer. As such, the Participating Public Agency agrees to comply with all applicable Federal civil rights laws and implementing regulations. Apart from inconsistent requirements imposed by Federal laws or regulations, the Participating Public Agency agrees to comply with the requirements of 49 U.S.C. § 5323(h) (3) by not using any Federal assistance awarded by FTA to support procurements using exclusionary or discriminatory specifications.

Under this Agreement, the Contractor shall at all times comply with the following requirements and shall include these requirements in each subcontract entered into as part thereof.

(1) Nondiscrimination – In accordance with Title VI of the Civil Rights Act, as amended, 42 U.S.C. 20000d, section 303 of the Age Discrimination Act of 1975, as amended, 42 U.S.C. 6102, section 202 of the Americans with disabilities Act of 1990, 42 U.S.C. 12132, and Federal transit law at 49 U.S.C. 5332, the contractor agrees that it will not discriminate against any employee or applicant for employment because of race, color, creed, national origin, sex, age, or disability. In addition, the contractor agrees to comply with applicable Federal implementing regulations and other implementing requirements FTA may issue.

(2) Equal Employment Opportunity – The following equal employment opportunity requirements apply to the underlying contract:

- (a) **Race, Color, Creed, National Origin, Sex**. In accordance with Title VII of the Civil Rights Act, as amended, 42 U.S.C. § 2000e et seq., and Federal transit laws at 49 U.S.C. § 5332, the Contractor agrees to comply with all applicable equal employment opportunity requirements of U.S. Department of Labor (U.S. DOL) regulations, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor," 41 C.F.R. chapter 60, and Executive Order No. 11246, "Equal Employment Opportunity in Federal Employment," September 24, 1965, 42 U.S.C. § 2000e note, as

amended by any later Executive Order that amends or supersedes it, referenced in 42 U.S.C. § 2000e note. The Contractor agrees to take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, national origin, or sex (including sexual orientation and gender identity). Such action shall include, but not be limited to, the following: employment, promotion, demotion or transfer, recruitment or recruitment advertising, layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. In addition, the Contractor agrees to comply with any implementing requirements FTA may issue.

(b) **Age** - In accordance with the Age Discrimination in Employment Act, 29 U.S.C. §§ 621-634, U.S. Equal Employment Opportunity Commission (U.S. EEOC) regulations, "Age Discrimination in Employment Act," 29 C.F.R. part 1625, the Age Discrimination Act of 1975, as amended, 42 U.S.C. § 6101 et seq., U.S. Health and Human Services regulations, "Nondiscrimination on the Basis of Age in Programs or Activities Receiving Federal Financial Assistance," 45 C.F.R. part 90, and Federal transit law at 49 U.S.C. § 5332, the Contractor agrees to refrain from discrimination against present and prospective employees for reason of age. In addition, the Contractor agrees to comply with any implementing requirements FTA may issue.

(c) **Disabilities** - In accordance with section 504 of the Rehabilitation Act of 1973, as amended, 29 U.S.C. § 794, the Americans with Disabilities Act of 1990, as amended, 42 U.S.C. § 12101 et seq., the Architectural Barriers Act of 1968, as amended, 42 U.S.C. § 4151 et seq., and Federal transit law at 49 U.S.C. § 5332, the Contractor agrees that it will not discriminate against individuals on the basis of disability. In addition, the Contractor agrees to comply with any implementing requirements FTA may issue.

(3) The contractor also agrees to include these requirements in each subcontract financed whole or in part with Federal assistance provided by FTA, modified only if necessary to identify the affected parties.

#### **INCORPORATION OF FTA 4220.1F TERMS**

(1) The preceding provisions include, in part, certain Standard Terms and Conditions required by DOT, whether or not expressly set forth in the preceding contract provisions. All contractual provisions required by DOT, as set forth in FTA Circular 4220.1F, dated November 1, 2008, are hereby incorporated by reference. Anything to the contrary herein notwithstanding, all FTA-mandated terms shall be deemed to control in the event of a conflict with other provisions contained in this Agreement. The contractor shall not perform any act, fail to perform any act, or refuse to comply with any Participating Public Agency request, which would cause the Participating Public Agency to be in violation of the FTA terms and conditions.

(2) Flow Down – The incorporation of FTA terms has unlimited flow down.

#### **DISADVANTAGED BUSINESS ENTERPRISE (DBE)**

The contractor, subrecipient or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this contract. The contractor shall carry out applicable requirements of 49 C.F.R. part 26 in the award and administration of DOT-assisted contracts. Failure by the contractor to carry out these requirements is a material breach of this contract, which may result in the termination of this contract or such other remedy as the recipient deems appropriate, which may include, but is not limited to:

- 1) Withholding monthly progress payments;
- 2) Assessing sanctions;
- 3) Liquidated damages; and/or
- 4) Disqualifying the contractor from future bidding as non-responsible. 49 C.F.R. § 26.13(b).
- 5) Non-Discrimination Assurances. Contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this Contract. Contractor shall carry out all applicable requirements of 49 CFR Part 26 in the award and administration of DOT-assisted contracts. Failure by Contractor to carry out these requirements is a material breach of this Contract, which may

result in the termination of this Contract or other such remedy as public agency deems appropriate. Each subcontract Contractor signs with a subcontractor must include the assurance in this paragraph. (See 49 CFR 26.13(b)).

- 6) Prompt Payment. Contractor is required to pay each subcontractor performing Work under this prime Contract for satisfactory performance of that work no later than thirty (30) days after Contractor's receipt of payment for that Work from public agency. In addition, Contractor is required to return any retainage payments to those subcontractors within thirty (30) days after the subcontractor's work related to this Contract is satisfactorily completed and any liens have been secured. Any delay or postponement of payment from the above time frames may occur only for good cause following written approval of public agency. This clause applies to both DBE and non-DBE subcontractors. Contractor must promptly notify public agency whenever a DBE subcontractor performing Work related to this Contract is terminated or fails to complete its Work, and must make good faith efforts to engage another DBE subcontractor to perform at least the same amount of work. Contractor may not terminate any DBE subcontractor and perform that Work through its own forces, or those of an affiliate, without prior written consent of Participating Public Agency.
- 7) DBE Program. In connection with the performance of this Contract, Contractor will cooperate with public agency in meeting its commitments and goals to ensure that DBEs shall have the maximum practicable opportunity to compete for subcontract work, regardless of whether a contract goal is set for this Contract. Contractor agrees to use good faith efforts to carry out a policy in the award of its subcontracts, agent agreements, and procurement contracts which will, to the fullest extent, utilize DBEs consistent with the efficient performance of the Contract.

#### **ENERGY CONSERVATION REQUIREMENTS**

Contractor agrees to comply with mandatory standards and policies relating to energy efficiency which are contained in the State energy conservation plans issued under the Energy Policy and Conservation Act, as amended, 42 U.S.C. Sections 6321 et seq. and 41 CFR Part 301-10.

#### **INCORPORATION OF FEDERAL TRANSIT ADMINISTRATION (FTA) TERMS**

- 1) The preceding provisions include, in part, certain Standard Terms and Conditions required by DOT, whether or not expressly set forth in the preceding contract provisions. All contractual provisions required by DOT, as set forth in FTA Circular 4220.1F, dated November 1, 2008, are hereby incorporated by reference. Anything to the contrary herein notwithstanding, all FTA-mandated terms shall be deemed to control in the event of a conflict with other provisions contained in this Agreement. The contractor shall not perform any act, fail to perform any act, or refuse to comply with any Participating Public Agency request, which would cause the Participating Public Agency to be in violation of the FTA terms and conditions.
- 2) Flow Down – The incorporation of FTA terms has unlimited flow down.

#### **SUSPENSION AND DEBARMENT**

The Contractor shall comply and facilitate compliance with U.S. DOT regulations,

"Nonprocurement Suspension and Debarment," 2 C.F.R. part 1200, which adopts and supplements the U.S. Office of Management and Budget (U.S. OMB) "Guidelines to Agencies on Government Wide Debarment and Suspension (Nonprocurement)," 2 C.F.R. part 180. These provisions apply to each contract at any tier of \$25,000 or more, and to each contract at any tier for a federally required audit (irrespective of the contract amount), and to each contract at any tier that must be approved by an FTA official irrespective of the contract amount. As such, the Contractor shall verify that its principals, affiliates, and subcontractors are eligible to participate in this federally funded contract and are not presently declared by any Federal department or agency to be:

- a) Debarred from participation in any federally assisted Award;

- b) Suspended from participation in any federally assisted Award;
- c) Proposed for debarment from participation in any federally assisted Award;
- d) Declared ineligible to participate in any federally assisted Award;
- e) Voluntarily excluded from participation in any federally assisted Award; or
- f) Disqualified from participation in any federally assisted Award.

By signing and submitting its bid or proposal, the bidder or proposer certifies as follows:

The certification in this clause is a material representation of fact relied upon by the AGENCY. If it is later determined by the AGENCY that the bidder or proposer knowingly rendered an erroneous certification, in addition to remedies available to the AGENCY, the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment. The bidder or proposer agrees to comply with the requirements of 2 C.F.R. part 180, subpart C, as supplemented by 2 C.F.R. part 1200, while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder or proposer further agrees to include a provision requiring such compliance in its lower tier covered transactions.

### **NO FEDERAL GOVERNMENT OBLIGATIONS TO THIRD PARTIES**

Agency and Contractor acknowledge and agree that, absent the Federal Government's express written consent and notwithstanding any concurrence by the Federal Government in or approval of the solicitation or award of the underlying Contract, the Federal Government is not a party to this Contract and shall not be subject to any obligations or liabilities to agency, Contractor, or any other party (whether or not a party to that contract) pertaining to any matter resulting from the underlying Contract.

*Contractor agrees to include the above clause in each subcontract financed in whole or in part with federal assistance provided by the FTA. It is further agreed that the clause shall not be modified, except to identify the subcontractor who will be subject to its provisions.*

### **CARGO PREFERENCE REQUIREMENTS**

**Use of United States-Flag Vessels.** The contractor agrees:

- 1) To use privately owned United States-Flag commercial vessels to ship at least 50 percent of the gross tonnage (computed separately for dry bulk carriers, dry cargo liners, and tankers) involved, whenever shipping any equipment, material, or commodities pursuant to the underlying contract to the extent such vessels are available at fair and reasonable rates for United States-Flag commercial vessels.
- 2) To furnish within 20 working days following the date of loading for shipments originating within the United States or within 30 days following the date of loading for shipments originating outside the United States, a legible copy of a rated, "on-board" commercial ocean bill-of-lading in English for each shipment of cargo described in the preceding paragraph to the Division of National Cargo, Office of Market Development, Maritime Administration, Washington D.C. 20590 and the FTA recipient (through the contractor in the case of a subcontractor's bill-of lading).
- 3) To include these requirements in all subcontracts issued pursuant to the contract when the subcontract may involve the transport of equipment, materials, or commodities by ocean vessel.

### **FLY AMERICA**

Fly America Requirements:

- 1) Definitions. As used in this clause- "International air transportation" means transportation by air between a place in the United States and a place outside the United States or between two places both of which are outside the United States. "United States" means the 50 States, the District of Columbia, and outlying areas. "U.S.-flag air carrier" means an air carrier holding a certificate under 49 U.S.C. Chapter 411.
- 2) When Federal funds are used to fund travel, Section 5 of the International Air Transportation Fair Competitive Practices Act of 1974 (49 U.S.C. 40118) (Fly America Act) requires contractors, recipients,

and others use U.S.-flag air carriers for U.S. Government-financed international air transportation of personnel (and their personal effects) or property, to the extent that service by those carriers is available. It requires the Comptroller General of the United States, in the absence of satisfactory proof of the necessity for foreign-flag air transportation, to disallow expenditures from funds, appropriated or otherwise established for the account of the United States, for international air transportation secured aboard a foreign-flag air carrier if a U.S.-flag air carrier is available to provide such services.

- 3) If available, the contractor, in performing work under this contract, shall use U.S.-flag carriers for international air transportation of personnel (and their personal effects) or property.
- 4) In the event that the contractor selects a carrier other than a U.S.-flag air carrier for international air transportation, the contractor shall include a statement on vouchers involving such transportation essentially as follows:

<b>Statement of Unavailability of U.S.-Flag Air Carriers</b>
International air transportation of persons (and their personal effects) or property by U.S.-flag air carrier was not available or it was necessary to use foreign-flag air carrier service for the following reasons. See FAR § 47.403.
Stated Reason(s): _____ _____ _____

- 5) The contractor shall include the substance of this clause, including this paragraph, in each subcontract or purchase under this contract that may involve international air transportation.

**RECYCLED PRODUCTS**

- 1) The Contractor agrees to provide a preference for those products and services that conserve natural resources, protect the environment, and are energy efficient by complying with and facilitating compliance with Section 6002 of the Resource Conservation and Recovery Act, as amended, 42 U.S.C. § 6962, and U.S. Environmental Protection Agency (U.S. EPA), "Comprehensive Procurement Guideline for Products Containing Recovered Materials," 40 C.F.R. part 247.

**CONFORMANCE WITH ITS NATIONAL ARCHITECTURE**

*When applicable:*

- 1) Contractor shall conform, to the extent applicable, to the National Intelligent Transportation Standards architecture as required by SAFETEA-LU Section 5307(c), 23 U.S.C. Section 512 and as amended by MAP-21 23 U.S.C. § 517(d), note and follow the provisions of FTA Notice, "FTA National Architecture Policy on Transit Projects," 66 Fed. Reg. 1455 et seq., January 8, 2001, and any other implementing directives FTA may issue at a later date, except to the extent FTA determines otherwise in writing.

**ADA ACCESS**

- 1) In accordance with section 504 of the Rehabilitation Act of 1973, as amended, 29 U.S.C. § 794, the Americans with Disabilities Act of 1990, as amended, 42 U.S.C. § 12101 et seq., the Architectural Barriers Act of 1968, as amended, 42 U.S.C. § 4151 et seq., and Federal transit law at 49 U.S.C. § 5332, the Contractor agrees that it will not discriminate against individuals on the basis of disability. In addition, the Contractor agrees to comply with any implementing requirements FTA may issue.

**SAFE OPERATION OF MOTOR VEHICLES**

- 1) *Seat Belt Use* - The Contractor is encouraged to adopt and promote on-the-job seat belt use policies and programs for its employees and other personnel that operate company-owned vehicles, company-

rented vehicles, or personally operated vehicles. The terms "company-owned" and "company-leased" refer to vehicles owned or leased either by the Contractor or Participating Public Agency.

- 2) *Distracted Driver* - The Contractor agrees to adopt and enforce workplace safety policies to decrease crashes caused by distracted drivers, including policies to ban text messaging while using an electronic device supplied by an employer, and driving a vehicle the driver owns or rents, a vehicle Contractor owns, leases, or rents, or a privately-owned vehicle when on official business in connection with the work performed under this agreement.

#### **PROMPT PAYMENT**

- 1) The Prime Contractor shall pay any Subcontractor for work that has been satisfactorily performed no later than thirty (30) days from the date of the Prime Contractor's receipt of each payment made by the Participating Public Agency. Additionally, within thirty (30) days of satisfactory completion of all work required of the Subcontractor, the Prime Contractor shall release any retainage payments withheld to the Subcontractor.

#### **FTA PROTEST NOTIFICATION**

***A protestant must exhaust all Participating Public Agency Procurement administrative procedures and remedies before pursuing a protest with the FTA.***

- 1) Any and all protests shall be in writing and shall be filed with the Purchasing Manager with the Participating Public Agency. A protest relating to the process for determining the most responsive and responsible contractor shall be filed within five (5) business days after the protestor knows or should have known the basis of the determination. The Contract Officer shall respond to a protest within fourteen (14) calendar days after the receipt of the protest. The Purchasing Manager may grant the Contract Officer an extension for the response if warranted. A request for reconsideration of any and all determinations by the Contract Officer shall be filed with the Purchasing Manager within seven (7) calendar days after the receipt of the determination.
- 2) A protest shall include:
  - a. The name, address, and telephone number, including FAX number if available, of the protestor;
  - b. The signature of the protestor or authorized representative;
  - c. Identification of the contract/solicitation;
  - d. A detailed statement of the legal and/or factual grounds of protest including copies and/or citations of relevant documents, and;
  - e. The form of relief requested.
- 3) If any of the above information is omitted or incomplete, then the Protestor shall be notified, in writing, within two (2) calendar days after that determination, and the Protestor shall have two (2) calendar days in which to remedy the specified problem.
- 4) The Participating Public Agency will not make award prior to the resolution of a protest, or open bids prior to resolution of a protest filed before bid opening unless the Purchasing Manager determines in writing that it is in the best interests of the Participating Public Agency or in keeping with Item 7 of this

procedure to do otherwise. Potential contractors will be advised of a pending protest if the protest is filed before award.

- 5) The Purchasing Manager may allow for an informal conference on the merits of a protest with all interested parties allowed to attend. Interested parties include all bidding contractors, and may also include a subcontractor or supplier provided they have a substantial economic interest in a portion of the IFB or RFP.
- 6) The Purchasing Manager shall respond "in writing", in detail, to each substantial issue raised in the protest. The Purchasing Manager has the sole authority to make determinations for the Participating Public Agency, and a determination shall be considered final when it is labeled as such. A request for reconsideration will be allowed by the Purchasing Manager if he determines that data has become available that was not previously known, or that there has been an error of law or regulation.
- 7) The Participating Public Agency may proceed with procurement when a protest is pending if the Participating Public Agency determines that:
  - a. The items to be procured are urgently required;
  - b. Delivery or performance will be unduly delayed by failure to make the award promptly; or
  - c. Failure to make award will otherwise cause undue harm to the grantee for the Federal Government.
- 8) FTA will only entertain a protest that alleges:
  - a. The Participating Public Agency failed to have or to adhere to its protest procedures, or failed to review a complaint or protest; or
  - b. Violations of Federal law or regulation.
- 9) A protest to FTA must be filed in accordance with FTA Circular 4220.1F, available from the Contract Officer. Specifically, protestors shall file a protest with FTA Region 9 or FTA Headquarters Office no later than five (5) days after a final decision is rendered under the Participating Public Agency's protest procedure. In instances where the protestor alleges that the Participating Public Agency failed to make a final determination on the protest, protestors shall file a protest with FTA not later than five (5) calendar days after the protester knew or should have known of the grantee's failure to render a final determination on the protest.  
A protest filed with FTA shall:

- a. Include the name and address of the protestor.
- b. Identify the grantee, project number, and the number of the contract solicitation.
- c. Contain a statement of the grounds for protest and any supporting documentation. This should detail the alleged failure to have or adhere to protest procedures, failure to review a complaint or protest; or Violation of Federal law or regulation.

Include a copy of the local protest filed with the grantee and a copy of the grantee's decision, if any.



**Exhibit G**  
**New Jersey Business Compliance**

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**NEW JERSEY BUSINESS COMPLIANCE**

Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required under New Jersey statutes. All offerors submitting proposals must complete the following forms specific to the State of New Jersey. Completed forms should be submitted with the offeror's response to the RFP. Failure to complete the New Jersey packet will impact OMNIA Partners' ability to promote the Master Agreement in the State of New Jersey.

- DOC #1 Ownership Disclosure Form
- DOC #2 Non-Collusion Affidavit
- DOC #3 Affirmative Action Affidavit
- DOC #4 Political Contribution Disclosure Form
- DOC #5 Stockholder Disclosure Certification
- DOC #6 Disclosure of Investment Activities in Iran, Russia and Belarus
- DOC #7 New Jersey Business Registration Certificate
- DOC #8 EEOAA Evidence
- DOC #9 MacBride Principals Form

New Jersey suppliers are required to comply with the following New Jersey statutes when applicable:

- all anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38;
- Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act;
- Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26; and
- Bid and Performance Security, as required by the applicable municipal or state statutes.

**STATEMENT OF OWNERSHIP DISCLOSURE**

N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

**This statement shall be completed, certified to, and included with all bid and proposal submissions. Failure to submit the required information is cause for automatic rejection of the bid or proposal.**

**Name of Organization:** Garland / DBS, Inc.

**Organization Address:** 3800 E. 91st St., Cleveland OH 44105

**Part I Check the box that represents the type of business organization:**

- Sole Proprietorship (skip Parts II and III, execute certification in Part IV)
- Non-Profit Corporation (skip Parts II and III, execute certification in Part IV)
- For-Profit Corporation (any type)     Limited Liability Company (LLC)
- Partnership     Limited Partnership     Limited Liability Partnership (LLP)
- Other (be specific): Employee Stock Ownership Plan (ESOP)

**Part II**

The list below contains the names and addresses of all stockholders in the corporation who own 10 percent or more of its stock, of any class, or of all individual partners in the partnership who own a 10 percent or greater interest therein, or of all members in the limited liability company who own a 10 percent or greater interest therein, as the case may be. **(COMPLETE THE LIST BELOW IN THIS SECTION)**

OR

No one stockholder in the corporation owns 10 percent or more of its stock, of any class, or no individual partner in the partnership owns a 10 percent or greater interest therein, or no member in the limited liability company owns a 10 percent or greater interest therein, as the case may be. **(SKIP TO PART IV)**

(Please attach additional sheets if more space is needed):

Name of Individual or Business Entity	Home Address (for Individuals) or Business Address

**Part III DISCLOSURE OF 10% OR GREATER OWNERSHIP IN THE STOCKHOLDERS, PARTNERS OR LLC MEMBERS LISTED IN PART II**

If a bidder has a direct or indirect parent entity which is publicly traded, and any person holds a 10 percent or greater beneficial interest in the publicly traded parent entity as of the last annual federal Security and Exchange Commission (SEC) or foreign equivalent filing, ownership disclosure can be met by providing links to the website(s) containing the last annual filing(s) with the federal Securities and Exchange Commission (or foreign equivalent) that contain the name and address of each person holding a 10% or greater beneficial interest in the publicly traded parent entity, along with the relevant page numbers of the filing(s) that contain the information on each such person. **Attach additional sheets if more space is needed.**

Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s

**Please list** the names and addresses of each stockholder, partner or member owning a 10 percent or greater interest in any corresponding corporation, partnership and/or limited liability company (LLC) listed in Part II **other than for any publicly traded parent entities referenced above.** The disclosure shall be continued until names and addresses of every noncorporate stockholder, and individual partner, and member exceeding the 10 percent ownership criteria established pursuant to N.J.S.A. 52:25-24.2 has been listed. **Attach additional sheets if more space is needed.**

Stockholder/Partner/Member and Corresponding Entity Listed in Part II	Home Address (for Individuals) or Business Address

**Part IV Certification**

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the bidder/proposer; that the **<name of contracting unit>** is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with **<type of contracting unit>** to notify the **<type of contracting unit>** in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my agreement(s) with the, permitting the **<type of contracting unit>** to declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):	Brian Lambert	Title:	President, Garland/DBS, Inc.
Signature:		Date:	June 13, 2023

DOC #2

**NON-COLLUSION AFFIDAVIT**

<b>STANDARD BID DOCUMENT REFERENCE</b>	
	<b>Reference: VII-H</b>
<b>Name of Form:</b>	<b>NON-COLLUSION AFFIDAVIT</b>
<b>Statutory Reference:</b>	No specific statutory reference State Statutory Reference N.J.S.A. 52:34-15
<b>Instructions Reference:</b>	Statutory and Other Requirements VII-H
<b>Description:</b>	The Owner's use of this form is optional. It is used to ensure that the bidder has not participated in any collusion with any other bidder or Owner representative or otherwise taken any action in restraint of free and competitive bidding.

NON-COLLUSION AFFIDAVIT

State of New Jersey  
County of \_\_\_\_\_

ss:

I, Brian Lambert residing in  
Strongsville (name of affiant)  
(name of municipality)

in the County of Cuyahoga and State of  
Ohio of full age, being duly sworn according to law on my oath depose  
and say that:

I am President of the firm of  
Garland / DBS, Inc.  
(title or position) (name of firm)

\_\_\_\_\_ the bidder making this Proposal for the bid

entitled Roofing Products & Services & Job-Order-Contracting Services, and that I executed the said proposal with  
(title of bid proposal)

full authority to do so that said bidder has not, directly or indirectly entered into any  
agreement, participated in any collusion, or otherwise taken any action in restraint of free,  
competitive bidding in connection with the above named project; and that all statements  
contained in said proposal and in this affidavit are true and correct, and made with full  
knowledge that the Region 4 Education Service Center relies upon the truth of  
the statements contained in said Proposal  
(name of contracting unit)

and in the statements contained in this affidavit in awarding the contract for the said project.

I further warrant that no person or selling agency has been employed or retained to solicit or  
secure such contract upon an agreement or understanding for a commission, percentage,  
brokerage, or contingent fee, except bona fide employees or bona fide established  
commercial or selling agencies maintained by  
Garland / DBS, Inc.

Subscribed and sworn to

before me this day

Brian Lambert  
Signature

14, June, 2023  
(Type or print name of affiant under signature)  
Serena Zinsmeister  
Notary public of

My Commission expires 10.30.2027

(Seal)



SERENA ZINSMEISTER  
Notary Public  
State of Ohio  
My Comm. Expires  
October 30, 2027

**AFFIRMATIVE ACTION AFFIDAVIT  
(P.L. 1975, C.127)**

**Company Name:** Garland / DBS, Inc.

**Street:** 3800 E. 91st Street

**City, State, Zip Code:** Cleveland, OH 44105

**Proposal Certification:**

Indicate below company's compliance with New Jersey Affirmative Action regulations. Company's proposal will be accepted even if company is not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

**Required Affirmative Action Evidence:**

Procurement, Professional & Service Contracts (Exhibit A)

**Vendors must submit with proposal:**

1. A photocopy of a valid letter that the contractor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

2. A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

3. A photocopy of an Employee Information Report (Form AA302) provided by the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts and distributed to the public agency to be completed by the contractor in accordance with N.J.A.C. 17:27-4.

**Public Work – Over \$50,000 Total Project Cost:**

- A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201. A project contract ID number will be assigned to your firm upon receipt of the completed Initial Project Workforce Report (AA201) for this contract.
- B. Approved Federal or New Jersey Plan – certificate enclosed

*I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.*

6-13-23  
Date



Authorized Signature and Title

Certification 47247

**CERTIFICATE OF EMPLOYEE INFORMATION REPORT  
RENEWAL**

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of ~~15-AUG-2020~~ **15-AUG-2023** to

THE GARLAND COMPANY, INC.  
3800 E. 91ST STREET  
CLEVELAND

OH 44105



*Elizabeth M. Muoio*

ELIZABETH MAHER MUOIO  
State Treasurer

**P.L. 1995, c. 127 (N.J.A.C. 17:27)**  
**MANDATORY AFFIRMATIVE ACTION LANGUAGE**  
**PROCUREMENT, PROFESSIONAL AND SERVICE**  
**CONTRACTS**

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

  
\_\_\_\_\_  
Signature of Procurement Agent



## C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 ([http://www.nj.gov/dca/divisions/dlgs/resources/lfns\\_2006.html](http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html)). Please refer back to these instructions for the appropriate links, as the Local Finance Notices include links that are no longer operational.

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
  - a. The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at <http://www.nj.gov/dca/divisions/dlgs/programs/lpcl.html#12>. They will be updated from time-to-time as necessary.
  - b. A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
  - c. Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
  - d. The form may be used “as-is”, subject to edits as described herein.
  - e. The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
  - f. The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract (See Local Finance Notice 2006-7 for additional information on this obligation at [http://www.nj.gov/dca/divisions/dlgs/resources/lfns\\_2006.html](http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html)). A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. NOTE: This section is not applicable to Boards of Education.

## C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee\*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
  - of the public entity awarding the contract
  - of that county in which that public entity is located
  - of another public entity within that county
  - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

\* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

**C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM**

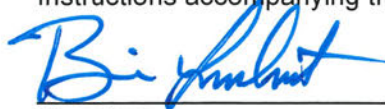
Required Pursuant to N.J.S.A. 19:44A-20.26

**This form or its permitted facsimile must be submitted to the local unit  
no later than 10 days prior to the award of the contract.**

**Part I – Vendor Information**

Vendor Name:	Garland / DBS, Inc.		
Address:	3800 E. 91st Street		
City:	Cleveland	State:	OH Zip: 44105

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.



Signature

Brian Lambert

Printed Name

President, Garland/DBS, Inc.

Title

**Part II – Contribution Disclosure**

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than \$300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

Check here if disclosure is provided in electronic form

Contributor Name	Recipient Name	Date	Dollar Amount
			\$

Check here if the information is continued on subsequent page(s)

**List of Agencies with Elected Officials Required for Political Contribution Disclosure**  
**N.J.S.A. 19:44A-20.26**

**County Name:**

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM  
THE PAY TO PLAY SECTION OF THE DLGS WEBSITE A COUNTY-  
BASED, CUSTOMIZABLE FORM.**

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

- Partnership, Corporation, Sole Proprietorship, Limited Partnership, Limited Liability Corporation, Limited Liability Partnership, Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Table with 3 rows and 2 columns for stockholder information (Name, Home Address).

Subscribed and sworn before me this 14 day of June, 2023. (Notary Public) My Commission expires: 10.30.2027. Brian Lambert - President (Affiant)



SERENA ZINSMEISTER Notary Public State of Ohio My Comm. Expires October 30, 2027

**DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN, RUSSIA AND BELARUS**  
**N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4) and N.J.S.A. 52:32-60.1**

Pursuant to N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4) and N.J.S.A. 52:32-60.1 any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must certify that neither the person nor entity, nor any of its parents, subsidiaries, or affiliates, is identified on the New Jersey Department of the Treasury's Chapter 25 List as a person or entity engaged in investment activities in Iran, Russia or Belarus. The Chapter 25 list is found on the Division's website at <https://www.state.nj.us/treasury/purchase/>. Vendors/Bidders must review this list prior to completing the below certification. If the Qualified Purchasing Agent of the Atlantic County Utilities Authority finds a person or entity to be in violation of the law, he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

**CHECK THE APPROPRIATE BOX**

I certify, pursuant to N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4), and N.J.S.A. 52:32-60.1 that neither the Vendor/Bidder listed above nor any of its parents, subsidiaries, or affiliates is listed on the New Jersey Department of the Treasury's Chapter 25 List of entities determined to be engaged in prohibited activities in Iran, Russia or Belarus.

OR

I am unable to certify as above because the Vendor/Bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the New Jersey Department of the Treasury's Chapter 25 List. I will provide a detailed, accurate and precise description of the activities of the Vendor/Bidder, or one of its parents, subsidiaries or affiliates, has engaged in regarding investment activities in Iran by completing the information requested below.

Entity Engaged in Investment Activities \_\_\_\_\_

Relationship to Vendor/ Bidder \_\_\_\_\_

Description of Activities \_\_\_\_\_

Duration of Engagement \_\_\_\_\_

Anticipated Cessation Date \_\_\_\_\_

*Attach Additional Sheets If Necessary.*

**CERTIFICATION**

I, the undersigned, certify that I am authorized to execute this certification on behalf of the Vendor, that the foregoing information and any attachments hereto, to the best of my knowledge are true and complete. I acknowledge that the ACUA is relying on the information contained herein, and that the Vendor is under a continuing obligation from the date of this certification through the completion of any contract(s) with the ACUA to notify the Qualified Purchasing Agent in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I will be subject to criminal prosecution under the law, and it will constitute a material breach of my agreement(s) with the ACUA, I am permitting the ACUA to declare any contract(s) resulting from this certification void and unenforceable.

Brian Lambert

*Printed Name of Authorized Agent*

*Signature of Authorized Agent*

President

*Title*

June 13, 2023

*Date*

Garland / DBS, Inc.

*Company Name*

DOC #7

**NEW JERSEY BUSINESS REGISTRATION CERTIFICATE  
(N.J.S.A. 52:32-44)**

Offerors wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate with their proposal here. Failure to do so will disqualify the Offeror from offering products or services in New Jersey through any resulting contract.

<https://www.njportal.com/DOR/BusinessRegistration/>

**EEOAA EVIDENCE**

Equal Employment Opportunity/Affirmative Action  
Goods, Professional Services & General Service Projects

**EEO/AA Evidence**

Vendors are required to submit evidence of compliance with N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 in order to be considered a responsible vendor.

**One** of the following must be included with submission:

- Copy of Letter of Federal Approval
- Certificate of Employee Information Report
- Fully Executed Form AA302
- Fully Executed EEO-1 Report

See \_\_\_\_\_ the \_\_\_\_\_ guidelines \_\_\_\_\_ at:  
[https://www.state.nj.us/treasury/contract\\_compliance/documents/pdf/guidelines/pa.pdf](https://www.state.nj.us/treasury/contract_compliance/documents/pdf/guidelines/pa.pdf)  
f for further information.

I certify that my bid package includes the required evidence per the above list and State website.

Name: Brian Lambert Title: President, Garland/DBS, Inc.

Signature:  Date: June 13, 2023



DOC #9  
MACBRIDE-PRINCIPLES



STATE OF NEW JERSEY DEPARTMENT OF THE TREASURY  
DIVISION OF PURCHASE AND PROPERTY

33 WEST STATE STREET, P.O. BOX 230  
TRENTON, NEW JERSEY 08625-0230

MACBRIDE PRINCIPALS FORM

BID SOLICITATION #: 23-04

VENDOR/BIDDER:

VENDOR'S/BIDDER'S REQUIREMENT  
TO PROVIDE A CERTIFICATION IN COMPLIANCE WITH THE MACBRIDE PRINCIPALS  
AND NORTHERN IRELAND ACT OF 1989

Pursuant to Public Law 1995, c. 134, a responsible Vendor/Bidder selected, after public bidding, by the Director of the Division of Purchase and Property, pursuant to N.J.S.A. 52:34-12, must complete the certification below by checking one of the two options listed below and signing where indicated. If a Vendor/Bidder that would otherwise be awarded a purchase, contract or agreement does not complete the certification, then the Director may determine, in accordance with applicable law and rules, that it is in the best interest of the State to award the purchase, contract or agreement to another Vendor/Bidder that has completed the certification and has submitted a bid within five (5) percent of the most advantageous bid. If the Director finds contractors to be in violation of the principals that are the subject of this law, he/she shall take such action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

I, the undersigned, on behalf the Vendor/Bidder, certify pursuant to N.J.S.A. 52:34-12.2 that:

**CHECK THE APPROPRIATE BOX**



The Vendor/Bidder has no business operations in Northern Ireland; or

**OR**



The Vendor/Bidder will take lawful steps in good faith to conduct any business operations it has in Northern Ireland in accordance with the MacBride principals of nondiscrimination in employment as set forth in section 2 of P.L. 1987, c. 177 (N.J.S.A. 52:18A-89.5) and in conformance with the United Kingdom's Fair Employment (Northern Ireland) Act of 1989, and permit independent monitoring of its compliance with those principals.

**CERTIFICATION**

I, the undersigned, certify that I am authorized to execute this certification on behalf of the Vendor/Bidder, that the foregoing information and any attachments hereto, to the best of my knowledge are true and complete. I acknowledge that the State of New Jersey is relying on the information contained herein, and that the Vendor/Bidder is under a continuing obligation from the date of this certification through the completion of any contract(s) with the State to notify the State in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I will be subject to criminal prosecution under the law, and it will constitute a material breach of **my** agreement(s) with the State, permitting the State to declare any contract(s) resulting from this certification to be void and unenforceable.

A handwritten signature in blue ink that reads "Brian Lambert".

June 13, 2023

Signature

Date

Brian Lambert, President, Garland/DBS, Inc.

Print Name and Title

*IV. 2. c. i. Provide a brief history of the Offeror, including year it was established and corporate office location.*

---

## **Ownership Structure**

Garland/DBS, Inc. was founded in 2009 as a partnership of two Garland Industries, Inc. subsidiaries – The Garland Company, Inc. and Design-Build Solutions, Inc. Together, Garland/DBS, Inc. provides seamless project delivery:

- Through The Garland Company, Inc.:
  - High-performance roofing and waterproofing materials for the exterior building envelope
  - Field support from 212 locally based territory managers across the U.S.
- Through Design-Build Solutions, Inc.:
  - Comprehensive support services managed by an expert professional staff and delivered through a network of third-party architects, engineers, and roof consultants
  - Turnkey general contracting services managed by a knowledgeable and experienced staff and performed locally by Garland’s Authorized Contractor Network, which is continually expanding to ensure our public agency customers of the opportunity to work with their own preferred, locally based contractors.

In addition to the collective capabilities of these two core entities, the family of Garland companies now encompasses over twenty additional subsidiaries dedicated to manufacturing and/or distributing materials and support services for the commercial building envelope. OMNIA Partners Public Agencies participating in our existing contract with Racine County (WI) are already benefiting from our augmented capabilities and will continue to benefit from Garland Industries’ on-going investments.

Our existing and future vertical integrations, which protect customers from service and material disruptions, and our new niche offerings, which expand Participating Public Agencies’ access to new categories of best-in-class products, will add value for Region 4 ESC and other public sector customers, should we be awarded this contract. Although often overlooked, the most sensitive areas of a commercial building envelope are the points where one waterproofing system ties into another, e.g., where the roof adjoins the wall. By providing the expertise, materials and services to address virtually every building envelope configuration, the Garland Industries family of companies offers every Participating Public Agency a high level of confidence that every building envelope solution purchased through the Master Agreement will maintain its integrity for its warranted life or longer.

The Garland Industries' approach eliminates nearly all of the finger-pointing that so often occurs when multiple waterproofing systems are incorporated into a single project. In bringing together a collaboration of waterproofing industry professionals with varied specializations, Garland Industries can innovate and formulate products that are compatible and durable.

It is often said: "You are only as strong as your weakest link." By controlling the manufacturing capabilities and material performance characteristics of multiple types of products that are integrated together to provide a seamless waterproofing solution for the complete building envelope, Garland Industries through Garland/DBS, Inc.'s turnkey delivery, eliminates the weak links.

Although Garland/DBS, Inc. is a partnership as described above, the allocation of revenues, costs and profits are made based upon each company's contribution to the overall project., i.e.:

- If a turnkey project does not involve The Garland Company, Inc.'s materials, all of the revenue, costs and profits for the turnkey delivery are allocated to Design-Build Solutions, Inc.
- If a Participating Public Agency only wishes to purchase the Garland materials directly and use the traditional competitive public bid process to procure the trade labor and related materials, all of the revenue, costs and profits are allocated to The Garland Company, Inc.
- On a turnkey project involving Garland materials, the revenue, costs and profits associated with the materials are allocated to The Garland Company, Inc., and the remaining revenue, costs and profits associated with the turnkey delivery are allocated to Design-Build Solutions.

The Garland Company, Inc. does not receive any revenue or profit from Design-Build Solutions, Inc.'s involvement in a turnkey project, and Design-Build Solutions, Inc. does not mark-up the Garland materials or receive any revenue, costs or profit from the Garland material portion of the project.

This separation and segregation of participation in meeting Master Agreement obligations allows each entity to operate independently of the other, creating a natural check and balance. While at the same time, the joint ownership structure allows Garland/DBS, Inc. to deliver on the Master Agreement requirements with shared resources and strong financial backing.

The overall ownership of Garland Industries adds to the sharing of resources and overall financial support of Garland/DBS, Inc. As Garland Industries continues to bolster its overall capabilities, resources and financial sustainability, Garland/DBS, Inc. will continue to deliver on

its promises, regardless of economic uncertainties, as evidenced by Garland's 124 years of staying power.

*IV.2.c.ii. Describe Offeror's reputation in the marketplace.*

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Reputation for Garland is a byproduct of quite simply earning each customer's trust, each and every day. In many of the projects in which we are privileged to bid, we are not the lowest-cost option. This means that for a Customer who chooses a Garland roof, they must believe in the promise that over time, the roof they are purchasing will last longer with fewer problems, and that Garland will stand behind the work on that roof for the length of the warranty.

It's in our cultural DNA to never rest on reputation, and to go back out from zero and earn it each day. As our CEO Dave Sokol has often stated, "We should always play like we're two touchdowns behind." Because of our never-satisfied mindset, we are fortunate that our customers usually are. Since the best indicator of reputation is a referral, we'll let some of their words do the talking for us.

"If there was an issue, right now, right this moment, I have no doubt I could pick up the phone and call Garland and they're going to take care of it, every single time."

"Garland helped greatly in the development of anticipated project costs and suggested project phasing based on roof conditions, building operating schedules, and anticipated material and contractor availabilities."

"Garland being an OMNIA Partners supplier made it really seamless, and gave us peace of mind that we would have the best available pricing to make our budget work."

"We wanted to get out of the cycle of fighting leaks that comes with a lesser quality roof. At the same time, I knew what my budget was and had to stay within certain parameters. I'd looked at virtually every type of roofing system to find something that could meet our needs, and knew Garland had the highest-quality products available. Then Garland brought OMNIA Partners to the table, and everything fell into place."

*IV.2.c.iii. Describe Offeror's reputation of products and services in the marketplace.*

---

Over the years, Garland's products have been recognized for two seemingly incongruous attributes – innovation and reliability. How can products have a reputation for breaking new ground, yet also be trusted and proven? We think it all goes back to our employee-owners. When everyone is an owner, everyone has the opportunity to bring new ideas that move the business forward. In fact, we formalized innovation at our Cleveland headquarters in 2019 with our annual "GarTank" competition, modeled after TV's "Shark Tank." At the same time, when everyone acts as an owner, there is a shared focus on the smallest detail, a shared emphasis on doing it right the first time, and a shared willingness to go the extra mile. This culture means that the innovative products we develop and manufacture – and the service we provide to support them – are engineered to meet and exceed our Customer's specifications.

We are proud of the "firsts" shared below and use them as fuel to drive us toward our "nexts." Ultimately, those next innovations, like the ones listed below, will be sparked by the needs of our Customers.

- The first high-performance modified bitumen roofing system manufactured in North America – StressPly
- The first green roofing system
- The first roofing manufacturer to have modified membranes certified by UL Environment for recycled and bio-based content
- The first thermoset polyurethane-modified membrane designed to retain its resiliency, making it the longest-lasting roof system in the commercial market
- The first thermoplastic roofing capsheet with "open window technology" in the scrim that improves puncture resistance and durability of the roof
- The first standing seam metal roofing system with
- The first roofing manufacturer to have an adhesive certified bio-based by the US Department of Agriculture

The Garland Company, Inc. holds over 100 patents, with more on the way.

*IV.2.c.iv. Describe the experience and qualification of key employees.*

---

**Matthew McDermott** has been in the roofing industry for more than 20 years with experience building and owning a roofing, waterproofing and concrete restoration company, then excelling as a commercial building envelope sales representative for Garland in Florida, and currently holds the position of President, The Garland Roofing Company. Matthew is highly

knowledgeable about the industry and the needs of Garland's customers when managing commercial, industrial, and institutional facilities. Matt holds a BA in Business.

**Alexis Turner** began her career working in consulting, focusing on work with procurement departments in state governments, delivering savings through strategic sourcing and contract negotiations. Alexis moved from strategic sourcing into a role as Regional Manager at U.S. Communities, which was a cooperative purchasing program focused in the public sector. She spent twelve years at U.S. Communities, the last four of which she managed contract development nationwide. She joined The Garland Company in 2020 as the Director of Contracts, managing their healthcare, government, and federal contracts. She quickly added National Accounts to her responsibilities and currently manages the National Accounts corporate team. Alexis holds a BS in Engineering and a BA in Economics from Swarthmore College.

**Scott Craft** is a 1988 graduate of Bowling Green State University, with a BA in Visual Communications Technology. Since joining Garland in 1990, Scott has held a number of positions in the Garland Industries, Inc. organization. He began his career as Advertising Manager for ImageWorks, Garland's in-house advertising department. In 1995, he assumed responsibility for Garland's sales training program, and in 1998, his responsibilities expanded to encompass recruiting as Director of Recruiting and Training. In 2005, he assumed the position of Director of Operations, and more recently, the position of Vice President and General Manager for The Garland Company, Inc. His current responsibilities touch on all areas of Garland's day-to-day business.

**Brian Lambert** is a 30+ year veteran of the commercial roofing industry. He has extensive experience in all types of low slope commercial roofing systems and has personally inspected thousands of buildings across North America. For over a decade, he led the product and technical teams at Garland, gathering feedback from the field and working with research and development, manufacturing, and marketing to implement new products and services to better serve Garland's vast customer base. In his current role as President of Design-Build Solutions, Inc., Brian supervises all turnkey projects for Garland/DBS.

**Steven Lane** has served as Director of Marketing for The Garland Company since 2021, following seven years leading marketing communications for the Performance Coatings Group of Sherwin-Williams. In his current role with Garland, Steven and his team are responsible for brand strategy and messaging, sales enablement, new product introductions, and demand generation campaigns across online and offline platforms. Steven's career has spanned marketing and advertising roles reaching Customers in a host of business-to-business segments, including healthcare, education, logistics, manufacturing, and municipalities. He earned a BA with honors from the University of Pennsylvania.

**Jeff Muranko** has more than 18 years of experience in Customer relations, orders, inventory, and logistics and works tirelessly to ensure Garland products arrive to their scheduled destination on time and in excellent condition. As Garland's Customer Service Manager, Jeff is responsible for reviewing orders for accuracy and product compatibility. Jeff also oversees a team of Customer service representatives.

**Jordan Trimble** has 16 years of experience in the logistics industry with a background in operations, analysis, and transportation management. Jordan joined Garland/DBS, Inc. in 2018 as the Logistics Manager in the newly created Logistics Department. His role includes focusing on reducing freight costs, assessing any potential risk to the supply chain, and optimizing the delivery process to ensure a seamless final arrival of materials to the job site. Jordan's responsibilities also include negotiating carrier procurement rates, managing carrier relations, modal optimization and coordinating material delivery.

**Theo Verginis** joined Garland as its General Counsel in December of 2021. He has been practicing law for over 20 years in various roles, both in private practice and as in-house counsel for companies. He began his legal career as a commercial litigator and was a member of the firm's construction litigation team. Shortly after being voted partner at his firm, he joined the litigation group of one of his clients, a fortune 500 power management company. While there, he was promoted to business counsel and assigned primary legal responsibilities for four separate divisions totaling over \$4 billion in revenue. His responsibilities included business counseling, contracts, commercial and regulatory matters, mergers and acquisitions, and all other legal matters relevant to the business. Before joining Garland, Theo was the General Counsel and Corporate Secretary of a company in Indiana, where he was responsible for all legal and compliance matters.

**Tom Diamond, P.E.**, has a strong knowledge of the commercial building industry, holds several patents for the development of innovative products and is a masterful engineer known for his effective, efficient, and sustainable designs. Tom currently serves as the Director of Products and Systems for The Garland Company, Inc., overseeing Garland's product management department in the development of new and innovative products and services for the building enclosure. Along with that, Tom also designs roof and wall systems that exceed industry standards of performance and are compliant with all international, state, and local building codes. In his new capacity as Product Specialist and Designated Green Expert for the EducationPlus contract, Tom will be responsible for continuing to respond to the needs of the market through the development of high-performance, sustainable, and long-lasting products.

**Heidi Dobson** has more than two decades of experience working in the general contracting industry with a strong background in project coordination and OSHA safety requirements. In her current role as project coordinator for DBS, Inc., Heidi assists with more than 1,000 projects on average per year while also maintaining and writing DBS's safety programs. Heidi

is highly involved in various aspects of projects from award through to completion, including processing purchase and change orders; obtaining certificates of insurance for projects; obtaining payment and performance bonds, and coordinating all documentation efforts with subcontractors. She also helps with project coordination/project management efforts for national sales accounts and statewide licensing and contractor registration programs. Heidi has been an OSHA 500 Certified Trainer for 23 years and receives additional training annually.

**Scott Sibits** has worked in accounting and finance for over 20 years, and has been with Garland since 2009. In his current role as Corporate Controller, Scott is responsible for overseeing the accounting functions within Garland Industries, including accounts receivable, accounts payable, and general accounting. His team engages annually with a large public accounting firm to perform an audit of Garland Industries.

*IV.2.c.v. Describe offeror's experience working with the government sector.*

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Due to the proven longevity and waterproofing performance of Garland's roofing solutions, as well as service and support offerings that maximize the life of an asset while helping manage capital budgets, Garland/DBS Inc. has enjoyed long-standing partnerships with many segments of the public sector throughout our history, including but not limited to:

- K-12 schools
- Public colleges and universities
- First responder stations
- Courthouses
- Corrections facilities
- Recreation centers
- Natatoriums
- City halls
- Military bases
- Public works/utilities
- Other government buildings

We have been an approved vendor of the General Services Administration (GSA) since 2000, and an awarded Supplier to OMNIA Partners (formerly US Communities) since 2010.

Our full-service manufacturing approach is highly valued by public sector Customers, as Garland's highly-trained, locally-based Territory Managers assist with specifications and sourcing qualified contractors, and are on-site frequently throughout a project installation to ensure the finished products meets those specifications. The reduced chain of liability created by Garland's full-service approach minimizes change orders and finger-pointing, allowing



public customers to stay on timeline and on budget, and providing greater peace of mind in the finished project.

*IV.2.c.vi. Describe past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors.*

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The success of Garland/DBS, Inc., The Garland Company, Inc. and DBS, Inc. can be attributed, in our opinion, to best-in-class products, service excellence, and an unparalleled “Customer first” approach. To the extent concerns arise on a project, we make considerable efforts to address them promptly to the satisfaction of our Customers. On a rare occasion, we are joined in multi-party litigation. Below is a list of litigations for the last three (3) years in which Garland/DBS, Inc., The Garland Company, Inc., or DBS, Inc. have been involved (which is less than 0.5% of turnkey projects):

[REDACTED]



2.c.vii. *References: Provide a minimum of 5 public agency customer references relating to the products and services within this RFP. Two (2) of these customer references should be for projects delivered through the job order contracting (JOC) delivery method. All references should be for services within the past three (3) years. Include entity name, contact name and title, contact phone and email, city, state, years serviced, description of services and annual volume.*

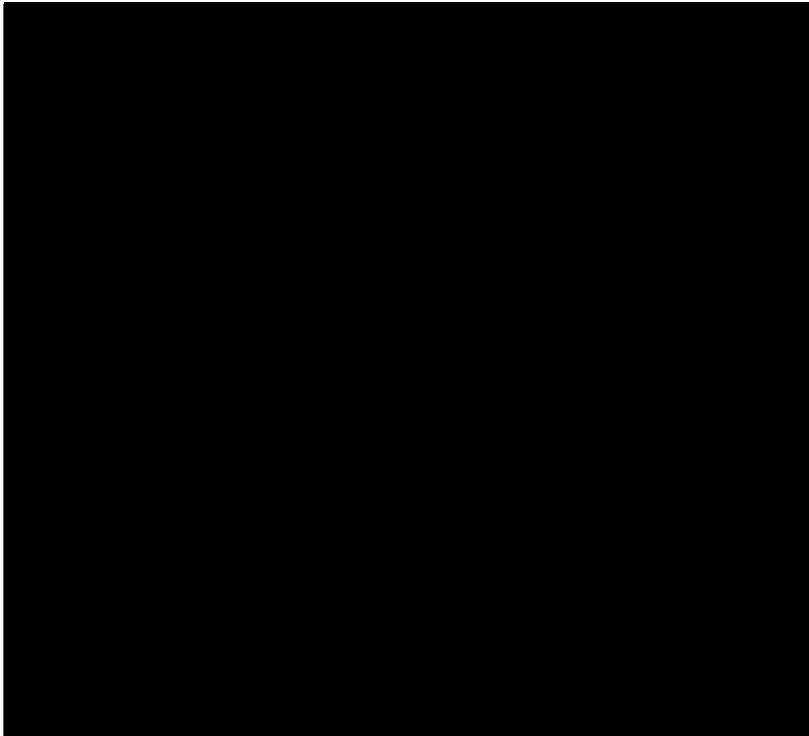
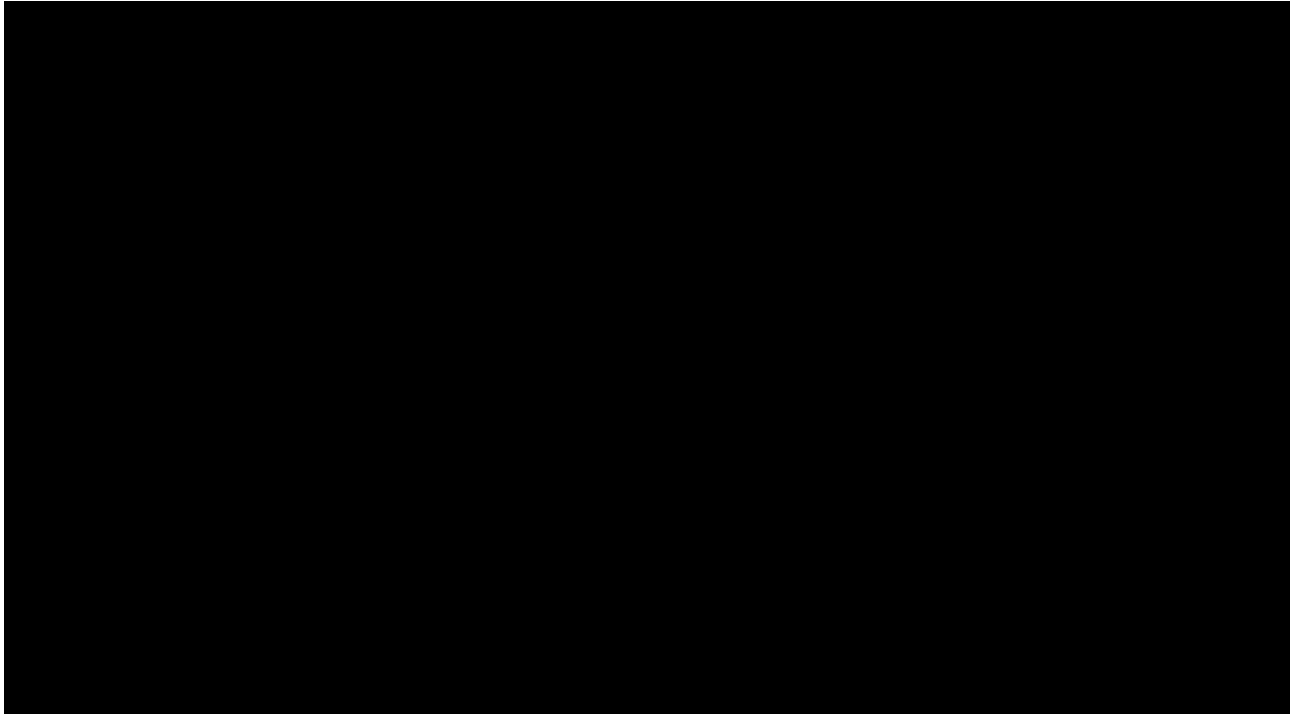
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References are attached in the following tab.

*IV.2.c.viii. Subcontracting Plan and/or Explanation of Applicable Affiliate Relationships - Offeror shall submit a subcontracting plan with their submittal. This plan will explain the subcontracting procedures providing assurances that the subcontractors meet the same high standards as the contractor. This will include a subcontractor's log, subcontractor qualification form, felony conviction notice and child and sex offender notice. This plan will also address how the Offeror will implement this safety plan with subcontractors (may reference the Offeror's safety plan). The subcontractors will be held to the same standards as the Awarded Offeror. A distinct portion of the subcontracting plan must deal with attracting, utilizing and mentoring small and disadvantaged businesses including how your company will attract these firms. Describe how your company will institute a prompt payment plan upon completion and acceptance of their work and how your company will make progress payments to subcontractors on long term job orders.*

*The Offeror shall submit a plan detailing the relationship with any applicable affiliates that may do work under this contract. This submittal should include, but is not limited to, work history, credentials, PO processes, and process to maintain upstanding workmanship and service.*

---



[REDACTED]

- [REDACTED]

[REDACTED]

*IV.2.d.i. Provide any additional information related to products and services Offeror proposes to enhance and add value to the Contract.*

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**Value-Added Service Solutions**

[REDACTED]

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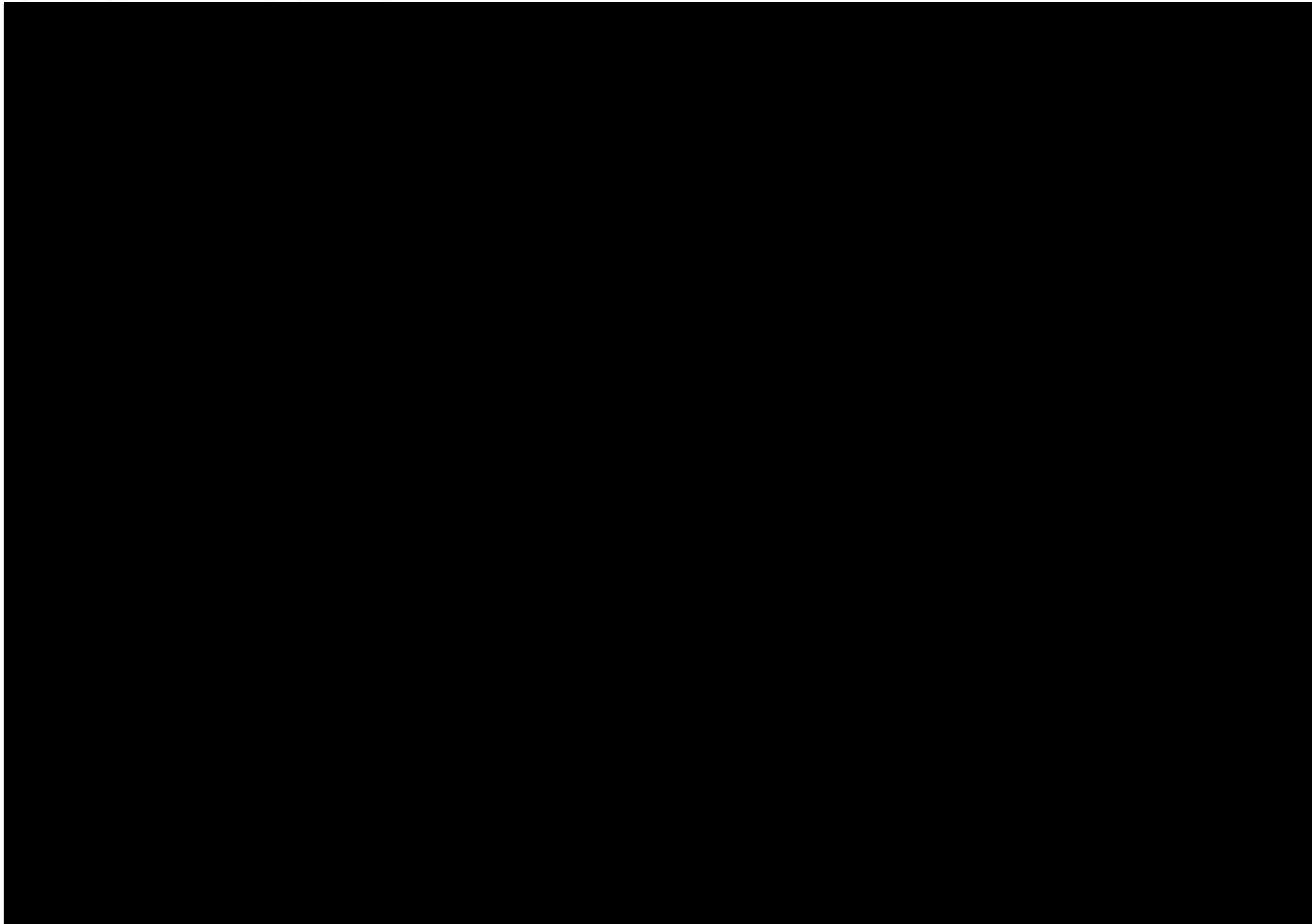
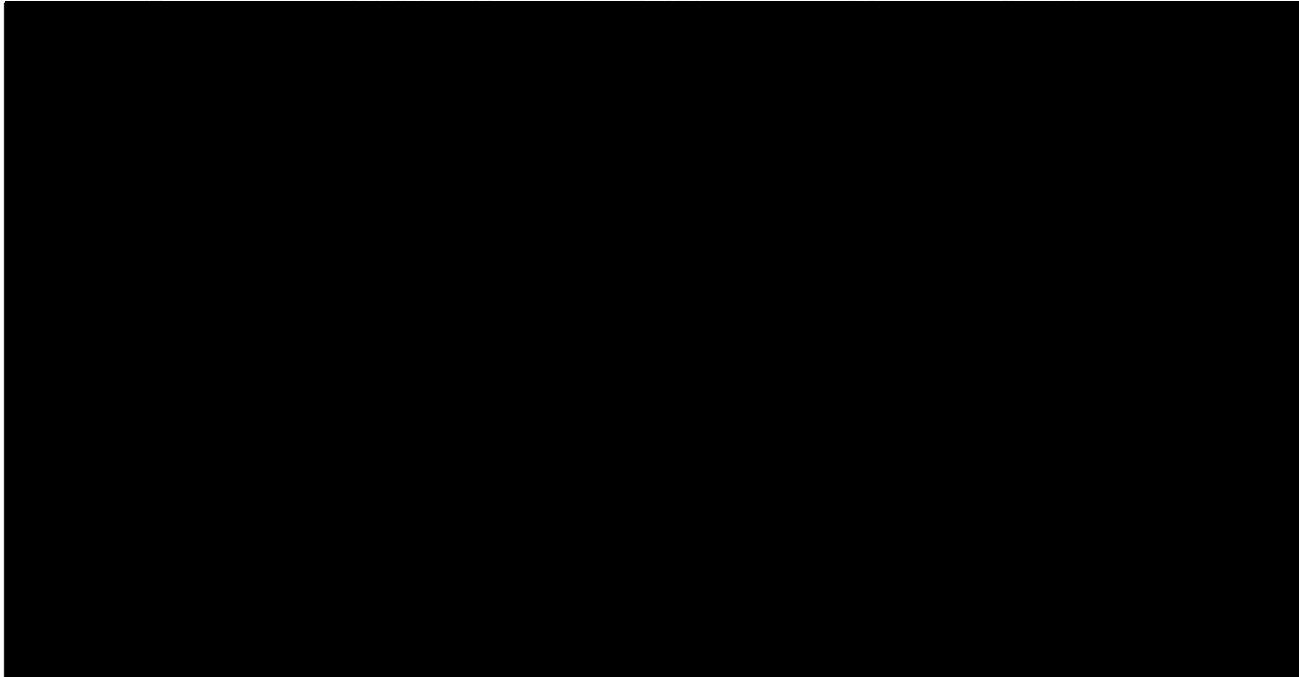
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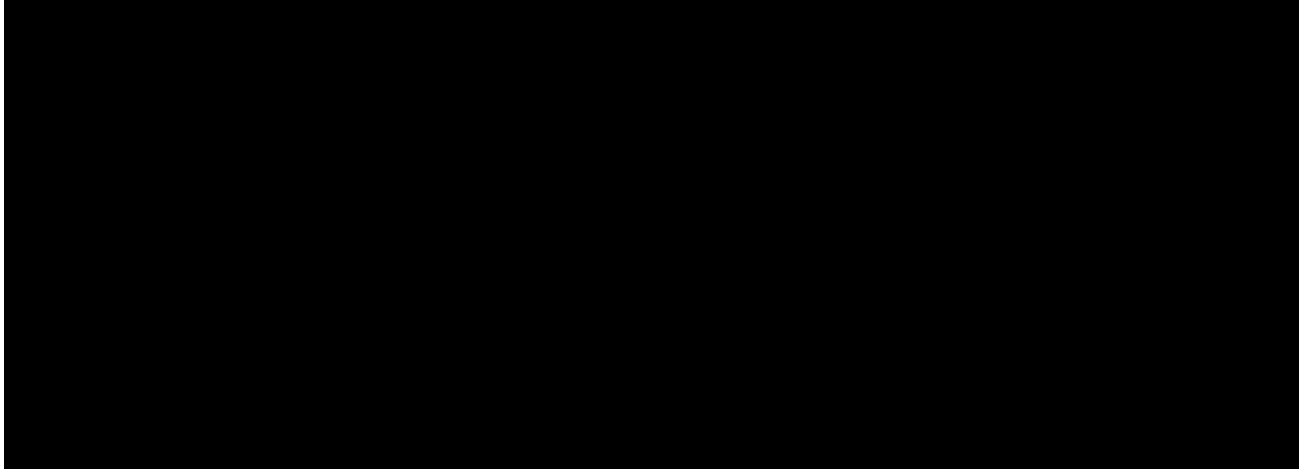
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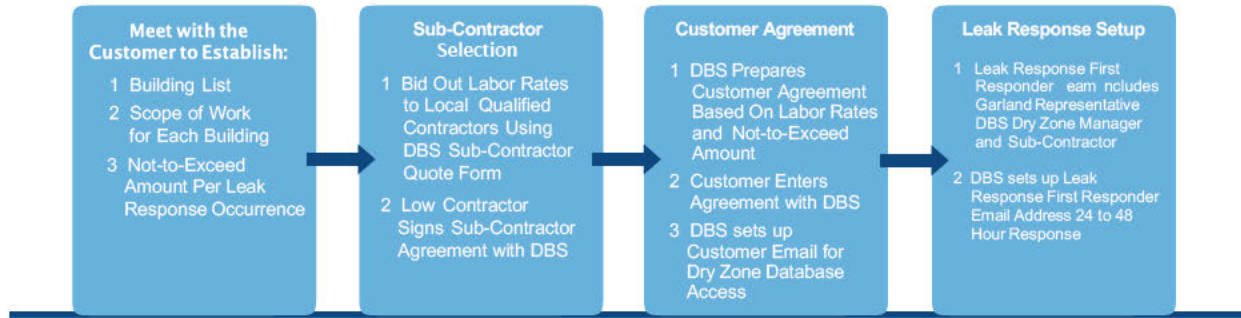




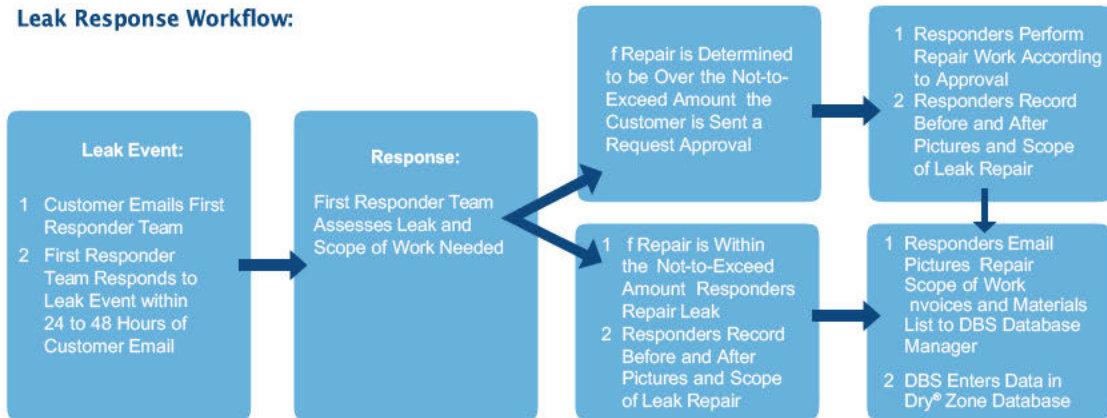


## LEAK RESPONSE PROCESS

### Dry Zone Setup:



### Leak Response Workflow:



### The Dry Zone Leak Response Service Includes:

- On Demand Leak Repair Services within 24 to 48 Hours
- Dry Zone Database Setup and Access
- Electronic Reporting System
- Before and After pictures, scope of work performed
- Not to exceed amount for Established Repairs
- Recommendations for improved performance

### Emergency Disaster Relief

As an extension of our core competency in complex roofing projects, Garland/DBS, Inc. also offers emergency disaster relief services in cooperation with the Federal Emergency Management Agency (FEMA) and local initiatives such as the Florida Emergency Supplier Network.



Our fully self-contained Mobile Command Center, manned by an experienced emergency response team, is equipped with satellite and intelligent communications systems to provide timely disaster relief services including damage assessment and emergency temporary dry-in; permanent roof repair and/or replacement; and long-term preventive maintenance.

In addition to complete roofing-related disaster relief services, we offer emergency:

- Exterior building repair
- Window opening repair
- HVAC and mechanical repair
- Site clean-up and debris removal

Garland/DBS, Inc. has developed a Storm Zone initiative that identifies a best-value process empowering and enabling customers to minimize expense and business interruption following a storm/natural disaster. This proactive management tool builds an inventory of knowledge and a detailed action plan and will continue to be part of our specialty service offering to Region 4 and other OMNIA Partners' Participating Public Agencies. This plan includes the following menu of items: Storm Tracker, Facility Analysis, Storm Ready Contractor Approval, On-Site Project Coordination, and Project Management.

*IV.2.c.vii. References: Provide a minimum of 5 public agency customer references relating to the products and services within this RFP. Two (2) of these customer references should be for projects delivered through the job order contracting (JOC) delivery method. All references should be for services within the past three (3) years. Include entity name, contact name and title, contact phone and email, city, state, years serviced, description of services and annual volume.*

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Additional references are available upon request.

**ACKNOWLEDGMENT AND ACCEPTANCE**  
**OF REGION 4 ESC's OPEN RECORDS POLICY**

**OPEN RECORDS POLICY**

All proposals, information and documents submitted are subject to the Public Information Act requirements governed by the State of Texas once a Contract(s) is executed. If an Offeror believes its response, or parts of its response, may be exempted from disclosure, the Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt and include detailed reasons to substantiate the exemption. Price is not confidential and will not be withheld. Any unmarked information will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 4 ESC must provide the OAG sufficient information to render an opinion and therefore, vague and general claims to confidentiality by the Offeror are not acceptable. Region 4 ESC must comply with the opinions of the OAG. Region 4 ESC assumes no responsibility for asserting legal arguments on behalf of any Offeror. Offeror is advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

*Signature below certifies complete acceptance of Region 4 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary).*

Check one of the following responses to the Acknowledgment and Acceptance of Region 4 ESC's Open Records Policy below:

- We acknowledge Region 4 ESC's Open Records Policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.
- We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

*(Note: Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Offeror must include detailed reasons to substantiate the exemption(s). Price is not confidential and will not be withheld. All information believed to be a trade secret or proprietary must be listed. It is further understood that failure to identify such information, in strict accordance with the instructions, will result in that information being considered public information and released, if requested under the Public Information Act.)*

6-13-23

\_\_\_\_\_  
Date

 - President

\_\_\_\_\_  
Authorized Signature & Title

**ANTITRUST CERTIFICATION STATEMENTS**  
**(Tex. Government Code § 2155.005)**  
Attorney General Form

I affirm under penalty of perjury of the laws of the State of Texas that:

1. I am duly authorized to execute this Contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
2. In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
3. In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
4. Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

<b>Company</b>	Garland / DBS, Inc.	<b>Contact</b>	
			<b>Signature</b> Jordan Trimble
			<b>Printed Name</b> Director Strategic Programs
			<b>Position with Company</b>
<b>Address</b>	3800 E. 91st Street	<b>Official Authorizing Proposal</b>	
	Cleveland, OH 44105		<b>Signature</b> Brian Lambert
			<b>Printed Name</b> President, Garland/DBS, Inc.
			<b>Position with Company</b>
<b>Phone</b>	(216) 641-7500		
<b>Fax</b>	(216) 641-0633		

# CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.  
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

**OFFICE USE ONLY  
CERTIFICATION OF FILING**

Certificate Number:  
2023-1034256

Date Filed:  
06/14/2023

Date Acknowledged:

**1 Name of business entity filing form, and the city, state and country of the business entity's place of business.**

Garland/DBS, INC.  
Cleveland, OH United States

**2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.**

Region 4 Education Service Center

**3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.**

23-04  
Roofing products, Services and Job-Order-Contracting (JOC) Services

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	Lambert, Brian	Cleveland, OH United States	X	
	McDermott, Matt	Cleveland, OH United States	X	
	Sokol, David	Cleveland, OH United States	X	
	Ripepi, Chuck	Cleveland, OH United States	X	
	Mulligan, Sean	Cleveland, OH United States	X	
	Oley, Bill	Cleveland, OH United States	X	
	Orlando, Joe	Cleveland, OH United States	X	
	Debacco, Dick	Cleveland, OH United States	X	
	Pease, Joe	Cleveland, OH United States	X	

5 Check only if there is NO Interested Party.

**6 UNSWORN DECLARATION**

My name is \_\_\_\_\_, and my date of birth is \_\_\_\_\_.

My address is \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.  
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in \_\_\_\_\_ County, State of \_\_\_\_\_, on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.  
(month) (year)

\_\_\_\_\_  
Signature of authorized agent of contracting business entity  
(Declarant)

**Texas Government Code 2270 Verification Form**

House Bill 89 (85R Legislative Session), which adds Chapter 2270 to the Texas Government Code, provides that a governmental entity may not enter into a contract with a company without verification that the contracting vendor does not and will not boycott Israel during the term of the contract.

Furthermore, Senate Bill 252 (85R Legislative Session), which amends Chapter 2252 of the Texas Government Code to add Subchapter F, prohibits contracting with a company engaged in business with Iran, Sudan or a foreign terrorist organization identified on a list prepared by the Texas Comptroller.

I, Brian Lambert, as an authorized representative of

Garland / DBS, Inc., a contractor engaged by

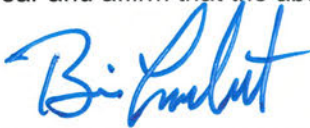
Insert Name of Company

Region 4 Education Service Center, 7145 West Tidwell Road, Houston, TX 77092, verify by this writing that the above-named company affirms that it (1) does not boycott Israel; and (2) will not boycott Israel during the term of this contract, or any contract with the above-named Texas governmental entity in the future.

Also, our company is not listed on and we do not do business with companies that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>.

I further affirm that if our company's position on this issue is reversed and this affirmation is no longer valid, that the above-named Texas governmental entity will be notified in writing within one (1) business day and we understand that our company's failure to affirm and comply with the requirements of Texas Government Code 2270 et seq. shall be grounds for immediate contract termination without penalty to the above-named Texas governmental entity.

I swear and affirm that the above is true and correct.



Signature of Named Authorized Company Representative

June 12, 2023

Date

### **FELONY CONVICTION NOTIFICATION**

Section 44.034, Texas Education Code, Notification of Criminal History, Subsection (a), states "A person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony."

Subsection (b) states "A school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract."

This Notice is Not Required of a Publicly-Held Corporation

### **CRIMINAL HISTORY REVIEW OF CONTRACTOR EMPLOYEES**

Offeror shall review §22.0834, Texas Education Code and 19 Texas Administrative Code §§153.1101 and 153.1117 regarding criminal history checks of school contractor employees. The rules define continuing duties related to contracted services, direct contact with students, covered contract employee and other relevant terms within the statute.

Except as otherwise provided herein, Offeror will obtain and certify in writing, before work begins, that the Offeror has received all criminal history record information that relates to an employee, applicant, agent or Subcontractor of the Offeror/Contractor or Subcontractor, if the person has or will have continuing duties related to the contracted services, and the duties are or will be performed on Region 4 ESC's, or Participating Public Agency as applicable to the Texas Education Code, property where students are regularly present or at another location where students are regularly present. Awarded Offer(s) shall assume all expenses associated with the background checks and shall immediately remove any employee or agency who was convicted of, receive probation for, or received deferred adjudication for any felony as outlined below or any misdemeanor involving moral turpitude, from Region 4 ESC's property or other location where students are regularly present.

Offeror/Contractor or sub-contractors may not work on Region 4 ESC's, or Participating Public Agency where the Texas Education Code may be applicable, property where students are present when they have been convicted, received probation, or deferred adjudication for the following felony offenses:

1. Any offense against a person who was, at the time the offense occurred, under 18 years of age or enrolled at a public school;



2. Any sex offense;
3. Any crimes against persons involving:
  - a. Controlled substances; or
  - b. Property; or
4. Any other offense Region 4 ESC, or Participating Public Agency where the Texas Education Code may be applicable, believes might compromise the safety of students, employees or property.

I, Brian Lambert, as an authorized representative of Garland / DBS, Inc., the Offeror verify that:

A. My company **is not** owned nor operated by anyone who has been convicted of a felony.

Signature of Company Official:  Date: 06/12/2023

B. My company **is owned** or operated by the following individual(s) who has/have been convicted of a felony:

Name of Felon(s): \_\_\_\_\_

Details of Conviction(s) : \_\_\_\_\_

Date: \_\_\_\_\_

C. My company is a **publicly held** corporate, therefore, this reporting requirement is not applicable.

Signature of Company Official: \_\_\_\_\_ Date: 06/12/2023

*IV.2.b.xiii. Safety/Environmental Plan - Offeror shall submit a detailed safety plan with their submittal. It should specifically address how the Offeror will implement this plan with the subcontractors. The safety plan will need to address OSHA compliance, environmental compliance, drug testing, trend analysis and noncompliance corrective action. It should also state whether a safety officer will interact with the Participating Public Agency's staff and management of safety and environmental issues while working in occupied areas.*

---

In the pages to follow, please find our detailed, OSHA-compliant Safety Plan.

