

Bid Checklist

Proposal: _____

Awarded Vendor(s): _____

Award Date: _____ **Contract Number:** _____

- ☐ Copy of Public Notice/Legal Ad(s)
- ☐ Copy Of Release (via Public Purchase)
- ☐ Copy of Bid Specifications (includes Q&A, addenda if issued)
- ☐ Copy of Closing (via Public Purchase)
- ☐ Notification Report
- ☐ Access Report (via Public Purchase)
- ☐ Opening Record
- ☐ Copy of Bids Received
- ☐ Evaluation Compilation/Executive Summary
- ☐ Copy of Award Letter
- ☐ Copy of Rejection Letter
- ☐ Copy of Signed Contract(s)
- ☐ Board Acceptance of Bid

AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA)
COUNTY OF HENNEPIN)



650 3rd Ave. S., Suite 1300 | Minneapolis, MN | 55488

Toni Ferdelman, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Monday, January 2; and Monday, January 9, 2017

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$403.20.**

5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

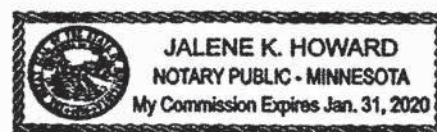
FURTHER YOUR AFFIANT SAITH NOT.

Toni Ferdelman

Subscribed and sworn to before me on January 11, 2017

Jalene K. Howard

Notary Public



Forum Communications Company FORUM COMMUNICATIONS
 PO BOX 2020 PO BOX 2020
 FARGO, ND 58107-2020 FARGO, ND 58107-2020

**INVOICE****CLIENT**

MINNESOTA SERVICE COOPERATIVES
 C/O JAN EKLUND
 1001 E MOUNT FAITH AVE
 FERGUS FALLS, MN 56537-2375

ACCOUNT NUMBER 23670	INVOICE DATE 01/09/2017
-------------------------	----------------------------

INVOICE NUMBER CL01738229	INVOICE AMOUNT 50.22
------------------------------	-------------------------

AMOUNT PAID

REMITTANCE PORTION: CUT AND RETURN THIS PORTION WITH YOUR PAYMENT

Account Number	Terms	Invoice Date	Invoice Number
23670	DUE UPON RECEIPT	01/09/2017	CL01738229
Ad Text: Notice to Bidders Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until: 10:00 a.m. CDT, Wednesday, February 1, 2017 For proposals: 17.5 – Carpet & Resilient Flooring and 17.6 – Enterprise Content Management. Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com). Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Wednesday, February 1, 2017. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals. (January 2, 9, 2017) 2428783			
Ad #: 2428783	Date: 12/27/2016	Ad Size: 2 col. x 16.00 Lines	Word Count: 128
Ad Heading: NORTH DAKOTA LEGALS		Tearsheets:	P.O. #:
			50.22
TOTAL:			50.22
ADJUSTMENTS:			0.00
PAYMENTS:			0.00
Amount Due:			50.22

TERMS: A FINANCE CHARGE OF 1.5% PER MONTH, WHICH IS AN ANNUAL PERCENTAGE RATE OF 18%, IS CHARGED ON ALL PAST DUE ACCOUNTS AFTER 60 DAYS.



AFFIDAVIT OF PUBLICATION

2428783

STATE OF NORTH DAKOTA,
COUNTY OF CASS

Sean McCracken, *The Forum*, being duly sworn, states as follows:

1. I am the designated agent of The Forum, under the provisions and for the purposes of, Section 31-04-06, NDCC, for the newspapers listed on the attached exhibits.
2. The newspapers listed on the exhibits published the advertisement of: **Notice to Bidders**; 2 (two) times: *Monday(s) January 2, 9, 2017*, as required by law or ordinance.
3. All of the listed newspapers are legal newspapers in the State of North Dakota and, under the provisions of Section 46-05-01, NDCC, are qualified to publish any public notice or any matter required by law or ordinance to be printed or published in a newspaper in North Dakota.

.....
Sean McCracken

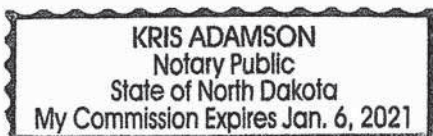
[Signed]

Subscribed and sworn to before me this

9th day of January, 2017.

[Signature]

Notary Public, