



**STANDARD CONTRACT**

Contract Number: RU23011

This contract entered into this 23<sup>rd</sup> day of January, 2023, by **WHITT CARPET & TILE SERVICE, INC. dba Whitt Carpet One Floor & Home**, located at 3170 W. Main Street, Salem, Virginia 24153, hereinafter called the "Contractor" and Commonwealth of Virginia, **RADFORD UNIVERSITY**, called the "Purchasing Agency or Radford University," located at 801 East Main Street, Radford, VA. 24142.

1. **WITNESSETH** that the Contractor and Radford University, in consideration of the mutual covenants, promises and agreements contained, agree as follows:
2. **SCOPE OF CONTRACT:** The Contractor shall provide Flooring, Various Types Service and Materials to Radford University as set forth in the Contract Documents.
3. **TERM OF CONTRACT:** From February 1, 2023 through January 31, 2024 with four (4) one-year renewal options or as negotiated, to include all contractual provisions contained herein.
4. **THE CONTRACT DOCUMENTS SHALL CONSIST OF:**
  - A. This signed Radford University Standard Contract. Document;
  - B. Radford University's Request for Proposal (RFP) R23-002 dated September 23, 2022, Addendum 01 dated October 10, 2022 and Addendum 02 dated October 21, 2022.
  - C. Contractor's Proposal signed and dated November 2, 2022.
  - D. Negotiation Summation: Negotiation Points dated December 13, 2022; Clarification Questions dated December 13, 2022.
5. **FINANCIAL COMPENSATION AND METHOD OF PAYMENT:** The Contractor shall be paid by Radford University in accordance with the contract documents.
6. **RENEWAL OF CONTRACT:** This Contract may be renewed by Radford University for a period of four (4) one-year periods, only under the terms and conditions of the original Contract except as stated in Paragraph A below. Price increases may be negotiated only at the time of renewal. Written notice of Radford University's intention to renew shall be given (approximately 90 day) prior to the expiration date of each Contract period.

**FOR LABOR ONLY:**

- A. If Radford University elects to exercise the option to renew the Contract for any additional one-year period, the Contract price(s) for the additional year shall not exceed the contract prices of the original Contract increased/decreased by no more than the percentage increase/ decrease of the "Services" category of the CPI section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available, or five percent (5%), whichever is less, for all renewal periods under this Contract.

7. This Standard Contract identifies terms as negotiated and as agreed by both parties. In the event there is a conflict between the Standard Contract, Request for Proposal R23-002, the Contractor's Proposal or Negotiation/Clarification points, the Standard Contract shall prevail.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

**WHITT CARPET & TILE SERVICE, INC.**

**RADFORD UNIVERSITY**

**Printed Name:** Charles Whitt, Jr.

**Printed Name:** Kathryn M. Dicken

**Title:** President

**Title:** Senior Procurement Officer

**Signature:** Charles L. Whitt, Jr.

**Signature:** 

**Date:** 1/23/23

**Date:** January 25, 2023

# **WHITT CARPET & TILE SERVICE, INC.**

## **Proposal for RFP # R23-002**

**Flooring, Various Types  
Service and Materials**



**Whitt Carpet & Tile Service, Inc.  
3170 West Main Street  
Salem, VA 24153**

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**REQUEST FOR PROPOSAL # R23-002**

**FLOORING, VARIOUS TYPES  
SERVICE AND MATERIALS**

**SEPTEMBER 23, 2022**



**Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia* §2.2-4343.1 or against an Offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.**

**REQUEST FOR PROPOSAL (RFP)**  
**RFP # R23-002**

**GENERAL INFORMATION FORM**

**QUESTIONS/INQUIRIES:** All questions/inquiries for information regarding this solicitation should be directed to:

Name: Kathryn M. Dicken  
Phone: (540) 831-5090  
Email: [kdicken@radford.edu](mailto:kdicken@radford.edu)

Written questions (Request for Information) to be submitted via email no later than: **OCTOBER 20, 2022 at 3:00PM**  
Eastern Time

**DUE DATE:** Proposals will be received until **NOVEMBER 3, 2022** up to and including 3:00 PM Eastern Time

**LATE PROPOSALS:** To be considered for selection, proposals must be received by Radford University's Procurement and Contracts Department by the due date and time identified in this solicitation document. The official time used in documenting the receipt of proposals is that time identified on the automatic time stamp machine located in the Procurement and Contracts Department in the David E. Armstrong building on the main campus of Radford University. Proposals received in the Procurement and Contacts Department after the date and time designated are automatically deemed non-responsive and will **not** be given consideration. **The University is not responsible for delays in delivery conducted by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure their proposal reaches the Procurement and Contracts Department at Radford University by the designated date and time.**

**ADDRESS:** Proposals should be mailed or hand delivered to:

Radford University, Procurement and Contracts Department  
P. O. Box 6885 (if via mail)  
David E. Armstrong Complex, 501 Stockton St. (if via courier)  
Radford, VA 24142-6885.

Identify the envelope package as instructed in **Section 9.F. of this Request for Proposals.**

**PRE-PROPOSAL CONFERENCE:** A Pre-Proposal Conference will be held on OCTOBER 6, 2022 at 11:00AM. The Pre-Proposal Conference will be conducted in a hybrid in-person/Zoom setting. Those who wish to attend in person may. Those who wish to attend via Zoom can access the meeting through the invitation information contained in Section 13 below. See Section 13 for additional information.

**UNIVERSITY CLOSINGS:** If the University is closed as a result of an act of God or an emergency situation, the University's website shall post notices of said closings. It is the responsibility of the vendor to check the website at [www.radford.edu](http://www.radford.edu) for said notifications. If the University is closed on the day proposals are due, proposals will be accepted same time the next scheduled business day the University is open. If the University is closed on the day of a scheduled pre-proposal conference a written addendum will be issued to officially reschedule the conference.

**TYPE OF BUSINESS: (Please check all applicable classifications).** In order to qualify for assigned Small, Women and Minority (SWaM) points your business must be certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), provide your assigned SBSB certification number. For assistance with SWaM certification, visit the SBSB website at <https://www.sbsd.virginia.gov/>.

**Large**

**Small business** – A business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average

annual gross receipts of \$10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

**Women-owned business** – A business that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest in owned by one or more women who are citizens of the United States or legal resident aliens, and both the management and daily business operations are controlled by one or more women.

**Minority-owned business** – A business that is at least 51% owned by one or more minority individuals who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more minority individuals, or any historically black college or university, regardless of the percentage ownership by minority individuals or, in the case of a corporation, partnership, or limited liability company or other entity, the equity ownership interest in the corporation, partnership, or limited liability company or other entity.

**COMPANY INFORMATION/SIGNATURE:** In compliance with this Request for Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the goods or services in accordance with the attached signed proposal inclusive of all addenda, if applicable, and as mutually agreed upon by subsequent negotiation.

<b>FULL LEGAL NAME (PRINT)</b> (Company name as it appears with your Federal Taxpayer Number)		<b>FEDERAL TAXPAYER NUMBER (ID#)</b>	
Whitt Carpet & Tile Service, Inc.		[REDACTED]	
<b>BUSINESS NAME /DBA NAME/TA NAME</b> (If different than the Full Legal Name)		<b>BILLING NAME</b> (Company name as it appears on your invoice)	
DBA Whitt Carpet One Floor & Home		Whitt Carpet & Tile Service, Inc.	
<b>PURCHASE ORDER ADDRESS</b>		<b>PAYMENT ADDRESS</b>	
3170 W. Main Street, Salem, VA 24153		3170 W. Main Street, Salem, VA 24153	
<b>CONTACT NAME/TITLE (PRINT)</b>		<b>EMAIL ADDRESS</b>	
Charles Whitt, Jr.		charles@whittcarpet1.com	
<b>TELEPHONE NUMBER</b>	<b>TOLL FREE TELEPHONE NUMBER</b>	<b>FAX NUMBER</b>	<b>EVA VENDOR ID NUMBER</b>
540-380-4697		540-380-4800	[REDACTED]
			<b>VIRGINIA STATE CORPORATION COMMISSION REGISTRATION NUMBER</b>
			[REDACTED]

I acknowledge that I have received the following addenda posted for this solicitation.

1  2  3  4  5  6  (Please check all that apply.)

**SIGNATURE:** Charles L. Whitt, Jr. **DATE:** 11/2/2022

1. **PURPOSE:**

The intent and purpose of this Request for Proposal (RFP) is to establish a contract, with one or more qualified contractors, through competitive negotiations for Flooring, Various Types (Service and Materials) for Radford University located at 801 East Main Street, Radford, Virginia 24142, an agency of the Commonwealth of Virginia.

2. **SMALL, WOMEN-OWNED AND MINORITY OWNED - SWaM BUSINESS PARTICIPATION:**

The mission of Radford University is to ensure strategic business development practices are in place to promote Small, Women-Owned and Minority-Owned (SWaM) businesses to the maximum extent. Radford University encourages prime suppliers, Contractors, and service providers to facilitate the participation of small businesses, and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other inclusive and innovative relationships.

Radford University has established SWaM goals that are posted on the Procurement and Contract website. Links to the University's SWaM initiative can be located at: [Procurement and Contracts | Radford University](#).

3. **CONTRACT PERIOD:**

The initial term of this contract is for one year, or as negotiated. There will be an option for four (4) one-year renewals, or as mutually negotiated.

4. **BACKGROUND**

**A. Radford University Background:**

Radford University is a comprehensive public university of 8,998 students that has received national recognition for many of its undergraduate and graduate academic programs, as well as its sustainability initiatives. Well known for its strong faculty/student bonds, innovative use of technology in the learning environment and vibrant student life on a beautiful 211-acre American classical campus, Radford University offers students many opportunities to get involved and succeed in and out of the classroom. With over 300 clubs and organizations, Radford University offers many opportunities for student engagement, leadership development and community service. In addition to robust academic offerings and engaging student experiences on the main campus located in Radford, Virginia, Radford University also offers a clinical-based educational experience for more than 1,100 students living and learning in Roanoke, Virginia as part of Radford University Carilion, a public-private partnership focused on the cutting-edge delivery of health sciences programming, outreach, and service.

**B. Specific Background:**

Radford University currently procures flooring materials and services on an as needed basis in support of Facilities Maintenance and Operations. The University is seeking to obtain one or more pre-qualified, properly licensed flooring vendors to provide materials and services for maintenance, repair and renovation projects. The estimated annual spend in flooring of various types for Radford University is approximately \$200,000.

**C. Categories of Flooring:**

Flooring categories listed below are being provided to demonstrate flooring types currently being used ; however, it is not all-inclusive. Proposals should address all flooring types currently provided by the Offeror.

- Carpet
- Tile
- Hardwood
- Laminate
- Terrazzo
- Epoxy
- Others not listed

5. **EVA BUSINESS-TO-GOVERNMENT ELECTRONIC PROCURMENT SYSTEM:** The eVA internet electronic procurement solution streamlines and automates government purchasing activities within the

Commonwealth of Virginia. Radford University, and other state agencies and institutions, have been directed by the Governor to maximize the use of this system in the procurement of goods and services. We are therefore requesting that your firm register as a **self-registered** vendor in the eVA system.

There are transaction fees involved with the use of eVA. These fees must be considered within the provision of quotes, bids, and price proposals offered to Radford University. Failure to register within the eVA system may result in the quote, bid or proposal from your firm being rejected and the award made to another vendor who is registered in the eVA system.

Registration in the eVA system is accomplished on-line. Your firm must provide the necessary information. Please visit the eVA website portal at <https://eva.virginia.gov/register-now.html> and register with eVA. This process needs to be completed before Radford University can issue your firm a Purchase Order or contract. If your firm conducts business from multiple geographic locations, please register these locations in your initial registration.

For registration and technical assistance, reference the eVA website at <http://www.eva.virginia.gov>, or call eVA Customer Care at 866-289-7367 or 804-371-2525. Email [eVACustomerCare@DGS.Virginia.gov](mailto:eVACustomerCare@DGS.Virginia.gov)

6. **CONTRACT PARTICIPATION-COOPERATIVE PURCHASING/USE OF AGREEMENT BY THIRD PARTIES**

Under the authority of §6 of the Rules Governing Procurement of Goods, Services, Insurance and Construction by a Public Institution of Higher Education of the Commonwealth of Virginia (see <https://vascupp.org/rules.pdf>), it is the intent of this solicitation and resulting contracts to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions or lead issuing institution's affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with the contract terms. The Contractor shall notify Radford University in writing of any such entities accessing the contract. No modification of this contract or execution of a separate contract is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor. The Contractor will provide semi-annual usage reports for all entities accessing the contract. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from Radford University. Radford University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that Radford University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Refer to **Attachment C**, Zone Map, if the Offeror wishes to submit a separate pricing structure based on approved zones for cooperative institutions. All VASCUPP institutions of higher education are identified. If no other prices are offered, pricing provided will apply to all zones in the Commonwealth of Virginia. If you wish to provide pricing for a zone other than which this solicitation originated, please indicate you are doing so in the response. If you anticipate pricing differentials for different zones, a separate pricing sheet must be submitted for each zone that includes appropriate pricing for that zone.

Use of this contract does not preclude any participating entity from using other contracts or competitive processes as the need may be.

7. **CONTRACT ADMINISTRATION:** Radford University assigns Contract Administrators to each contract awarded. The Contract Administrator shall be the initial point of contact for the Contractor. Contract Administrators are charged with ensuring the terms and conditions of the contract are followed, payments are made in accordance to the contractual pricing schedule, and reporting noncompliance issues to the Procurement and Contracts Department at Radford University. Contract Administrators **do not** have the authority to authorize

changes and/or modifications to the contract. Should noncompliance issues exist and cannot be resolved at this level or changes/modifications to the contract are required, the assigned Procurement Officer in the Procurement and Contracts Department must be notified immediately by the Contract Administrator. The assigned Contract Administrator is the Director of Facilities Maintenance and Operations.

8. **DEFINITIONS:** Intentionally left blank.

9. **STATEMENT OF NEEDS:**

It is the University's intent to enter into multiple contracts for flooring of various types as outlined in this RFP. The RFP identifies samples of flooring currently being procured, reference Section 4.D; however, proposals should address all types of flooring provided by the Offeror, by category.

Depending on the flooring needs of each project, selected Contractor(s) will be requested to provide flooring materials and/or services based on specific individual job requirements. Details shall be negotiated for each individual project and included in the Contractor's Cost Proposal which shall be incorporated into each Purchase Order issued by the University.

A. **General Requirements:**

1. Have the ability to provide all labor, inclusive of supervision, materials, tools, and equipment, as well as other incidentals required and/or implied to perform the requirements specified in the RFP document.
2. Have the capability and capacity to provide the following:
  - a. Installation inclusive of Materials
  - b. Installation with University providing Materials
  - c. Provide dust containment as needed
  - d. Repair Work
  - e. Materials only
  - f. Removal and debris disposal services on a daily basis during the project unless other arrangements have been made by the University
  - g. Final cleanup of work area after completion of installation which is inclusive of removal of tools and other contractor owned equipment.
  - h. Ensure protection of all existing work surface areas, equipment, fixtures, etc. in the designated project areas.
  - i. Conduct site visits prior to quoting a job or project
  - j. Provide site project managers
  - k. Provide job drawing/sketches when requested by the University
  - l. Capacity to accommodate various work hours based on University requirements
  - m. Ability to use e-commerce (e.g., eVA) to receive purchase orders from the University.
  - n. Other areas, based on project requirements, as identified by the University

B. **Purchase Order Requirements:** Contractor must have an executed purchase order **prior** to project work beginning at the University.

C. **Personnel Qualifications:** Contract personnel used for the performance of this work shall be properly trained and qualified for work of this type. Personnel shall have the minimum ability and experience for their classification. All personnel shall comply with the rules and regulations of the University and shall maintain proper conduct. In the event the University finds, at its sole discretion, that an employee of the contractor is objectionable to the University that employee shall be removed by the contractor from the University grounds and shall not again be employed by the contractor on University grounds until approved by the University. The University has the right to refuse to accept services from any personnel deemed to be unqualified, disorderly, or otherwise unable to perform assigned work.

D. **Quality of Workmanship:** All work shall be top commercial quality work performed according to the standards of the industry, and to the completed satisfaction of the University. All work shall be completed as defined in the agreed upon Cost Proposal as well as the terms and conditions of the contract.

**E. Contractor Responsibilities:**

1. Contractor should have the ability and resources to provide floor samples of various types as well as color charts, etc. Please provide a detailed approach regarding what resources you have (e.g. websites, brochures, books, sample flooring, colors, etc.) to the University.
2. Provide supervision for all services provided under the contract. Supervision shall be performed by qualified technicians who have the demonstrated and work experience to oversee the work described in this RFP document. Supervisors must be directly employed by the Contractor. Evidence of qualifications, such as certifications of training from manufacturers may be requested by the University.
3. Contractor should have at a minimum, one supervisor at the job site designated as the supervisor or lead. That individual shall be deemed the liaison between the Contractor and the assigned University Project Manager. To ensure a streamline communication network is available, the Contractor's lead point of contact must speak and communicate in English.
4. The Contractor must maintain required levels of staffing on the project at all times to ensure the agreed upon completion date is met. If subcontractors are used to perform any aspect of the project the Contractor remains completely responsible for all work and supervision, as well as directing all work under the contract.
5. The Contractor shall keep the University Project Manager updated throughout the project as well as upon project completion in order to schedule final project inspections. Noted project deficiencies should be corrected within (48) forty-eight hours of University notification or sooner. The University reserves the right to withhold payment until documented deficiencies are corrected.
6. Access to University buildings with motor vehicles is extremely limited. The Contractor is required to coordinate campus and building access with the University Facilities Management Department. Contractor shall be prepared to transport supplies and equipment from the designated parking area to the job site by means other than motor vehicles, if required. Contractor must also obtain a Contractor's Parking Pass from Parking Services, located in Heth Hall.
7. Contractor is required to perform all installation work per manufacturer recommendations as well as provide the University a copy of required maintenance/cleaning instructions. If requested by the University, training regarding maintenance/cleaning should be provided.
8. Contractor will be required to prep floor surfaces based on the needs of the University. This could also include removal of existing flooring, base, reducer, transition strips, where applicable, etc.
9. Contractor's floor prep materials and products shall comply with OSHA Standards and the Virginia Uniform Statewide Building Codes.
10. Upon request of the University the Contractor will have the capability to move or remove existing furnishings in rooms requiring floor treatments.
11. Contractor should have staff available on site that are knowledgeable of asbestos awareness. (Reference Attachment A, Special Terms and Conditions, Section 3)

**F. University Responsibilities:**

1. Remove existing furnishings in rooms requiring floor treatments, if mutually agreed.
2. Provide temporary facilities (e.g., electricity, water, etc.) if applicable.
3. Provide access to building/rooms.