If, in reviewing these documents, Region 4 would like additional information, this can be supplied upon request. Similarly, if any Participating Public Agency has job-specific safety requirements, these can be documented and we will manage an individual project for compliance with that locality.



since 1895



# Safety Manual

<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 1	<b>Revision Number HD2023</b>
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<b>DOCUMENT NUMBER</b> Table of Contents		<b>SAFETY COORDINATOR</b> Heidi Dobson

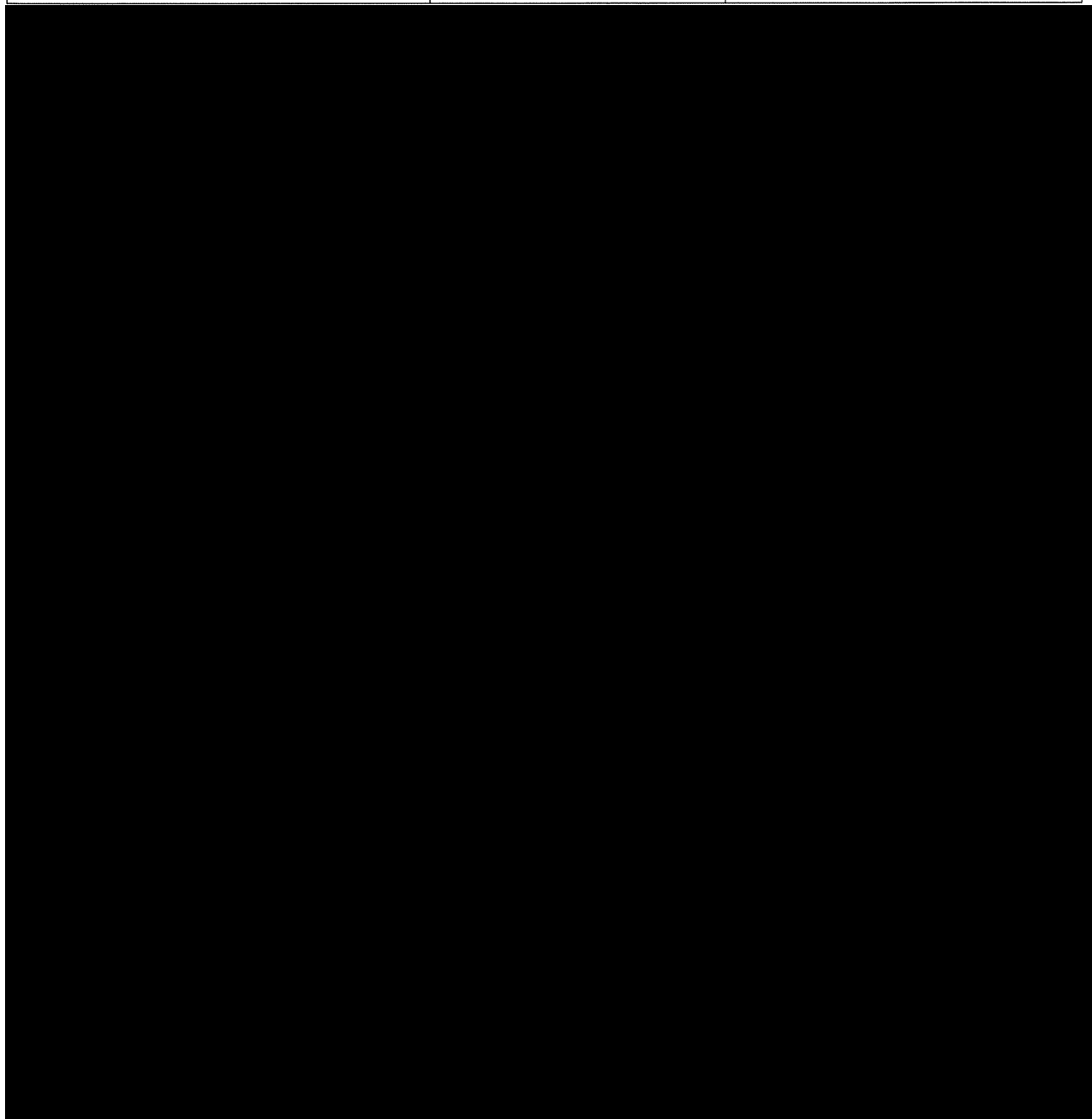
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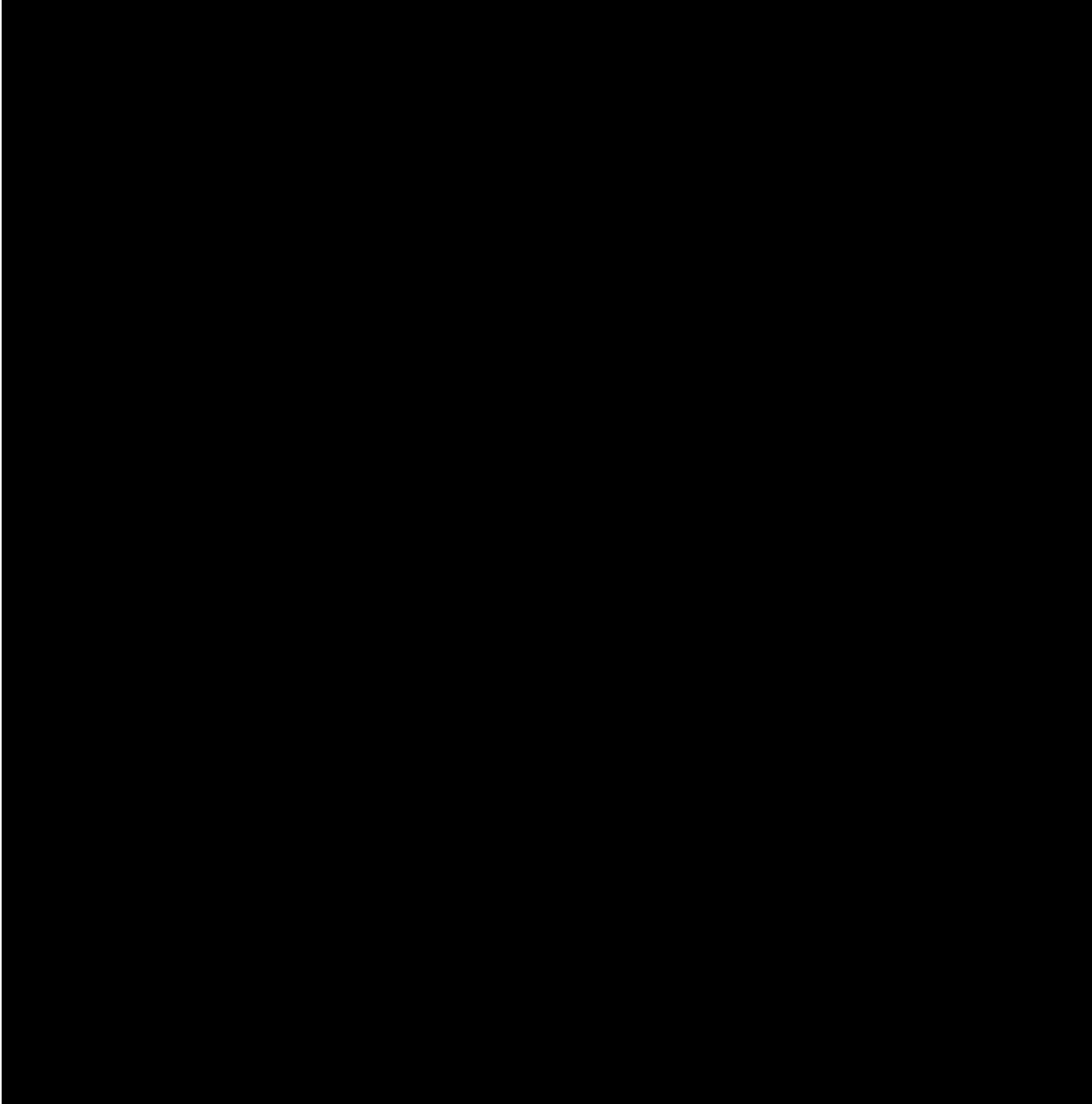
### Title

Document Number	Title
<b>SPM 01</b>	Safety Policy Statement
<b>SPM 02</b>	Environmental Policy Statement
<b>SPM 03</b>	Safety Program Review
<b>SPM 04</b>	Safety and Health Responsibility
<b>SPM 05</b>	Pre-Project Meetings and Safety Inspections
<b>SPM 06</b>	Accident / Incident Reporting
<b>SPM 07</b>	Accident / Incident Investigation
<b>SPM 08</b>	Safety Record Keeping Program
<b>SPM 09</b>	Safety Training Program
<b>SPM 10</b>	General Safety Rules
<b>SPM 11</b>	Emergency and Fire Prevention Plan
<b>SPM 12</b>	Fire Protection Program
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<b>SPM 16</b>	Back Injury Prevention Program
<b>SPM 17</b>	Hand, Electrical, and Pneumatic Tool Safety
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<b>SPM 25</b>	Welding, Cutting, and Brazing Program
<b>SPM 26</b>	Safety Signs and Tags
<b>SPM 27</b>	Bloodborne Pathogens Exposure Control Program
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<b>SPM 33</b>	Process Safety Management Program
<b>SPM 34</b>	Stop Work Authority Program

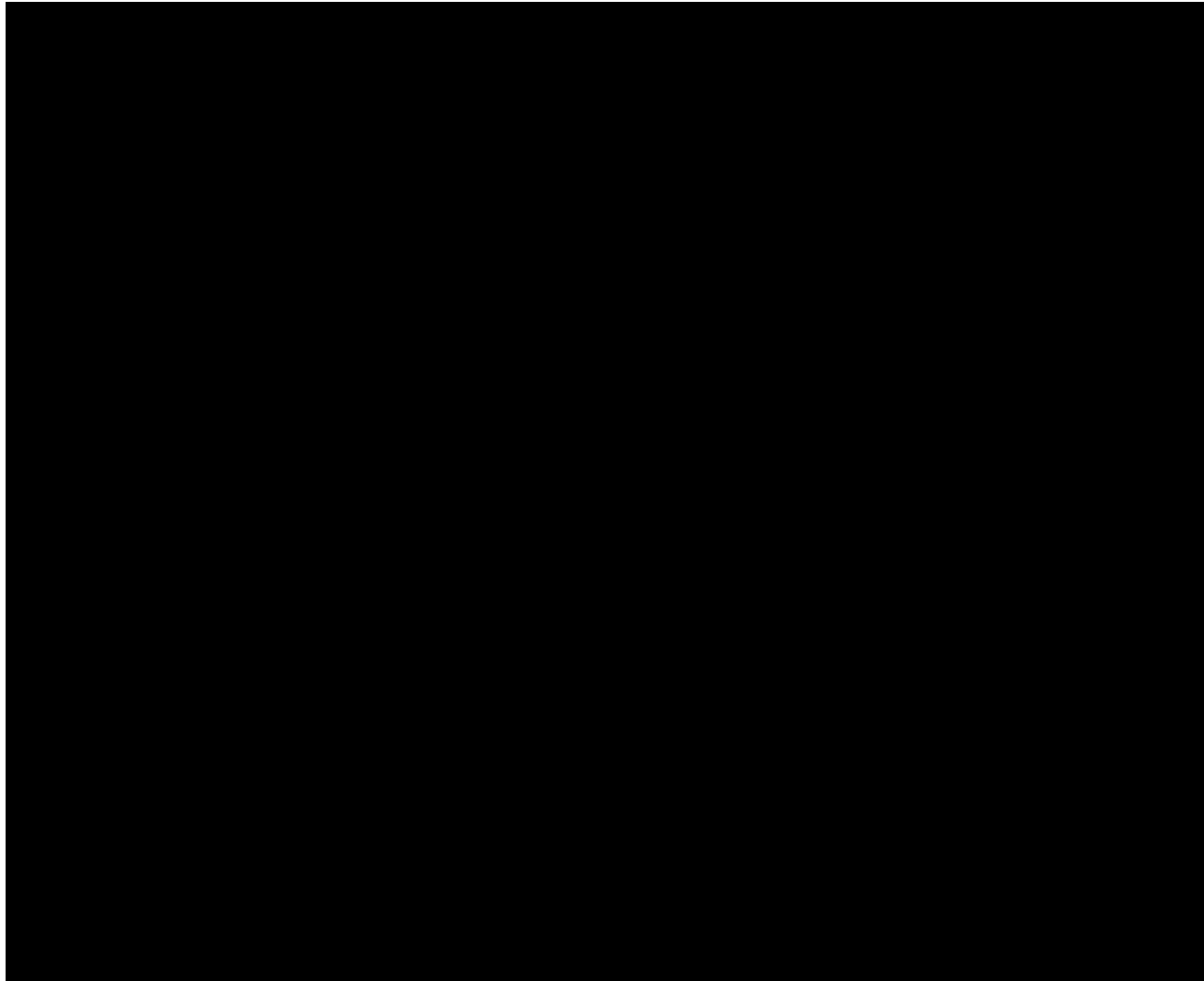
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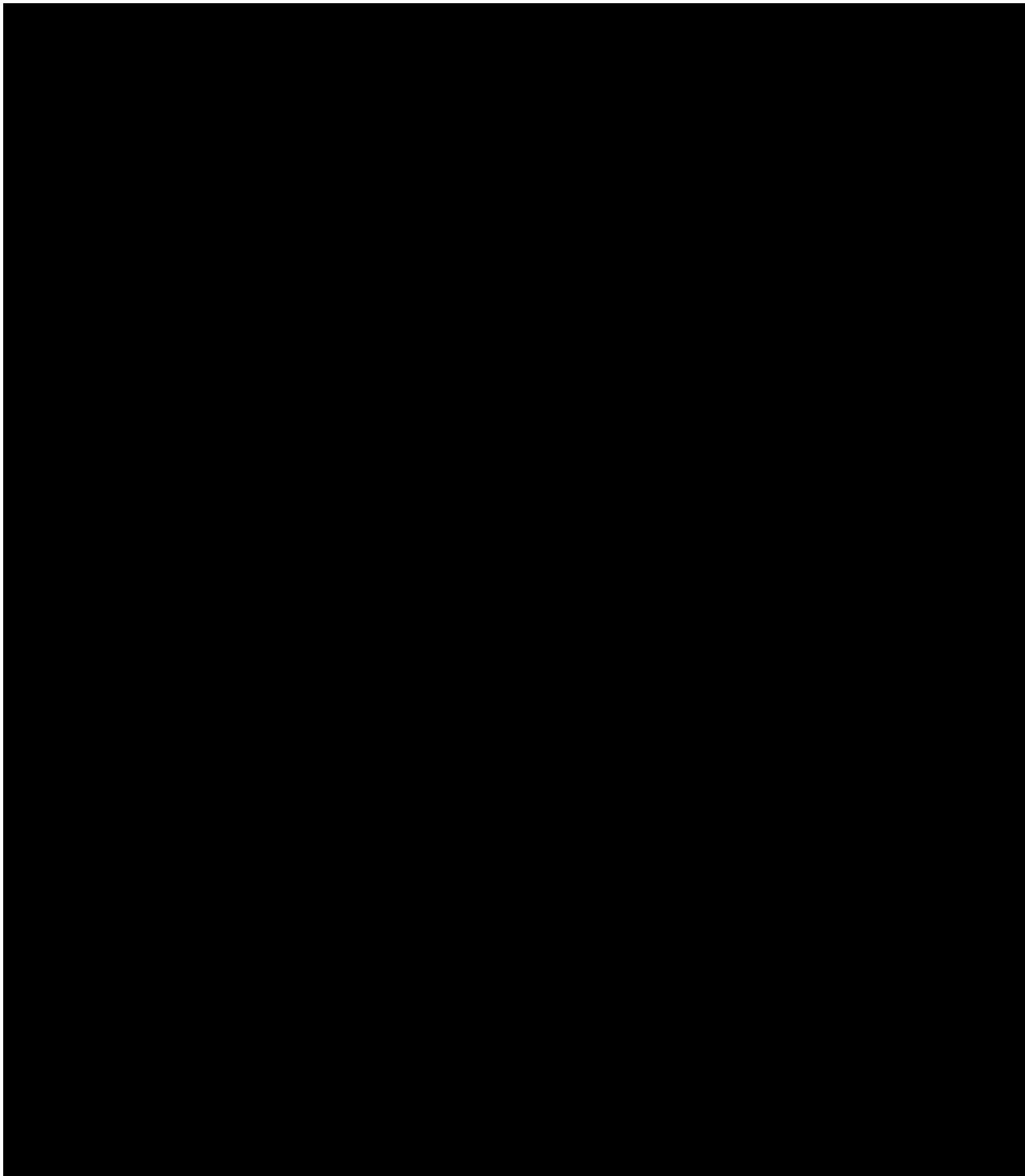
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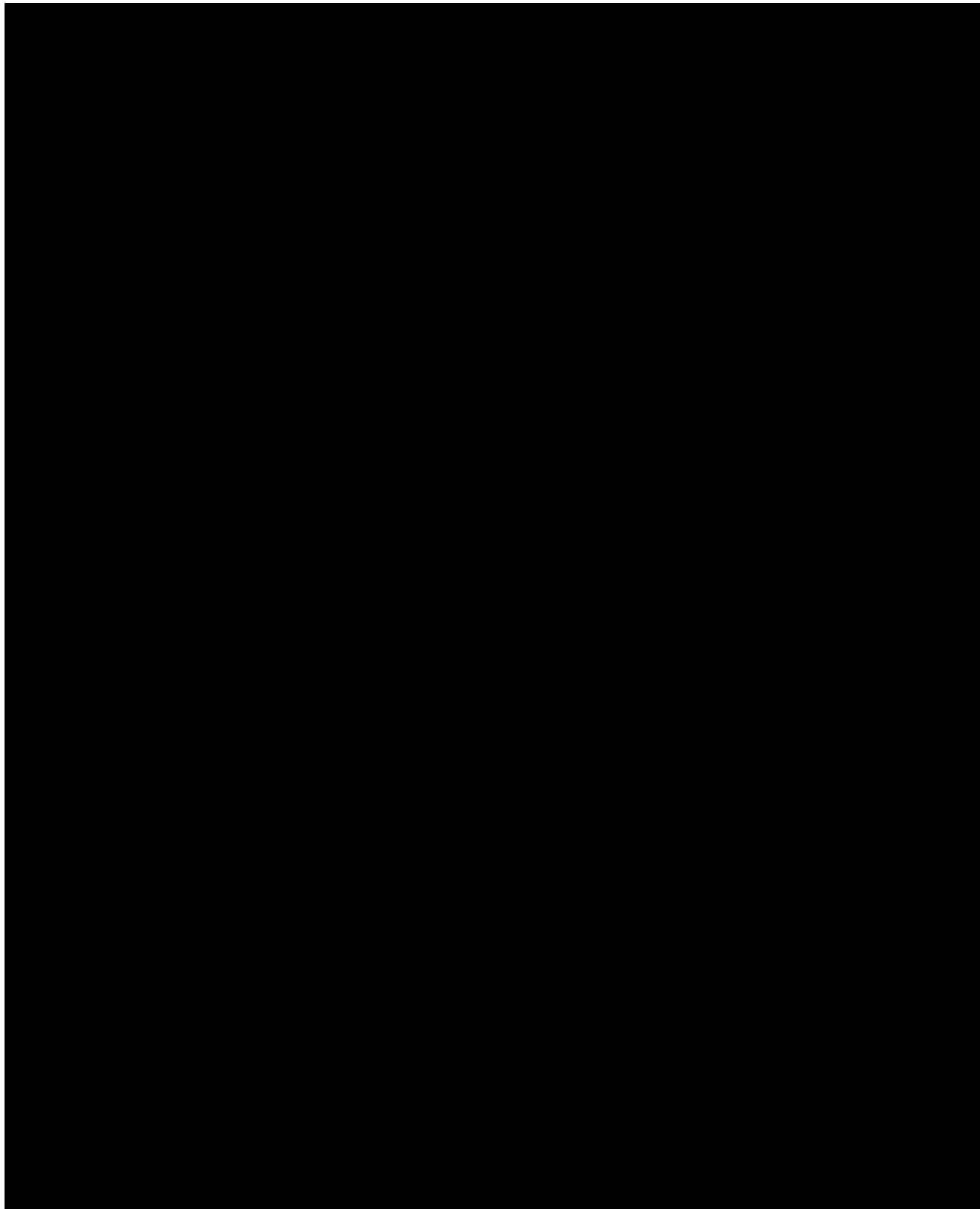
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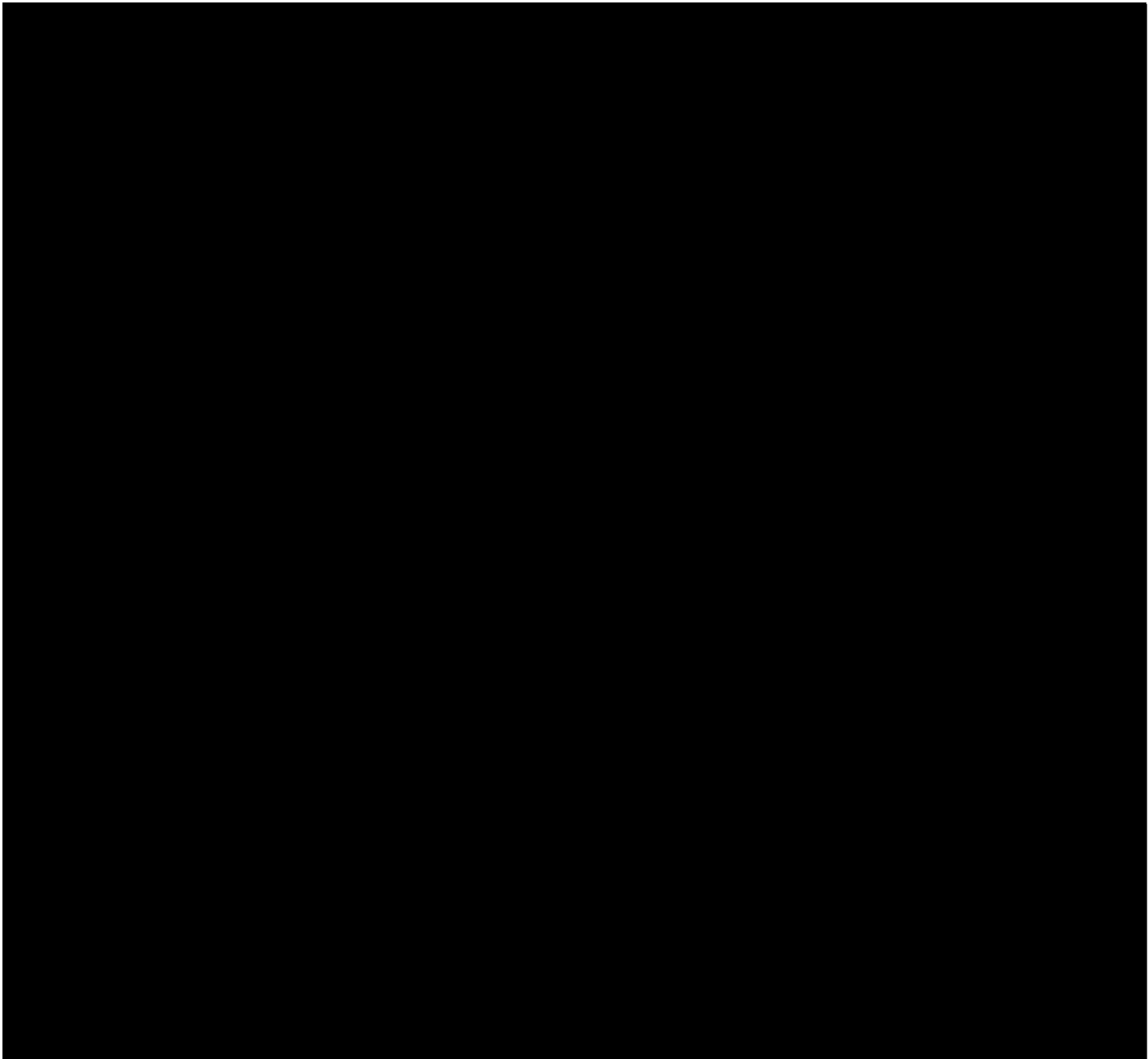






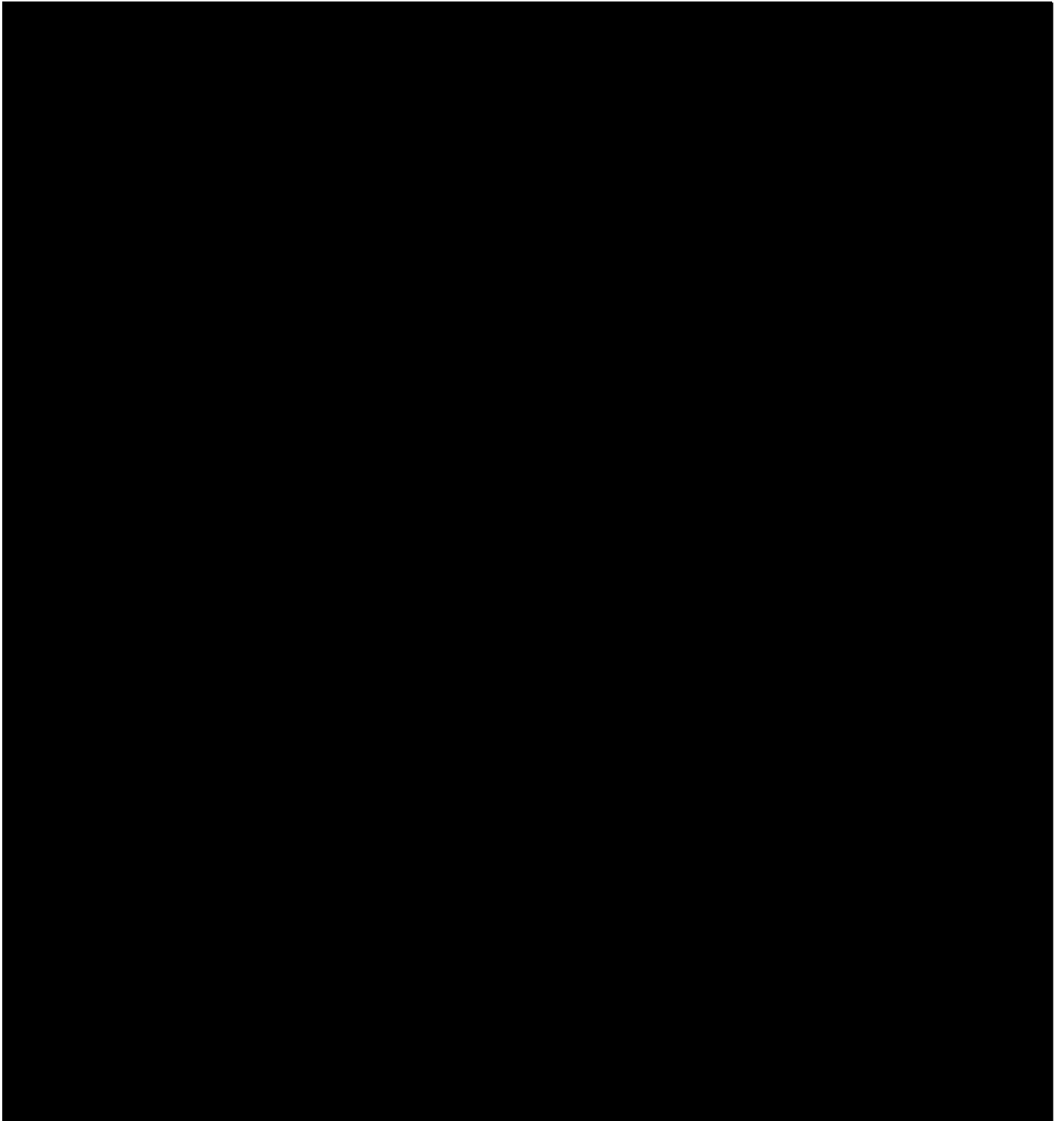
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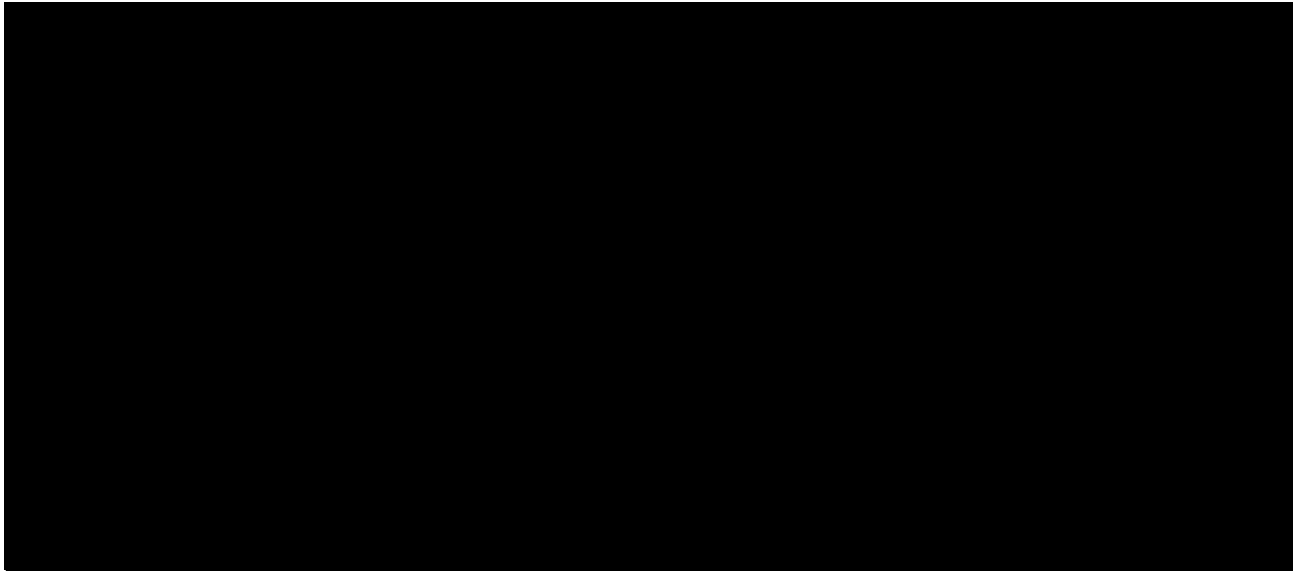




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**ACCIDENT / INCIDENT REPORTING**



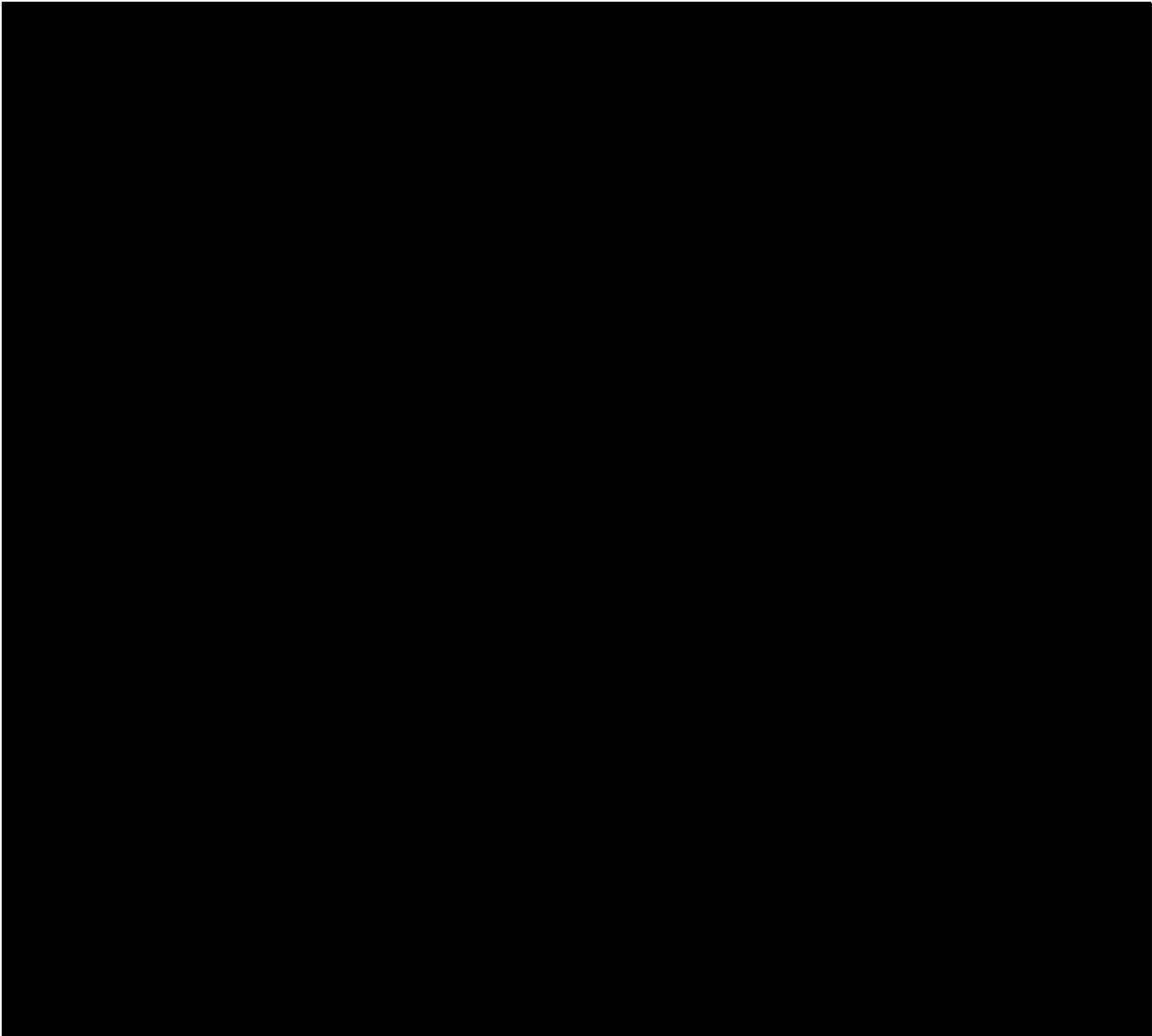


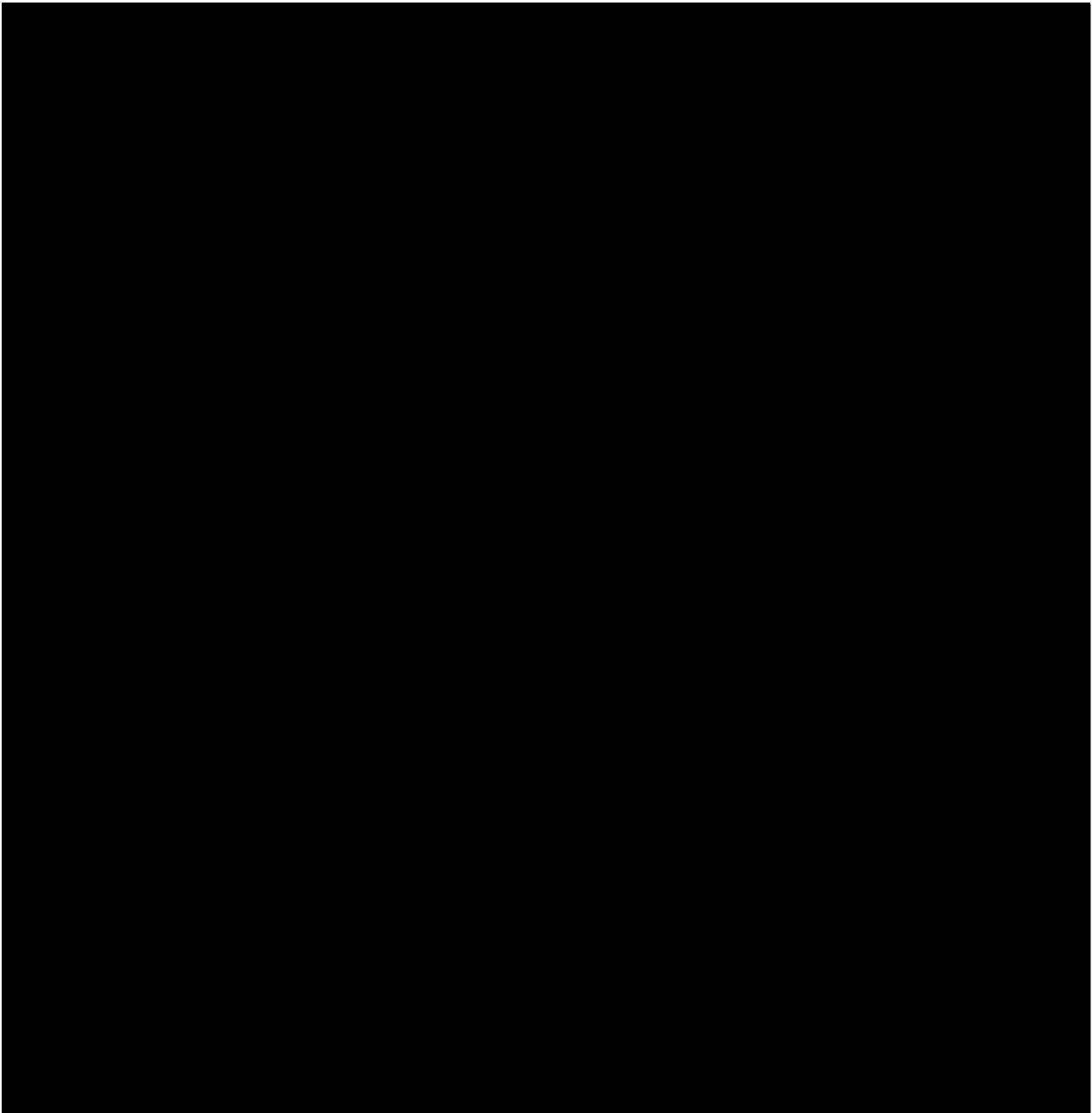
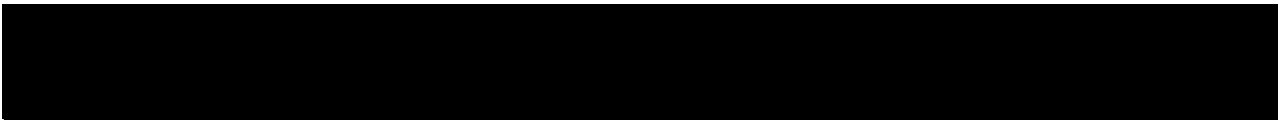
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<b>DOCUMENT NUMBER</b> SPM 07		<b>SAFETY COORDINATOR</b> Heidi Dobson

## ACCIDENT / INCIDENT INVESTIGATION

### PURPOSE

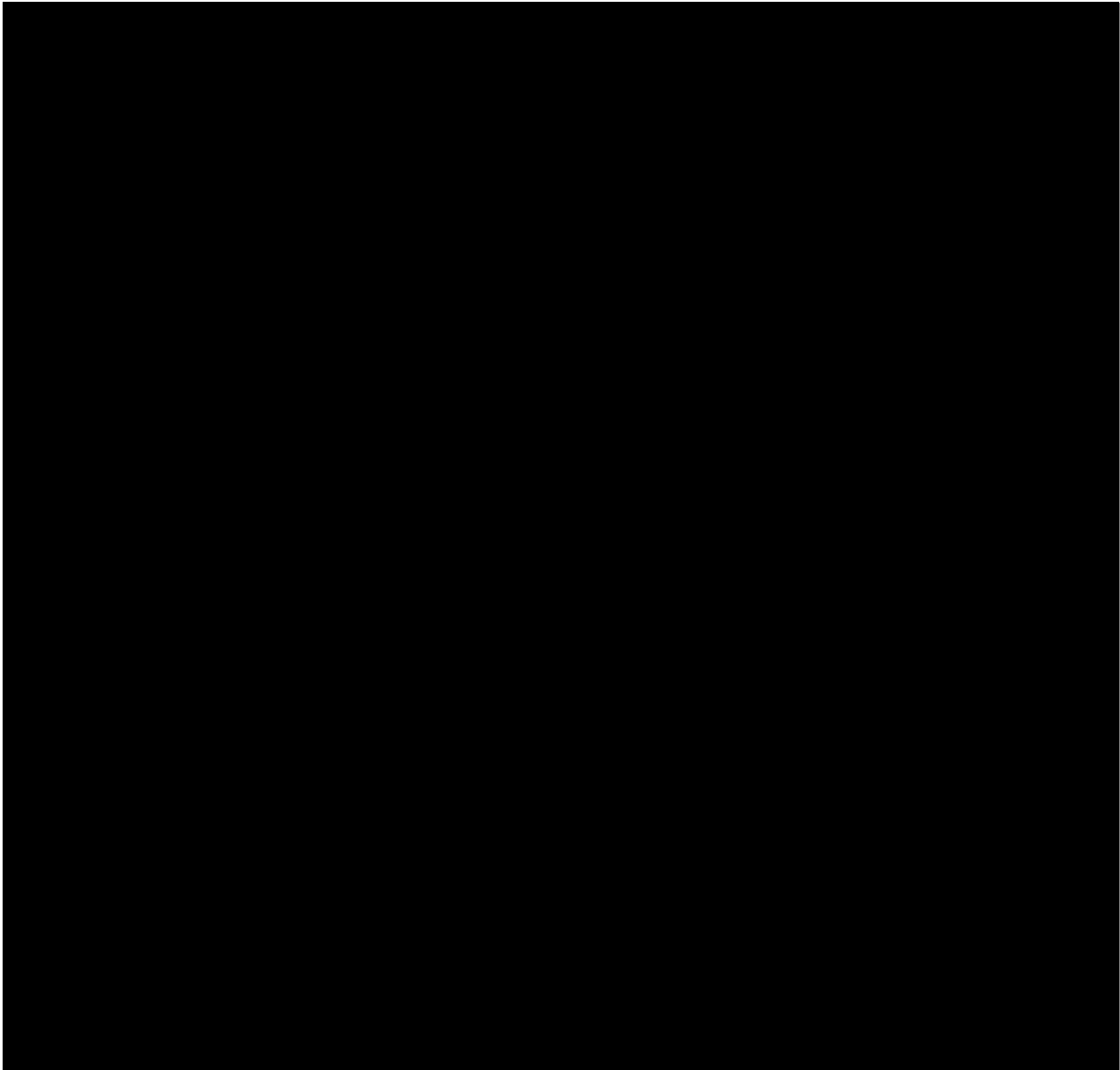
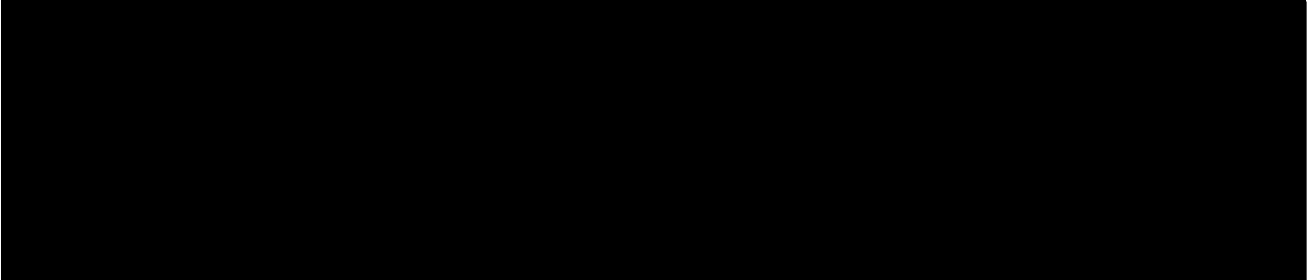
Accident investigations are of vital importance in the prevention of future accidents. Accident investigations are used to obtain information about the conditions, practices, and other factors that contributed to the accident, so that proper corrective action can be taken to prevent recurrence. The purpose of this procedure is to ensure that any and all accidents are promptly and properly investigated in order to determine the "root" cause of the accident.





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**SAFETY RECORD KEEPING PROGRAM**



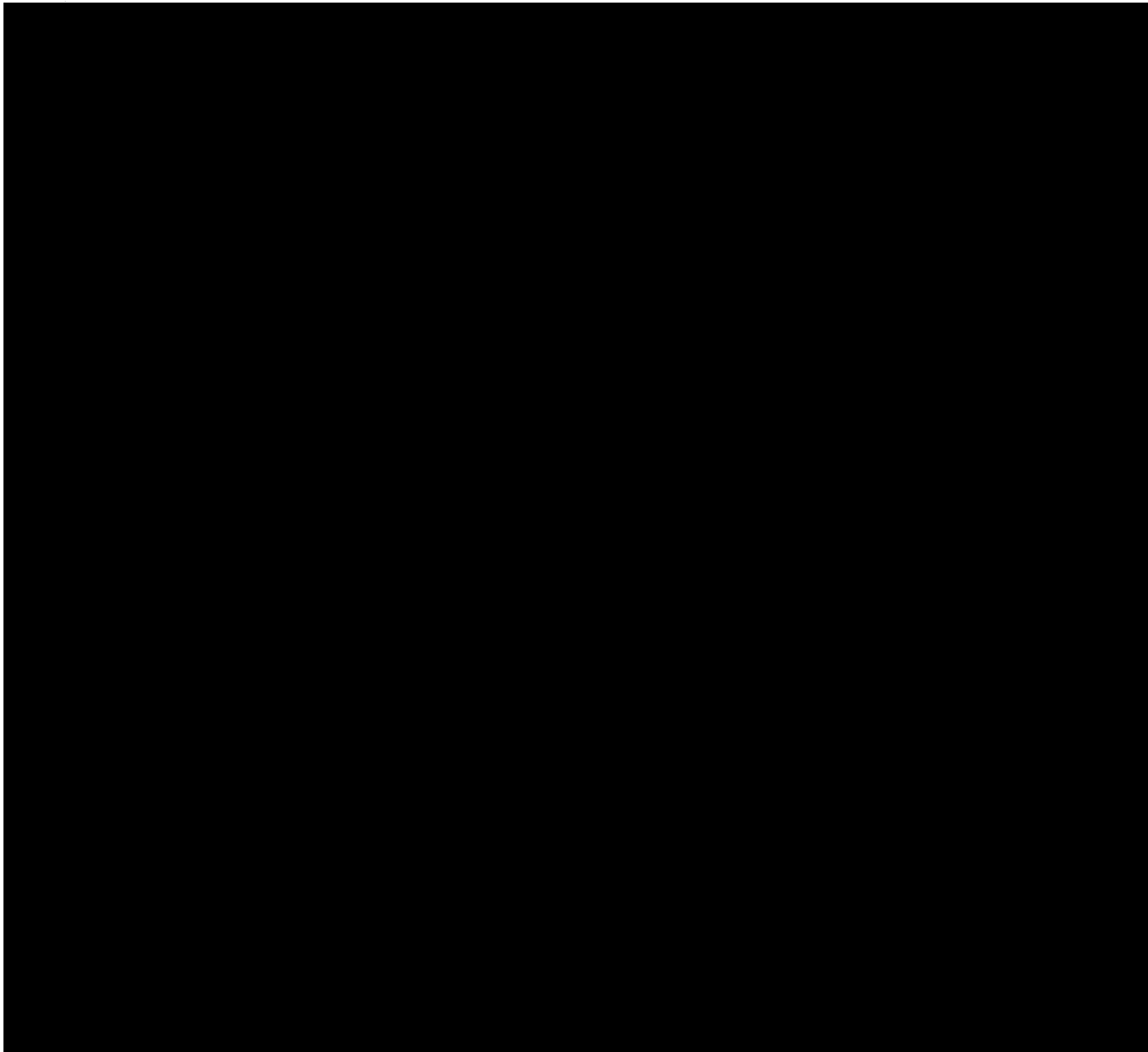


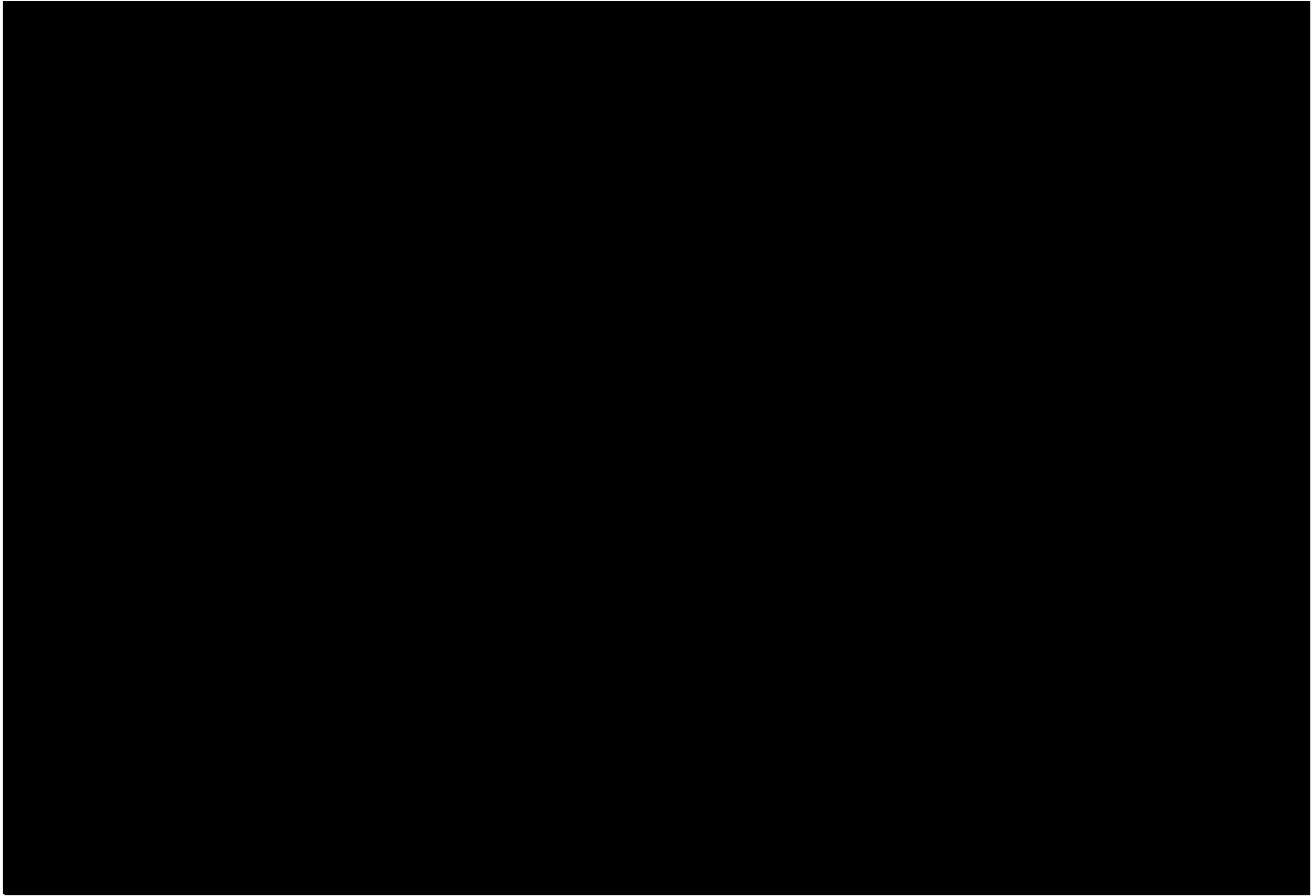
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<b>DOCUMENT NUMBER</b> SPM 09		<b>SAFETY COORDINATOR</b> Heidi Dobson

## **SAFETY TRAINING PROGRAM**

### **PURPOSE**

Training is a vital part of our overall safety program at Garland/DBS, Inc. For workers to fully understand and accept their safety responsibility they must be adequately informed about safety and health policies and procedures. The purpose of this procedure is to ensure that all workers are trained and educated in the safety and health policies and procedures of the project. Through safety training and education, we can expect all workers to perform each and every task in the safest manner.



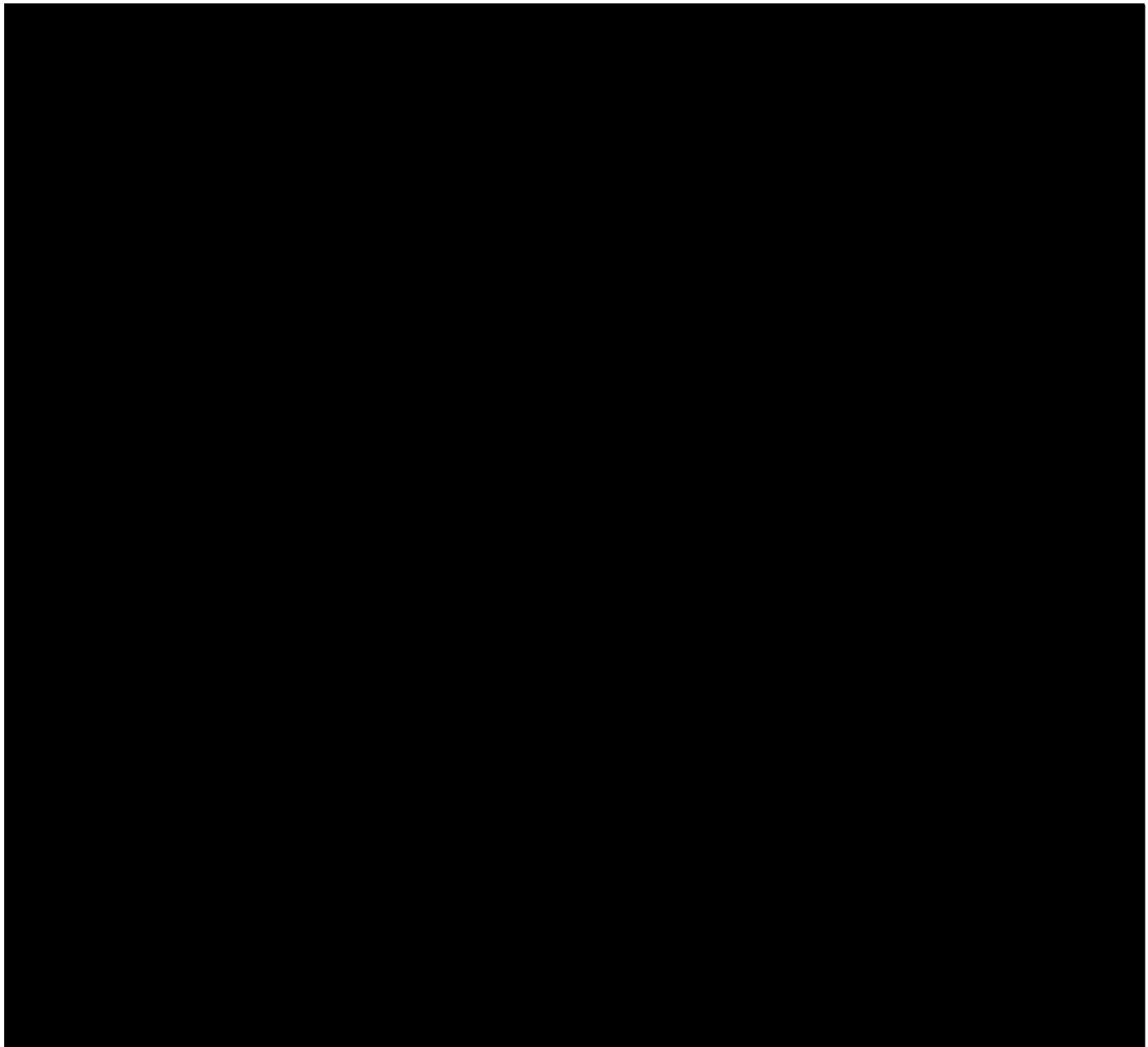


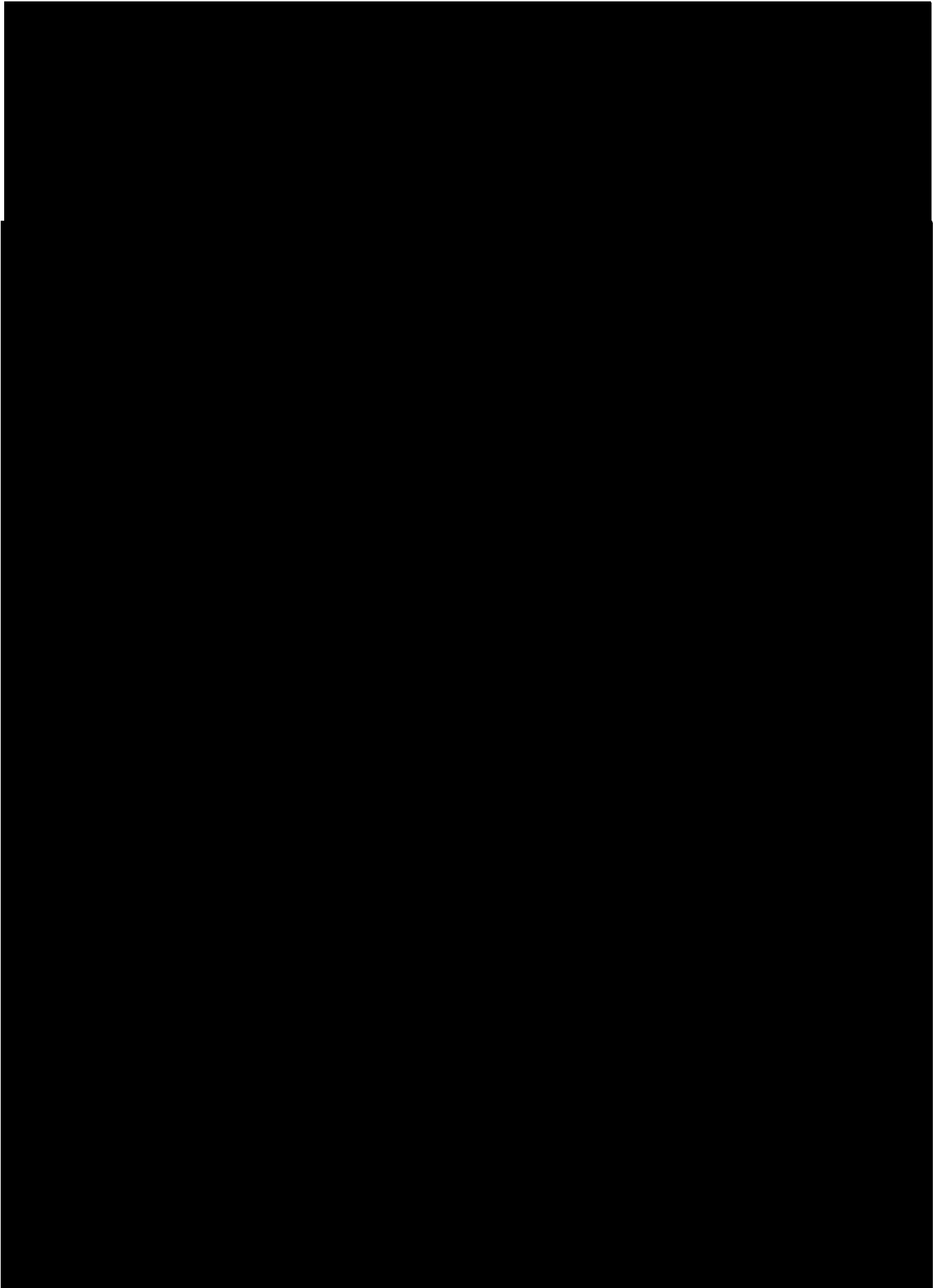
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<b>DOCUMENT TITLE</b> General Safety Rules		
<b>DOCUMENT NUMBER</b> SPM 10		<b>SAFETY COORDINATOR</b> Heidi Dobson

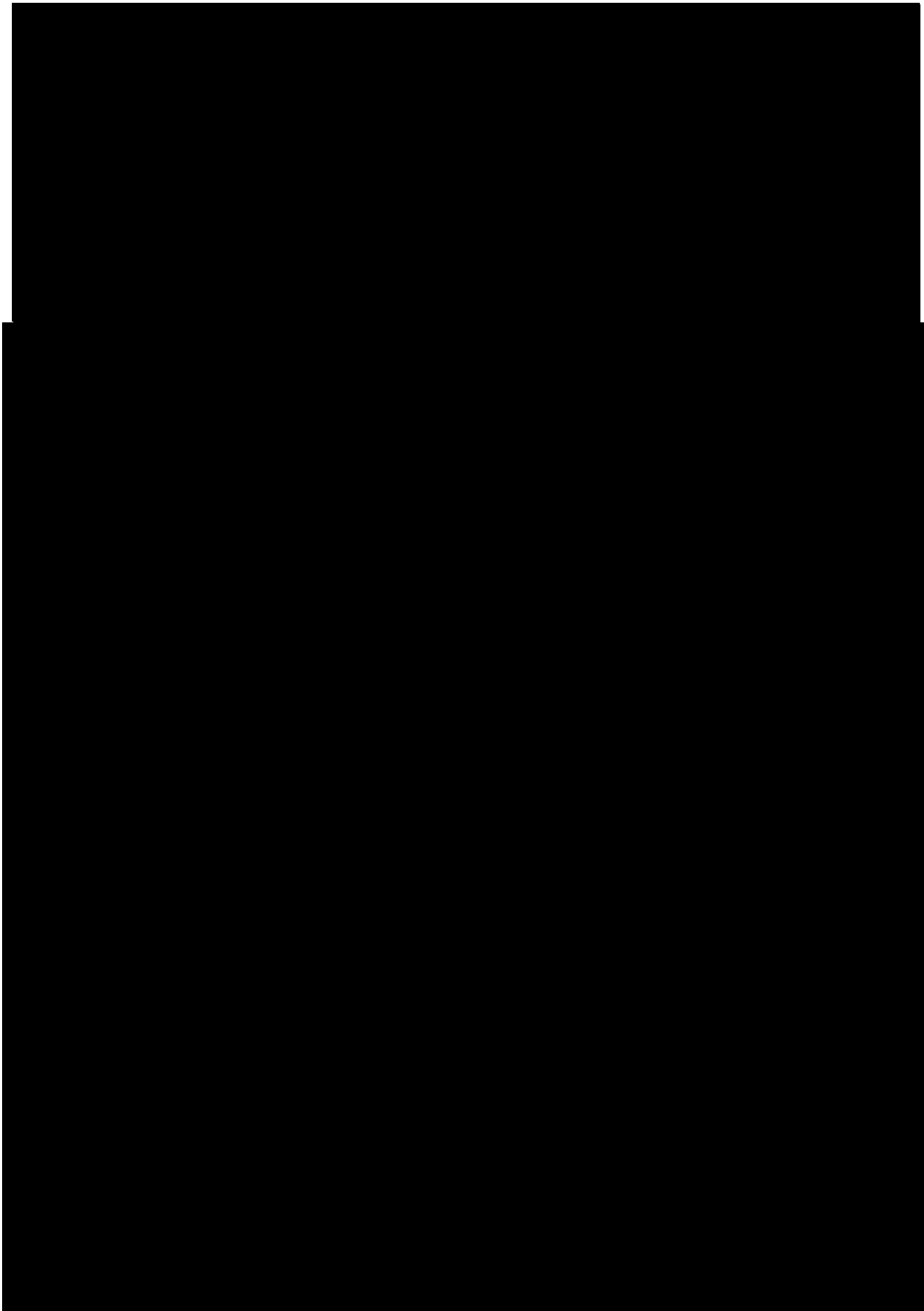
## GENERAL SAFETY RULES

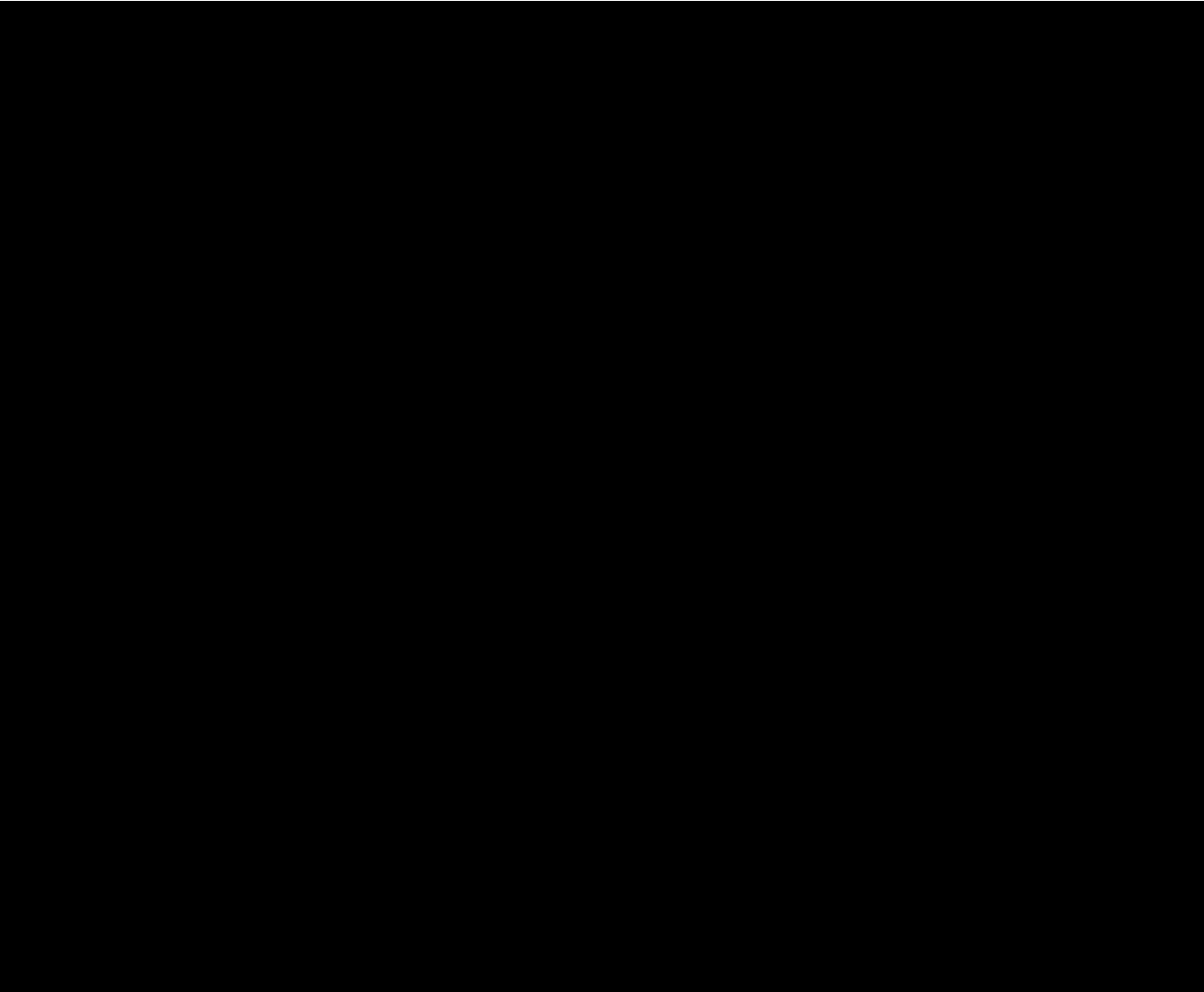
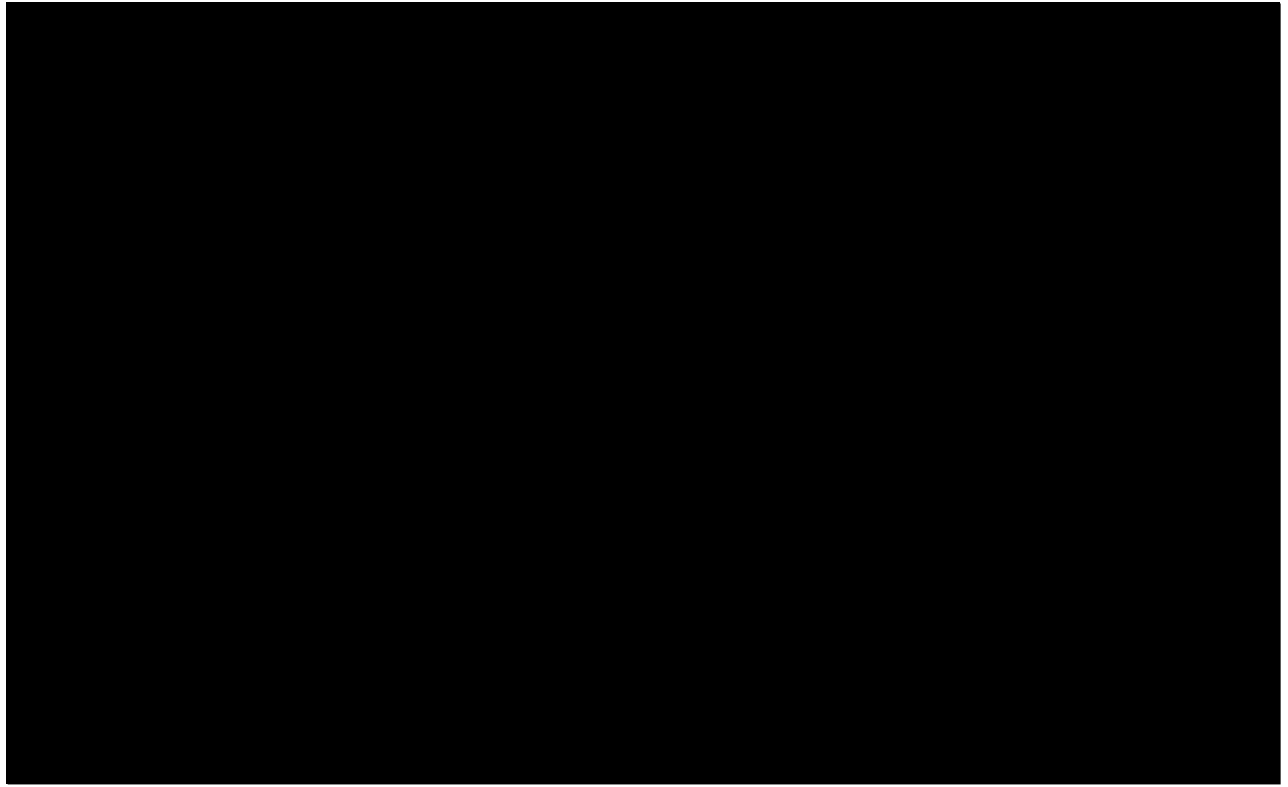
### PURPOSE

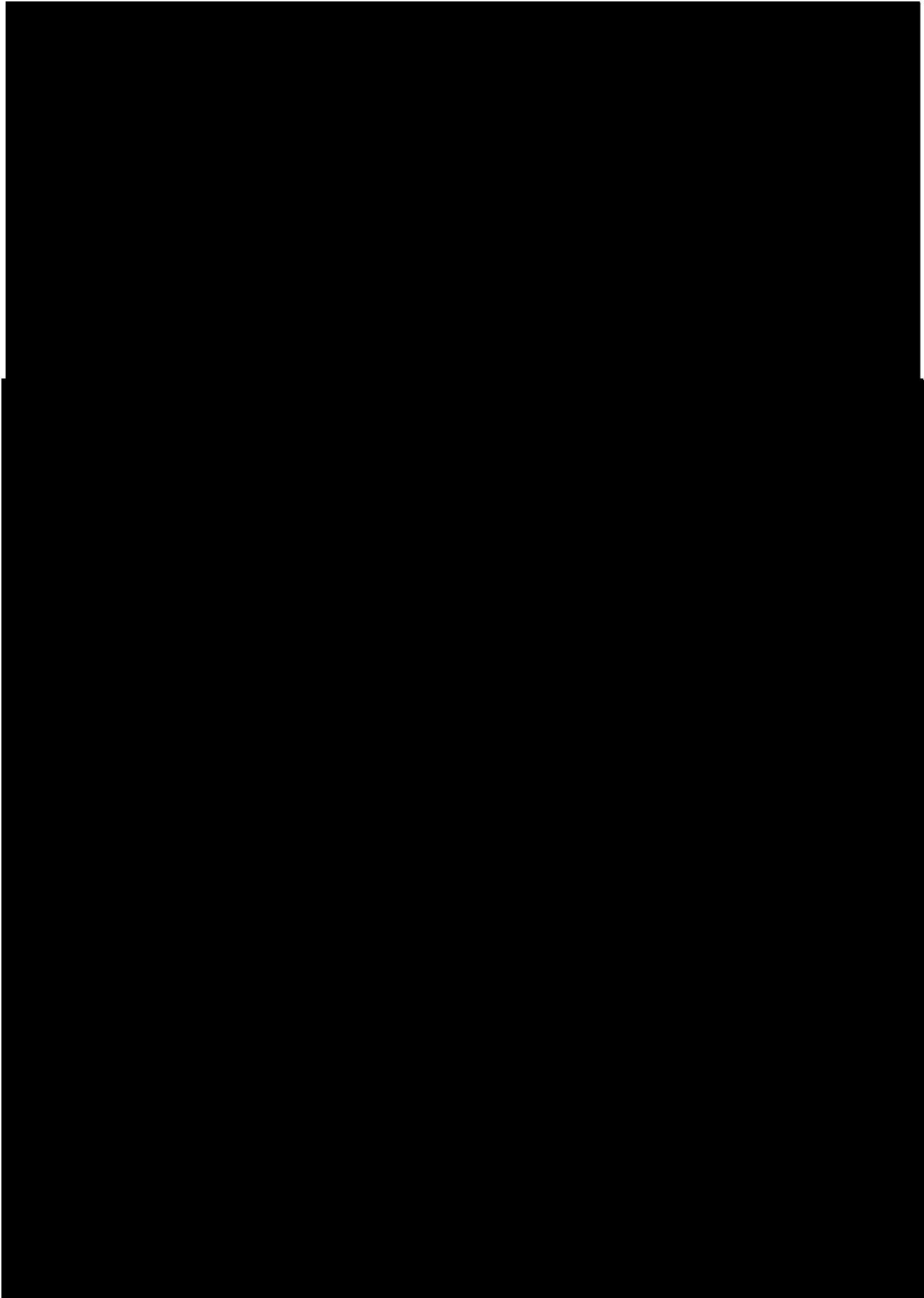
The purpose of this procedure is to ensure that all employees are familiar with the General Safety Rules in order to prevent unnecessary injury at Garland/DBS, Inc. projects. All project workers are expected to follow these general safety rules, as a minimum. New project workers should receive an orientation as stated below, by the subcontractor project supervisor prior to assignment to any task.

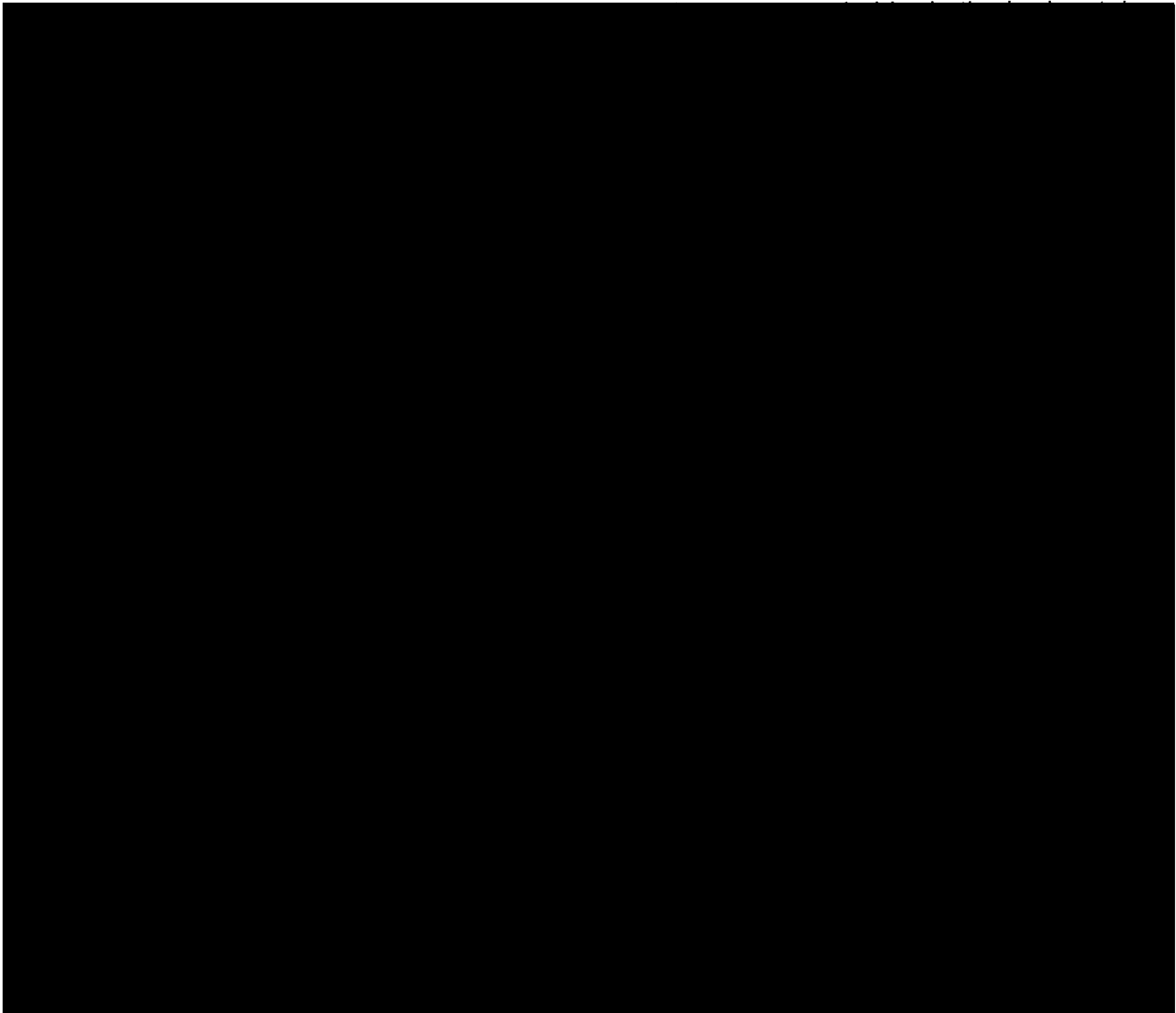












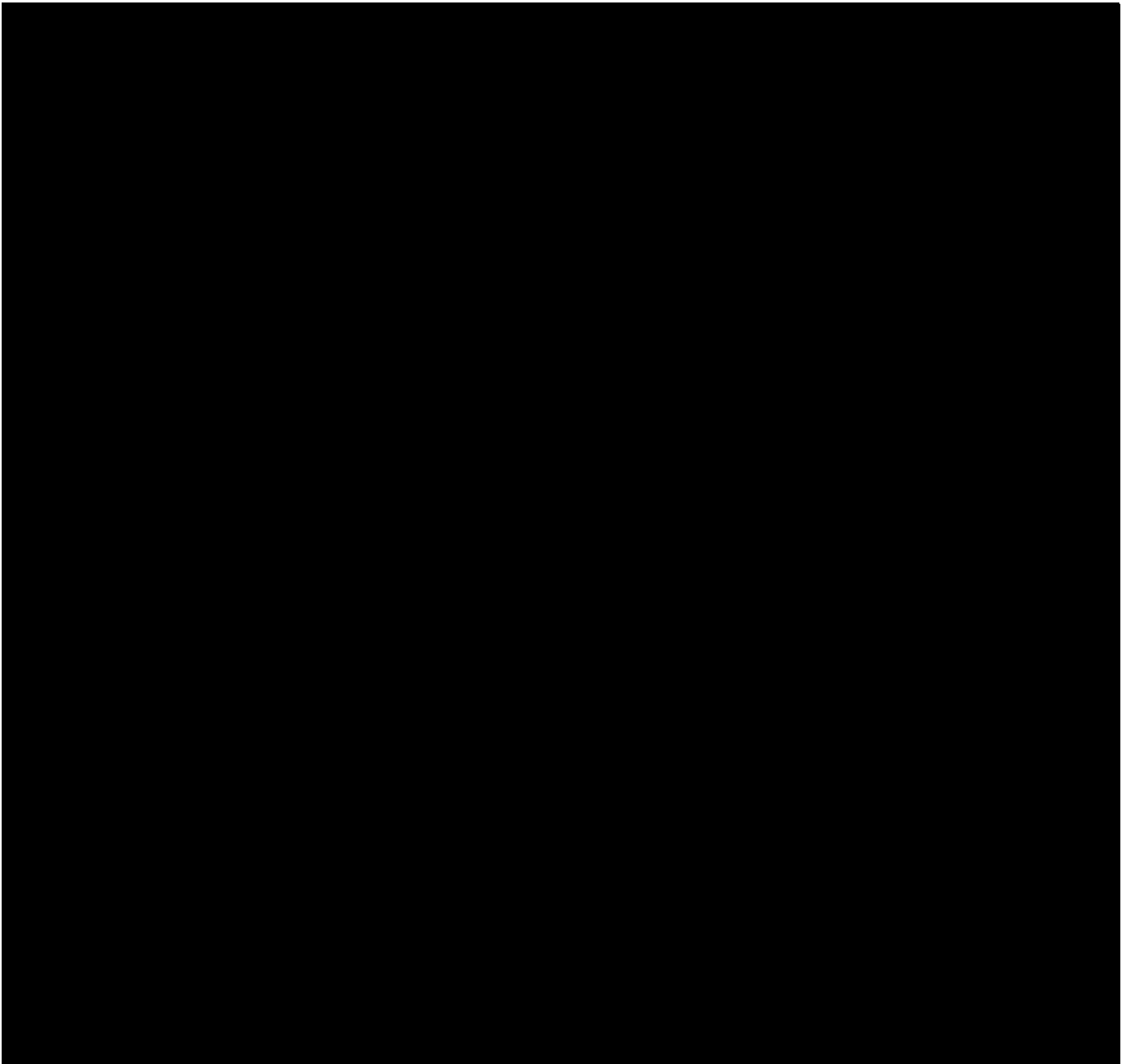


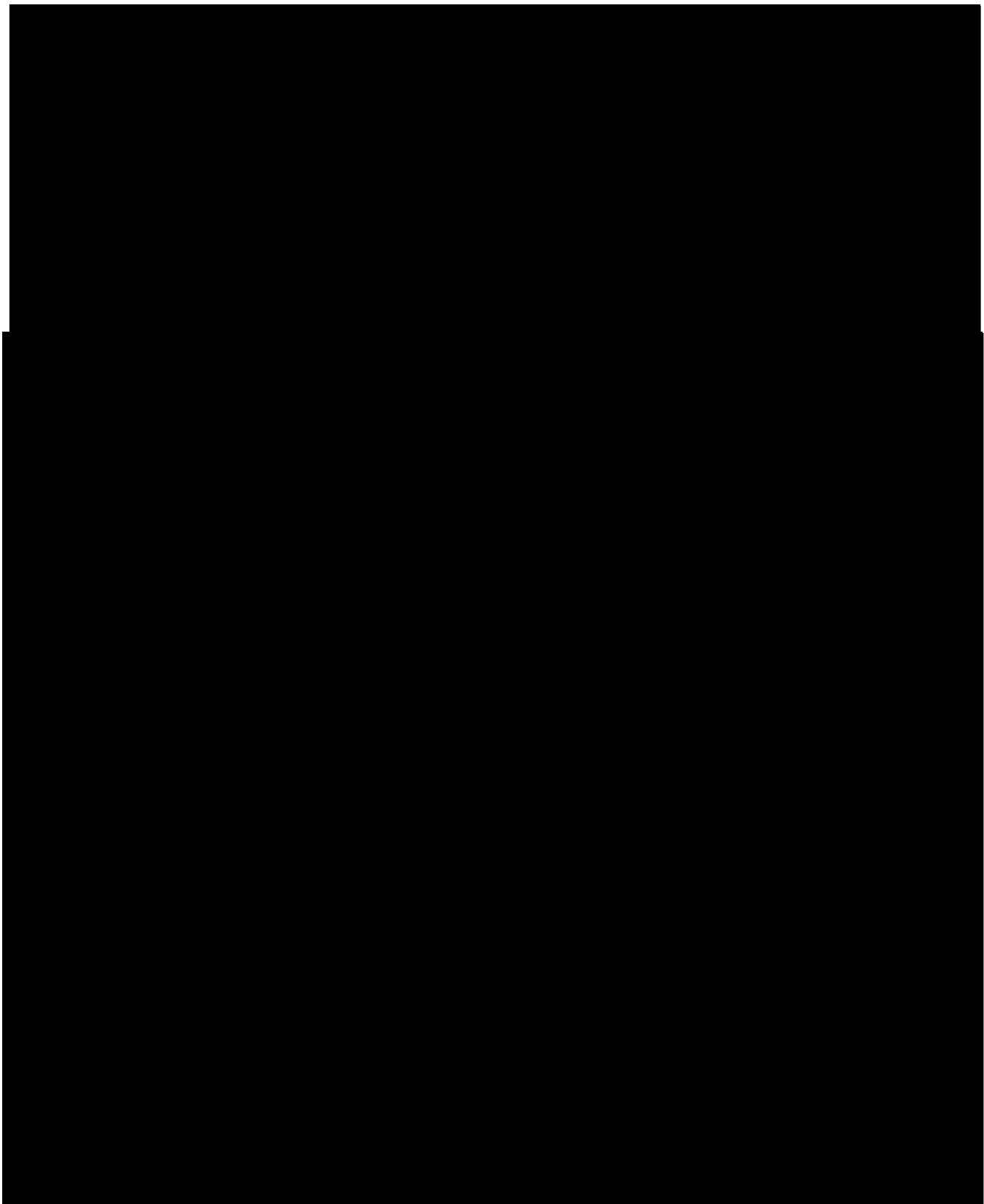
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<b>DOCUMENT NUMBER</b> SPM 11		<b>SAFETY COORDINATOR</b> Heidi Dobson

## **EMERGENCY and FIRE PREVENTION PLAN**

### **PURPOSE**

The purpose of this policy is to ensure that all persons are familiar with the basic steps to take in the event of an emergency within a project site, and to ensure that workers are alerted to the causes of fires, along with the necessary precautions that must be taken for the prevention of fires.



