

VENDOR CONTRACT

Between Duro-Last, Inc. and
(Company Name)

THE INTERLOCAL PURCHASING SYSTEM (TIPS) For TRADES, LABOR AND MATERIALS – 2042816

General Information

The vendor contract shall include the contract, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation and the awarded vendor's proposal. Once signed, if an awarded vendor's proposal varies or is unclear in any way from the TIPS contract, TIPS, at its sole discretion, will decide which provision will prevail. Other documents to be included are the awarded vendor's proposals, task orders, purchase orders and any adjustments which have been issued.

The following pages will constitute the contract between the successful vendors(s) and TIPS. Bidders shall state, in a separate writing, and include with their proposal response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TIPS, they will be incorporated into the final contract.

The Vendor Contract ("Contract") made and entered into by and between The Interlocal Purchasing System (hereinafter referred to as "TIPS" respectfully) a government cooperative purchasing program authorized by the Region VIII Education Service Center, having its principal place of business at 4845 US Hwy 271 North, Pittsburg, Texas 75686. This contract consists of the provisions set forth below, including provisions of all Attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any Attachment, the provisions set forth shall control.

Definitions

CITY COST INDEX, Defined pricing indices published by R.S. Means (see R.S. Means) as local modifiers to the national cost data.

CLIENT MEMBER is any ISD/USD, ESC, University, Municipality, County, Federal or State Agency or non-taxed entity empowered to enter into an agreement with TIPS via their governing boards or trustees. In the State of Texas an interlocal agreement must be signed by the client.

In other states, the client is responsible for meeting their state requirements.

COEFFICIENT is the contractors' coefficient multiplier that is applied to the local city cost index and the total sum of line item estimates for each individual Job Order. It will include all overhead items such as office, safety equipment, vehicles and fuel, computers, communication devices, printers, programs, insurance maintenance, two percent TIPS management fee, final site cleanup and all contingencies.

DELIVERY ORDER (DO) is the scope of services approved from the Job Order Proposal and reviewed and approved by the Client for the PO.

JOB ORDER is a line item estimate taken from a job order proposal using the coefficient and R.S. Means which, upon agreement to by the client member, becomes a lump sum fixed price contract and a notice to proceed for the stated scope attached to the purchase order.

JOB ORDER CONTRACTING (JOC) is a variable term indefinite delivery, indefinite quantity contract for construction services on an on call basis through negotiated line item delivery orders (job orders) to include minor construction, repair, renovation, alterations, maintenance projects and limited design for architectural and engineering services. It is based upon the contracts priced coefficient applied to the city cost index and the line items in the unit price book (RS Means). When the line items are agreed to it becomes a lump sum firm fixed price contract for that negotiated scope of services.

JOB ORDER PROPOSAL is the response from the contractor to the client member from the clients request for a specific project. It will contain the line item estimate for the project as defined in the UPB and include a written scope of work for services to be performed.

JOB ORDER PROPOSAL REQUEST is originated from the client and provides a general scope of project services or architectural drawings, a requested schedule and any special addendum requirements. From this information the contractor will develop the scope of work for his job order proposal.

NON PRE-PRICED ITEMS are those items that cannot be found or reasonably compared to listed line items in the UPB. Vendor must complete the Non-Pre-Priced markup percentage at the bottom of the Pricing Exhibit Form.

PREMIUM HOURS are defined as those hours not included in regular hours or recognized holidays. Premium hours are to be approved by the member entity for each delivery order and noted in the delivery order proposal as a line item during negotiations.

REGULAR HOURS are defined as those hours between the hours of 7 AM and 6 PM Monday thru Friday.

UNIT PRICE BOOK (UPB) will be the current addition of RS Means Facilities Construction Cost Data or if published RS Means Job Order Contracting Cost Data – the published quarterly updates will be allowed.

PURCHASE ORDER is the TIPS member's approval providing the authority to proceed with the negotiated delivery order under the contract. Special terms and conditions as agreed to between the vendor and TIPS member will be added as addendums to the PO. Items such as certificate of insurance, bonding requirements, small or disadvantaged business goals are some of the addendums possible.

SCOPE OF WORK (SOW) is the specific work that has been agreed to be undertaken and accomplished under the TIPS contract via the delivery order process.

Terms and Conditions

Freight

All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

Warranty Conditions

All supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be an authorized dealer, distributor or manufacturer for all products. All equipment proposed shall be new unless clearly stated in writing.

Customer Support

The Vendor shall provide timely and accurate customer support to TIPS members. Vendors shall respond to such requests within one (1) working day after receipt of the request. Vendor shall provide training regarding products and services supplied by the Vendor unless otherwise clearly stated in writing at the time of purchase. (Unless training is a line item sold or packaged and must be purchased with product.)

Contracts

All contracts and agreements between Vendors and TIPS Members shall strictly adhere to the statutes that are set forth in the Uniform Commercial Code as most recently revised.

Contracts for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the participating government entities.

Davis Bacon Act requirements will be met when Federal Funds are used for construction and/or repair of buildings.

Tax exempt status

A taxable item sold, leased, rented to, stored, used, or consumed by any of the following governmental entities is exempted from the taxes imposed by this chapter:(1) the United States; (2) an unincorporated instrumentality of the United States; (3) a corporation that is an agency or instrumentality of the United States and is wholly owned by the United States or by another corporation wholly owned by the United States;(4) the State of Texas; (5) a Texas county, city, special district, or other political subdivision; or (6) a state, or a governmental unit of a state that borders Texas, but only to the extent that the other state or governmental unit exempts or does not impose a tax on similar sales of items to this state or a political subdivision of this state. Texas Tax Code § 151.309.

Assignments of contracts

No assignment of contract may be made without the prior written approval of TIPS. Payment can only be made to the awarded Vendor or vendor assigned dealer.

Disclosures

1. Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.
2. Vendor shall attach, in writing, a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in the TIPS program.
3. The vendor affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

Renewal of Contracts

The contract is for one (1) year with no option for renewal. Total term of contract will be for 1 year if sales are reported through the contract and both parties agree.

Shipments

The Vendor shall ship ordered products within five (5) working days after the receipt of the order. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

Invoices

The Vendor or vendor assigned dealer shall submit invoices, to the TIPS participant. Each invoice shall include the TIPS participant's purchase order number. The shipment tracking

number or pertinent information for verification of TIPS participant receipt shall be made available upon request. The Vendor or vendor assigned dealer shall not invoice for partial shipments unless agreed to in writing in advance by TIPS and the TIPS participant.

Payments

The TIPS participant will make payments directly to the Vendor or vendor assigned dealer at net 30 days after receiving invoice.

Pricing

The Vendor contracts to provide pricing to TIPS and its participating governmental entities that is the lowest pricing available to like cooperative purchasing customers and the pricing shall remain so throughout the duration of the contract.

All pricing submitted to TIPS shall include the participation fee to be remitted to TIPS by the Vendor. Vendor will not show adding the fee to the invoice presented to customer. The normal fee is 2%, but can be negotiated with the Vendor.

Participation Fees

Vendor agrees to pay the participation fee for all contract sales to TIPS on a monthly scheduled report. Vendor must login to the TIPS database and use the "Submission Report" section to report sales. The Vendor is responsible for keeping record of all sales that go through the TIPS contract. Failure to pay the participation fee will result in termination of contract. Please contact TIPS at tips@tips-usa.com or call (866) 839-8477 if you have questions about paying fees.

Indemnity

- 1. Indemnity for Personality Contracts.** Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's performance of this contract, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, invitees, whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.
- 2. Indemnity for Performance Contracts.** The Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's work under this contract, including all such causes of action based upon

common, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, or invitees. Vendor further agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for injuries (including death) to an officer, employee, agent, subcontractor, supplier or equipment lessee of the Vendor, arising out of, or resulting from, Vendor's work under this contract whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.

Attorney's Fees--Texas Local Government Code § 271.159 is expressly referenced.

Pursuant to §271.159, TEXAS LOC. GOV'T CODE, in the event that any one of the Parties is required to obtain the services of an attorney to enforce this Agreement, the prevailing party, in addition to other remedies available, shall be entitled to recover reasonable attorney's fees and costs of court.

Multiple Vendor Awards

TIPS reserves the right to award multiple vendor contracts for categories when deemed in the best interest of the TIPS membership. Bidders scoring 80% or above will be considered for an award. Categories are established at the discretion of TIPS.

State of Texas Franchise Tax

By signature hereon, the bidder hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes owed the State of Texas under Chapter 171, Tax Code.

Miscellaneous

The Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS sole discretion and that any Vendor may be removed from the participation in the Program at any time with or without cause. Nothing in the contract or in any other communication between TIPS and the Vendor may be construed as a guarantee that TIPS participants will submit any orders at any time. TIPS reserves the right to request additional proposals for items already on contract at any time.