4. Provide temporary Turf Passes for unloading and loading materials
5. Provide keys if applicable.
6. Perform floor prep if the University Project Manager has agreed to as part of the Cost Proposal.
7. Other responsibilities as required by the University so noted in the Cost Proposal.

10. **SPECIFIC REQUIREMENTS:** Proposals should be as thorough and detailed as possible so that Radford University may properly evaluate your capabilities to provide the required goods or services. Offerors are required to submit the following information/items as a complete proposal:

A. Complete and Sign: The return of the completed RFP inside cover sheet, with addenda acknowledged, if any. This document should be filled out and signed at the bottom (see Page 3).

B. Experience and Qualifications: Please provide the following deliverables within the body of your proposal:

1. Experience of the firm in providing services described herein.
2. Names, qualifications and experience of personnel to be assigned to the project, including an organization chart, individual qualifications and duties, etc.
3. Resumes of key employees to be assigned to the project

C. Financial Proposal:

1. Describe the fees that will be charged for the goods and services proposed in this RFP. Ensure that fees are provided for all Goods and Services.
2. Describe how the University will benefit from cost savings by accepting the firm's proposal.
3. Discounts may be provided as category discounts, line item discounts, or both.
4. Include any volume discounts, incentives, or rebates in your offering.
5. University Department users may request increased discounts or negotiate further value-added goods and services at any time. Selected Firm(s) may increase the minimum discount percentage at any time, either permanently or on a transaction only basis; any decrease to a minimum discount percentage requires written approval of Radford University.
6. **COST PROPOSAL:** A cost proposal template is being provided with this solicitation (See Attachment E). It is not mandatory to use the template. However, it does include all the items the University is requesting for fair and accurate comparisons between vendors. Pricing documents should include the following information (as applicable):
  - a. Item Description
  - b. Manufacturer Name
  - c. Manufacturer Number
  - d. Vendor Product Category and/or Code
  - e. Category Discount Structure
  - f. Unit of Measure
  - g. List Price
  - h. Net Price
  - i. Volume Discount
  - j. Hourly Rates for all installation services provided. Provide the job classification (supervisor, laborer, lead worker, etc.) and the hourly rate for all relevant positions. Be sure to indicate if these rates are different for any of the Zones specified in the zone map (Attachment C).\*

\* **The rates provided must be “fully burdened” to include any ancillary expenses associated with project performance. Transportation, travel time, soft costs, as well as other expenses, will not be paid for separately. This must be an inclusive hourly labor rate.**

D. **References:** Provide four (4) references, either educational (preferred) or governmental, for whom you have provided the type of services described herein. Include the date(s) services were furnished, the client name, address, and the name and phone number of the individual Radford University has your permission to contact.

- E. **\*Participation of Small, Women-owned and Minority-owned business (SWaM) Business:** If your business cannot be classified as SWaM, describe your plan for utilizing SWaM subcontractors if awarded a contract. Describe your ability to provide reporting on SWaM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWaM, but has not been certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWaM certification, visit the SBSB website at <http://www.sbsd.virginia.gov>.
- F. **Identification on Proposal Envelope:** The signed proposal should be returned to the University to the attention of the identified Procurement Officer in a sealed envelope or package with the following identifying information on the outside of the sealed envelope/package.

**FROM:**

<b>Name of Offeror:</b>	<b>RFP#:</b> R23-002
<b>Address:</b>	<b>Due date:</b>
<b>City, State, Zip Code:</b>	<b>RFP Title:</b> Flooring, Various Types
	<b>Procurement Officer:</b> Kathryn M. Dicken
<b>DPOR LICENSE #:</b>	<b>LICENSE CLASS:</b> A B C

If the signed proposal is not contained in a sealed envelope or package, the Offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other offers should be placed in the envelope

11. **SELECTION CRITERIA AND AWARD**

- A. **Selection Criteria:** Proposals will be evaluated by Radford University using the following weighted evaluation criteria.

	<b>Evaluation Criteria</b>	<b>Percentage of Points</b>
1	Qualifications and experience of Offeror in providing the goods/services.	30%
2	Quality of products/services offered and suitability for the intended purposes.	20%
3	Specific plans or methodology to be used to provide the products/services.	20%
4	Financial (Cost)	20%
5	Participation of Small, Women-Owned and Minority-Owned (SWaM) Businesses.	10%
	<b>TOTAL</b>	<b>100%</b>

- B. **Award to Multiple Offerors:**

Selection shall be made of two or more Offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposal. Negotiations shall be conducted with the Offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each Offeror so selected Radford University shall select the Offerors which, in its opinion, has made the best proposal, and shall award the contract to that Offeror. Radford University reserves the right to make multiple awards as a result of this

solicitation. Radford University may cancel this Request for Proposal or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should Radford University determine in writing and in its sole discretion that only one Offeror is fully qualified or that one Offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that Offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the Contractor's proposal as negotiated. See **Attachment B** for sample contract form.

12. **PROPOSAL PREPARATION AND SUBMISSION:**

A. **GENERAL INSTRUCTIONS:**

1. **RFP Responses:** In order to be considered for selection, Offerors shall submit a complete response to this RFP to include.
  - a. **One (1) original paper copy of the entire proposal, INCLUSIVE OF ALL ATTACHMENTS.** Any proprietary information should be clearly marked in accordance with section 12.A.1.c below.
  - b. **One (1) electronic copy** in WORD format or searchable PDF (USB/Flash Drive) of the entire proposal as one document, **INCLUSIVE OF ALL ATTACHMENTS** delivered or mailed along with the hard copy above. Any proprietary information should be clearly marked in accordance with 12.A.1.c below.
  - c. Should the proposal contain **proprietary information**, provide **one (1) redacted** electronic copy in WORD format or searchable PDF (USB/Flash Drive) of the entire document **INCLUSIVE OF ALL ATTACHMENTS. All identified proprietary information should be blacked out.** This electronic copy must include "Redacted Copy" in the name and must be clearly identifiable from the original, non-redacted copy.
  - d. Response shall be submitted to:

Radford University  
**Procurement and Contracts Department**  
**Attn: Kathryn M. Dicken**  
P.O. Box 6885  
David E. Armstrong Complex  
501 Stockton Street  
Radford, VA 24142-6885

B. **PROPOSAL PREPARATION:**

- a. **Sign and Complete:** Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in Radford University requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by Radford University. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. **Concise & Clear:** Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. **Organization:** Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the attachment, paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents, which cross-references the RFP requirements. Information which the Offeror desires to present that does not fall within any of the requirements of the

RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find the RFP requirements are specifically addressed.

- d. **Word Usage:** As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “must” and “shall” identify requirements whose absence will have a major impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an Offeror to satisfy a “must” or “shall” requirement does not automatically remove that Offeror from consideration; however, it may seriously affect the overall rating of the Offeror's proposal.
- e. **Binding:** The original proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- f. **Ownership:** Ownership of all data, materials and documentation originated and prepared for Radford University pursuant to the RFP shall belong exclusively to Radford University and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia of Freedom of Information Act. However, to prevent disclosure the Offeror must invoke the protections of Section 2.2-4342F of the Code of Virginia, in writing either before or at the time the data or other materials is submitted. The written request must specifically identify the data or other materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and may result in the rejection of the proposal.
- g. **Legal Agreement:** Unless noted in the proposal, a signed and submitted proposal certifies that the firm’s principals or legal counsel has reviewed the Request for Proposal General Terms and Conditions and the Special Terms and Conditions and agrees that these provisions will become a part of any final agreement, and that the principals or legal counsel has reviewed and approved the firm’s entire proposal prior to submission to the University.

C. **ORAL PRESENTATIONS:** Offerors who submit a proposal in response to this RFP may be invited to give an oral presentation of their proposal to Radford University. This will provide an opportunity for the Offeror to clarify or elaborate on the proposal but in no way will change the original proposal. The University will schedule the time and location of these presentations. Oral presentations may be conducted at the option of Radford University; therefore, proposals should be complete.

### 13. **OPTIONAL PRE-PROPOSAL CONFERENCE**

A. An optional Pre-Proposal Conference will be conducted in a hybrid in-person/Zoom setting. Those who wish to attend in person may. Those who wish to attend via Zoom can access the meeting through the invitation information below. The Pre-Proposal Conference is scheduled for OCTOBER 6, 2022 at 11:00AM.

#### IN PERSON ATTENDANCE:

For those who wish to attend in person, you may do so by coming to the Armstrong Complex, Conference Room #186. The street address is 501 Stockton Street, Radford, VA 24142.

#### ZOOM ATTENDANCE (Registration is required):

You are invited to a Zoom meeting.

When: Oct 6, 2022 11:00 AM Eastern Time (US and Canada)

Register in advance for this meeting:

<https://radford.zoom.us/meeting/register/tJ0vduqsrlsHNwTX-TCsUu6Rmh18CrA7QyN>

*After registering, you will receive a confirmation email containing information about joining the meeting. Please allow a few extra minutes prior to the Pre-Bid Conference to complete registration and to obtain the link to the meeting via email.*

While attendance at this conference will not be a prerequisite to submitting a proposal, Offerors who intend to submit a proposal are encouraged to attend. It is recommended you have a copy of the solicitation readily available to review during the conference.

- B. The purpose of the pre-proposal conference is to allow potential Offerors an opportunity to present questions and requests for clarification, with final responses provided in an RFP Addendum that will be published on [eVA - Virginia's eProcurement Portal](#). The Addendum will include any updates to the RFP, including changes as well as responses to questions presented.
14. **INVOICES and PAYMENT:** Invoices for goods or services provided under any contract resulting from this solicitation should be submitted by email to [acctspayable@radford.edu](mailto:acctspayable@radford.edu). Invoices shall be identified with the assigned contract number. Invoices shall identify contract pricing for all good/services payment is being requested. If submitting invoices by mail use the following address. **Email is the preferred method of invoice receipt.**

**RADFORD UNIVERSITY  
ACCOUNTS PAYABLE  
POST OFFICE BOX 6906  
RADFORD, VA 24142-6906**

Payment will be made thirty days after receipt of proper invoice for the amount of payment due, or thirty days after receipt of goods / services, whichever is later, in accordance with the [Commonwealth of Virginia Prompt Pay Act](#).

15. **ADDENDUM:** Any **ADDENDUM** issued for this solicitation may be accessed on Virginia Business Opportunities by going to [www.eva.virginia.gov](http://www.eva.virginia.gov). Since a paper copy of the addendum will not be mailed to you, we encourage you to check the web site regularly.
16. **COMMUNICATIONS:** Communications regarding this solicitation shall be formal from the date of issue, until either a Contractor has been selected or the Procurement and Contracts Department at Radford University rejects all proposals. Formal communications will be directed to the Procurement Officer listed on this solicitation. Reference General Information – Questions/Inquiries. Informal communications, including but not limited to request for information, comments or speculations regarding this solicitation to any University employee other than a Procurement and Contracts Department representative may result in the offending Offeror's proposal being rejected.
17. **TERMS AND CONDITIONS:** This solicitation and any resulting contract/purchase order shall be governed by the attached General, Additional and Special Terms and Conditions. See **Attachment A**.
18. **ATTACHMENTS:**
- Attachment A – Terms and Conditions (General, Additional & Special)
  - Attachment B – Sample of Standard Contract Form
  - Attachment C – Zone Map for Cooperative Contracts
  - Attachment D – Vendor Data Sheet (References)
  - Attachment E – Cost Proposal Template

## Attachment A

### TERMS AND CONDITIONS

#### GENERAL TERMS AND CONDITIONS:

See: [GENERAL TERMS AND CONDITIONS.pdf](#)

#### ADDITIONAL TERMS AND CONDITIONS:

1. **ADDITIONAL GOOD AND SERVICES:** The University may acquire other goods or services that the supplier provides other than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services, under the same pricing, terms and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services newly introduced during the term of the contract.
2. **AUDIT:** The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Radford University, its authorized agents, and/or state auditors shall have full access and the right to examine any of said materials during said period.
3. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that Radford University shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this contract.
4. **CANCELLATION OF CONTRACT:** Radford University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
5. **CONTRACT DOCUMENTS:** The contract entered into by the parties shall consist of the Request for Proposal including all addendums thereof, the proposal submitted by the Contractor, the written results of negotiations, the University Standard Contract Form, all of which shall be referred to collectively as the Contract Documents.
6. **IDENTIFICATION OF PROPOSAL ENVELOPE:** The signed proposal should be returned in a separate envelope or package and identified as indicated in the Request for Proposal, Specific Requirements, Section 10.F. (above).

The envelope should be addressed to:

RADFORD UNIVERSITY  
Procurement and Contracts Department  
P.O. Box 6885  
501 Stockton Street  
Radford, Virginia 24142

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

7. **NOTICES:** Any notices to be given by either party to the other pursuant to any contract resulting from this solicitation shall be in writing, hand delivered, mailed or electronically submitted to the address of the respective party at the following address:

**If to the Contractor:** Address Shown on the RFP Cover Page  
**Attention:** Name of Person Signing RFP

**If to Radford University:**

RADFORD UNIVERSITY  
Procurement and Contracts Department  
Attn: Kathryn Dicken  
P.O. Box 6885  
501 Stockton Street  
Radford, Virginia 24142

8. **PUBLIC POSTING:** Radford University maintains a web-based contract database with a public gateway access. Any resulting cooperative contract(s) to this solicitation will be posted to the publicly accessible website. Contents identified and mutually negotiated, as proprietary information will not be made public.
9. **SEVERAL LIABILITY:** Radford University will be severally liable to the extent of its purchase made against any contract resulting from this solicitation. Applicable entities described herein will be severally liable to the extent of their purchases made against any contract resulting from this solicitation.

## **SPECIAL TERMS AND CONDITIONS**

1. **ACCEPTANCE PERIOD:** Any Proposal received in response to this solicitation shall be valid for SIXTY (60) days. At the end of the SIXTY (60) days the Proposal may be withdrawn at the written request of the Offeror. If the Proposal is not withdrawn at that time it remains in effect until an award is made or the solicitation is cancelled.
2. **ADVERTISING:** In the event a contract is awarded for supplies, equipment, or services resulting from this solicitation, no indication of such sales or services to Radford University will be used in product literature or advertising. The Contractor shall not state in any of the advertising or product literature that Radford University has purchased or uses its products or services, and the Contractor shall not include Radford University in any client list in advertising and promotion materials without the express written consent of the University.
3. **ASBESTOS:** Whenever and wherever during the course of performing any work under this Contract, the Contractor discovers the presence of asbestos or suspects that asbestos is present, he shall stop the work immediately, secure the area, notify the Building Owner and await positive identification of the suspect material. During the downtime in such a case, the Contractor shall not disturb any surrounding surfaces but shall inform all employees that the suspect material is not to be disturbed, and shall vacate and secure the area until an identification has been made if suspect debris is present. In the event the Contractor is delayed due to the discovery of asbestos or suspected asbestos, then a mutually agreed extension of time to perform the work shall be allowed the Contractor but without additional compensation due to the time extension.
4. **COMMUNICATIONS:** Communications regarding this Request for Proposals (RFP) shall be formal from the date of issue until either a Contractor has been selected or the University Procurement and Contracts Department rejects all proposals. Formal communications shall be directed to the University Procurement and Contracts Department. Informal communications including but not limited to, request for information, comments or speculations, regarding this RFP to any University employee other than a Procurement and Contracts Department representative may result in the offending Offeror's proposal being rejected.

**5. CONTINUITY OF SERVICES:**

- A. The Contractor recognizes that the services under this contract are vital to the University and must be continued without interruption and that, upon Contract expiration, a successor, either the University or another Contractor, may continue them. The Contractor agrees:
  - 1. To exercise its best efforts and cooperation to affect an orderly and efficient transition to a successor;
  - 2. To make all University owned facilities, equipment and data available to any successor at an appropriate time prior to the expiration of the Contract to facilitate transition to successor; and
  - 3. That the University Procurement Officer shall have final authority to resolve disputes related to the transition of the contract from the Contractor to its successor.
- B. The Contractor shall, upon written notice from the Procurement Officer, furnish phase-in/phase-out services for up to ninety (90) days after this Contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Procurement Officer’s approval.
- C. The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after Contract expiration that result from phase-in/phase-out operations) and a fee (profit) not to exceed a pro rata portion of the fee (profit) under this Contract. All phase-in/phase-out work fees must be approved by the Procurement Officer in writing prior to commencement of said work.

**6. CONTRACTOR REGISTRATION:** If a contract for construction, removal, repair or improvement of a building or other real property is for \$120,000 or more, or if the total value of all such contracts undertaken by Offeror within any 12-month period is \$750,000 or more, the bidder/offeror is required under Title 54.1-1100, *Code of Virginia* (1950), as amended, to be licensed by the State Board of Contractors (Board) a “CLASS A CONTRACTOR.” If such a contract is for \$10,000 or more but less than \$120,000, or if the total value of all such contracts undertaken by Offeror within any 12-month period is \$150,000 or more, but less than \$750,000 or more, the Offeror is required to be licensed as a “CLASS B CONTRACTOR.” If such a contract is over \$1,000 but less than \$10,000, or if the Contractor does less than \$150,000 in business in a 12-month period, the Offeror is required to be licensed as a “CLASS C CONTRACTOR.” The Board shall require a master tradesmen license as a condition of licensure for electrical, plumbing and heating, ventilation and air conditioning contractors. The Offeror shall place on the outside of the envelope containing the proposal, and shall place in the proposal over the authorized signature whichever of the following notations is appropriate, inserting his contractor license number:

Licensed Class A Virginia Contractor No. 2701-011426 Specialty CIC, HIC  
Licensed Class B Virginia Contractor No. \_\_\_\_\_ Specialty \_\_\_\_\_  
Licensed Class C Virginia Contractor No. \_\_\_\_\_ Specialty \_\_\_\_\_

If the Offeror shall fail to provide this information on the proposal or on the envelope containing the proposal and shall fail to promptly provide said contractor license number to the Commonwealth in writing when requested to do so before or after the opening of proposals, Offeror shall be deemed to be in violation of § 54.1-1115 of the *Code of Virginia* (1950), as amended, and the proposal will not be considered.

If an Offeror shall fail to obtain the required license prior to submission of the proposal, said proposal shall not be considered.