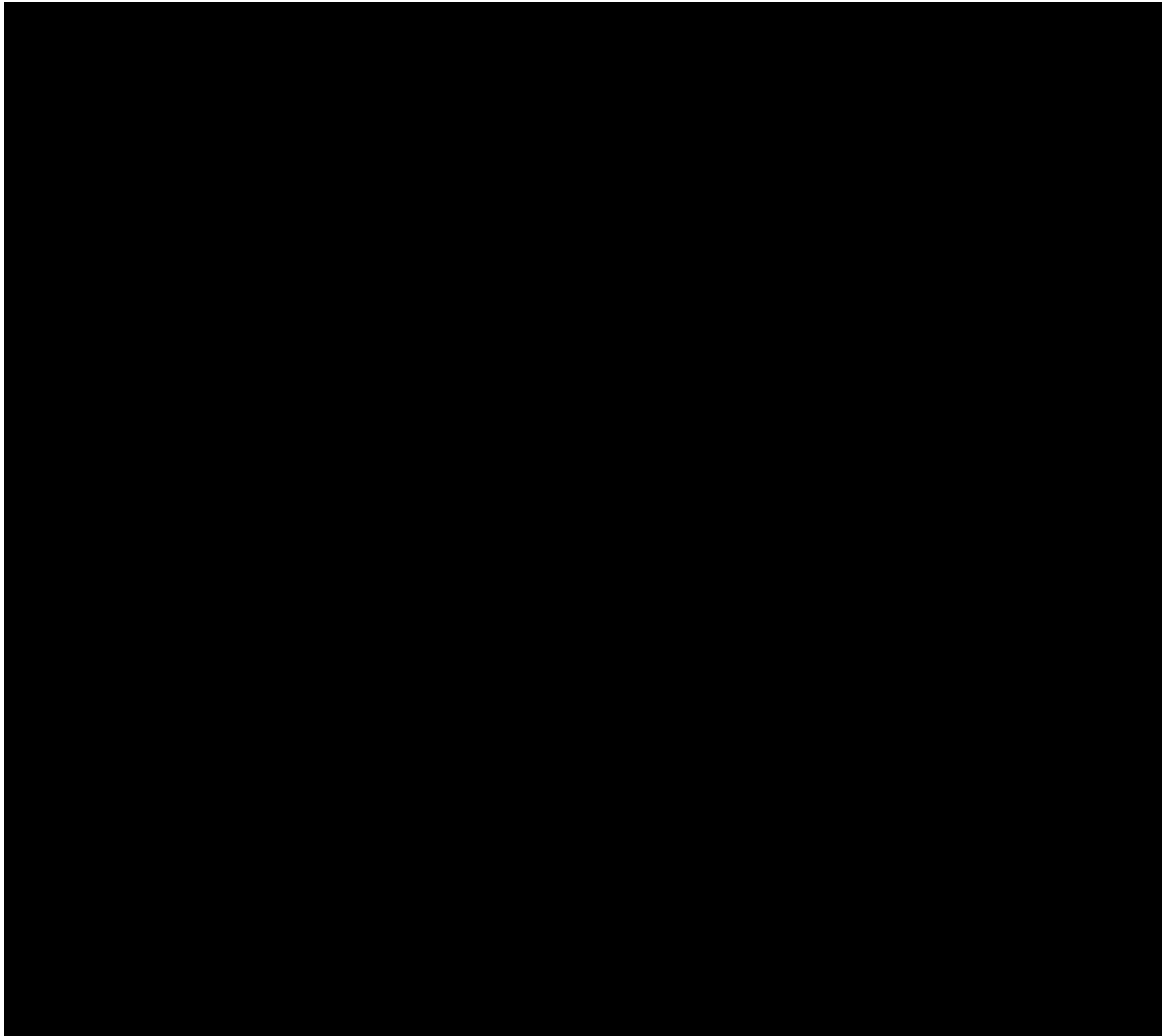


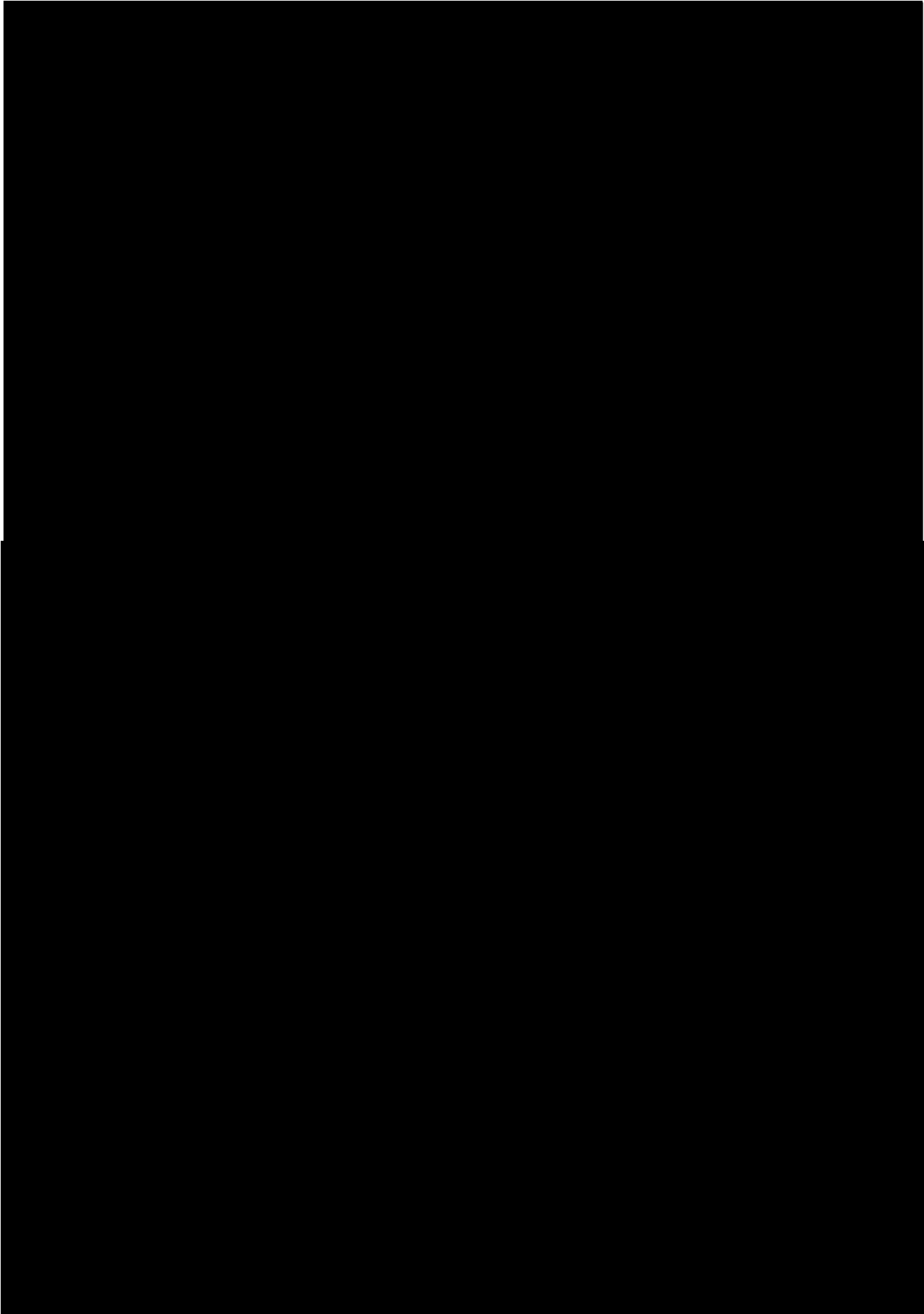
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<b>DOCUMENT TITLE</b> Fire Protection Program		
<b>DOCUMENT NUMBER</b> SPM 12		<b>SAFETY COORDINATOR</b> Heidi Dobson

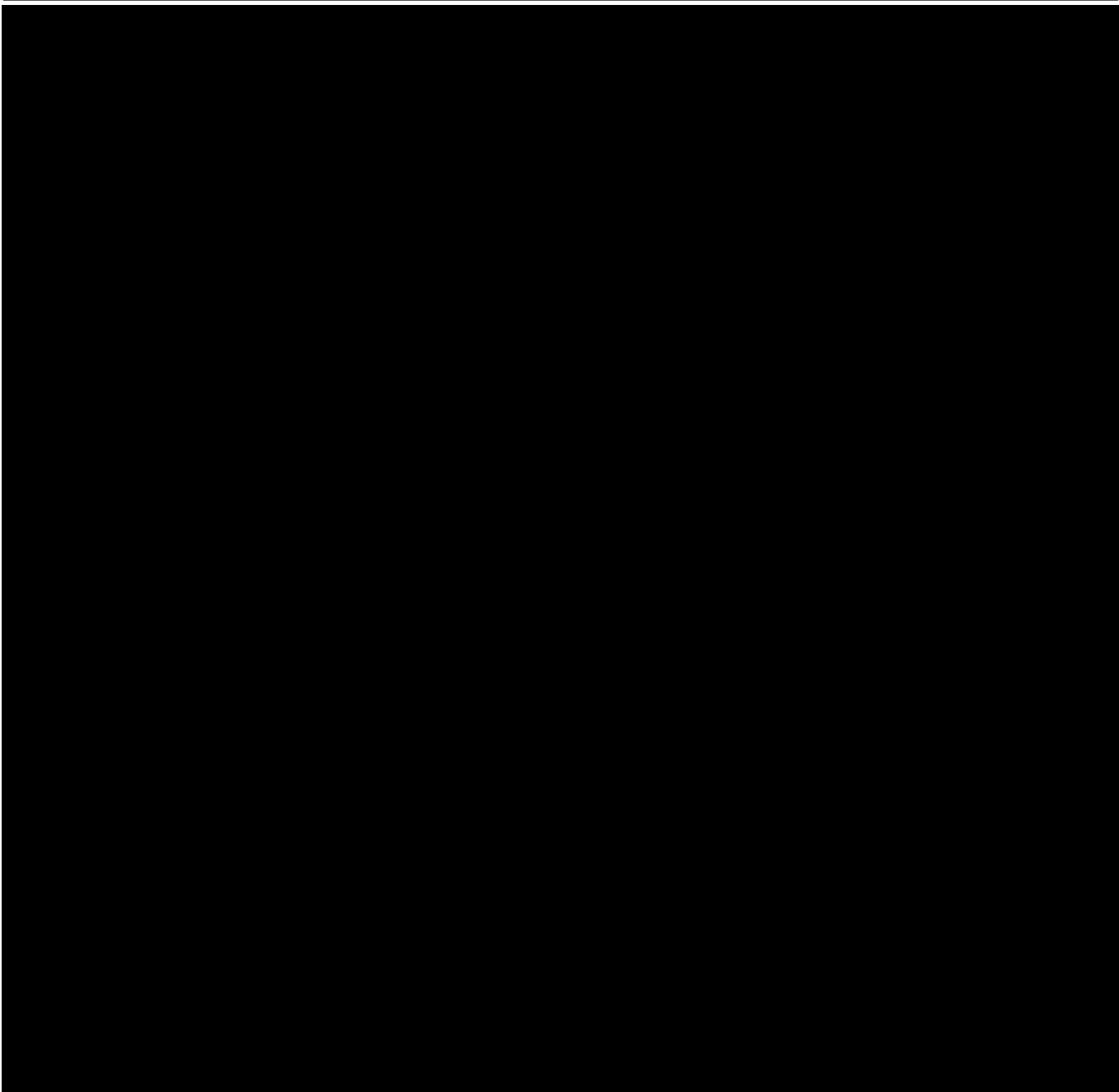
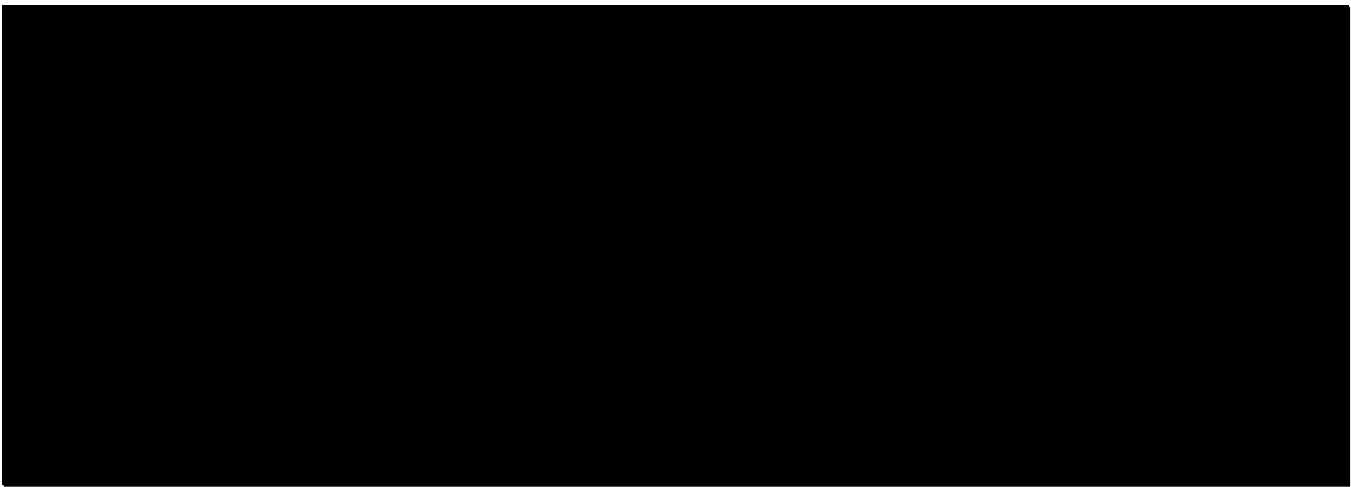
## FIRE PROTECTION PROGRAM

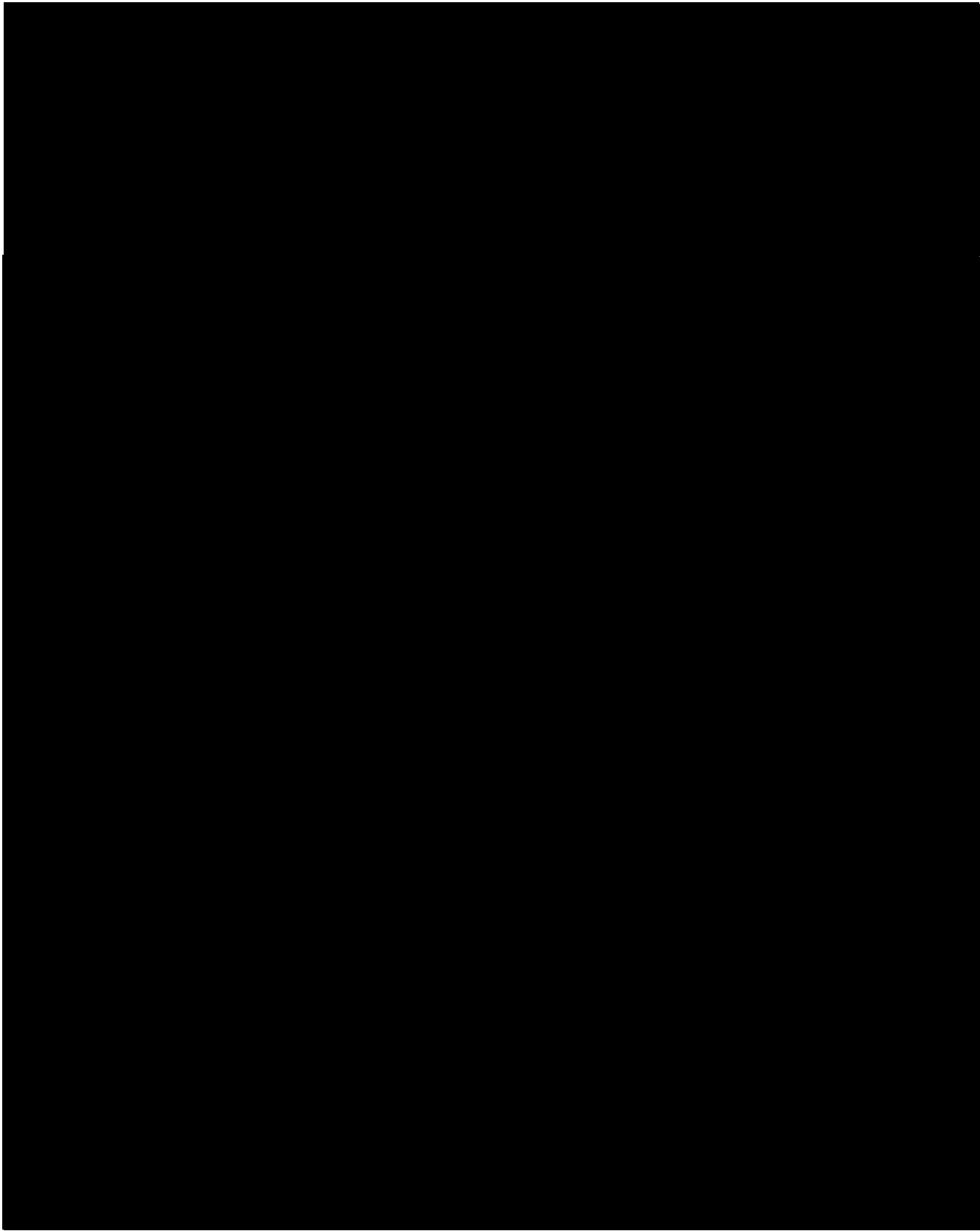
### PURPOSE

The purpose of this procedure is to assist in the protection of personnel, facilities, and equipment from loss due to fire. This Fire Protection Plan has been developed to work in conjunction with emergency plans and other safety programs. Fire prevention measures reduce the incidence of fires by eliminating opportunities for ignition of flammable materials. This Fire Prevention Program is compliance with OSHA 29 CFR 1910.157 and 1926.150.



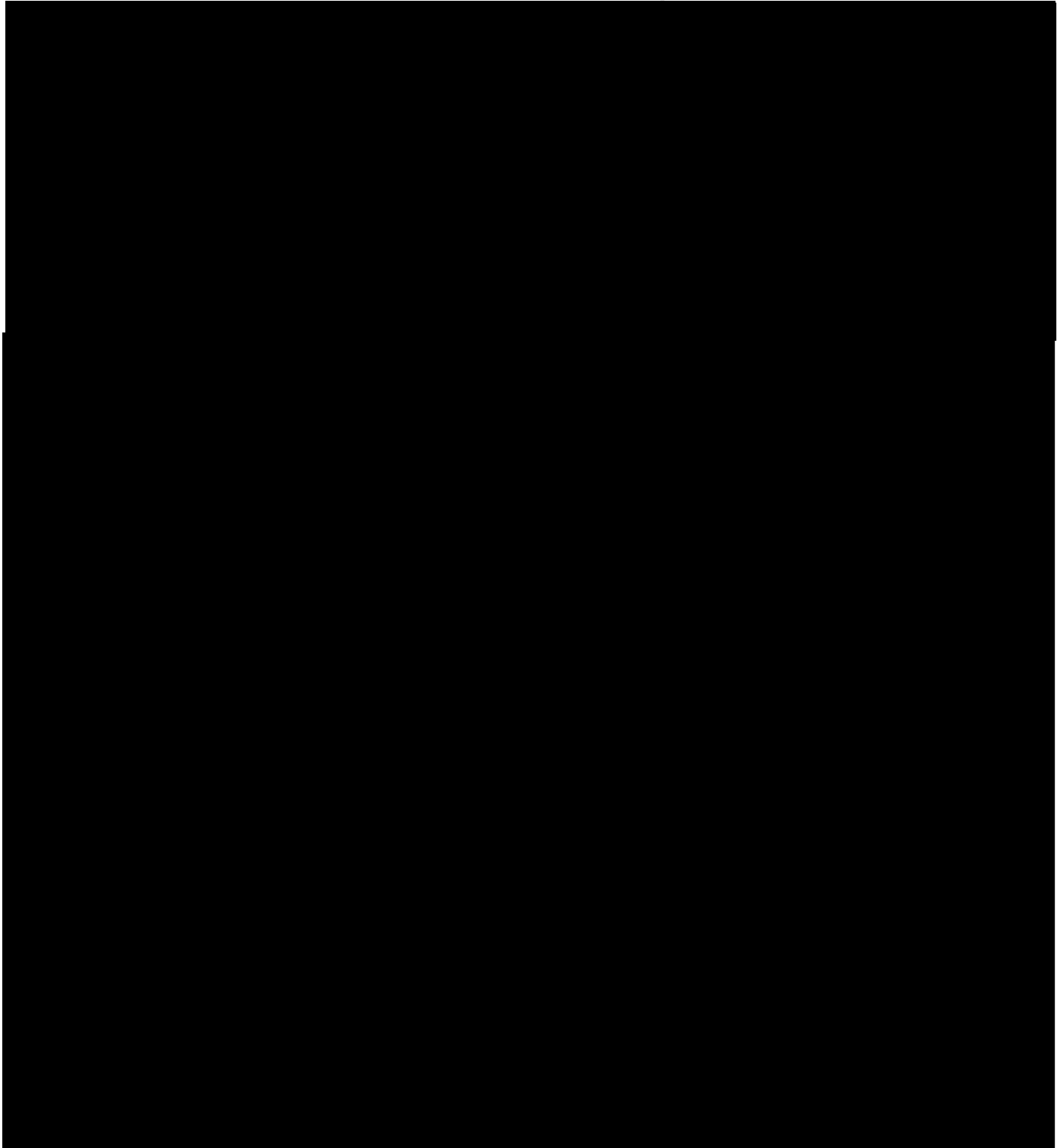


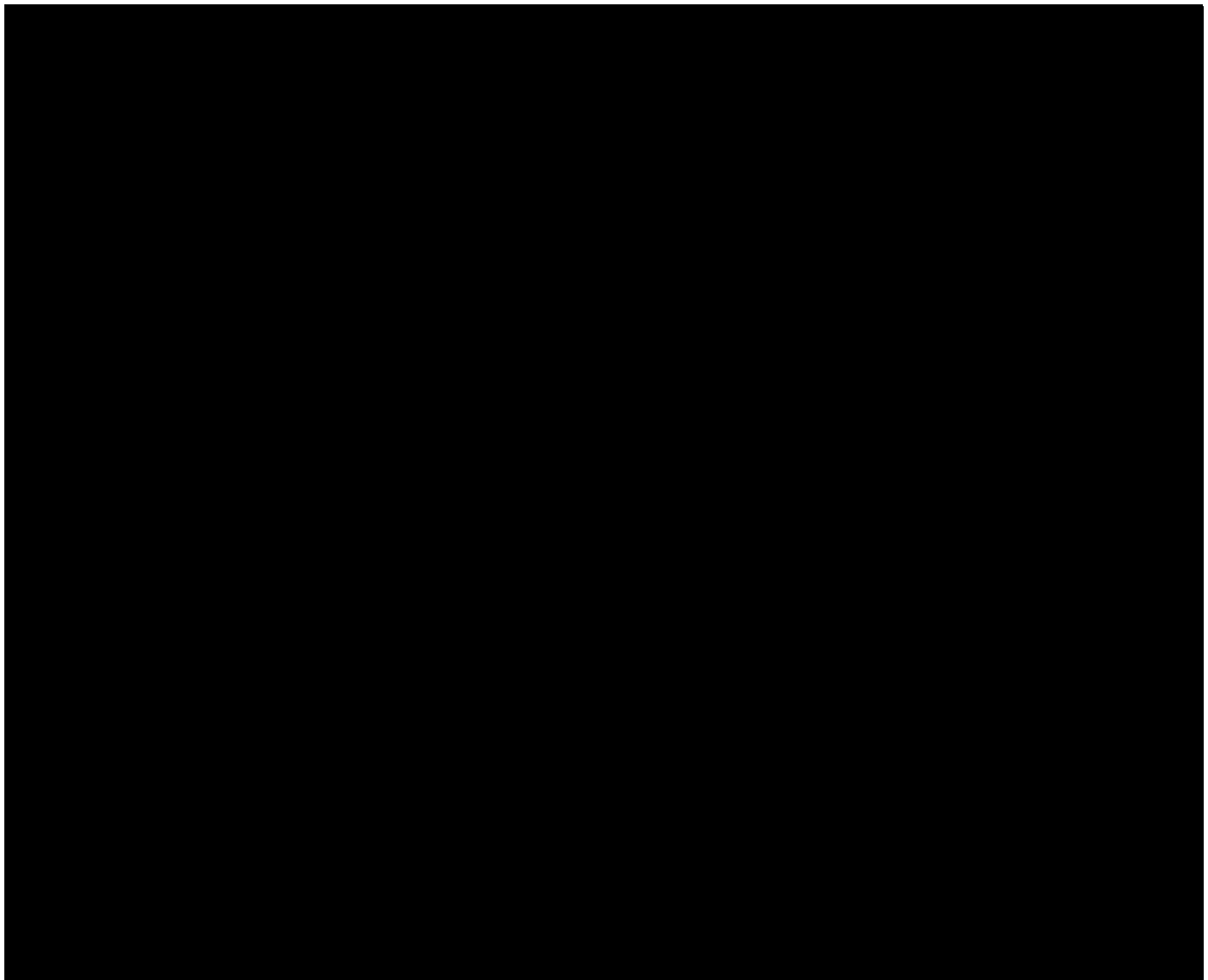
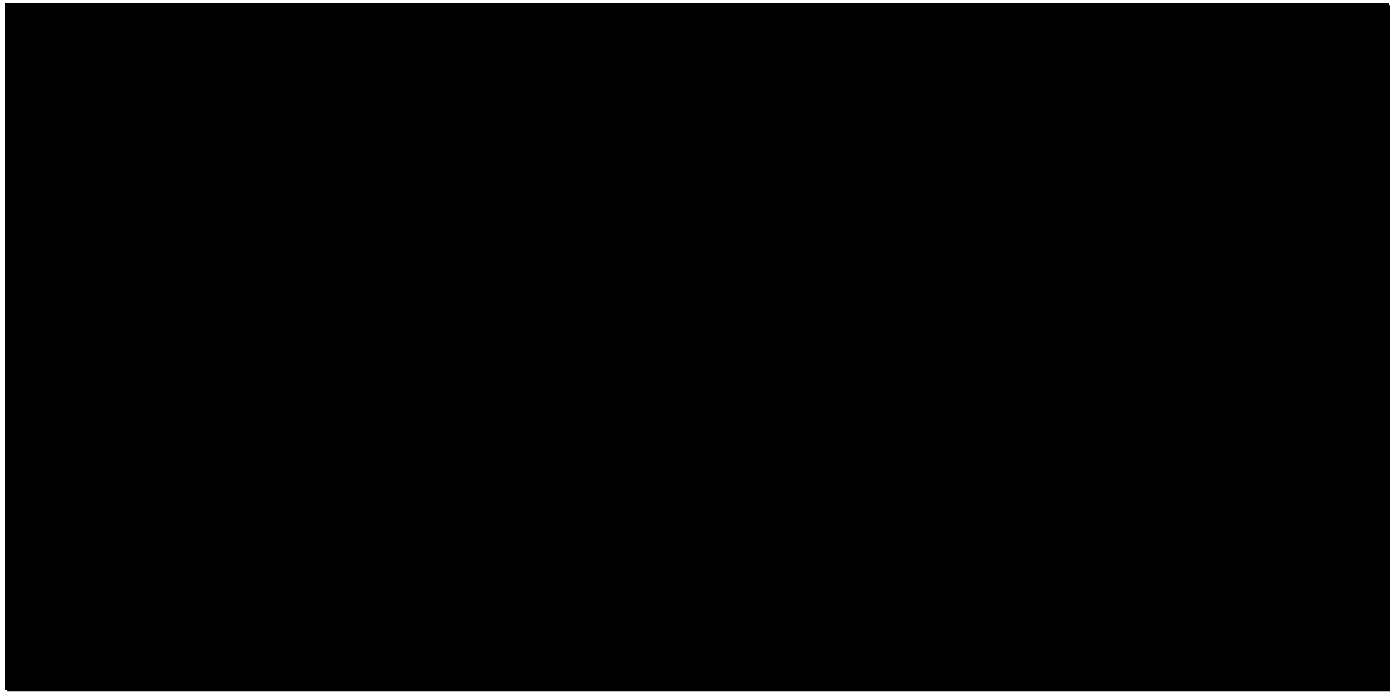




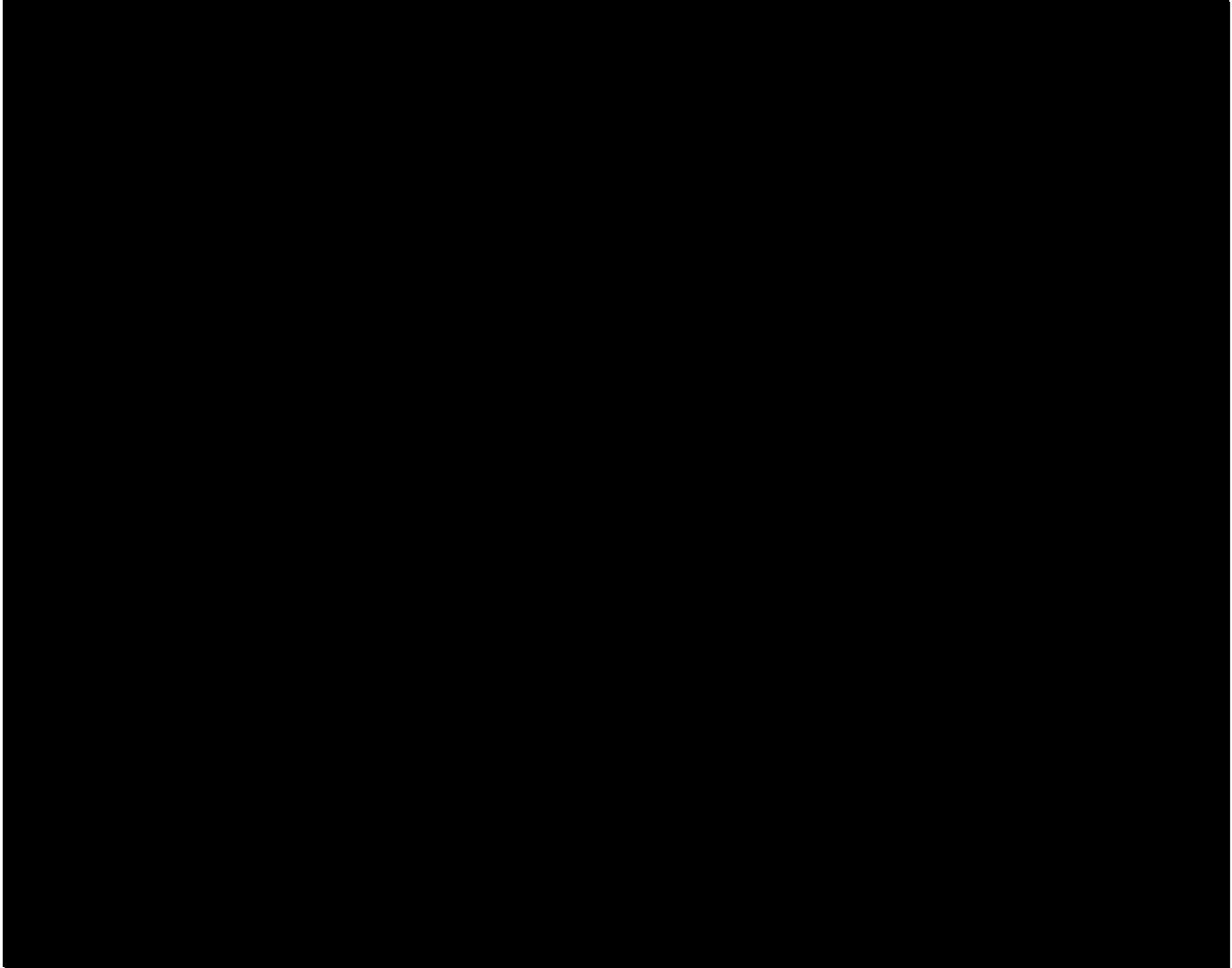
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<b>DOCUMENT NUMBER</b> SPM 13		<b>APPROVER'S SIGNATURE</b> Heidi Dobson

### Hazard Communication Program











**Figure 1: Training Sample Label**

1 – **Product Identifier:** the product name provided here (n-Propyl Alcohol) should match the identifier on the product’s Safety Data Sheet (SDS).

2 – **Signal Word:** A signal word is a single word on the label used to indicate the relative level of severity of a hazard and alert the reader to a potential hazard. The signal words used are “Danger” for the more severe hazards, while “Warning” is used for less severe hazards. Here, the manufacturer has used the word “DANGER” to indicate a more severe hazard.

3 – **Hazard Statements:** Hazard Statements are statements assigned to a hazard class that describes the nature of the products hazard, “may cause dizziness” for example.










4 – **Precautionary Statements:** Statements which describe recommended measures to minimize or prevent adverse effects resulting from exposure, “keep away from heat” for example.

5 – **Supplier Identification:** The name, address, and telephone number of the manufacturer or supplier, in case you need to contact them.

6 – **Pictograms:** Graphical symbol intended to convey specific hazard information visually, in the case of our sample label, the manufacturer has used 3 pictograms to denote hazards. Pictograms are explained in more detail in the following section.

## 11.0 Pictograms

Under GHS, graphical symbols called “pictograms” are used to convey specific hazards. Product specific pictograms will be found on both GHS labels and within Safety Data Sheets (SDSs). The nine established pictograms, and their conveyed hazards, are illustrated in Figure 2.

<b>HCS Pictograms and Hazards</b>		
<b>Health Hazard</b>  <ul style="list-style-type: none"> <li>■ Carcinogen</li> <li>■ Mutagenicity</li> <li>■ Reproductive Toxicity</li> <li>■ Respiratory Sensitizer</li> <li>■ Target Organ Toxicity</li> <li>■ Aspiration Toxicity</li> </ul>	<b>Flame</b>  <ul style="list-style-type: none"> <li>■ Flammables</li> <li>■ Pyrophorics</li> <li>■ Self-Heating</li> <li>■ Emits Flammable Gas</li> <li>■ Self-Reactives</li> <li>■ Organic Peroxides</li> </ul>	<b>Exclamation Mark</b>  <ul style="list-style-type: none"> <li>■ Irritant (skin and eye)</li> <li>■ Skin Sensitizer</li> <li>■ Acute Toxicity</li> <li>■ Narcotic Effects</li> <li>■ Respiratory Tract Irritant</li> <li>■ Hazardous to Ozone Layer (Non-Mandatory)</li> </ul>
<b>Gas Cylinder</b>  <ul style="list-style-type: none"> <li>■ Gases Under Pressure</li> </ul>	<b>Corrosion</b>  <ul style="list-style-type: none"> <li>■ Skin Corrosion/Burns</li> <li>■ Eye Damage</li> <li>■ Corrosive to Metals</li> </ul>	<b>Exploding Bomb</b>  <ul style="list-style-type: none"> <li>■ Explosives</li> <li>■ Self-Reactives</li> <li>■ Organic Peroxides</li> </ul>
<b>Flame Over Circle</b>  <ul style="list-style-type: none"> <li>■ Oxidizers</li> </ul>	<b>Environment (Non-Mandatory)</b>  <ul style="list-style-type: none"> <li>■ Aquatic Toxicity</li> </ul>	<b>Skull and Crossbones</b>  <ul style="list-style-type: none"> <li>■ Acute Toxicity (fatal or toxic)</li> </ul>

**Figure 2: GHS Pictograms**

## 12.0 Secondary Labeling System

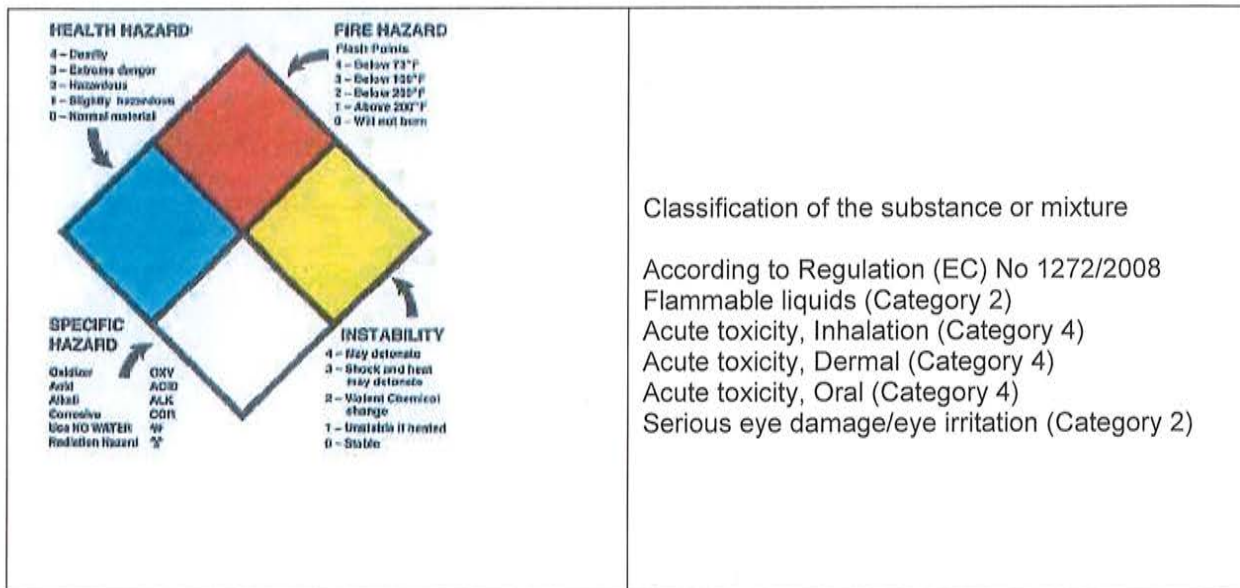
When transferring a chemical from one container to another, or replacing a damaged label, Garland/DBS, Inc. employees are required to label the new container properly to include:

- Identify of the chemical
- Appropriate hazard warnings (using the GHS format described in Section 10.0).

If you have questions, ask your supervisor or project manager. Empty containers that may be reused for other purposes must have their original labels removed or obliterated and relabeled as detailed in Section 10.0.

Prior to GHS adoption, Garland/DBS, Inc. promoted the NFPA (National Fire Protection Association) Hazard Warning Diamond labeling system. The NFPA Hazard Warning Diamond is based on the NFPA standard 704 rating system. This standard provides a readily recognized, easily understood system for identifying hazards and their severity using spatial, visual, and numerical methods to describe the relative hazards of a material. While this system is still used in the United States, it does not meet the GHS requirements. Therefore, the NFPA system can be used in addition to, but not in place of GHS labeling. Figure 3 provides a comparison between GHS hazard category and the NFPA 704 hazard ranking

systems. Although referring to the different systems can be confusing, keep in mind that the GHS hazard category systems are unlikely to be found on product labels. Both ranking systems may appear in SDSs, but the rankings are identified as either GHS or NFPA rankings.



NFPA Hazard Ranking

0-4 Hazard Range

0 – Least Hazardous

4 = Most Hazardous

GHS Hazard Categorization

1-4 Hazard Range

1 = Most Severe Hazard

4 = Least Severe Hazard

**Figure 3: NFPA Hazard Rankings v. GHS Hazard Categories**

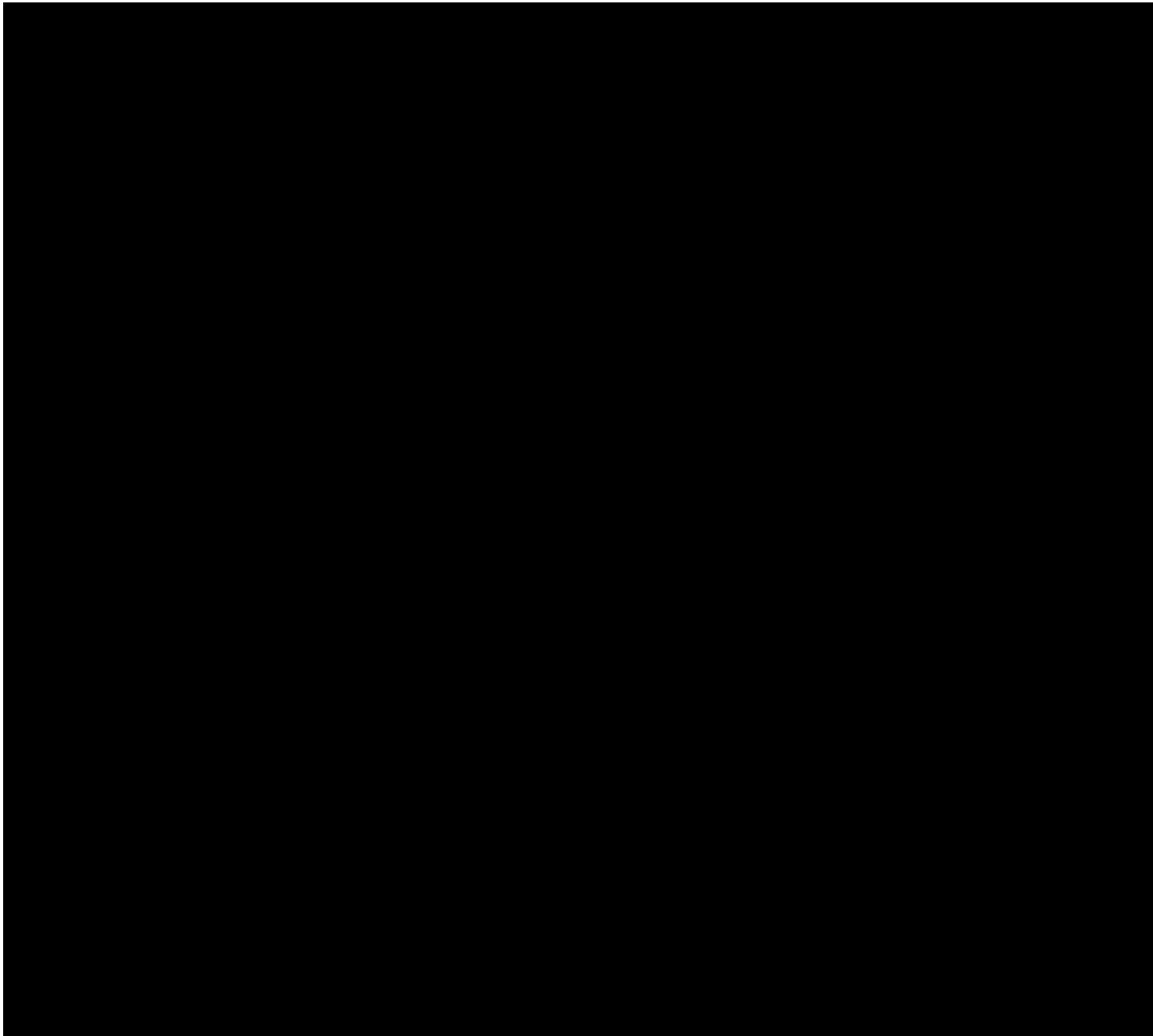
### 13.0 Safety Data Sheets (SDS)

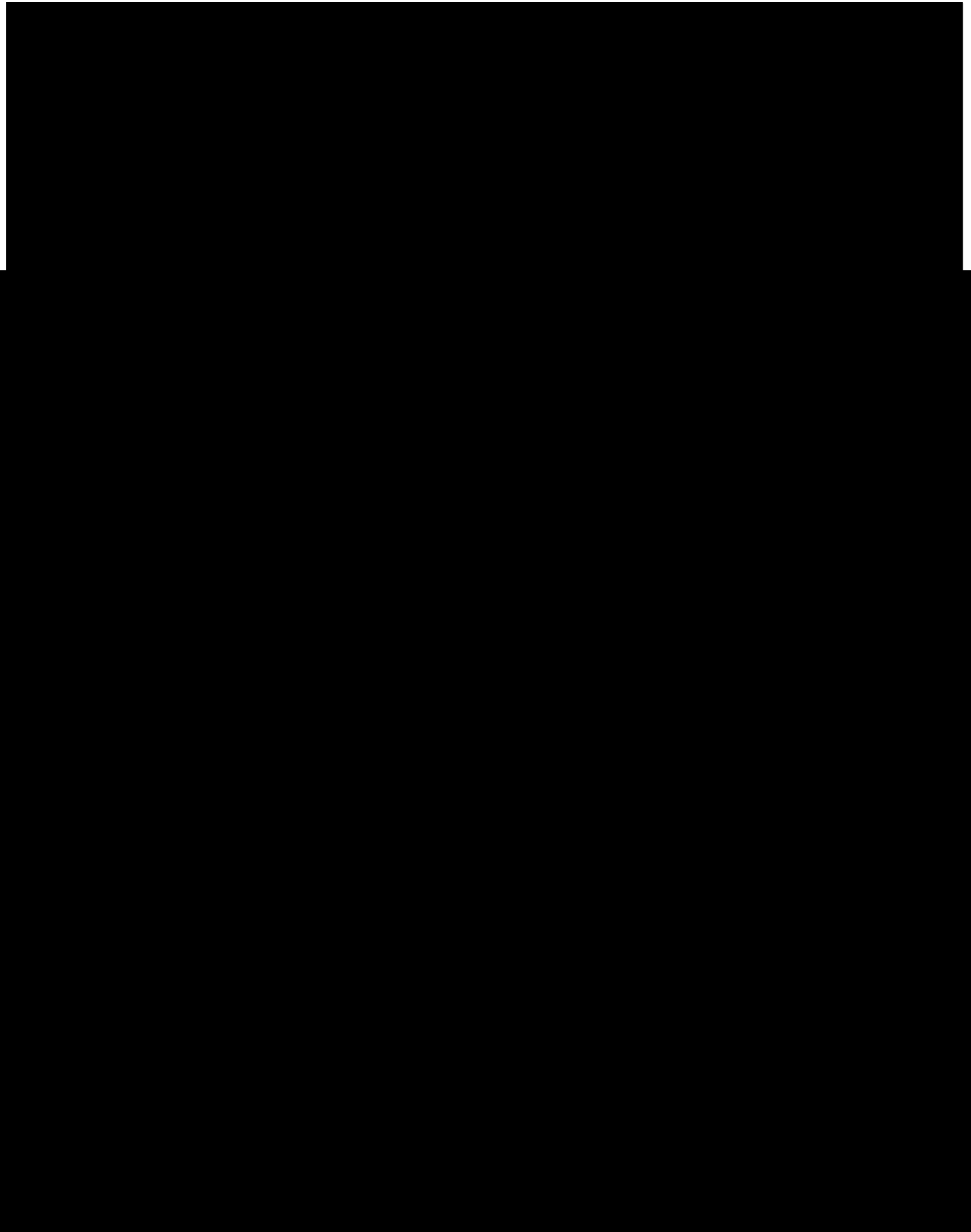
Safety Data Sheets (SDSs), previously called Material Safety Data Sheets (MSDSs), are standardized documents prepared by a product’s manufacturer. SDSs provide in-depth information regarding the chemical’s potential hazards and information on how one should protect themselves from these hazards. Federal law requires that they be produced by chemical manufacturers, distributors, importers or other responsible parties, and supplied to their chemical users.

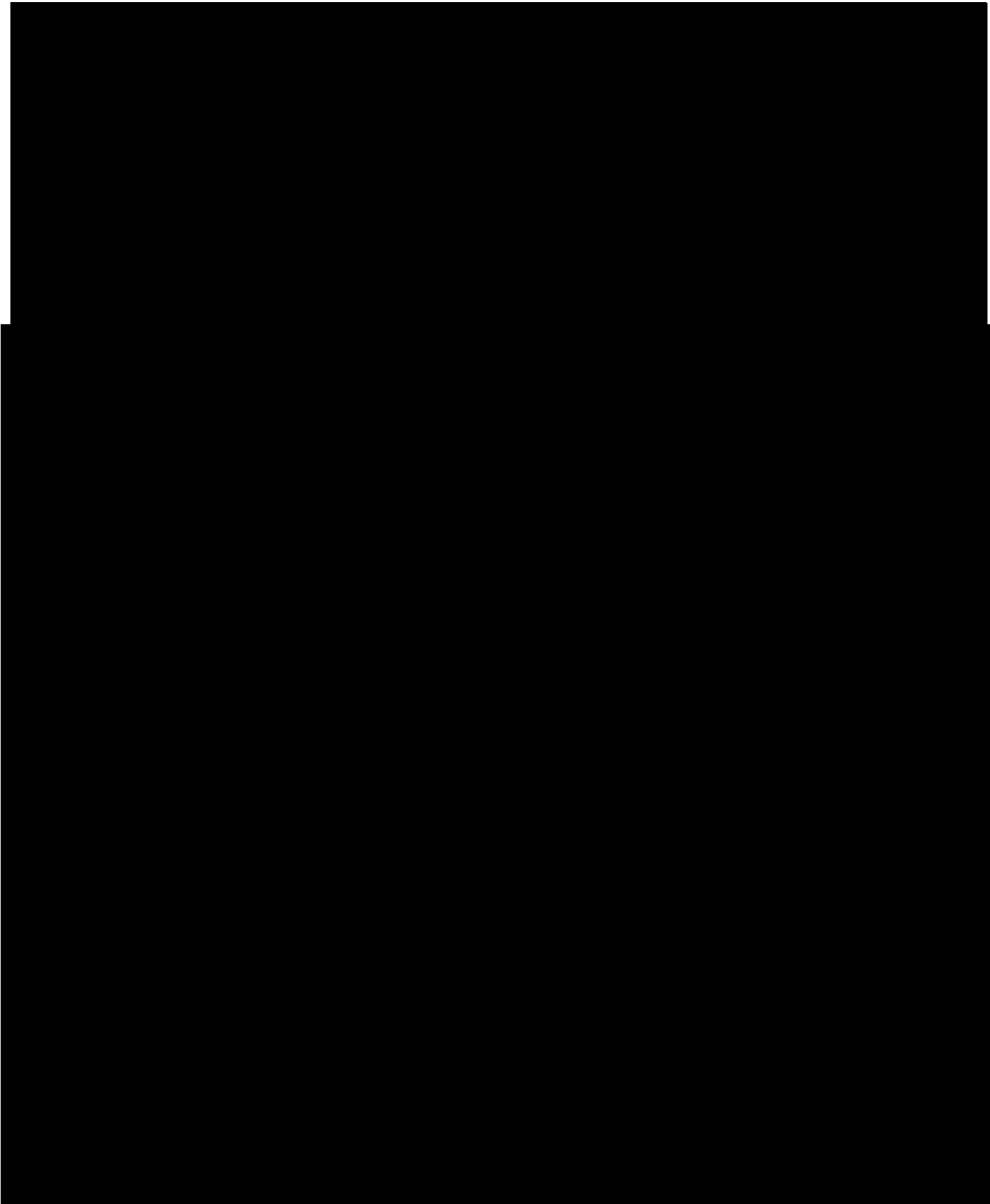
SDSs are required to include the following sixteen section of information:

- Product and company identification
- Hazards identification
- Information on ingredients

- First aid measures
- Firefighting measures
- Accidental release measures
- Handling and storage
- Exposure control/personal protection
- Physical and chemical properties
- Stability and reactivity
- Toxicological information
- Ecological information
- Disposal considerations
- Transport information
- Regulatory information
- Other information

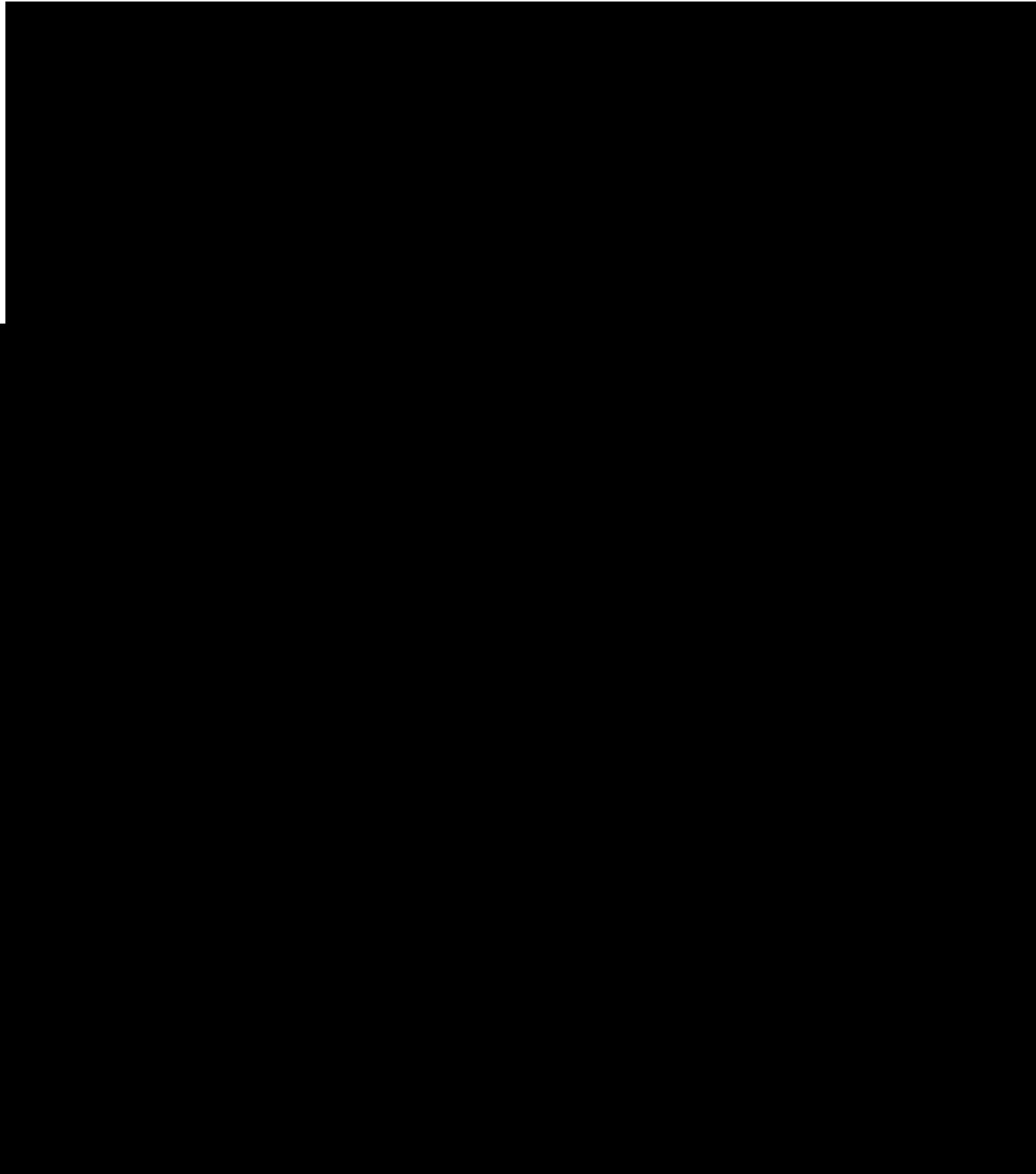




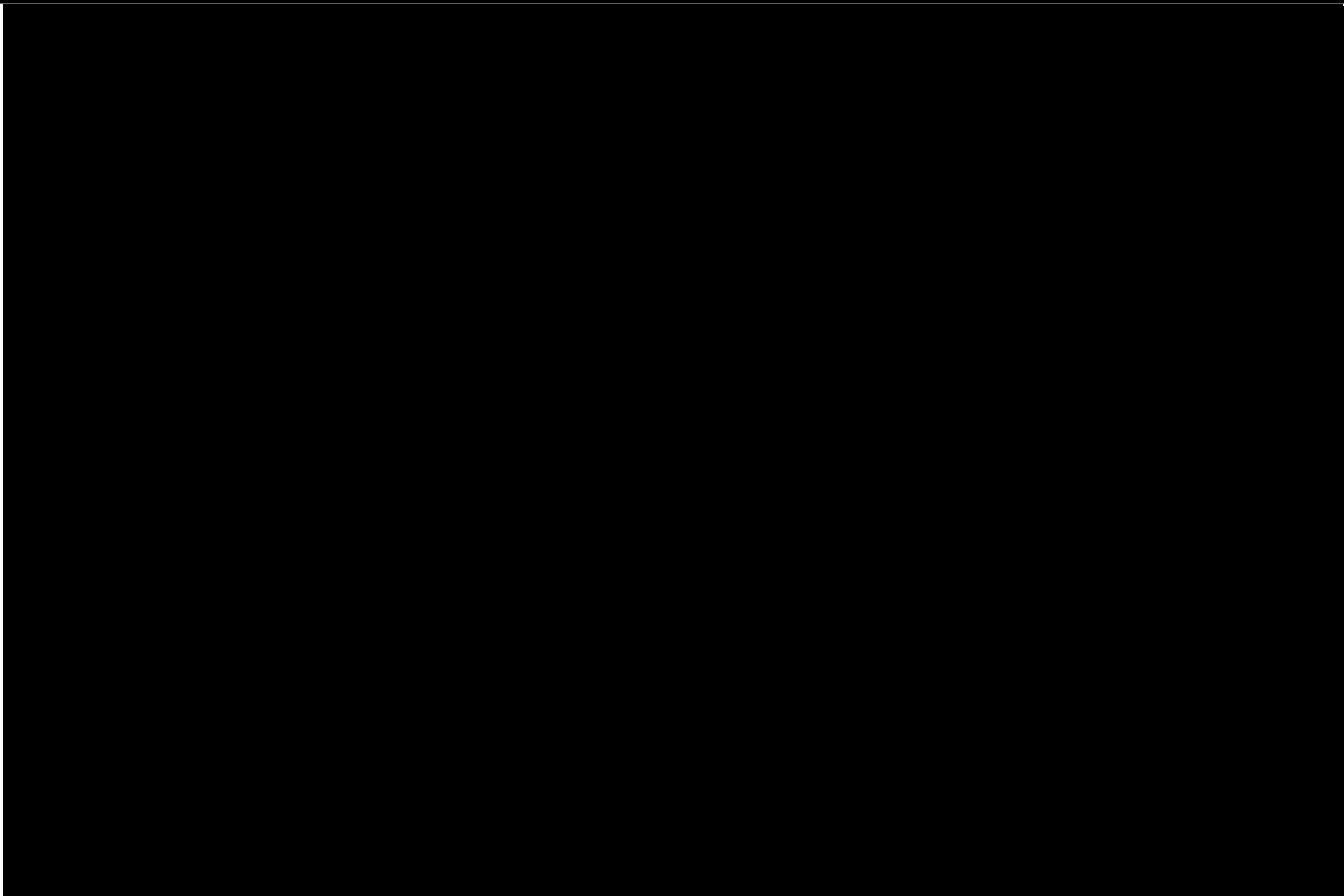
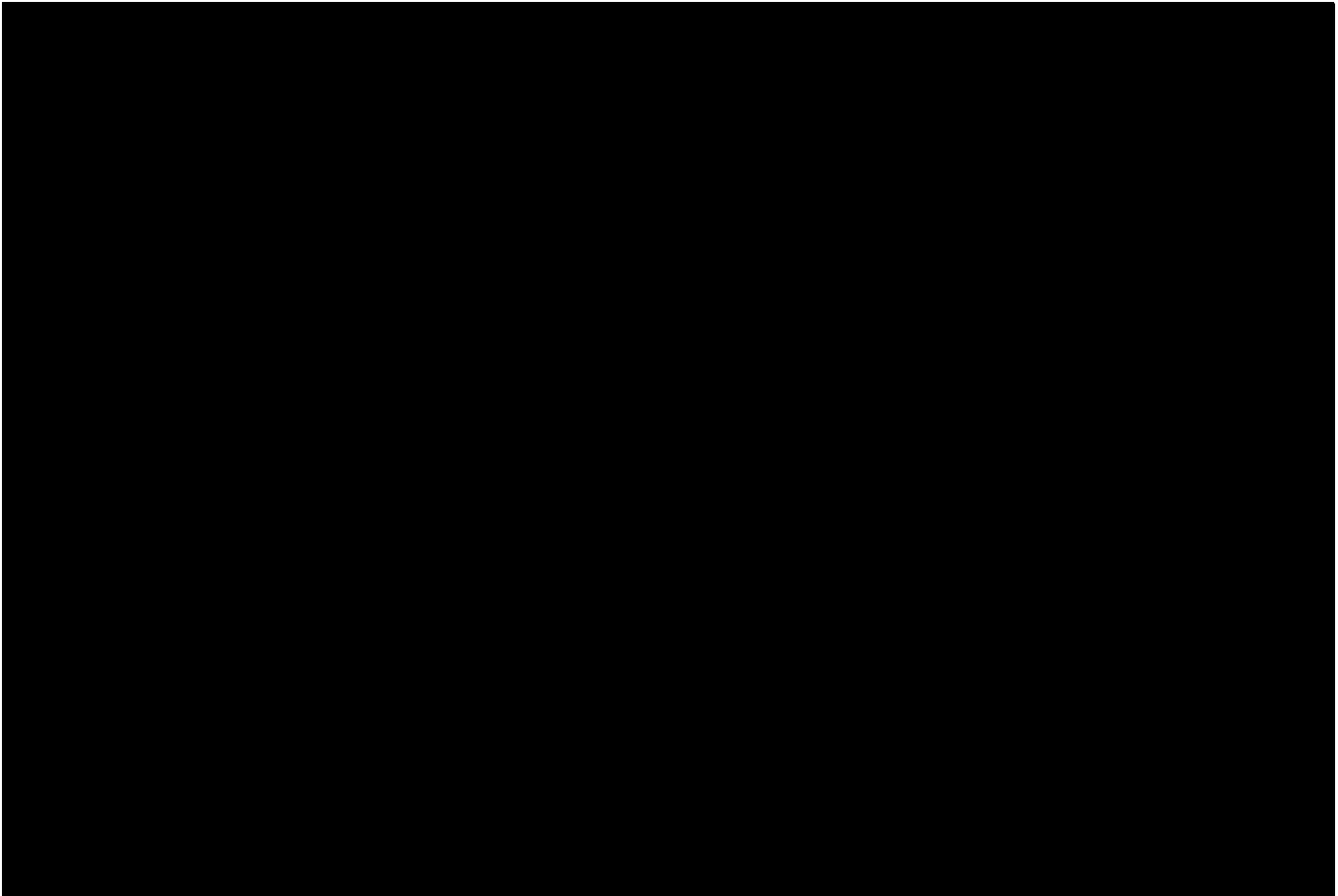


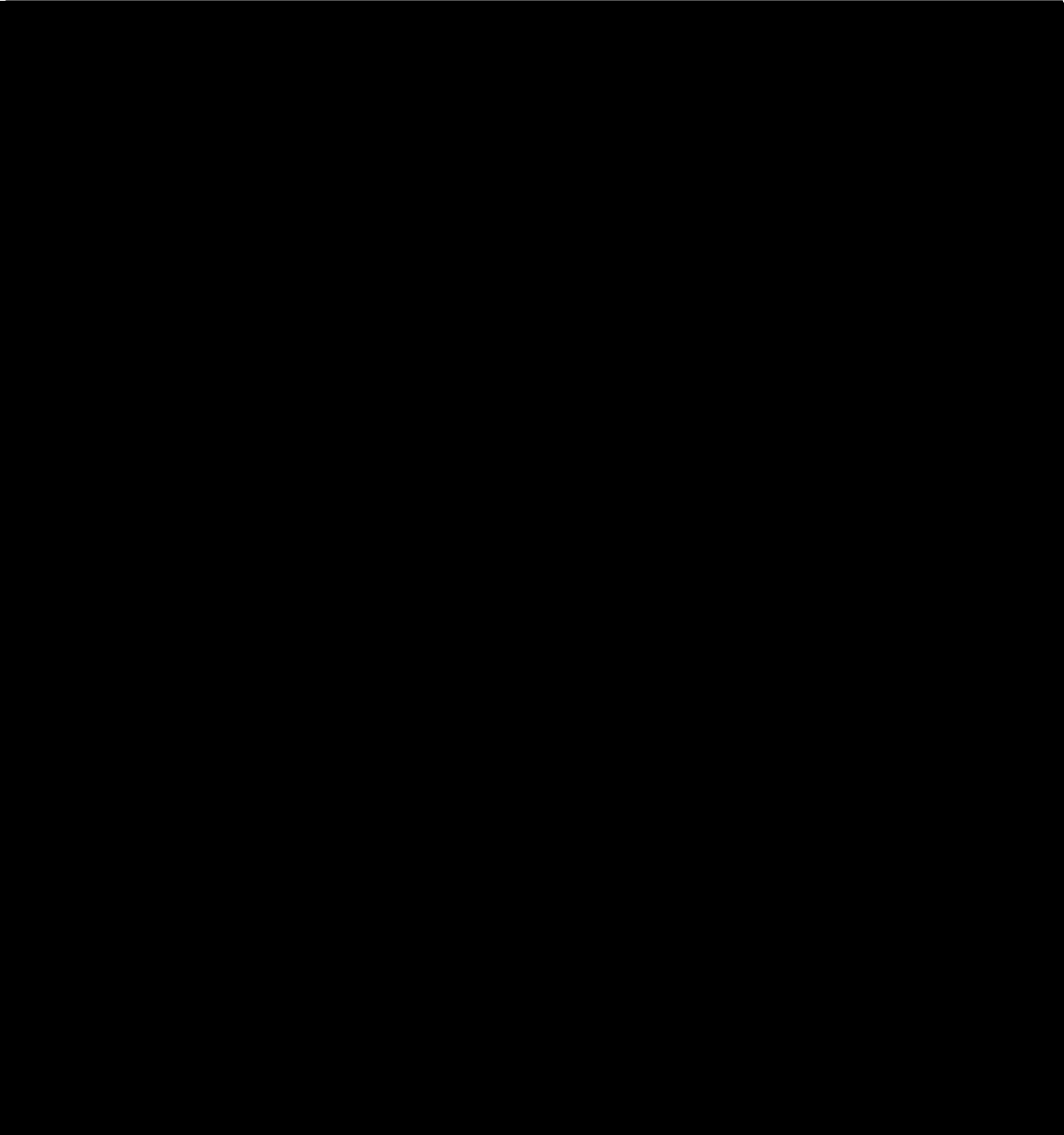
<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 4	<b>Revision Number HD 2023</b>
<b>MANUAL</b> Safety Procedures Manual		<b>Program Review</b> 2023
<b>DOCUMENT TITLE</b> Personal Protective Equipment Program		
<b>DOCUMENT NUMBER</b> SPM 14		<b>SAFETY COORDINATOR</b> Heidi Dobson

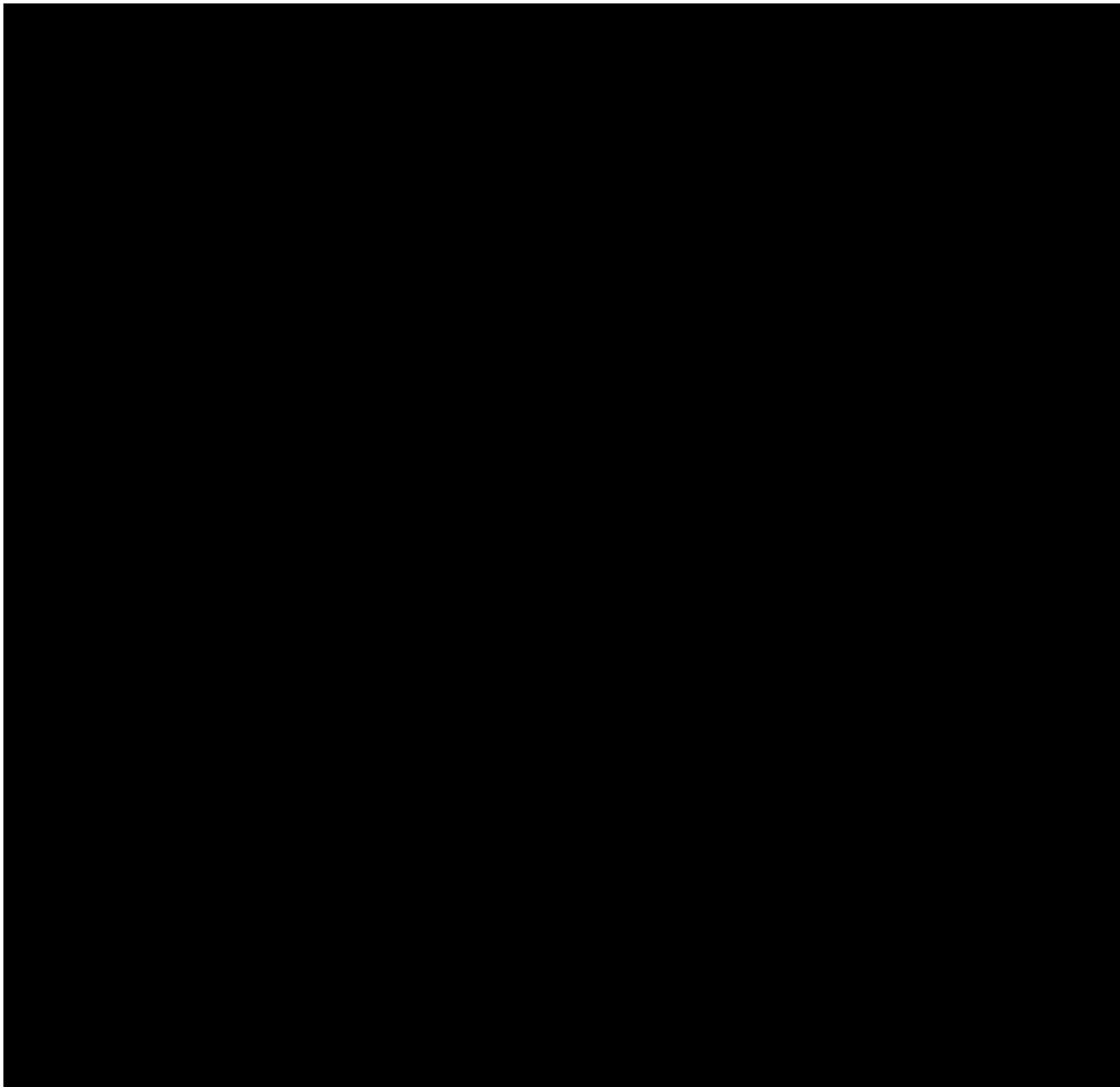
## PERSONAL PROTECTIVE EQUIPMENT PROGRAM