Purchase Order Pricing Deviation

If a deviation of pricing on a purchase order occurs, TIPS is to be notified within 24 hours of receipt of order.

Cancellation for non-performance or contract deficiency

TIPS may terminate any contract if TIPS Members have not used the contract, or if purchase volume is determined to be "low volume" in any 12-month period. TIPS reserves the right to cancel the whole or any part of this contract due to failure by awarded vendor to carry out any

obligation, term or condition of the contract. TIPS may issue a written deficiency notice to awarded vendor for acting or failing to act in any of the following:

- Providing material that does not meet the specifications of the contract;
- Providing work and/or material that was not awarded under the contract;
- Failing to adequately perform the services set forth in the scope of work and specifications;
- Failing to complete required work or furnish required materials within a reasonable amount of time;
- Failing to make progress in performance of the contract and/or giving TIPS reason to believe that awarded vendor will not or cannot perform the requirements of the contract; and/or
- Performing work or providing services under the contract prior to receiving a TIPS reviewed purchase order for such work.

Upon receipt of the written deficiency, awarded vendor shall have ten (10) days to provide a satisfactory response to TIPS. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by awarded vendor under this contract shall become the property of the TIPS Member on demand.

TIPS Member Purchasing Procedures

Proposal Process: Vendor gives TIPS member scope of work and price.

Vendor gives TIPS scope of work, line item estimate and price.

Purchase Order Process: (Vendor is responsible to instruct the TIPS Member about this process.)

Purchase orders are issued by participating TIPS member to the awarded vendor indicating on the PO "Contract Number 2042816". Purchase Order is emailed to TIPS at tipspo@tips-usa.com.

- Awarded vendor delivers goods/services directly to the participating member.
- Awarded vendor invoices the participating TIPS member directly.
- Awarded vendor receives payment directly from the participating member.
- Awarded vendor reports sales monthly to TIPS (unless prior arrangements have been made with TIPS to report monthly).

Form of Contract

The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) and best and final offer(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposals. If a vendor submitting an offer requires TIPS and/or TIPS Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

Vendor contract documents: TIPS will review proposed vendor contract documents. Vendor's contract document shall not become part of TIPS's contract with vendor unless and until an authorized representative of TIPS reviews and approves it.

Licenses

Awarded vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by awarded vendor. Awarded vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. TIPS reserves the right to stop work and/or cancel contract of any awarded vendor whose license(s) expire, lapse, are suspended or terminated.

Novation

If awarded vendor sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. TIPS reserves the right to accept or reject any new party. A simple change of name agreement will not change the contractual obligations of awarded vendor.

Site Requirements (when applicable to service or job)

Cleanup: Awarded vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by TIPS Member. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Awarded vendor shall not begin a project for which TIPS Member has not prepared the site, unless awarded vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered sex offender restrictions: For work to be performed at schools, awarded vendor agrees that no employee of a sub-contractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or reasonably expected to be present. Awarded vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the TIPS Member's discretion. Awarded vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Safety measures: Awarded vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Awarded vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken

pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

Stored materials

Upon prior written agreement between the contractor and Member, payment may be for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Member prior to payment. Such materials must be stored and protected in a secure location, and be insured for their full value by the contractor against loss or damage. Contractor agrees to provide proof of coverage and/or addition of Member as an additional insured upon Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Member and be separated from other materials. Member must allow reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Upon final acceptance by the Member, it shall be the Contractor's responsibility to protect all materials and equipment. The Contractor warrants and guarantees that title for all work, materials and equipment shall pass to the Member upon final acceptance. Payment for stored materials shall not constitute final acceptance of such materials.

Smoking

Persons working under contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

Invoices

The awarded vendor shall submit invoices to the participating entity clearly stating "Per TIPS Contract". The shipment tracking number or pertinent information for verification shall be made available upon request.

Marketing

Awarded vendor agrees to allow TIPS to use their name and logo within website, marketing materials and advertisement. Any use of TIPS name and logo or any form of publicity, inclusive of press release, regarding this contract by awarded vendor must have prior approval from TIPS.

Supplemental agreements

The entity participating in the TIPS contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. TIPS, its agents, TIPS members and employees shall not be made party to any claim for breach of such agreement.

Legal obligations

It is the responding vendor's responsibility to be aware of and comply with all local, state and federal laws governing the sale of products/services identified in the RFP and any awarded contract thereof. Applicable laws and regulations must be followed even if not specifically identified herein.

Audit rights

Awarded Vendor shall, at their sole expense, maintain appropriate due diligence of all purchases made by TIPS Member that utilizes this Contract. TIPS and Region 8 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. TIPS shall have authority to conduct random audits of Awarded Vendor's pricing that is offered to TIPS Members. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with the pricing under this agreement, TIPS shall have the ability to conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 8 ESC or TIPS.

Force Majeure

If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and fully particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

SERVICES

It is the intention of TIPS to establish an annual contract with highly qualified vendor(s) for **Trades, Labor and Materials**. Vendor(s) shall, at the request of TIPS member, provide these products and/or covered services under the terms of this CONTRACT and the CONTRACT TERMS AND CONDITIONS. Vendor shall assist the end user TIPS member with making a determination of its individual needs, as stated below.

TIPS is seeking electronically sealed proposals for Trades, Labor and Materials contracts for this procurement in accordance with Texas Government Code Chapter 2269, Subchapter (I) Job Order Contracting. The purpose of this procurement is to award Trades, Labor and Materials contract(s) for the minor construction, repair, rehabilitation, or alternation of a facility for work of a recurring nature in which the delivery times are indefinite and indefinite quantities and orders are awarded substantially on the basis of pre-described and pre-priced tasks.

The contractor shall furnish all necessary labor, materials, tools, supplies, equipment, transportation, supervision, management and shall perform all operations necessary and required for construction work. All work shall be performed in accordance with the requirements set forth in the resulting contract and each mutually agreed upon work request or purchase order issued by TIPS client partner.

A contract will be established with standard specifications and pricing based upon a coefficient that is applied to a Unit Price Book (UPB). When a specific project or job order is issued, TIPS member and the contractor will agree on the scope of work and the cost is determined by applying the coefficient to the appropriate units in the UPB.

Information to Bidders

TIPS intends to enter into multiple Trades, Labor and Materials Contracts to provide indefinite delivery, indefinite quantity (IDIQ) contracts for minor construction, renovation, repairs and alteration services. These contracts will be available for use by all public entities such as ESC's, ISD's, universities, city and county governments, community colleges, state and federal agencies in these United States and other jurisdictions. It may also be used by certain private non-taxed entities.

The contractor agrees to use, as required, Davis Bacon (See the UPB) or local wage rate that apply with some of the TIPS client members. The client member must supply any Davis Bacon or local wage rates requested.

The current annual edition of RS Means and quarterly adjustments will be the UPB used.

TIPS will receive **2% of the total revenue** from each PO executed under this contract. This fee will be included in the contractors priced coefficient and will not be issued as a separate line item in any job order proposals issued to client members. This contract management fee will be required to be paid within thirty (30) days of the completion of any job order. If the job order has progress payments on large DOs the contractor will be required to pay in proportion to these payments within thirty (30) days of the invoice date.

RS Means will be the unit price for this contract using the RS Means right hand column ("Total Inc. O&P") and the most recent edition including any quarterly RS Means 12-digit line number. Contractors, at their expense, will make copies of the UPB available to the client member upon request via electronic or printed media.

While division one of the UPB will not be generally allowed, special requirements out of division one may be allowed with the approval of the client member and listed as a separate line item with an attachment giving an explanation as to the special need. One example would be a dedicated onsite safety officer and/or delivery order manager and/or superintendent at all times during construction. Unless this is very large DO, it would not be covered in the Trades, Labor and Materials coefficient. The mere signing of the Purchase Order without the noted exception and approval is not sufficient.

As defined, the contractor's bid coefficient shall include all overhead items such as office, safety equipment, vehicles and fuel, communication equipment, computers, printers, programs, insurance maintenance, two percent TIPS management fee, final site cleanup and all contingences. The contractor, at his expense and included as part of overhead, will provide adequate insurance coverage meeting at a minimum the statutory requirements. All project management, administration, and sufficient jobsite supervision are to be included in contractor's bid coefficient as well as any other main office or project overhead and profit items.

Items that are not found in the UPB will be listed as "non-pre-priced". This does not include previously discussed design and engineering costs. The contractor will provide three prices to establish the average bare cost for each item and add in the Overhead and Profit (OH/P) based upon the contractors coefficient. This line item will then be negotiated with the client member and as approved the item will then be added to the price book for future projects and no longer is non-pre-priced. The need for this special treatment needs to be addressed in the line item estimate and agreed to by the client member and TIPS.