- 7. CONTRACTOR'S TITLE TO MATERIALS:** No materials or supplies for the work shall be purchased by the Contractor or by any subcontractor’s subject to any chattel mortgage or under a conditional sales or other agreement by which an interest is retained by the seller. The Contractor warrants that there is clear title to all materials and supplies for which Contractor invoices for payment.
- 8. DELIVERY AND STORAGE:** It shall be the responsibility of the Contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. Radford University will not assume any responsibility for receiving these shipments. Contractor shall check with Radford University and make necessary arrangements for security and storage space in the building during installation.

9. **EXTRA CHARGES NOT ALLOWED:** Any quoted prices shall be for complete delivery or installation, ready for Radford University use, and shall include all applicable freight and installation charges; extra charges will not be allowed. **Unless changes in the scope of work are mutually agreed upon. MP 11/3/22**
10. **INSURANCE:** By signing and submitting a Proposal under this solicitation, the Offeror certifies that if awarded the contract, it will have the following insurance coverages at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§2.2-4332 and 65.2-800 et seq of the *Code of Virginia*. The Offeror further certifies that the Contractor and any subcontractors will maintain these during the entire term of the contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**INSURANCE COVERAGES AND LIMITS REQUIRED:**

- Worker's Compensation - Statutory requirements and benefits.
- Employers Liability - \$100,000.00
- Commercial General Liability - \$1,000,000.00 per occurrence and \$2,000,00 in the aggregate to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. Radford University shall be named as an additional insured to the policy by endorsement.
- Automobile Liability - \$1,000,000 combined single limit.
- Builders Risk – For all renovation and new construction projects under \$100,000 Radford University will provide All Risk – Builders Risk Insurance. For all renovation contracts, and new construction from \$100,000 up to \$500,000 the Contractor will be required to provide All Risk – Builders Risk Insurance in the amount of the Contract and name Radford University as additional insured. All insurance verifications of insurance will be through a valid insurance certificate.

The Contractor agrees to be responsible for, indemnify, defend and hold harmless Radford University, its officers, agents and employees from the payment of all sums of money by reason of any claim against them arising out of any and all occurrences resulting in bodily or mental injury or property damage that may happen to occur in connection with and during the performance of the Contract, **including but not limited to claims under the Worker's Compensation Act**. The Contractor agrees that it will, at all times, after the completion of the work, be responsible for, indemnify, defend and hold harmless Radford University, its officers, agents and employees from all liabilities resulting from bodily or mental injury or property damage directly or indirectly arising out of the performance or nonperformance of the Contract.

11. **PRIME CONTRACTOR RESPONSIBILITIES:** The Contractor shall be responsible for completely supervising and directing the work under this Contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this Contract shall be responsible to the prime Contractor. The Contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
12. **PRODUCT SUBSTITUTION:** During the term of any contract resulting from this solicitation, the vendor is not authorized to substitute any item for that product identified in the solicitation without the prior written consent of the Procurement Officer whose name appears on the front of this solicitation, or their designee.
13. **RENEWAL OF CONTRACT:** This Contract may be renewed by Radford University for a period of FOUR (4) one-year periods, only under the terms and conditions of the original Contract except as stated in A, B, C, & D below. Price increases may be negotiated only at the time of renewal. Written notice of Radford University's intention to renew shall be given (approximately 90 day) prior to the expiration date of each Contract period.

**FOR LABOR ONLY:**

- A. If Radford University elects to exercise the option to renew the Contract for an additional one-year period, the Contract price(s) for the additional year shall not exceed the contract prices of the original Contract increased/decreased by no more than the percentage increase/ decrease of the "Services" category of the CPI section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

- B. If during the first one-year renewal Radford University elects to exercise the option to renew the Contract for the second additional one-year period, the Contract price(s) for the second additional one-year period shall not exceed the contract price(s) of the first one-year renewal period increased/decreased by no more than the percentage increase/decrease of the “Services” category of the CPI section for the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- C. If during the second one-year renewal Radford University elects to exercise the option to renew the Contract for the third additional one-year period, the Contract price(s) for the third additional one-year period shall not exceed the contract price(s) of the second one-year CPI renewal period increased/decreased by no more than the percentage increase/decrease of the “Services” category of the section for the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- D. If during the third one-year renewal Radford University elects to exercise the option to renew the Contract for the fourth additional one-year period, the Contract price(s) for the fourth additional one-year period shall not exceed the contract price(s) of the third one-year renewal period increased/decreased by no more than the percentage increase/decrease of the “Services” category of the CPI section for the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

**\*Note: Follow these directions to locate the most recent percentage of increase/decrease:**

<b>Steps</b>	<b>Directions</b>
<b>Go to: <a href="http://www.bls.gov/cpi">www.bls.gov/cpi</a></b>	<b>Bureau of Labor Statistics website</b>
<b>Under “Browse CPI” go to:</b>	<b>CPI Databases</b>
<b>Under “Database Name” go to:</b>	<b>All Urban Consumers (Current Series) Consumer Price Index – CPI-U</b>
<b>Under “One Screen-Green Icon” go to:</b>	<b>One Screen Data Search</b>
<b>Under Item #1 Selection Area</b>	<b>Click on “On Screen-Data Search”</b>
<b>Under Item #2 Select One or More Items Use the “US City Average”</b>	<b>Whatever you referred to in the renewal clause must be selected here (i.e., other services, services, etc.).</b>
<b>Under Item #3 Seasonably or Not Seasonably</b>	<b>Always select not seasonally adjusted. *Note: Seasonally adjusted figures are for (5) years. Not Seasonally adjusted figures are for (1) year.</b>
<b>Select</b>	<b>GET DATA</b>
<b>A table will populate.</b>	<b>Click “MORE FOMRATTING OPTIONS”</b>
<b>A table will populate.</b>	<b>Use the most recent figure available.</b>

**Materials - % of Discount from List – contract discounts will be reviewed at time of renewal.**

14. **SAFETY:** The Contractor bears sole responsibility for the safety of its employees. The Contractor shall take all steps necessary to establish, administer, and enforce safety rules that meet the regulatory requirements of the Virginia Department of Labor and Industry (VDLI) and the Occupational Safety and Health Administration (OSHA). The Contractor shall take steps as necessary to protect the safety and health of University employees, students, and visitors during the performance of their work. In addition, the Contractor must also provide the University with a written safety program that it intends to follow in pursuing work under this contract. No work under this Contract will be permitted until the university is assured that the Contractor has an adequate safety program in effect.

15. **SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:**

A. It is the goal of the Commonwealth that 50% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential bidders/offerors are required to submit a Small Business Subcontracting Plan. Unless the bidder/offeror is registered as a DSBSD-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to DSBSD-certified small businesses. This shall not exclude DSBSD-certified women-owned and minority-owned businesses when they have received DSBSD small business certification. No bidder/offeror or subcontractor shall be considered a Small Businesses, a Women-

Owned Business or a Minority-Owned Businesses unless certified as such by the Department of Small Business and Supplier Diversity (DSBSD) by the due date for receipt of bids or proposals. If a small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the DSBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, minority-owned), and type of product/service provided. **This information shall be submitted to: Radford University Procurement and Contracts Office, ATTN: SWAM Subcontracting Compliance, Post Office Box 6885, Radford, Virginia 24142.**

B. Each prime contractor who wins an award in which the provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: Radford University Procurement and Contracts Office, ATTN: SWAM Subcontracting Compliance, Post Office Box 6885, Radford, Virginia 24142.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the DSBSD certification number of FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include but not be limited to, termination for default.

C. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not DSBSD-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: Radford University Procurement and Contracts Office, ATTN: SWAM Subcontracting Compliance, Post Office Box 6885, Radford, Virginia 24142.**

16. **SPECIAL OR PROMOTIONAL DISCOUNTS:** The Contractor shall extend any special promotional sale prices or discounts immediately to Radford University during the term of the Contract. Such notice shall also advise the duration of the specific sale or discount price.

17. **SUBCONTRACTS:** No portion of the work shall be subcontracted without prior written consent of Radford University. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish Radford University the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by his subcontractor(s) and shall assure compliance with all requirements of the Contract.

18. **USE OF RECYCLED MATERIALS:** Notwithstanding the prohibition against used, damaged or obsolete items, vendors are encouraged to use secondary or recycled materials in the manufacture of products to the maximum extent practicable without jeopardizing the performance or intended end use of the product unless such use is precluded due to health and welfare of safety requirements or product specifications contained herein. Please provide the following information in this regard:

A. Do any of the goods offered contain recycled materials?                      X   Yes                           No

B. If so, please qualify the recycled material content:   some carpet, LVT, etc. (will be noted per job depending on the product(s) selected)  

19. **VIRGINIA FREEDOM OF INFORMATION ACT:** Except as provided, once an award is announced, all proposals/bids submitted to this RFP/IFB will be open to inspection by any citizen, or interested person, firm or corporation, in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by a firm prior to or as part of its proposal will not be subject to public disclosure under the Virginia Freedom

of Information Act only under the following circumstances: (1) the appropriate information is clearly identified by some distinct method such as highlighting or underlining; (2) only the specific words, figures, or paragraphs that constitute trade secrets or proprietary information are identified; and (3) a summary page is supplied immediately following the proposal title page that includes (a) the information to be protected, (b) the section(s)/page number(s) where this information is found in the proposal, and (c) a statement why protection is necessary for each section listed. The firm must also provide a separate electronic copy of the proposal (CD, etc.) with the trade secrets and/or proprietary redacted. *If all of these requirements are not met, then the firm's entire proposal will be available for public inspection.*

20. **WARRANTY (COMMERCIAL):** The Contractor agrees that the supplies or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the Contractor gives any customer for such supplies or services and that the rights and remedies provided therein are in addition to and do not limit those available to Radford University by any other term of this solicitation. A copy of this warranty must be furnished with the Proposal.
21. **WORK SITE DAMAGES:** Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this Contract shall be repaired to the Owner's satisfaction at the Contractor's expense.

**Attachment B**

**SAMPLE CONTRACT FORM**  
Standard Contract form for reference only  
Offerors do not need to fill in this form.



**STANDARD CONTRACT**  
Contract Number: RUxxxxx

This contract entered into this \_\_ day of \_\_\_\_\_, 20\_\_, by \_\_\_\_\_, located at (insert complete physical address), hereinafter called the “Contractor” and Commonwealth of Virginia, **Radford University**, called the “Purchasing Agency or Radford University”, located at 801 East Main Street, Radford, VA. 24142.”

1. **WITNESSETH** that the Contractor and Radford University, in consideration of the mutual covenants, promises and agreements contained, agree as follows:
2. **SCOPE OF CONTRACT:** The Contractor shall provide \_\_\_\_\_ to Radford University as set forth in the Contract Documents.
3. **TERM OF CONTRACT:** From \_\_\_\_\_ through \_\_\_\_\_ with \_\_\_\_\_ (number of years) year renewal options or as negotiated, to include all contractual provisions contained herein.
4. **THE CONTRACT DOCUMENTS SHALL CONSIST OF:**

This signed Radford University Standard Contract. Document;

Radford University’s Request for Proposal (RFP) Rxx-xxx dated \_\_\_\_\_, Addendum xxx dated \_\_\_\_\_  
(list all addendums in this format).

Contractor’s Proposal signed and dated \_\_\_\_\_

Negotiation Summation: (List each document by title and execution date)

5. **COMPENSATION AND METHOD OF PAYMENT:** The Contractor shall be paid by Radford University in accordance with the contract documents. (\*Note: If advantageous you can list compensation here.)

**IN WITNESS WHEREOF**, the parties have caused this Contract to be duly executed intending to be bound thereby.

**CONTRACTOR:**

**RADFORD UNIVERSITY**

**Print Name:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

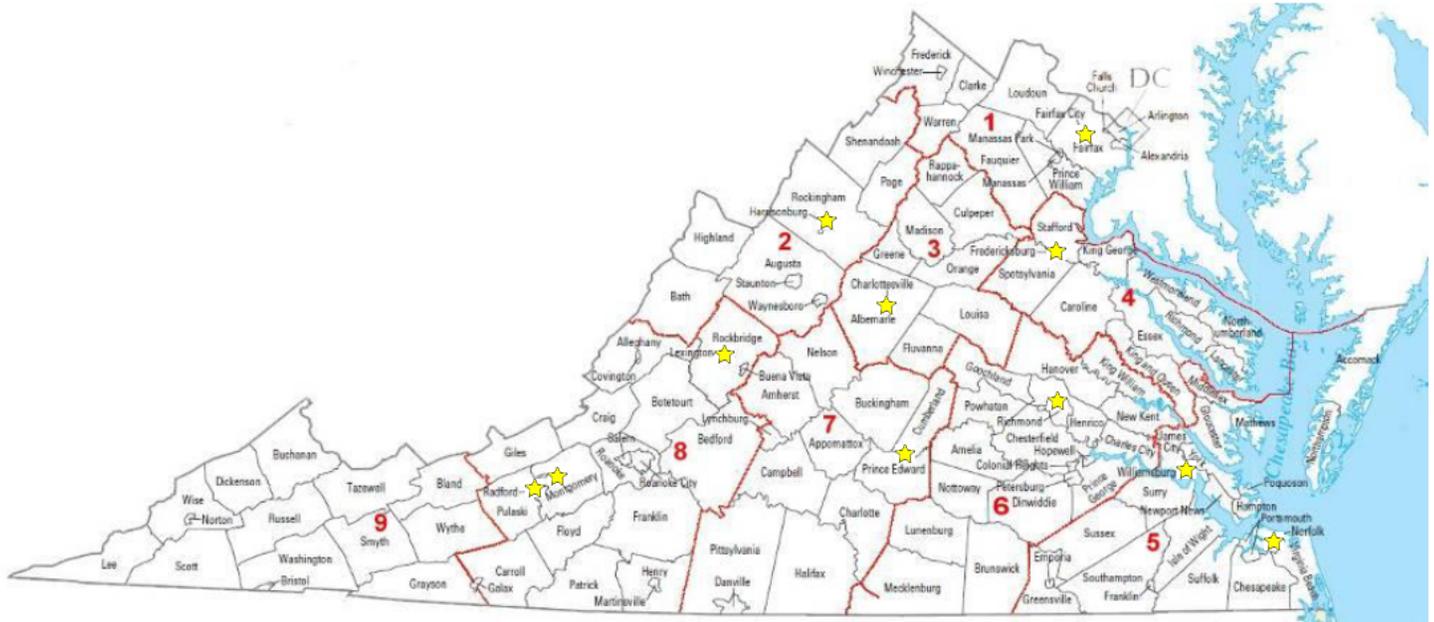
**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Attachment C**

**Zone Map**



**Virginia Association of State College & University Purchasing Professionals (VASCUPP)**

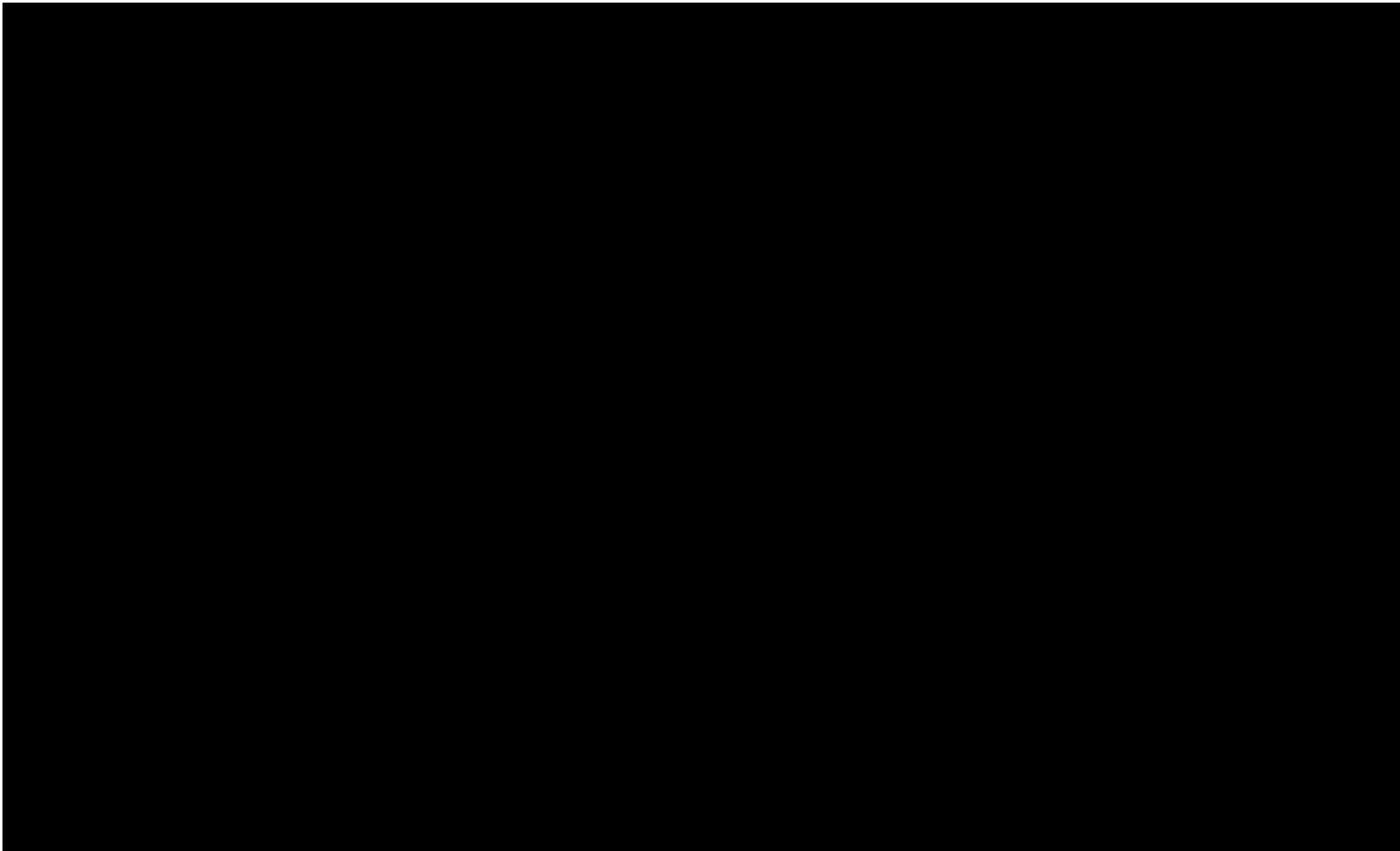
**List of member institutions by zones**

<p><b><u>Zone 1</u></b> George Mason University (Fairfax)</p>	<p><b><u>Zone 2</u></b> James Madison University (Harrisonburg)</p>	<p><b><u>Zone 3</u></b> University of Virginia (Charlottesville)</p>
<p><b><u>Zone 4</u></b> University of Mary Washington (Fredericksburg)</p>	<p><b><u>Zone 5</u></b> Christopher Newport University (Hampton) College of William and Mary (Williamsburg) Old Dominion University (Norfolk) Norfolk State University (Norfolk)</p>	<p><b><u>Zone 6</u></b> Virginia Commonwealth University (Richmond)</p>
<p><b><u>Zone 7</u></b> Longwood University (Farmville)</p>	<p><b><u>Zone 8</u></b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)</p>	<p><b><u>Zone 9</u></b></p>

The zone map is provided for the Offeror to determine appropriate pricing structures based on approved zones for cooperative institutions. If no other prices are offered, pricing provided will apply to all zones in the Commonwealth of Virginia. If you wish to provide pricing for a zone other than which this solicitation originated, please indicate you are doing so in the response. If you anticipate pricing differentials for different zones, a separate pricing sheet must be submitted for each zone that includes appropriate pricing for that zone.