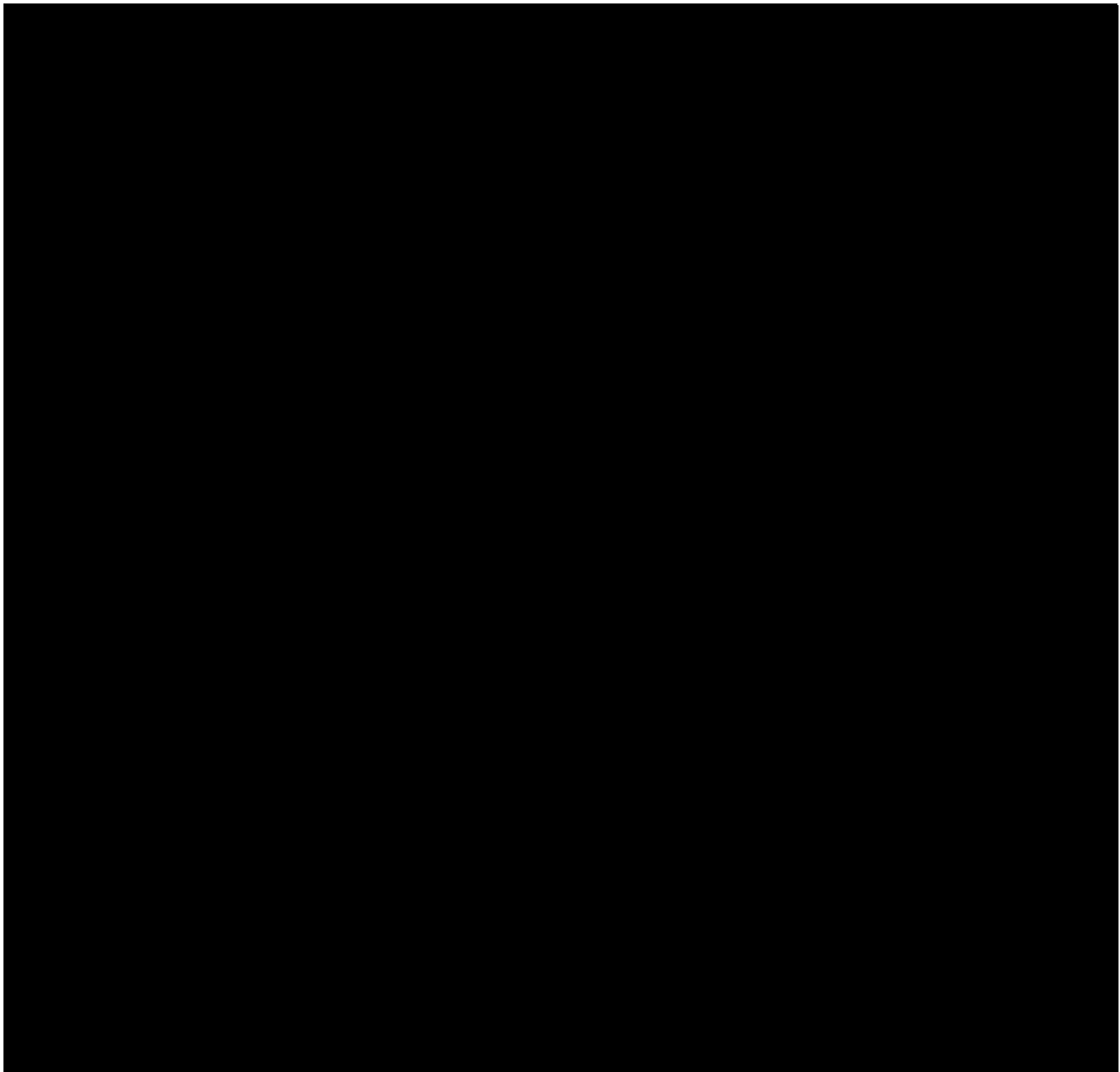


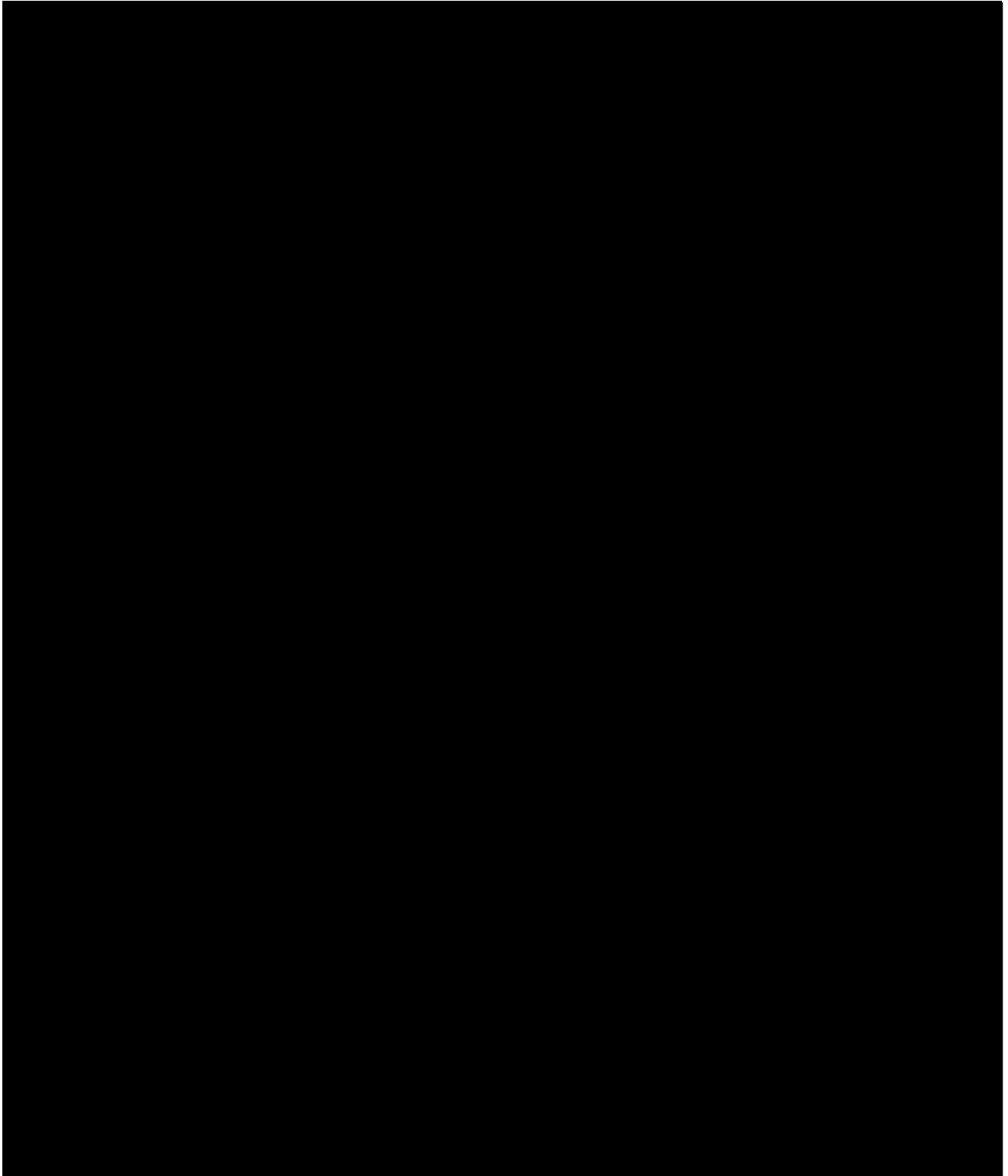


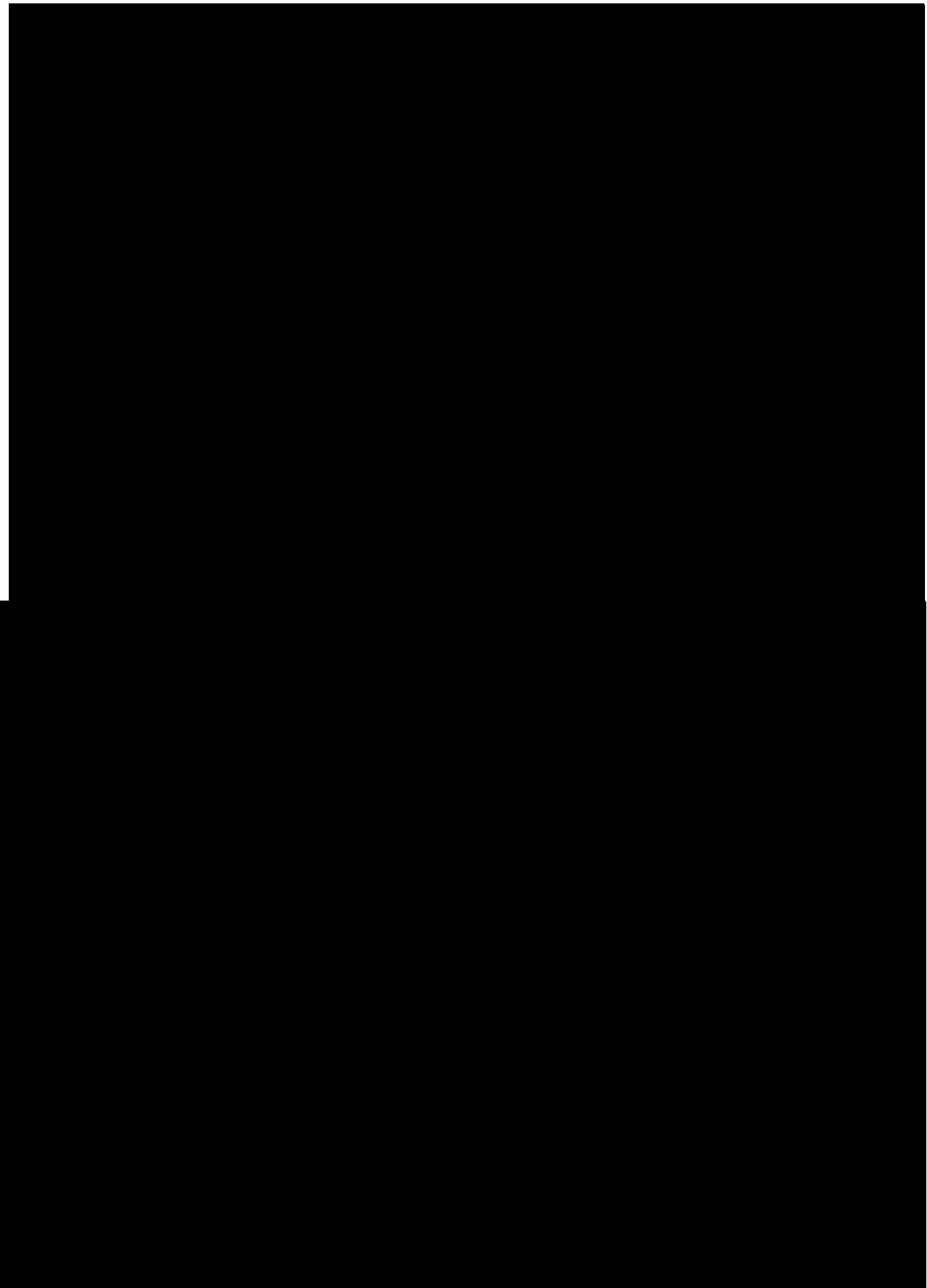


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<b>DOCUMENT TITLE</b> Hearing Protection Program		
<b>DOCUMENT NUMBER</b> SPM 15		<b>SAFETY COORDINATOR</b> Heidi Dobson

**HEARING PROTECTION PROGRAM**

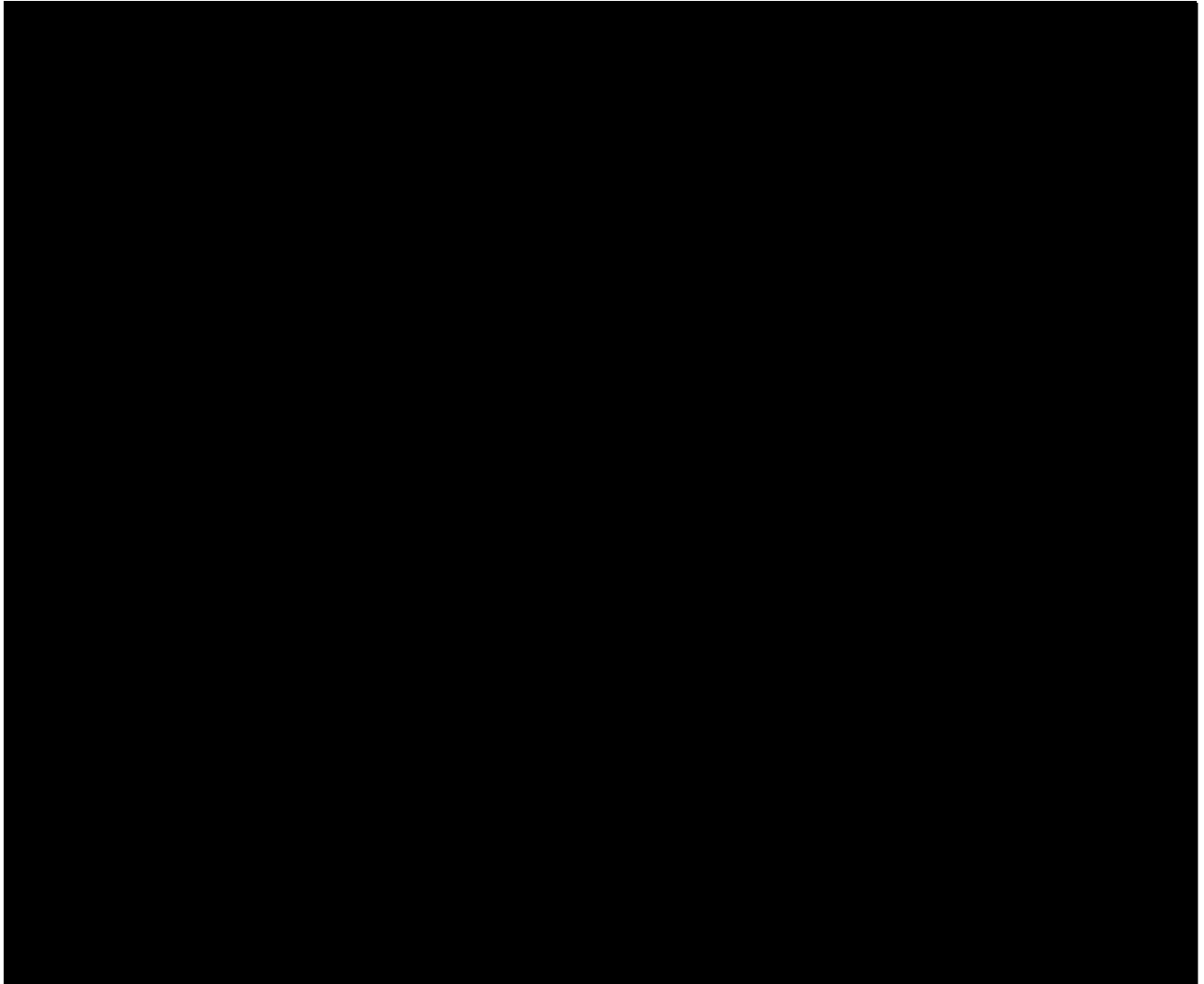


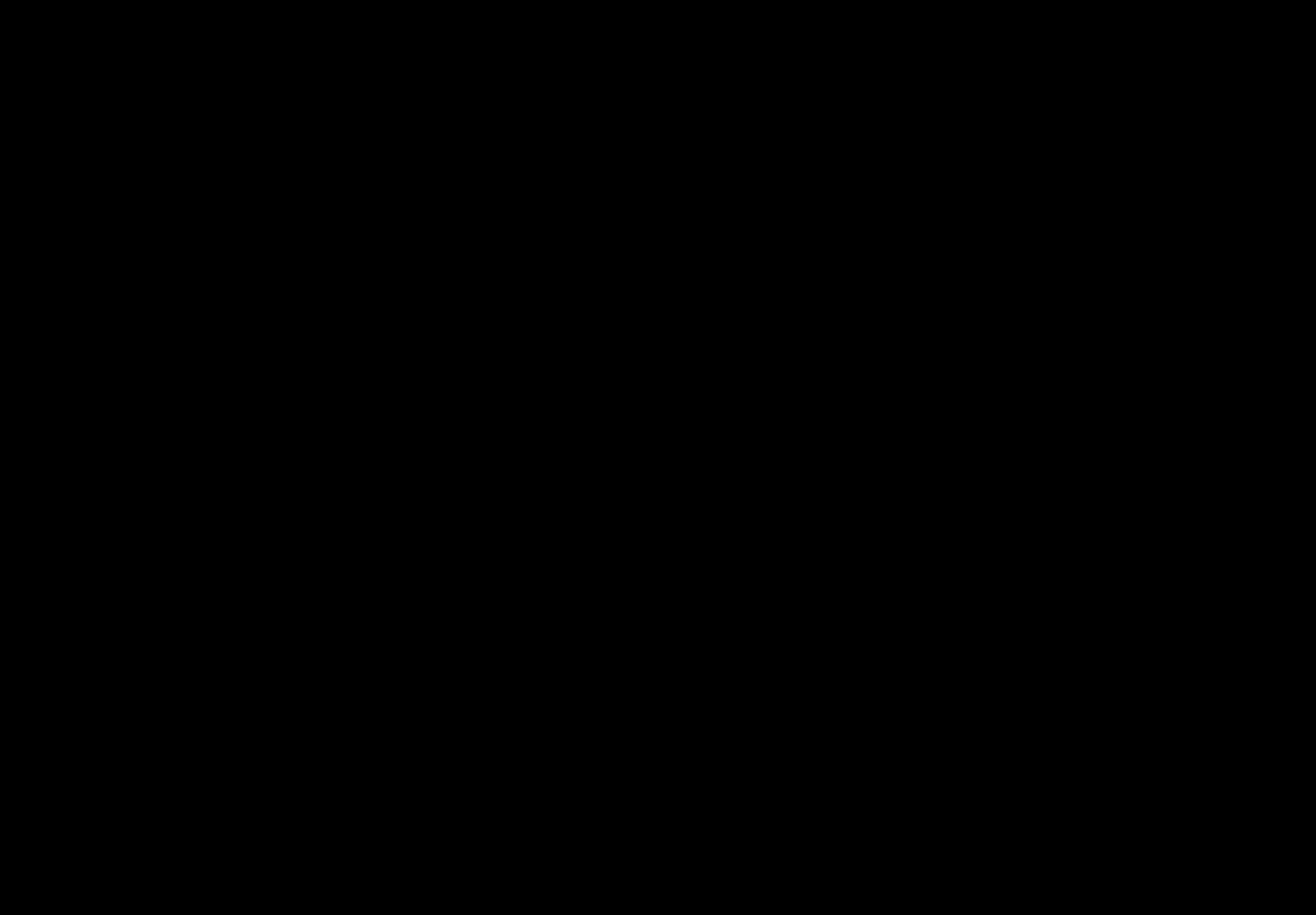
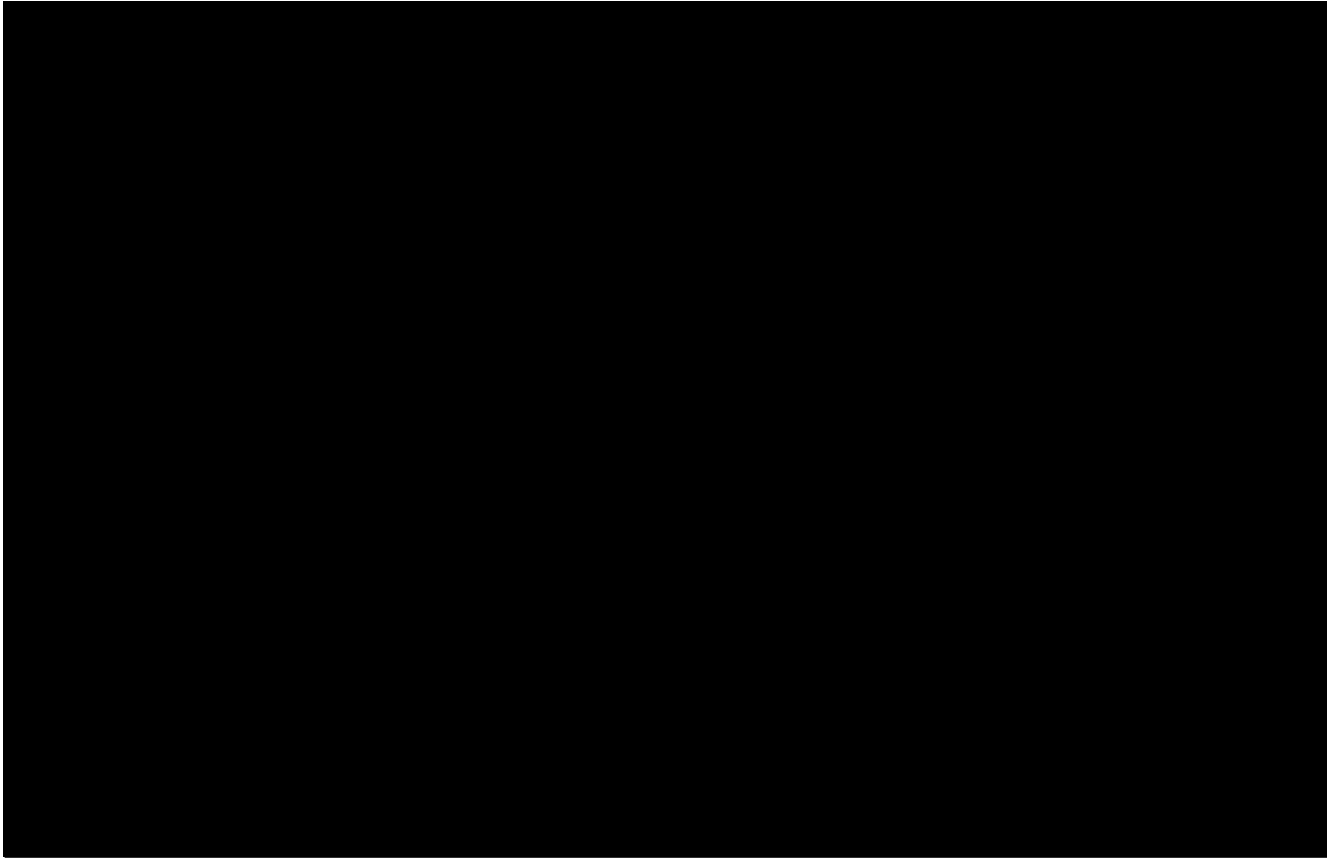




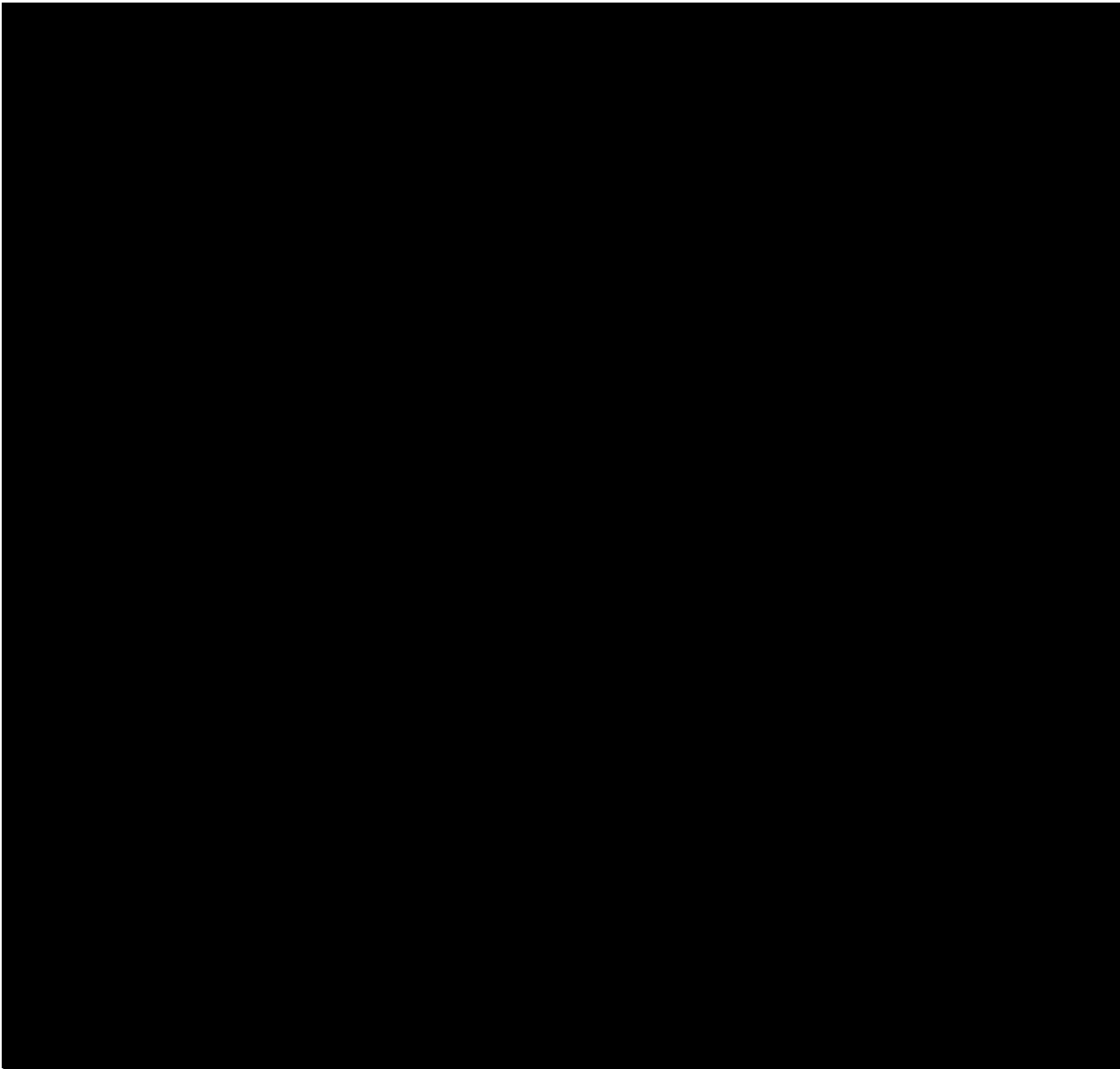
<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 3	<b>Revision Number HD 2023</b>
<b>MANUAL</b> Safety Procedures Manual		<b>Program Review</b> 2023
<b>DOCUMENT TITLE</b> Back Injury Prevention		
<b>DOCUMENT NUMBER</b> SPM 16		<b>SAFETY COORDINATOR</b> Heidi Dobson

**BACK INJURY PREVENTION**







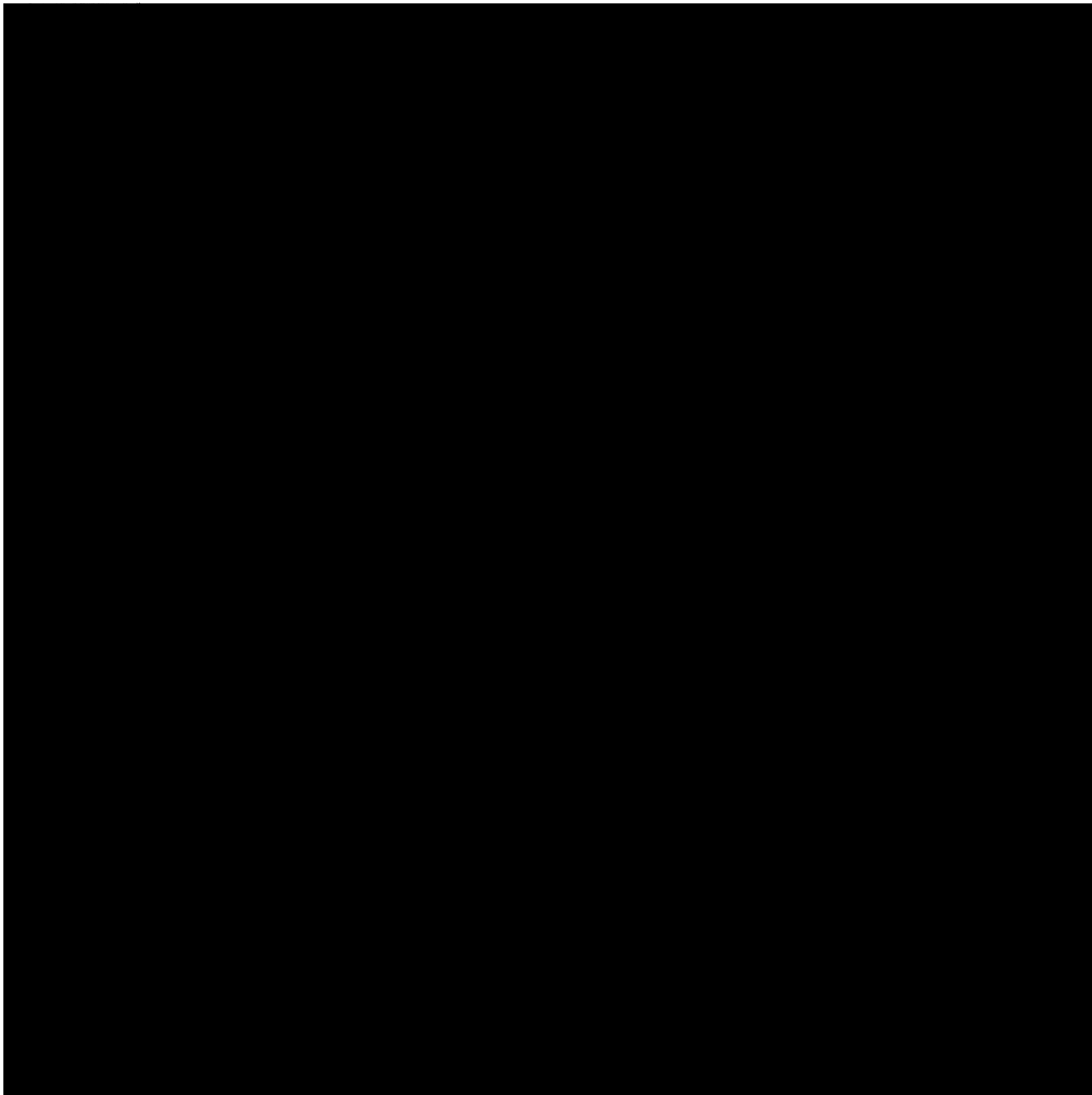


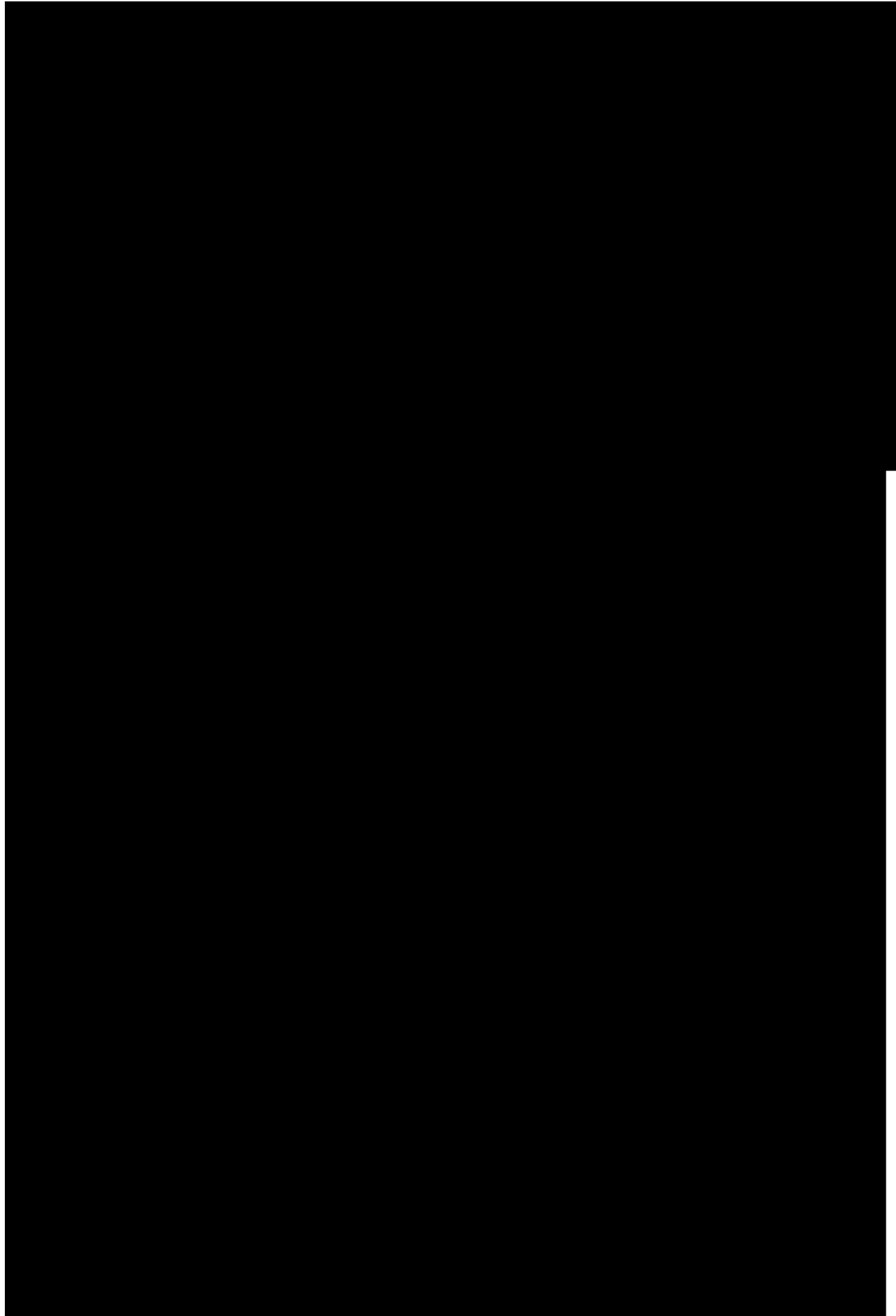
<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 3	<b>Revision Number HD 2023</b>
<b>MANUAL</b> Safety Procedures Manual		<b>Program Review</b> 2023
<b>DOCUMENT TITLE</b> Hand, Electrical, And Pneumatic Tool Safety		
<b>DOCUMENT NUMBER</b> SPM 17		<b>SAFETY COORDINATOR</b> Heidi Dobson

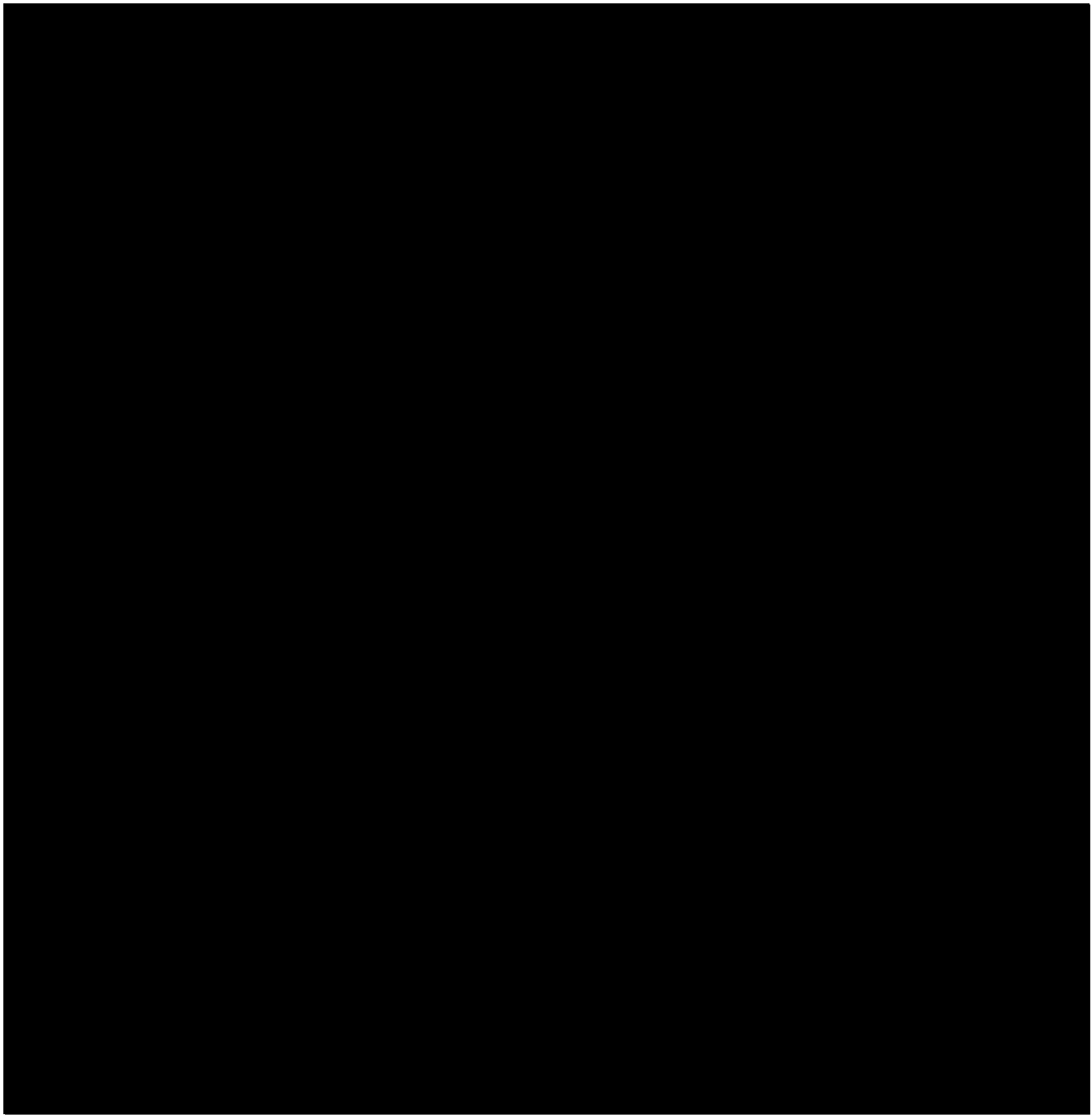
## **HAND, ELECTRICAL, AND PNEUMATIC TOOL SAFETY**

### **PURPOSE**

Tools are an essential part of the equipment used by workers at Garland/DBS, Inc. projects. The purpose of this policy is to establish safe working procedures for hand, electrical, and pneumatic tools to reduce the potential of injuries.





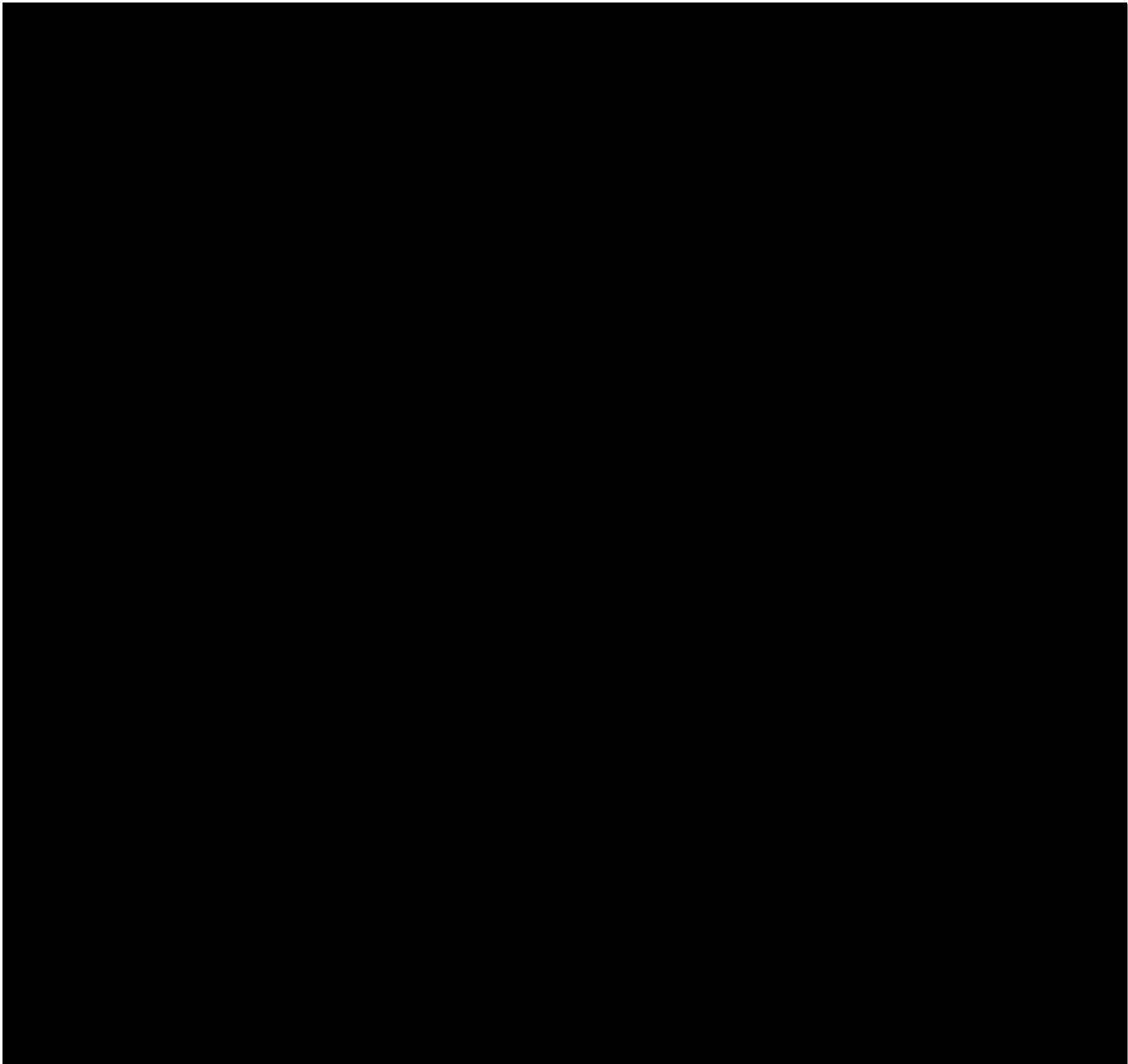


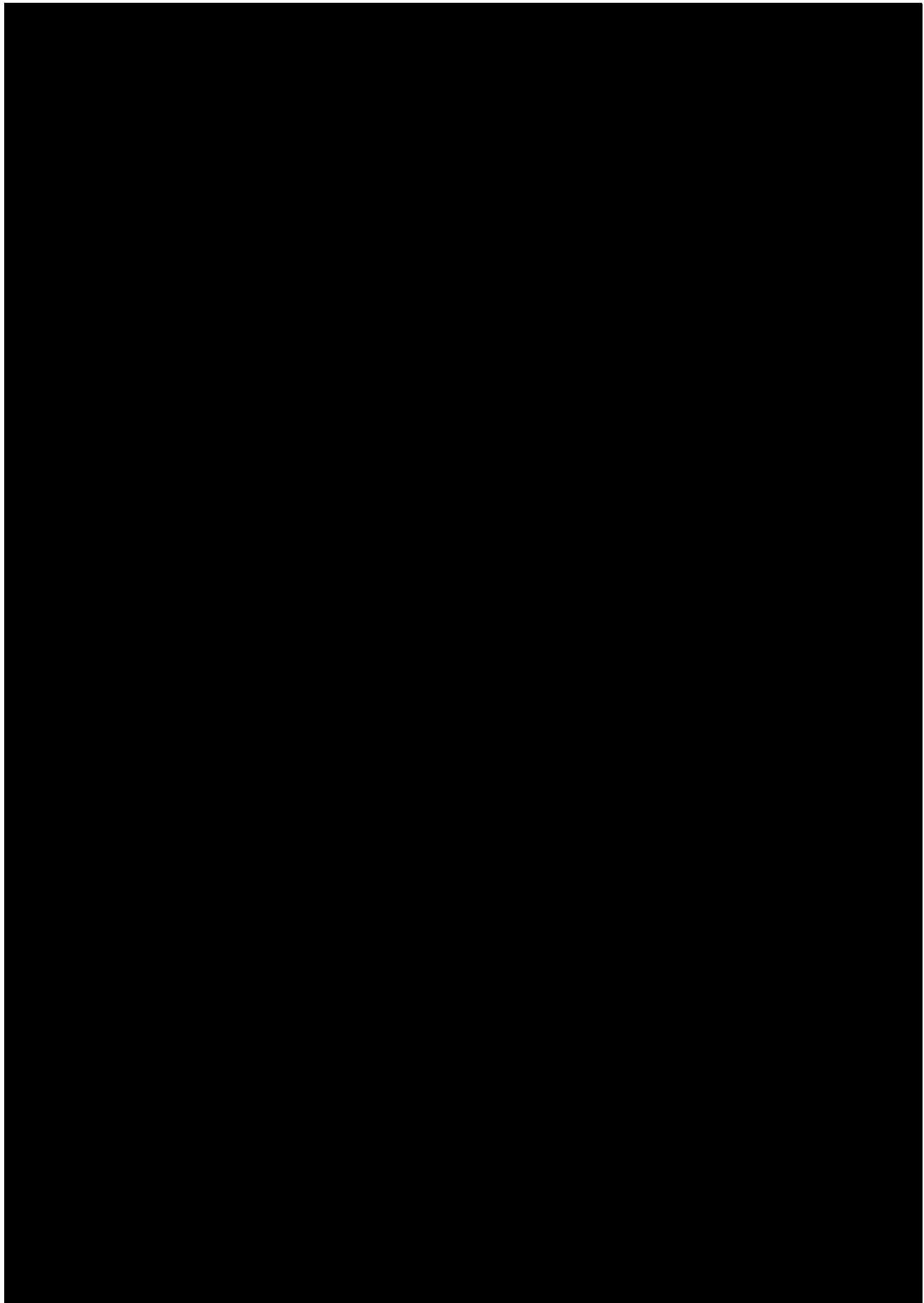
<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 3	<b>Revision Number HD 2023</b>
<b>MANUAL</b> Safety Procedures Manual		<b>Program Review</b> 2023
<b>DOCUMENT TITLE</b> Electrical Safety Related Work Practices		
<b>DOCUMENT NUMBER</b> SPM 18		<b>SAFETY COORDINATOR</b> Heidi Dobson

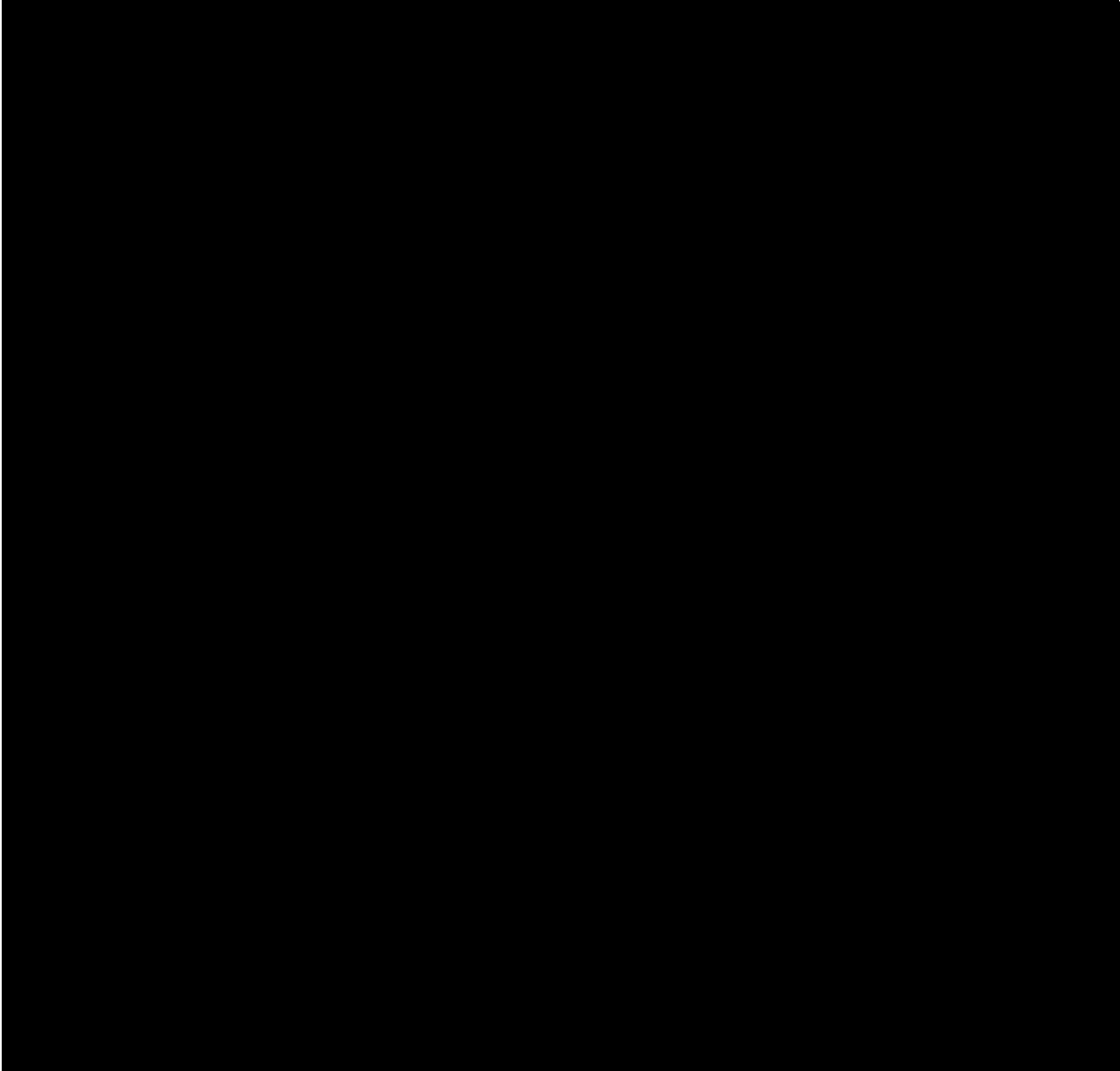
## **ELECTRICAL SAFETY RELATED WORK PRACTICES**

### **PURPOSE**

The purpose of this procedure is to assure the protection of all personnel working around, near, or with electrical circuitry. Safe work practices are designed, and must be used, to prevent accidents and injuries caused by electrical hazards in the workplace.





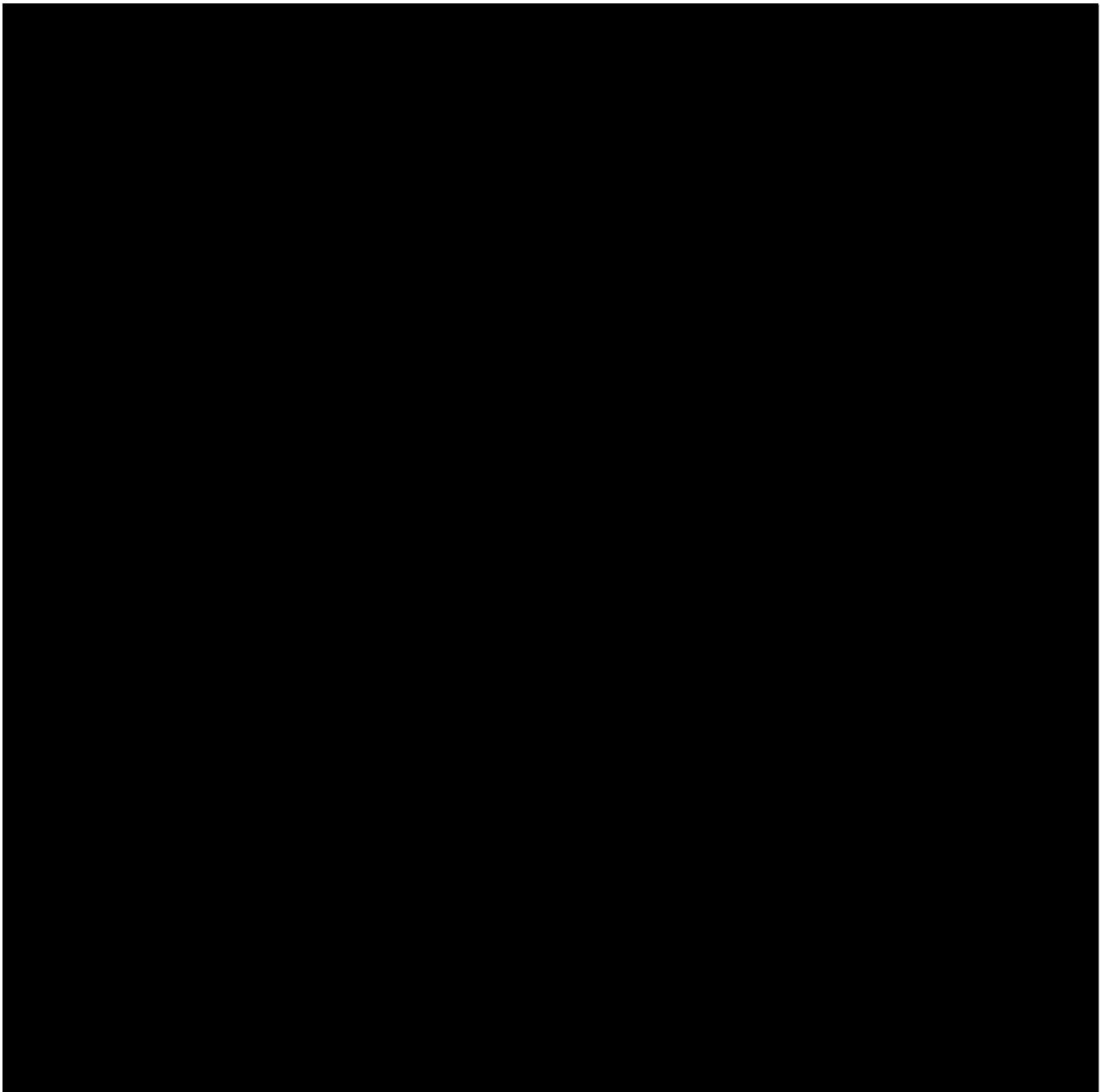


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<b>DOCUMENT TITLE</b> Assured Grounding Program		
<b>DOCUMENT NUMBER</b> SPM 19		<b>SAFETY COORDINATOR</b> Heidi Dobson

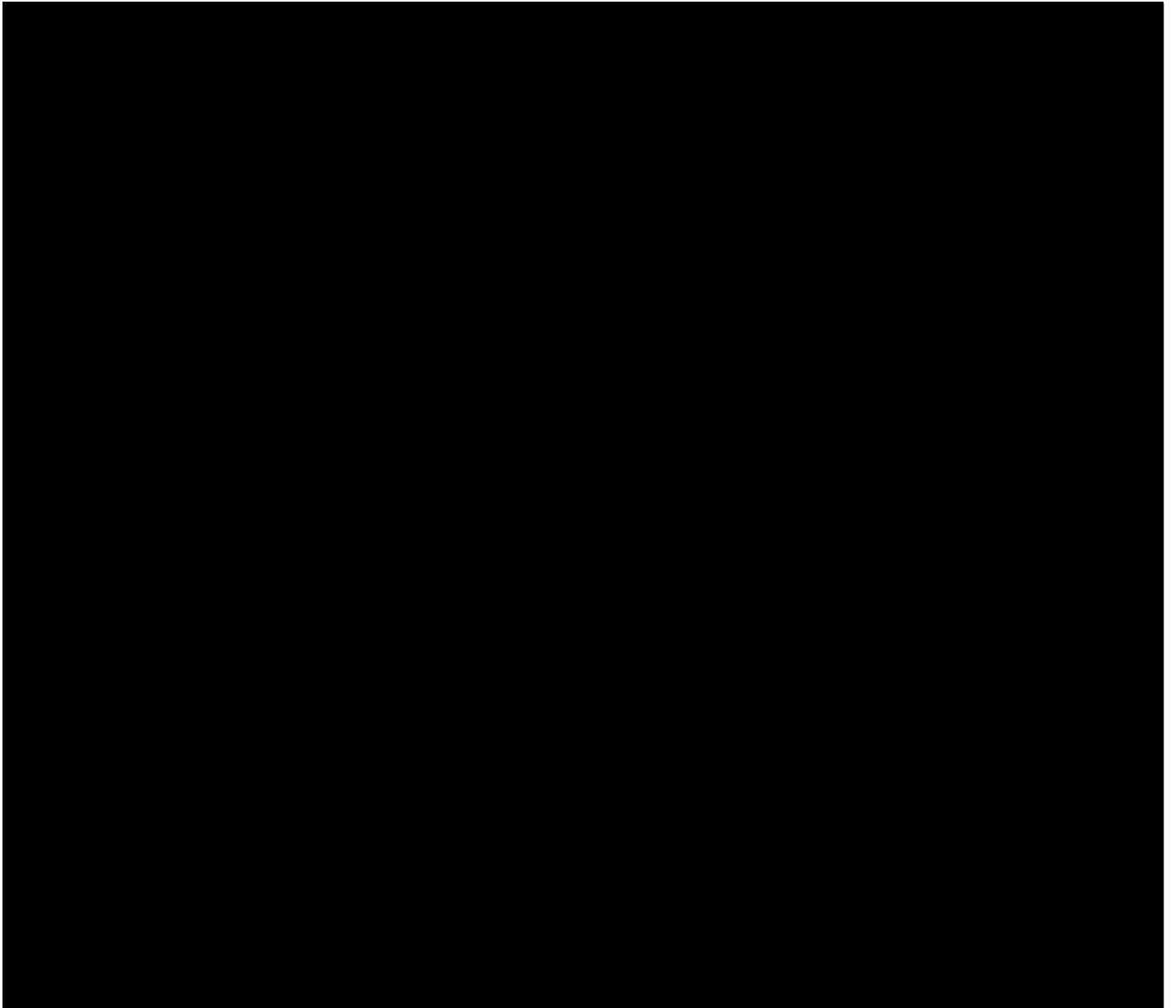
## **ASSURED GROUNDING PROGRAM**

### **PURPOSE**

The purpose of this procedure is to establish a standardized program for ground fault protection on all project sites, to protect workers from electrical hazards associated with 120V AC current.



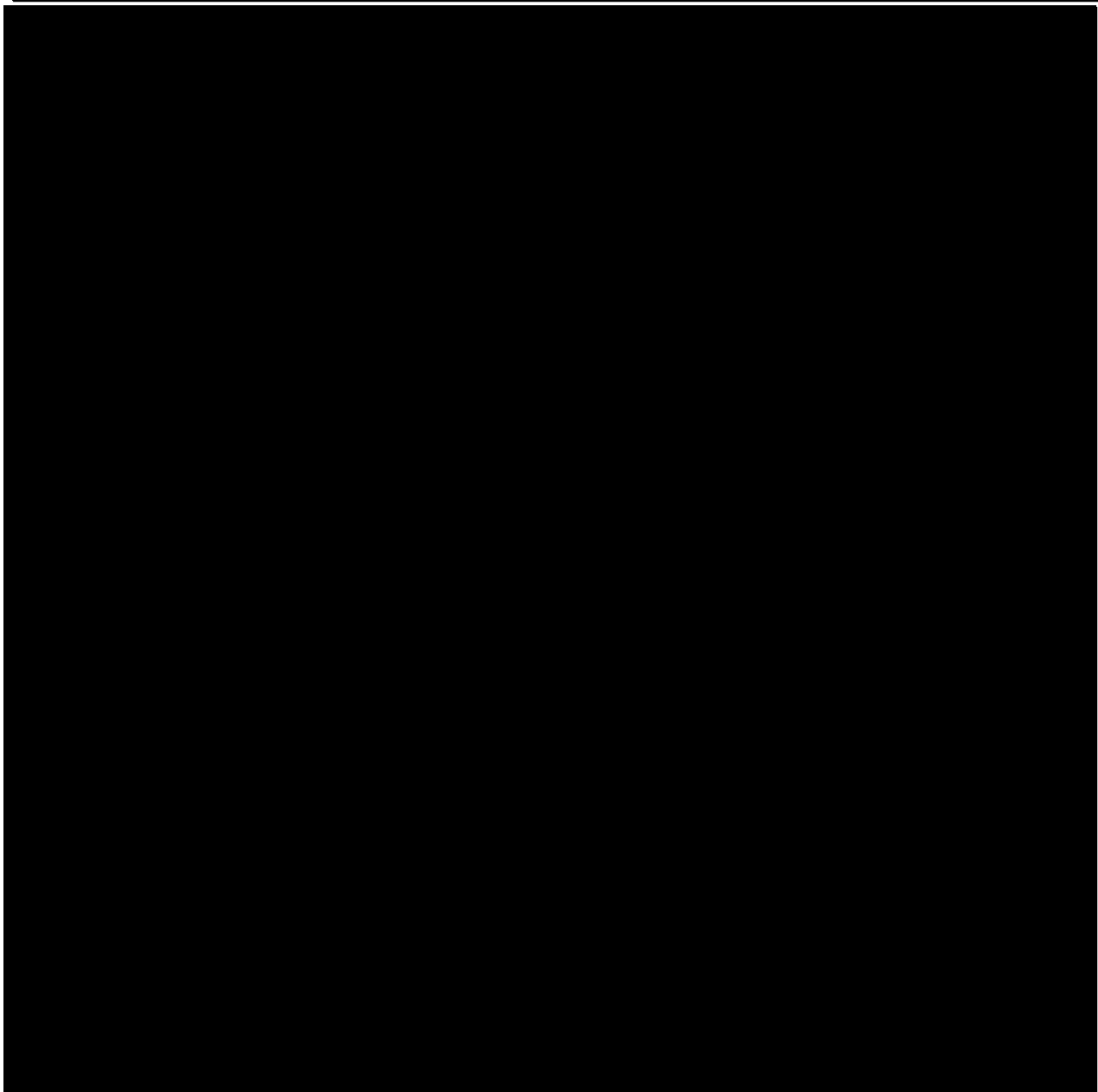
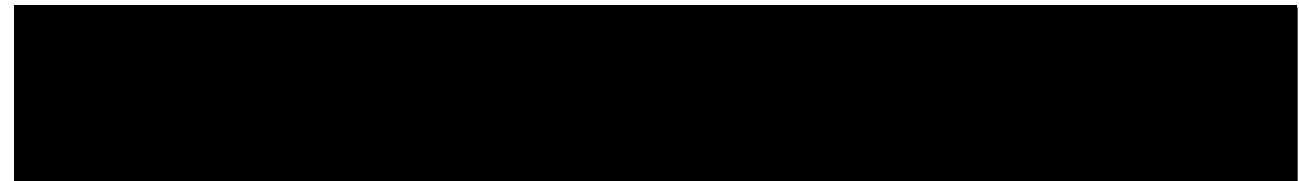


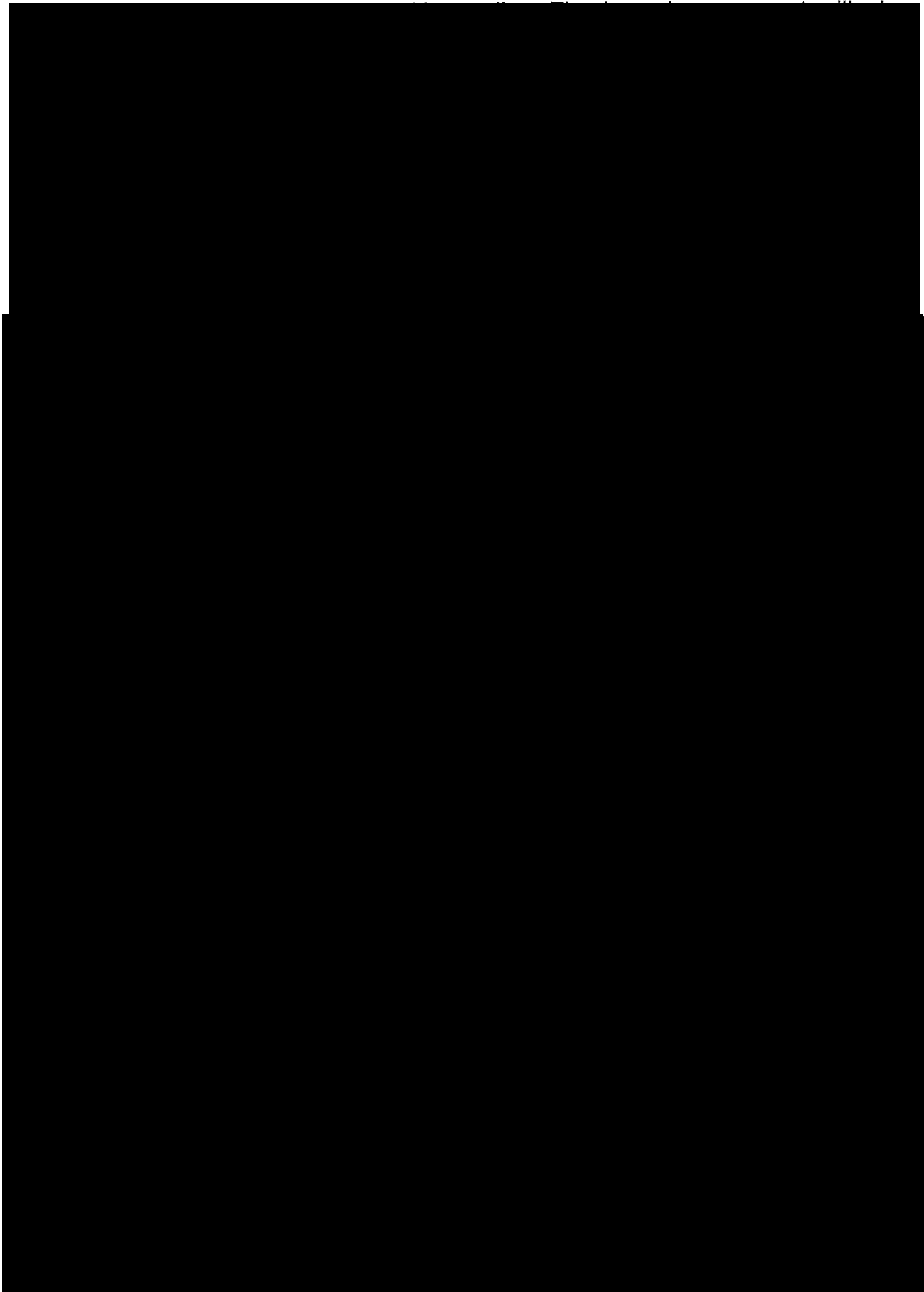


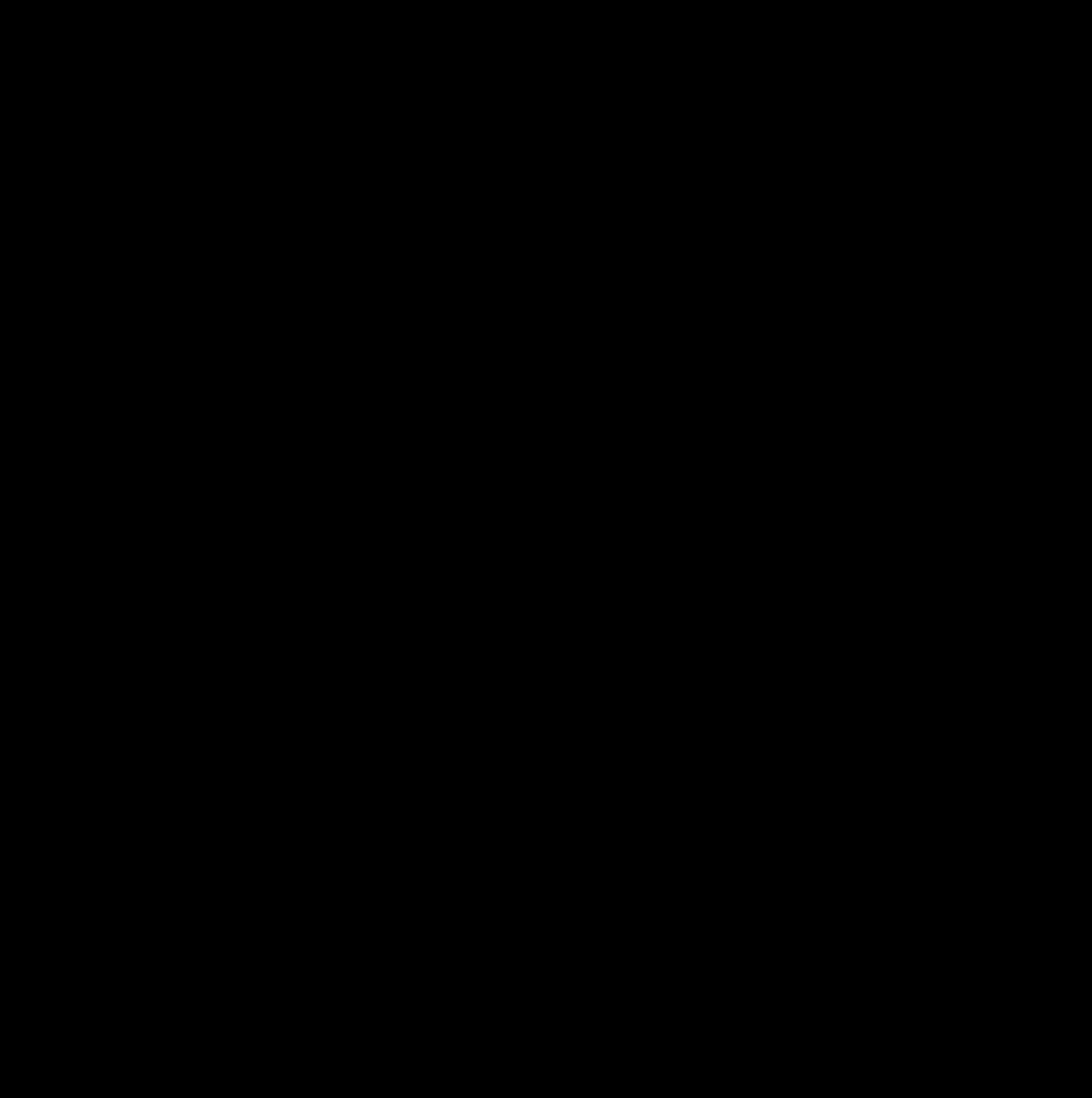
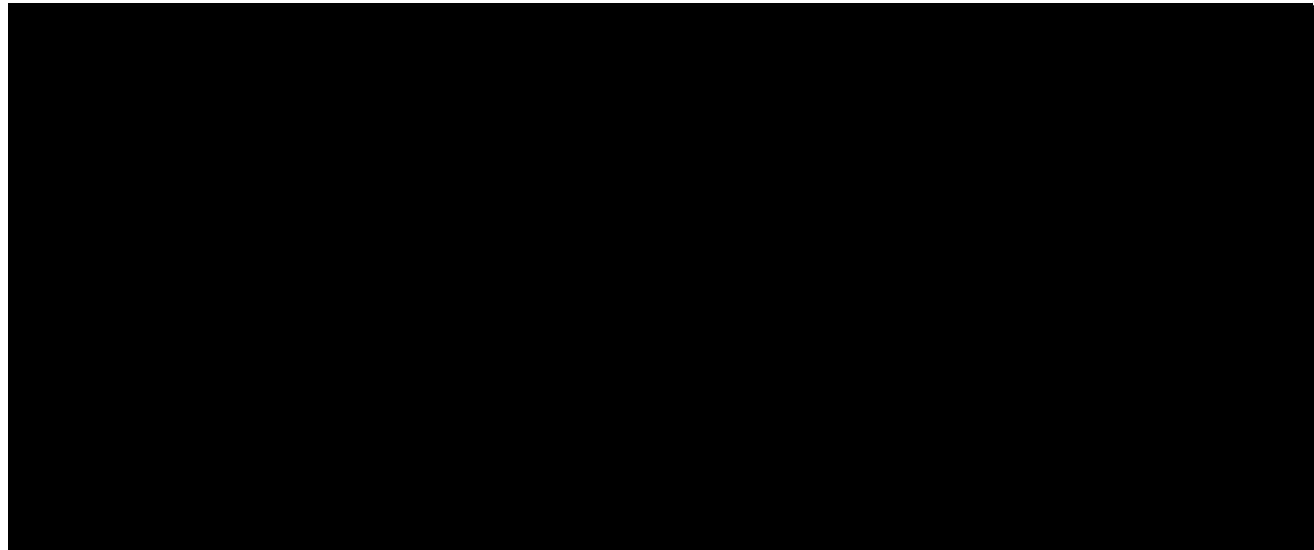
<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 9	<b>Revision Number HD 2023</b>
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<b>DOCUMENT TITLE</b> Crane And Hoist Safety		
<b>DOCUMENT NUMBER</b> SPM 20		<b>SAFETY COORDINATOR</b> Heidi Dobson

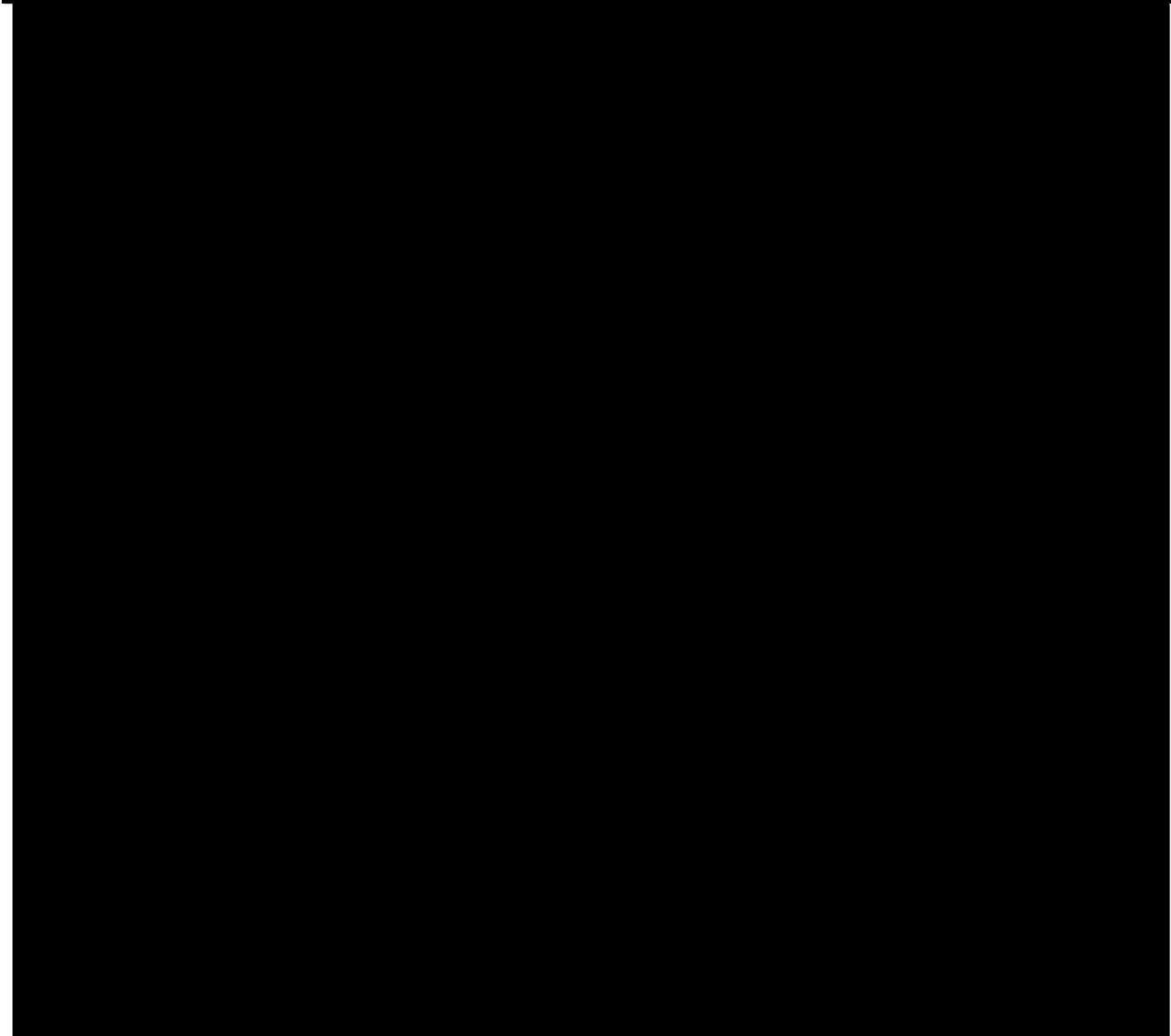
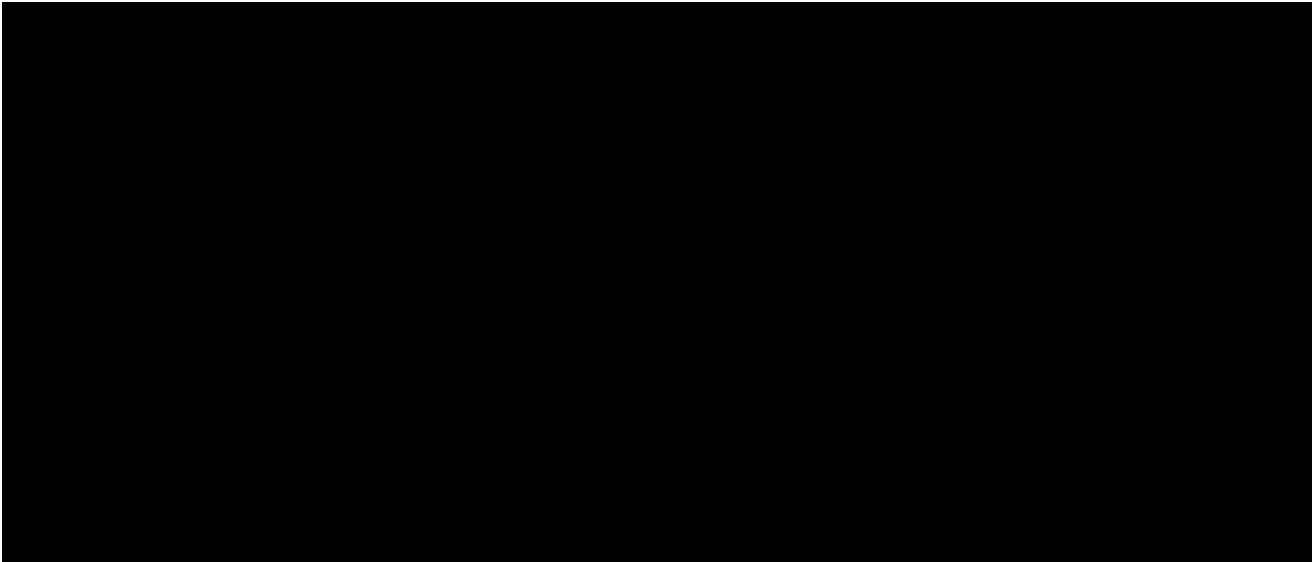
**LIFTING and MOBILE EQUIPMENT**

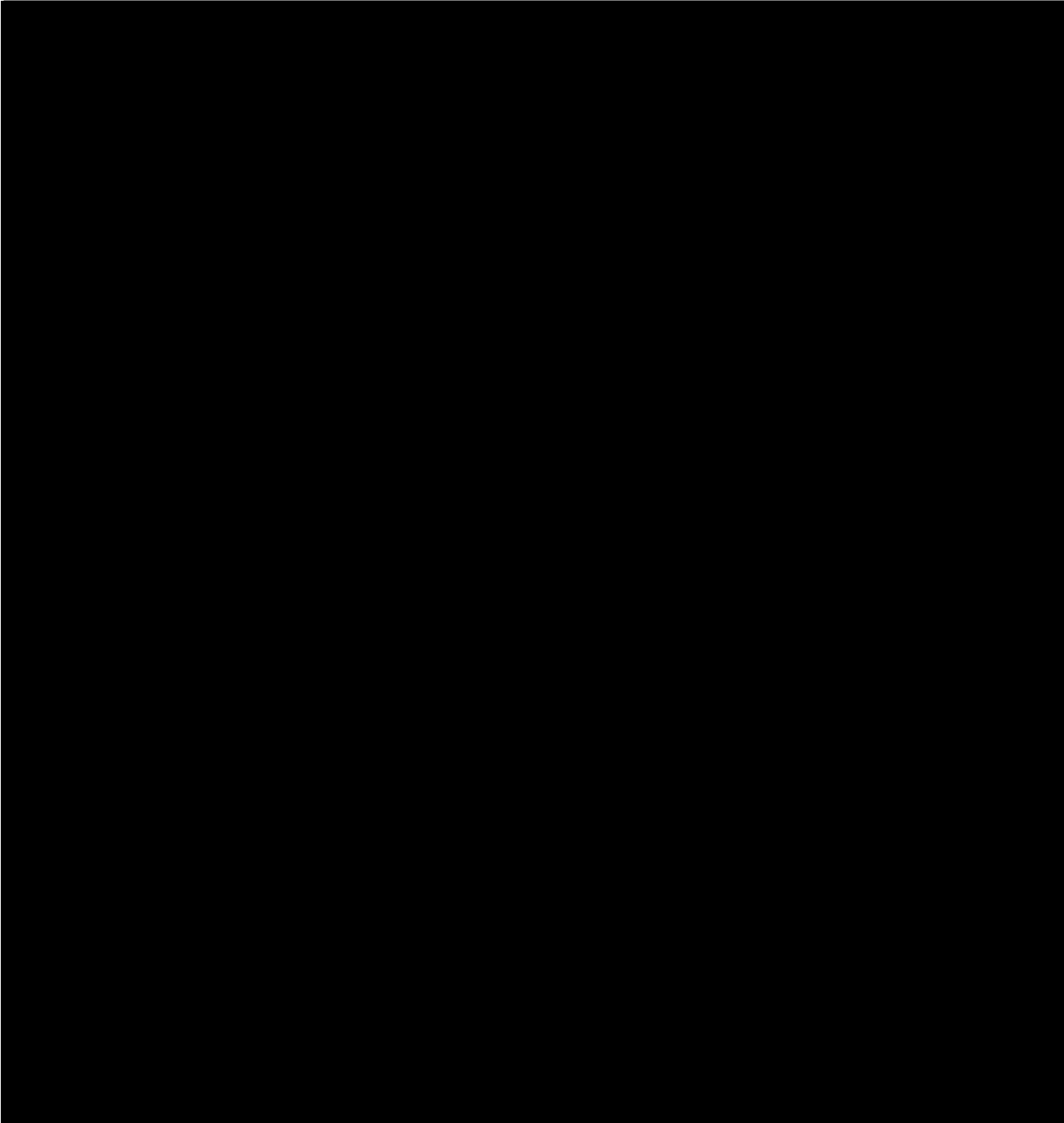
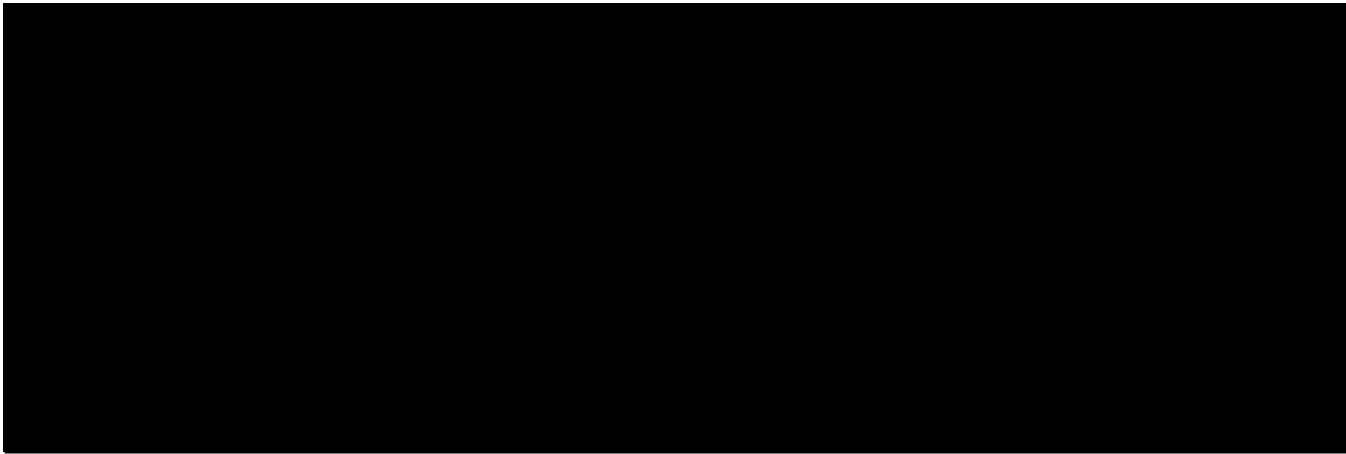
**CRANE and HOIST SAFETY**

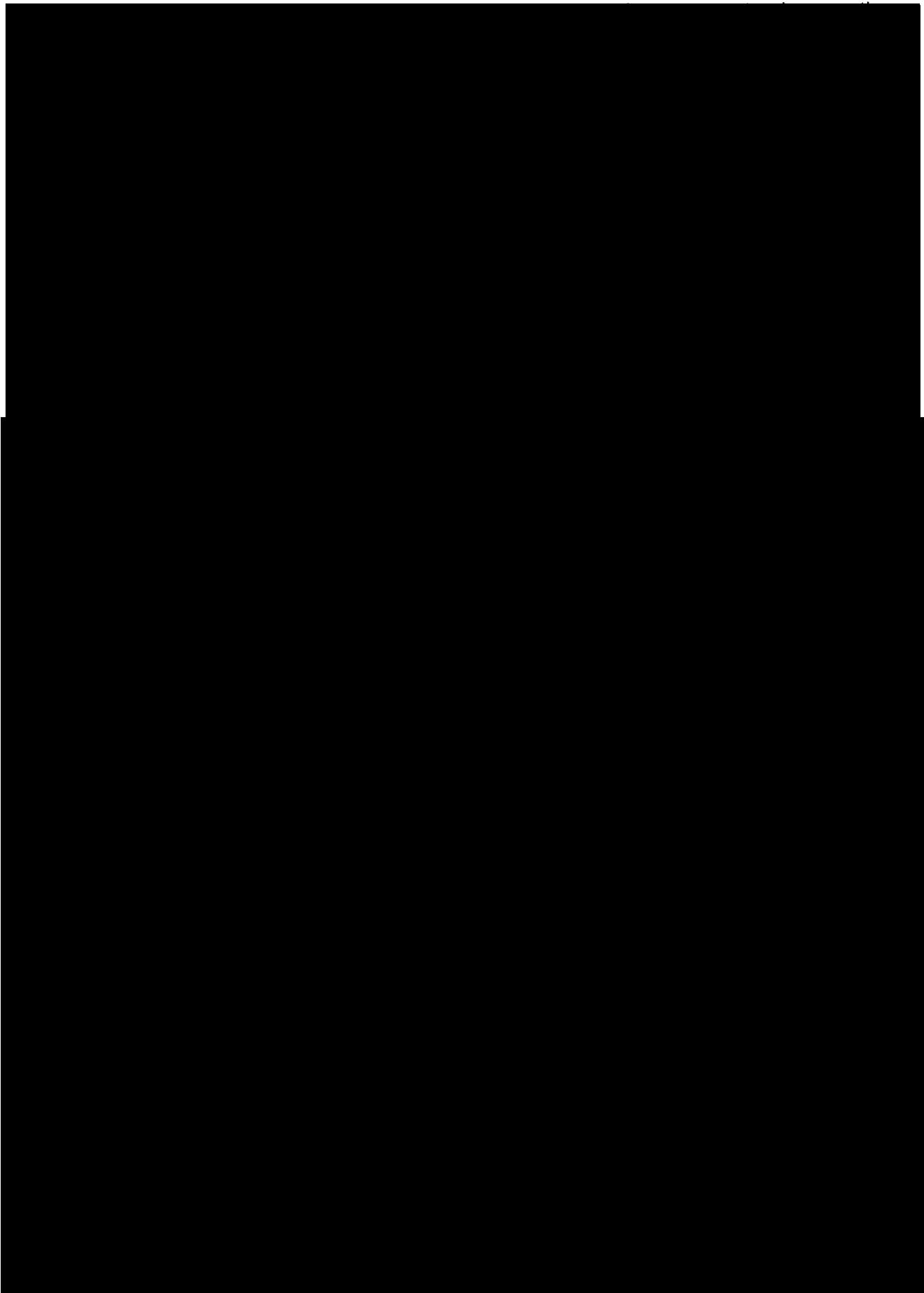


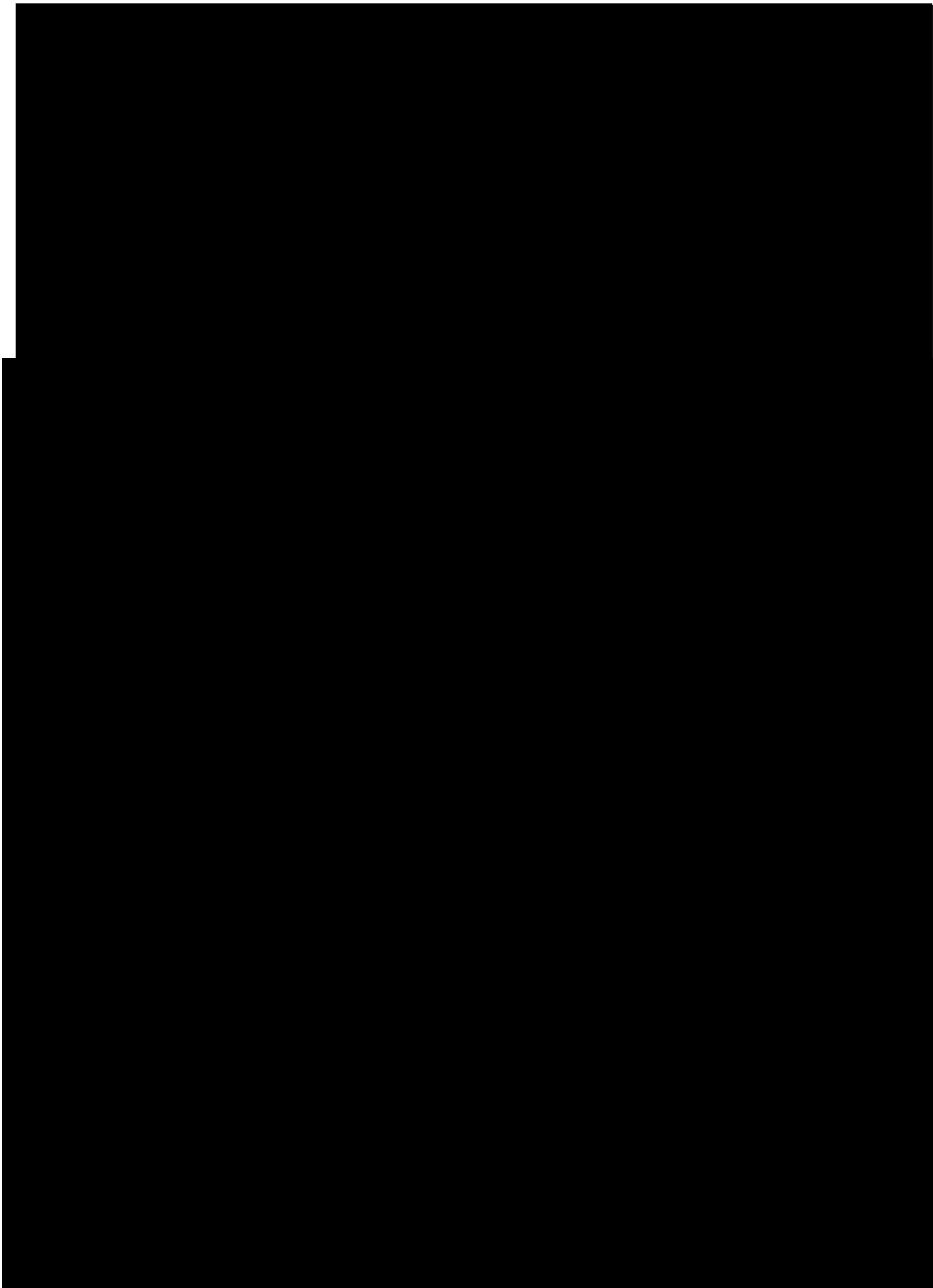




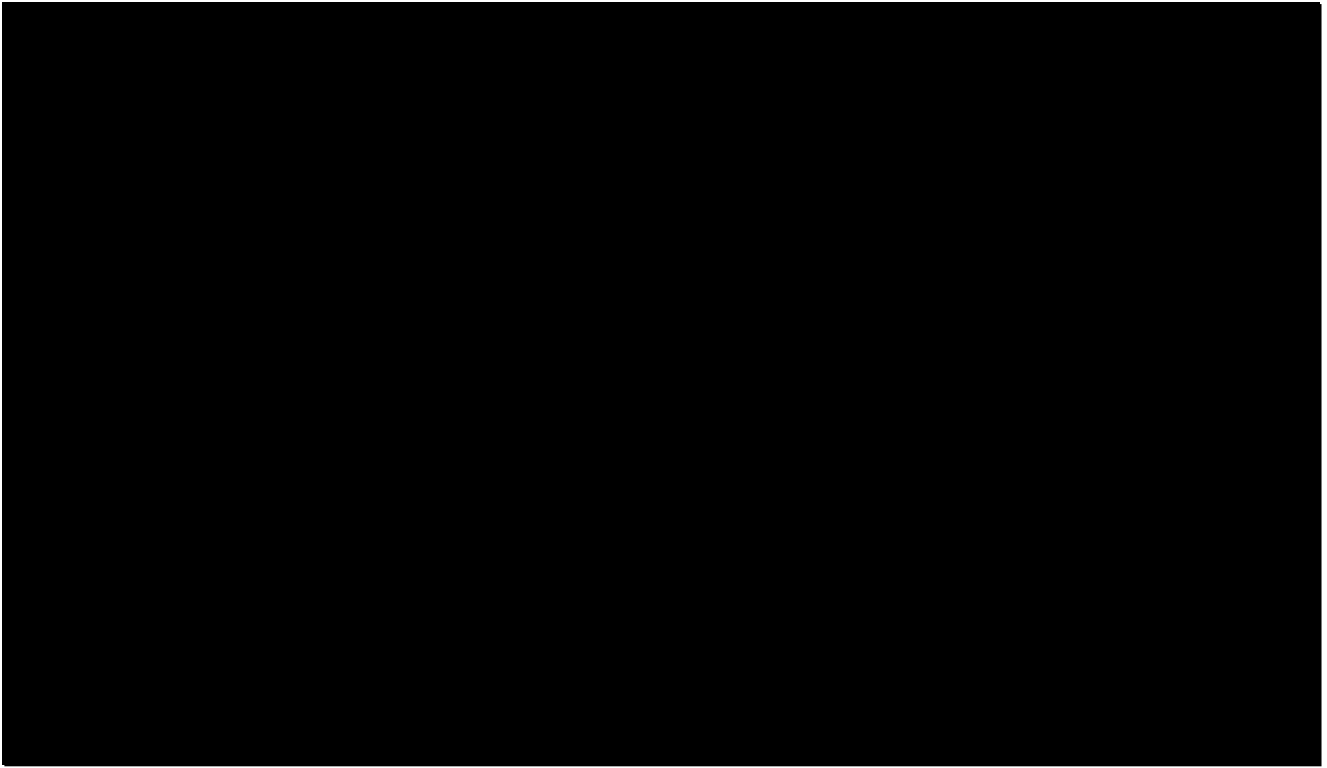


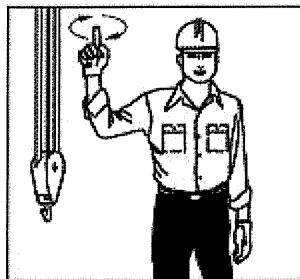




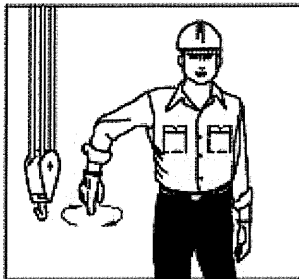




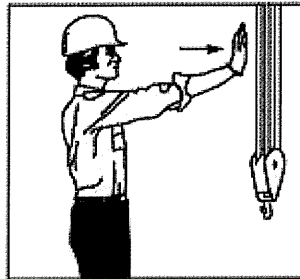




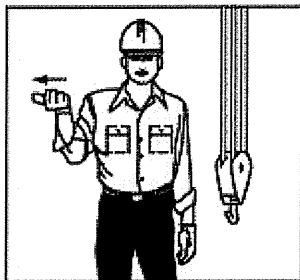
**HOIST.** With forearm vertical, forefinger pointing up, move hand in small horizontal circles.