Performance bonds will be required on all Job Orders over \$100,000 and payment bonds on all Job Orders over \$25,000 or meeting the client member's local and state requirements. A letter from a surety company that is licensed to do business in the state of Texas, or client member state, attesting to its willingness to bond your company for \$1 million dollars must be submitted. Contractors may need to provide additional capacity as job orders increase. Bonds

will not require that a fee be paid to TIPS. The actual cost of the bond will be a pass through to the client member and added to the purchase order.

SCOPE OF SERVICES

The specific scope of work for each job order shall be determined in advance and in writing between TIPS Client Member and Contractor.

It is okay if the client member provides a general scope, but the contractor should provide a written scope of work to the client member as part of the proposal. Once the scope of the job order is agreed to, the client member will issue a PO with the line item estimate referenced as an attachment along with bond and any other special provisions agreed to for the client member. If special terms and conditions other than those covered within this solicitation and awarded contracts are required, they will be attached to the PO and shall take precedence over those in the base contract.

CONTRACT AND DOCUMENTS

The contract shall include the contract, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation and the contractor's proposal. Once signed, if the contractor's proposal varies or is unclear in any way from the TIPS contract, TIPS, at its sole discretion, will decide which provision will prevail.

The Unit Price Book (UPB) will be the current edition of RS Means Facilities Construction Cost Data or if published RS Means Job Order Contracting cost data. The current edition AIA Master Text specifications and all applicable national, state, and local laws, codes, standards and regulations shall be followed.

Other documents to be included are the contractor's proposals, task orders, purchase orders and any adjustments which have been issued.

PROJECT DELIVERY ORDER PROCEDURES

The client member, having approved and signed interlocal agreement or online agreement, may make a request of the contractor under this contract when the member has services that need to be undertaken. Notification may occur via phone, the web, email, fax, or in person.

Upon notification of a pending request, the contractor shall make contact with the client as soon as possible, but must make contact with the client member within two working days. Contractor shall visit the member's site and conduct a walk-through/project scoping with the

member's representative to define the scope. Contractor's representative shall perform due diligence to request and gather all available project relevant existing conditions and record documents from client member to include, but not limited to, hazardous materials survey and other relevant documents.

The contractor and the member will agree on the time when the job order proposal will need to be reviewed for approval by the client member. The contractor will then prepare a job order proposal including a written scope of work using an automated software system that will provide a line item estimate of the individual tasks, the quantities, the city cost index, his bid coefficient, and any applicable cost additions including any possible division one line items and design work that may be required and in need of approval. Information on those division one items that may be included can be found in information for offerors.

Contractors will be required to submit Job Order proposals and shall provide a line estimate based upon their coefficient and the UPB for that SOW which must be reviewed and agreed to by the client member prior to their issuance of a PO and DO.

When design work is necessary, the A/E selection shall confirm and be based upon qualifications of the design personnel according to applicable state law for selection. The client member may select an architectural consultant or use their own design capabilities providing the plans to the contractor.

The line items taken from the UPB and the estimated quantities totaled will be modified with the application of the city cost index and the contractor's coefficient. Any adjustment factors from division one will be added to establish the final price agreed to for the project. Cost adjustment factors, as allowed, must clearly identify those individual tasks (line items) to which they are applicable and include corresponding percentage.

The client member will then review the proposal and if the member's representative is in agreement with the proposed pricing and schedule, then other terms and requirements of the job order will be issued that will contain the approved job order proposal (scope of work) and the Purchase Order ("PO"). The PO will include the lump sum price, start date, schedule and notice to proceed and will be signed by both parties as a lump sum fixed price contract. After the agreement is signed, a copy of the purchase order shall be sent to TIPS representative completing the contracting and interlocal requirements. Each job order proposal shall be good for a period of 30 days unless an extension is agreed to by both the contractor and client member.

SCHEDULING OF PROJECTS

Scheduling of projects will be accomplished when the client member issues a purchase order that will serve as "the notice to proceed" and will contain the job order as an attachment based

upon the negotiated line estimate and approved Job Order proposal. For large projects a Construction Project Management (CPM) schedule should be included in the proposal. The construction performance period for the delivery order will include the mobilization, materials purchase, installation and delivery, design, weather, and site cleanup and inspection. No additional claims may be made for delays as a result of these items. When the tasks have been completed the contractor shall notify the client and have the client member inspect the work for acceptance under the scope and terms in the PO. The client will issue in writing any corrective actions that are required. Upon completion of these items the client will issue a completion notice and final payment will be issued.

SUPPORT REQUIREMENTS

If there is a dispute between the contractor and client, TIPS or its representatives will assist in conflict resolution or third party (mandatory mediation), if requested by either party.

TIPS, or its representatives, reserves the right to inspect any project and audit the contractors TIPS project files, documentation and correspondence.

The contractor will be required to furnish and maintain a field office in an awarded region. All of the expenses of maintaining these offices including furnishings, supplies, fax, and mobile and local phone services are the contractor's overhead responsibilities.

Utilities at the job sites will be furnished free of charge to the contractor by the client member. Water will be furnished free, with all of the taps, connections and associated equipment supplied free of charge to the contractor or supplied by the contractor and charged to the client. Upon project completion, the connections will be removed at the direction of the client.

Estimating Requirements: Awarded contractor must use Cost Works, JOC Works, RS Means Online, 4 Clicks, or Other approved estimating software. "Other software" than one of the four software programs listed above **must be approved by TIPS.**

Special Terms and Conditions

It is the intent of TIPS to contract with a reliable, high performance vendor to supply products and services to government and educational agencies. It is the experience of TIPS that the following procedures provide TIPS, the Vendor, and the participating agency the necessary support to facilitate a mutually beneficial relationship. The specific procedures will be negotiated with the successful vendor.

- **Contracts:** All vendor purchase orders must be emailed to TIPS at tipspo@tips-usa.com. Should an agency send an order direct to vendor, it is the vendor's responsibility to forward the order to TIPS at the email above within 24 business hours and confirm its receipt with TIPS.
 - **Promotion of Contract:** It is agreed that Vendor will encourage all eligible entities to purchase from the TIPS Program. Encouraging entities to purchase directly from the Vendor and not through TIPS contract is not acceptable to the terms and conditions of this contract and will result in removal of Vendor from Program. Vendor is expected to use marketing funds for the marketing and promotion of this contract.
 - **Daily Order Confirmation:** All contract purchase orders will be approved daily by TIPS and sent to vendor. The vendor must confirm receipt of orders to the TIPS member (customer) within 24 business hours.
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Check one of the following responses to the General Terms and Special Terms and Conditions:

We take no exceptions/deviations to the general and/or special terms and conditions.

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

We take the following exceptions/deviations to the general and/or special terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general or special terms and conditions that you are taking exceptions/deviations to. The proposer must clearly state if you are adding additional terms and conditions to the general or special terms and conditions. Provide details on your exceptions/deviations below:

The Interlocal Purchasing System (TIPS Cooperative) Supplier Response

Bid Information		Contact Information		Ship to Information
Bid Creator	Mr. David Mabe General Manager	Address	Region VIII Education Service Center 4845 US Highway 271 North Pittsburg, TX 75686	Address
Email	david.mabe@tips-usa.com	Contact	David Mabe, TIPS Construction Contracts Manager	Contact
Phone	+1 (903) 243-4759	Department		Department
Fax	+1 (866) 749-6674	Building		Building
Bid Number	2042816 Addendum 1	Floor/Room		Floor/Room
Title	Trades, Labor and Materials	Telephone	+1 (866) 839-8477	Telephone
Bid Type	RFP	Fax	+1 (866) 839-8472	Fax
Issue Date	2/1/2016 08:02:00 AM (CT)	Email	bids@tips-usa.com	Email
Close Date	3/11/2016 03:00:00 PM (CT)			
Need by Date				

Supplier Information

Company Duro-Last, Inc.
 Address 525 Morley Drive

 Saginaw, MI 48601
 Contact Chenelle Sauer
 Department Government Sales
 Building 525
 Floor/Room
 Telephone 800 (248) 0280 2223
 Fax 800 (432) 9331
 Email csauer@duro-last.com
 Submitted 3/10/2016 09:35:20 AM (CT)
 Total \$0.00

By submitting your response, you certify that you are authorized to represent and bind your company.