VENDOR DATA SHEET CONT'D



I certify the accuracy of this information.

Signed: 

Printed Name:     Matt Poland    

Title:     End User Accounts Manager    

Date:     11/2/2022



**REQUEST FOR INFORMATION**

(Use separate Form for each question submitted.)

**Date:** \_\_\_\_\_

**Solicitation Title:** Flooring, Various Types

**Solicitation No.:** R23-002

The following question concerns Section (number) \_\_\_\_\_, page \_\_\_\_\_, paragraph \_\_\_\_\_ of the Request for Proposals:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**All responses to questions will be made by Addendum.**

**Question submitted by:** \_\_\_\_\_  
Name Organization

**Bidders shall submit form to:** Kathryn Dicken, VCCO Radford University  
Name Organization

Email address: kdicken@radford.edu

**Deadline for submission is OCTOBER 20, 2022 at 3:00 P.M.**

**Addendum Number 1**

**Date:**

<b>Reference Request For Proposal Number:</b>	<b>R23-002</b>
<b>Commodity:</b>	<b>Flooring, Various Types – Service &amp; Materials</b>
<b>Dated</b>	<b>October 10, 2022</b>
<b>For Delivery To:</b>	<b>Radford University Agency, Commonwealth of Virginia 501 Stockton Street Radford, Virginia 24142</b>
<b>Proposal Due Date/Time:</b>	<b>November 3, 2022 by 3PM EST</b>

Attachments:

1. Attached hereto are the Pre-Proposal attendance registration and sign-in sheet.

Clarification Questions:

1. **Question:** We are on the VASCUPP contract from before. If we don't get picked to be one of the Radford Contracts, would we still be on the VASCUPP contract?  
**Radford Response:** No. All of our contracts expire in December 2022 and January 2023. Any existing vendor not selected to move forward with award, would have those contracts expire.
2. **Question:** Is there another avenue to get back onto VASCUPP if that happens?  
**Radford Response:** Another VASCUPP university would have to solicit the same services.
3. **Question:** In the Zone map, if you have services, can you offer different services by Zone? For example, if you wanted to offer services in Zone 6 that you could not offer in other zones, is that allowable?  
**Radford Response:** Yes. For further clarification, Radford University is located in Zone 8. It is advisable that Zone 8 be included in the proposal since Radford is hosting this solicitation. However, it is not required.

End of Addendum.

Kathryn ("Kate") M. Dicken, VCCO  
Phone: (540) 831-5090  
Email: [kdicken@radford.edu](mailto:kdicken@radford.edu)

**Pre-Proposal Conference Sign In Sheet**  
**Flooring, Various Types**  
**RFP#: R23-002**

Pre-Proposal Conference  
 October 6, 2022 @ 11:00 AM

NAME	COMPANY	EMAIL	PHONE
Kathryn M. Dicken, VCCO Senior Procurement Officer	Procurement & Contracts	<a href="mailto:kdicken@radford.edu">kdicken@radford.edu</a>	(540) 831-5090
Fallon Kreye Procurement Specialist	Procurement & Contracts	<a href="mailto:fkreye@radford.edu">fkreye@radford.edu</a>	540-831-5598
Jennifer Hendrix Asst Dir, Fin. Budget & Finance	Facilities	<a href="mailto:jhendrix7@radford.edu">jhendrix7@radford.edu</a>	831-6491
Michael Clark Roofing/Mason/Flooring Foreman	Facilities	<a href="mailto:dclark70@radford.edu">dclark70@radford.edu</a>	540-762-0623
Tim Candiff Asst. Dir. Facilities	Rel	<a href="mailto:twcandiff@radford.edu">twcandiff@radford.edu</a>	540 835 2540

# Registrants for 'Flooring RFP Pre-Proposal Conference'

Search by name or email Search

<input type="checkbox"/> Registrants	Email Address	Registration Date	
<input type="checkbox"/> <a href="#">Matt Poland</a>	matt@whittcarpet1.com	Oct 6, 2022 10:24 AM	<a href="#">Copy</a>
<input type="checkbox"/> <a href="#">Charles Whitt</a>	charles@whittcarpet1.com	Oct 6, 2022 08:47 AM	<a href="#">Copy</a>
<input type="checkbox"/> <a href="#">Steve Kirk</a>	steve.kirk@cavcarpets.com	Oct 6, 2022 08:13 AM	<a href="#">Copy</a>
<input type="checkbox"/> <a href="#">Lisa Doyle</a>	Lisa@wccarpenter.com	Oct 4, 2022 11 41 AM	<a href="#">Copy</a>
<input type="checkbox"/> <a href="#">Emily Kiser</a>	emily@whittcarpet1.com	Sep 27, 2022 04:01 PM	<a href="#">Copy</a>

[Cancel Registration](#)

**Addendum Number 2**

**Date: October 21, 2022**

<b>Reference Request For Proposal Number:</b>	<b>R23-002</b>
<b>Commodity:</b>	<b>Flooring, Various Types – Service &amp; Materials</b>
<b>Dated</b>	<b>October 21, 2022</b>
<b>For Delivery To:</b>	<b>Radford University Agency, Commonwealth of Virginia 501 Stockton Street Radford, Virginia 24142</b>
<b>Proposal Due Date/Time:</b>	<b>November 3, 2022 by 3PM EST</b>

Attachments:

1. Attached hereto are the Request for Information and responses thereto.

End of Addendum.

Kathryn (“Kate”) M. Dicken, VCCO  
Phone: (540) 831-5090  
Email: [kdicken@radford.edu](mailto:kdicken@radford.edu)

**REQUEST FOR INFORMATION**

(Use separate Form for each question submitted.)

**Date:** 10.18.22

**Solicitation Title:** Flooring, Various Types

**Solicitation No.:** R23-002

**Attachment A**

The following question concerns Section (number) 15, page 17 & 18, paragraph A,B,C of the Request for Proposals:

Can we confirm that the subcontracting plan would be only for Radford University sales and would not be required should any other zones uses this award via the VASCUPP contract participation.

RADFORD RESPONSE: Please see Section 6 (Page 5) for further details pertaining to cooperative procurement with VASCUPP institutions. All proposals should be specific to Radford University. Any entity (aside from Radford), who wishes to utilize this contract may work with the Contractor to modify the terms and conditions of this contract (to include the subcontracting plan) to accommodate specific issues, governing laws, regulations, policies, and business goals. Any such modification will apply solely between the participating entity and the Contractor. All further VASCUPP participation is voluntary.

**All responses to questions will be made by Addendum.**

**Question submitted by:** Jamie Collins Tarkett USA Inc.  
Name Organization

**Bidders shall submit form to:** Kathryn Dicken, VCCO Radford University  
Name Organization

Email address: kdicken@radford.edu

**Deadline for submission is OCTOBER 20, 2022 at 3:00 P.M.**

**REQUEST FOR INFORMATION**  
(Use separate Form for each question submitted.)

**Date:** 10.18.22

**Solicitation Title:** Flooring, Various Types

**Solicitation No.:** R23-002

Attachment A

The following question concerns Section (number) \_\_\_\_\_, page 13, paragraph \_\_\_\_\_ of the Request for Proposals:

Can you provide the General Terms and Conditions that is linked has a broken URL. Can you provide a new link to the pdf.

RADFORD RESPONSE: General Terms and Conditions have been attached for review.

**All responses to questions will be made by Addendum.**

**Question submitted by:** Jamie Collins Tarkett USA Inc.  
Name Organization

**Bidders shall submit form to:** Kathryn Dicken, VCCO Radford University  
Name Organization

Email address: kdicken@radford.edu

**Deadline for submission is OCTOBER 20, 2022 at 3:00 P.M.**

**GENERAL TERMS AND CONDITIONS**

**This solicitation and any resulting contract are subject to the provisions of the *Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and their Vendor's* and any revisions thereto, and the *Governing Rules*, which are hereby incorporated into this contract in their entirety. A copy of both documents is available for review at [www.vascupp.org](http://www.vascupp.org).**

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1. **ADMINISTRATIVE APPEALS PROCEDURE:** Although Radford University is authorized to establish an administrative appeals procedure, it has chosen not to develop such procedures, but rather will rely on legal action for such determinations. (Governing Rule §55). However, Radford University reserves the right to use Alternative Dispute Resolution (ADR) for hearing appeals from decisions on disputes arising during the performance of a contract or when it is deemed to be in the best interest of the University. (Governing Rule §56).
2. **ANTI-DISCRIMINATION:** By submitting their bids/proposals, (bidders/offerors) certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians with Disabilities Act, the Americans with Disabilities Act and §10 of the Governing Rules. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Governing Rule §36).

In every contract over \$10,000 the provisions in 1 and 2 below apply:

1. During the performance of this contract, the contractor agrees as follows:
  - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
2. The contractor will include the provision of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
3. **ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to Radford University, and the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
4. **ANNOUNCEMENT OF AWARD:** Upon award or the announcement of the decision to award a contract over \$50,000 as a result of this solicitation, Radford University will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of ten (10) days.

5. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth.
6. **ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the contractor in whole or in part without the written consent of Radford University, an agency of the Commonwealth.
7. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** A contractor organized as a stock or non-stock corporation, limited liability company, business, trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required by Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business fails to remain in compliance with the provisions of this section.
8. **CHANGES TO THE CONTRACT:** Changes can be made to the contract in any of the following ways:
  1. The parties may agree to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The University may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the University a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a. By mutual agreement between the parties in writing; or
    - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the University's right to audit the contractor's records and/or to determine the correct number of units independently; or
    - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the University with all vouchers and records of expenses incurred and savings realized. The University shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the University within thirty (30) days from the date of receipt of the written order from the University. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract, or if there is none, in accordance with the dispute's clause provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors (Governing Rule §53). Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the University or with the performance of the contract generally.
9. **CONTROLLING VERSION OF SOLICITATION:** The original version of the solicitation and any addenda issued by Radford University's Procurement and Contracts Department is the mandatory controlling version of the document. Any modification to the solicitation by the bidder or offeror shall not modify the original version of the solicitation issued by Radford University's Procurement and Contracts Department. Such modifications or additions to the solicitation by the bidder or offeror may be cause for rejection of the bid or proposal; however, Radford University reserves the right to decide, on a case-by-case basis, in its sole discretion, whether to reject such a bid or proposal.
10. **DEBARMENT STATUS:** By submitting their bids/proposals, bidders/offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

11. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the University, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
12. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees: (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibitions: (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, possession or use of any controlled substance or marijuana during the performance of the contract. (Governing Rule §11).

13. **EO/AA STATEMENT:** If this contract is a covered government contract or subcontract, contractors and subcontractors shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability. Radford University does not discriminate against employees, students, or applicants on the basis of age, color, disability, gender, gender identity, gender expression, national origin, political affiliation, race, religion, sexual orientation, genetic information, or veteran status; or otherwise discriminate against employees or applicants who inquire about, discuss, or disclose their compensation or the compensation of other employees, or applicants; or any other basis protected by law.
14. **ETHICS IN PUBLIC CONTRACTING:** By submitting their bids/proposals, bidders/offerors certify that their bids/proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other bidder/offeror, supplier, manufacturer or subcontractor in connection with their bid/proposal and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment; loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
15. **eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS:** The eVA Internet electronic procurement solution, website portal [eVA Electronic Virginia Portal](#) streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth should participate in the eVA internet e-procurement solution by completing the free eVA Vendor Registration. All bidders or offerors should self-register in eVA and pay applicable vendor transaction fees. Failure to register may result in the bid/proposal being rejected.
16. **E-VERIFY REQUIREMENT OF ANY CONTRACTOR:** Any contractor with more than an average of 50 employees for the previous 12-months entering into a contract in excess of \$50,000 with the University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.
17. **FEDERAL GRANTS:** The following provisions apply to a contract made under a federal grant: Appendix II C.F.R. 200§§200.317-200.326.
18. **FORCE MAJEURE:** The performance of the contract by either party shall be subject to force majeure, including but not limited to acts of God, fire, flood, natural disaster, war or threat of war, acts or threats of terrorism, civil disorder, unauthorized strikes, governmental regulation or advisory, recognized health threats as determined by the World Health Organization, the Centers for Disease Control, or local government authority or health agencies (including but not limited to the health threats of

COVID-19, H1N1, or similar infectious diseases), curtailment of transportation facilities, or other occurrence beyond the control of the parties, where any of those factors, circumstances, situations, or conditions or similar ones prevent, dissuade, or unreasonably delay the Event, or where any of them make it illegal, impossible, inadvisable, or commercially impracticable to hold the Event or to fully perform the terms of the contract. The contract may be cancelled by either party, without liability, damages, fees, or penalty, and any unused deposits or amounts paid shall be refunded, for any one or more of the above reasons, by written notice to the other party.

19. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By entering into a contract with the Commonwealth of Virginia, the contractor certifies that the contractor does not, and shall not during the performance of this contract for goods and services in the Commonwealth, knowingly employ an unauthorized illegal alien as defined in the federal Immigration Reform and Control Act of 1986.
20. **INDEMNIFICATION:** Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor; or any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or failure of the issuing agency to use the material, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
21. **MANDATORY USE OF RADFORD UNIVERSITY'S FORM AND TERMS AND CONDITIONS:** Failure to submit a response on Radford University's form provided for that purpose may be a cause for rejection of the response. Modification of or additions to the General Terms and Conditions of the solicitation may be cause of rejection of the response; however, the University reserves the right, on a case by case basis, in its sole discretion, whether or not to reject such a response.
22. **NONDISCRIMINATION OF CONTRACTORS:** A bidder/offeree, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of the objection, access to equivalent goods, services, or disbursements from an alternative provider.
23. **PAYMENT:**
  1. **Prime Contractor:**
    - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number, social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
    - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. However, this shall not affect offers of discounts for payment in less than 30 days.
    - c. All goods and services provided under this contract or purchase order, that are to be paid with public funds shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
    - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
    - e. **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable the

Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve the University of its prompt payment obligations with respect to those charges which are not in dispute (*Governing Rule §53. Contractual disputes*).

2. To Subcontractors:

a. A contractor awarded a contract under this solicitation is hereby obligated:

- 1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment record for work performed by the subcontractor(s) under the contract; or
- 2) To notify the University and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.

b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise prohibited under the terms of the contract) on all amounts owed by contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U.S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWaM procurement plan as specified in the contract documents and is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only substantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the University or institution, or other appropriate penalties may be accessed in lieu of withholding such payment.

24. **PRECEDENCE OF TERMS:** The following paragraphs of these General Terms and Conditions shall apply in all instances: **Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors, Applicable Laws and Courts, Anti-Discrimination, Ethics in Public Contracting, Immigration Reform and Control Act of 1986, Debarment Status, Antitrust, Mandatory Use of Radford University's Form and Terms and Conditions, Clarification of Terms, and Payment.** In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

25. **PRICING CURRENCY:** Unless otherwise stated in the solicitation, bidder/offeror shall state bid/offer in U.S. dollars.

26. **QUALIFICATIONS OF (BIDDERS/OFFERORS):** The University may make such reasonable investigations as deemed proper and necessary to determine the ability of the bidder/offeror to perform the services/furnish the goods and the bidder/offeror shall furnish to the University all such information and data for this purpose as may be requested. The University reserves the right to inspect bidder/offeror's physical facilities prior to award to satisfy questions regarding the bidder/offeror's capabilities. The University further reserves the right to reject any bid/proposal if the evidence submitted by, or investigations of, such bidder/offeror fails to satisfy the University that such bidder/offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

27. **SUPREMACY CLAUSE:** Notwithstanding any provision in the bidder's/offeror's response to the contrary, the bidder/offeror agrees that the terms and conditions contained in Radford University's bid/offer prevail over contrary terms and conditions in the bidder's/offeror's response.

28. **TAXES:** Sales to the Commonwealth of Virginia and Radford University are normally exempt from state sales tax. State sales and use tax certificates of exemption ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The appropriate University Sales and Use Tax of Exemption number is as follows: RU 10-546001789F-001; FIN 54-6001789

29. **TESTING AND INSPECTION**: The University reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to specifications.
30. **TRANSPORTATION AND PACKAGING**: By submitting bids/offers, all bidders/offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest band best rate upon the actual weight of the goods to be shipped. Except as otherwise specified herein standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description and quantity. **(NOT NORMALLY REQUIRED FOR SERVICE CONTRACTS.)**
31. **USE OF BRAND NAMES**: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict bidders/offerors to the specific brand, make or manufacturer name, but conveys the general style, type, character, and quality of the product desired. Any product which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The bidder/offeror is responsible to clearly identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the University to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring the bid as nonresponsive. Unless the bidder clearly indicates in its bid that the product offered is an equal product, such bid will be considered to offer the brand name product referenced in the solicitation. **(NOT NORMALLY REQUIRED FOR SERVICE CONTRACTS.)**

## Financial Proposal - Specific Requirements

Reference page 8, #10, sect.C,1-6. - Financial Proposal

RFP #R23-002

Attachment F-1

Whitt Carpet & Tile Service, Inc.



### SPECIFIC REQUIREMENTS:

#### C. Financial Proposal

1. Describe the fees that will be charged for the goods and services proposed in the RFP. Ensure that the fees are provided for all Goods and Services.

**Response:**

Using the Estimate form (Attachment F-7 - Quote Sheet), we will assemble an estimate with each item on a separate line including materials, labor, transitions, adhesives and sundry items. Broken down like this, the facility will be able to have a clear understanding of the total pricing structure. In some circumstances, rental on specialty equipment may be added to the estimate. Some of these items and their price per unit have been listed in our labor cost proposal (Attachment F-2). Other labor and equipment items can be added at the facility's request. Additionally, managed specialty contractor services will be provide on an as-needed basis. Any projects utilizing managed specialty contractor services, margin will be added to the subcontractor's price on a graduating scale (shown below). (Example: terrazzo repairs in Covington Hall.)