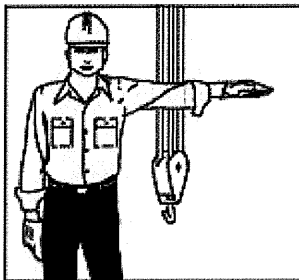
**LOWER.** With arm extended downward, forefinger pointing down, move hand in small horizontal circles.



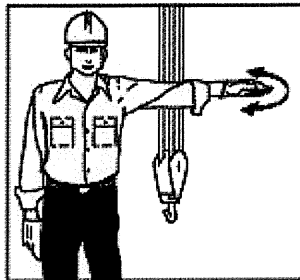
**TRAVEL** (rail mount of trolley). Arm extended forward, hand open and slightly raised, make pushing motion in direction of travel.



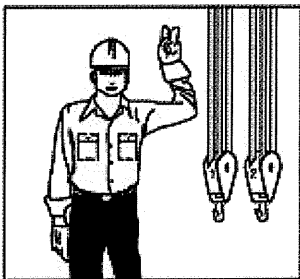
**TROLLEY TRAVEL.** Palm up, fingers closed, thumb pointing in direction of motion, jerk hand horizontally.



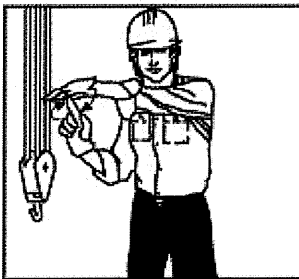
**STOP.** Arm extended, palm down, hold position rigidly.



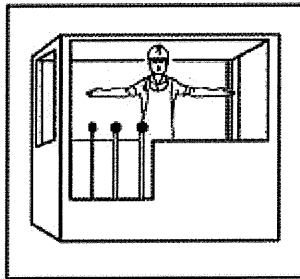
**EMERGENCY STOP.** Arm extended, palm down, move hand rapidly right and left.



**MULTIPLE TROLLEYS.** Hold up one finger for block marked "1" and two fingers for block marked "2". Regular signals follow.



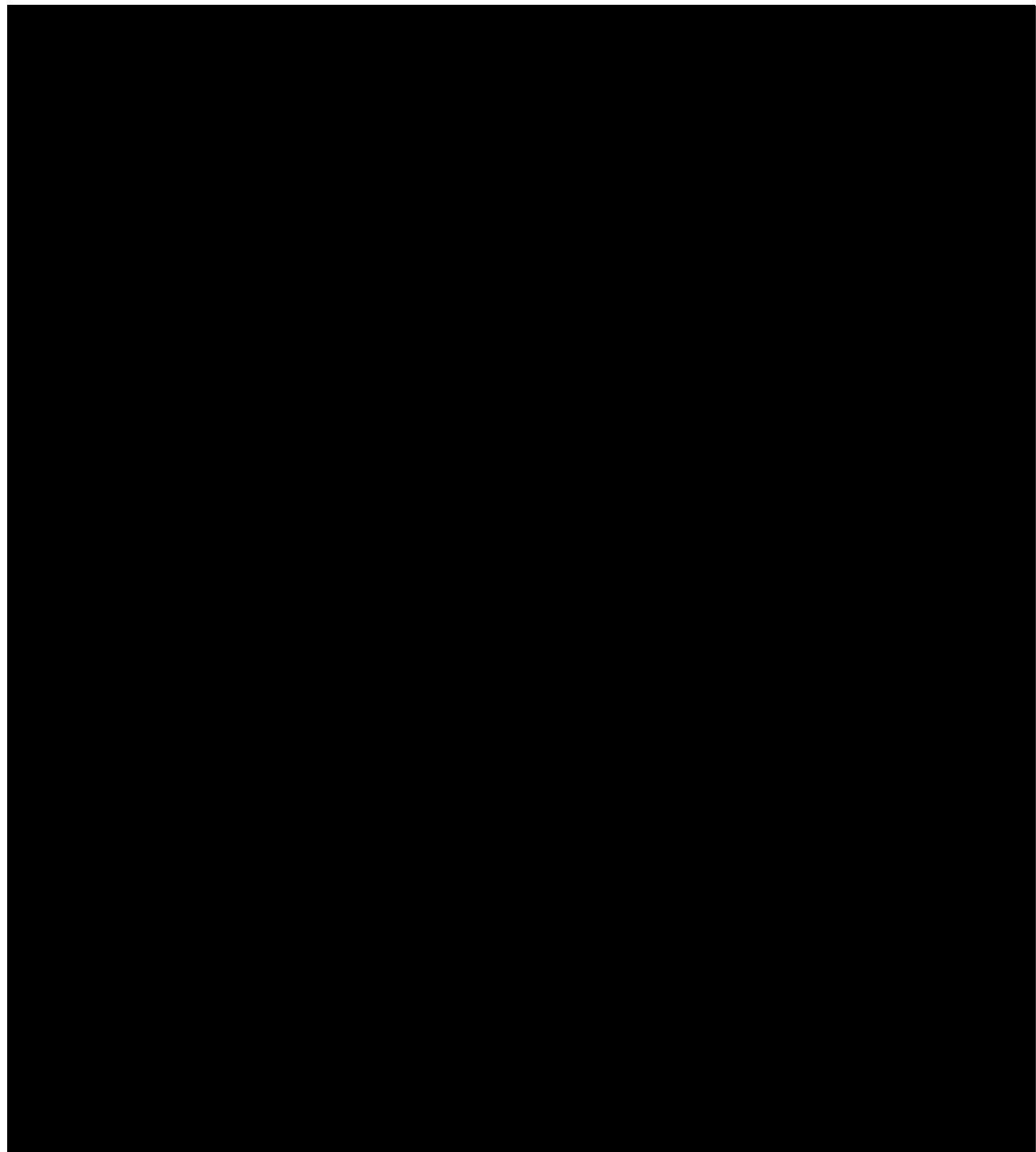
**MOVE SLOWLY.** Use one hand to give any motion signal and place other hand motionless in front of hand giving the signal. (HOIST SLOWLY AS SHOWN IN EXAMPLE.)

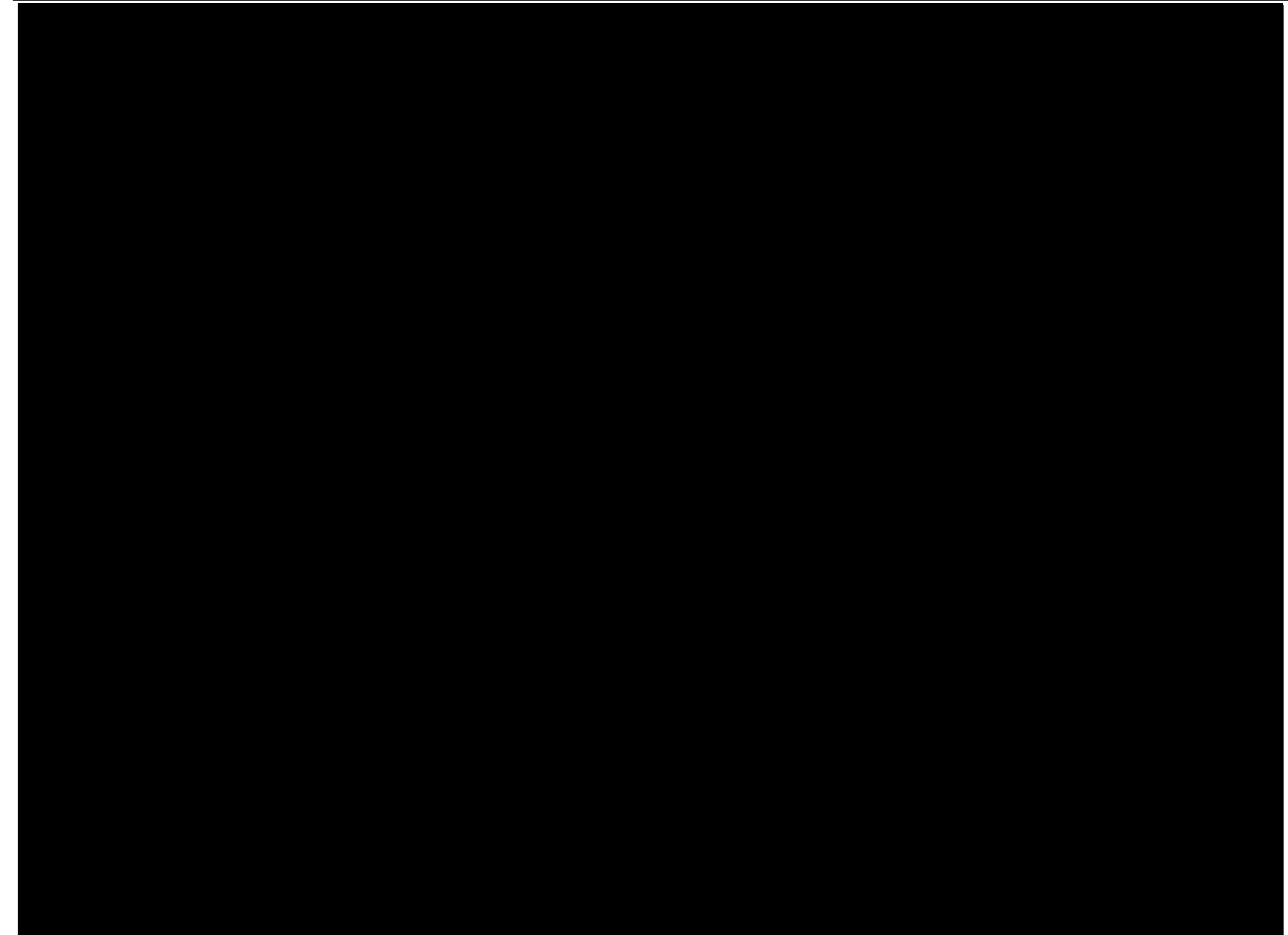
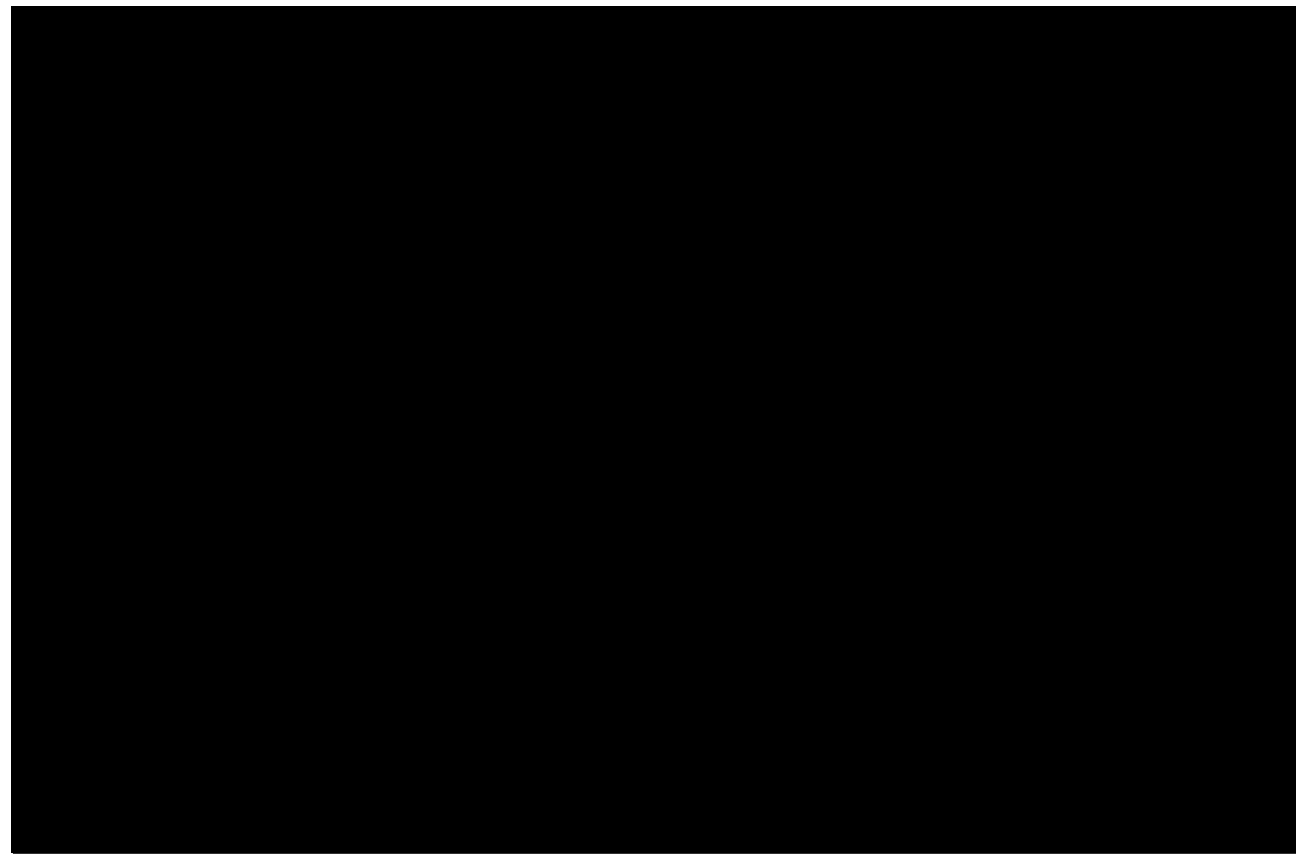


**MAGNET IS DISCONNECTED.** Crane operator spreads both hands apart with palms up.

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<b>DOCUMENT TITLE</b> Ladder Safety		
<b>DOCUMENT NUMBER</b> SPM 21		<b>SAFETY COORDINATOR</b> Heidi Dobson

**LADDER SAFETY**





**Ladder Inspection Checklist**

General	Needs Repair	Condition OK
Loose steps or rungs (considered loose if they can be moved at all by hand)		
Loose nails, screws, bolts, or other metal parts		
Cracked, split, or broken uprights, braces, steps, or rungs		
Slivers on uprights, rungs, or steps		
Damaged or worn non-slip bases		
<b>Stepladders</b>		
Wobbly (from side strain)		
Loose or bent hinge spreaders		
Stop on hinge spreaders broken		
Broken, split, or worn steps		
Loose hinges		
<b>Extension Ladders</b>		
Loose, broken, or missing extension locks		
Defective locks that do not seat properly when ladder is extended		
Deterioration of rope, from exposure to destructive agents		
<b>Sectional Ladders</b>		
Worn or loose metal parts		
Wobbly		

<b>Comments</b>
<b>Date ladder was repaired and returned to service:</b>

Inspector: \_\_\_\_\_

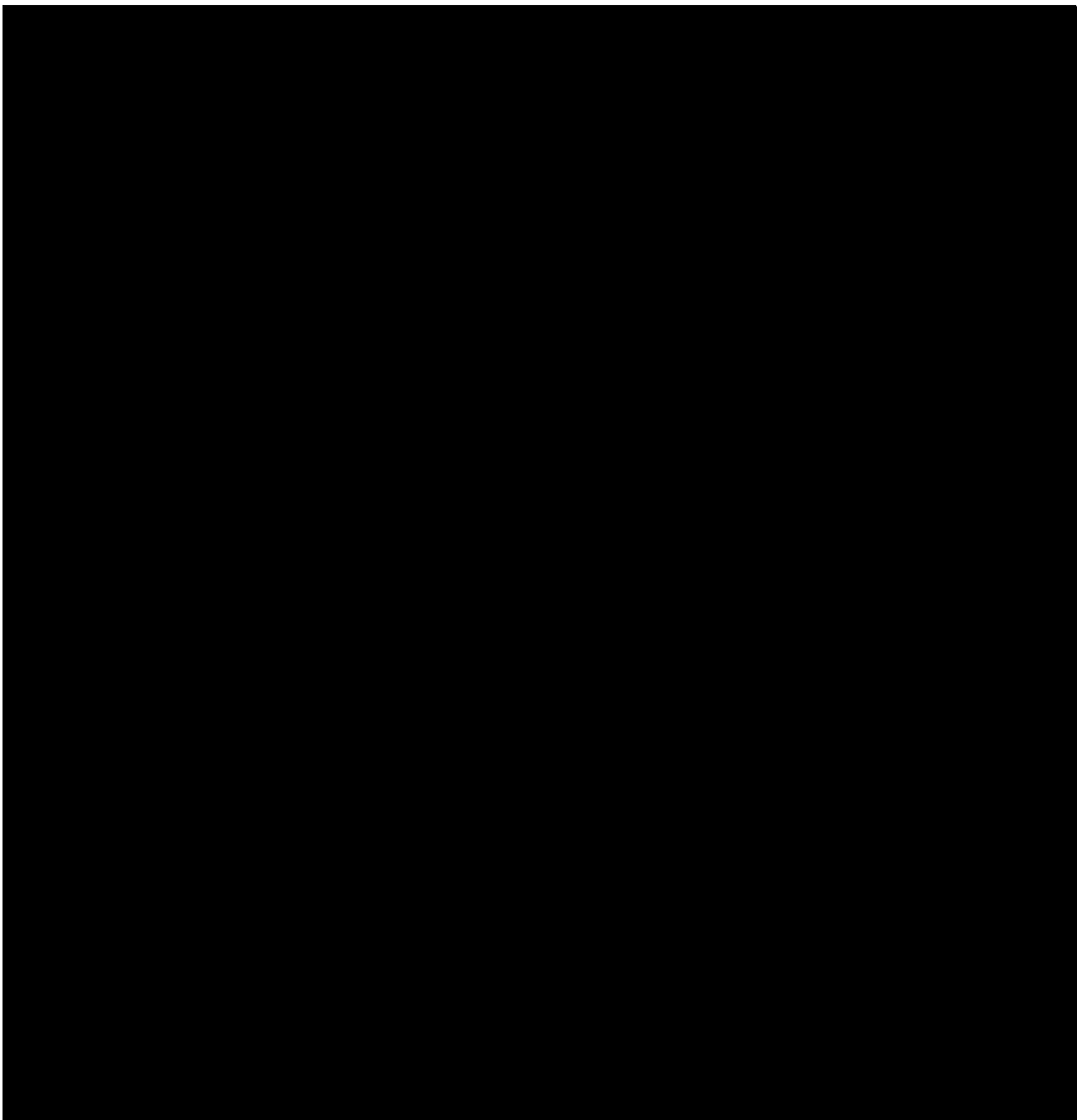
Date of Inspection: \_\_\_\_\_

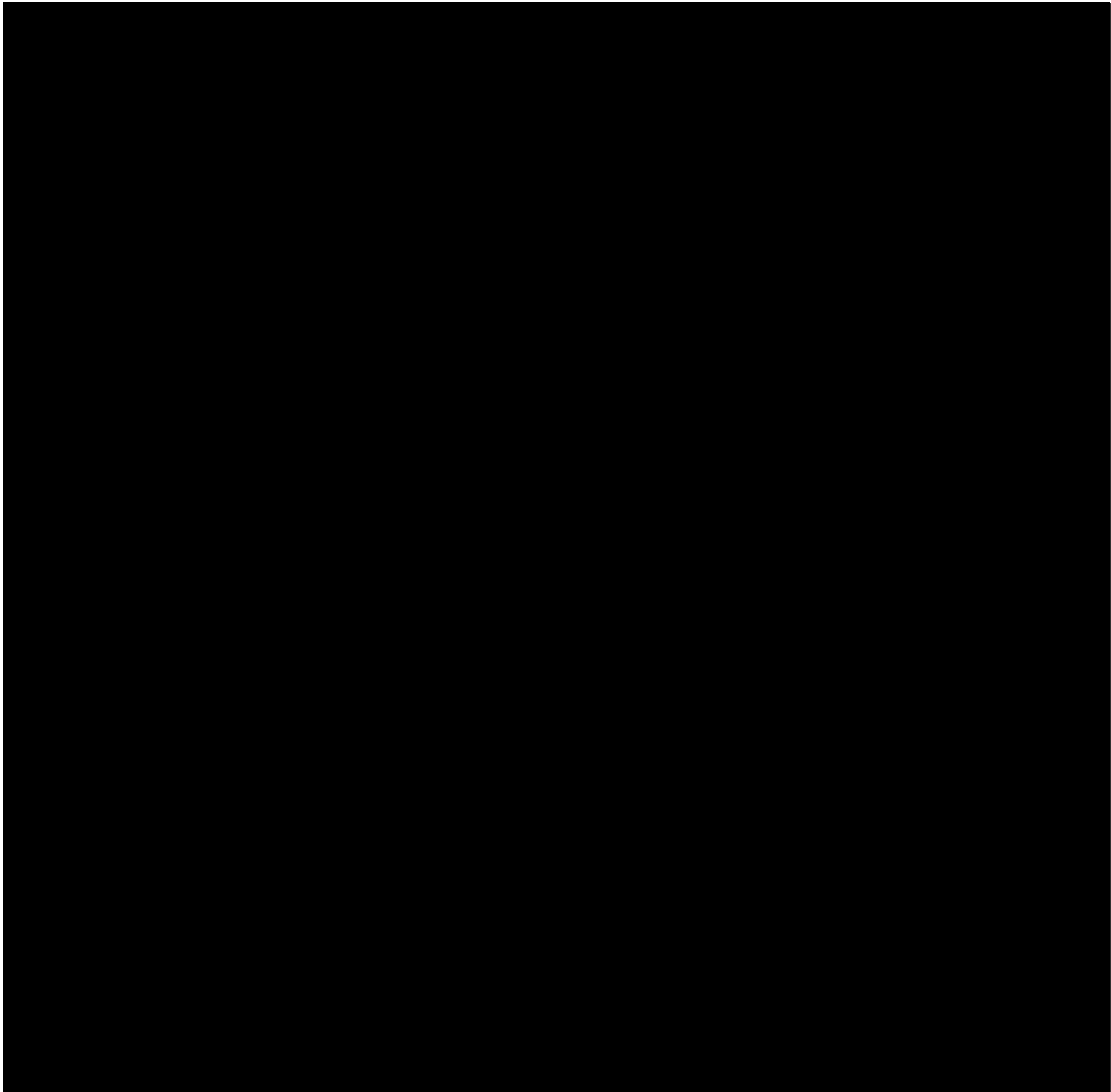
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<b>MANUAL</b> Safety Procedures Manual		<b>Program Review</b> 2023
<b>DOCUMENT TITLE</b> Scaffold Users Safety Program		
<b>DOCUMENT NUMBER</b> SPM 22		<b>SAFETY COORDINATOR</b> Heidi Dobson

## SCAFFOLD USERS SAFETY PROGRAM

### PURPOSE

This procedure establishes guidelines for employee protection while working on or around scaffolds, and shall be applicable to all Garland/DBS, Inc. employees, subcontractors, and visitors.







Front

Back



Front

Back





Front

Back

<p>SCAFFOLD # _____</p> <p align="center"><b>SCAFFOLDING IDENTIFICATION TAG</b></p> <p>Date Erected: _____</p> <p>Expected Removal Date: _____</p> <p>Job Number: _____</p> <p>I have inspected and approved the Scaffold built and consider it to be safe and adequate for completion of the work specified.</p> <p>Inspected By: _____</p> <p>Date: _____</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="2" style="background-color: #f0f0f0;">REINSPECTED</th> </tr> <tr> <th style="width: 70%;">NAME</th> <th>DATE</th> </tr> </thead> <tbody> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> </tbody> </table> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="2" style="background-color: #f0f0f0;">MODIFICATION DATE</th> </tr> <tr> <th style="width: 70%;">NAME</th> <th>DATE</th> </tr> </thead> <tbody> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> </tbody> </table>	REINSPECTED		NAME	DATE									MODIFICATION DATE		NAME	DATE							<p align="center"><b>SCAFFOLDING IDENTIFICATION TAG</b></p> <p>The following client company representative authorizes the use of this scaffold subject to fulfillment of the conditions listed under the preventive measures section of this tag.</p> <p>NAME: _____</p> <p align="center"><b>CAUTION</b></p> <p align="center"><b>POTENTIAL OR UNUSUAL HAZARD</b></p> <p>WHAT IS THE POTENTIAL HAZARD:</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>PREVENTIVE MEASURES TO BE TAKEN:</p> <p>_____</p> <p>_____</p> <p>_____</p>
REINSPECTED																							
NAME	DATE																						
MODIFICATION DATE																							
NAME	DATE																						

**Front**

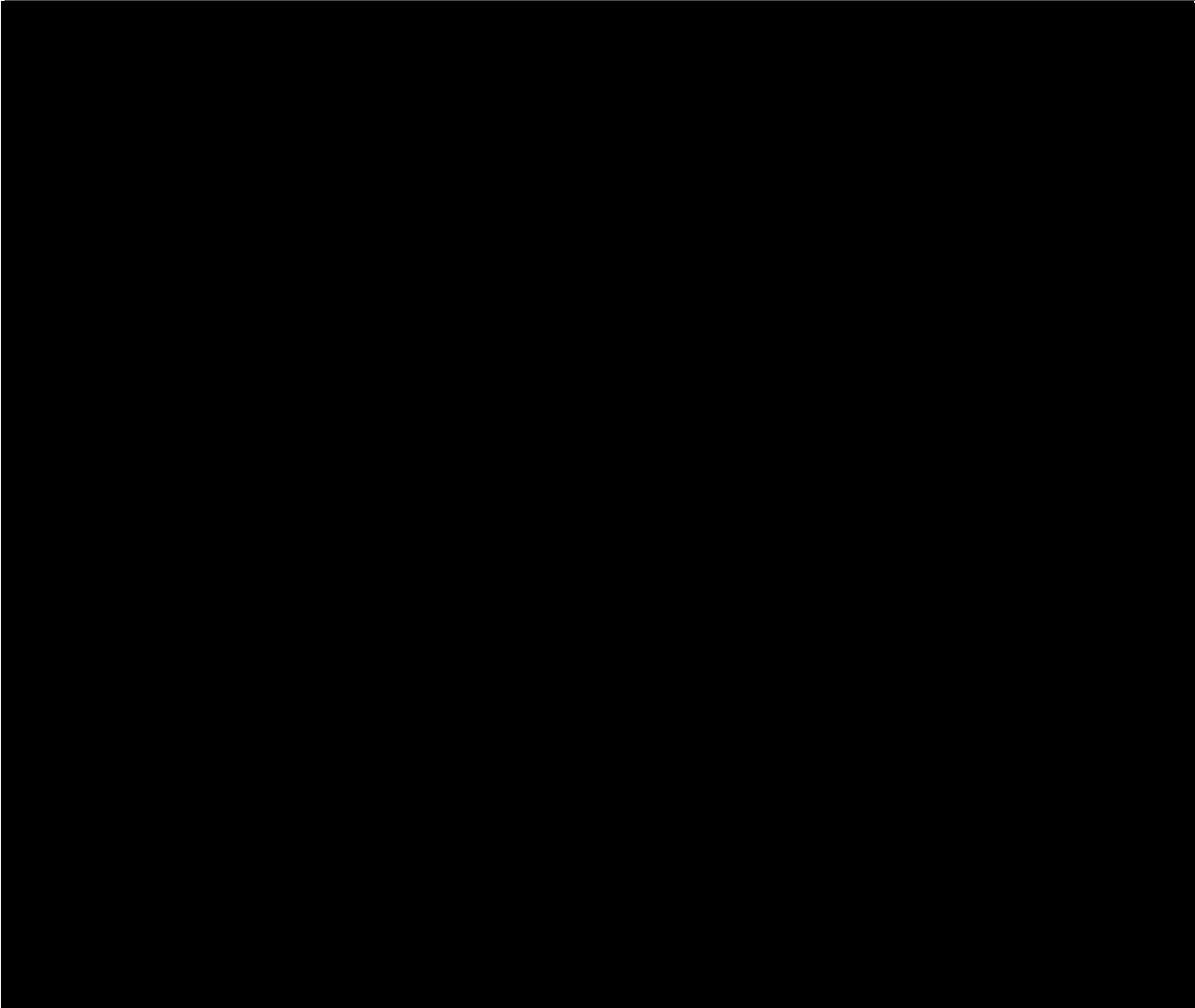
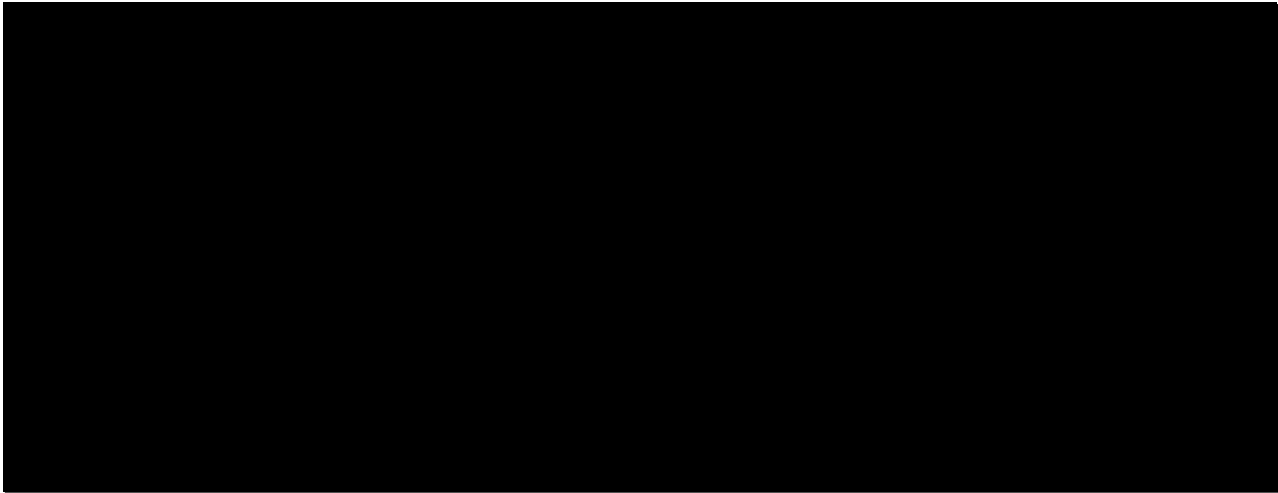
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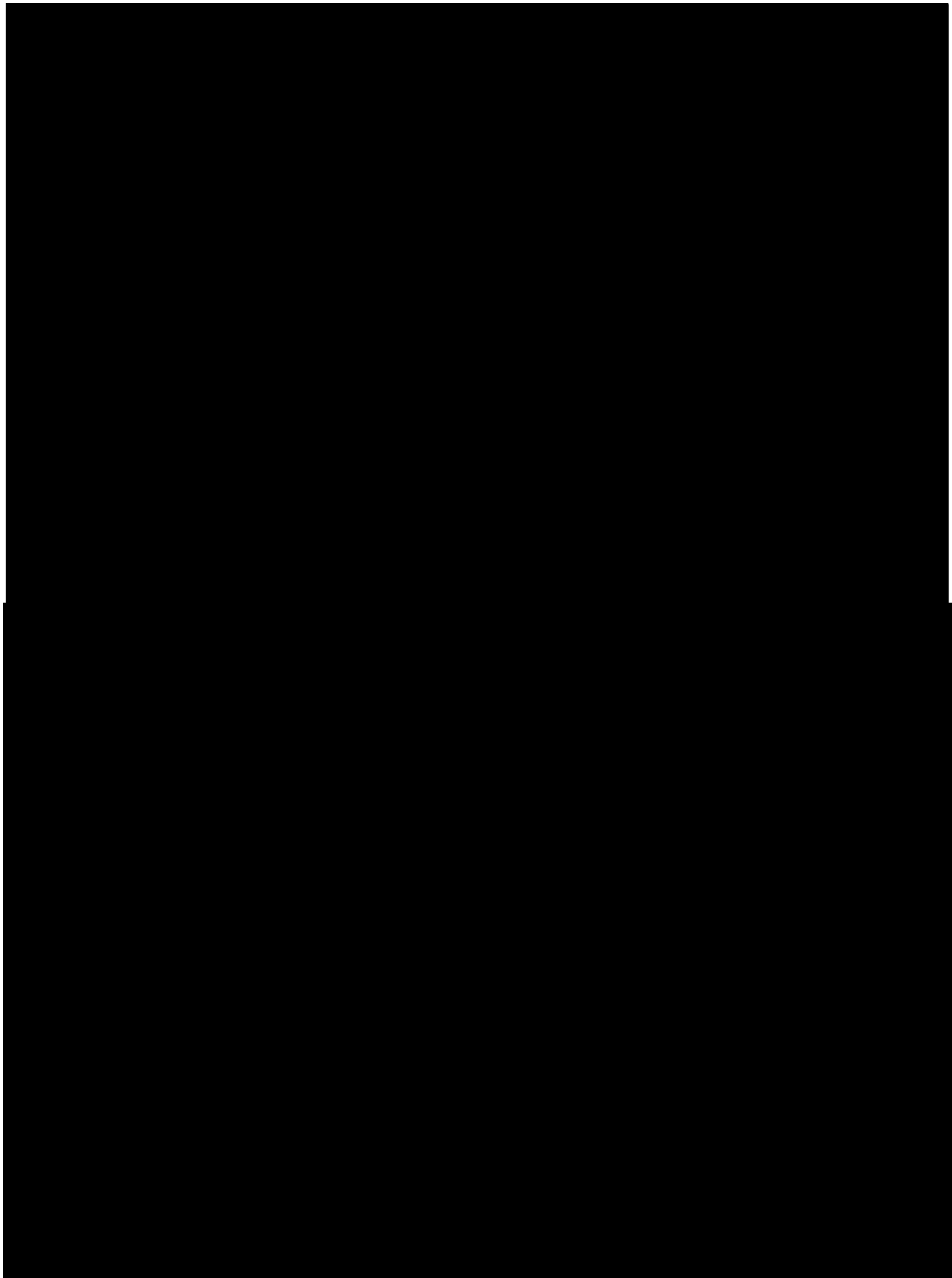
<p>SCAFFOLD # _____ TAG NO. _____</p> <p align="center" style="background-color: #006633; color: white; padding: 5px;"><b>ERECTION &amp; INSPECTION RECORD</b></p> <p>CUSTOMER: _____</p> <p>JOB LOCATION: _____</p> <p>JOB NUMBER: _____</p> <p>DATE ERECTED: _____</p> <p>ERECTED BY: _____</p> <p>DATE DEMANTLED: _____</p> <p>SUPERVISOR: _____</p> <p>CUSTOMER ACCEPTANCE BY: _____</p> <p align="center" style="background-color: #006633; color: white; padding: 5px;"><b>SCAFFOLD TO BE USED FOR</b></p> <p>Light Duty ( 25 lbs.sq ft. ) <input type="checkbox"/></p> <p>Heavy Duty ( 60 lbs.sq ft. ) <input type="checkbox"/></p> <p>Special Purposes <input type="checkbox"/></p> <p>Specify: _____</p> <p align="center" style="font-size: small;">SCAFFOLD ERECTION RECORD</p>	<p align="center" style="background-color: #006633; color: white; padding: 5px;"><b>WARNING!</b></p> <p align="center">  </p> <p align="center">IT IS UNLAWFUL TO REMOVE OR INTERFERE WITH THIS SAFETY SYSTEM</p> <hr/> <p align="center" style="background-color: #006633; color: white; padding: 5px;"><b>INSPECTION RECORD</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 40%;">DATE</th> <th>AUTHORIZED SIGNATURE</th> </tr> </thead> <tbody> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> </tbody> </table>	DATE	AUTHORIZED SIGNATURE										
DATE	AUTHORIZED SIGNATURE												

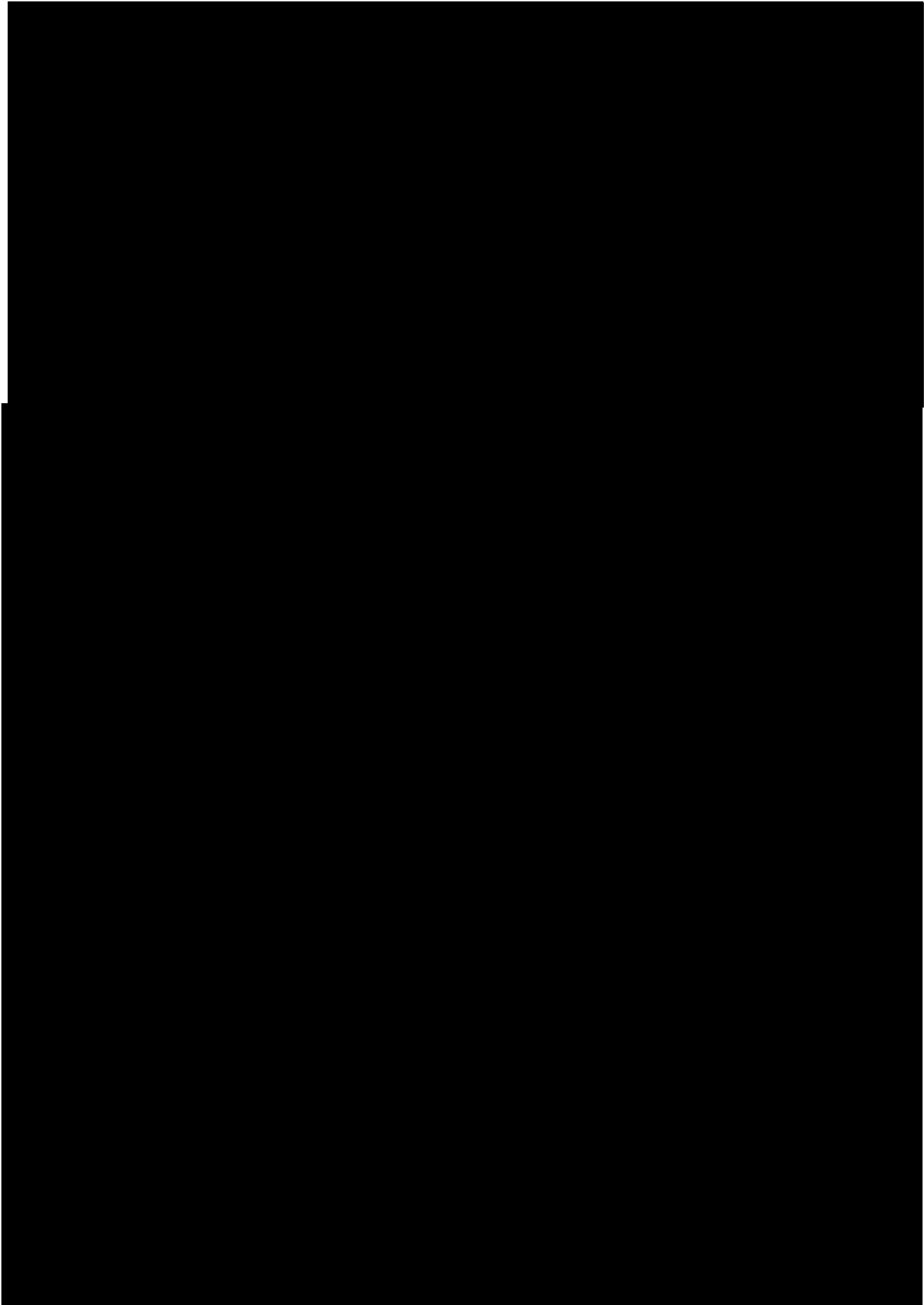
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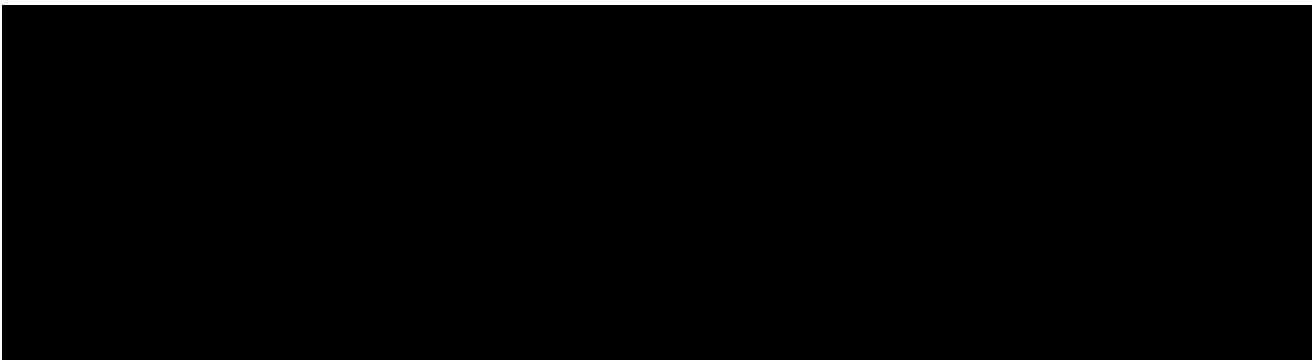
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<b>MANUAL</b> Safety Procedures Manual		<b>Program Date</b> 2023
<b>DOCUMENT TITLE</b> Fall Protection Program		
<b>DOCUMENT NUMBER</b> SPM 23		<b>SAFETY COORDINATOR</b> Heidi Dobson









## Full Body Harness and Lanyard Inspection Criteria

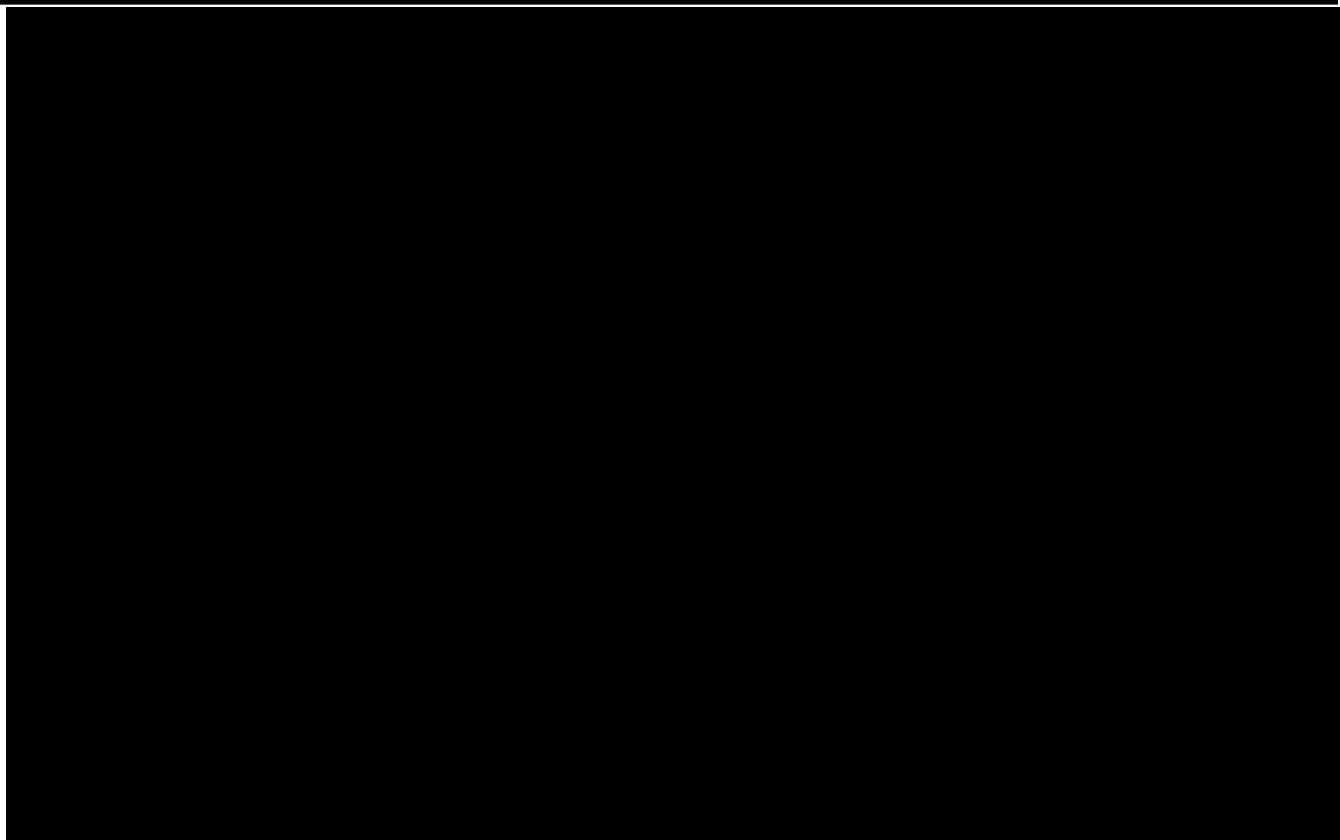
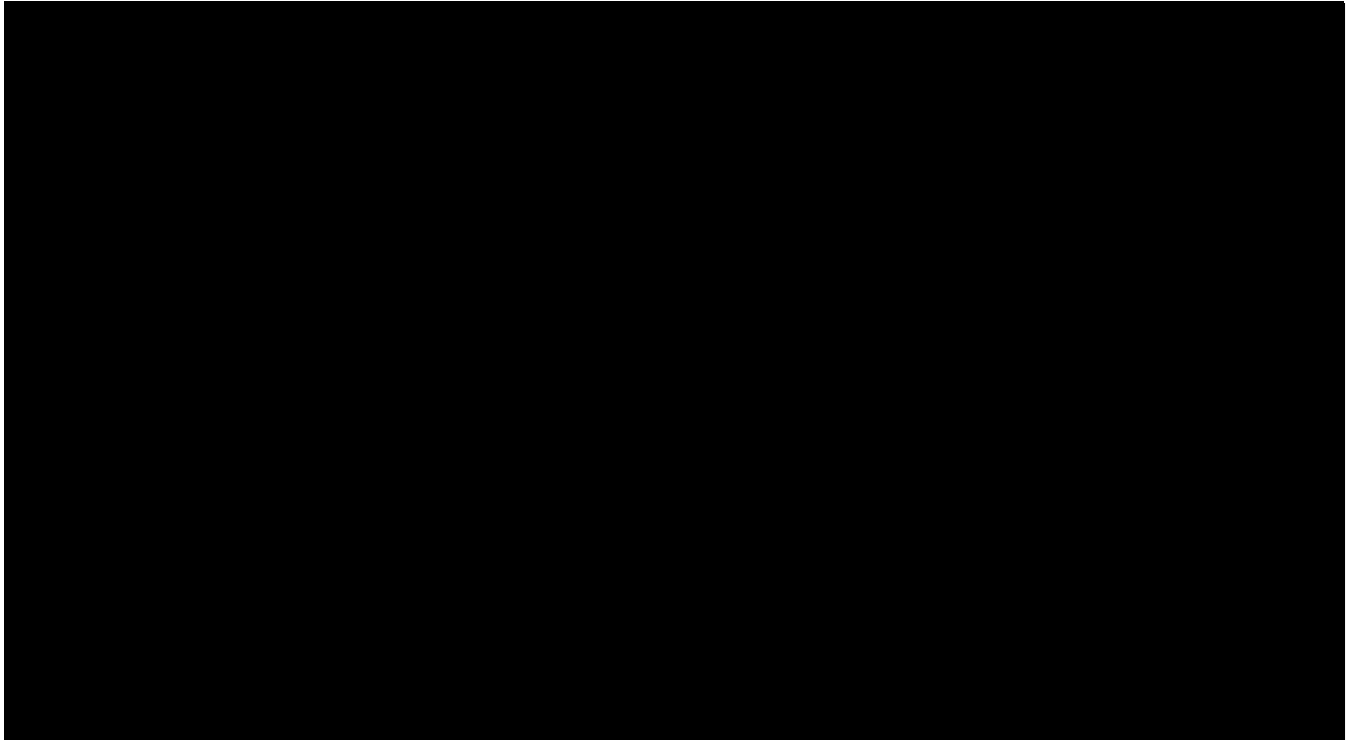
<b><i>Harness Webbing</i></b>	Yes	No
Cuts		
Fraying		
Abrasion		
Burns		
Damaged Stitching		
Chemical Exposure		
<b><i>Harness Hardware</i></b>		
Deformed		
Corrosion		
Rust		
Chemical Exposure		
<b><i>Lanyard Double Latch Hook</i></b>		
Gate Works Freely		
Lock Works Correctly		
Deformed		
Corrosion		
Rust		
Chemical Exposure		
<b><i>Lanyard Webbing</i></b>		
Cuts		
Fraying		
Abrasion		
Damaged Stitching		

NOTE: Any harness or lanyard that has been subject to a fall shall be immediately removed from service.

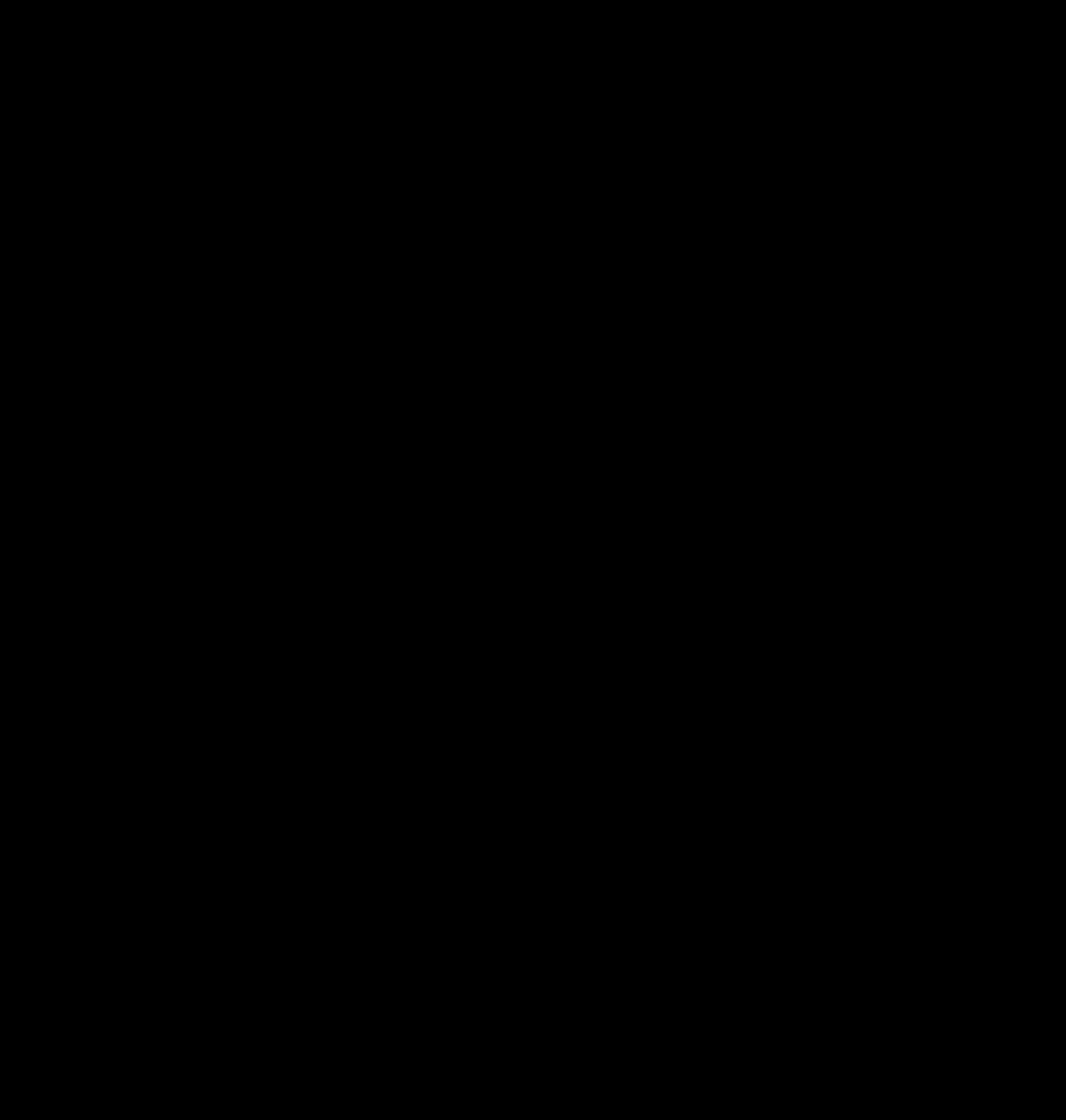
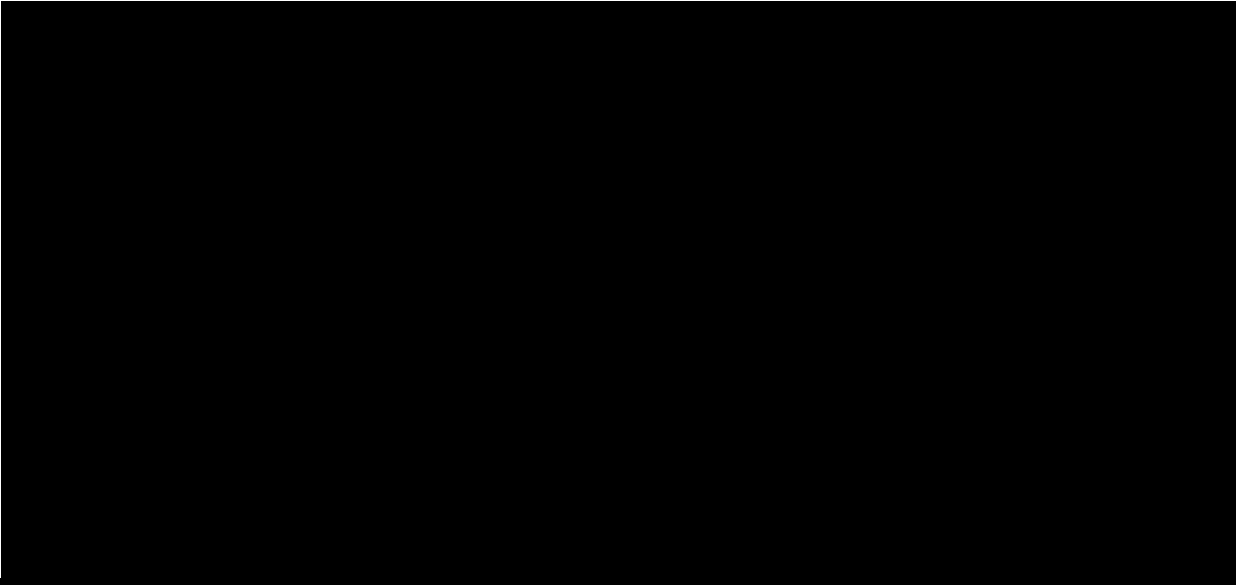
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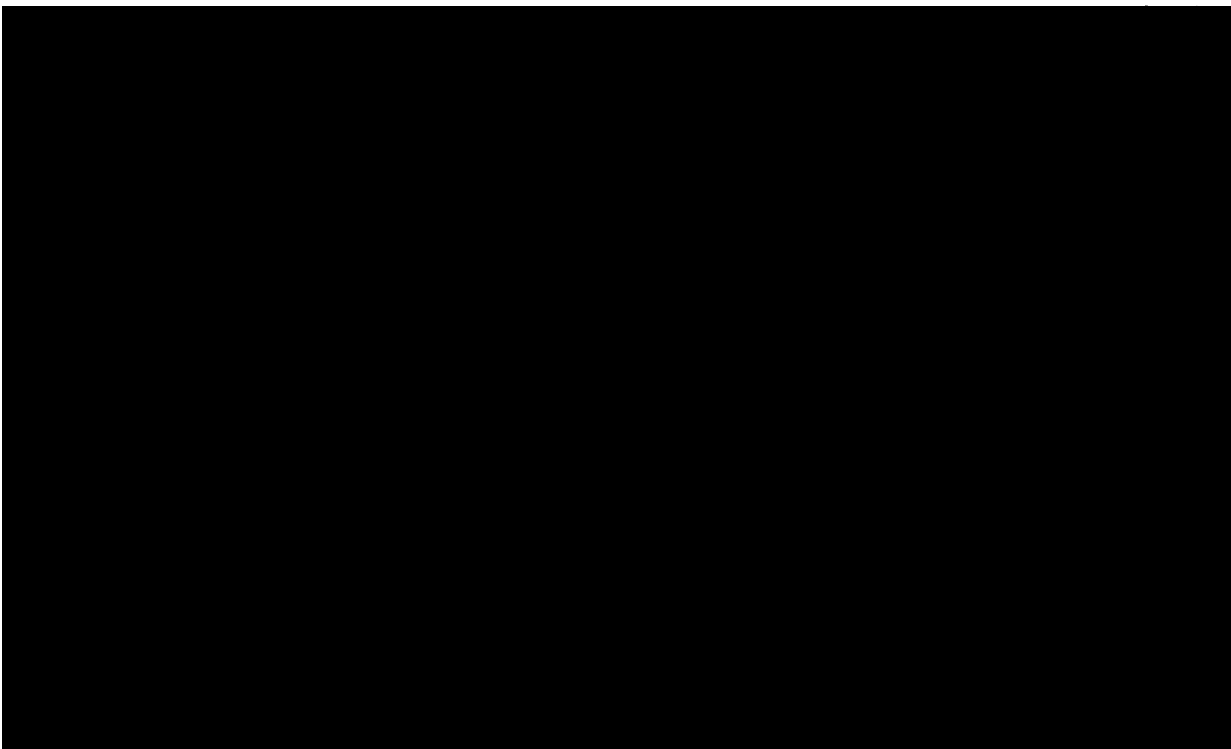
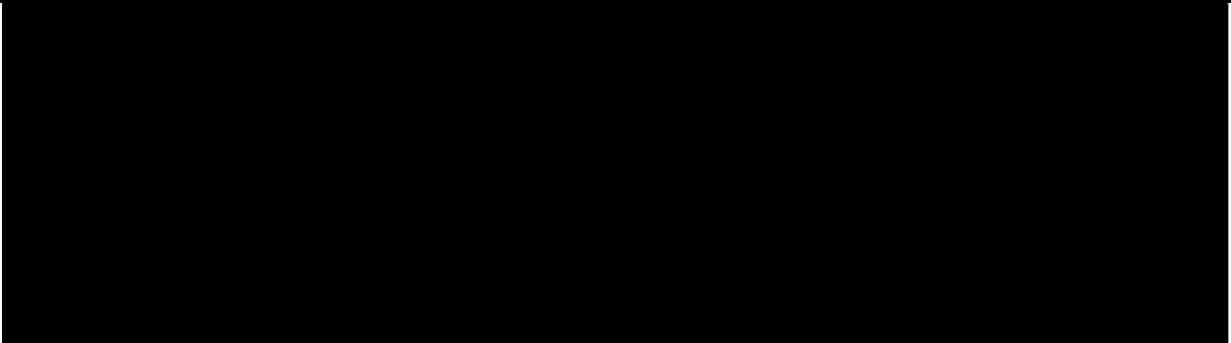
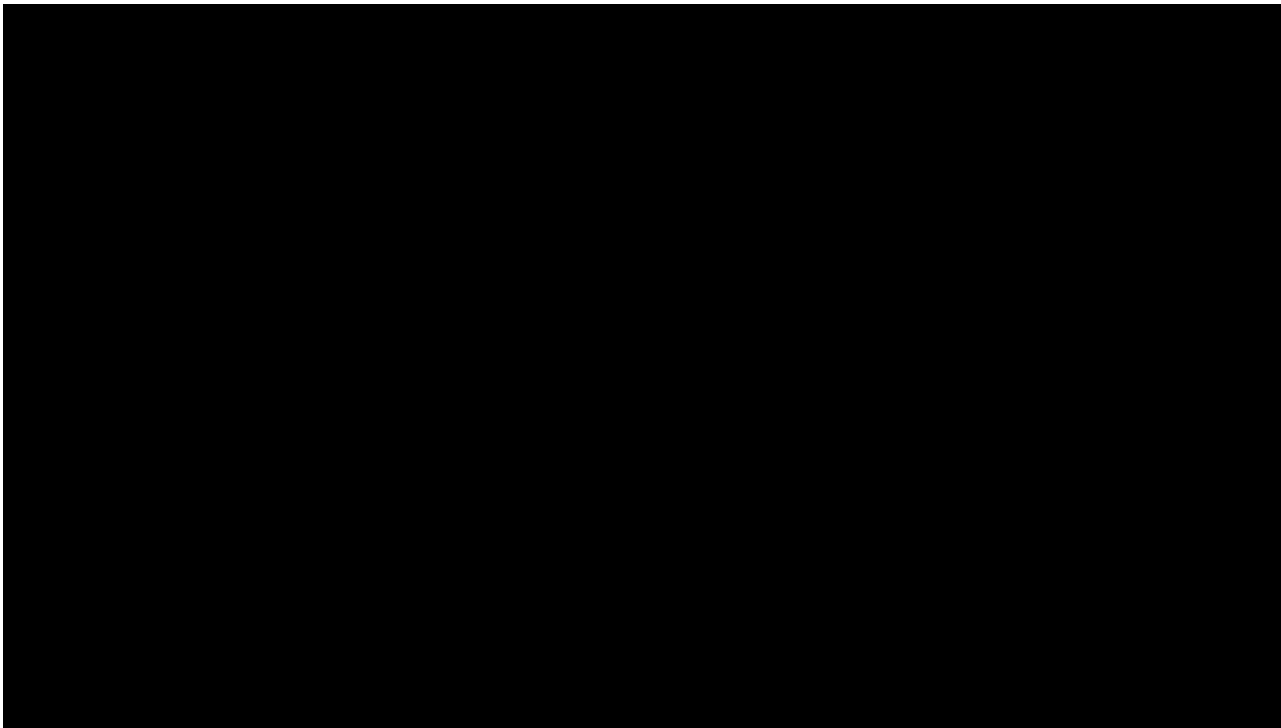
**DATE OF INSPECTION:** \_\_\_\_\_

<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 7	<b>Revision Number HD 2023</b>
<b>MANUAL</b> Safety Procedures Manual		<b>Program Review</b> 2023
<b>DOCUMENT TITLE</b> Work Platforms and Aerial Lifts		
<b>DOCUMENT NUMBER</b> SPM 24		<b>SAFETY COORDINATOR</b> Heidi Dobson

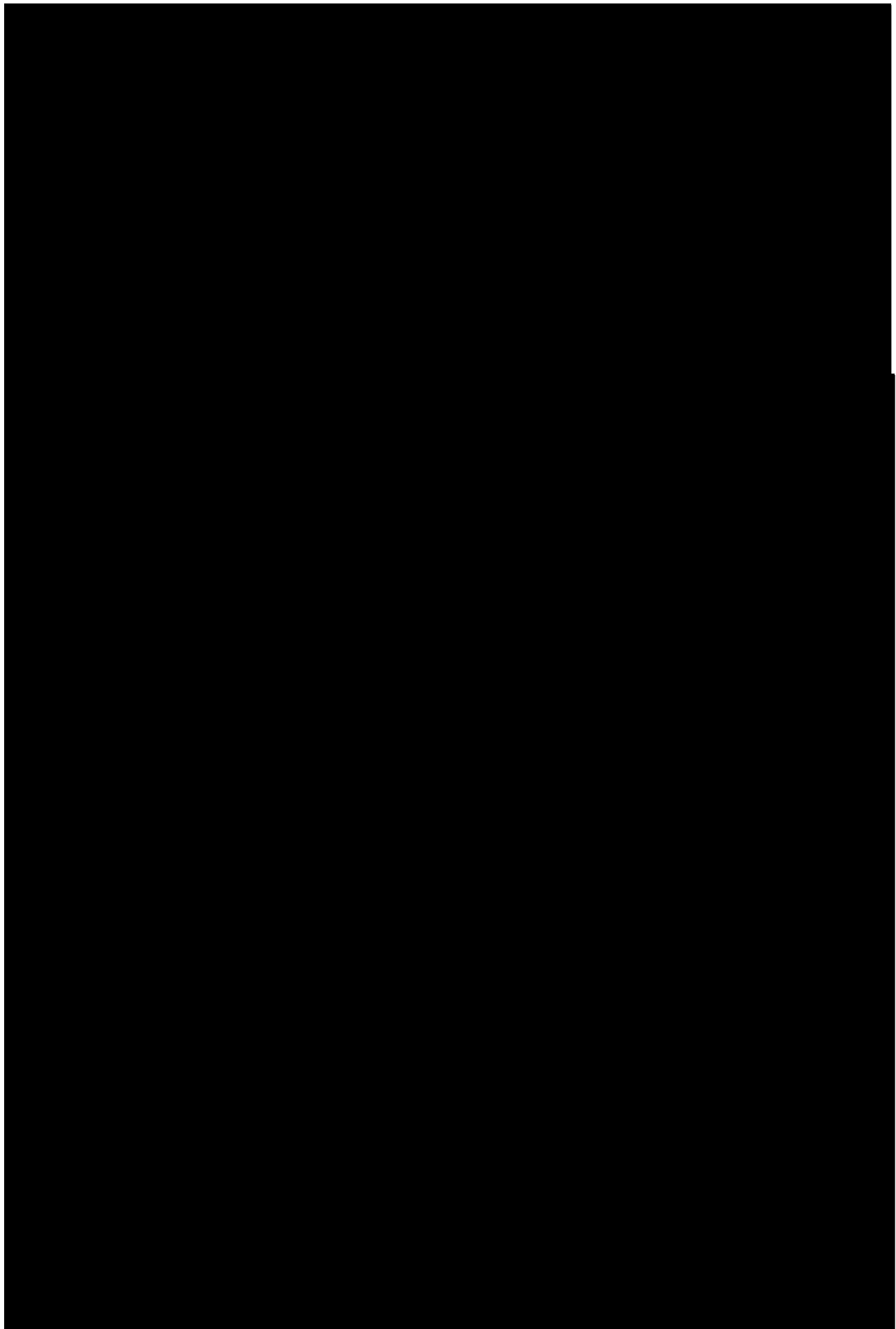






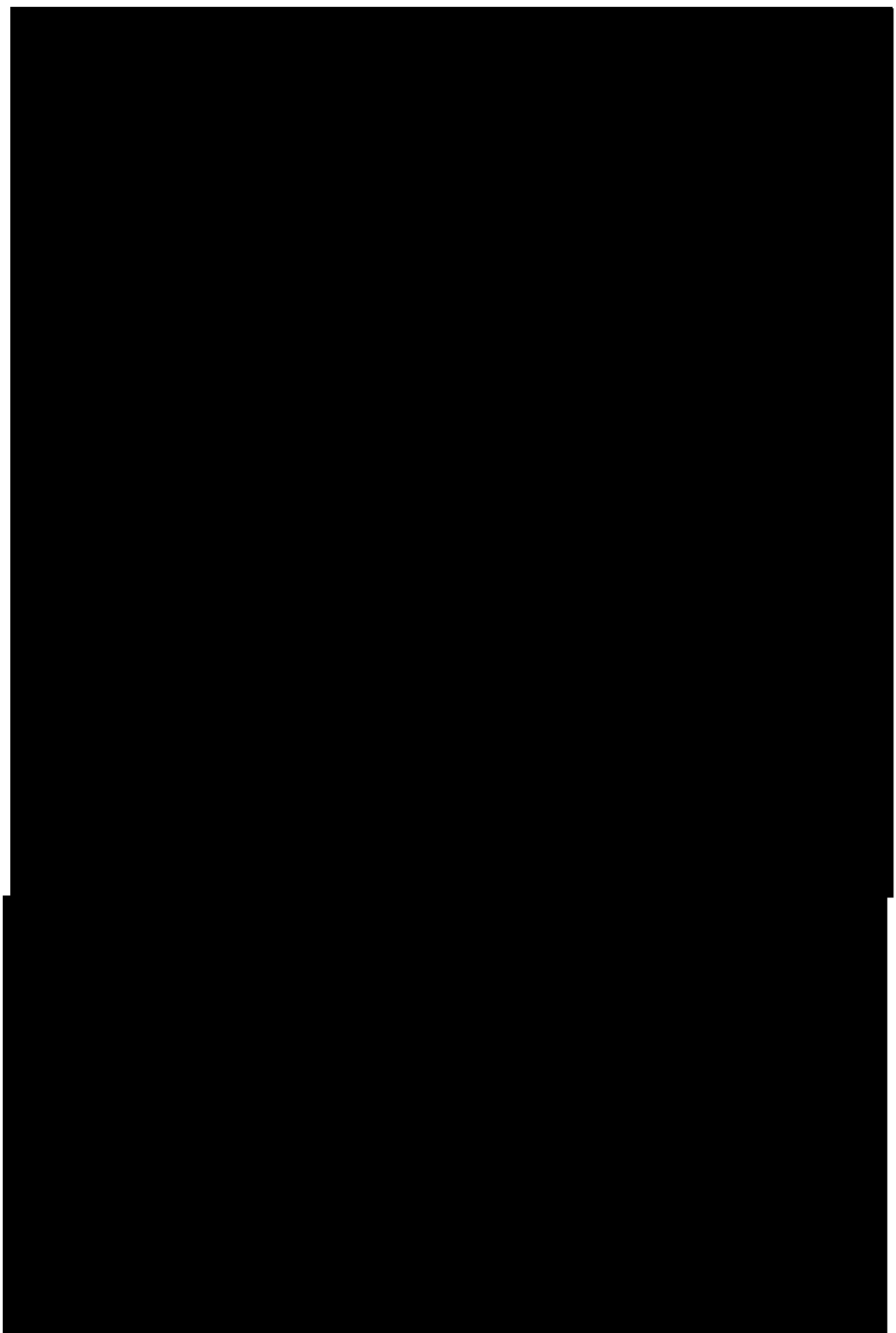


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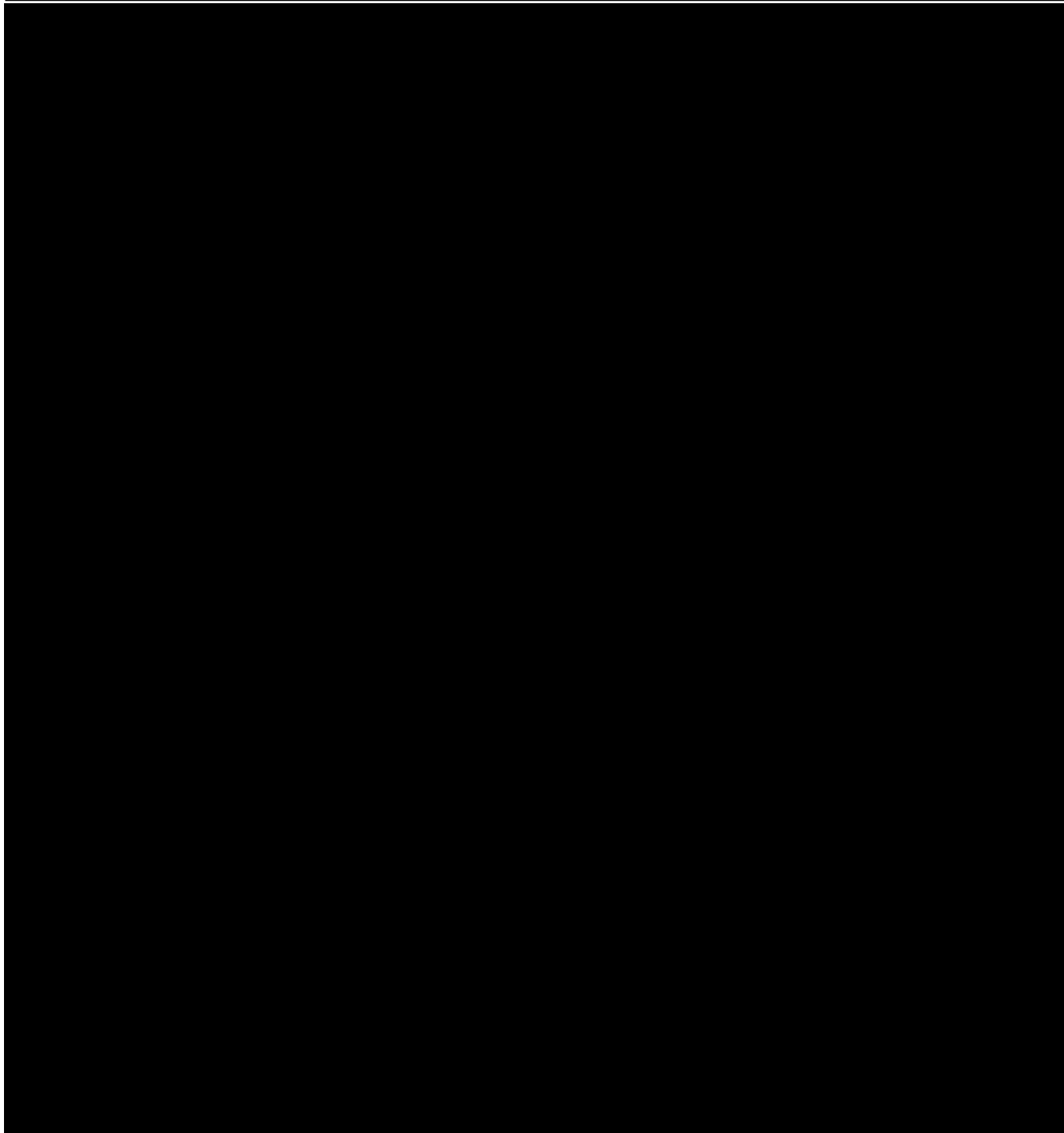
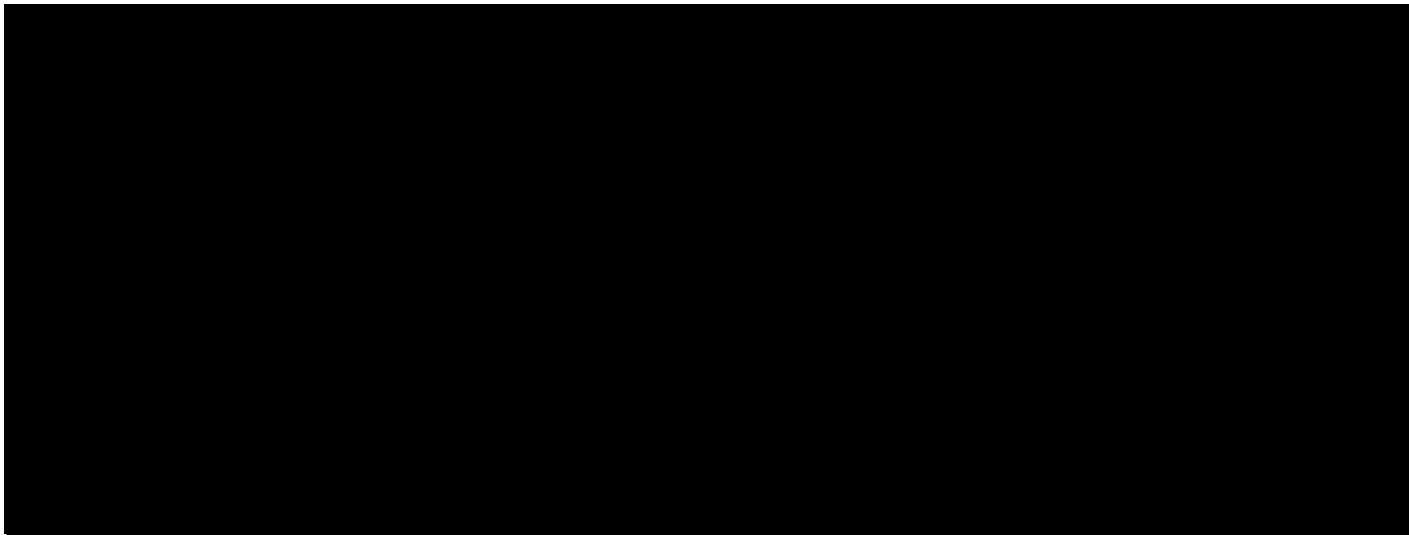


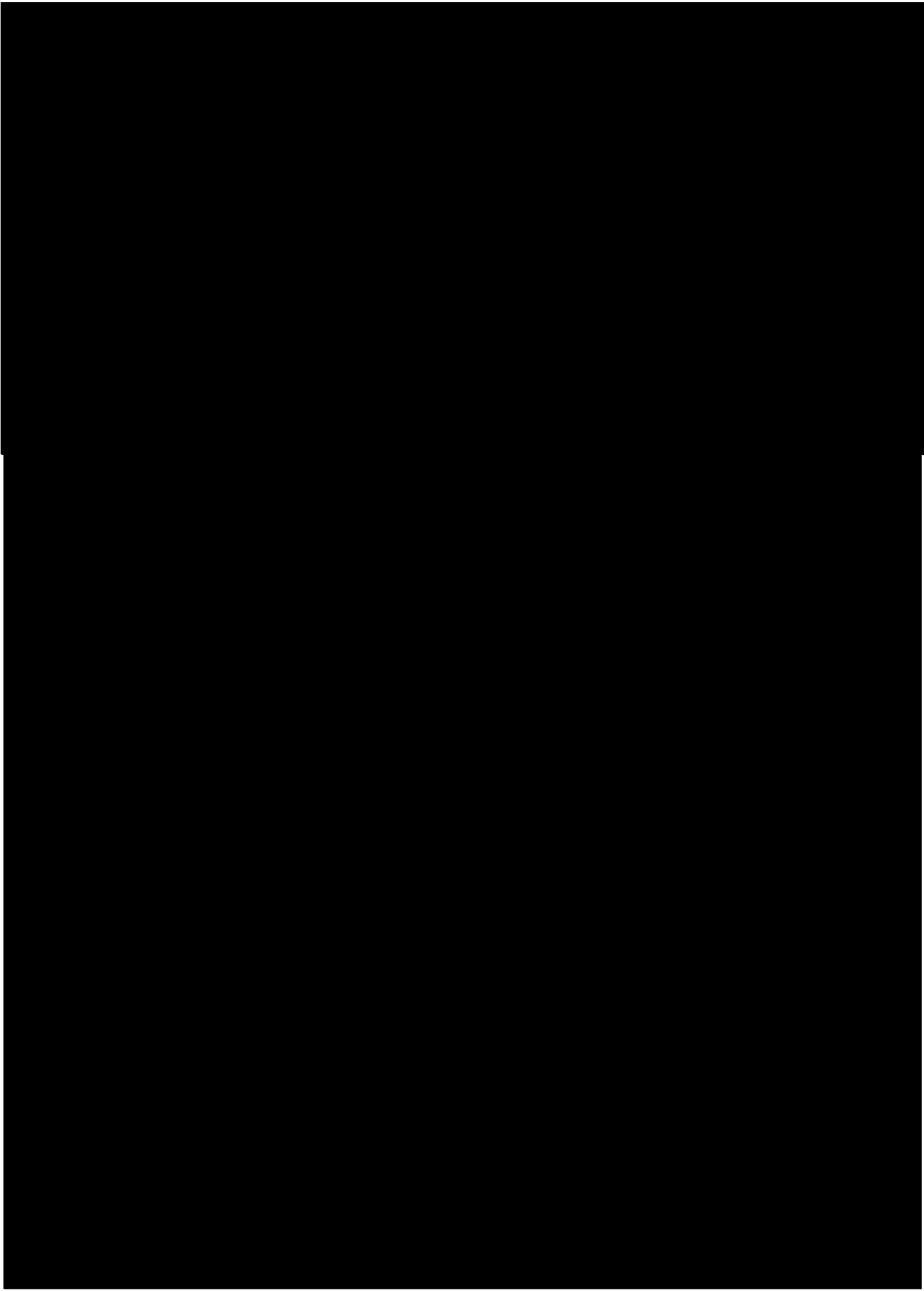
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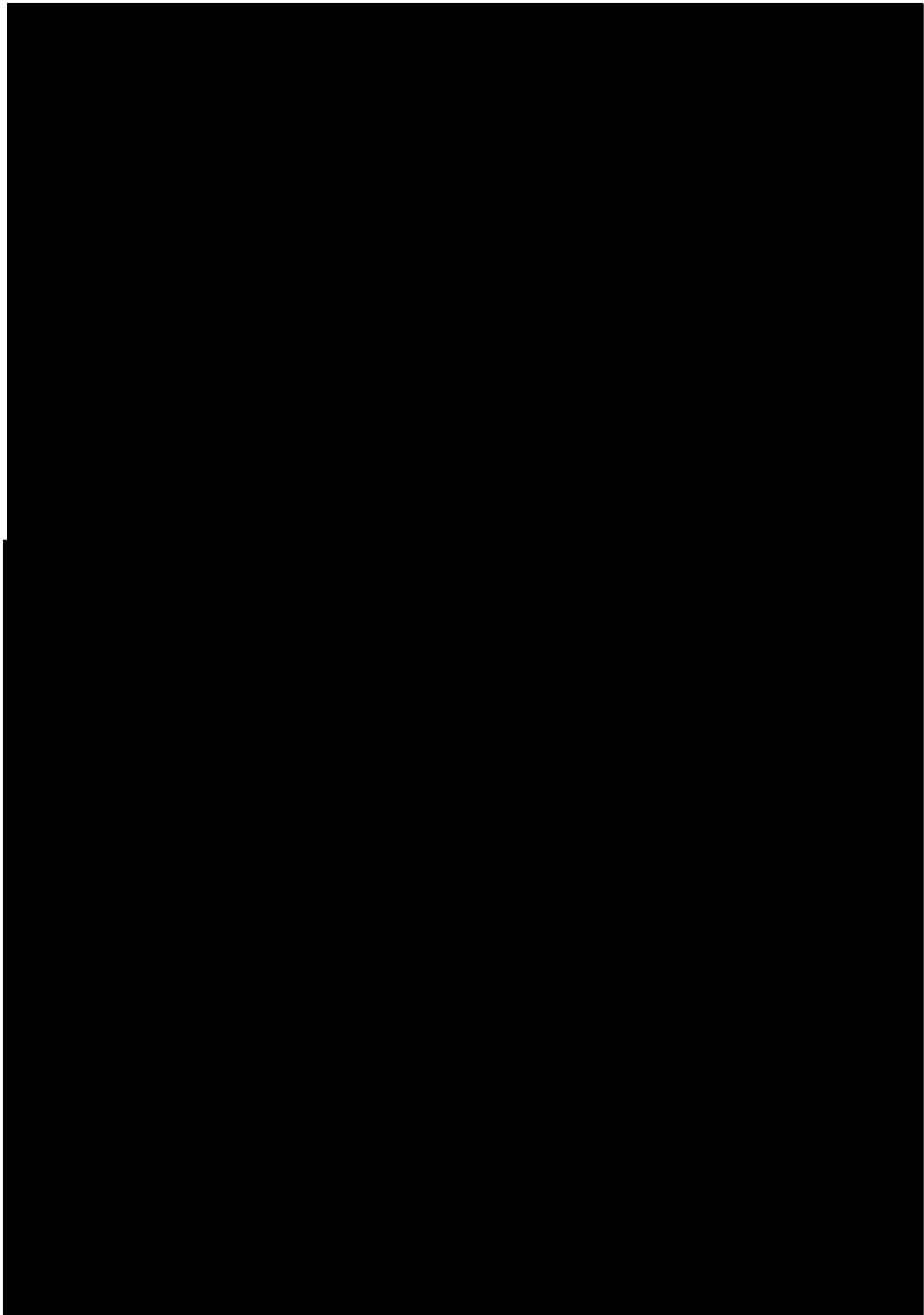


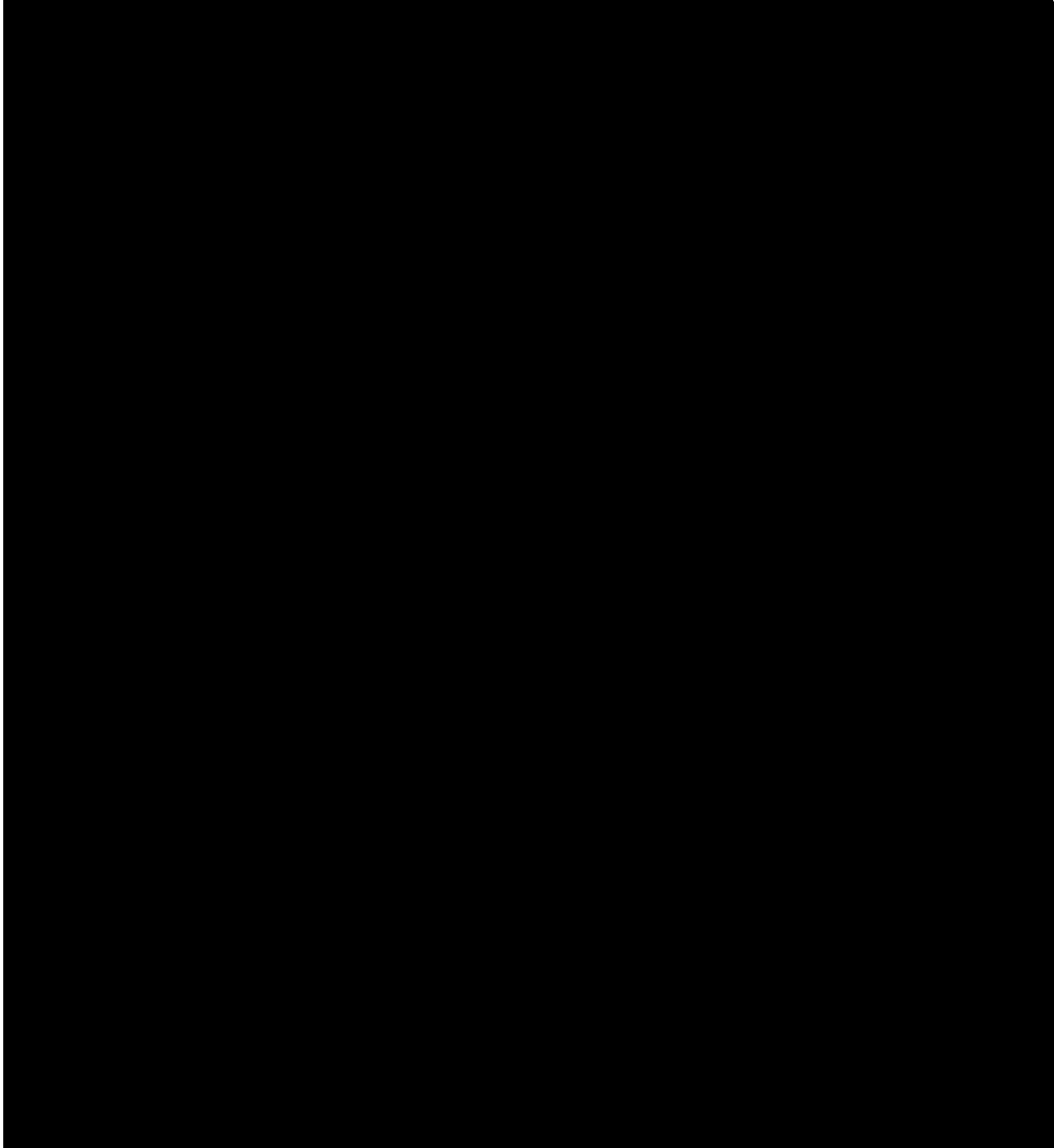


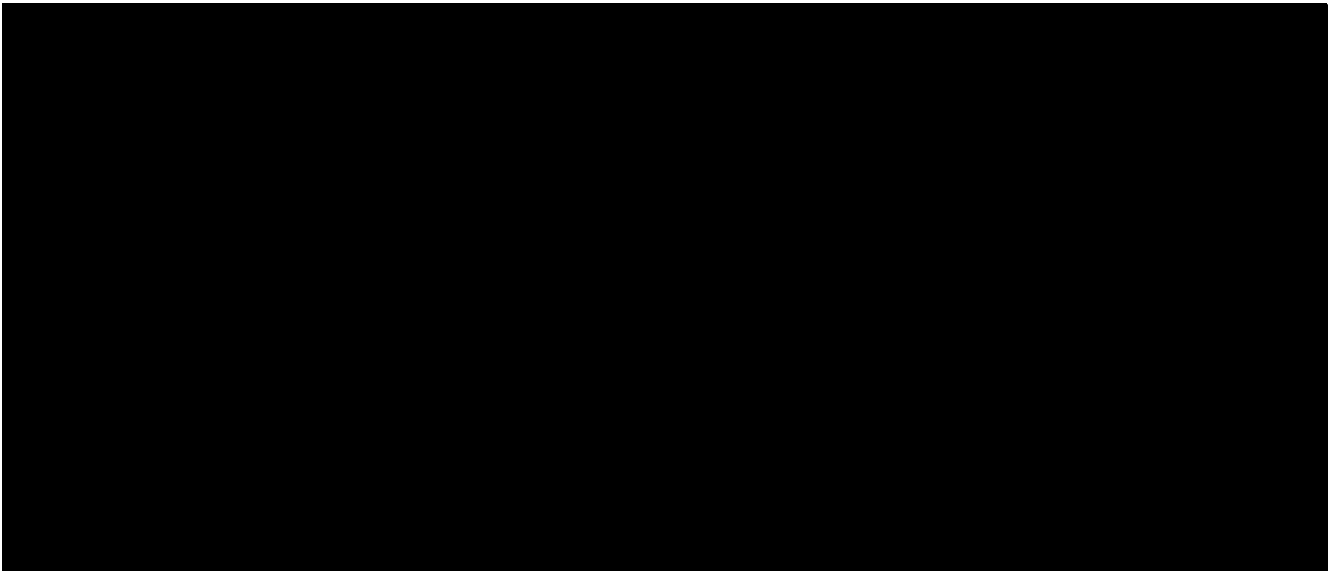


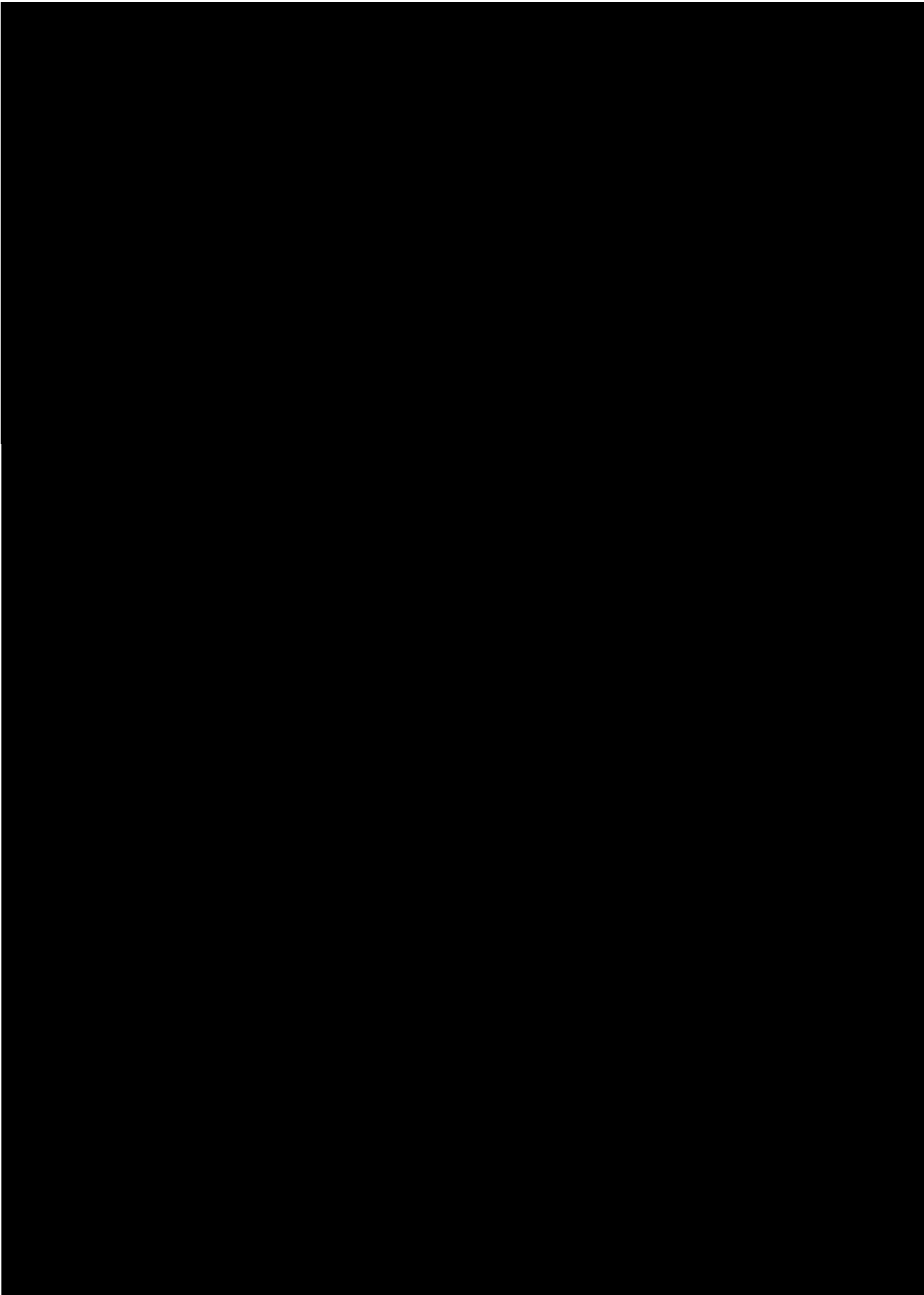


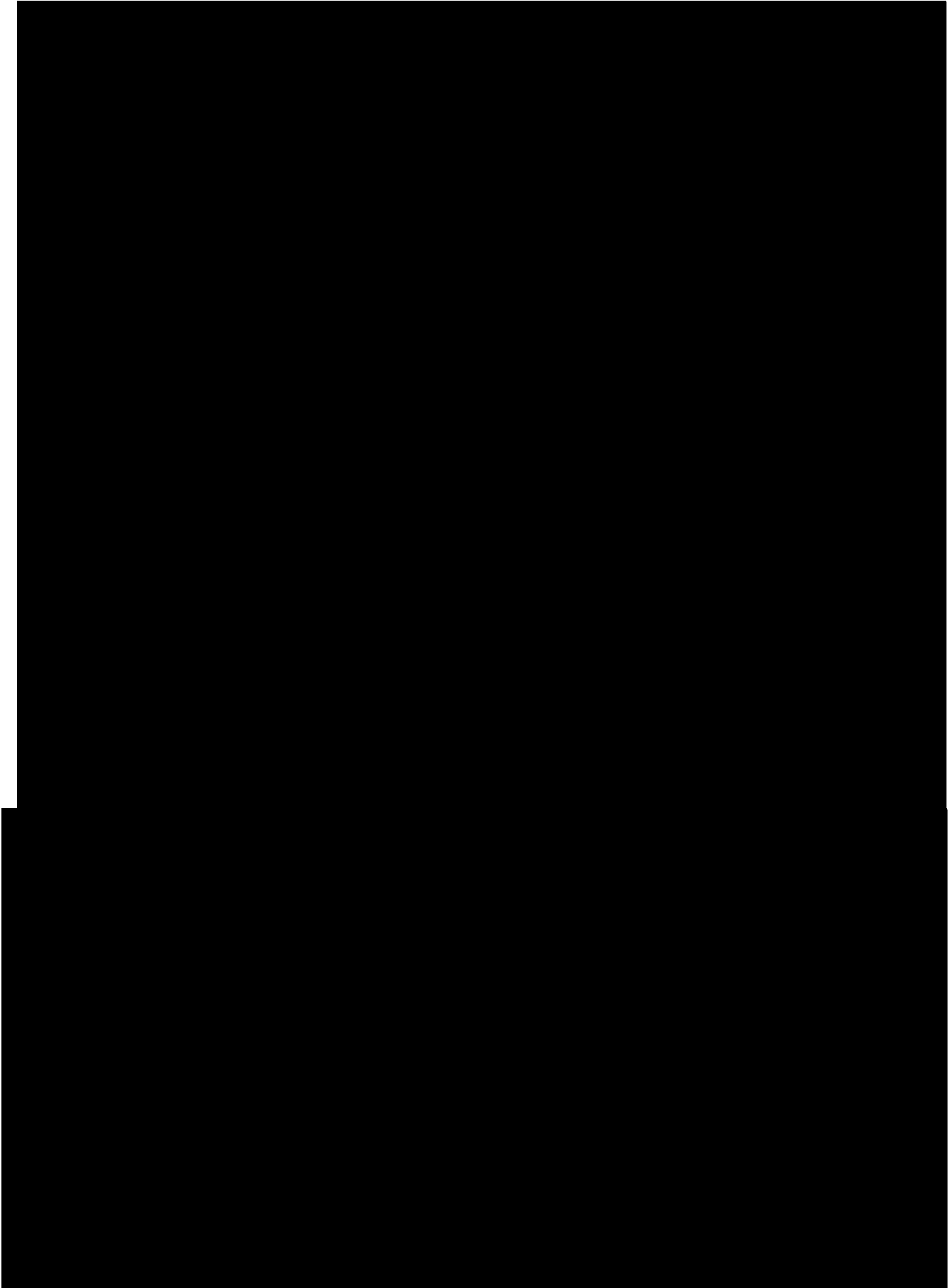




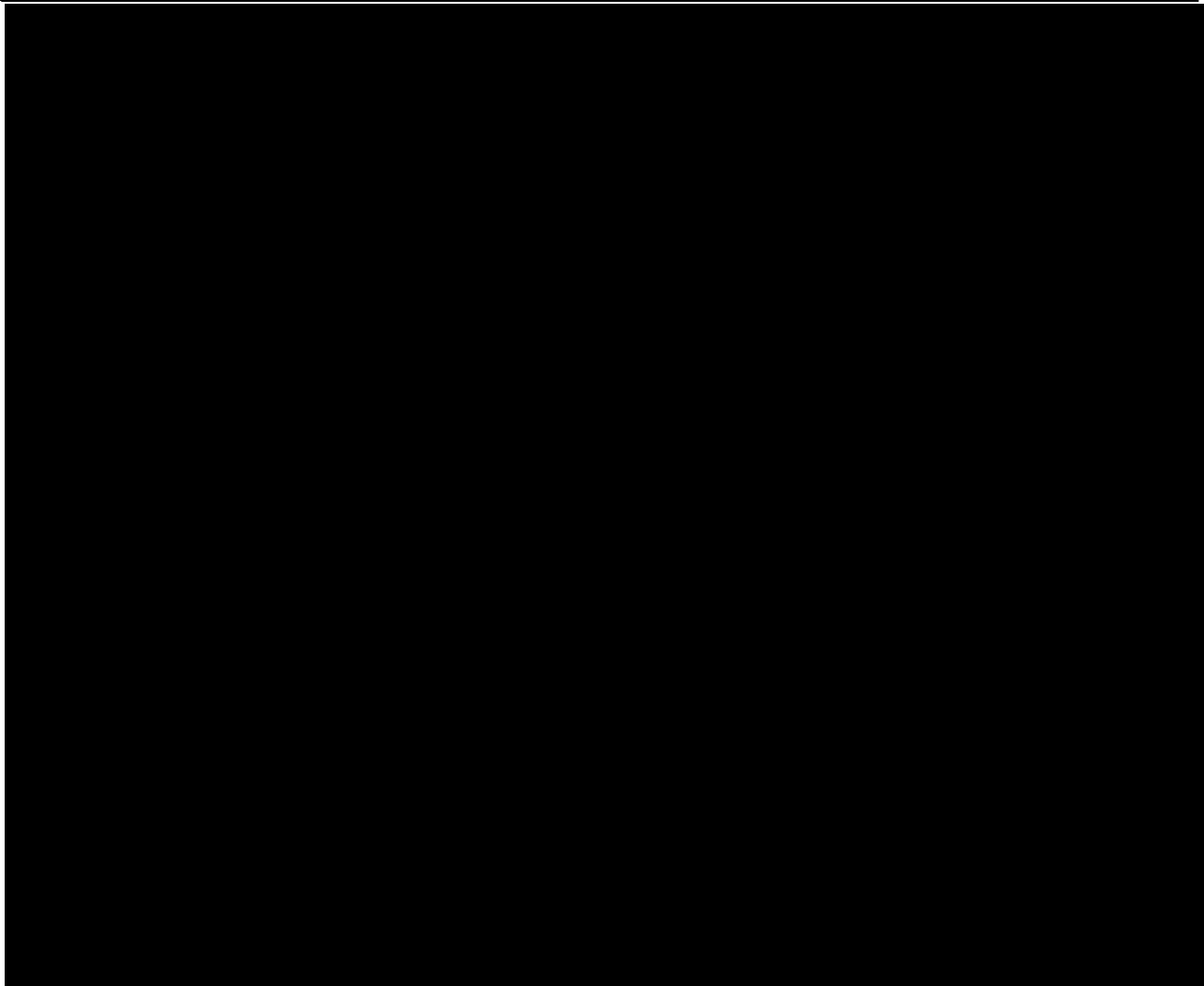
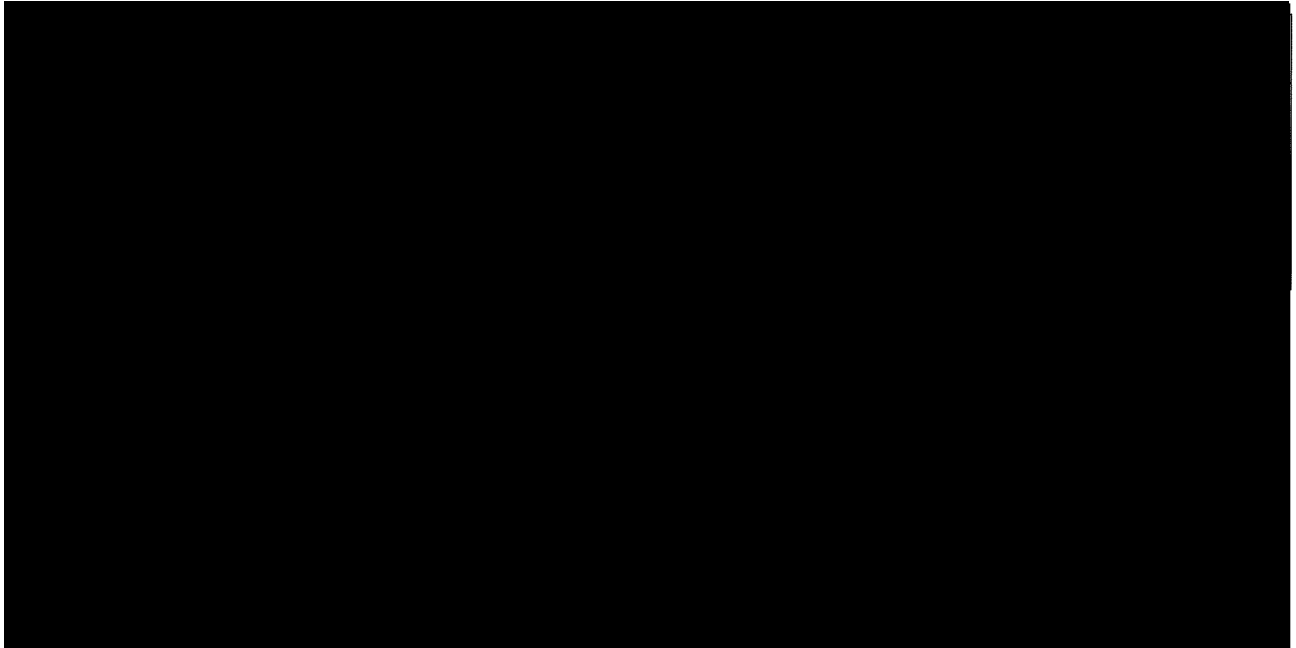


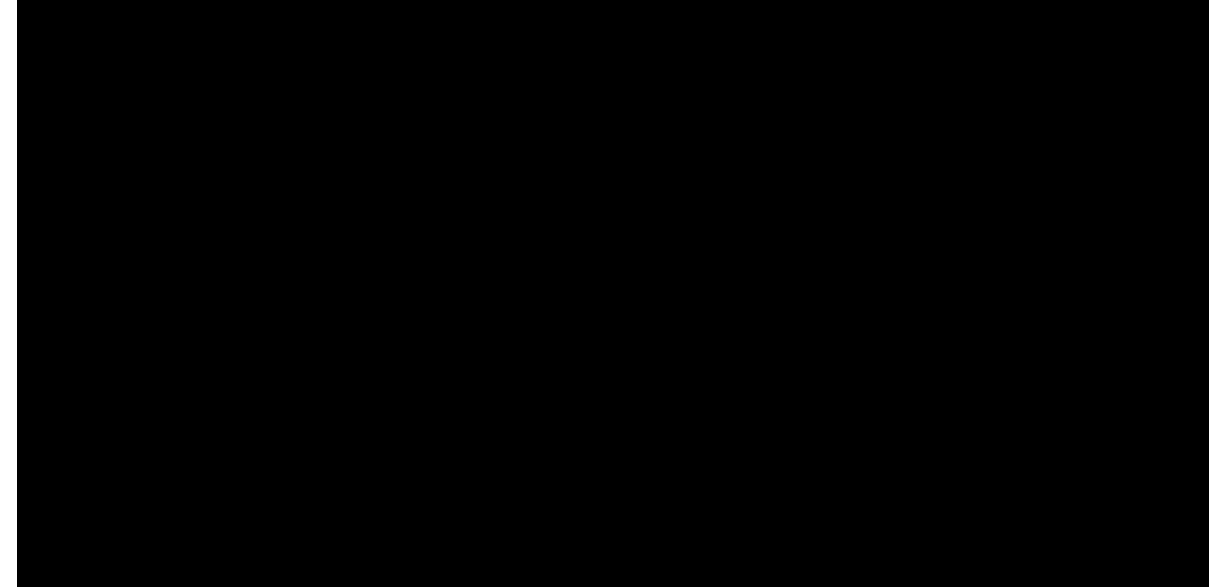
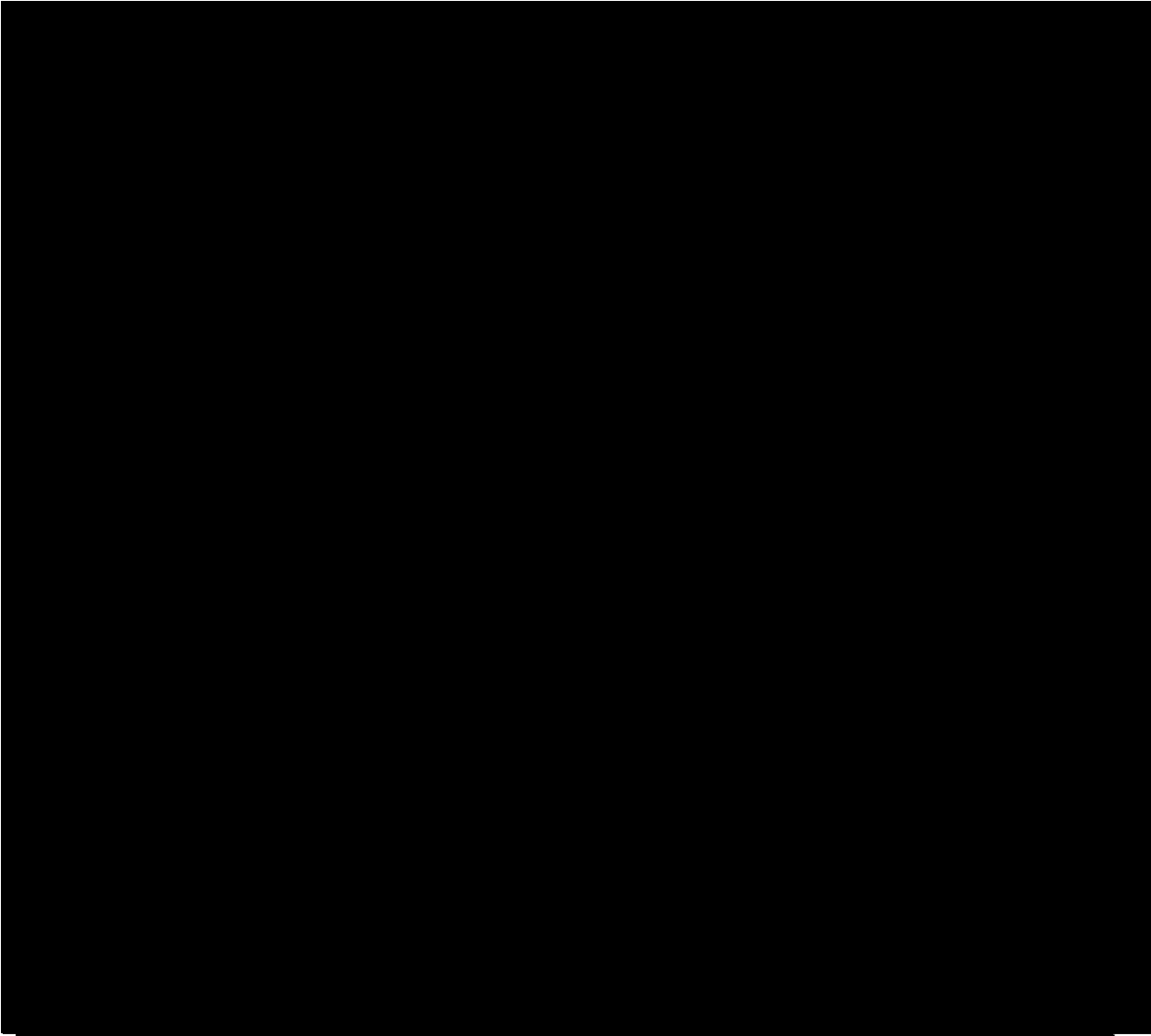




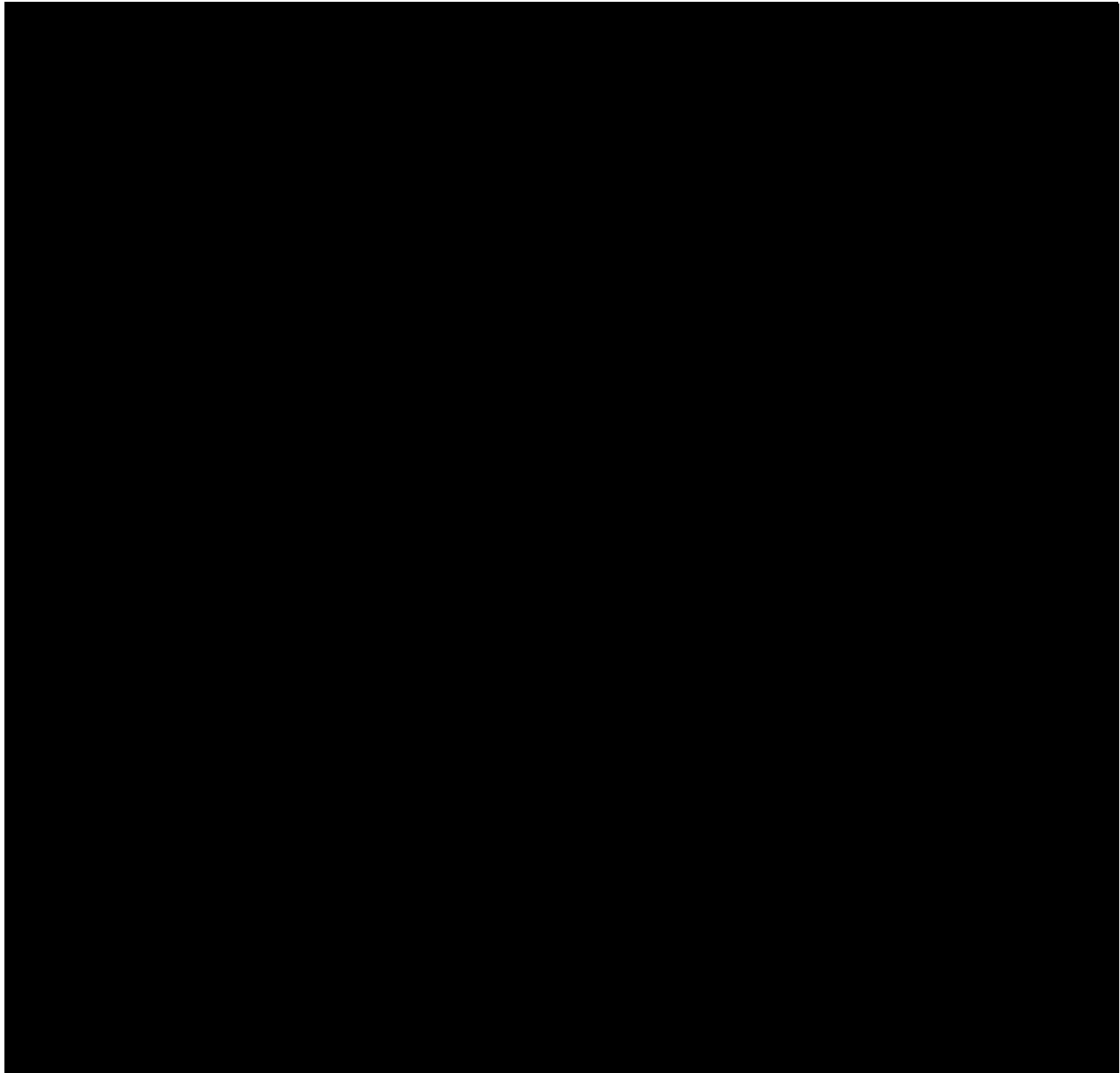


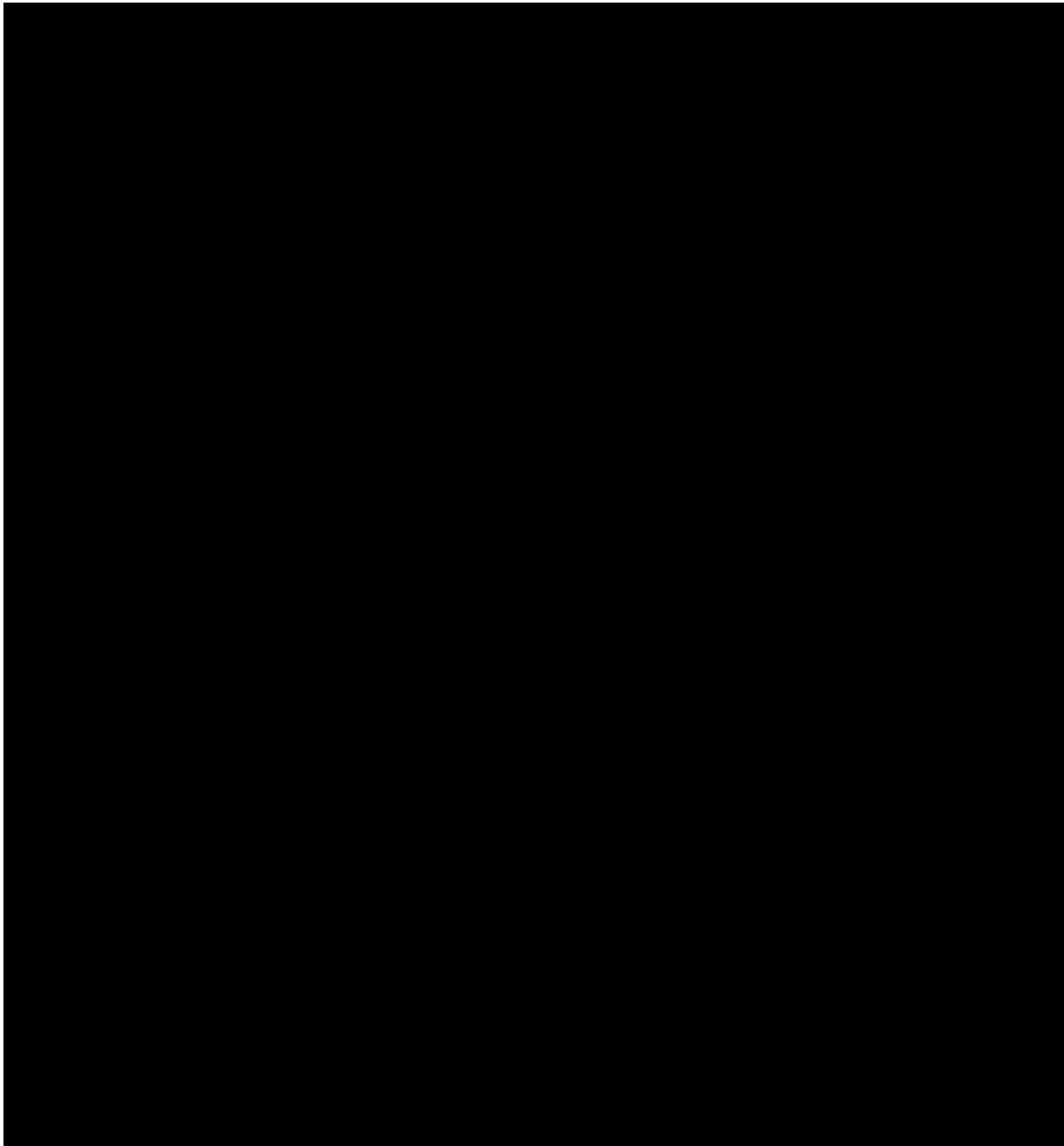




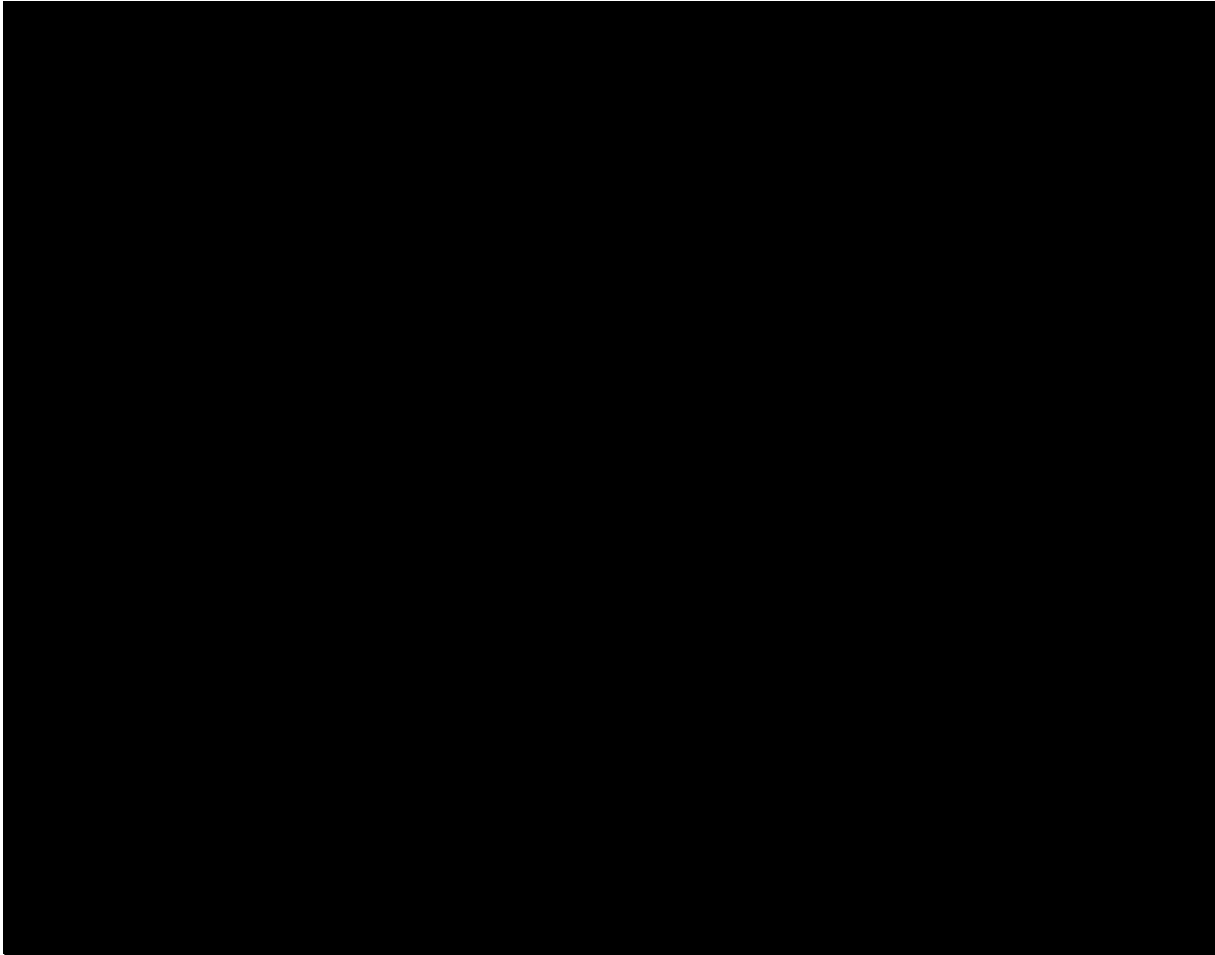
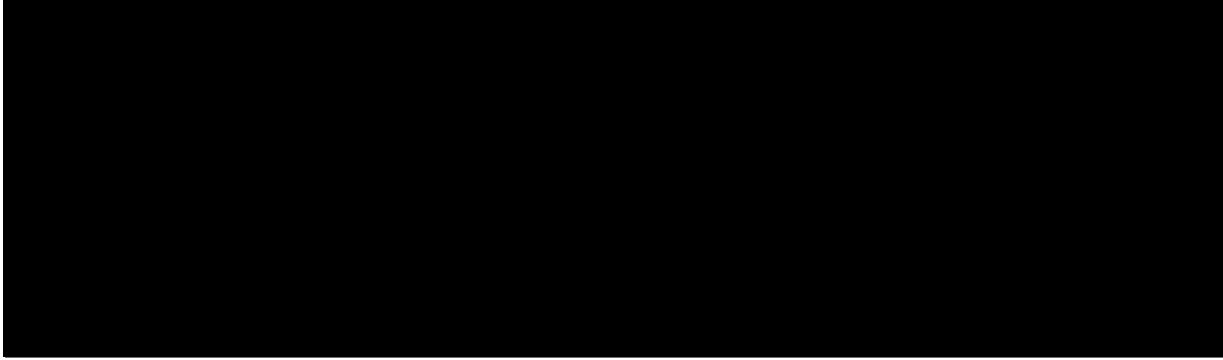


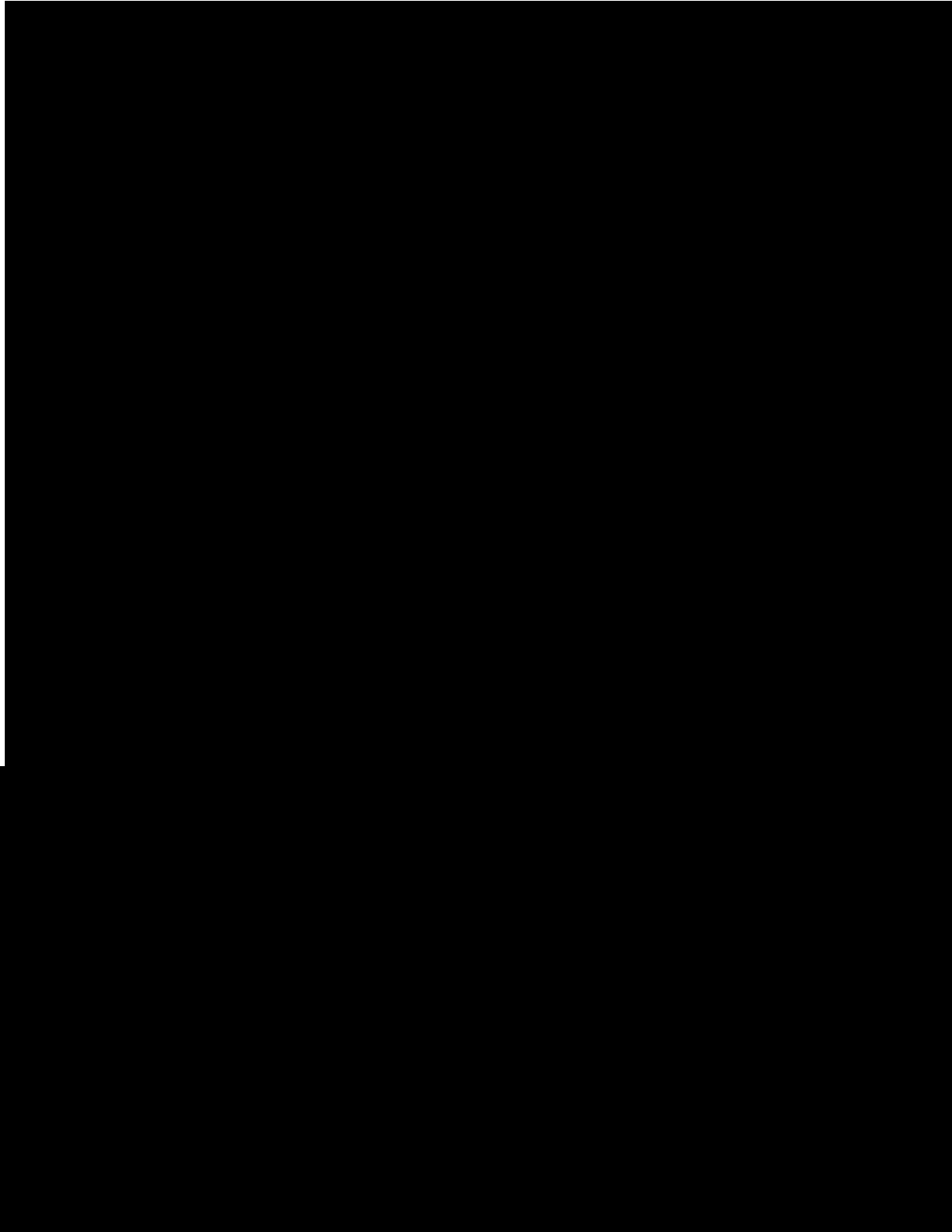




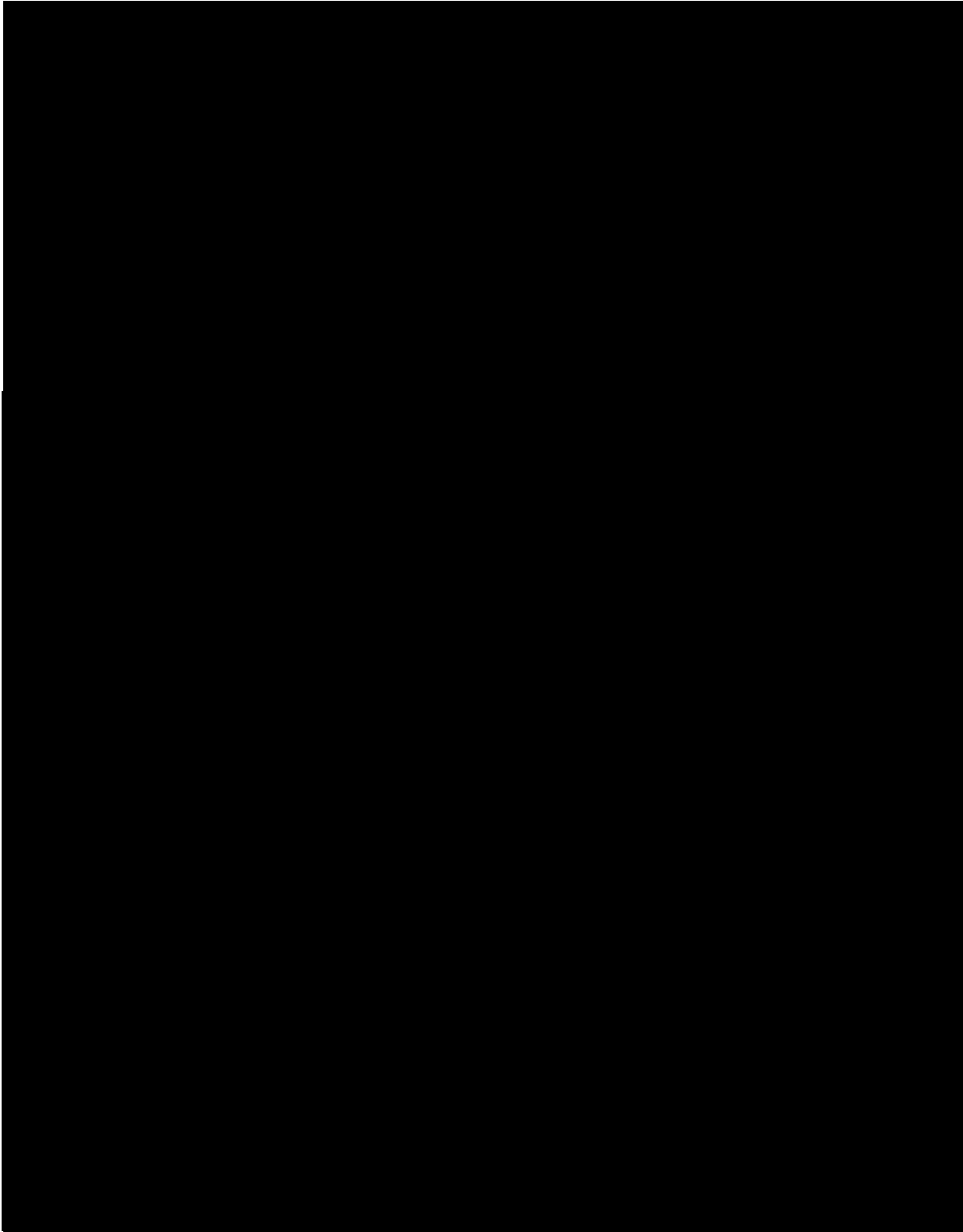


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<b>MANUAL</b> Safety Procedures Manual		<b>PROGRAM REVEIW</b> 2023
<b>DOCUMENT TITLE</b> Drug and Alcohol Policy		
<b>DOCUMENT NUMBER</b> SPM 28		<b>SAFETY COORDINATOR</b> Heidi Dobson



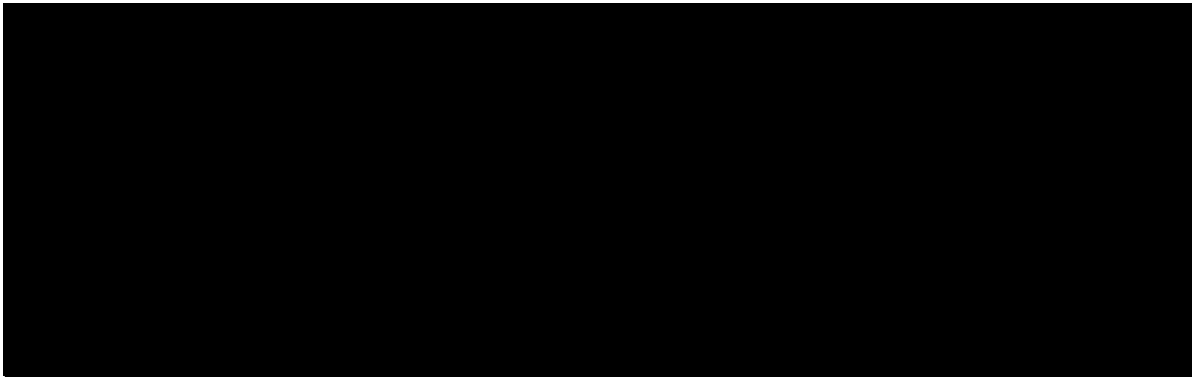


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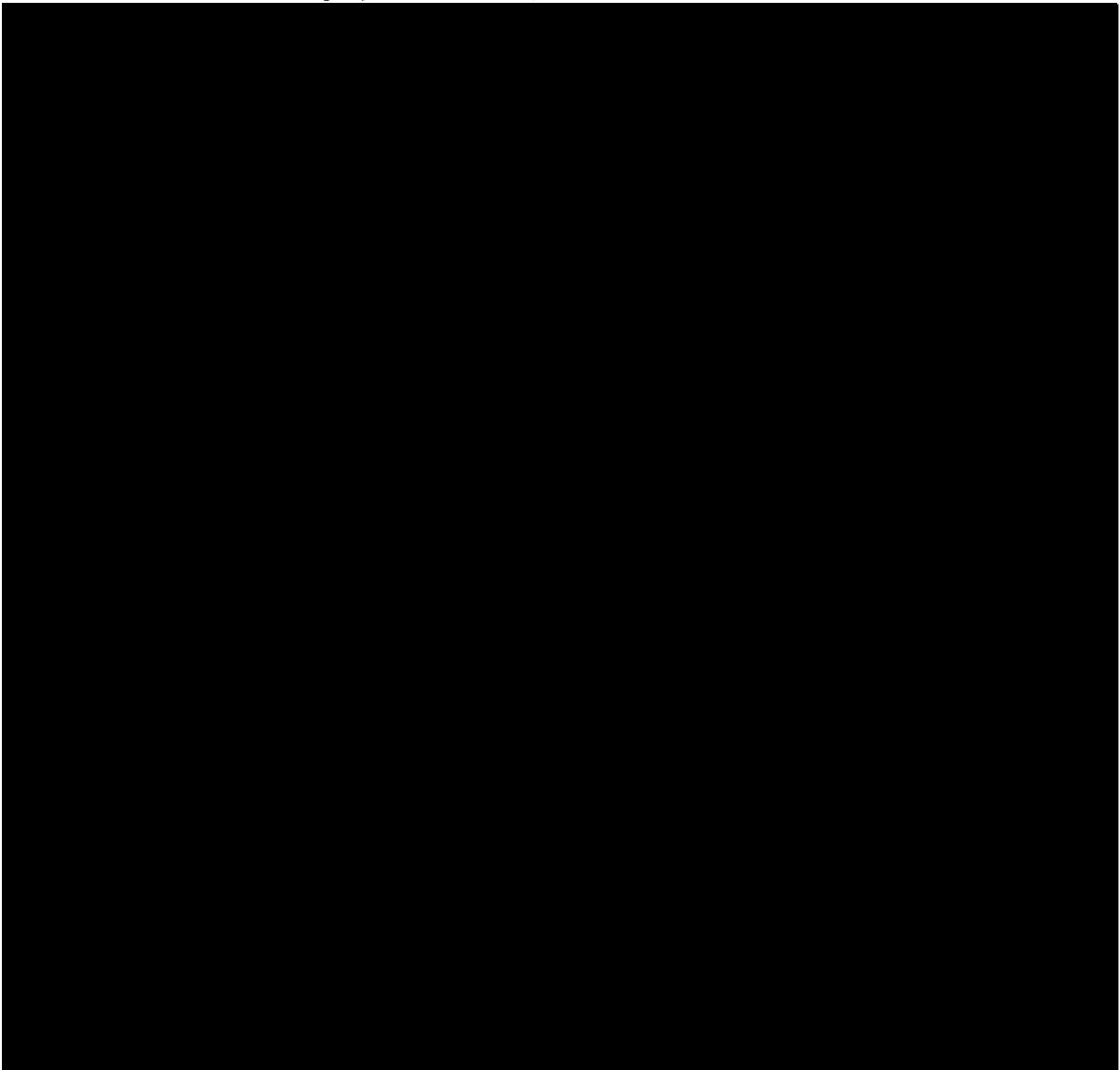


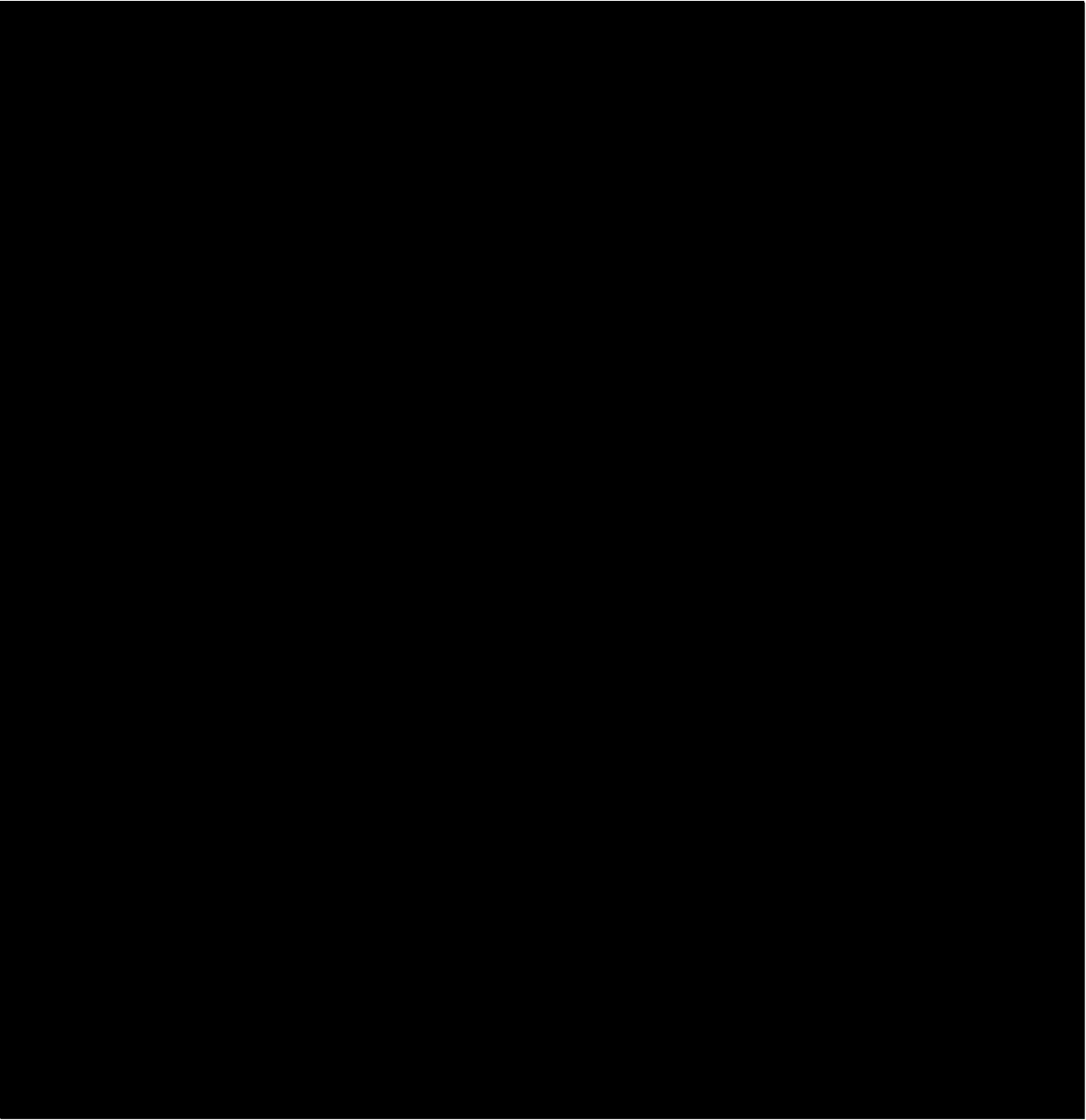
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based on the employee's customary behavior.





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## Policy/Program Acknowledgment (Read)

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**Name (Printed)**

*By signing this acknowledgment, I am certifying that I have read and understand the Employee Safety Manual & Drug and Alcohol Policy. I am agreeing to all terms and responsibilities within.*

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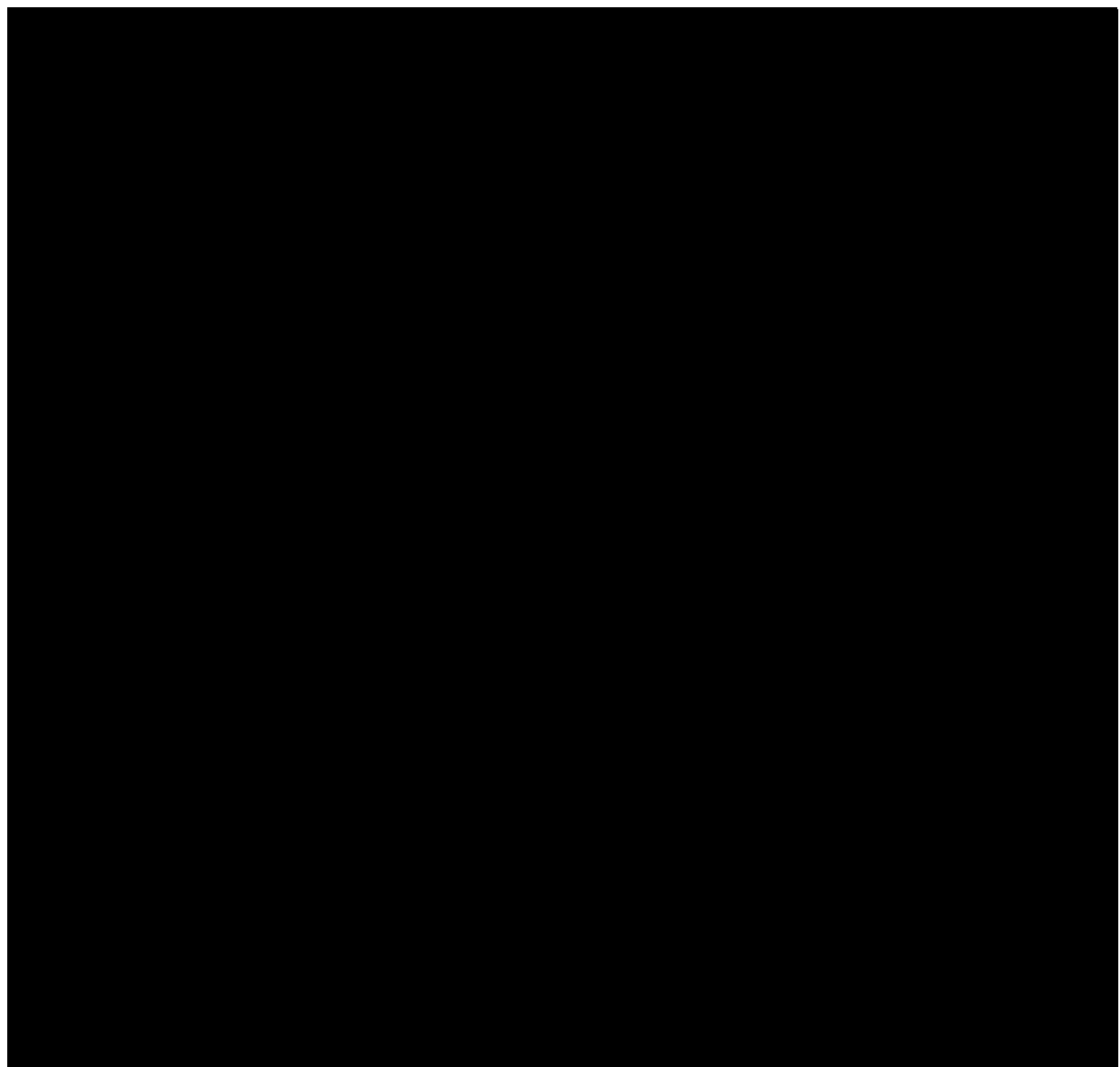
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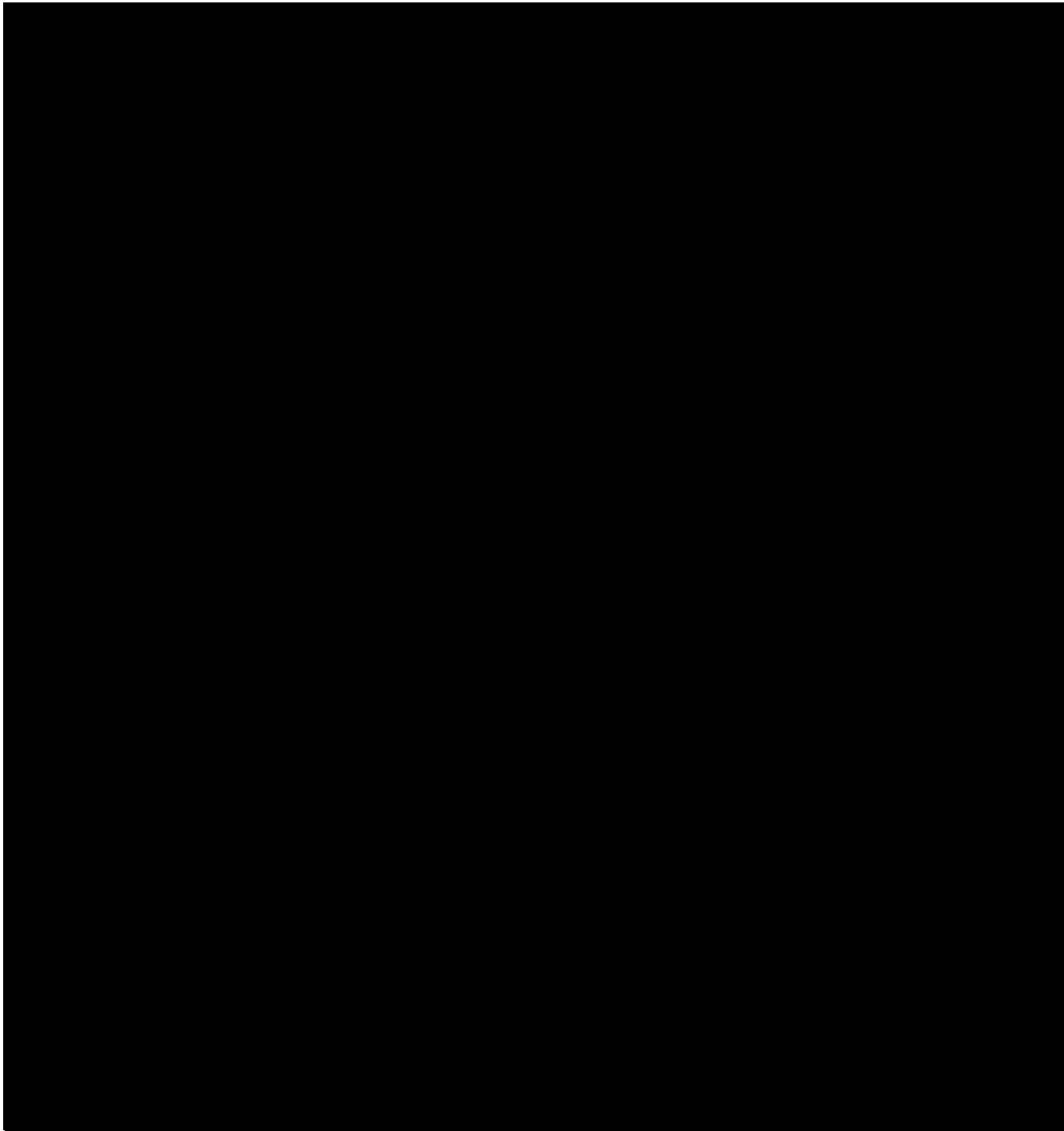
**Date**

(Remove and retain this sheet indefinitely in the employee's personnel file)



<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 1	<b>Revision Number HD2023</b>
<b>MANUAL</b> Safety Procedures Manual		<b>PROGRAM REVEIW</b> 2023
<b>DOCUMENT TITLE</b> Medical Services & First Aid Policy		
<b>DOCUMENT NUMBER</b> SPM 29		<b>SAFETY COORDINATOR</b> Heidi Dobson





<b>COMPANY</b> Garland/DBS, Inc.	<b>PAGE NUMBER</b> 1 of 14	<b>Revision Number</b> HD2023
<b>MANUAL</b> Safety Procedures Manual		<b>PROGRAM REVEIW</b> 2023
<b>DOCUMENT TITLE</b> Hot Work Program		
<b>DOCUMENT NUMBER</b> SPM 31		<b>SAFETY COORDINATOR</b> Heidi Dobson

# HOT WORK PROGRAM

**This program applies to the following applications:**

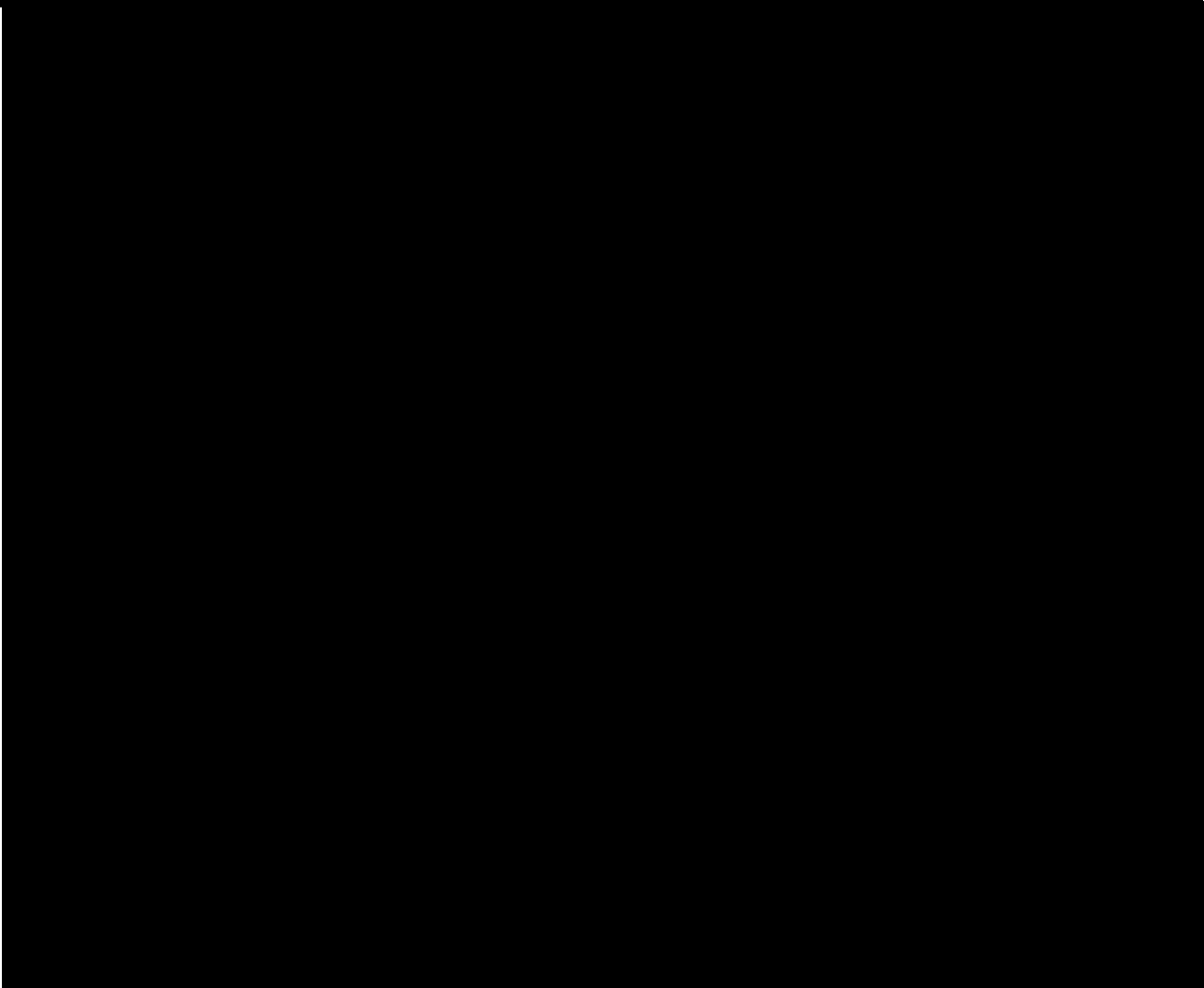
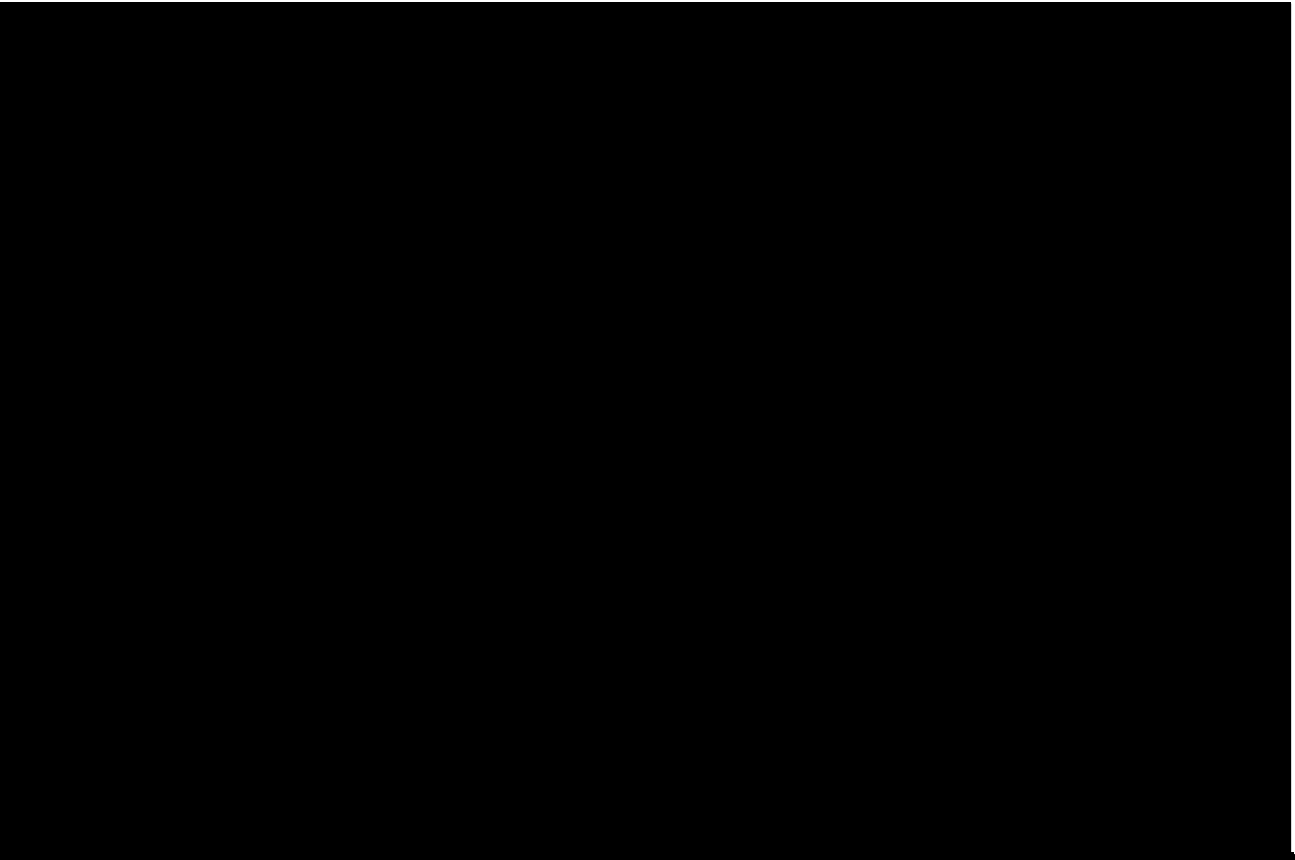
**BRAZING, TORCH CUTTING, GRINDING, SOLDERING, THAWING OF PIPES, OPEN FLAME APPLIED ROOFING AND ANY OTHER TYPE OF "HOT WORK"**

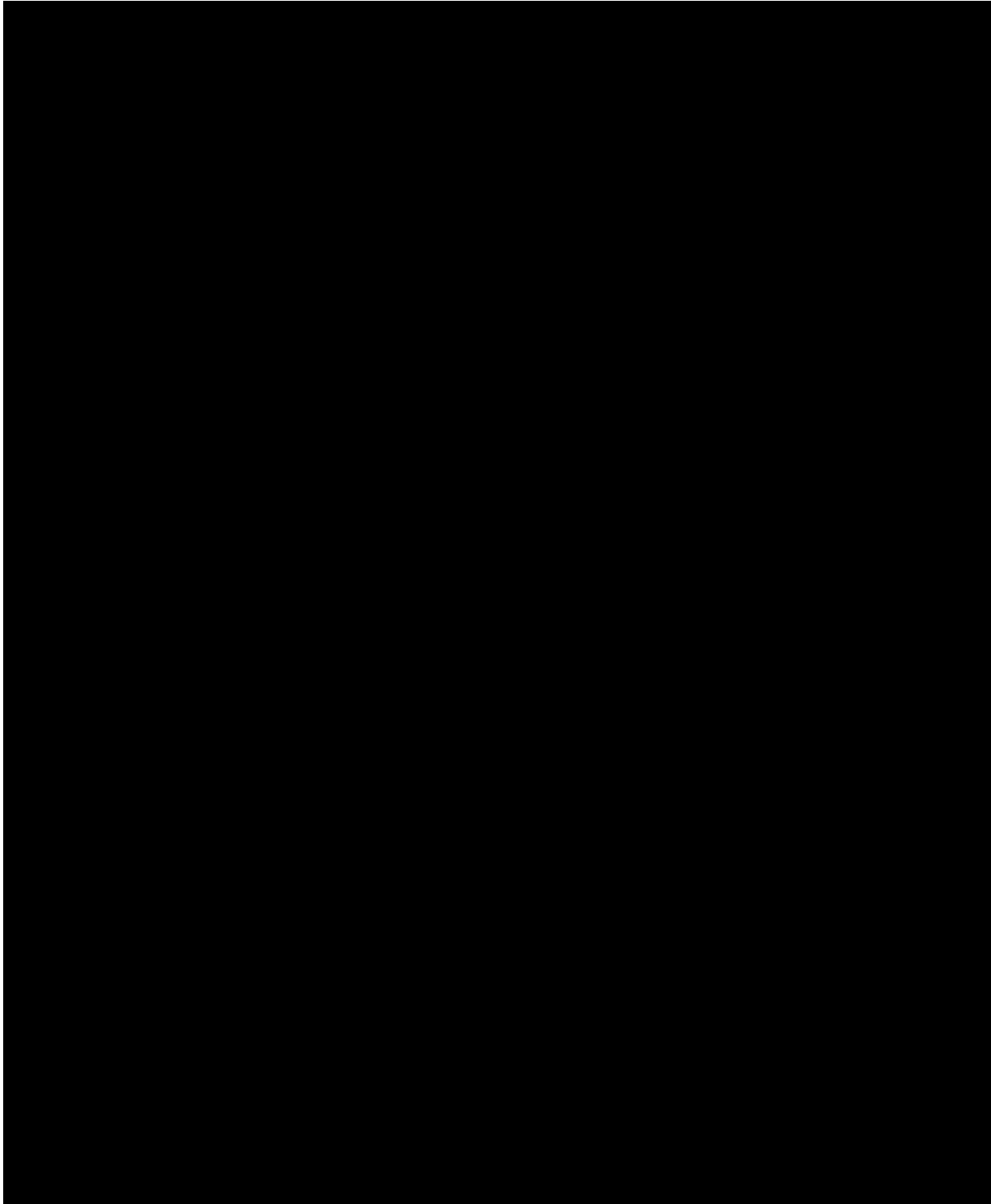
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- 1.2 Scope**
- 2.0 Responsibilities**
- 2.1 Company**
- 2.2 Fire Safety Supervisors, Managers**
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- 7.0 Hot Work Audit Sheet**

## **APPENDICES**

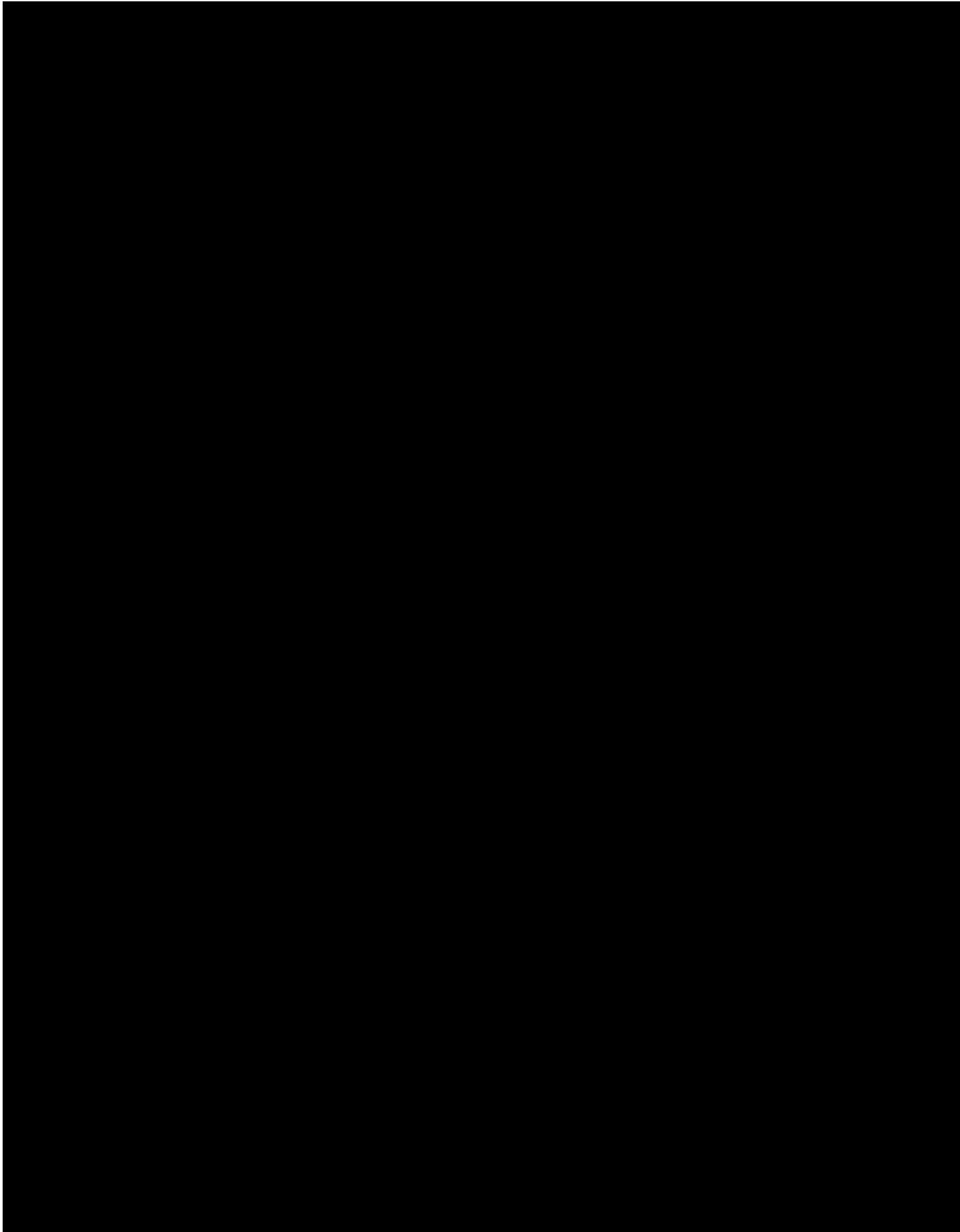
- Appendix A: Training Log Sheet**
- Appendix B: Company Hot Work Permit**
- Appendix C: Employee acknowledgement form**
- Appendix D: Sample contractor letter to contractor**
- Appendix E: Hot Work Audit Sheet**

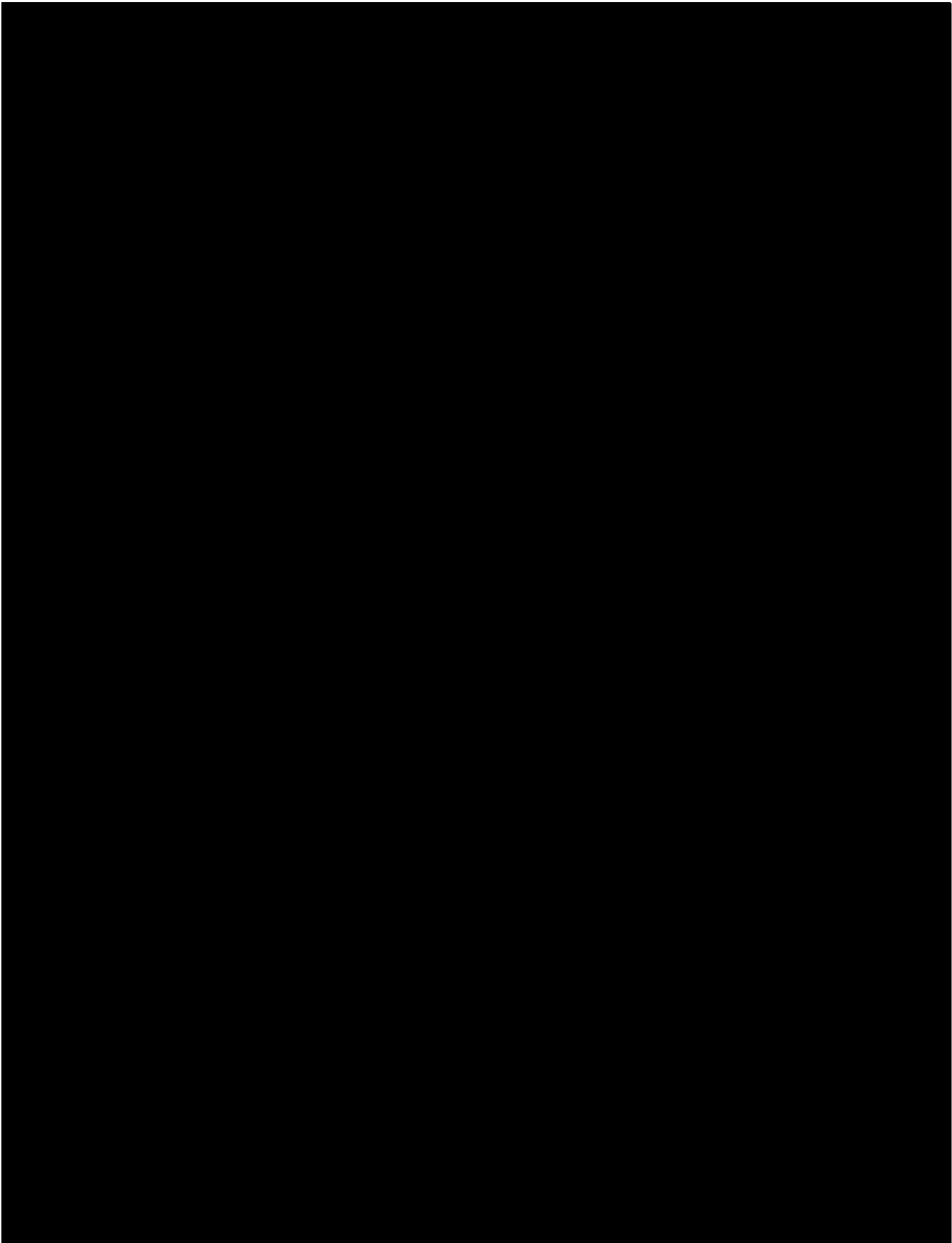




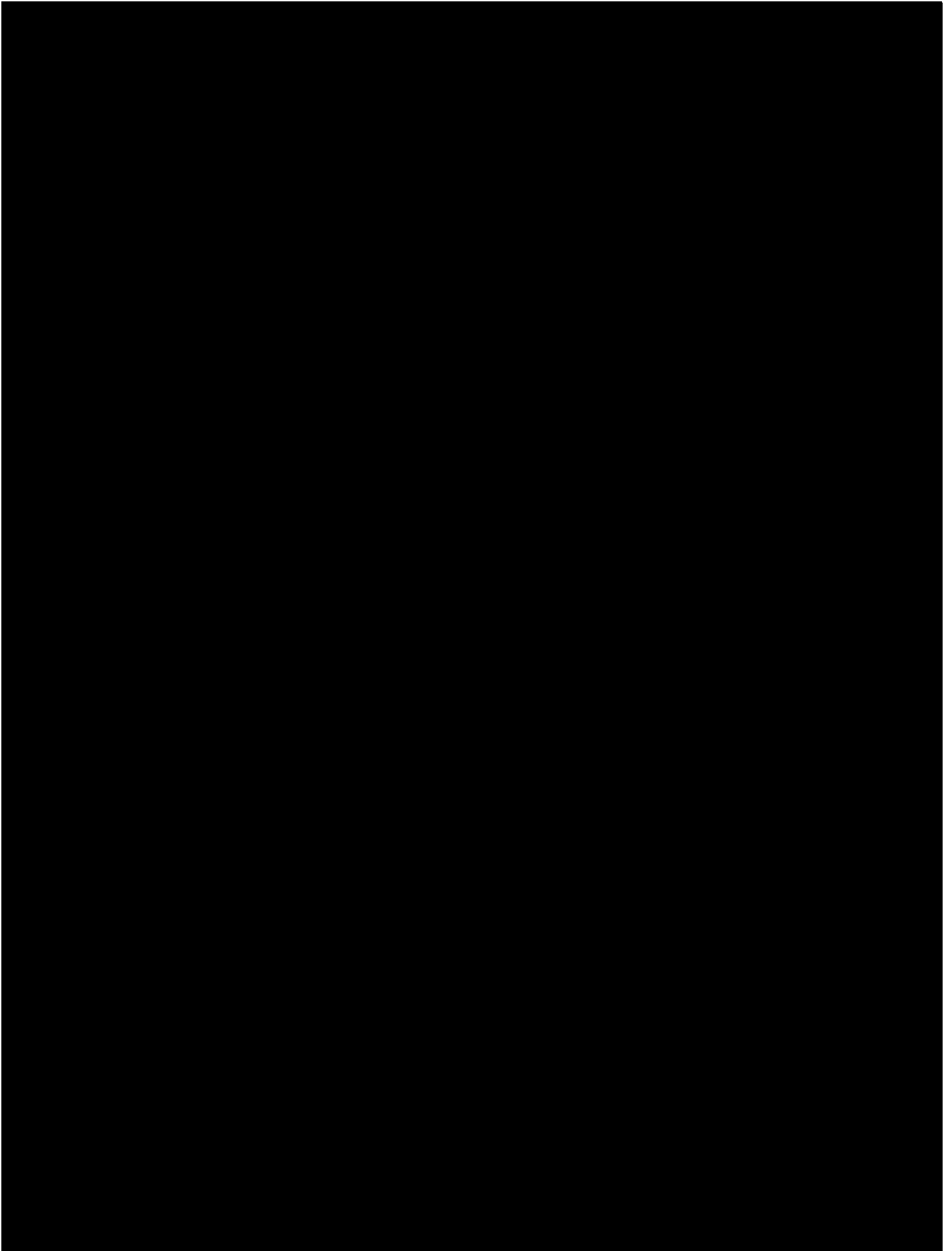
2.4.7 Completion of the appropriate section of the hot work permit.



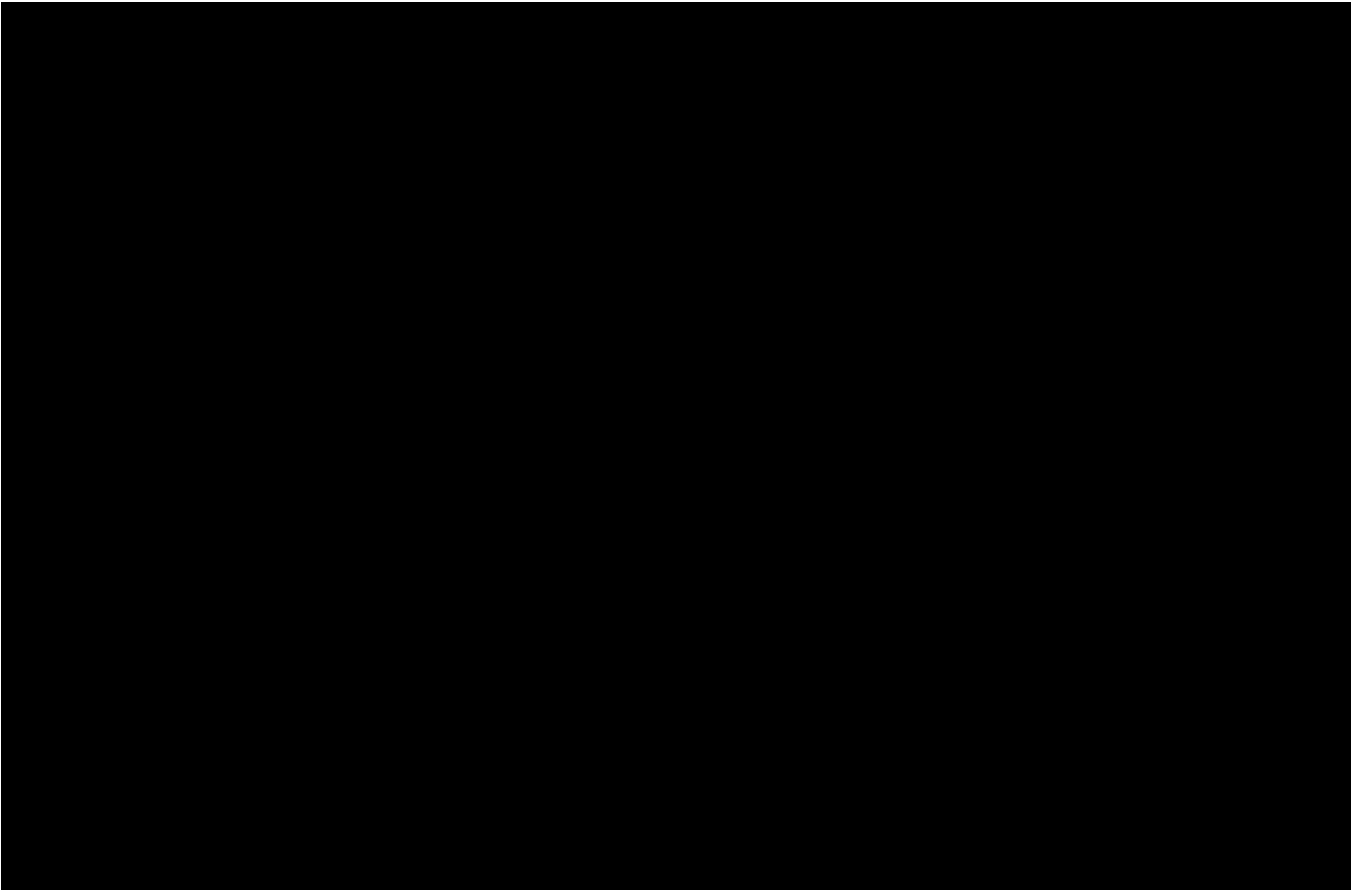




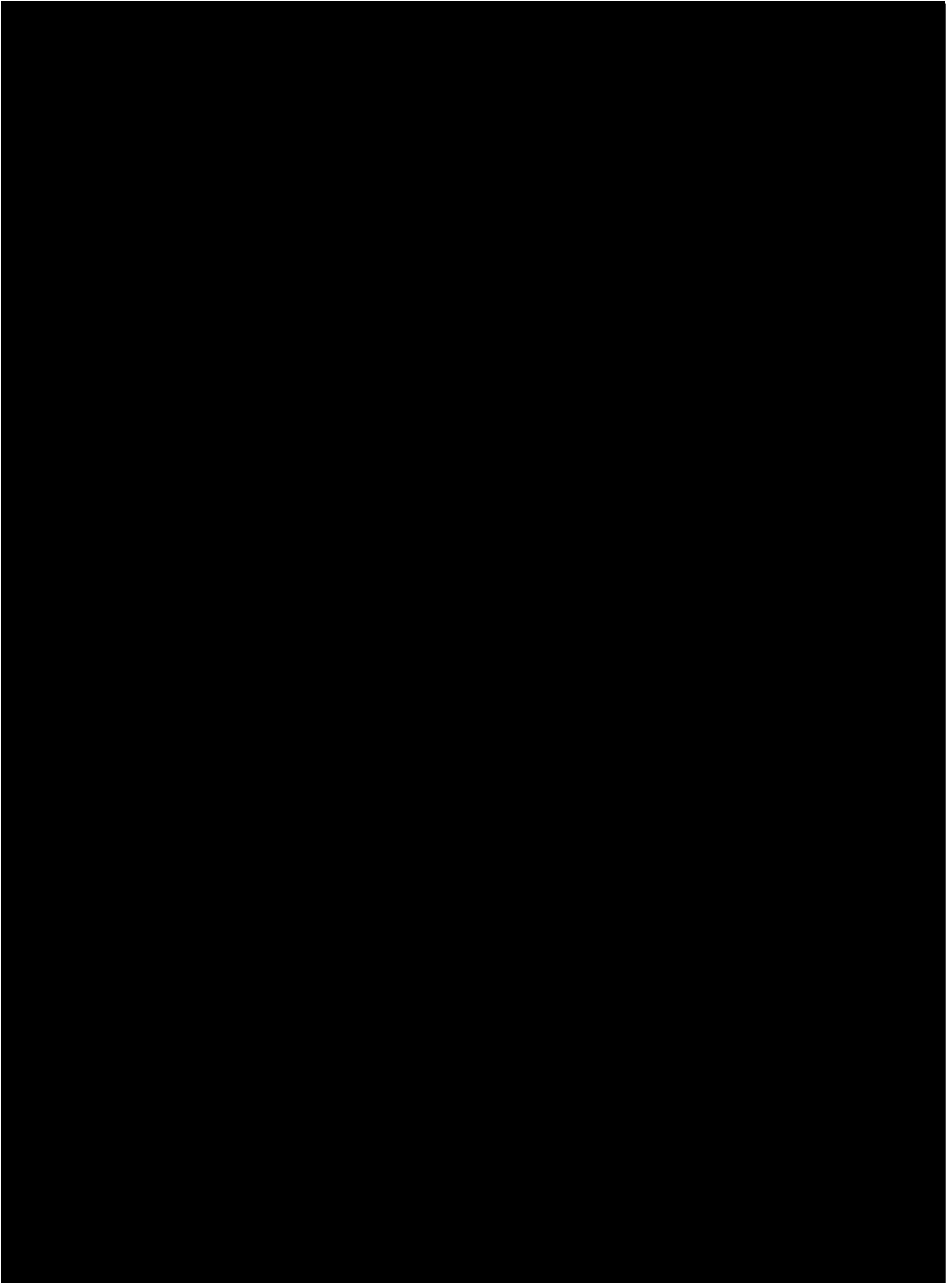


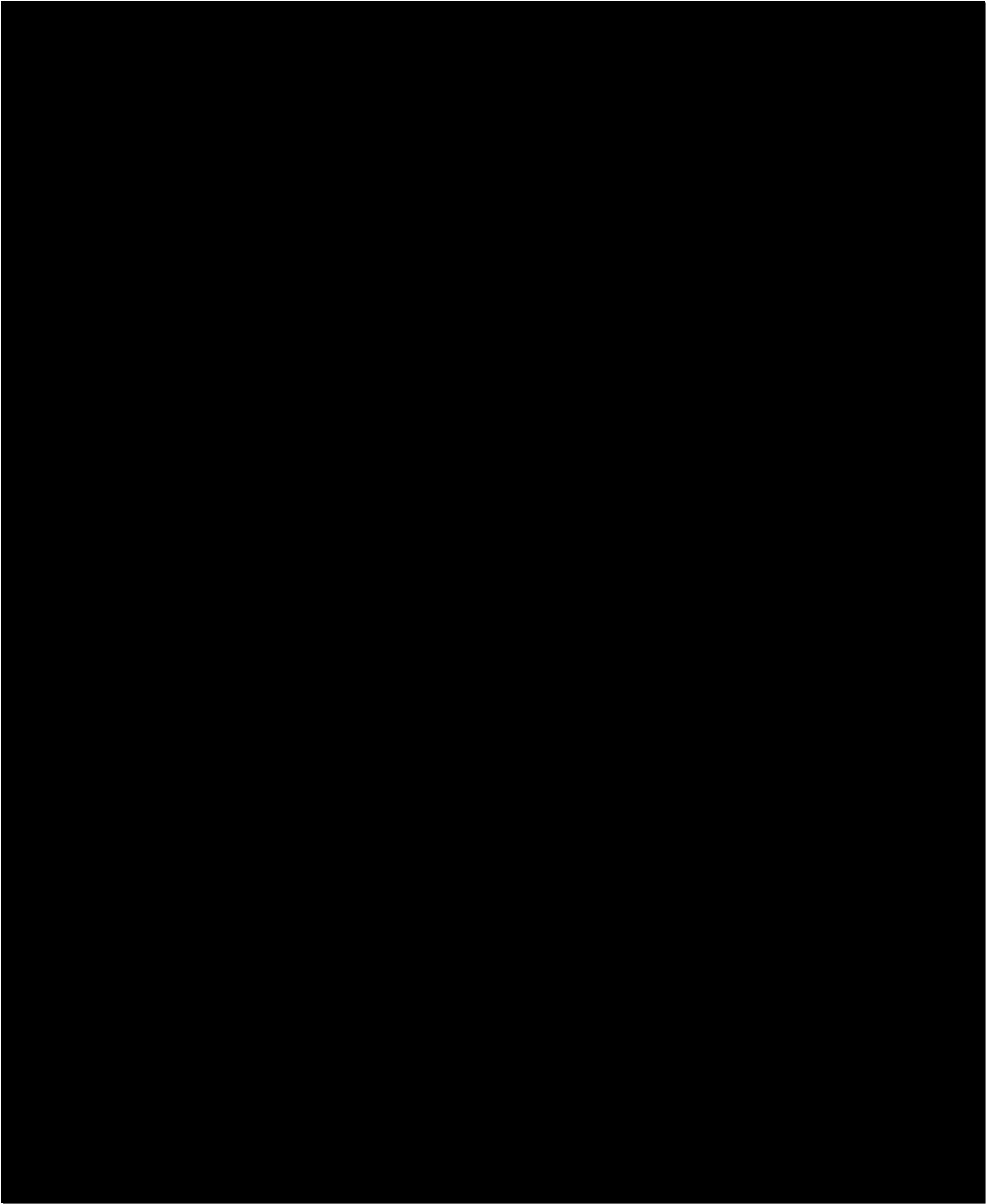




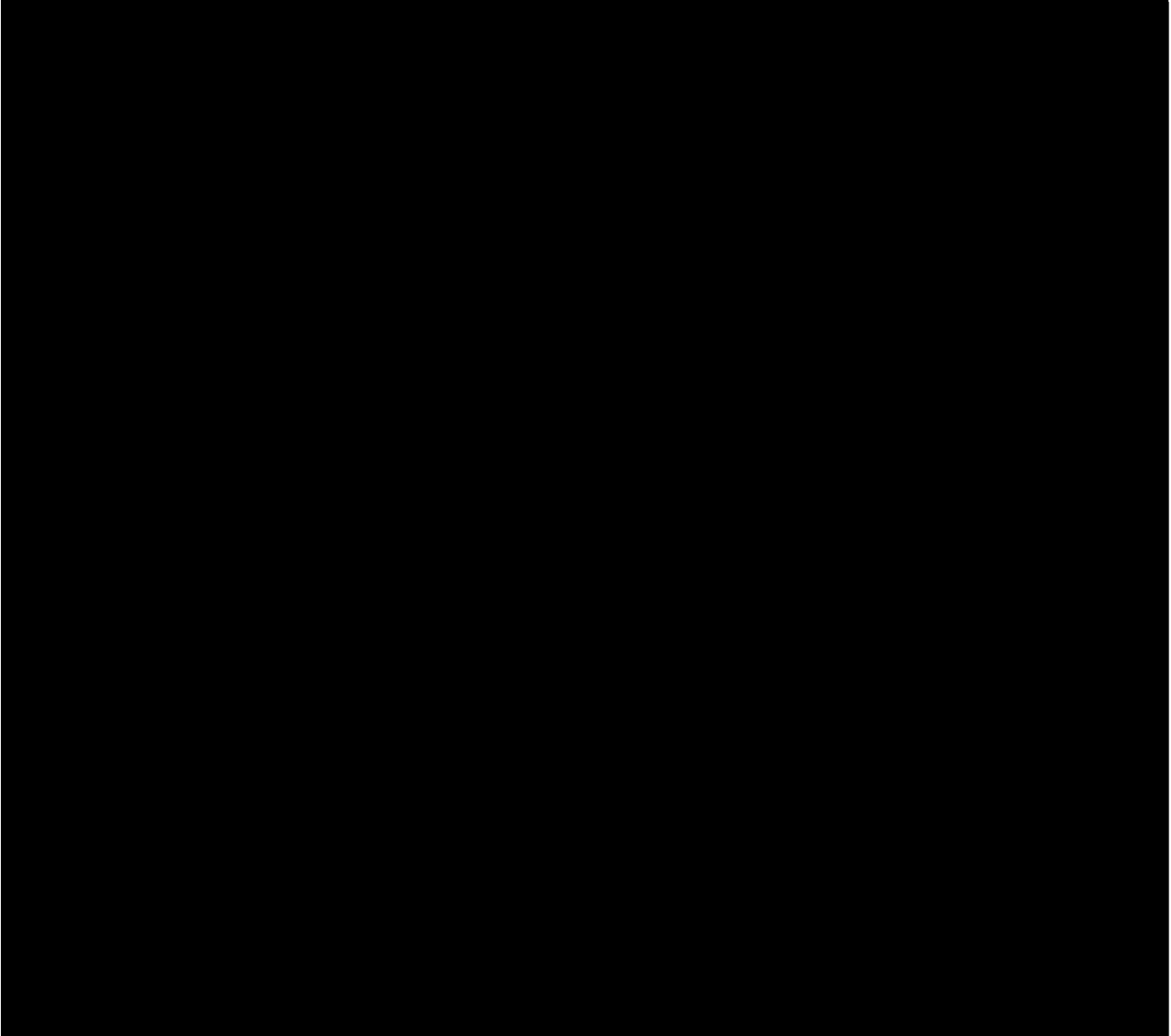




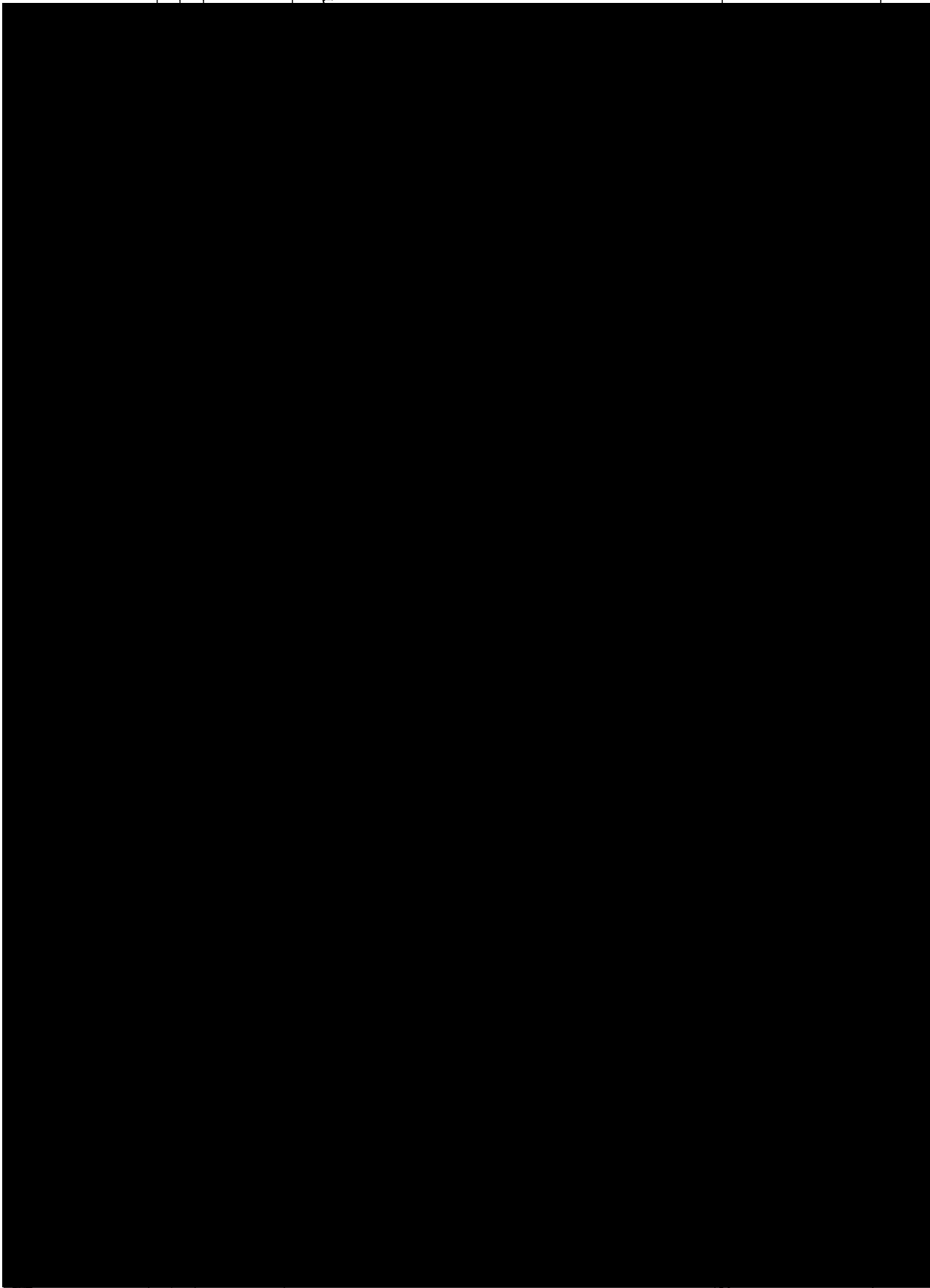


# APPENDIX D



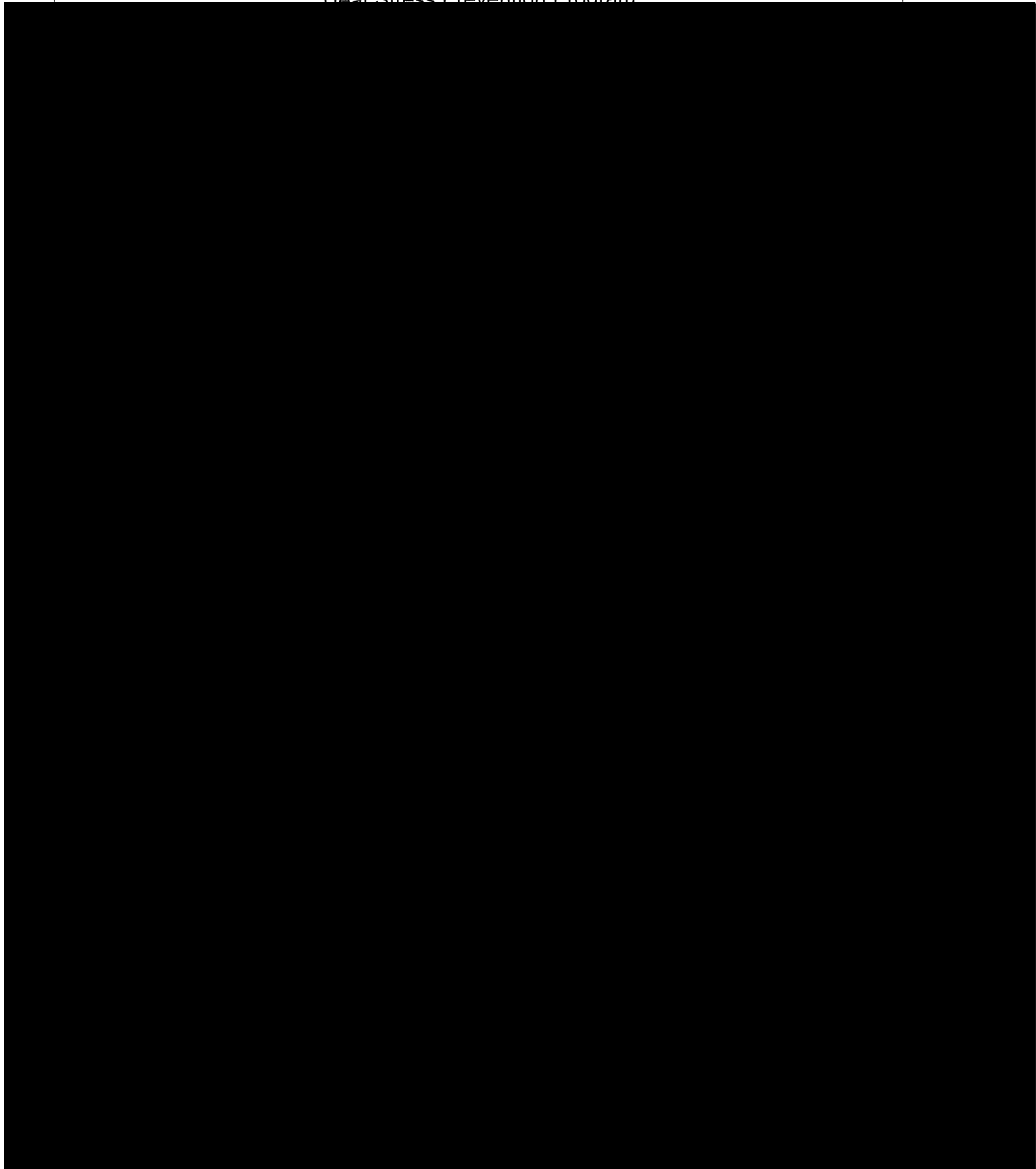

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<b>MANUAL</b> Safety Procedures Manual		<b>PROGRAM REVEIW</b> 2023
<b>DOCUMENT TITLE</b> Heat Stress Prevention Program		

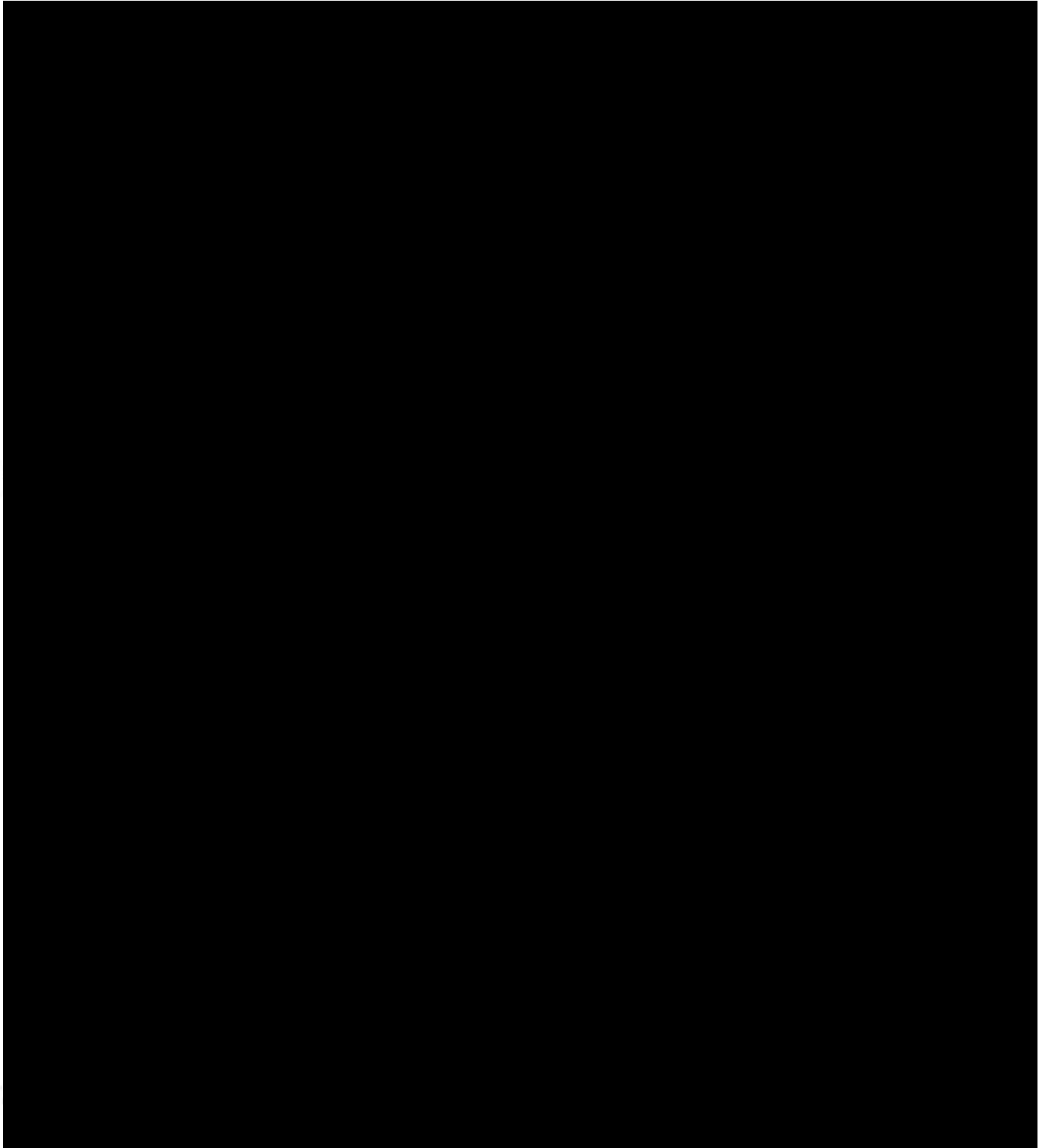




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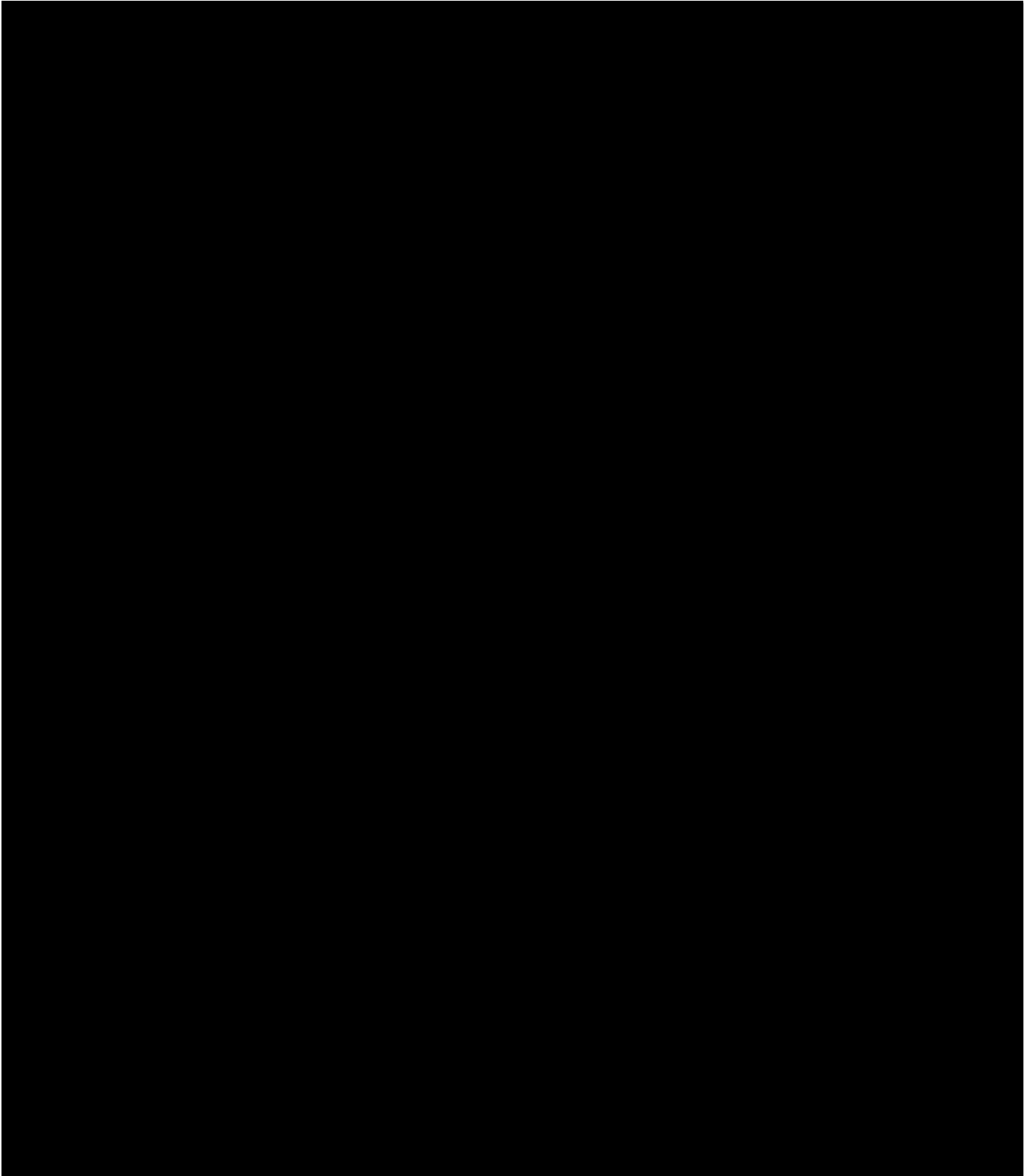




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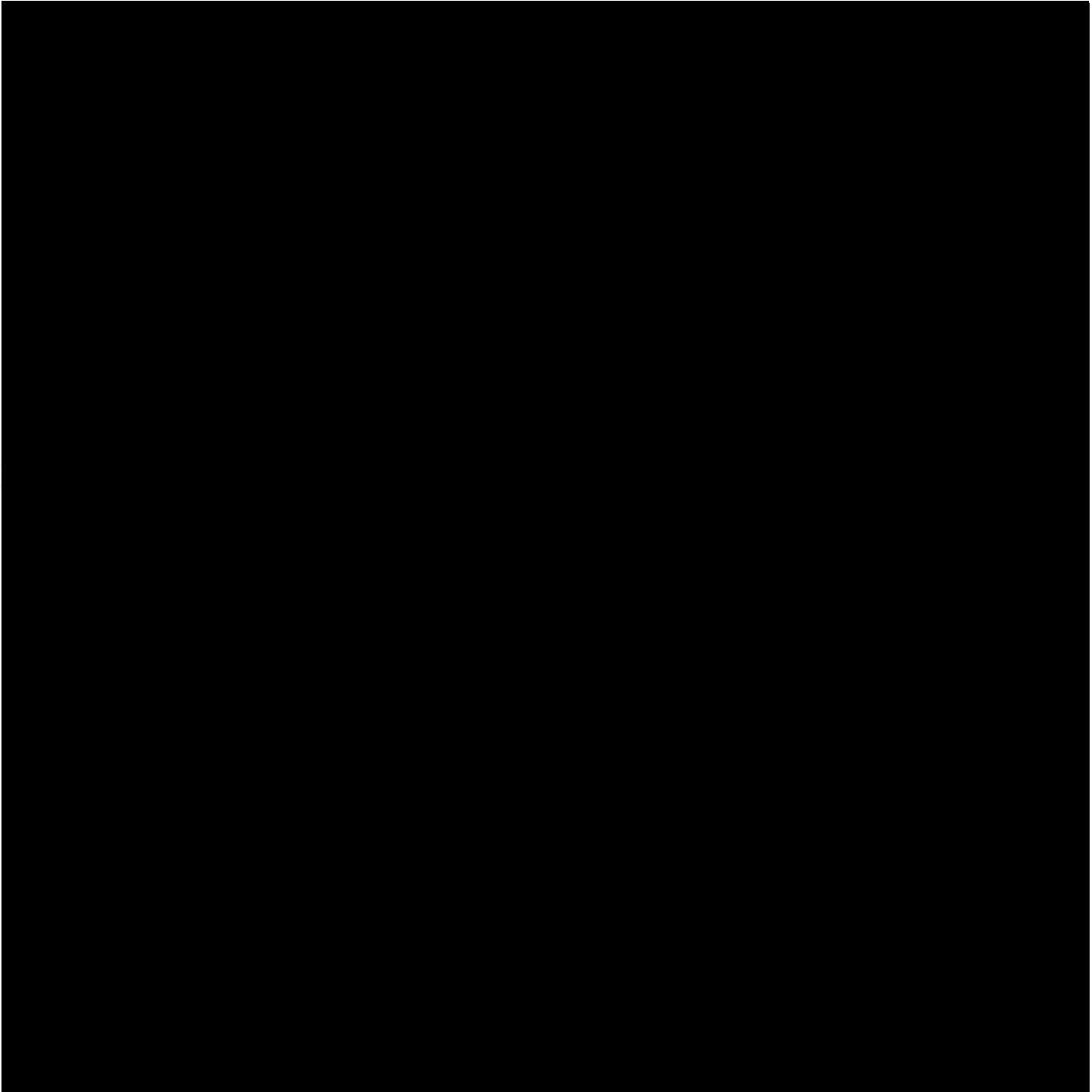




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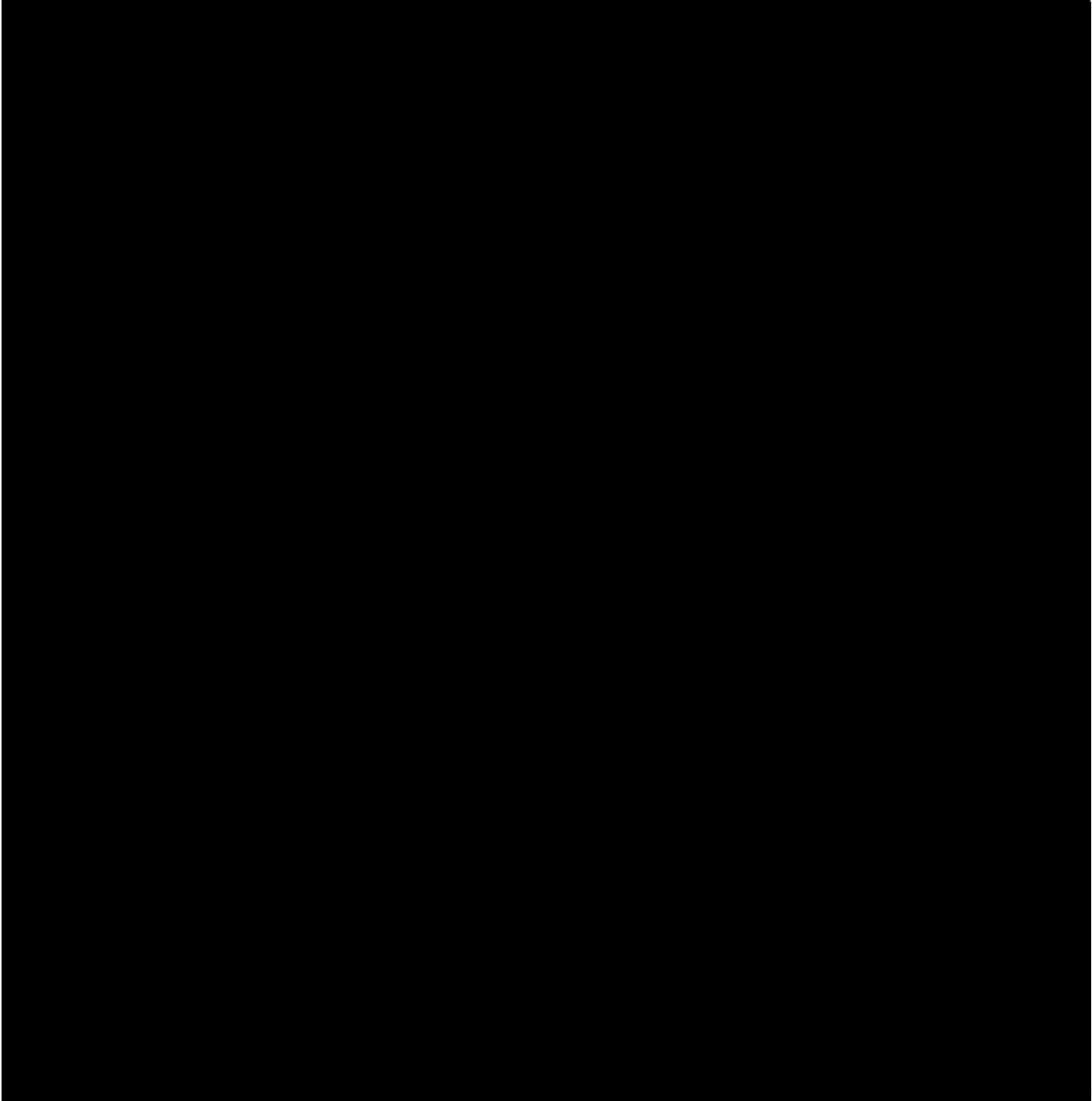




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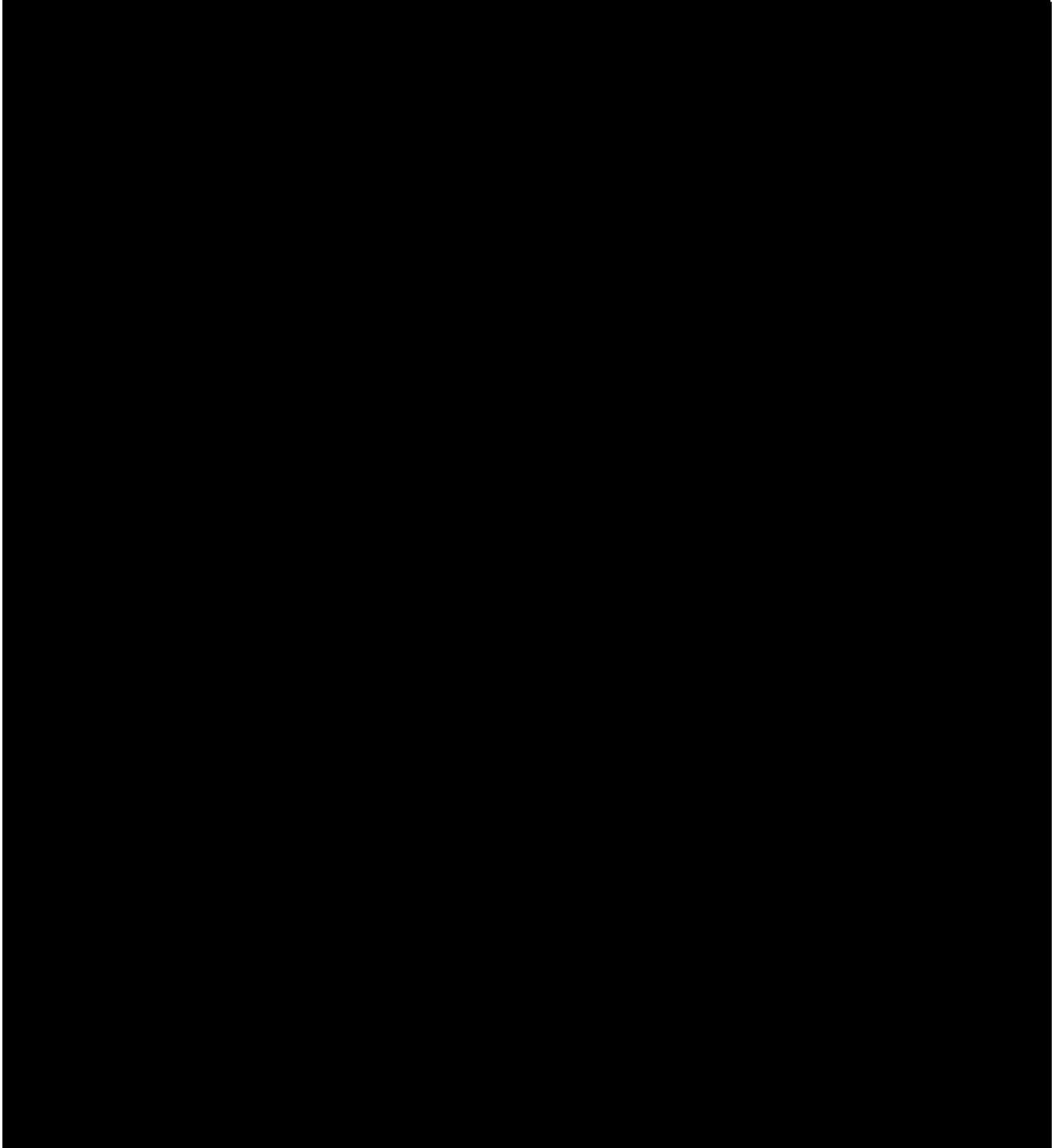
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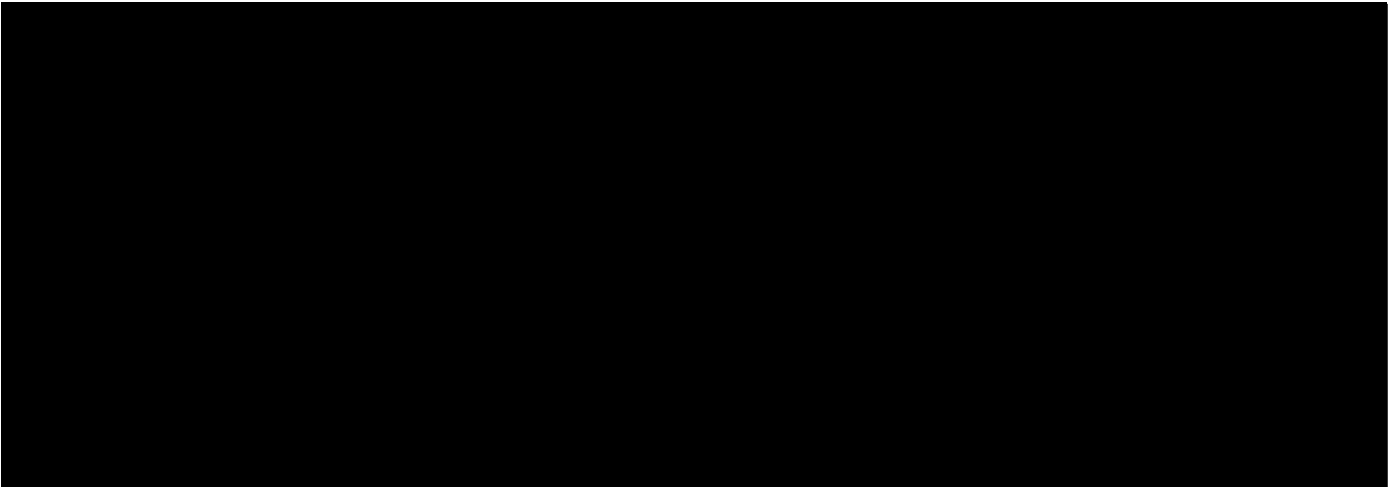
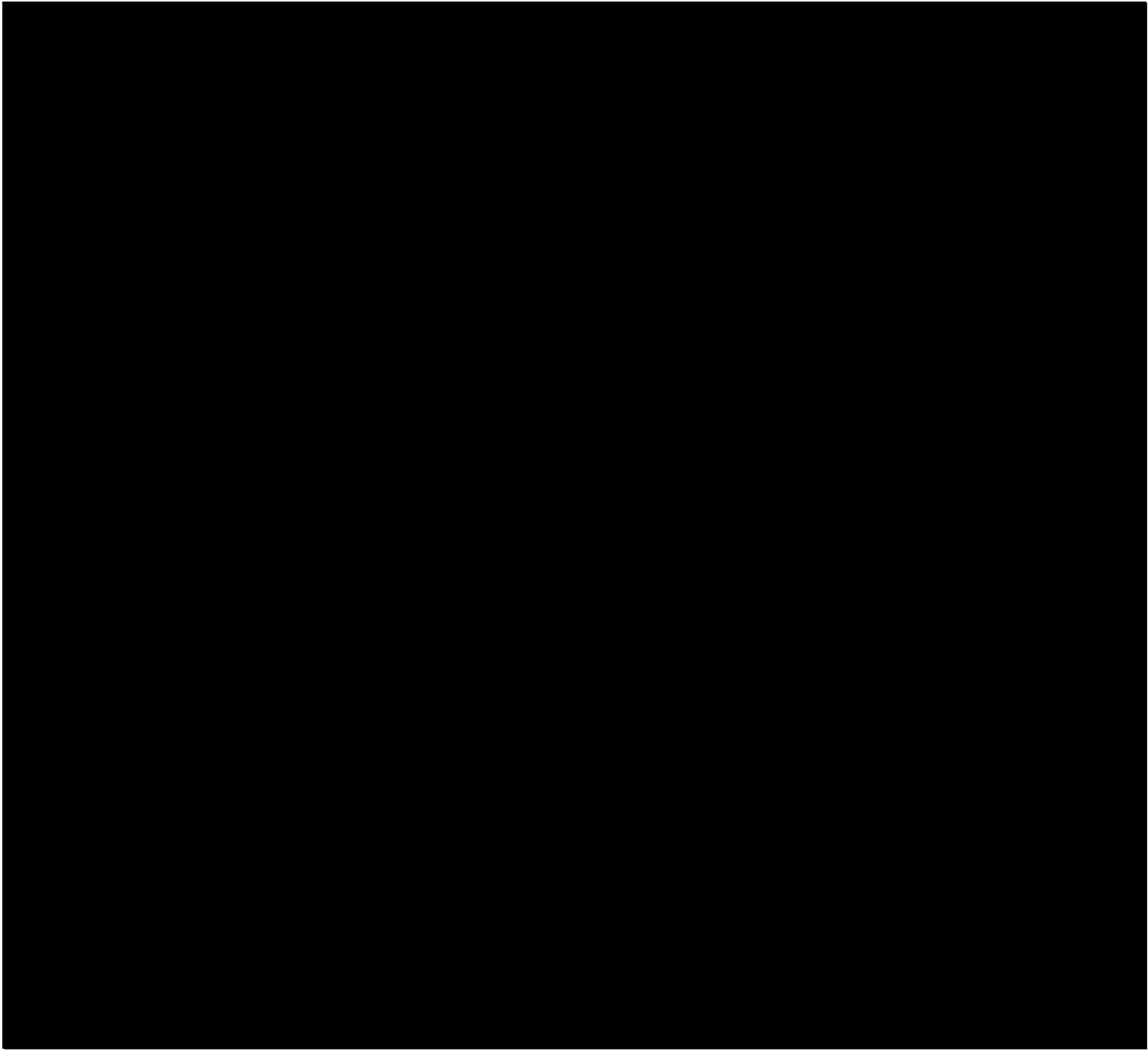
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**Attachment 1**

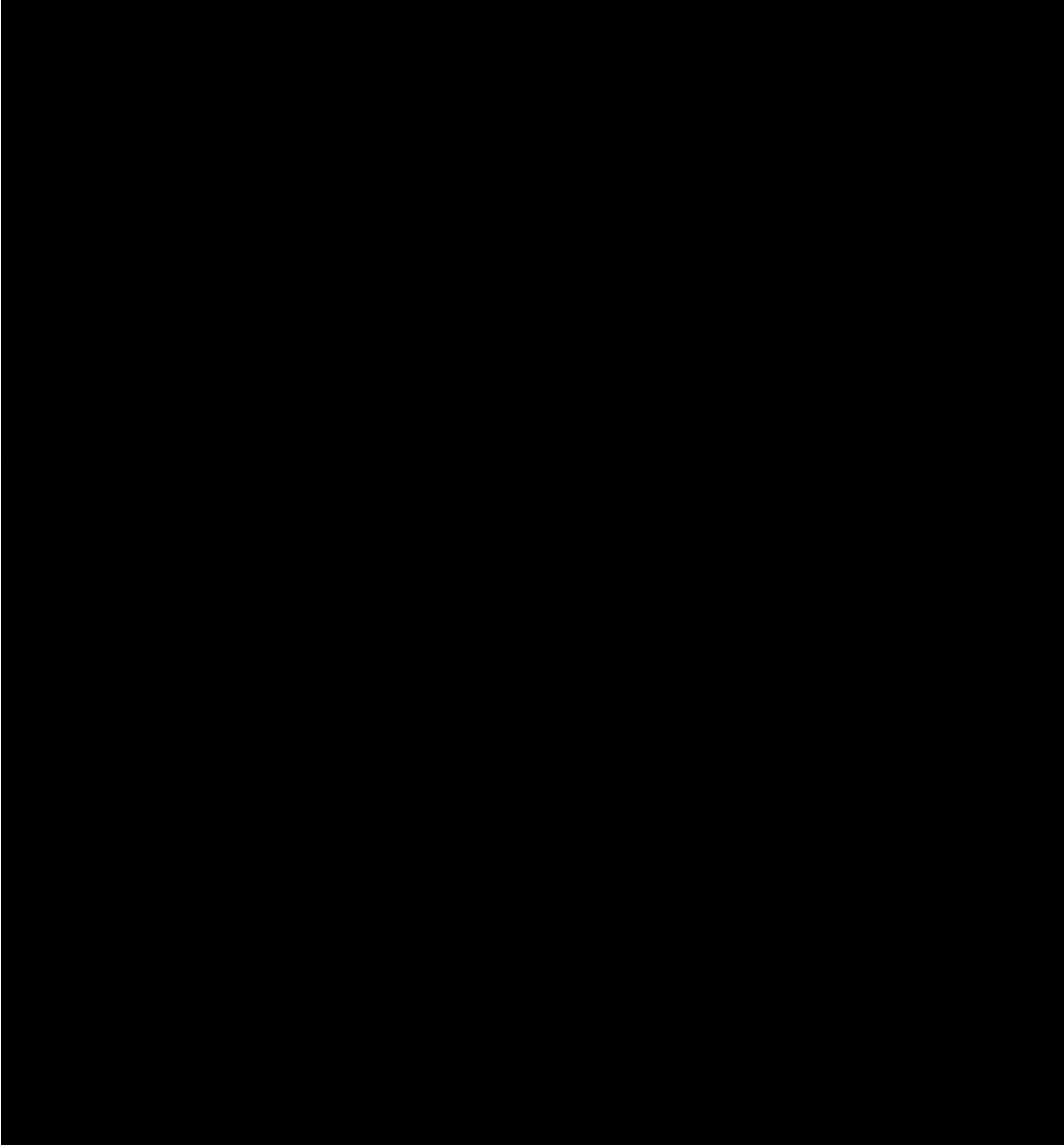






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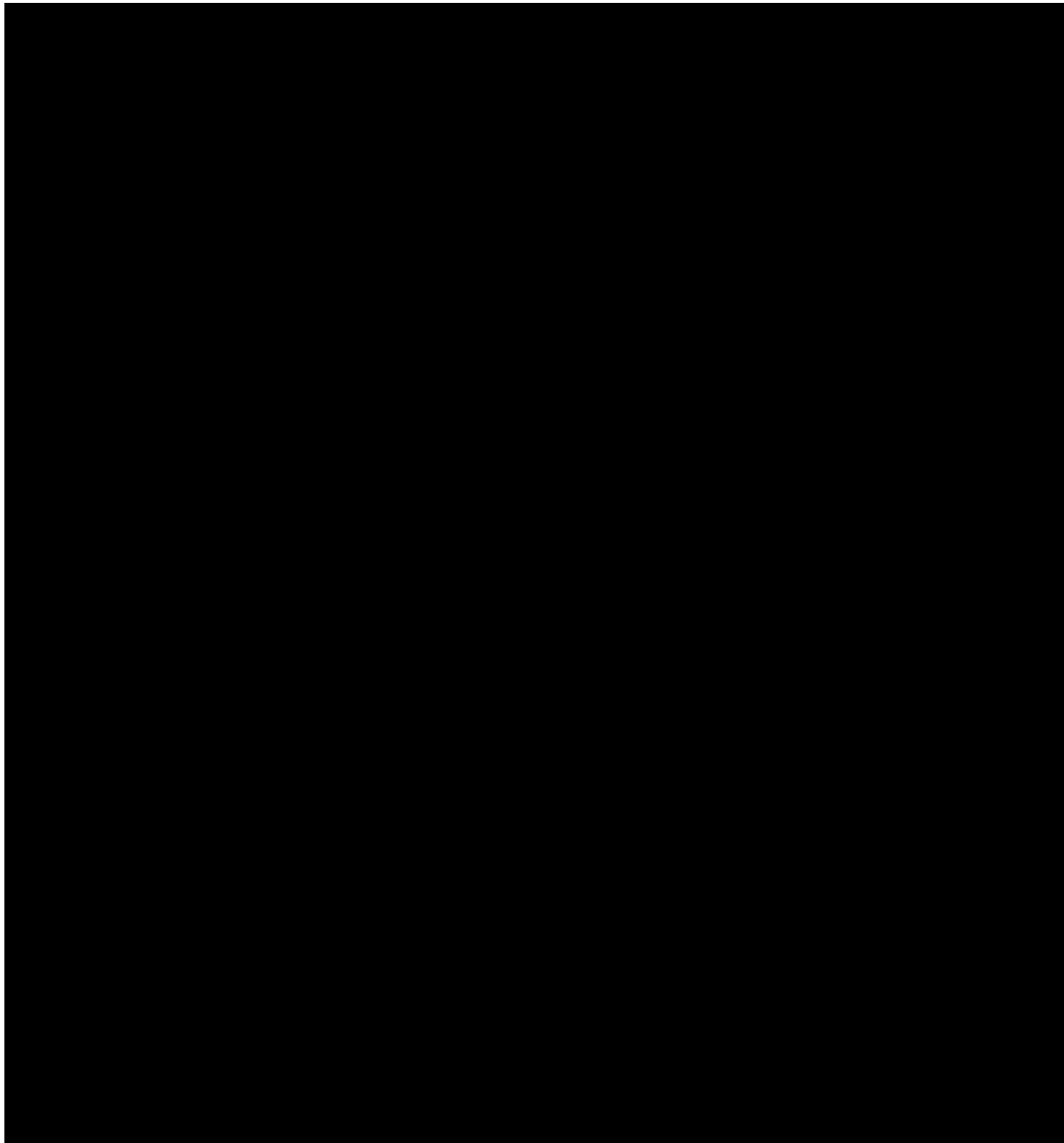
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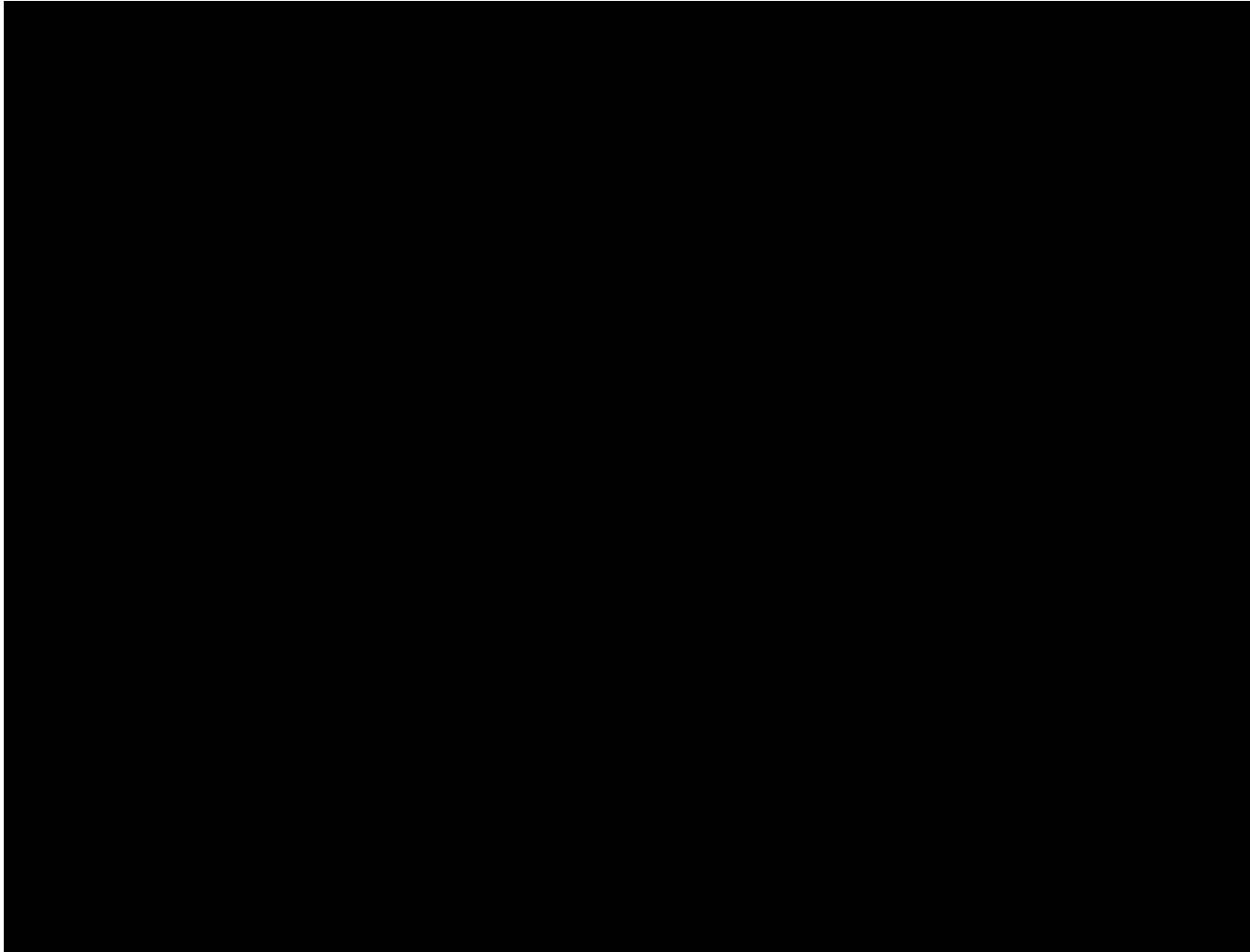
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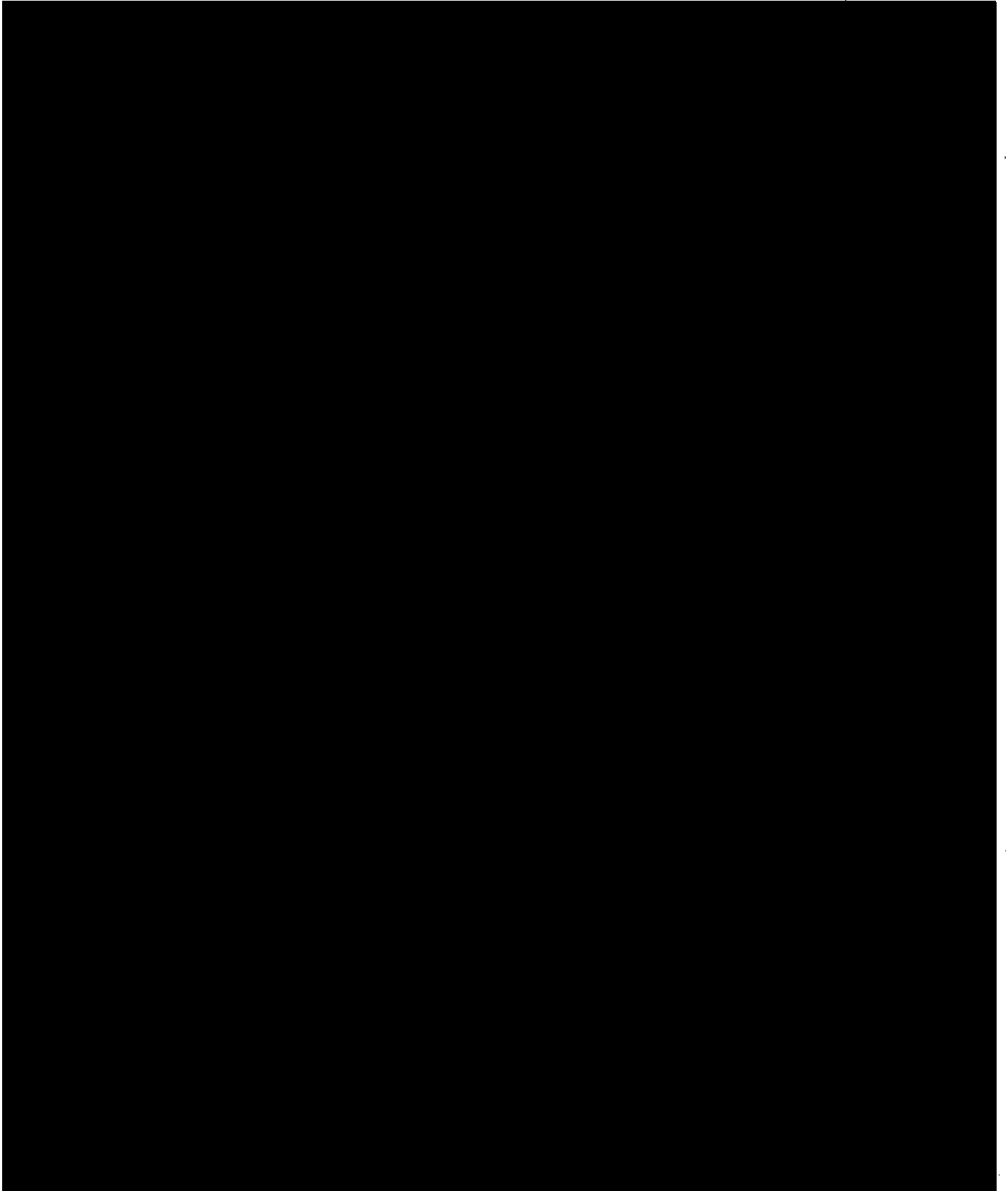
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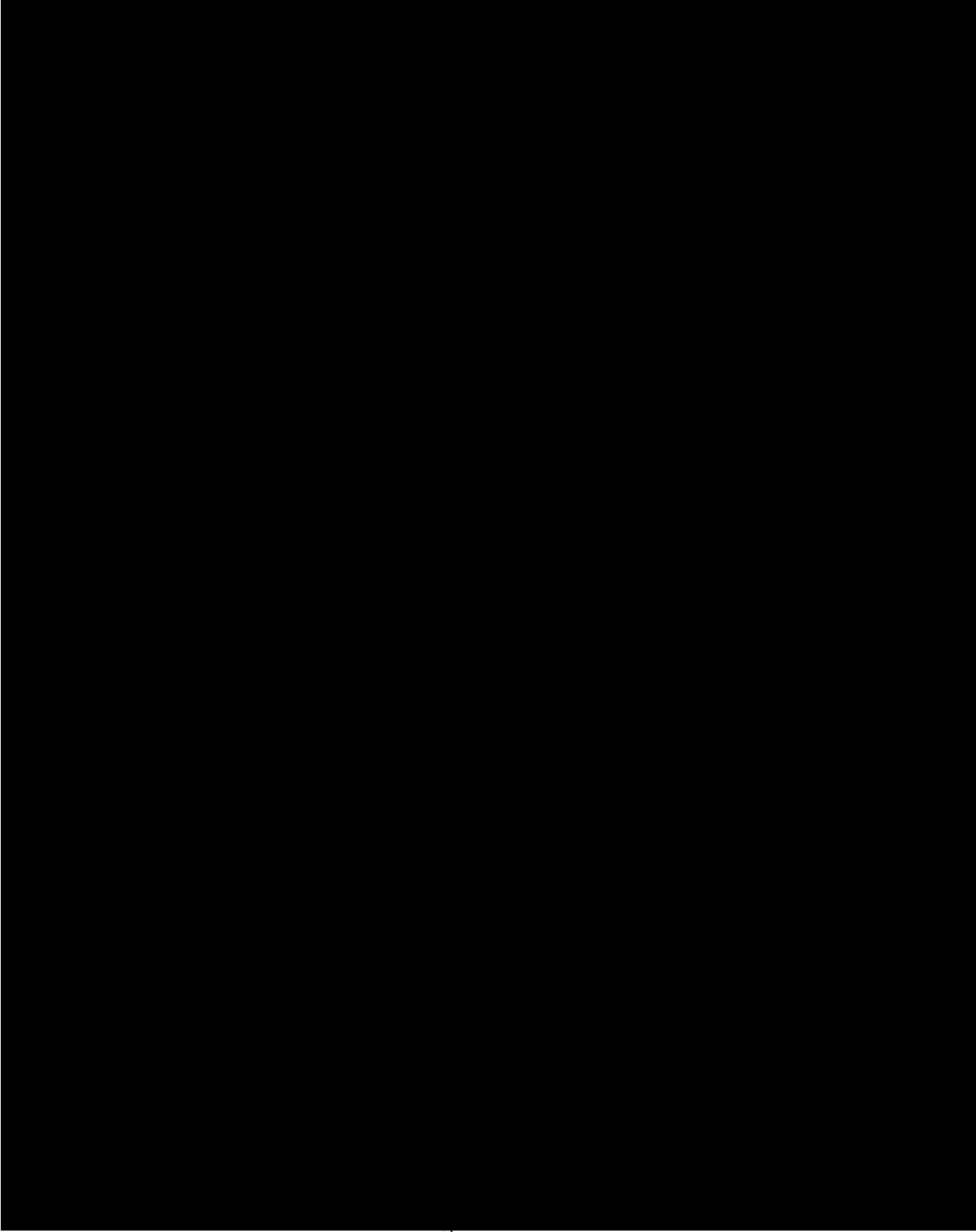