Signature Chenelle Davila Sauer

Email csauer@duro-last.com

Supplier Notes

Bid Notes

Bid Activities

Bid Messages

Please review the following and respond where necessary

#	Name	Note	Response
1	Yes - No	Disadvantaged/Minority/Women Business Enterprise - D/M/WBE (Required by some participating governmental entities) Vendor certifies that their firm is a D/M/WBE? Vendor must upload proof of certification to the "Response Attachments" D/M/WBE CERTIFICATES section.	No
2	Yes - No	Highly Underutilized Business - HUB (Required by some participating governmental entities) Vendor certifies that their firm is a HUB? Vendor must upload proof of certification to the "Response Attachments" HUB CERTIFICATES section.	No
3	Yes - No	The Vendor can provide services and/or products to all 50 US States?	Yes
4	States Served:	If answer is NO to question #3, please list which states can be served. (Example: AR, OK, TX)	
5	Company and/or Product Description:	This information will appear on the TIPS website in the company profile section, if awarded a TIPS contract. (Limit 750 characters.)	The custom-prefabricated, single-ply Duro-Last roofing system is ideal for any flat or low-sloped roofing application. The Duro-Last roofing system is extremely durable and easily installed by authorized contractors without disrupting building operations. The Duro-Last roofing system is watertight; highly reflective; resistant to chemicals, fire, and high winds; and is virtually maintenance free.
6	Primary Contact Name	Primary Contact Name	Chenelle D. Sauer
7	Primary Contact Title	Primary Contact Title	Government Sales Administrator
8	Primary Contact Email	Primary Contact Email	csauer@duro-last.com
9	Primary Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	8002480280
10	Primary Contact Fax	Enter 10 digit phone number. (No dashes or extensions)	8004329331
11	Primary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions)	9892845391
12	Secondary Contact Name	Secondary Contact Name	Steve Ruth
13	Secondary Contact Title	Secondary Contact Title	Vice President, Sales & Marketing
14	Secondary Contact Email	Secondary Contact Email	sruth@duro-last.com
15	Secondary Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	8002480280
16	Secondary Contact Fax	Enter 10 digit phone number. (No dashes or extensions)	8004329331
17	Secondary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions)	
18	Admin Fee Contact Name	Admin Fee Contact Name. This person is responsible for paying the admin fee to TIPS.	Chenelle D. Sauer
19	Admin Fee Contact Email	Admin Fee Contact Email	csauer@duro-last.com
20	Admin Fee Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	8002480280

21	Purchase Order Contact Name	Purchase Order Contact Name. This person is responsible for receiving Purchase Orders from TIPS.	Chenelle D. Sauer
22	Purchase Order Contact Email	Purchase Order Contact Email	csauer@duro-last.com
23	Purchase Order Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	8002480280
24	Company Website	Company Website (Format - www.company.com)	www.duro-last.com
25	Federal ID Number:	Federal ID Number also known as the Employer Identification Number. (Format - 12-3456789)	38-2362839
26	Primary Address	Primary Address	525 Morley Drive
27	Primary Address City	Primary Address City	Saginaw
28	Primary Address State	Primary Address State (2 Digit Abbreviation)	Michigan
29	Primary Address Zip	Primary Address Zip	48601
30	Search Words:	Please list search words to be posted in the TIPS database about your company that TIPS website users might search. Words may be product names, manufacturers, or other words associated with the category of award. YOU MAY NOT LIST NON-CATEGORY ITEMS. (Limit 500 words) (Format: product, paper, construction, manufacturer name, etc.)	Duro-Last, Duro-Last roofing system, thermoplastic roof, flat roof, low-slope roof, roofing materials, roofing manufacturers, standing seam metal, Duro-Tuff, Duro-Fleece, Duro-Guard, EXCEPTIONAL Metals
31	Yes - No	Do you wish to be eligible to participate in a TIPS contract in which a TIPS member utilizes federal funds on contracts exceeding \$100,000? (Non-Construction) (N/A since this is a construction proposal)	No
32	Yes - No	Certification of Residency (Required by the State of Texas) Company submitting bid is a Texas resident bidder?	No
33	Company Residence (City)	Vendor's principal place of business is in the city of?	Saginaw
34	Company Residence (State)	Vendor's principal place of business is in the state of?	Michigan
35	Felony Conviction Notice:	(Required by the State of Texas) My firm is, as outlined on PAGE 5 in the Instructions to Bidders document: (Questions 36 - 37)	(No Response Required)
36	Yes - No	A publicly held corporation; therefore, this reporting requirement is not applicable?	No
37	Yes - No	Is owned or operated by individual(s) who has/have been convicted of a felony? If answer is YES, a detailed explanation of the name(s) and conviction(s) must be uploaded to the "Response Attachments" FELONY CONVICTION section.	No
38	Pricing Information:	Pricing information section. (Questions 39 - 42)	(No Response Required)
39	Yes - No	In addition to the typical unit pricing furnished herein, the Vendor agrees to furnish all current and future products at prices that are proportionate to Dealer Pricing. If answer is NO, include a statement detailing how pricing for TIPS participants would be calculated in the PRICING document that is uploaded to the "Response Attachments" PRICING section.	Yes
40	Yes - No	Pricing submitted includes the TIPS administration fee?	Yes

41	Yes - No	Vendor agrees to remit to TIPS the required administration fee?	Yes
42	Yes - No	Additional discounts to TIPS members for bulk quantities or scope of work?	Yes
43	Start Time	Average start time after receipt of customer order is ____ working days?	10
44	Years Experience	Company years experience in this category?	38
45	Prices are guaranteed for?	(__ Month(s), __ Year(s), or Term of Contract) (Standard term is "Term of Contract")	Term of Contract

Line Items

Response Total: \$0.00

CONTRACT Signature Form

The undersigned hereby proposes and agrees to furnish goods and/or services in compliance with the terms, specifications and conditions at the prices quoted unless noted in writing. The undersigned further certifies that he or she is an authorized agent of the company and has authority to negotiate and contract for the company named below.

Company Name: Duro-Last, Inc.

Mailing Address: 525 Morley Drive

City: Saginaw

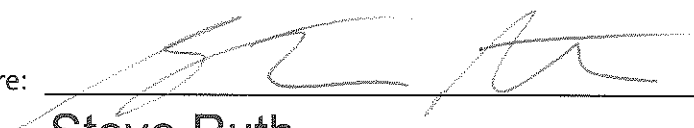
State: Michigan

Zip: 48601

Telephone Number: (800) 248-0280

Fax Number: (800) 432-9331

Email Address: csauer@duro-last.com

Authorized Signature: 

Printed Name: Steve Ruth

Position: Vice President, Sales & Marketing

This contract is for a total TERM of one year. Vendors shall honor the participation fee for any sales made based on the TIPS contract. Failure to pay the fee will be grounds for termination of contract and will affect the award of future contracts.

TIPS Authorized Signature

Date

Approved by Region VIII ESC

Date

References

**** Must have at least 3 References. References must be School, City, County, University, State Agency or Other Government.**

Organization	City	State	Contact Name	Contact Phone
City of San Angelo	San Angelo	TX	Ron Lewis	(325) 657-4472
South Side Bee Branch School District	Bee Branch	AR	Billy Jackson	(504) 654-2633
City of Live Oak	Live Oak	TX	Chief Charles Foster	(210) 653-9140

Company Profile

1.) Official Registered Name

Duro-Last, Inc.

2.) Company History

Duro-Last began in 1978 with the simple need to find a long term roofing system that worked. Existing roofing systems presented a common problem: they required ongoing maintenance and continual expense with no long-term solution in sight.

Our Founder, John R. Burt, used his experience in fabricating pool liners to develop a remarkable new roofing membrane. Two years of additional testing resulted in the proprietary membrane formula still in use today.

Duro-Last is now the world's largest manufacturer of prefabricated roofing systems. The Duro-Last roofing system, contractor installation team, customer service, and warranty all set the quality standards for the roofing industry.

3.) Corporate Office Location

*525 Morley Drive
Saginaw, MI 48601*

4.) Total Number of Sales Personnel

Sales Representatives, Regional Sales Managers, Sales Development Coordinators, Architectural Representatives, Corporate Accounts, Contractor Sales Representatives, Metal Sales, Government Sales, Product Management, Executive Management, Administrative Support, Customer Service

Northeast Region	7	Atlantic Region	4	Southeast Region	7
New England Region	7	South Region	4	California	5
North Region	2	Texas	6	Duro-Last Saginaw	58
Midwest Region	4	Pacific Rim Region	8	Duro-Last Oregon	6
Central Region	3	Rocky Mountain Region	5	Duro-Last Mississippi	4

5.) Manufacturing Locations

Duro-Last Headquarters	525 Morley Drive Saginaw, MI 48601 Chenelle D. Sauer Government Sales Administrator (800) 248-0280, ext. 2223 csauer@duro-last.com	Duro-Last Mississippi	6200 I-55 South Jackson, MS 39272 Lee Cobb Vice President, Southern Sales (800) 434-3876 lcobb@duro-last.com
Duro-Last Texas	2940 Eisenhower Street Suite 130 Carrollton, TX 75007 Michael Bottoms Regional Sales Manager (972) 236-1100 mbottoms@duro-last.com	Duro-Last Iowa	1409 E. SADC Avenue Sigourney, IA 52591 Paul Ackerman Plant Manager (888) 500-3574 packerma@duro-last.com
Duro-Last Oregon	111 N. Valley Drive Grants Pass, OR 97526 Tim Hart Vice President, West Coast Operations (800) 356-6646 thart@duro-last.com		

6.) Contact Information

Sales	Steve Ruth, Vice President Sales & Marketing; sruth@duro-last.com Jason Dark, National Sales Manager; jdark@duro-last.com Chenelle Sauer, Government Sales Administrator; csauer@duro-last.com
Sales Support	Chenelle Sauer, Government Sales Administrator; csauer@duro-last.com Molly Neymeiyer, Business Development Manager; mneymeiy@duro-last.com
Marketing	Tara Gerhardt, Marketing Manager; tgerhard@duro-last.com
Financial Reporting	Chenelle Sauer, Government Sales Administrator; csauer@duro-last.com
Executive Support	Chenelle Sauer, Government Sales Administrator; csauer@duro-last.com
Contact Phone	(800) 248-0280

7.) Standard Payment Terms

Net 30

8.) Annual Sales

2013	\$195,013,027
2014	\$208,524,305
2015	\$224,446,883

9.) What differentiates Duro-Last from our competitors?

Custom prefabrication sets Duro-Last apart. Duro-Last can custom- prefabricate deck sheets and accessories to fit each building exactly. Prefabrication dramatically reduces rooftop labor, when workers are on the rooftop where the environment is harsh and unpredictable. Duro-Last custom prefabricated deck sheets, roll goods, prefabricated flashings, and accessories address the critical transition areas of a roof. All of this leads to a long-term, low-maintenance solution.

Marketing/Sales

1.) Marketing Plan

- a) *After awarded, Duro-Last will announce our TIPS contract via an e-mail blast to inside and outside sales personnel.*
- b) *Duro-Last will post our TIPS contract information on our website and Facebook page.*
- c) *Duro-Last will develop a TIPS brochure, which will be available in hard copy and for download on our website.*
- d) *Duro-Last will develop a capabilities statement and mailer for distribution to building owners.*
- e) *Duro-Last will address TIPS in our monthly newsletter to sales representatives and our quarterly publication to Duro-Last authorized contractors.*
- f) *The Duro-Last TIPS brochure and capabilities statement will be available at school tradeshow. Duro-Last will communicate these tradeshow to the TIPS sales representative in the area.*

2.) Demonstration of TIPS benefits

Duro-Last will host a webinar to our contractor base which will discuss the ease of use of the program for the contractors and their customers, focusing on the competitive bid process.

3.) Marketing to existing customers

Duro-Last's contract with the State of Ohio has recently expired. We are already marketing our TIPS contract to these customers as an alternate means of procurement.

4.) Projected Revenue

2016	\$236,000,000
2017	\$244,000,000
2018	\$252,000,000



Complete Commercial
Roofing Systems:
Edge-to-Edge &
Deck-to-Sky™

Manufacturer of the
World's Best Roof®
Proven performance since 1978

Building Relationships Through Partnership and Innovation



Since 1978, billions of square feet of Duro-Last® single-ply roofing have been installed throughout North America. We stand by every square foot with our best-in-class warranties, Quality Assurance department and commitment to providing problem-solving products.

Dedication

Duro-Last will do what it takes to get the job done, whether you are a roofing contractor, building owner, architect, specifier, roof consultant or engineer. We are with you — from design through post-installation inspection — to ensure that the “World’s Best Roof®” is delivered.

Quality

Duro-Last is a leader in vertical integration. Since the beginning, our founder, John R. Burt, strived to produce as many parts of a Duro-Last assembly in-house while also embracing the Edge-to-Edge & Deck-to-Sky™ approach. All of this allows Duro-Last to control quality from top to bottom.

Innovation

With entrepreneurial roots, Duro-Last cultivates a culture of innovation. We are always looking for ways to make roof systems better and solve problems for our customers.





Prefabrication Difference

Custom prefabrication sets Duro-Last apart. Duro-Last can custom prefabricate deck sheets and accessories to fit each building exactly.

Prefabrication dramatically reduces rooftop labor — when workers are on the rooftop where the environment is harsh and unpredictable. Whether you are using custom prefabricated deck sheets or roll goods, Duro-Last's prefabricated flashings and accessories address the critical transition areas of a roof. All of this leads to a long-term, low-maintenance solution.



Warranties

Duro-Last warranties provide unparalleled protection for virtually all commercial roofing applications. We have warranty options to suit your needs, including hail and high-wind warranties, and we are the only manufacturer to offer a warranty that expressly covers consequential damages.

North American Footprint

We are “keeping North America covered” through strategically placed Quality Assurance Technical Representatives for service and inspections, a fully staffed Engineering Services Department and five state-of-the-art manufacturing facilities.

- **Saginaw, Michigan** – *Corporate Headquarters*
- **Grants Pass, Oregon**
- **Jackson, Mississippi**
- **Sigourney, Iowa**
- **Carrollton, Texas**



Industry Leadership

For more than three decades, the Duro-Last PVC roofing membrane's proprietary formulation has proven to be durable, serviceable, flame resistant, highly flexible and recyclable. With the completion of the most technologically advanced PVC extruder in the world, we further strengthened our commitment to the proven performance of PVC roofing.

All Duro-Last roofing membranes are UL and FM approved, and many of our metal products offer ES-1 compliance. For more information on code approvals and standards, visit the Duro-Last website at www.duro-last.com.

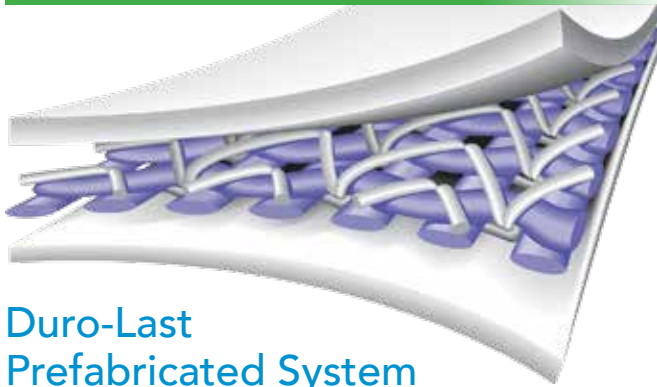




Duro-Last Membrane Systems: Billions of Square Feet Installed



MEMBRANES



Duro-Last Prefabricated System

The Duro-Last flagship membrane is a proprietary thermoplastic formulation that provides exceptional flexibility, reflectivity and resistance to UV radiation, fire and a broad range of chemicals.

A key Duro-Last difference is a weft-insertion anti-wicking scrim with a density of 18 by 14 threads per inch — which gives the Duro-Last membrane its strength and durability.

- Available in 40, 50 and 60 mil membranes
- Colors: White, tan, gray, dark gray, terra cotta
- Only product in the marketplace to offer prefabrication of the entire roofing membrane
- Unique in the industry, Duro-Last offers a 15-year warranty with consequential damage coverage for the Duro-Last prefabricated roofing system
- Can be mechanically attached, adhered or induction welded using the Duro-Bond® system

Designer Series: Rock-Ply® and Shingle-Ply®

Our Designer Series membranes provide an aesthetic look plus the watertight performance and long-term durability of the Duro-Last roofing system. Each system has either shingle or ballast design printed directly onto the membrane.

- Available in 50 mil
- Shingle-Ply colors: slate gray or sandstone





Additional Membrane Solutions

Duro-Last also offers other PVC membrane solutions. Although we are committed to the benefits of prefabrication, we realize that it may not be the ideal solution for all jobs and roofing contractors. Roll goods from Duro-Last enable installation on challenging roofs that are difficult to measure and projects in extreme weather.

A complete line of custom prefabricated accessories is available for each membrane product line.

Duro-Tuff®

Duro-Tuff was introduced to provide a better roll good product while also providing a cost-effective, secure and watertight installation.

- Available in 50, 60 and 80 mil
- Roll widths: 10", 30", 5', 10'
- Can be mechanically attached, adhered or induction welded using the Duro-Bond system

Duro-Fleece®

Duro-Fleece combines a PVC thermoplastic membrane and a high-quality fleece material on the underside of the membrane. Our Duro-Fleece membranes are an ideal product for use in adhered and mechanically fastened applications over a wide variety of roof substrates.

- Available in 50, 60 and 80 mil
- Roll widths: 5', 10'
- Can be mechanically attached or adhered

Duro-Tuff and Duro-Fleece Colors

Colors are available in all Duro-Tuff and Duro-Fleece membranes. These membranes have the same color film throughout to reduce the visual effects of bleed out as well as the availability of color matched custom membrane accessories.

- Color options: blue, copper, charcoal, green, patina, light gray and light tan
- Duro-Tuff Colors roll widths: 10", 30", 5', 10'
- Duro-Fleece Colors roll widths: 5', 10'

Duro-Last EV

Duro-Last's ketone ethylene ester (KEE) containing membrane, Duro-Last EV, offers the UV resistance, reflectivity and chemical resistance that Duro-Last is known for. Duro-Last EV contains DuPont's™ Elvaloy®, which provides durable flexibility in roofing membranes. Duro-Last EV is flexible and weldable in low temperatures and performs well in cold, harsh environments.

- Available in 50 and 60 mil
- Roll widths: 10", 30", 5', 10'
- Can be mechanically attached, adhered or induction welded using the Duro-Bond system



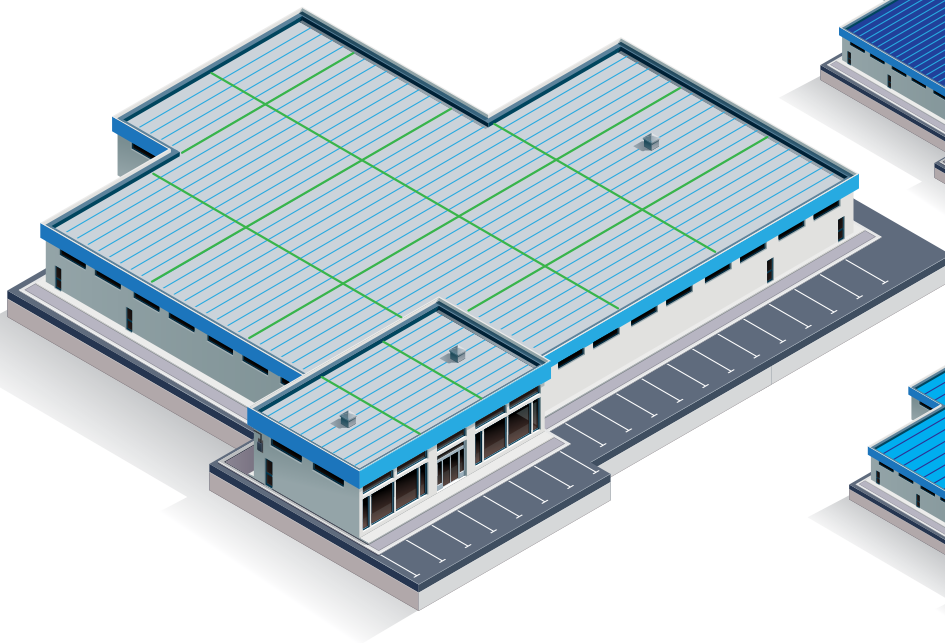


It's as Easy as it "Seams"

Prefabrication from Duro-Last: Fewer Seams = Fewer Leaks

When you install a Duro-Last custom prefabricated roofing system, up to 85% of the seams are completed in a factory-controlled environment before the roofing system is delivered to the job site. By eliminating most of the on-site seaming, Duro-Last dramatically reduces the potential for leaks — and adds the advantages of a faster, quieter and easier installation, with less maintenance and reliable performance for years to come.

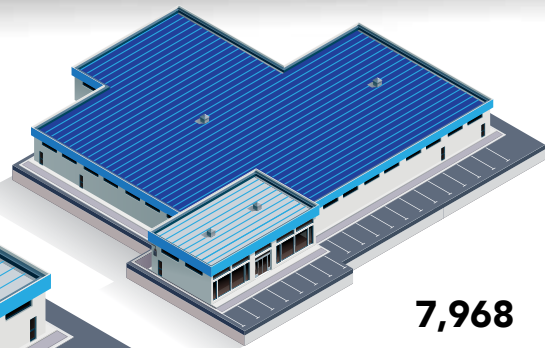
The Duro-Last Difference



1,278

- Duro-Last Prefabricated Roofing System – 5' Laps
- Prefabricated Membrane Sheets
- Linear Feet of Field Seams – 1,278 (Green)

(Blue lines represent Duro-Last factory seams)



7,968

- 6' Wide Roll Good Systems
- Linear Feet of Field Seams – 7,968



5,130

- 10' Wide Roll Good Systems
- Linear Feet of Field Seams – 5,130

The Prefab Four

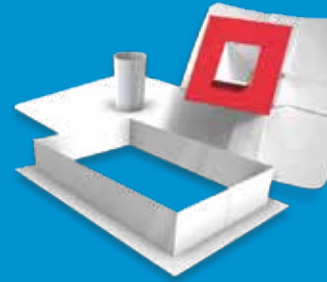
1. Factory welded seams mean better first-time quality and less callbacks
2. Prefabricated accessories provide easier transitions, superior waterproofing and aesthetics
3. Less labor for Time off the Roof™
4. Clean installations offer less job site waste and disruptions

Prefabrication Benefits for Any Duro-Last Roof

Custom prefabricated accessories and details from both Duro-Last and our EXCEPTIONAL® Metals division offer the perks of factory prefabrication to roofs installed with any Duro-Last membrane — even roll goods.

Custom prefabricated stack and curb flashings eliminate rooftop labor on the most critical roof areas — penetrations and transitions. Many of these accessories, including metal scuppers and collector boxes, come with the Duro-Last membrane already welded to it. Flashings for difficult areas like corners and parapet wall transitions come pre-welded as well.

The benefit of these products is twofold: First, having the welding completed in our factory-controlled environment provides a better-looking finished product along with the necessary watertight integrity. Second, rooftop labor is greatly reduced, getting roofing crews off the roof faster and on to the next job.



Factory Welded



Easy Transitions



Less Labor

Clean Installations

THE PREFAB FOUR

Edge-to-Edge Solutions



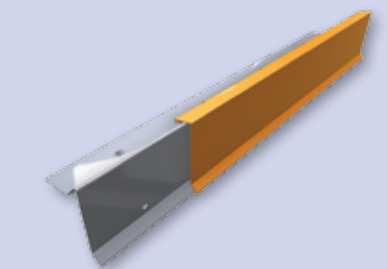
Protection is in the Details

Our EXCEPTIONAL Metals division manufactures edge metal, standing seam and drainage products. We also offer unique membrane skirted products, including scuppers, conductors and collectors that are made with reinforced single-ply roofing membrane to provide unmatched strength at critical transitions.

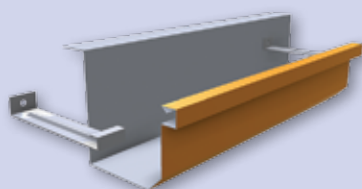
With EXCEPTIONAL Metals edge metal products, we offer a high-quality solution for edge metal that also has an aesthetic look — and a majority of our edge metal products are ES-1 compliant.

Standing Seam

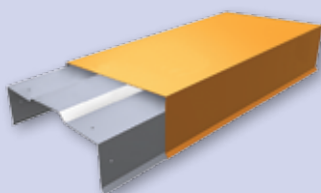
EXCEPTIONAL Metals offers industry-leading metal roof and wall systems.



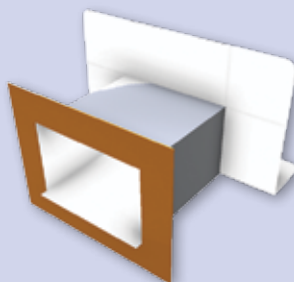
A Snap-On Compression



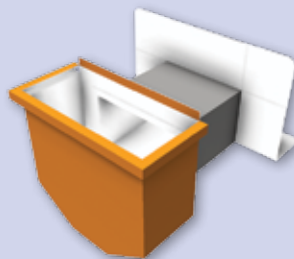
B Gutter and Strap



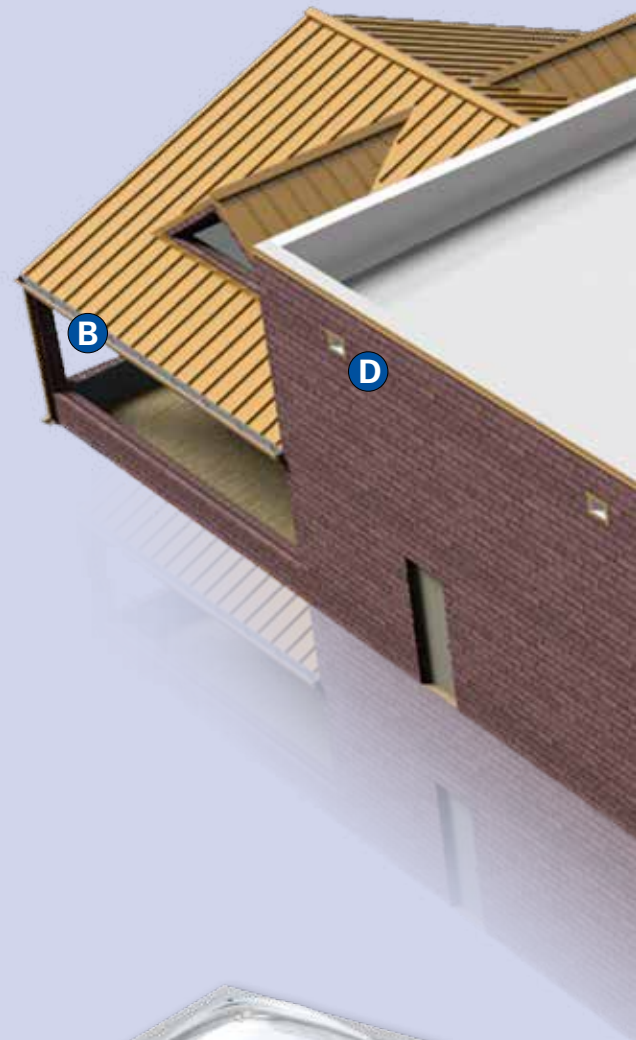
C Coping



D Scupper with Flange



F Collector Box



E Duro-Light™ Skylight

With the thickest and highest density lens in the industry, Duro-Light skylights get the job done at a value price with outstanding lifecycle cost benefits. Custom sizes are available.



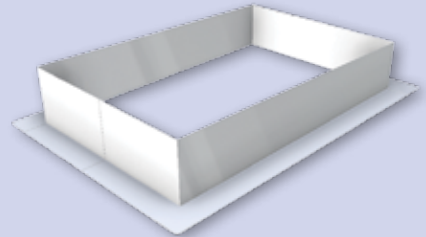
G Stack



H Two-Way Vent



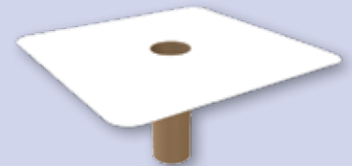
I Curb Flashing



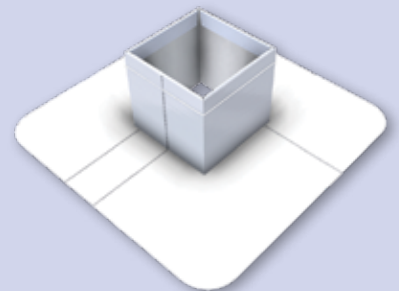
J ATR Hub



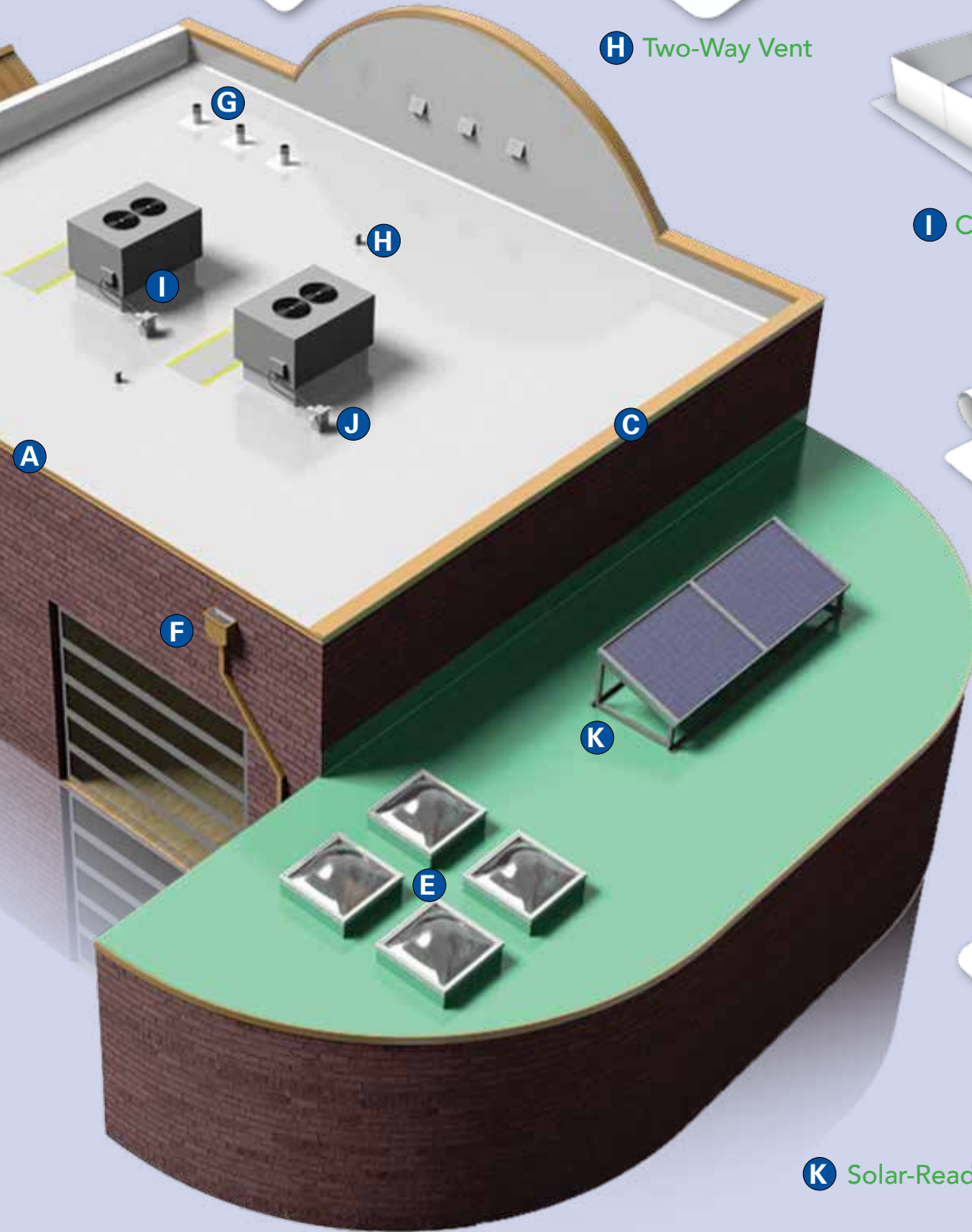
Drain



Pitch Pan



K Solar-Ready Flashings



A

F

G

J

H

K

H

C

E

I

Deck-to-Sky and Installation Solutions

Increasing Efficiency

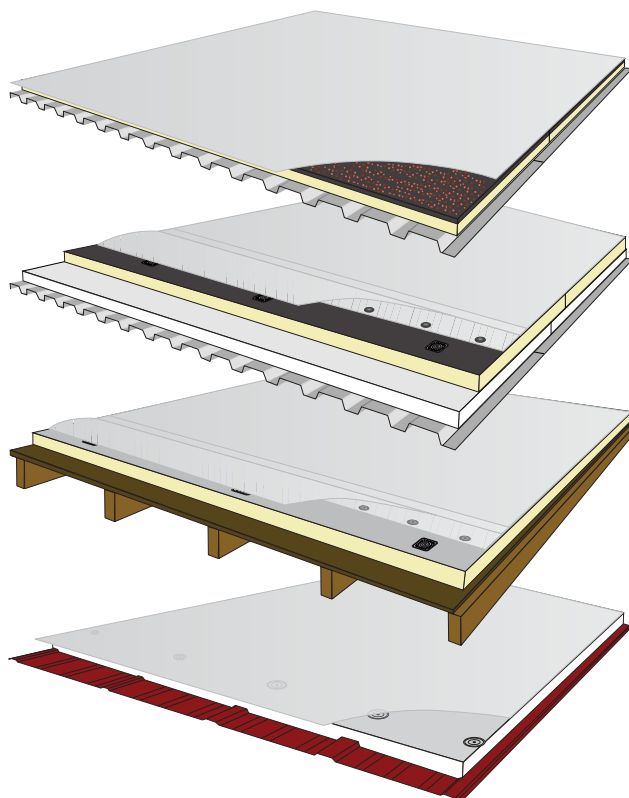
As a full roofing systems provider, Duro-Last offers many different products for fast and efficient roof installation, including:

Fasteners

TIP-TOP® Screw Manufacturing, Inc., a sister company to Duro-Last, is a manufacturer of roofing fasteners including concrete screws, heavy-duty fasteners, construction fasteners, insulation fasteners and insulation plates for the Duro-Last roofing system and other applications.

Adhesives

For adhered applications, Duro-Last offers both solvent-based and water-based adhesives for membrane, along with low-rise foam options for insulation and cover board applications.