2. Describe how the university will benefit from the cost savings by accepting the firm's proposal.

**Response:** The University will benefit from cost savings in several ways:

1. Consistent verifiable pricing
2. Detailed Estimate for Review
3. Consistent Quality of Workmanship and service
4. Reduces the need for the Facility to go to the expense of bidding each and everything .

Additionally Whitt Carpet has provided and/or passed along volume discounts as well "sale prices" on materials, such as LVP for RU apartments, in the past in order to save the University money. Also, Whitt Carpet has and will continue to revise and deduct quantities from quotes/PO's when material suppliers overages are not shipped or a lesser amount than figured. On larger jobs this can often equate to thousands of dollars per quote.

3. Discounts may be provided as category discounts, line item discounts, or both.

**Response:** We are showing a range of discounts for each category. Discounts within the range will allow us to offer the best discount available.  
Please see Attachment F-4, Material Discounts per Category. This will also be shown per project estimate as line item discounts on our Quote Sheet example (Attachment F-7)  
Examples of manufacturers List prices per product have all been included (attachment F-6)

4. Include any volume discounts, incentives, or rebates in your offering.

**Response:** Volume discounts may be available on a job by job basis.

5. University Department users may request increased discounts or negotiate further value added goods and services at any time. Selected Firm(s) may increase the minimum discount percentage at any time, either permanently or on a transaction only basis; any decrease to a minimum discount percentage requires written approval of Radford University.

**Response:** Whitt Carpet & Tile Service acknowledges the above.

6. COST PROPOSAL: A cost proposal template is being provided with this solicitation (See Attachment E). It is not mandatory to use the template. However, it does include all the items the University is requesting for fair and accurate comparisons between vendors. Pricing documents should include the following information (as applicable):
- a. Item Description
  - b. Manufacturer Name
  - c. Manufacturer Number
  - d. Vendor Product Category and/or Code
  - e. Category Discount Structure
  - f. Unit of Measure
  - g. List Price
  - h. Net Price
  - i. Volume Discount
  - j. Hourly Rates for all installation services provided. Provide the job classification (supervisor, laborer, lead worker, etc.) and the hourly rate for all relevant positions. Be sure to indicate if these rates are different for any of the Zones specified in the zone map (Attachment C).\*

**Response:** A Cost Proposal has been provided in Attachment F-5. Additionally sample manufacturer lists have been provided with attachment F-6

\* The rates provided must be "fully burdened" to include any ancillary expenses associated with project performance. Transportation, travel time, soft costs, as well.

**Response:** Acknowledged and included.

#### **Additional Proposal Points, Clarification & Information**

- + Managed specialty contractor services (not performed by Whitt Carpet) will have added margin rates as follows:  
(Projects \$0 - \$100,000 = 18%, \$100,001 - \$500,000 = 14.5%, \$500,001+ = 10.5%)
- + A minimum labor fee will be used for any labor required that is less than the minimum fee shown on the attached labor chart (attachment F-2)
- + Material freight & surcharges will be per unit at cost plus 10%
- + Additional trades/services will be provided on an as needed basis as related to flooring/finishes.
- + ALL manufacturers' list prices are variable based on the manufacturers most recent adjustments. Manufacturer price lists will be provided upon request as available.
- + Extra charges will only be passed along if there are changes in the scope of work as mutually agreed upon (*Ref. page 16, #19*)

**Labor Pricing (Zone 8)**

Reference page 8, #10, sect.C,6-E - Financial Proposal - Labor Rates

Whitt Carpet & Tile Service, Inc.

RFP #R23-002

3170 West Main Street

**Attachment F-2 - Labor Pricing (Financial Proposal)**

Salem, VA 24153



\*Labor items do NOT include any materials. All materials will be priced out separately.

Labor Description		Pricing when materials are supplied by Whitt Carpet & Tile Service		Pricing when materials are supplied from other source		Unit	Notes/ Clarifications
		Non-standard		Non-standard			
		2022 Price per unit	Work Hours cost Unit	2022 Price per unit	Work Hours		
Carpet Tile - Demo & Disposal	Standard	\$3.47	\$5.36	\$6.25	\$8.93	SY	*Removal of carpet tile with standard pressure sensitive adhesives
	Difficult	\$6.94	\$10.71	\$11.90	\$17.86	SY	*Removal using machines
Broadloom carpet - Demo & Disposal	Standard	\$3.13	\$4.82	\$5.36	\$7.50	SY	* Excludes removal of wet set (blue blue) applications
	Blue Glue/ Difficult	\$7.29	\$11.25	\$12.50	\$17.50	SY	*Removal using machines
Resilient - Demo & Disposal	Standard	\$1.04	\$1.61	\$1.79	\$2.81	SF	
Rubber Treads - Demo & Disposal	Standard	\$6.94	\$10.71	\$11.11	\$16.67	LF	
Carpet Tile Installation		\$4.86	\$7.29	\$9.72	\$13.46	SY	
Broadloom Carpet Installation		\$7.14	\$10.71	\$11.11	\$16.67	SY	
Broadloom with Pattern Installation		\$11.43	\$17.14	\$17.78	\$26.67	SY	General - Labor prices included are for zone 8. Other zones can be added by request.
Powerbond Installation		\$5.56	\$8.57	\$9.76	\$14.29	SY	
LVT/ Rubber Tile Installation		\$1.79	\$2.68	\$3.47	\$5.21	SF	
VCT Installation		\$1.07	\$1.61	\$1.88	\$2.81	SF	
Sheet Vinyl		\$14.29	\$21.43	\$33.33	\$48.39	SY	*Includes flat work only. NO flash cove.
Linoleum sheet		\$17.14	\$25.71	\$40.00	\$60.00	SY	*Includes flat work only. NO flash cove.
Heat Welding		\$3.93	\$5.89	\$6.88	\$10.31	LF	
Rubber Treads (no riser)		\$10.48	\$15.71	\$24.44	\$36.67	LF	
Rubber Treads (with integral riser)		\$14.29	\$21.43	\$33.33	\$50.00	LF	
Rubber Risers		\$1.07	\$1.61	\$1.88	\$2.81	LF	
4" Covebase Labor		\$0.93	\$1.39	\$1.81	\$2.71	LF	
6" Covebase Labor		\$1.21	\$1.82	\$2.74	\$4.11	LF	
Millwork Base		\$1.79	\$2.68	\$4.17	\$6.25	LF	
Transition Strips Labor		\$2.86	\$4.29	\$5.00	\$7.50	LF	
Ceramic tile floors Installation		\$6.43	\$9.64	\$10.71	\$16.07	SF	*Basic square or brick layouts. Does NOT include detailed work
Ceramic tile walls Installation		\$7.86	\$11.79	\$13.10	\$19.64	SF	*Basic square or brick layouts. Does NOT include detailed work
Ceramic tile base Installation		\$5.71	\$8.57	\$9.52	\$14.29	LF	
Ceramic waterproofing & crack isolation (roll-on)		\$1.21	\$1.82	\$2.02	\$3.04	SF	*Includes (2) coats
Crack-isolation uncoupling membrane (Ditra)		\$2.50	\$3.75	\$4.17	\$6.25	SF	*Includes labor to install uncoupling membrane similar to Schluter Ditra
Skim Subfloor (Basic)	Resilient (VCT/LVT)	\$1.39	\$2.14	\$2.38	\$3.57	SF	*Scrape exis ing glue. Skim coat subfloor once and buff once.
Skim Subfloor (Basic)	Carpet Tile	\$1.04	\$1.61	\$1.79	\$2.68	SF	*Scrape loose adhesive residue. Skim where needed to create smooth surface.
Skim Subfloor (Heavy)	Resilient (VCT/LVT)	\$2.08	\$3.21	\$3.57	\$5.36	SF	*Scrape exis ing glue. Skim coat subfloor twice and buff once.
Skim Subfloor (Heavy)	Carpet Tile	\$1.74	\$2.68	\$2.98	\$4.46	SF	*Scrape large residue. Skim to encapsulate existing adhesives.
Self Leveling		\$55.56	\$78.57	\$95.24	\$130.95	Bag	
Prime Subfloor		\$0.21	\$0.32	\$0.75	\$1.13	SF	
Furniture Moving	Standard	\$0.77	\$1.19	\$1.23	\$1.85	SF	*Mostly open offices - includes small desks and chairs
Furniture Moving	Heavy	\$1.39	\$2.14	\$2.22	\$3.33	SF	*Full offices/ large heavy desks, cabinets, filing cabinets, and misc. items
Furniture Moving	Lift/ Cubicles	\$1.85	\$2.86	\$2.96	\$4.44	SF	*Cubicles/ Modular furniture requiring jacks/ lift system
Minimum Labor Fee		\$280.00	\$395.00	\$500.00	\$687.50	EA	*If labor charges are less than the minimum, a labor fee the fee will be charged
Standard delivery fee	Per trip	\$95.00	\$140.00	\$162.50	\$237.50	EA	
		\$0.00	\$0.00	\$0.00	\$0.00		
<b>Equipment</b>				\$0.00	\$0.00		
Stripping Machine (walk behind)		\$0.44	\$0.69	\$0.76	\$1.14	SF	
Carpet Puller		\$63.89	\$98.57	\$109.52	\$164.29	DAY	
Floor Buffer		\$48.61	\$75.00	\$83.33	\$125.00	DAY	
Carbide Tooth Driver (Scrape Away Wheel)		\$31.94	\$49.29	\$54.76	\$82.14	DAY	
Diamond Grinding Driver (Diamond Wheel)		\$58.33	\$90.00	\$100.00	\$150.00	DAY	

\*Labor items do NOT include any materials. All materials will be priced out separately.

**HOURLY LABOR RATES**

Description:

<b>Zone 8</b>
Project Manager
Lead Installer
Installer
Laborer
Ceramic Lead Installer
Ceramic Installer

**RATES (\$ per hour)**

<u>Normal Business</u>	<u>After Hrs/Weekends</u>	<u>Normal Business</u>	<u>After Hrs/Weekends</u>
\$58.00	\$78.00	\$100.00	\$150.00
\$45.00	\$68.00	\$75.00	\$112.50
\$38.00	\$51.00	\$55.00	\$82.50
\$23.50	\$33.00	\$40.00	\$60.00
\$55.00	\$75.00	\$87.50	\$131.25
\$39.00	\$55.00	\$62.50	\$93.75

## Labor Pricing (Zones 2,7 & 9)

11/3/2022

Reference page 8, #10, sect.C,6-E - Financial Proposal - Labor Rates

RFP #R23-002

### Attachment F-3 - Labor Pricing (Financial Proposal)

Whitt Carpet & Tile Service, Inc.

3170 West Main Street

Salem, VA 24153



\*Labor items do NOT include any materials. All materials will be priced out separately.

**Pricing when materials are supplied by Whitt Carpet & Tile**

Labor Description		Pricing when materials are supplied by Whitt Carpet & Tile		Unit	Notes/ Clarifications
		2022 Price per unit	Non-standard Work Hours - Unit cost		
Carpet Tile - Demo & Disposal	Standard	\$3.93	\$5.89	SY	*Removal of carpet tile with standard pressure sensitive adhesives
	Difficult	\$8.21	\$12.32	SY	
Broadloom carpet - Demo & Disposal	Standard	\$3.57	\$5.36	SY	* Removal using machines
	Blue Glue/ Difficult	\$8.21	\$12.32	SY	
Resilient - Demo & Disposal	Standard	\$1.29	\$1.93	SF	* Excludes removal of wet set (blue blue) applications
Rubber Treads - Demo & Disposal	Standard	\$8.57	\$12.86	LF	*Removal using machines
Carpet Tile Installation		\$5.71	\$8.57	SY	<i>General - Labor prices included are for this zone. Other zones can be added by request.</i>
Broadloom Carpet Installation		\$8.93	\$13.39	SY	
Broadloom with Pattern Installation		\$14.29	\$21.43	SY	
Powerbond Installation		\$6.43	\$9.64	SY	
LVT/ Rubber Tile Installation		\$2.14	\$3.21	SF	
VCT Installation		\$1.43	\$2.14	SF	
Sheet Vinyl		\$17.14	\$25.71	SY	
Linoleum sheet		\$20.00	\$30.00	SY	
Heat Welding		\$5.00	\$7.50	LF	
Rubber Treads (no riser)		\$11.90	\$17.86	LF	
Rubber Treads (with integral riser)		\$17.14	\$25.71	LF	
Rubber Risers		\$1.21	\$1.82	LF	
4" Covebase Labor		\$1.07	\$1.61	LF	
6" Covebase Labor		\$1.36	\$2.04	LF	
Millwork Base		\$2.50	\$3.75	LF	
Transition Strips Labor		\$4.29	\$6.43	LF	
Ceramic tile floors Installation		\$7.14	\$10.71	SF	*Basic square or brick layouts. Does NOT include detailed work
Ceramic tile walls Installation		\$8.57	\$12.86	SF	*Basic square or brick layouts. Does NOT include detailed work
Ceramic tile base Installation		\$7.14	\$10.71	LF	
Ceramic waterproofing & crack isolation (roll-on)		\$1.79	\$2.68	SF	*Includes (2) coats
Crack-isolation uncoupling membrane (Ditra)		\$3.57	\$5.36	SF	*Includes labor to install uncoupling membrane similar to Schluter Ditra
Skim Subfloor (Basic)	Resilient (VCT/LVT)	\$1.60	\$2.46	SF	*Scrape existing glue. Skim coat subfloor once and buff once.
Skim Subfloor (Basic)	Carpet Tile	\$1.04	\$1.61	SF	*Scrape loose adhesive residue. Skim where needed to create smooth surface.
Skim Subfloor (Heavy)	Resilient (VCT/LVT)	\$2.08	\$3.21	SF	*Scrape existing glue. Skim coat subfloor twice and buff once.
Skim Subfloor (Heavy)	Carpet Tile	\$1.74	\$2.68	SF	*Scrape large residue. Skim to encapsulate existing adhesives.
Self Leveling		\$69.44	\$92.86	Bag	
Prime Subfloor		\$0.35	\$0.54	SF	
Furniture Moving	Standard	\$0.93	\$1.43	SF	*Mostly open offices - includes small desks and chairs
Furniture Moving	Heavy	\$1.54	\$2.38	SF	*Full offices/ large heavy desks, cabinets, filing cabinets, and misc. items

Furniture Moving	Lift/ Cubicles	\$2.16	\$3.33	SF
Minimum Labor Fee		\$1,045.00	\$1,215.00	EA
Standard delivery fee	Per trip	\$350.00	\$575.00	EA
Trip Charge		\$490.00	\$750.00	EA
OTE		\$245.00	\$375.00	EA
		\$0.00	\$0.00	
		\$0.00	\$0.00	
<b>Equipment</b>				
Stripping Machine (walk behind)		\$0.44	\$0.69	SF
Carpet Puller		\$63.89	\$98.57	DAY
Floor Buffer		\$48.61	\$75.00	DAY
Carbide Tooth Driver (Scrape Away Wheel)		\$31.94	\$49.29	DAY
Diamond Grinding Driver (Diamond Wheel)		\$58.33	\$90.00	DAY
		\$0.00		

\*Cubicles/ Modular furniture requiring jacks/ lift system

\*If labor charges are less than the minimum, a labor fee the fee will be charged

\*Includes out of town expenses per person for travel overnight

### HOURLY LABOR RATES

### RATES (\$ per hour)

Description:

Normal      After Hrs/  
Business      Weekends

#### Zones: 2, 7, 9

Project Manager
Lead Installer
Installer
Laborer
Ceramic Lead Installer
Ceramic Installer

\$60.00	\$80.00
\$49.00	\$70.00
\$41.00	\$53.00
\$28.00	\$36.00
\$62.00	\$85.00
\$47.00	\$70.00

## Financial Proposal - Material Discounts

Reference page 8,# 10, sect. C, 3. - Financial Proposal - Material Discounts  
RFP #R23-002



### Attachment F-4

## FINANCIAL PROPOSAL

Whitt Carpet & Tile Service, Inc.

### Material Discounts per Category

Flooring Type	% Discount off List Price
Carpet Broadloom/ Powerbond	5% - 29%
Carpet Modular	16% - 29%
Resilient (LVT)	15% - 29%
Resilient (VCT, Sheet vinyl, Linoleum, etc)	18% - 28.5%
Resilient (Base, rubber tile, etc)	18% - 28.5%
Ceramic Tile	22% - 30%
Floor Prep Materials	15%
Adhesives	15%
Transitions	15%
Sundries	15%

#### Notes & Clarifications:

- \*Volume discounts may be available on a job by job basis.
- \*Other products and services to be included as required on an as needed basis.
- \*Freight not included
- \*Not all Manufacturers publish List Prices. For these, List Price is calculated with comparable margins of manufacturers that do publish List Prices.
- \*Product catalogs provided upon request
- \*Other products to be included as needed at comparable discounts

**Attachment F-5**

Whitt Carpet & Tile Service, Inc.  
3170 West Main Street  
Salem, VA 24153



Flooring Type	Manufacturer	Style	Style #	Backing	Unit of Measure	List Price	% Discount	Net Price	Cost for Material Only	Cost to Install Owner Material	Furnish & Install
Carpet - Broadloom	Mannington	Broadloom - ALL	ALL	ULTRABAC RE	SY	<b>List prices shown on attached sheets and/or as requested</b>	<b>Discount percentages shown on attached Materials List Discout Sheet (Attachment F-4)</b>	<b>Net price calculated as list price less discount percentage</b>	<b>Costs will be calculated. Additional discounts provided for larger orders.</b>	<b>As shown on Labor Pricing sheet (Attachment F-2)</b>	<b>As calculated materials + labor</b>
Carpet - Modular	Mannington	Carpet tile - ALL	ALL	INFINITY MODULAR	SY						
Resilient - LVT	Mannington	LVT - ALL	ALL	ALL	SF						
Resilient - Sheet Vinyl	Mannington	Sheet Vinyl - ALL	ALL	ALL	SY						
Resilient - Rubber	Mannington	Rubber - ALL	ALL	ALL	SF						
Resilient - Base	Mannington	Covebase - ALL	ALL	NA	LF						
Adhesives	Mapei	ALL	NA	NA	EA						
Carpet - Modular	J&J Flooring	Carpet tile - ALL	ALL	ALL	SY						
Carpet - Modular	J&J Flooring	Kinetex - ALL	ALL	ALL	SF						
Resilient - LVT	J&J Flooring	LVT - ALL	ALL	ALL	SF						
Adhesives	J&J Flooring	ALL	NA	NA	EA						
Carpet - Broadloom	MOHAWK	Broadloom - ALL	ALL	UNIBOND PLUS	SY						
Carpet - Broadloom	MOHAWK	Broadloom - ALL	ALL	WELDLOK	SY						
Carpet - Modular	MOHAWK	Carpet Tile - ALL	ALL	ALL	SY						
Resilient - LVT	MOHAWK	LVT - ALL	ALL	ALL	SF						
Resilient - Base	MOHAWK	Covebase - ALL	ALL	NA	LF						
Resilient - Rubber	MOHAWK	Rubber - ALL	ALL	ALL	SF						
Adhesives	MOHAWK	ALL	NA	NA	EA						
Carpet - Broadloom	Tarkett	Powerbond - ALL	ALL	Cushion RS	SY						

Carpet - Modular	Tarkett	Carpet tile - ALL	ALL	Ethos Omniccoat	SY						
Resilient - LVT	Tarkett	LVT - ALL	ALL	ALL	SF						
Resilient - Sheet Vinyl	Tarkett	Sheet Vinyl - ALL	ALL	ALL	SY						
Resilient - Rubber	Tarkett	Rubber tile - ALL	ALL	ALL	SF						
Resilient - Linoleum	Tarkett	Linoleum - ALL	ALL	ALL	SY						
Resilient - Rubber	Tarkett	Rubber Treads - ALL	ALL	NA	EA						
Resilient - VCT	Tarkett	VCT - ALL	ALL	NA	SF						
Resilient - Base	Tarkett/ Johnsonite	4" Covebase	ALL	NA	LF						
Resilient - Base	Tarkett/ Johnsonite	6" Covebase	ALL	NA	LF						
Resilient - Base	Tarkett/ Johnsonite	Millwork base	ALL	NA	LF						
Adhesives	Tarkett	ALL	NA	NA	EA						
Resilient - VCT	ARMSTRONG	MULTICOLOR	ALL	NA	CTN						
Resilient - VCT	ARMSTRONG	IMPERIAL TEXTURE	ALL	NA	CTN						
Adhesives	ARMSTRONG	ALL	NA	NA	EA						
Ceramic	Daltile	Ceramic & Quarry tile	ALL	NA	SF/PC						
Resilient - Linoleum	Forbo	Linoleum sheet - ALL	ALL	ALL	SY						
Resilient - Linoleum	Forbo	Linoleum tile - ALL	ALL	ALL	SF						
Adhesives	Forbo	ALL	NA	NA	EA						
Adhesives	Mapei	ALL	NA	NA	EA						

**Qualifications:**

\*It is the intention of Whitt Carpet & Tile Services on this contract to include any/all necessary products of these and other manufacturers. Other manufacturers and products will be provided at the discount rates listed on the attached sheets.

**\*Not all Manufactures publish List Prices. For these, List Price is calculated with comparable margins of manufacturers that do publish List prices.**

**\*Volume discounts may be available on a job by job basis.**

**\*Product catalogs provided upon request.**

**\* Material prices only. Freight not included.**

**\*Other products and services to be included as required on an as needed basis.**

Attachment F-6 - Sample Manufacturer Price List



(example product list)

Style Name	Style #	Collection	Backing	Yd2 / Box	List Price
<b>CARPET TILE</b>					
Intrinsic	7096		Nexus® Modular	8.00	\$ 26.27
Well Versed	7072		Nexus® Modular	8.00	\$ 32.75
Adapt/Adjust/Advance	7602/7601/7600		Nexus® Modular	6.00	\$ 42.50
Convergent	7925		Nexus® Modular	6.22	\$ 50.00

Style Name	Style #	Collection	Backing	Size	List Price
<b>BROADLOOM</b>					
Vertex 20	2438		Standard Back	12'	\$21.75
Mix 3/Merge 3/Fuse 3	3512/3522/3522		Standard Back	12'	\$24.25

Style Name	Style #	Collection	Size	SF / Box	List Price
<b>LVT</b>					
Signature/Fusion		12 mil	All	48.00	\$2.79
Classics/Alloy		20 mil	All	39.00	\$3.75

Style Name	Style #	Collection	Size	SF / Box	List Price
<b>Kinetex</b>					
All Products	All	All	All	72.00	\$5.00

Platform	Style Name	Style #	Description	Size/Packaging	List Price
<b>Adhesives</b>					
Carpet Tile	Nexus Modular Adhesive	<b>A1334</b>	Pressure Sensitive	4 Gal Bucket	\$ 125.00
Kinetex	Kinetex Premium Adhesive	<b>A3734</b>	Pressure Sensitive	4 Gal Bucket	\$ 125.00
Broadloom	Broadloom Adhesive		Spread adhesive for Broadloom and Woven	4 Gal Bucket	\$ 46.00
LVT	LVT Adhesive		Pressure Sensitive Adhesive, for use with all glue down LVT	4 Gal Bucket	\$ 125.00

## CARPET PRICE LIST

**EFFECTIVE: 10/03/22**

Pricing and Terms are Subject to Change Without Notice

**CONFIDENTIAL**

<i>This Price Grid Supersedes All Previously Issued Price Grids</i>											
STYLE NAME	FACE WT	TILE SIZE	BROAD PATTERN REPEAT/TILE INSTALL	XGUARD	COLORSAFE	STYLE CODE	BACK	BACKING DESCRIPTION	COLLECTION	XPRESS	LIST PRICE
Align	21 Oz		75"W X 50 1/2" L	X	C	ALIGB	SA	UltraBac RE	Quadrant		39.50
Align	21 Oz		75"W X 50 1/2" L	X	C	ALIGB	HP	Integra HP	Quadrant		41.10
Align	21 Oz	24"X24"	Mono Or Brick	X	C	ALIGT	6E	Infinity Modular 2	Quadrant	Xpress	39.40
Castline	14 Oz	18"X36"	Horizontal Brick Ashlar	X	C	CASTT	6E	Infinity Modular 2	Swell		40.60
Codi	19 Oz	18"X36"	Mono, Brick, Vertical	X	C	CODIT	6E	Infinity Modular 2	Automata	Xpress	39.40
Colorcast	14 Oz	18"X36"	Horizontal Brick Ashlar	X	C	CLRCT	6E	Infinity Modular 2	Swell		44.60
Cryptogram	18 Oz	18"X36"	Mono, Brick, Vertical	X	C	CRYPT	6E	Infinity Modular 2	Automata	Xpress	39.40
Elevation	14 Oz	18"X36"	Mono, Brick, Vertical	X	C	ELEVT	6E	Infinity Modular 2	Urban Patina	Xpress	35.40
Eventide	14 Oz	18"X36"	Horizontal Brick Ashlar, Monolithic, Vertical Ashlar	X	C	EVETT	6E	Infinity Modular 2	Swell		48.20

**CARPET PRICE LIST**

**EFFECTIVE: 10/03/22**

Pricing and Terms are Subject to Change Without Notice

**CONFIDENTIAL**

<i>This Price Grid Supersedes All Previously Issued Price Grids</i>											
STYLE NAME	FACE WT	TILE SIZE	BROAD PATTERN REPEAT/TILE INSTALL	XGUARD	COLORSAFE	STYLE CODE	BACK	BACKING DESCRIPTION	COLLECTION	XPRESS	LIST PRICE
Hightide	14 Oz	18"X36"	Horizontal Brick Ashlar, Monolithic, Vertical Ashlar	X	C	HITIT	6E	Infinity Modular 2	Swell		40.60
Husk	22 Oz		75" W X 46.5" L (Random Match)	X	C	HUSKB	SA	UltraBac RE	Entwined		51.20
Husk	22 Oz		75" W X 46.5" L (Random Match)	X	C	HUSKB	HP	Integra HP	Entwined		61.30
Husk	22 Oz	24"X24"	Brick Horizontal, Mono	X	C	HUSKT	6E	Infinity Modular 2	Entwined		52.70
Mesh	16 Oz		37" W X 46 1/2" L	X	C	MESHB	SA	UltraBac RE	Urban Grid		26.80
Mesh	16 Oz		37" W X 46 1/2" L	X	C	MESHB	HP	Integra HP	Urban Grid		31.90
Mesh	14 Oz	18"X36"	Brick	X	C	MESHT	6E	Infinity Modular 2	Urban Grid	Xpress	35.40
Moso	22 Oz		75" W X 49" L (Random Match)	X	C	MOSOB	SA	UltraBac RE	Entwined		43.60
Moso	22 Oz		75" W X 49" L (Random Match)	X	C	MOSOB	HP	Integra HP	Entwined		53.70
Moso	22 Oz	24"X24"	Brick Horizontal, Mono	X	C	MOSOT	6E	Infinity Modular 2	Entwined		60.00

**CARPET PRICE LIST**

**EFFECTIVE: 10/03/22**

Pricing and Terms are Subject to Change Without Notice

**CONFIDENTIAL**

*This Price Grid Supersedes All Previously Issued Price Grids*

STYLE NAME	FACE WT	TILE SIZE	BROAD PATTERN REPEAT/TILE INSTALL	XGUARD	COLORSAFE	STYLE CODE	BACK	BACKING DESCRIPTION	COLLECTION	XPRESS	LIST PRICE
Multiplexer	20 Oz		56 1/4"W x 61" L (Random Match)	X	C	MULTB	SA	UltraBac RE	Googie		39.10
Multiplexer	20 Oz		56 1/4"W x 61" L (Random Match)	X	C	MULTB	HP	Integra HP	Googie		47.20
Multiplexer	20 Oz	24"X24"	Mono, Brick, Vertical	X	C	MULTT	6E	Infinity Modular 2	Googie		49.90
Phenomena	20 Oz		18 3/4" W X 21" L (Random Match)	X	C	PHENB	SA	UltraBac RE	Googie		39.10
Phenomena	20 Oz		19 3/4" W X 21" L (Random Match)	X	C	PHENB	HP	Integra HP	Googie		47.20
Phenomena	20 Oz	24"X24"	Mono, Brick, Vertical	X	C	PHENT	6E	Infinity Modular 2	Googie		49.90
Precision	22 Oz		37 1/2"W X 54" L (Random @ Owners Disc.)	X	C	PRECB	SA	UltraBac RE	Quadrant		39.50
Precision	22 Oz		37 1/2"W X 54" L (Random @ Owners Disc.)	X	C	PRECB	HP	Integra HP	Quadrant		44.70
Precision	22 Oz	24"X24"	Mono Or Brick	X	C	PRECT	6E	Infinity Modular 2	Quadrant	Xpress	39.40
Ramie	22 Oz		37.5" W X 49.25" L	X	C	RAMIB	SA	UltraBac RE	Entwined		47.60

**CARPET PRICE LIST**

**EFFECTIVE: 10/03/22**

Pricing and Terms are Subject to Change Without Notice

**CONFIDENTIAL**

<i>This Price Grid Supersedes All Previously Issued Price Grids</i>											
STYLE NAME	FACE WT	TILE SIZE	BROAD PATTERN REPEAT/TILE INSTALL	XGUARD	COLORSAFE	STYLE CODE	BACK	BACKING DESCRIPTION	COLLECTION	XPRESS	LIST PRICE
Ramie	22 Oz		37.5" W X 49.25" L	X	C	RAMIB	HP	Integra HP	Entwined		53.50
Ramie	22 Oz	24"X24"	Brick Horizontal, Mono	X	C	RAMIT	6E	Infinity Modular 2	Entwined		56.00
Rule 30	17 Oz	18"X36"	Mono, Brick, Vertical	X	C	RULET	6E	Infinity Modular 2	Automata	Xpress	39.40
Scaffold	14 Oz	18"X36"	Brick	X	C	SCAFT	6E	Infinity Modular 2	Urban Grid	Xpress	35.40
Scaffold	16 Oz		Randon Pattern Match	X	C	SCAFB	SA	UltraBac RE	Urban Grid		26.80
Scaffold	16 Oz		Randon Pattern Match	X	C	SCAFB	HP	Integra HP	Urban Grid		39.50
Seeds	18 Oz	18"X36"	Mono, Brick, Vertical	X	C	SEEDT	6E	Infinity Modular 2	Automata	Xpress	39.40
Skyway	22 Oz		78" W X 168" L (Random Match)	X	C	SKYWB	SA	UltraBac RE	Googie		39.10
Skyway	22 Oz		78" W X 168" L (Random Match)	X	C	SKYWB	HP	Integra HP	Googie		51.20
Skyway	22 Oz	24"X24"	Mono, Brick, Vertical	X	C	SKYBT	6E	Infinity Modular 2	Googie		57.50
Span	14 Oz	18"X36"	Mono, Brick, Vertical	X	C	SPANT	6E	Infinity Modular 2	Urban Patina	Xpress	35.40

**CARPET PRICE LIST**

**EFFECTIVE: 10/03/22**

Pricing and Terms are Subject to Change Without Notice

**CONFIDENTIAL**

<i>This Price Grid Supersedes All Previously Issued Price Grids</i>											
STYLE NAME	FACE WT	TILE SIZE	BROAD PATTERN REPEAT/TILE INSTALL	XGUARD	COLORSAFE	STYLE CODE	BACK	BACKING DESCRIPTION	COLLECTION	XPRESS	LIST PRICE
Telejector	20 Oz		78" W X 71" L (Random Match)	X	C	TELEB	SA	UltraBac RE	Googie		46.70
Telejector	20 Oz		78" W X 71" L (Random Match)	X	C	TELEB	HP	Integra HP	Googie		47.20
Telejector	20 Oz	24"X24"	Mono, Brick, Vertical	X	C	TELET	6E	Infinity Modular 2	Googie		49.90

**SHEET VINYL**

**EFFECTIVE: 10/03/22**

Product Name	Category	Structure	Style Code	Wearlayer	Wearlayer Thickness	Total Thickness	LIST PRICE
BioSpec MD 6'6" (Roll)	Inlaid	Homogeneous	BSMD	Quantum Guard® Elite	-	2.03 mm	49.72
Realities II 6' & 12' (Roll)	Cushion	Heterogeneous	RL	Quantum Guard® Elite	0.51 mm	2.03 mm	54.92
Realities II 9' (Roll)	Cushion	Heterogeneous	RL9	Quantum Guard® Elite	0.51 mm	2.03 mm	63.12

## LVT COLLECTION PRICE LIST

EFFECTIVE: 10/03/22

PRODUCT	STYLE CODE	WEARLAYER THICKNESS	TOTAL THICKNESS	STYLES	WEARLAYER	DIRECT OR DISTRIBUTION?	LIST PRICE
Amtico Signature Xpress <i>(Up to 10,000 SF in 10 Days or Less)</i>		40 mil	2.5 mm		Quantum Guard® HP	Direct	8.60
Amtico Signature Standard	AROW, AROS, AROA	40 mil	2.5 mm		Quantum Guard® HP	Direct	8.60
Amtico Signature Standard Xtra	AROW, AROS, AROA	40 mil	2.5 mm		Quantum Guard® HP	Direct	9.11
No Reservations Xpress	NR4	20 mil	4.0 mm		Quantum Guard Elite®	Direct	5.90
Spacia	SS5W, SS5S, SS5A	20 mil	2.5 mm		Quantum Guard Elite®	Direct	5.18

## RUBBER FLOORING PRICE LIST

EFFECTIVE: 10/03/22

Product Name	Style Code	Description	Packaging	UOM	LIST PRICE
<b>Open Range</b>					
Open Range	OPR	1/8" Thickness; Thermoset Rubber Plank; 6.25"x42" Matte Finish; Marbled Profile	36.5 SF / Carton (20 PCS)	SF	17.92
<b>Open Range: <u>Sold in full cartons ONLY</u> - Orders must be rounded to full carton quantity</b>					
<b>ColorScape</b>					
ColorScape Rubber Tile <b>(Solid)</b> - 18.125" x 18.125"	8RD / 8SQ / 8SC	1/8" Thickness; Thermoset Rubber Tile; Profiles: Round, Square & Sculptured	20 Pieces / Carton (45.625 SF / Carton)	SF	15.22
ColorScape 36" Tile <b>(Solid)</b>	3RD / 3SQ / 3SC	1/8" Thickness; Thermoset Rubber Tile; Profiles: Round, Square & Sculptured	Profile Dependent	SF	15.22
<b>ColorScape: <u>Sold in full cartons ONLY</u> - Orders must be rounded to full carton quantity; <u>36" Tiles Sold in full tiles ONLY</u> - Orders must be rounded to next full tile quantity</b>					
<b>ColorSpec</b>					
ColorSpec Rubber Tile - 18" x 18" or 18.125" x 18.125" <b>(Profile Dependent)</b>	8SQ / 8SC / 8SM	1/8" Thickness; Thermoset Rubber Tile; Profiles: Smooth, Square & Sculptured	20 Pieces / Carton	SF	16.39
ColorSpec 36" Tile	3SQ / 3SC / 3SM	1/8" Thickness; Thermoset Rubber Tile; Profiles: Smooth, Square & Sculptured	Profile Dependent	SF	16.39
<b>ColorSpec: <u>Sold in full cartons ONLY</u> - Orders must be rounded to full carton quantity; <u>36" Tiles Sold in full tiles ONLY</u> - Orders must be rounded to next full tile quantity</b>					

## RUBBER BASE PRICE LIST

EFFECTIVE: 10/03/22

Product Name	Style Code	Description	Packaging	UOM	LIST PRICE
<b>TP Wall Base</b>					
1/8" Type TP 2.5" Burke Collection Wall Base	2GL / 2HL / 2GR / 2HR	Thermoplastic Rubber; Available in: 4' Lengths or 100' Roll	100 LF	LF	1.38
1/8" Type TP 4" Burke Collection Wall Base	4GL / 4HL / 4GR / 4HR	Thermoplastic Rubber; Available in: 4' Lengths or 100' Roll	100 LF	LF	1.48
1/8" Type TP 4.5" Burke Collection Wall Base	5GR / 5HR / 5GL / 5HL	Thermoplastic Rubber; Available in: 4' Lengths or 100' Roll	100 LF	LF	1.89
1/8" Type TP 6" Burke Collection Wall Base	6GL / 6HL / 6GR / 6HR	Thermoplastic Rubber; Available in: 4' Lengths or 100' Roll	100 LF	LF	2.65

Attachment F-6 - Sample Manufacturer Price List



(example product list)

Style Name	Style #	Collection	Backing	Yd2 / Box	List Price
<b>CARPET TILE</b>					
Filtering Form / QS	BT583	Crossing Current	EcoFlex Matrix (UZ)	10.6667	\$ 28.60
First One Up II / QS	BT443	First One Up II	EcoFlex NXT (EP)	8	\$ 35.08
Necessary Action / QS	GT467	Learn & Live - Taking Steps	EcoFlex NXT (EP)	8	\$ 39.45