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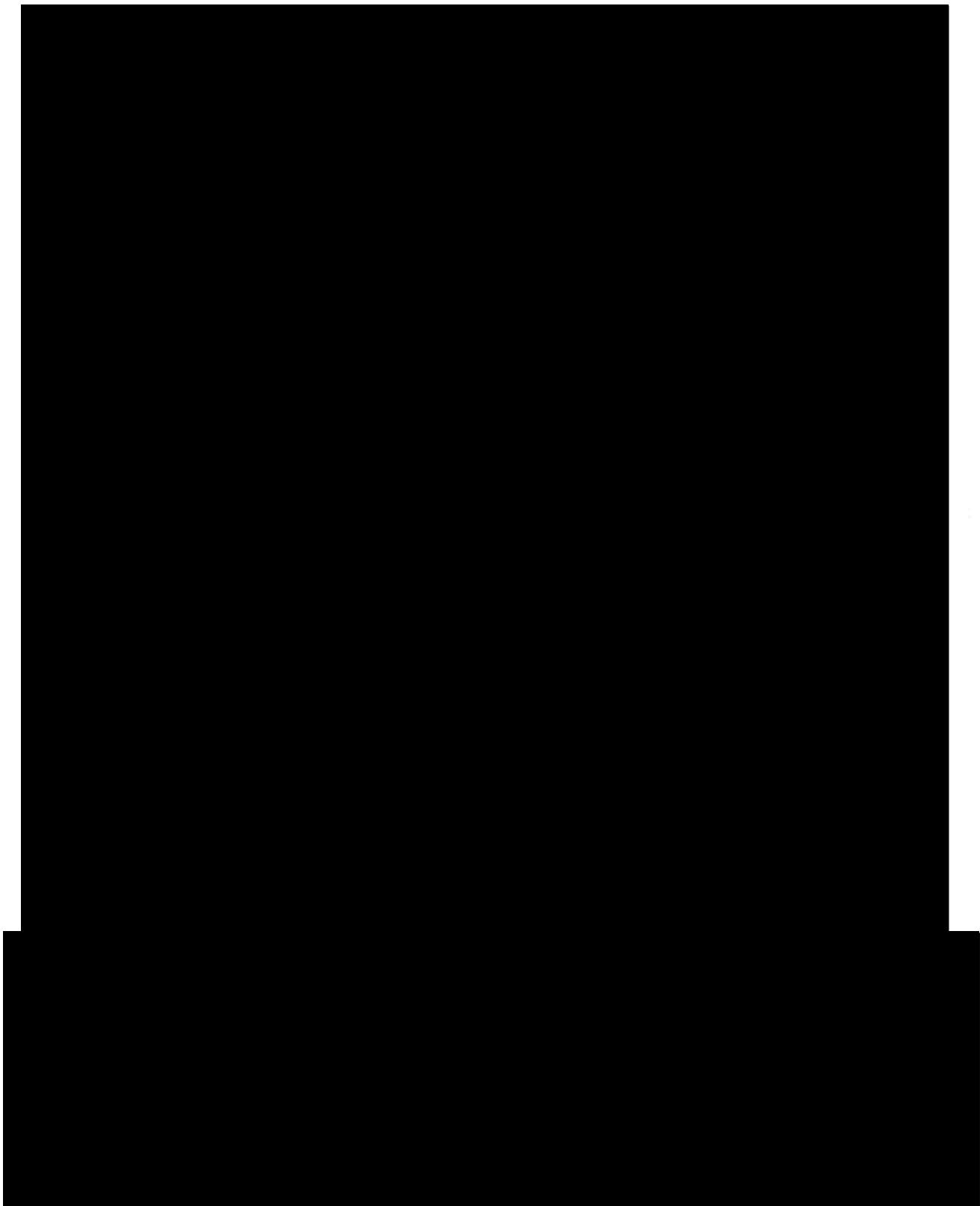
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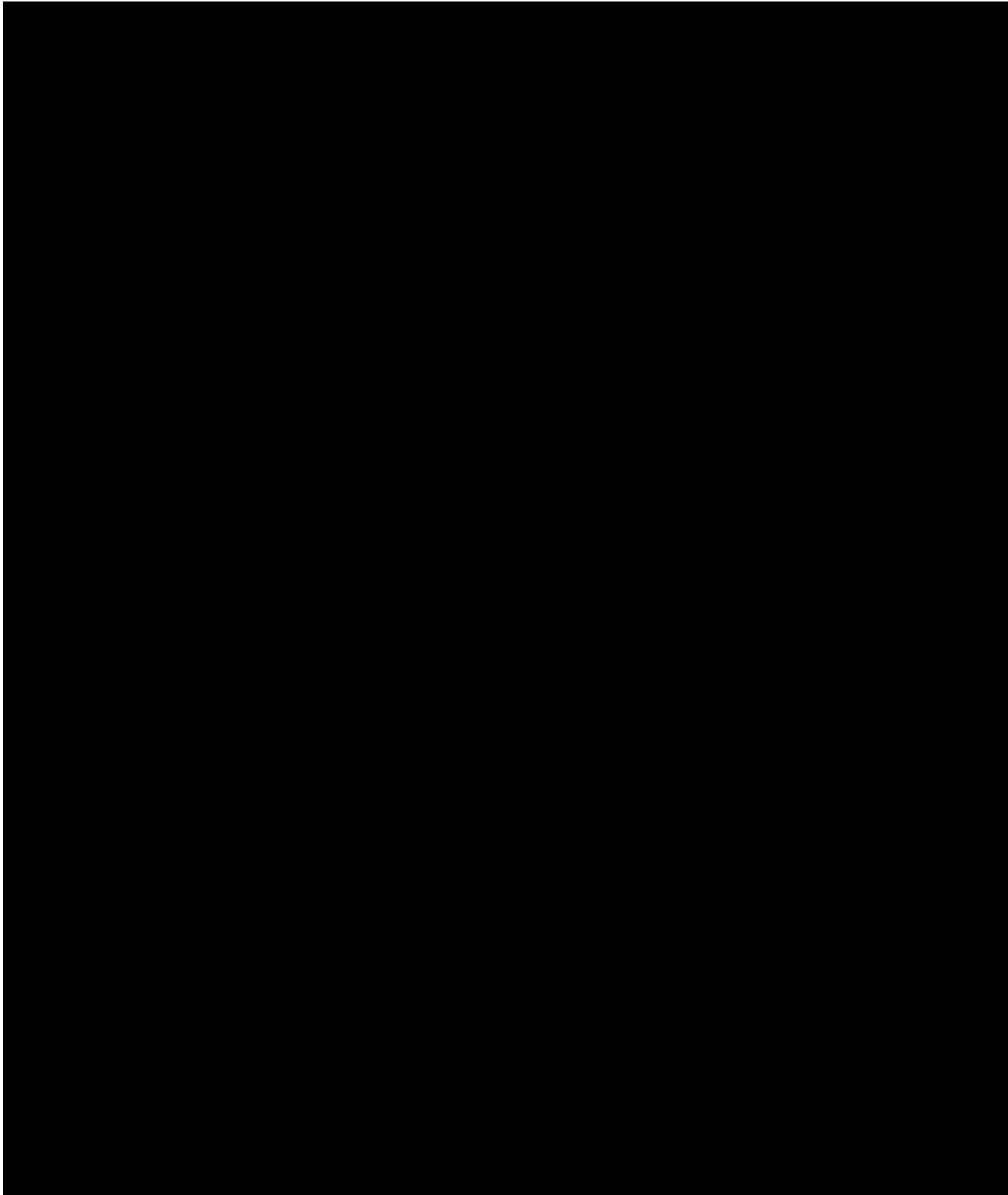
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**3800 East 91<sup>st</sup> Street**  
**Cleveland, OH 44105**  
**Phone: (800) 762-8225**  
**Fax: (216) 883-2055**

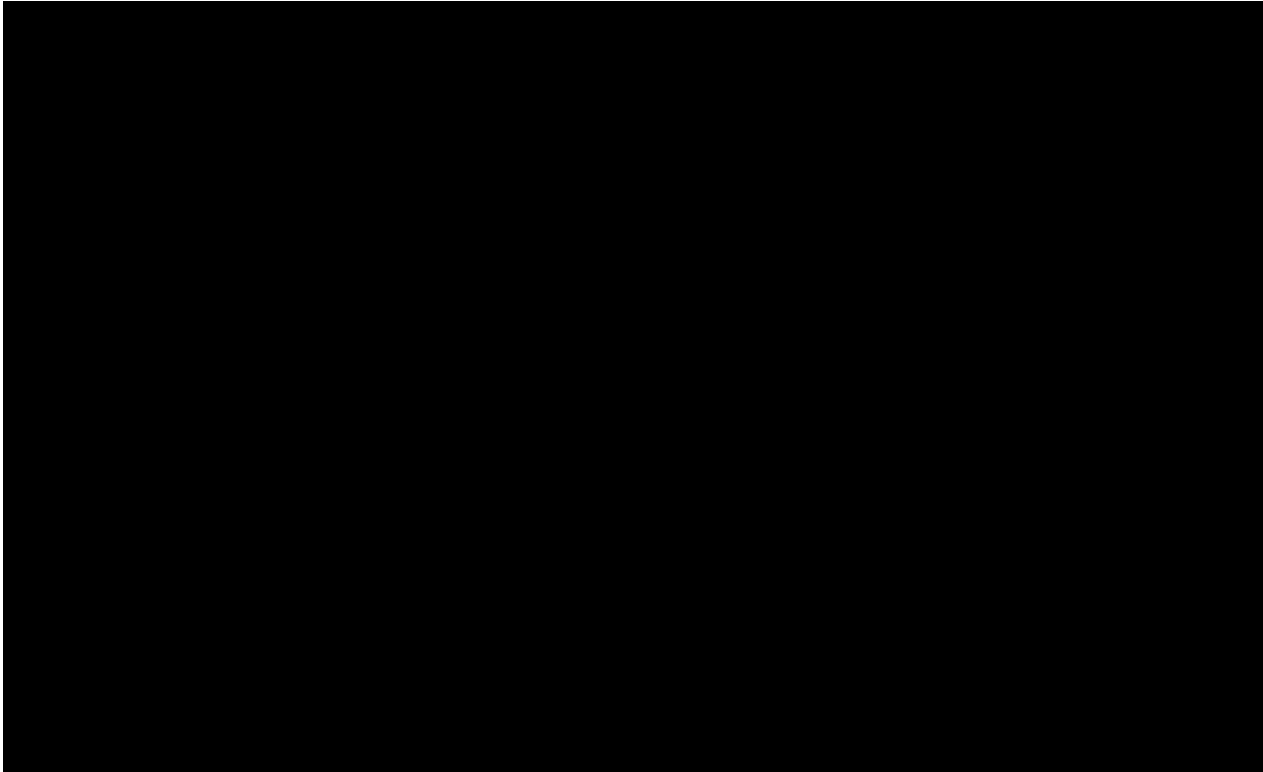






since 1895

**Garland/DBS, Inc.**  
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*Additional Documents – Marketing Samples*

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In the pages to follow, please find several references to marketing collateral utilized by Garland / DBS, Inc.'s Territory Managers to communicate our goods and services to Participating Public Agencies. These are meant as a sampling, not a comprehensive collection. Additional reference samples can be found on [garlandco.com](http://garlandco.com) or upon request.

When it comes to achieving success, our **12-step process** has proven to be successful not only in identifying building envelope concerns, but successfully and quickly resolving them. Our value-added benefits are designed to ensure you continue receiving the highest quality products and service you've come to expect from Garland. We are the only manufacturer in the roofing industry that has a company shareholder on each and every project, monitoring its installation and successful completion.



## ACHIEVING SUCCESS THROUGH A PROVEN PROCESS

12 Steps to Effective Building Envelope Management



For more information, visit us at: [www.garlandco.com](http://www.garlandco.com)

### The Garland Company, Inc.

3800 East 91st Street  
Cleveland, OH 44105  
FAX: 216-641-0633  
Phone: 216-641-7500  
Toll Free: 1-800-321-9336

### Garland Canada Inc.

209 Carrier Drive  
Toronto, Ontario  
Canada, M9W 5Y8  
FAX: 416-747-1980  
Phone: 416-747-7995  
Toll Free: 1-800-387-5991  
(Only in Canada)

### The Garland Company UK, LTD

Unit 5, Glevum Works, Upton Street  
Gloucester, UK GL1 4LA  
FAX: 01452 330 657  
011 44 1452 330 657 (Outside UK)  
Phone: 01452 330 646  
011 44 1452 330 646 (Outside UK)  
Toll Free: 0800 328 5560 (Only in UK)



EagleView is a registered trademark of Eagle View Technologies, Inc.  
Ramp is a registered trademark of The Garland Company, Inc., and Garland Canada Inc.

**1 Identify customer needs and concerns**

Meet with key building personnel to better understand their philosophy in terms of building maintenance/repairs and budgets

Understand what type of solution they are seeking (short-term leak repair, long-term ownership, energy efficiency)

**2 Comprehensive visual inspection and survey of building envelope systems**

Inspect roofs, walls, parapets, drains, edge systems, etc. to identify signs of damage, deterioration or failure

Utilize available technology such as EagleView® Technologies to provide aerial photographs/measurements of buildings

**3 Subsequent analytical testing, such as an infrared moisture scan, core analysis, on-site field testing or laboratory evaluation**

Utilize available testing methods to provide the most accurate solution recommendations possible

Provide third-party justification that supports visual observations

**4 Detailed report outlining building conditions and concerns, including supporting documentation and photographs**

Develop a comprehensive report with written documentation and photographs using Garland's Roof Asset Management Program® (RAMP) or Quick RAMP (mobile version)

Available to customer online in real-time

**5 Comparative analysis of recommended solutions**

Utilize Garland's life-cycle cost analysis tools to provide customers with a true cost over the life of the system

**6 Assistance prioritizing recommended work to satisfy performance and budgetary requirements**

Analyze roof conditions and develop schedule of work based on need and customer feedback

**7 Assistance preparing construction documents, including comprehensive design of roof and wall assemblies, custom details and specifications**

Garland's value-added services allow us to continue delivering solutions that provide leak-free performance beyond the warranted life of our waterproofing systems

**8 Recommendation of pre-approved Garland authorized contractors**

Garland forms partnerships with our contractors, who are screened for financial stability and vetted for performance, quality of work and adherence to safety requirements

Proper installation is critical to ensuring long-term performance of a roof system

**9 Project management services to facilitate project budgeting, scheduling and logistics**

Assist with pre-bid and pre-construction meetings to ensure contractors follow customers requirements while on site

Conduct periodic inspections to determine if specs and details are being followed properly

**10 Assurance of compliance with all building code requirements**

Garland's team of engineers are available to review roof and wall system designs

**11 Installation monitoring to ensure Garland roof and wall systems are installed as designed and specified to provide long-term performance**

Garland representatives are locally-based to provide diligent monitoring of their projects

They also receive more than 200 hours of classroom and field training in the proper design and installation of Garland building envelope systems

**12 Long-term single-source guarantee of leak-free performance**

Post-project evaluation includes execution of punch list, financial/budget overview, issue of applicable warranty and schedule/coordination of preventive maintenance program



## The Garland Way

Garland is an employee-owned company, which is why ownership is a part of every product we manufacture and service we offer. It is what drives Garland employees to always do what is right for their customers and their company. It has led to the development of numerous innovative and industry-leading products, has resulted in thousands of Garland systems being installed on facilities across North America and the U.K., and has helped us earn the trust of countless customers.

Through ownership, Garland has created a culture of employees who go above and beyond to provide customers with high-caliber building envelope products and a level of service unmatched in the industry. Ownership is what we believe has led to Garland's tremendous and continued success over the last 120+ years in business.

## Get to Know Garland

- Founded in 1895 and headquartered in Cleveland, Ohio
- Employs more than 220 territory managers across the U.S., Canada and the U.K.
- Owns 90+ patents and over 400 trademarks in the commercial building market
- Manufactures nearly 100 percent of the roof products sold in North America
- Was among the first manufacturers to offer green roof systems in North America and remains an industry leader in green initiatives today
- Introduced the first high-performance modified bitumen roof system manufactured in North America
- Developed the industry's first 40-year roof membrane
- First in the U.S. commercial roofing industry to receive ISO 9002 certification
- Has been 100 percent employee owned since 2004
- Donates thousands of dollars to local and national charities each year

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LEED® is a registered trademark of The U.S. Green Building Council.  
UL® (Underwriters Laboratories Inc.) is a registered trademark of Underwriters Laboratories Inc.  
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IMETCO® is a registered trademark of Innovative Metals Company, Inc. a Garland Industries, Inc. subsidiary.  
Design-Build Solutions® is a registered trademark of Design-Build Solutions, Inc. a Garland Industries, Inc. subsidiary.



For more Garland product information scan QR Code

# GARLAND BUILDING ENVELOPE SOLUTIONS

Local Support... World-Class Protection





## **YOUR** BUILDING ENVELOPE PARTNER With You Every Step of the Way

Let Garland be your partner, your ally, your resource for all things related to the building envelope. We can help you every step of the way from planning, scheduling and budgets to material selection, installation and project close-out details.

We understand the challenges you face while owning, managing and designing buildings. Whether you have an existing facility or are constructing a new one, Garland's products and services focus on all key areas of the building's exterior – making it easier for you to find solutions to address **all** of your building envelope needs. We also believe the support we provide is as important as the performance of our products.

Let us help you breathe a little easier.

## **WHAT** GARLAND CAN DO FOR YOU



### Our capabilities include:

- Roof systems (repair, restoration, replacement and new construction)
- Wall panel systems, and wall maintenance and repair
- Systems suited specifically for plaza decks, parking structures and flooring
- Preventive maintenance services to help with asset preservation
- Design assistance through our team of engineers
- Access to Garland's authorized contractor network
- The industry's most robust and longest-term warranties



## WHO IS GARLAND? Your Local Rep

To help you understand all that Garland offers, we think it helps to first understand who Garland is. In the simplest of terms, Garland is your local representative. There are more than 220 of them in the U.S., Canada and the U.K. to ensure your Garland partner is not only nearby but also knowledgeable about your unique local community, building codes, and all general construction practices related to the exterior of your building.

### WHAT YOU CAN EXPECT FROM YOUR GARLAND REP

#### OWNERSHIP

Our reps are not just employees of Garland; they own Garland. And that ownership creates an immeasurable investment in the company and in its success, which is why our reps go above and beyond. The company has been 100 percent employee-owned since 2004.

#### KNOWLEDGE

Garland reps are highly trained in all aspects of the building envelope. Look to them with questions you have and for knowledge you can trust. With a dedicated technical, engineering and advisory team, answers to even the most complicated questions are within easy reach.

#### SERVICE

The level of service you'll receive from your Garland rep is truly unmatched. Along with being thorough and responsive, our reps are committed to following a proven 12-step process to ensure your project will be a success.

### The Garland Blueprint

1. Identify customer needs and concerns
2. Comprehensive visual inspection and survey of building envelope systems
3. Subsequent analytical testing, such as an infrared moisture scan, core analysis, on-site field testing or laboratory evaluation
4. Detailed report outlining building conditions and concerns, including supporting documentation and photographs
5. Comparative analysis of recommended solutions
6. Assistance prioritizing recommended work to satisfy performance and budgetary requirements
7. Assistance preparing construction documents, including comprehensive design of roof and wall assemblies, custom details, and specifications
8. Recommendation of pre-approved Garland authorized contractors
9. Project management services to facilitate project budgeting, scheduling and logistics
10. Assurance of compliance with all building code requirements
11. Installation monitoring to ensure Garland roof and wall systems are installed as designed and specified to provide long-term performance
12. Long-term comprehensive guarantee of leak-free performance



## EXTERIOR BUILDING SOLUTIONS & SUPPORT

### Let Garland Ease Your Pain

Buildings are unique. They're all built differently, used differently and taken care of differently. But the one common thread among them is that problems never seem to be isolated to just one area.

There are leaky roofs and windows, failed coatings, cracked walls, and deteriorating concrete. Multiple problems require multiple solutions, and that's the benefit of working with Garland – we are exterior building experts and there is no problem beyond our capabilities.

We have the products, services and processes in place to ensure that when your project is complete, you'll walk away with a restored confidence in the performance of your building. And, you'll have a partner for life.



## WE CAN REPAIR YOUR ROOF

A roof leak doesn't always indicate the need to replace the entire roof. Our reps are trained to identify problem areas and determine if a repair will sufficiently solve the issue – at least for the short term until budgets allow for a restoration or full replacement.

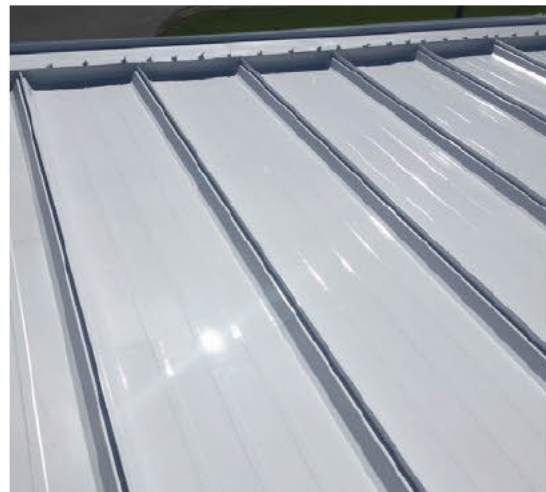
## ACT NOW TO PREVENT BIGGER PROBLEMS

Ignoring those small problems on your roof won't make them go away. Get them taken care of before they lead to more complex, more costly issues.

Common problems include:

- Small leaks, punctures or areas of wet insulation
- Ponding water
- Damaged flashings
- Tears at the seams
- Fastener back out or failed fasteners
- Improperly addressed roof penetrations
- Failed caulking and open joints
- HVAC ducting





## WE CAN REPLACE YOUR ROOF OR FIND THE RIGHT FIT FOR NEW CONSTRUCTION

We understand the stress and complexities involved in replacing your roof or finding the right fit for a new construction project. Along with the excitement of new designs and a beautiful façade comes the reality of functionality. Garland roof systems are engineered for performance and aesthetics, ensuring your roof will perform for the long term and look good too.

## WE CAN RESTORE YOUR ROOF

Sometimes, a roof just needs a little recharge and that's exactly what a restoration can provide. Rather than replace the entire roof, restore it to like new with a high-performance Garland coating to add years of life to the roof system. We can restore both membrane and metal roofs.

### CUSTOMIZED RESTORATION

Our reps can perform a comprehensive exam to determine if your roof is a candidate for restoration and then decide which customizable option suits your roof best. Restoration regiments include:

- Evaluation to identify budget and performance priorities
- Necessary repairs and proper surface preparation
- Upgrades to flashings and other penetrations as needed
- Application of the right waterproofing system and protection
- Total inspection of the restored surface

### WHAT YOU NEED TO KNOW

- We have systems to suit virtually any type of roof: flat, low slope and steep slope
- We offer a variety of roof system technologies, including the industry's first polyurethane modified 40-year membrane and a market leading KEE membrane to ensure we can meet the needs of your specific project
- Strength is critical to watertight performance, which is why we recommend multi-ply systems
- We confidently offer 30- and 40-year warranties, unmatched in the commercial building industry
- Our products exceed ASTM standards for strength and performance to provide you with the longest possible watertight protection
- Our membrane systems can be hot-applied, cold-applied, torch-applied or self-adhered to suit your specific application requirements
- Our metal roof systems offer unmatched strength with panels designed both for aesthetics and extreme weather performance
- We offer various low odor and zero VOC products for sensitive applications
- We can provide a life-cycle cost analysis to help you determine the total cost of ownership over the life of your roof system
- Wind uplift, drainage and snow retention calculations are available to ensure your system can withstand the constant abuses of Mother Nature
- We have decades of experience and design knowledge to assure watertight details are implemented on each and every project

## MENU OF SOLUTIONS

Garland is the most diverse manufacturer of roofing and building envelope systems.

### VEGETATIVE SYSTEMS

Watertight systems and specialized base-layer components ensure a healthy, effective rooftop vegetative system (commonly known as a green roof). Our high-performance systems and experience developing sustainable solutions can help guarantee a successful – and beautiful – watertight system.

### ROOF MEMBRANES

From base layers to cap sheets, a wide variety of high-performance membrane options offer time-tested, reliable waterproofing thanks to best-in-class strength, flexibility, and resilience. Available in a variety of chemistries, application options and surfaces to satisfy any technical, performance or budgetary needs.

### SEALANTS & ACCESSORIES

Seal or repair joints, cracks, windows, doors, roof penetrations and more with one of several sealants to protect and preserve the building envelope. This line of unique sealants and accessories ensure each project is completed with proper attention to detail and watertight performance.

### METAL ROOFS & ACCESSORIES

Beautiful line of custom structural and architectural metal roof systems combine watertight integrity, aesthetic versatility, intelligent sustainability and incredible strength (able to withstand wind speeds up to 200 mph!). Edge metal, trim pieces and other accessories complete the package.

### WALL PANELS

Endless possibilities available with a variety of wall panels, including stunning architectural panels in a multitude of styles and materials. Custom colors and finishes available for use on exterior finishes, rainscreens, parapet walls, mansards and more.\*

### PLAZA DECKS & FLOORING

Seal, reinforce, restore and protect plaza decks, parking structures and other high-traffic surfaces with one of many plaza deck coating systems or flooring systems. Our concrete repair products work in tandem with these high-performance finishing systems.

### SURFACING OPTIONS

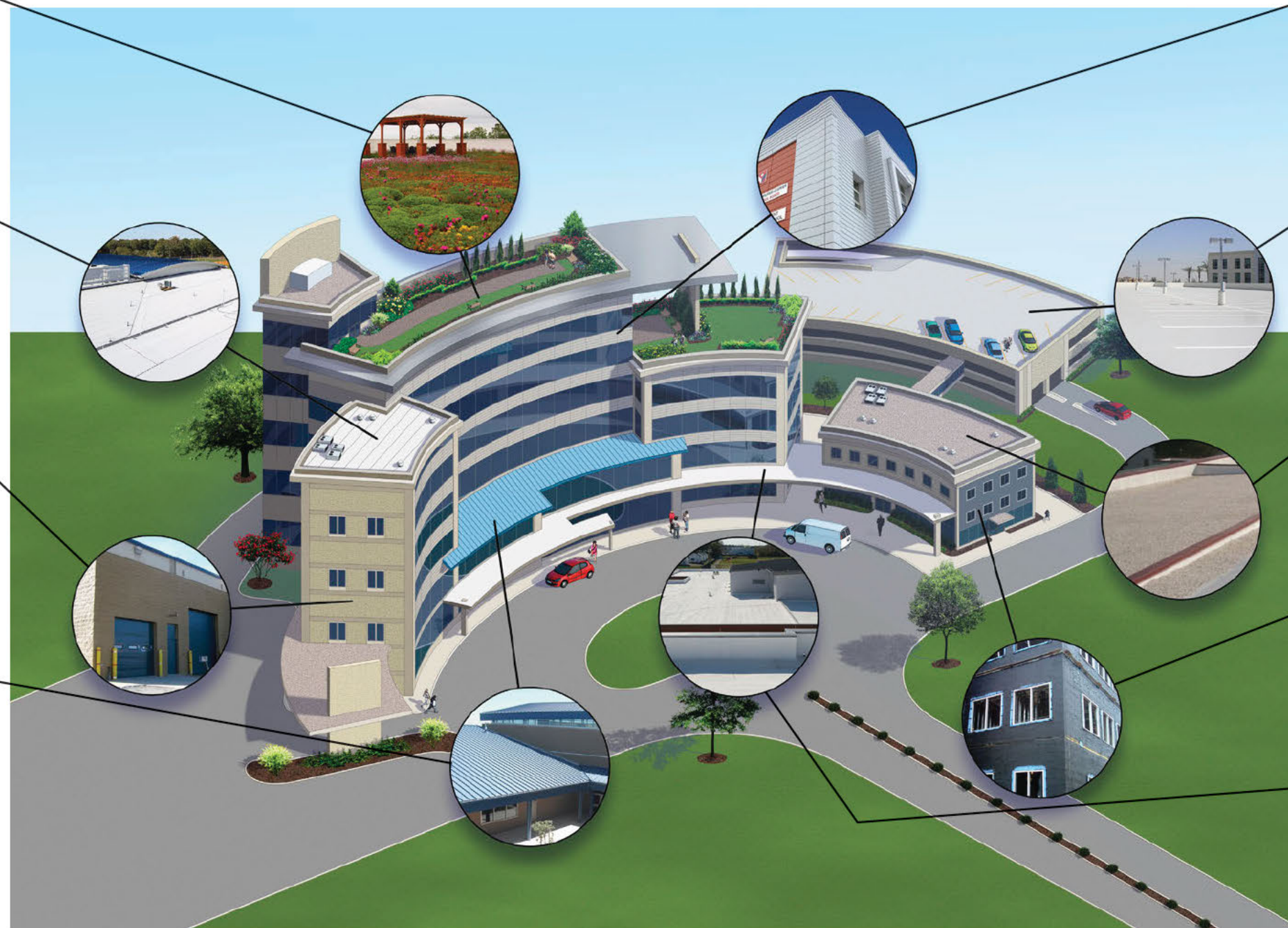
Variety of minerals, aggregates, gravel and coatings are available to meet unique performance goals and aesthetic preferences. Many of these options are rated by ENERGY STAR® and the Cool Roof Rating Council.

### AIR BARRIERS & UNDERLAYMENTS

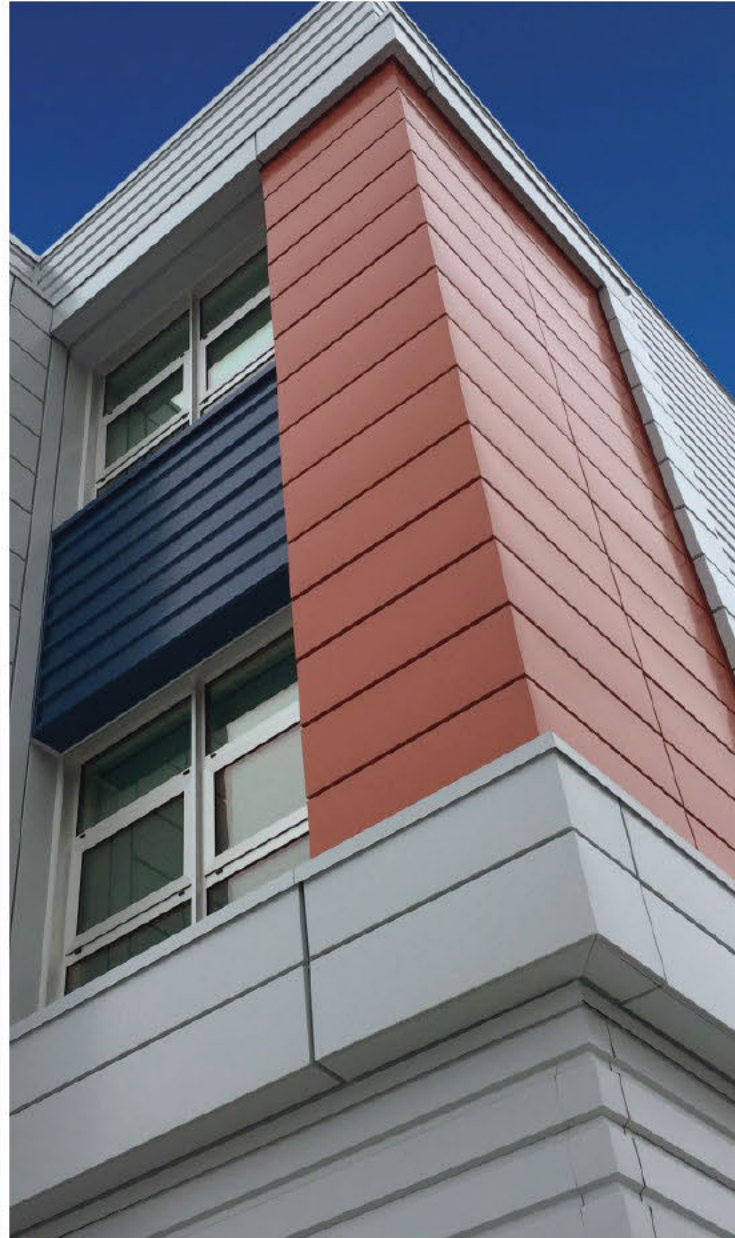
Carefully designed air, vapor and water barriers control flow of air into building enclosures to protect the structure itself as well as the interior environment. Available in a variety of application options with customized details and accessories.\*

### COATINGS & MASTICS

Reflective, restorative and maintenance coatings are not only good for roofs, they're good for budgets too! Time-tested systems available to complete watertight installations and repairs on flat and metal roofs and walls. Easily improve aesthetics and extend the life of the existing system. Low odor and environmentally-friendly options available for sensitive applications; may hold low-VOC or third-party verified seals of approval.



\*Additional high-quality options available through Garland via our sister company, IMETCO.



## WALLS

### More Than Just A Façade

Walls play a critical role in the overall performance of the building envelope system. Ensure yours contribute to a moisture free, comfortable and energy efficient interior. Our solutions include wall panel systems, rainscreen systems and various coatings and sealants designed to keep your walls looking good and performing even better.

Our wall panels and rainscreen systems are available through IMETCO®, a fully owned subsidiary of Garland Industries, Inc. They offer the same quality and performance standards as Garland products and are available through your local Garland rep.

#### WALL PANEL SYSTEMS

Easy-to-install systems are versatile and can be used for structural, architectural or rainscreen applications

Offer aesthetic advantages for buildings with unique or complicated designs

Designs to accommodate the complexities of wall transitions between building sections

Available in a wide variety of shapes, sizes, materials and colors

Seamlessly integrate with Garland roofs for a total system warranty

#### RAINSCREEN SYSTEMS

All rainscreen system components deliver the highest possible performance and energy efficiency

A full line of air barriers is available to fit any climate and assembly performance requirements

Variety of panel profiles, materials, colors and finishes are available for the finishing material

Design assistance to assure our rainscreen solutions are tailored to suit each and every unique building

## WALL REPAIR & MAINTENANCE

#### BLOCK, BRICK AND MORTAR

Bricks naturally take in and let out moisture, but excessive moisture can enter through failed mortar joints and cause serious problems. Make the right choice by using Garland's sealants and accessories to repair your stone wall system.

#### MASONRY AND STUCCO

Cracks in masonry and stucco walls can be caused by numerous factors. Strong, flexible sealants that allow for ample movement are critical to providing a watertight seal. Trust your Garland rep to help you find the right solution for your building's specific condition.

#### EIFS (Exterior Insulation and Finish System)

Small cracks in EIFS walls can lead to serious problems. Improve wall performance and bridge small cracks with Garland's specially formulated architectural wall coating designed to protect, beautify and waterproof your EIFS system.

#### WINDOWS

Leaky windows are nothing to ignore; larger problems will follow. Garland's sealants are designed to resist sunlight, rain, sleet, snow, UV and extreme temperatures for strong watertight protection. Along with that, our superior products provide tenacious adhesion to surfaces such as glass, framing or the wall system.



## PLAZA DECKS, PARKING STRUCTURES & FLOORING SYSTEMS

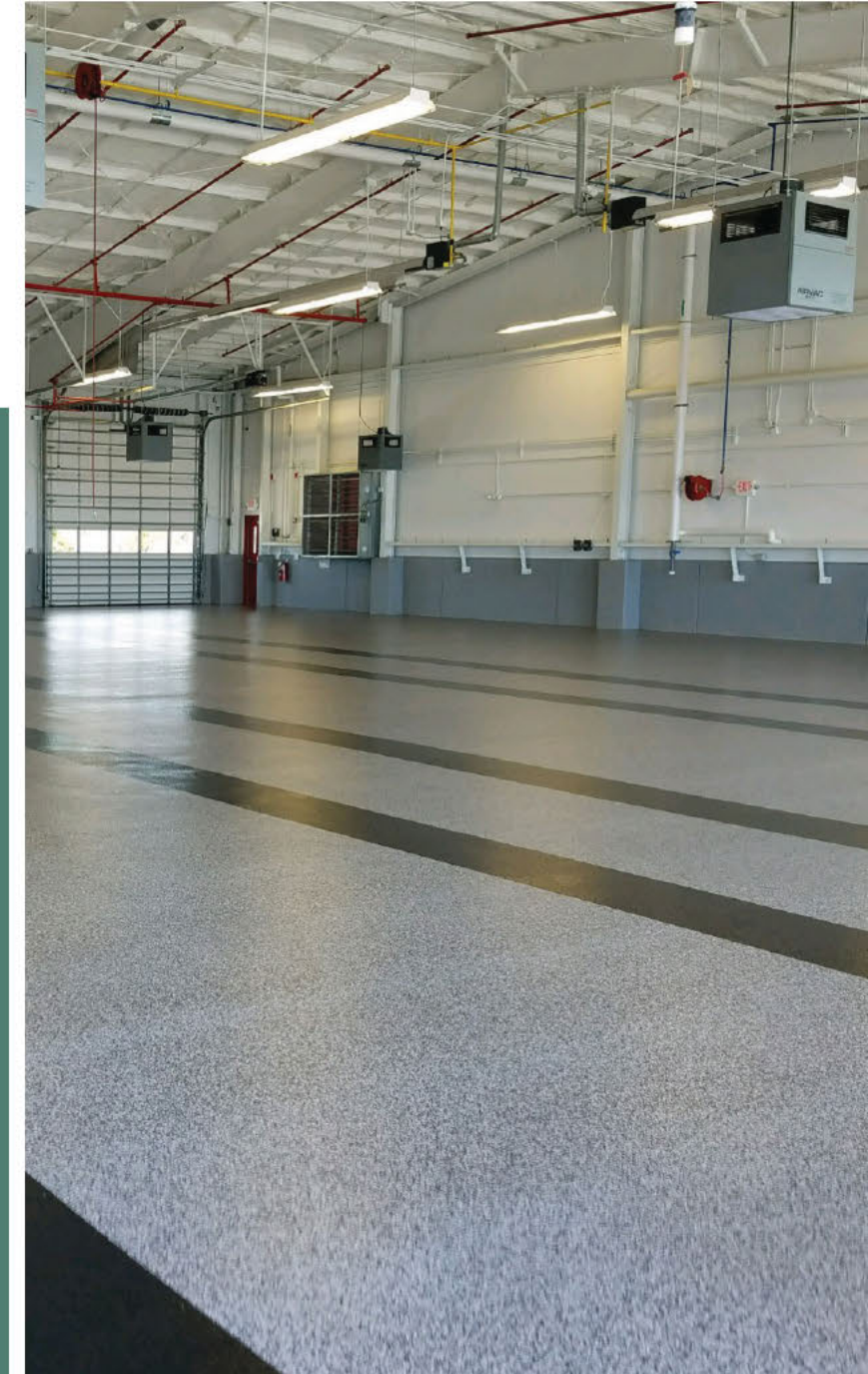
### Don't Let Them Become an Afterthought

Plaza decks don't always get the attention they deserve. Similarly, parking structures are often pretty low on the maintenance priority list. But as with any building envelope system, the most effective method to extending its service life is to monitor performance, perform continual maintenance and conduct biannual inspections.



### WHAT TO LOOK FOR

- Leaks from the joints and waterproofing system
- Cuts, tears or delamination of the coating/surfacing
- Flashing at curbs, walls, penetrations and drains
- Areas of heavy wear exposing the substrate
- Cracks, spalling or structural damage to the substrate
- Deterioration of joint sealants, backer rod and expansion joints
- Efflorescence or salt staining
- Exposed reinforcement



### OUR SOLUTIONS

- Liquid waterproofing systems that aesthetically transform your project while providing superior protection
- Various sealants for repairing or replacing joints – the first step in achieving a watertight system
- Options to repair and coat concrete, stucco and EIFS for durable wear surfaces that provide long-term protection
- Multiple plaza deck systems ideal for parking structures, walkways and terraces, roofs and other instances where a monolithic waterproofing membrane is required

## ASSET PRESERVATION

### Proactive Maintenance is Key to Performance



The importance of preventive maintenance cannot be overstated. And in this case, numbers tell the story best.

#### **2% to 6%**

The amount of an annual operating budget that experts recommend should be spent on preventive maintenance

#### **Spend \$1, Save \$5**

Industry experts estimate that for every \$1 spent on a comprehensive roof maintenance program, \$5 is saved through reduced emergency repairs, interior damage, energy conservation and extended roof life

#### **30% to 60%**

That's how much preventive maintenance can extend the life of your roof

## HOW CAN WE HELP?

### TAKE INVENTORY

We can start by providing you with a complete assessment for every exterior asset you manage through our Roof Asset Management Program™ (RAMP®). By documenting the conditions of your facilities, you can be proactive when it comes to maintenance and repairs and be ready with budgets for larger capital investments.

For a deeper look into the condition of your roof, consider CLEAR™ (Comprehensive Laboratory Effective Analysis Reporting™), Garland's roof core sample testing program. The results of a CLEAR analysis help you understand the true condition of your roof so you can make the right decisions about properly repairing, restoring or replacing the roof.

### TAKE ACTION

Design-Build Solutions®, Inc. (DBS), a Garland sister company, offers several services to help you maximize the value of your roof investment.

**Dry Zone®** is a preventive maintenance program that documents and analyzes maintenance and repair data for multiple facilities' roofs and provides helpful recommendations. You'll receive work history reports, real-time updates and job inspection reports, annual budget summaries, and warranty tracking that helps you stay on top of your maintenance obligations.

**Leak response** helps put your mind at ease. Report your leak via email and receive emergency contact within 24 hours and repair service within 48 hours. All leaks are recorded in the Dry Zone database, which helps to prioritize and manage all of your roof assets.

**National purchasing** cooperatives can provide purchasing benefits to your organization. Garland holds national purchasing cooperative contracts in the public, private and health care sectors. Talk to your Garland rep about how these could benefit you.

## DESIGN ASSISTANCE

### Extra Help If You Need It

Projects are complex and the amount of work involved can be overwhelming. We have a team of engineers who specialize in the building science of roof and wall cladding technologies and are here to provide you with additional support. Let us help reduce your workload through our design assistance program.



## CONTRACTOR NETWORK

### Proper Installation Matters

You can have the best products in the world, but if they aren't installed correctly – the quality won't matter. We can't stress enough how important proper installation is to the long-term performance of any product, which is why we've built a strong network of trusted contractors you can rely on.

### GARLAND AUTHORIZED CONTRACTORS

Garland has local and regional lists of contractors who have been screened for indicators of success, including:

- Financial security
- Safety performance/compliance with OSHA and HSE standards
- Stringent compliance with Garland's rigorous performance standards
- Quality workmanship
- Personal integrity
- Worker safety
- Appropriate certifications and licensing

### THE KEY TO SUCCESS

There is no better guarantee of success than having a Garland authorized contractor installing your roof system and your local rep conducting frequent in-progress inspections.

### OUR SERVICES

1. Design assistance with building enclosure projects, including design calculations and detailing compliant with applicable building codes and insurance requirements
2. Structural evaluations
3. Forensic engineering studies
4. Graphic renderings for metal roof and wall systems
5. Engineer signed and sealed manufacturer's shop drawings for roof and wall systems
6. Engineer signed and sealed roof and wall design calculations, including wind uplift, drainage and snow retention calculations
7. Metal retrofit framing project design
8. Project inspection and post evaluations
9. Budget assistance and value engineering services, including return on investment (ROI) analysis and life-cycle cost analysis

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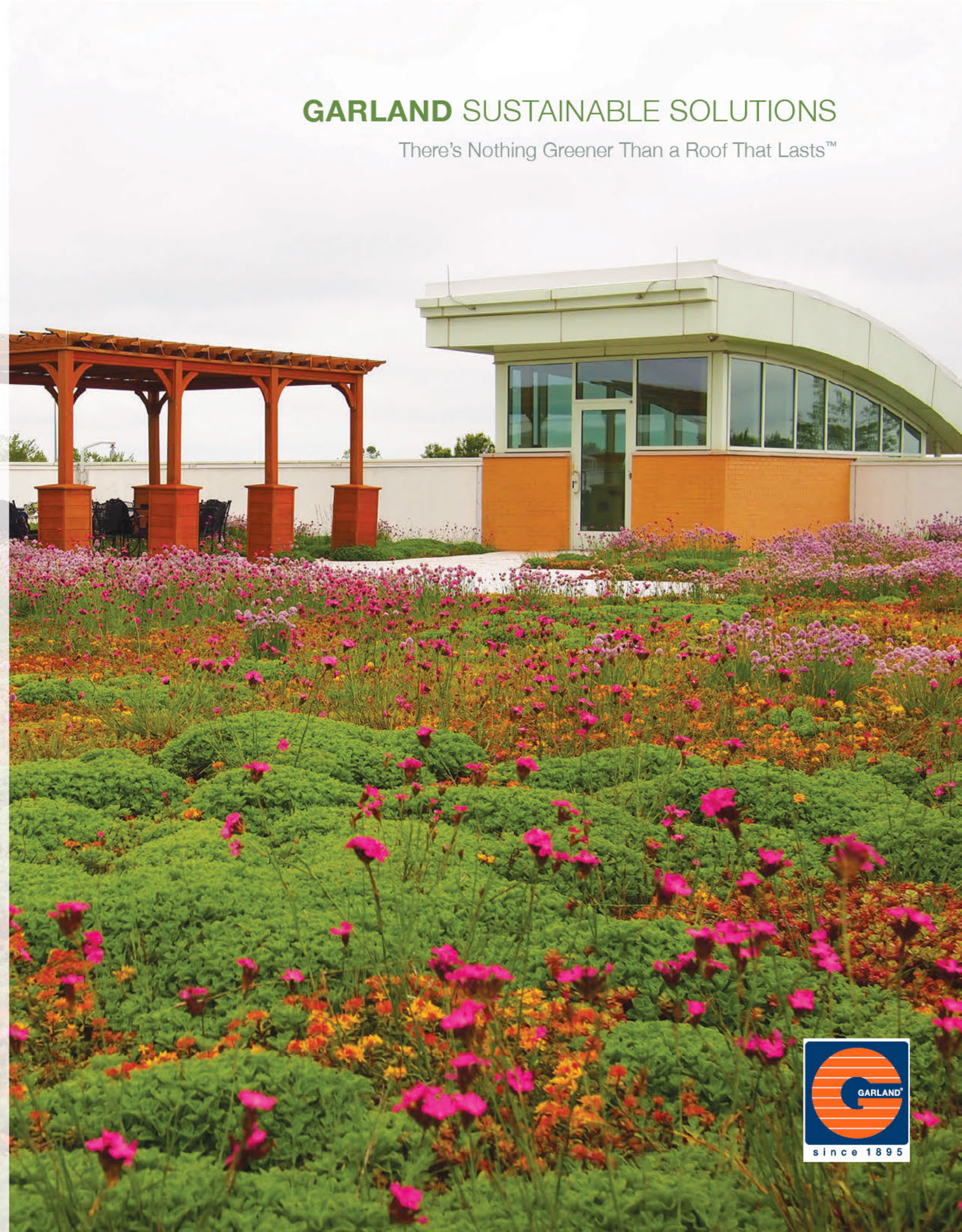
The CRRC® mark is a registered trademark of the Cool Roof Rating Council. ENERGY STAR® is a registered trademark of the U.S. government. UL Environment™ Environmental is a trademark of Underwriters Laboratories. LEED®, Leadership in Energy and Environmental Design®, and Green Building Rating System® are registered trademarks of The U.S. Green Building Council. The ASHRAE® mark is a registered trademark of the American Society of Heating, Refrigerating and Air-Conditioning Engineers.

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# GARLAND SUSTAINABLE SOLUTIONS

There's Nothing Greener Than a Roof That Lasts™





## THE GARLAND COMMITMENT TO SUSTAINABLE DESIGN

Most design professionals agree that sustainable design is the right thing to do, for our planet and for our children. But realizing those aspirations requires partnering with material and service providers who understand how to achieve environmentally responsible solutions at a reasonable cost, while sustaining the highest level of building envelope performance. Garland is committed to making *the right thing* achievable for our public and private sector customers, and the architects and design professionals who serve them.

Understanding that extended service life is the Holy Grail of sustainable building design, Garland offers lasting high-performance solutions in every material category. Beyond longevity, our comprehensive offering includes materials that address every attribute of sustainable design, from energy-saving to cradle-to-grave resource conservation.

**GreenShield®** vegetative system reduces stormwater runoff.

## THE LONG-TERM BENEFITS OF HIGH-PERFORMANCE BUILDING SOLUTIONS

According to a World Green Building Council report *The Business Case for Green Building*<sup>1</sup>, “While there can be additional costs associated with building green as compared to a conventional building, the cost premium is typically not as high as is perceived.”

After thoroughly evaluating cost-to-benefit ratios in four major areas (Asset Value, Operating Costs, Workplace Productivity and Health, and Risk Mitigation) the study concluded: “Research shows that building green does not necessarily need to cost more, particularly when cost strategies, program management and environmental strategies are integrated into the development process right from the start.”

Although the value proposition is most dramatic with new construction, there is an “overall trend towards the reduction in design and construction costs associated with green building.” The study concludes: “Upfront cost increases in green buildings are often offset by a decrease in long-term life-cycle costs.”

<sup>1</sup>*The Business Case for Green Building: A Review of the Costs and Benefits for Developers, Investors and Occupants.*  
© World Green Building Council, c.org.



### COMPARATIVE ANALYSIS OF SUSTAINABLE SOLUTION BENEFITS

	Metal Roofs & Wall Systems	Long-Lived Modified Systems	Reflective Coatings	Restoration Systems/ Maintenance Solutions	Vegetative Solutions	Vapor Barriers	Rainscreens	Solar Solutions
Energy Savings	Better	Better	Best	Good	Better	Better	Better	Best
Recycled Content	Best	Best	Good	Good	Better	Good	Best	n/a
Biobased Content	n/a	Best	Good	Better	Best	Good	n/a	n/a
Eco-Related Approvals	Better	Best	Best	Better	Better	Good	Better	Better
Expected Service Life	Best	Best	Better	Better	Best	Best	Best	Best
Manufacturing	Best	Better	Good	Good	Better	Good	Best	Good
Recyclability	Best	Good	n/a	n/a	Better	n/a	Best	Good
Manufacturing Location(s)	Best	Better	Better	Better	Better	Better	Best	Good
Aesthetic Appeal	Best	Better	Better	Better	Best	Better	Best	Good





**R-Mer® Shield & R-Mer® Span** structural standing seam is 100% recyclable at the end of its life cycle.



**Pyramic® Plus Lo** reflective coating reduces your buildings heat gain.



**R-Mer® Shield** metal roof and wall system provides unrivaled wind uplift performance.



**Green-Lock® Plus** membrane adhesive provides a tenacious bond without harmful solvents.



**Rainscreens** insulated wall panel system will prevent moisture intrusion into your building.



**LiquiTec®** protects the roof from UV damage while also reducing interior cooling costs and toxic greenhouse gas emissions.



**Solar** rooftop system generates energy without compromising rooftop performance.

## ENDURE, EXTEND

Garland's building envelope solutions are designed to provide extended service life and; therefore, reduce the impact on the environment. By increasing the amount of time between roof replacements, high-performance building solutions significantly reduce landfill waste as well as the time, disruptions, and costs associated with more frequent replacement. To help you make the right decision and determine your return on investment, Garland offers life-cycle cost evaluations for both individual systems and complex integrations. Whether your public or private sector building projects require new construction, renovation, or a proactive preventive maintenance program, Garland can help ensure your buildings' roofs, walls, and below-ground surfaces remain watertight, while optimally contributing to your vision for a sustainable future.

## GOLD STANDARD OF SUSTAINABLE DESIGN

**LEED®** (Leadership in Energy and Environmental Design) is the most widely used green building rating system in the world. LEED provides a standard for developing healthy, highly efficient, and cost-saving green buildings, and is the globally recognized symbol of sustainability achievement and leadership. Since its inception in 1993, LEED has had an extraordinary impact on the environment and its impact will continue well into the future.

- By 2030, LEED projects will have diverted more than 540 million tons of waste from landfills.
- LEED creates healthier spaces with cleaner air, access to daylight, and free from harmful chemicals found in paints and finishings.
- LEED has been critical in reducing smog in major industrialized areas, a direct result of energy-efficient buildings reducing pollution and improving outdoor air quality.
- Nearly 4 billion vehicle miles traveled have been avoided by occupants of LEED buildings, thanks to efficient locations and alternative transportation options.



**StressPly® EUV Membrane & Pyramic Plus Lo** modified bitumen membrane & reflective coating will reduce your energy costs.

## REUSE, RECYCLE, RENEW



Post-consumer scrap from recycled tires. Pre-consumer boiler slag. Post-consumer glass bottles. Rapidly renewable soy-based oils, bio-based resins, even crushed sea shells. Garland offers a wide number of building material solutions incorporating recycled and/or rapidly renewable materials, as well as solutions that are, in themselves, 100% recyclable.



The Garland Greenhouse® product line was designed to better equip our customers in identifying sustainable alternatives to existing technology. Garland Greenhouse products incorporate one or more of the following characteristics: pre-consumer recycled content, lowered volatile organic content (VOC), bio content, highly reflective surfacing, novel technology and/or post-consumer recyclability.

### Our Garland Greenhouse product line includes:

- Modified membranes in a variety of strengths, surfacings, and configurations
- A complete range of metal roof and wall systems
- Reflective and restoration coatings & fluid applied roof systems
- Flashing, membrane, insulation, and structural adhesives
- A family of vegetative roofing solutions



Local purchasing has become a sustainable issue primarily due to the energy consumed in the transportation process. Garland manufacturing facilities are located in the Northeast, Southwest, Southeast, and on the West Coast, making it easy for you to earn local sourcing credits for a comprehensive selection of building envelope solutions.



**StressPly® Max Membrane**  
modified bitumen membrane and white mineral boasts incredible strength and long-term waterproofing protection.





## CERTIFY, VALIDATE

Garland invests significant resources into product research and development, including in-house and third-party testing, to ensure our materials meet or exceed industry standards for sustainable design and other aspects of performance.



Garland offers dozens of materials capable of contributing to LEED certification, including modified membranes, metal roof and wall systems, roof coatings, vegetative systems, and a variety of adhesives.



The Cool Roof Rating Council (CRRC®) provides product rating information using accurate and credible third-party methods for evaluating and labeling the solar reflectance and thermal emittance of building materials. Garland offers bright white coatings, non-fibered aluminum coatings, fibered aluminum coatings, and a variety of mineral surfacings that have been CRRC rated.



UL Environment develops environmental and sustainability standards for a wide range of building products, consumer products, and organizations. Garland was the first membrane manufacturer to offer high-performance modified roof systems with third-party UL Environment validation for their recycled and bio-based contents.



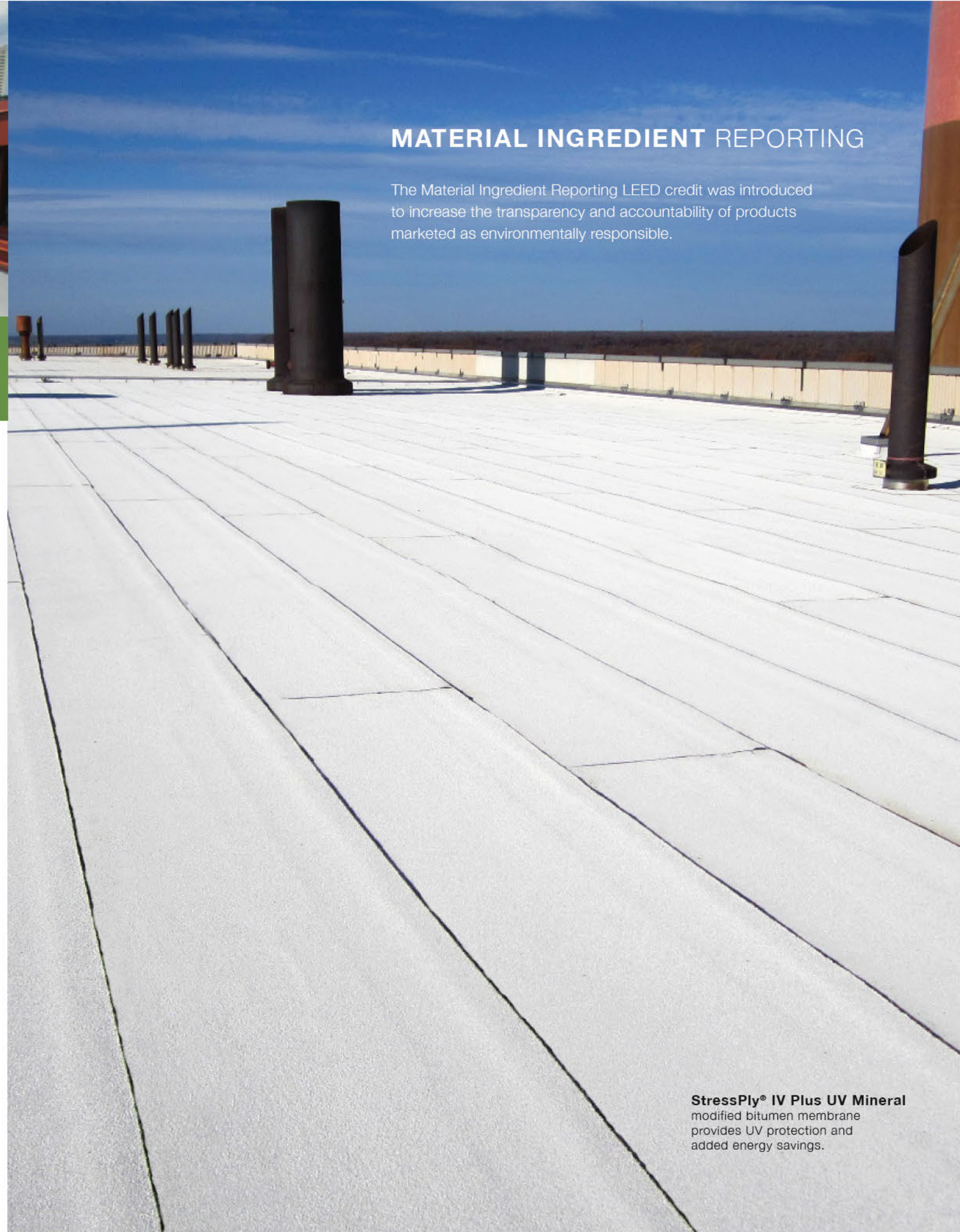
ENERGY STAR® is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy. Our ENERGY STAR qualified products include several metal finishes; white reflective coatings, including restoration coatings; and white reflective mineral surfacing materials.



California's Title 24 is a regional specification that is sometimes adopted by other states, provinces, or cities desiring more stringent energy-reduction standards. Garland offers metal finishes, white and aluminum coatings, mineral-surfaced modified systems, and a restoration system that are compliant with Title 24.



ASHRAE® is a building technology society dedicated to the advancement of the arts and sciences in relation to heating, ventilating, air conditioning, and refrigeration. Garland, in partnership with leading manufacturers of energy control solutions, offers comprehensive energy audits to help optimize energy conservation for the total building envelope.



## MATERIAL INGREDIENT REPORTING

The Material Ingredient Reporting LEED credit was introduced to increase the transparency and accountability of products marketed as environmentally responsible.

**StressPly® IV Plus UV Mineral** modified bitumen membrane provides UV protection and added energy savings.

## THE NEXT HORIZON



Garland has been partnering with the design community and facility owners to extend the waterproofing performance of commercial building exteriors for over 125 years. As a leader in the manufacture and distribution of high-performance building materials, Garland pioneered the use of vegetative solutions in North America in the early 1990s. We were the first U.S. roofing material manufacturer to:

- Introduce long-lived modified bitumen systems to the commercial roofing market
- Use uniquely woven scrims and polymer blends to extend membrane life
- Offer low-slope insulated steel roofing panels
- Incorporate recycled crumb rubber into our membranes
- Achieve UL Environment certification
- Develop a 100% VOC-free installation solution, from deck to top coat, for modified bitumen systems

Our locally-based representatives receive several hundred hours of classroom and field training, and are provided opportunities for continuing education along with a variety of leadership development programs to keep them, and their customers, at the leading edge of sustainable technologies.

## LOCAL SUPPORT, TODAY AND TOMORROW

With over 220 representatives across the U.S., Canada, and the U.K., Garland offers seamless support, process consistency, and technical services, whether you are designing a single facility or implementing a high-performance building philosophy across multiple buildings and geographies.



# Statesville Civic Center

STATESVILLE, NORTH CAROLINA

## Scenic Civic Center Sees The Bigger Picture, Optimizes Total Cost of Ownership with New Roof

Statesville, North Carolina, is a vibrant community centrally located between the major cities of Charlotte to the south and Winston-Salem to the northeast. Statesville's 30,000ft<sup>2</sup> Civic Center balances its role as a historic central meeting place for residents, with the modern needs of business meetings and conventions drawing corporations from one of the country's fastest-growing regions.

So when Civic Center Director Kenny Roberts noticed early signs of water intrusion coming from the building's ballasted EPDM roof, he didn't wait for the problem to worsen, and quickly called Garland representative Casey Brandemuehl for an assessment of the situation.



### CHALLENGE

Roberts had two main objectives:

- His primary goal was to create and maintain a leak-free environment, prior to the leak issues the Civic Center was experiencing becoming a major intrusion.
- Secondly, he needed to make a limited budget work for the project without sacrificing the quality required to deliver on his first objective.

Said Roberts, "We wanted to get out of the cycle of fighting leaks that comes with a lesser quality roof. At the same time, I knew what my budget was and had to stay within certain parameters. I'd looked at virtually every type of roofing system to find something that could meet our needs, and knew Garland had the highest-quality products available. Then Casey brought OMNIA to the table, and everything fell into place."

### SOLUTION



Casey Brandemuehl is Garland's Territory Manager for the Carolinas. After touring the Civic Center and discussing Roberts' objectives, he recommended the City of Statesville utilize the group purchasing contract between OMNIA Partners and Garland's Design-Build Solutions (DBS) cooperative contract through OMNIA Partners, Public Sector. Section (e)3 of North Carolina Statute 143-129 states that any governmental or public agency is authorized to cooperatively purchase from contracts competitively solicited by another government agency for the purpose of increasing efficiency or reducing administrative expenses. Garland / DBS has held an approved contract for roofing and building envelope solutions with OMNIA Partners since 2019.

By leveraging the contract through OMNIA Partners, Roberts and his team were able to realize three important benefits:

- Choice in roofing system. Roberts and the City of Statesville team could choose the right system for their specific needs.
- Assistance in qualifying local bidding contractors. Products are just one part of the solution – without a qualified contractor to install the roofing system, even the best systems will fail. The cooperative contract allowed the City of



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## Project Highlight

Statesville to evaluate competitive bids from local, vetted, and approved Garland roofing contractors.

- Lower TCO. By utilizing the cooperative contract through OMNIA Partners to source materials directly from Garland, the Civic Center saved on total project cost from its initial estimates, while getting the exact system they wanted.

## Results

Local roofing contractor Davco Roofing & Sheet Metal was awarded the project and exceeded expectations as they installed the redundant 2-ply Garland roofing system of StessBase 80 base sheet with a StressPly E Mineral cap sheet. Above waterproofing protection, StressPly E delivered sustainability benefits, with 27% pre-consumer recycled content, 8% post-consumer recycled content, and 2.5% rapidly renewable content.

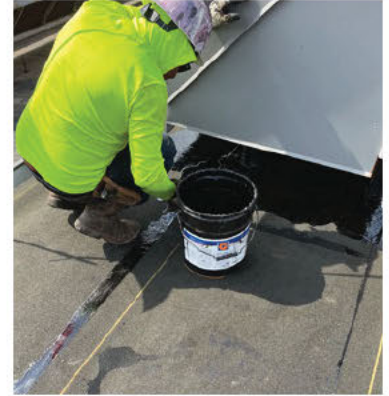
Brandemuehl partnered closely with Davco, visiting the job site three times each week during installation, and providing weekly status reports and photos to Roberts and the City of Statesville. The finished system received a 32-year No-Dollar-Limit warranty from Garland.

*"I'd looked at virtually every type of roofing system to find something that could meet our needs, and knew Garland had the highest-quality products available."*

Said Brandemuehl, "Working with OMNIA, we went beyond just providing material – we assisted Kenny with managing the entire process, including proper roof design, qualifying bidding contractors, checking in on the job during installation, and thinking long-term to ensure the Statesville Civic Center is able to continue hosting weddings, trade shows, and community events for decades to come - without leaks. The Garland Company is employee-owned, which means I own a small part of the company. With support from OMNIA Partners and partnership from Kenny, I feel that same sense of ownership in the Statesville Civic Center."



## The Garland Company



## At A Glance



### Project Name:

Statesville Civic Center; Statesville, North Carolina

### Contractor:

Davco Roofing & Sheet Metal

### Garland Rep:

Casey Brandemuehl

### Solution:

- StressPly E Mineral cap sheet
- StessBase 80 base sheet

### Warranty:

32-year No-Dollar-Limit warranty



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# River Trails Park District

MOUNT PROSPECT, IL

## “The Zone”

Sometimes, it takes a while for a building to find its purpose. Such was the case for the building generically known as “550” and located in an industrial park in Mount Prospect, IL. While the River Trails Park District (RTPD) had acquired the facility in 2003, it would take another 12 years, with lengthy dialogue and input between RTPD leaders and the community, before the building would find new life as “The Zone,” an indoor athletic training center that includes parkour, rock climbing, indoor soccer turf fields with over 7,000 square feet of turf – even a 6-foot deep foam pit. The Zone had discovered itself at last, but the RTPD still had a challenge. Could they ensure the building’s stale EIFS (exterior insulation finishing system) façade would match the renewed energy and excitement found inside, and do so in a way that was both resistant to moisture and budget-friendly?

### CHALLENGE

River Trails Facility Manager Tom Kearns recognized that before The Zone could get an aesthetic facelift, it would need some structural work. “A coat of paint wasn’t going to solve our problem,” Kearns said. “We had identified cracks throughout the façade and knew that we needed overall work on our building envelope – before we could give The Zone the look we wanted to achieve.” Kearns called Matt Lemere, Territory Manager for The Garland Company, to help.

Lemere quickly identified a potential solution for The Zone. “Our Tuff-Coat acrylic architectural wall coating could check all the boxes for The Zone. It can dampproof the EIFS exterior, bridging the small cracks that had been spreading across the walls.

Tuff-Coat can be custom color-matched, so we were optimistic we’d find the right look to capture the excitement the community had the The Zone. And with its low-VOC formulation and ease of application, we knew we could complete the project with minimal disruption to The Zone’s day-to-day operations.”



### SOLUTION

The project was bid in Spring 2022 for Fall work and leveraged RTPD’s membership in OMNIA Partners. Kearns knew the OMNIA Partners contract would help the bid run smoothly. “Like thousands of other public entities, we rely on our OMNIA Partners membership to deliver the best value across literally hundreds of different kinds of purchases,” said Kearns. “Being an OMNIA supplier for building projects made it really seamless to work with Garland, and gave us peace of mind that we would have the best available pricing to make our budget work.”

With the contract in place, Lemere and the Garland technical team got to work matching the color and scheme for The Zone. The RTPD had selected a two-tone blue and gray scheme with sharp angles that would bring The Zone’s existing structural curves to life. While the gray was a standard offering for Tuff-Coat, the specific shade of blue would require custom color matching. RTPD provided a sample of the desired blue color, which was sent to Garland’s technical team in Cleveland for matching. The tech team was able to identify a specific shade of blue from a leading paint provider’s architectural fan deck, and formulation of “Zone Blue” began.



With all the pieces in place, the work could begin. Cracks were sealed first, followed by application of the Tuff-Coat. While Autumn weather in Illinois can be unpredictable, Lemere was not worried. "Tuff-Coat dries to touch in as little as 30 minutes, and to recoat in 2 hours, with excellent hang and adhesion to the EIFS. We knew we would be able to move quickly and deliver the project on time." Garland partners with Naperville, IL contractor Futurity 19 on the project. Said Futurity 19's Vice President, Jason Scherencel, "Our team had a great plan, and we were able to move really systematically through the project to deliver the crack repairs and the architectural look that River Trails Park District wanted. We're proud to have played a part in a project that is such a destination for the local community."

Results

The new look for The Zone delivered on RTPD's expectations for the project. Said Kearns, "It's amazing that after having this facility in our portfolio for almost 20 years, it feels and looks brand new. We are excited that the sports and training that have finally given this site its purpose can now continue years into the future with a strong, durable exterior."

*"Our Tuff-Coat acrylic architectural wall coating could check all the boxes for The Zone."*  
- Matt Lemere, Garland Territory Manager



At A Glance



**Project Name:**  
River Trails Park District  
Mount Prospect, IL  
"The Zone"  
**Size:** 34,000 sq. ft.  
**Challenges:**  
Update look of aging façade  
Repair cracks in building walls  
Meet budget and timeline  
**Solution:**  
OMNIA Partners group contract  
Tuff-Coat in custom "Zone Blue"  
and standard gray  
**Garland Territory Manager:**  
Matt Lemere  
**Contractor:**  
Futurity 19, Jason Scherencel,  
Vice President



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# Building Envelope Solutions Through Garland/DBS, Inc. & OMNIA Partners

Garland/DBS can help support you with design and engineering for the roofing portion of any upcoming projects. Garland can act as an extension of your team through assessment, design, engineering and specification development for the appropriate roofing system. You can take advantage of Garland/DBS's most competitive material pricing while streamlining the process of managing building envelopes across multiple facilities.



### LEAK RESPONSE

Garland/DBS can provide immediate service including repairs, scans and core samples to help identify and correct leaks.



### FACILITIES DATABASE

Through a facility audit, Garland/DBS can help develop a multi-year plan for all facilities (maintenance and capital expenditures).



### DESIGN & ENGINEERING SERVICES

Our in-house engineering team provides the technical resources needed to deliver successful projects.



### LOWER TOTAL COST OF OWNERSHIP



### CERTIFIED QUALITY CONTRACTORS

Our trusted network of qualified and financially stable contractor partners know Garland products and our high standards of quality. We accept nothing less than the best for our customers.



### PROJECT MANAGEMENT & WARRANTY PROTECTION

Benefit from our consistent delivery model and ability to manage complex, multi-site projects; Garland/DBS will warrant all materials and labor than the best for our customers.



### SUSTAINABLE SOLUTIONS

Achieve your energy savings goals through our green solutions such as reflective coatings and vegetative, low-VOC and cold-applied roofs.

### NATIONWIDE COVERAGE



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