The Duro-Last Duro-Bond® Roofing System

This system is a mechanically-attached installation option using non-penetrating “induction weld” technology. This technique bonds the Duro-Last PVC membrane to a PVC-coated fastening plate beneath the roof membrane, which also fastens insulation and recovery board materials to the roof deck. The OMG RhinoBond® is the preferred induction fastening system.



We’ve Got You Covered

Duro-Last offers complete roofing systems — with solutions from Edge-to-Edge & Deck-to-Sky™. Deck-to-Sky options include everything from cover boards and vapor barriers to both polyisocyanurate (ISO) and expanded polystyrene (EPS) insulation. All of these products contribute to roofing system assembly best practices, making the “World’s Best Roof” even more durable. Through our easy ordering process, competitive pricing and logistical service support, our Duro-Guard® line of products is both cost-effective and convenient.

Additional Duro-Guard Products Include:

- Duro-Guard EPS Flute Fill Combo
- Fan Fold
- DensDeck®, Securock® and DEXcell® roof boards
- Duro-Last Vapor Barrier

Reduce, Recycle, Reimagine

Duro-Last was Sustainable Before it was Cool

Sustainability has been a part of the Duro-Last culture for more than 20 years. Our founder, John R. Burt, came up with the idea to make flooring out of scrap. He was able to look at old PVC roofs and manufacturing scrap and reimagine it into resilient flooring, walkway pads and concrete expansion joints.

Recycling

Duro-Last has a focus on recycling at every step of the product lifecycle. In addition to our manufacturing process that allows scrap to be recycled back into production, we can take old roofs back at the end of their useful life through our Take Back Program.

In addition, our prefabricated roof systems allow roofing contractors to reduce scrap on the job site — meaning less waste ends up in a landfill.

Energy

By reflecting up to 86% of the sun's energy, Duro-Last's white membranes can greatly reduce energy consumption and costs. With a total solar emittance of up to 95%, the Duro-Last membrane is ENERGY STAR® qualified, meaning our roofing systems release energy and heat efficiently.



Manufacturers of the **World's Best Roof®** with proven performance since 1978

Best-in-Class Warranties

Duro-Last leads the roofing industry with comprehensive warranty coverage. As the only manufacturer with a warranty that expressly covers consequential damages, we work hard and stand by every square foot.

With our warranty groupings, we have a level of coverage right for any job.

Duro-Last Supreme Warranties

- Offer consequential damage coverage

Duro-Last Ultra Warranties

- Cover both material and labor
- High wind and/or hail coverage is available

Duro-Last Basic Warranties

Duro-Last Residential Warranties

Inspection

Upon completion of a commercial job, a Duro-Last Quality Assurance Technical Representative will inspect the Duro-Last roofing system. A warranty will not be issued until a roof has passed our inspection. This means that between the inspections in our manufacturing plant and on the roof, every field seam will be inspected.



Spec Generator

Our Spec Generator makes it easy to specify and order Duro-Last. This online tool features the full spectrum of Duro-Last roofing systems along with corresponding warranties, technical data and roof details to ensure the best roofing solution for any situation.



For more information give us a call
or visit our website today.

800-248-0280

duro-last.com



DURO-LAST® WARRANTIES

Supreme Warranties

*These warranties include consequential damage for the first 15 years.

<i>Warranty</i>	<i>(Minimum) Mil</i>	<i>Membranes Covered</i>	<i>Color</i>	<i>Base</i>
15 Year NDL-consequential	40	DL/DFP	Green	0.00/ sq ft
20 Year-15 year consequential, additional 5 year material only	50	DL/DFP	Orange	0.08/ sq ft*
20 Year-15 year consequential, additional 5 year material and labor	50	DL/DFP	Purple	0.18/ sq ft*

Ultra Warranties

*Performance warranties that cover material and labor, but do not include consequential damages.

<i>Warranty</i>	<i>(Minimum) Mil</i>	<i>Membranes Covered</i>	<i>Color</i>	<i>Base</i>
15 Year Hail Warranty	50	DL/DFP	Brown	0.13/ sq ft***
15 Year Hail & High Wind Warranty	50	DL/DFP	Yellow/ Brown	HW** + 0.13/ sq ft***
15 Year High Wind Warranty	40	DL/DT/DF/ DFP/DLEV	Yellow	HW**
20 Year High Wind Warranty	50	DL/DT/DF/ DFP/DLEV	Fuchsia	HW** + 0.13/ sq ft***

Basic Warranties

*Warranties do not include consequential damages.

<i>Warranty</i>	<i>(Minimum) Mil</i>	<i>Membranes Covered</i>	<i>Color</i>	<i>Base</i>
15 Year NDL	40	DL/DT/DF/ DFP/DLEV	Burgundy	0.00/ sq ft
20 Year NDL	50	DL/DT/DF/ DFP/DLEV	Blue	0.13/ sq ft*

Residential Warranties

*Warranties do not include consequential damages. Material Only warranties.

<i>Warranty</i>	<i>(Minimum) Mil</i>	<i>Membranes Covered</i>	<i>Color</i>	<i>Base</i>
15 Year Residential	40	DL/DT/DF/ DFP/DLEV	Pink	0.00/ sq ft
20 Year Residential	50	DL/DT/DF/ DFP/DLEV	Pink/Blue	0.00/ sq ft

* Discount rates:

- \$0.05 for Platinum Contractors
- \$0.04 for Elite Contractors
- \$0.03 for Master Contractors

** See High Wind (HW) charts for upcharges from 55 mph-120 mph.

*** All Hail and or High Wind Warranties require a Warranty Letter of Intent from Engineering Services and full assembly requirements supplied by Duro-Last Roofing, Inc.

**15 Year High Wind Adder (HW) MPH	Mechanically Attached	Fully-Adhered
55-72 mph	\$0.00	\$0.00
73 - 80 mph	\$0.07	\$0.08
81 - 90 mph	\$0.09	\$0.10
91 - 100 mph	\$0.11	\$0.12
101 - 110 mph	\$0.13	\$0.14
111 - 120 mph	\$0.15	\$0.16

15-YEAR NDL WARRANTY

- Our standard, comprehensive 15-year No Dollar Limit (NDL) warranty is transferable, has no exclusions for ponding water, and provides coverage against consequential damages that result from defects in the Duro-Last material and/or installation workmanship.
- There is no additional charge for your Duro-Last standard warranty. That means you get the industry's best rooftop protection for FREE.
- NO MAINTENANCE PROGRAM REQUIRED - Duro-Last does not require you to invest in a roof maintenance program often stipulated by other manufacturers.

NOTE: Consequential damage coverage is not available for Duro-Tuff®, Duro-Fleece®, or Duro-Last® EV.



2900 Charlevoix Drive SE
Cook Plaza, Suite 220
Grand Rapids, MI 49546

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Underwriting Consultant

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800-432-9534 x2682

Fax 616-285-2688

Email Kevin.VanOtterloo@cna.com

August 13, 2015

To: The Interlocal Purchasing System - TIPS/TAPS

RE: Duro-Last Roofing, Inc.
Saginaw, MI - Surety Capacity

We are writing you at the request of Duro-Last Roofing, Inc.

We have been providing surety bonds for Duro-Last Roofing, Inc. since 2007. We have approved bonds for them covering bonded jobs up to \$7,500,000 and maintain an aggregate bonded work program of \$15,000,000. We would favorably consider projects and programs above these amounts.

We continue to be confident in this principal's ability to perform and we recommend them for your favorable consideration.

Bonds for this account are written on Western Surety Company (NAIC# 13188) paper which is an approved surety on the Department of Treasury's Listing and currently has a US Treasury Limit of \$119,749,000. Western Surety Company maintains an A Excellent AM Best Rating and a financial size of XIII.

This letter is not to be construed as an agreement to provide surety bonds for any particular project, but is offered as an indication of our past experience and confidence in this firm. Any specific request for bonds will be underwritten on its own merits.

Sincerely,

Kevin Van Otterloo
Western Surety Company

Federal Requirements for Procurement and Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms.

If the TIPS member anticipate possibly using federal funds for procurement under this potential award and is required to obtain the following compliance assurance.

1. Will you be subcontracting any of your work under this award if you are successful?

(Check one)

YES or NO

2. If yes, do you agree to comply with the following federal requirements? (Check one)

YES or NO

2 CFR §200.321 Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms.

(a) The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

(b) Affirmative steps must include:

- (1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
- (2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
- (3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
- (4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;
- (5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce ; and
- (6) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs (1) through (5) of this section.

Company Name Duro-Last, Inc.

Name of authorized representative Steve Ruth, Vice President Sales & Marketing

Signature of authorized representative 

Date 03/10/2016