Style Name	Style #	Collection	Backing	Pattern Repeat	List Price
<b>BRAODLOOM</b>					
Connetic / QS/ Max Service	BC426	Connetic	Unibond Plus	5.2" (W) x 6.4" (L)	\$18.86
Color Study 30 / QS	BC574	Color Study	Weldlok	None	\$23.95
Mirada Stitchlock / QS	GL417	Learn & Live	Unibond Plus	None	\$30.56

Style Name	Style #	Collection	Size	SF / Box	List Price
<b>LVT</b>					
Large & Local Reforestation	C0188	Large & Local	9" x 59"	26.52	\$5.98
Creative Terrain	C0181	Creative Terrain	18" x 36"	54.00	\$11.03
Living Local Chromascope	C0159	Living Local	12" x 24"	36.00	\$4.89

Style Name	Style #	Collection	Size	Gauge (mm)	List Price
<b>Sheet Vinyl</b>					
Medella Fleck	C2061	Healthy Environments	6' 7"	2.00	\$49.50
Medella Hues	C2062	Healthy Environments	6' 7"	2.00	\$49.50
Medella Well	C2063	Healthy Environments	6' 7"	2.00	\$68.40

Style Name	Style #	Collection	Size	Rolls	List Price
<b>Rubber</b>					
TRUE Hammered	TRMB	TRUE	Tile	35-11/16" x 35-11/16"	\$17.08
TRUE Medi-Flex Sheet 2mm	TRS2B	TRUE	Sheet	5' x 50' nominal rolls	\$94.57
Tread Hammered	CRS01	Elemental Edges	Stairtread	4',5',6'	\$30.58

Platform	Style Name	Style #	Description	Size/Packaging	List Price
<b>Adhesives</b>					
Carpet Tile	<b>Enpress</b>	M004C	Pressure Sensitive Releasable for EcoFlex Matrix, NXT, ONE & AIR Carpet Tile and Plank	4 Gal Bucket	\$ 155.00
Broadloom	<b>Nubroadlok</b>	B0020	Spread adhesive for Broadloom and Woven	4 Gal Bucket	\$ 65.00
LVT	<b>M700 Plus</b>	C700P	Pressure Sensitive Adhesive, for use with all glue down LVT & Carpet Tile	4 Gal Bucket	\$ 172.00



(example product list)

**MODULAR**

Style Code	Style Description	Backing Code	Backing Description	List Price	UOM
02578	Abrasive Action II	GU	ethos® Modular with Omnicoat	\$129.09	SY
02578	Abrasive Action II	CF	Flex Aire® Cushion	\$130.36	SY
02578	Abrasive Action II	CR	Flex Aire® Cushion RS	\$131.64	SY
03026	Aftermath II	GU	ethos® Modular with Omnicoat	\$49.99	SY
03026	Aftermath II	CF	Flex Aire® Cushion	\$51.27	SY
03026	Aftermath II	CR	Flex Aire® Cushion RS	\$52.54	SY
11016	Aggregate	GU	ethos® Modular with Omnicoat	\$37.36	SY
11016	Aggregate	CF	Flex Aire® Cushion	\$38.64	SY
11016	Aggregate	CR	Flex Aire® Cushion RS	\$39.91	SY
02803	Applause III	GU	ethos® Modular with Omnicoat	\$62.34	SY
02803	Applause III	CF	Flex Aire® Cushion	\$63.61	SY
02803	Applause III	CR	Flex Aire® Cushion RS	\$64.89	SY
02875	Plexus Colour IV	GU	ethos® Modular with Omnicoat	\$89.06	SY
02875	Plexus Colour IV	CF	Flex Aire® Cushion	\$90.34	SY
02875	Plexus Colour IV	CR	Flex Aire® Cushion RS	\$91.61	SY
11129	Texturemap	GU	ethos® Modular with Omnicoat	\$52.88	SY
11129	Texturemap	CF	Flex Aire® Cushion	\$54.16	SY
11129	Texturemap	CR	Flex Aire® Cushion RS	\$55.43	SY

**POWERBOND 6' ROLL**

Style Code	Style Description	Backing Code	Backing Description	List Price	UOM
02578	Abrasive Action II	M	Powerbond Cushion	\$110.31	SY
02578	Abrasive Action II	MR	Powerbond Cushion RS	\$111.59	SY
02578	Abrasive Action II	NG	Powerbond Medfloor®	\$110.31	SY
03026	Aftermath II	M	Powerbond Cushion	\$43.44	SY
03026	Aftermath II	MR	Powerbond Cushion RS	\$44.72	SY
03026	Aftermath II	NG	Powerbond Medfloor®	\$43.44	SY
02803	Applause III	M	Powerbond Cushion	\$52.91	SY

02803	Applause III	MR	Powerbond Cushion RS	\$54.19	SY
02803	Applause III	NG	Powerbond Medfloor®	\$52.91	SY
03366	Haphazard II	M	Powerbond Cushion	\$58.44	SY
03366	Haphazard II	MR	Powerbond Cushion RS	\$59.72	SY
03366	Haphazard II	NG	Powerbond Medfloor®	\$58.44	SY
02875	Plexus Colour IV	M	Powerbond Cushion	\$80.61	SY
02875	Plexus Colour IV	MR	Powerbond Cushion RS	\$81.89	SY
02875	Plexus Colour IV	NG	Powerbond Medfloor®	\$80.61	SY
11129	Texturemap	M	Powerbond Cushion	\$47.52	SY
11129	Texturemap	MR	Powerbond Cushion RS	\$48.79	SY
11129	Texturemap	NG	Powerbond Medfloor®	\$47.52	SY

**LVT**

Series	List Price	UOM
Adaptt (SureSet)	\$7.36	SF
Contour	\$7.89	SF
Event	\$6.85	SF
iD Latitude	\$5.32	SF
Victory	\$15.59	SF



- After Hrs/ Weekends		MH			\$68.00	\$0.00
Installer - Standard Hrs.		MH		Standard	\$38.00	\$0.00
- After Hrs/ Weekends		MH			\$51.00	\$0.00
Laborer - Standard Hrs.		MH		Standard	\$23.50	\$0.00
- After Hrs/ Weekends		MH			\$33.00	\$0.00
Labor Total:						<u>\$0.00</u>

**Managed Specialty Contractor Work:**

Subcontractor	Work type	Details	Price	
0			0.00	\$0.00
0			0.00	\$0.00
0			0.00	\$0.00
0			0.00	\$0.00
Subcontract Total:				<u>\$0.00</u>

**Project Total: \$0.00**

\*Notes and Exclusions (unless otherwise noted):

**Excludes** major subfloor prep, demolition/asbestos abatement, moisture remediation, installation over residual abatement solvents, final cleaning, sealing and polishing, painting, caulking, cutting/trimming doors, moving of furniture, packing/moving of personal items, disconnecting of computers/equipment, emptying of file cabinets.

Standard working hours (Mon-Fri; 8am-5pm).

**Pricing good for 14 days.**

**We appreciate the opportunity to work with you through this contract.**

**Sincerely,**

*Whitt Carpet & Tile Service*

**Matthew Poland**

End User Accounts Manager

# Whitt Carpet & Tile Service, Inc.

## Attachment G-1

Radford Univ. RFP #R23-002

Reference page 8, #10, section B, 1-3

November 3, 2022

Radford University  
Procurement and Contracts  
P.O. Box 6885  
501 Stockton Street  
Radford, VA 24142

## Experience and Qualifications of Firm

**Whitt Carpet & Tile Service, Inc. is a Second Generation Flooring Contractor whose beginnings start in 1959 with a partnership of Whitt & Clifton. In 1965 the partnership dissolved and Whitt Floor & Tile Service began. Owned and operated by Charles and Veta B. Whitt, the company was incorporated in 1971, as Whitt Carpet & Tile Service, Inc. Veta B. Whitt became the sole stockholder in 1972 upon the death of Charles Whitt. Whitt Carpet & Tile Service, Inc. is currently owned by Debra F. Whitt, the Corporate Treasurer & Charles L. Whitt Jr., the President.**

**Over the last 60+ years Whitt Carpet has been doing business we have developed a strong and successful relationship with Radford University and numerous other universities, school systems, general contractors, private businesses and retail customers. It is our hope to be able to continue and grow this relationship through the partnership of this contract. We are currently partners in (2) successful cooperative contracts (RU and E&I). These are currently utilized by RU, VT, VMI and others. Our diversification allows us to react to many situations by shifting our resources as needed. We look forward using our knowledge and experience to further our relationship and provide superior service.**

**President – Charles Whitt Jr.**

**In January of 1976, Charles Whitt, Jr. became employed full time at Whitt Carpet & Tile Service. Charles is a graduate of Virginia Tech (1976) with a Bachelor of Science degree in Building Construction. Through the years he has developed and managed the Commercial Flooring division of Whitt Carpet. The commercial flooring division secures and manages on average \$3,000,000 to \$3,500,000 worth of business annually.**

**Corporate Treasurer - Debra F. Whitt**

**In May of 2003 Debra Whitt became employed full time at Whitt Carpet & Tile Service. Debra is a graduate of Cornett Business School. For 29 years prior to her employment with Whitt Carpet & Tile Service she was employed by the Dept. of Veterans Affairs working both at the Medical Center and the Regional Office. Debra handled several clerical jobs in personnel and fiscal service at the Medical Center and was administrative assistant to the Management Services Director at the Regional Offices. At Whitt Carpet & Tile Service, Inc., Debra handles the Accounting including Bookkeeping, Accounts Payable, Payroll as well as Human Resources.**

# Whitt Carpet & Tile Service, Inc.

End User Accounts Manager – Matt Poland (resume attached)

Project Manager Assistant - Emily Kiser

In January 2010, Emily joined Whitt Carpet & Tile Service. Emily holds a Bachelor's degree in Business Administration (BBA) from Roanoke College. Since Emily's arrival she has been involved in the End User side of the commercial flooring division. Emily works with Matt in entering projects, purchasing, tracking materials and availability, creating work order packets, tracking subcontractor and in-house installer earnings, invoice submission, inventory management, etc.

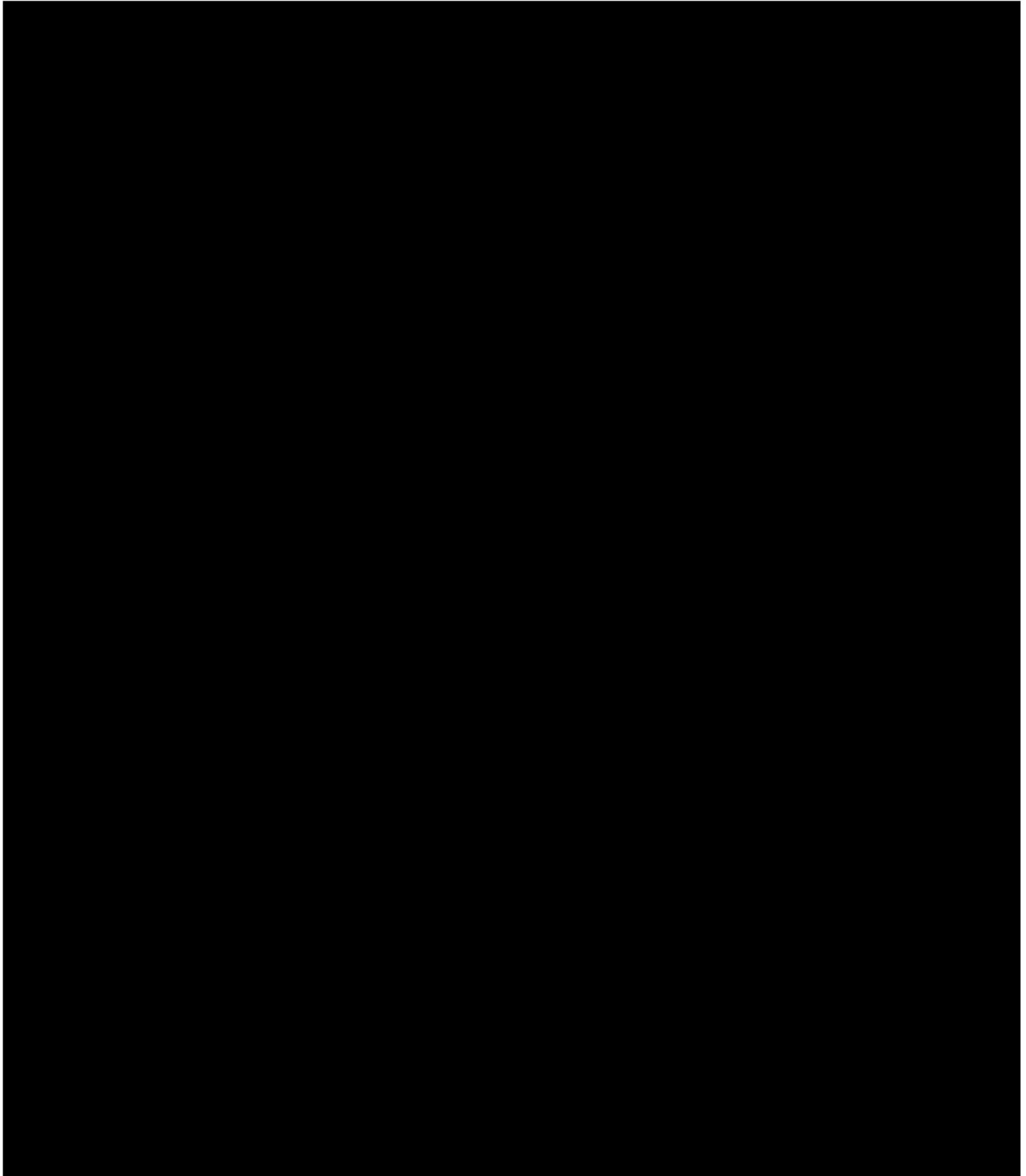
We believe our experience and professionalism will be an asset to the university and appreciate the university's efforts in considering our proposal for this contract.

Sincerely,

A handwritten signature in black ink, appearing to read "Matt Poland", written in a cursive style.

Matt Poland

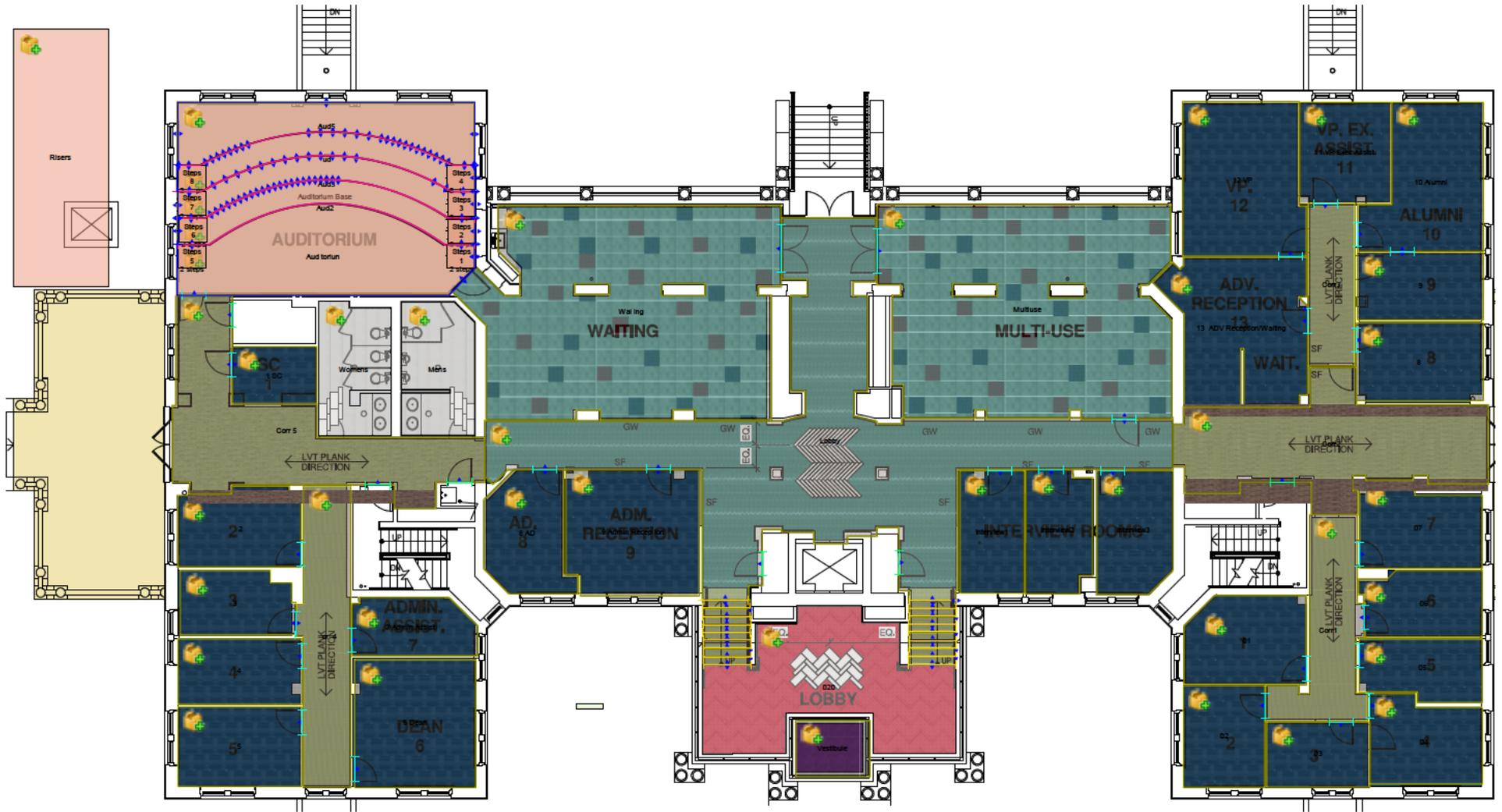
**Matthew J. Poland**





**Organizational Chart & Duties**

<u>Name</u>	<u>Position</u>	<u>Duties (as pertains to RU contract)</u>
Charles Whitt	President	Develop and manage the Commercial Flooring division
Debbie Whitt	Vice President	Accounts Receivable, Accounts Payable
Matt Poland	End User Accounts Manager	Work with university/end users to: evaluate / measure projects, troubleshoot and provide possible solutions, estimate costs and provide quotes, manage labor force as needed to complete project successfully
Emily Kiser	Project Manager Assistant	Enter projects, purchasing, tracking materials and availability, creating work order packets, tracking subcontractor and in-house installer earnings, invoice submission, inventory management, etc



- 4" Rubber Cove Base
- Amtico Shibori Jasmine
- Crossville Shades Ash 12x24
- Crossville, Glass Blox Dazzle Mosaic accent
- Daltile, Semi Gloss, 2x6 Bullnose, Suede Gray

- Amtico Quill Gesso 4.5"x36"
- Carpet TBD
- Crossville Shades Ash 6x24
- CTA-xx-A
- Daltile, SemiGloss 6x6 Base, Suede Gray

# Whitt Carpet & Tile Service, Inc.

3170 West Main St.

Salem, VA 24153

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 Daltile, Semi-Gloss Field tile, Suede Gray

 None Ceramic

 RRS--xx-C

 Tandus Megacode, ER3 dry back Tile: Agae

 Tandus Megacode, ER3 dry back Tile: Deep Blue

 VIVCD-xxx

 Mannington Recourse II: Bypass Black

 None Wood

 Tandus Candor, ER3 dry back Tile: Expanded Metal

 Tandus Megacode, ER3 dry back Tile: Cranberry

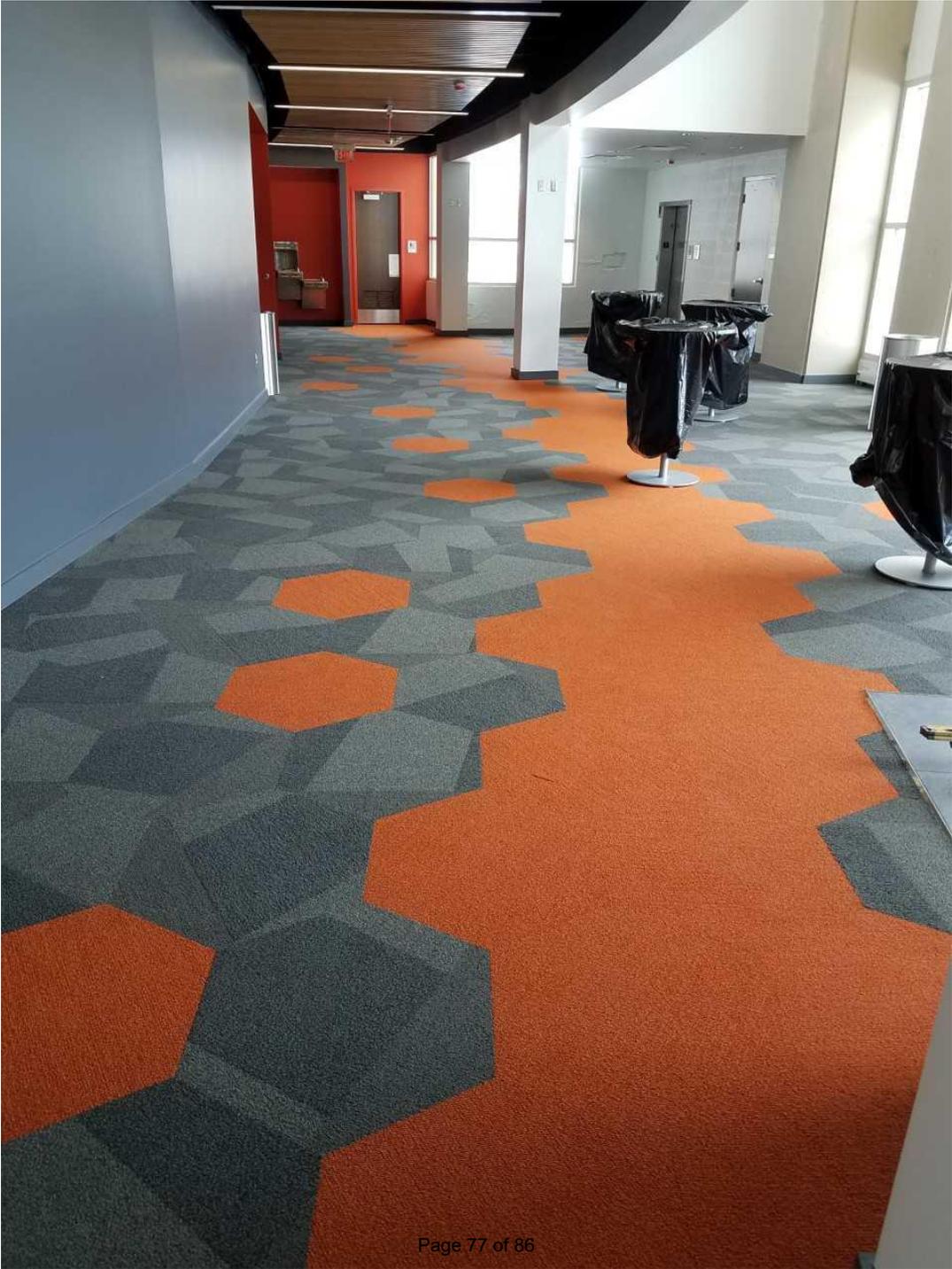
 VIRCN-xx-B











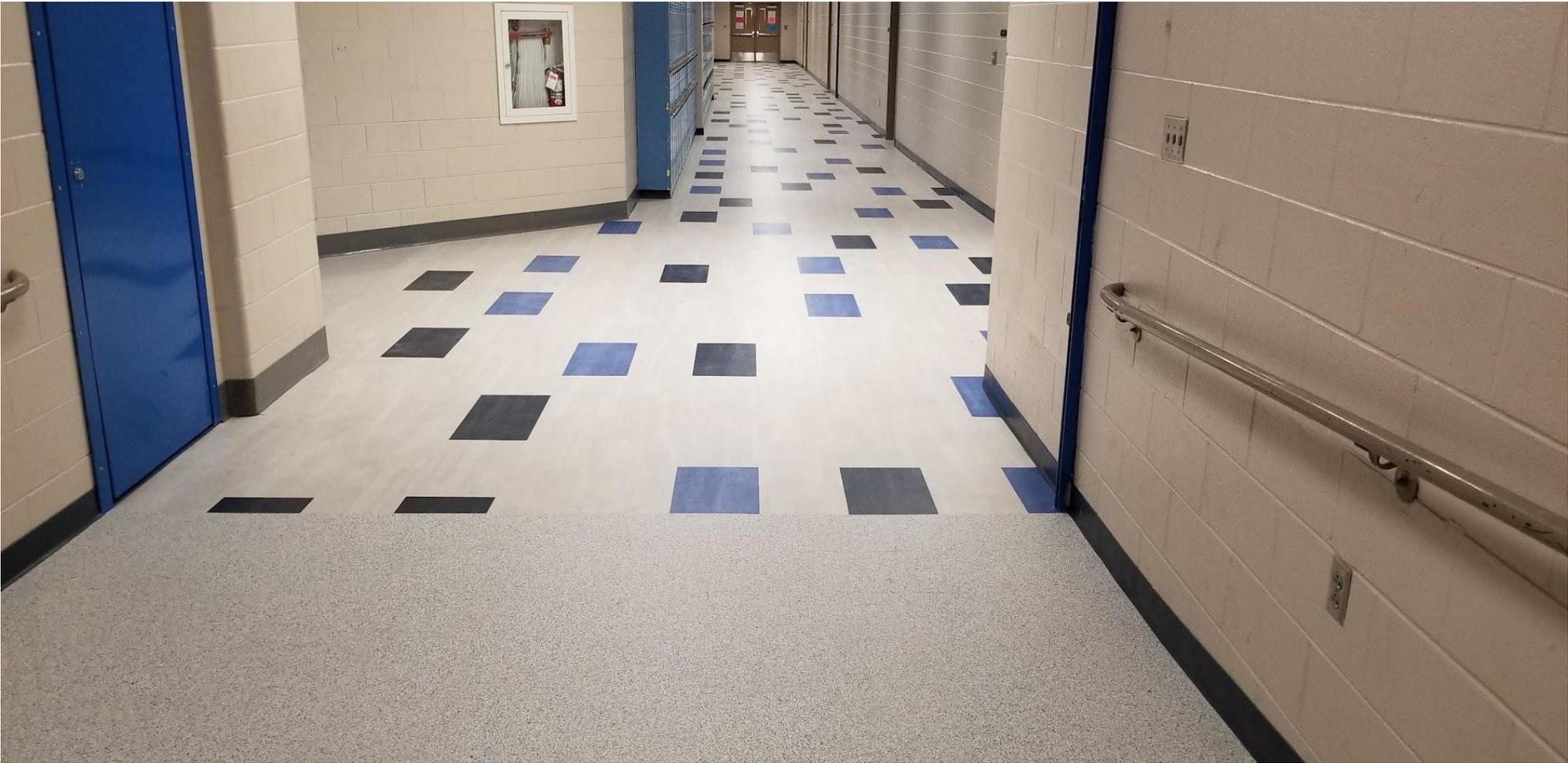














# Whitt Carpet and Tile Service Inc.

Attachment H-1  
Ref. page 19, #20

## General Warranty

**Company:** Whitt Carpet & Tile Service, Inc.

**Address:** 3170 West Main Street

**City:** Salem **State:** Virginia **Zip Code:** 24153

**Project:** \_\_\_\_\_

**Location:** \_\_\_\_\_

**Whitt Carpet and Tile Service, Inc.**, in accordance with our subcontract with \_\_\_\_\_ and in compliance with the plans and specifications of the above referenced project, do hereby guarantee and warranty the \_\_\_\_\_ (Section: \_\_\_\_\_), to be free from defects of workmanship and materials for a period of **One (1) Year** from \_\_\_\_\_, the date of substantial completion and that all defects occurring and replacements or adjustments required with the warranty period, shall be made without cost to the Owner or to \_\_\_\_\_ Nothing in the above shall be construed to imply that this guarantee shall apply to work that has been abused, neglected or damaged by others.

Signed this \_\_\_\_\_ day of, \_\_\_\_\_ 20\_\_.

Company Name: Whitt Carpet & Tile Service, Inc.

By: \_\_\_\_\_

Title: \_\_\_\_\_



Radford University RFP23-002, Flooring – Various Types  
**Negotiation Points**  
**WHITT CARPET & TILE SERVICE, INC.**

---

As allowed in Section 11.B. Award to Multiple Offerors, of the subject RFP, the University is conducting negotiations. We are requesting a response to the negotiation questions listed below.

**A. CONTRACTUAL TERMS, CONDITIONS AND TEMPLATES:**

1. **RADFORD UNIVERSITY:** Are you in agreement the terms and conditions as published in the RFP solicitation shall govern the contract if a contract is awarded to your company?

**VENDOR: YES**

2. **RADFORD UNIVERSITY:** If awarded a contract do you agree the standard two-party contract made available in the RFP document will be the only document used to award the contract? If your response is no, provide any additional forms or documents that you will require to be incorporated into the contract document.

**VENDOR: YES**

3. **RADFORD UNIVERSITY:** Do you agree that the initial contract is for a period of one (1) year?

**VENDOR: YES**

4. **RADFORD UNIVERSITY:** Upon completion of the initial contract period, does Whitt Carpet & Tile Service, Inc. agree that the contract may be renewed by Radford University upon written agreement by both parties for and addition four (4) one-year renewal periods, under the terms of the current contract?

**VENDOR: YES**

5. **RADFORD UNIVERSITY:** Please state that you are in agreement that, if awarded the contract, all sections identified in your proposal as **proprietary and confidential** can be made public since Radford University is a state agency and our records are available for public review.

**VENDOR: YES - The redacted version may be made public.**

6. **RADFORD UNIVERSITY:** Are you registered with and willing to participate in the eVA internet procurement solution described in the terms and conditions of the RFP?

**VENDOR: YES - Whitt Carpet & Tile Service, Inc. is willing and currently participates and utilizes eVA.**

7. **RADFORD UNIVERSITY:** Do you acknowledge, agree and understand that Radford University cannot guarantee a minimum amount of business if a contract is awarded to your company?

**VENDOR: YES - Acknowledged**

8. **RADFORD UNIVERSITY:** If you have not already done so, do you agree to obtain and furnish Radford University with a United States federal tax identification number if you are awarded a contract?

**VENDOR:** YES - Currently have and will provide

9. **RADFORD UNIVERSITY:** If eligible, do you agree to become a certified SWaM vendor with the Virginia Department of Small Business and Supplier Diversity and maintain that certification throughout the term of this contract?

**VENDOR:** YES - Currently registered as a Small Business

10. **RADFORD UNIVERSITY:** Do you agree that you will be performing services as an Independent Contractor, Company, Corporation or other business entity and are not an employee of Radford University or any other Commonwealth Entity?

**VENDOR:** YES

**B. FINANCIAL CONSIDERATIONS:**

1. **RADFORD UNIVERSITY:** Are there any additional financial or value-added incentives you would like to offer at this time? (i.e. signing bonus, scholarships, program support, SWaM sponsorship, etc.)

**VENDOR:** Not at this time.

2. **RADFORD UNIVERSITY:** Does Whitt Carpet & Tile Service, Inc. agree to provide monthly invoices with payment due thirty (30) days after receipt of invoices or goods/services, whichever is later?

**VENDOR:** Whitt Carpet & Tile Service, Inc. will continue to invoice each project upon completion with 30 day terms.

3. **RADFORD UNIVERSITY:** In the proposal under "Additional Proposal Points, Clarification & Information" (Pg. 42), it states: "Material freight & surcharges will be per unit at cost plus 10%." Radford University is precluded by law from entering into a contract that contains a cost plus a percentage of cost price arrangement. Radford is willing to pay actual cost of material freight and surcharges without markup. Is this acceptable for this contract?

**VENDOR:** Yes, material freight prices will be passed through at their quoted actual cost

4. **RADFORD UNIVERSITY:** If awarded a contract, are you willing to hold prices firm for the initial contract period and the first renewal year?

**VENDOR:** YES. (Materials prices are variable based on manufacturers LIST price. All Labor prices and Material Discounts will be held.)

5. **RADFORD UNIVERSITY:** While other factors such as methodology, quality of service, and prior experience are considered during the selection process, the evaluation of price, including the annual maintenance fee, is a key element of the evaluation. With this in mind, please provide Whitt Carpet & Tile Service, Inc. most competitive price structure.

**VENDOR:** Our current proposed pricing structure allows for to provide varying levels of discount based on quantities needed. This allows us to provide larger discounts on larger orders instead of having to figure minimal discounts for all in the case of numerous small orders.

6. **RADFORD UNIVERSITY:** If awarded a contract, do you agree to limit price increases to no more than the increase in the Consumer Price Index - CPI, "Services" category for the latest twelve (12) months for which statistics are available at the time of renewal or five percent (5%), whichever is less?

**VENDOR:** YES

7. **RADFORD UNIVERSITY:** Are the prices for all goods/services listed in your proposal inclusive of all applicable eVA system transaction fees?

**VENDOR:** YES

**C. SCOPE IMPLEMENTATION:**

1. **RADFORD UNIVERSITY:** If awarded a contract, identify a point of contact that will be working with Radford University to achieve the requirements of the contract.

**VENDOR:** Matt Poland (matt@whittcarpet1.com)

2. **RADFORD UNIVERSITY:** If awarded the contract, please address specific implementation steps, inclusive of a timeline, and include what your expectations are of Radford University personnel.

**VENDOR:** see attached sheet

3. **RADFORD UNIVERSITY:** If awarded a contract by February 1, 2023, would you be in a position to support all aspects of this contract?

**VENDOR:** YES

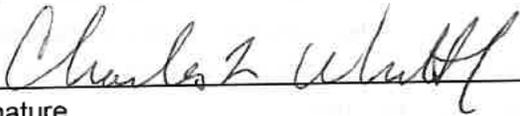
4. **RADFORD UNIVERSITY:** Please describe your quickest turn-around time if emergency services are needed.

**VENDOR:** see attached sheet

**WHITT CARPET & TILE SERVICE, INC.**

Charles Whitt, Jr.  
\_\_\_\_\_  
Print Name

President  
\_\_\_\_\_  
Title

  
\_\_\_\_\_  
Signature

12/13/22  
\_\_\_\_\_  
Date

Radford University RFP23-002, Flooring – Various Types  
**Clarification Questions**  
**WHITT CARPET & TILE SERVICE, INC.**

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As allowed in Section 11.B. Award to Multiple Offerors, of the subject RFP, the University is conducting negotiations. As part of the evaluation process, the committee is requesting clarification of the following:

1. Under Additional Proposal Points, Clarification & Information, it states:  
Managed specialty contractor services (not performed by Whitt Carpet) will have added margin rates as follows: (Projects \$0 - \$100,000 = 18%, \$100,001 - \$500,000 = 14.5%, \$500,001+ = 10.5%)

Please provide clarification for when this would be applicable. Is the percentage listed a Project Management fee for Whitt? Please explain.

This would be applicable when other flooring/trades are requested that Whitt Carpet does not currently provide in house (ex. - Terrazzo installation/ refinishing)

Yes - The percentages figured are a Project Management fee

2. Proposal lists labor rates per unit as well as labor rates per hour. Please clarify under what circumstances each of these labor rates would be applicable. Provide examples if necessary.

Most of the standard labor rates have been captured under unit rates. Occasionally there is additional labor required that does not fit into one of these unit prices or is not standard. (ex. - hardwood refinishing, epoxy flooring removal, etc.) At these times the rates per hour will be figured at the anticipated total hours. This helps to assure that we may be able to provide any tasks needed.

**WHITT CARPET & TILE SERVICE, INC.**

Charles Whitt, Jr.  
\_\_\_\_\_  
Print Name  
President  
\_\_\_\_\_  
Title  
Charles L. Whitt  
\_\_\_\_\_  
Signature  
12/13/22  
\_\_\_\_\_  
Date

## ATTACHMENT

Subject: RFP23-002 Flooring – Various Types

Responses

C – 2.

**RADFORD UNIVERSITY:** If awarded the contract, please address specific implementation steps, inclusive of a timeline, and include what your expectations are of Radford University personnel.

**VENDOR:**

Being that we have thankfully been working with Radford University for several years, implementation should be fairly quick. Upon receiving a fully executed contract, we would make any/all of our contacts aware of the awarded/updated contract, pricing and contract number. The updated quote form has already been created and submitted with this proposal. We expect that we should be prepared to move forward with any new work requests immediately upon award.

Following the award there should be no additional expectations from Whitt Carpet for RU personnel.

C – 4.

**RADFORD UNIVERSITY:** Please describe your quickest turn-around time if emergency services are needed.

**VENDOR:**

If an emergency arises we may be able to have someone on site the same day or the following for removal of existing flooring and installation if the new flooring is available and have done so in previous years as needed. Someone may be available on site the same day or the following for measuring and planning as well.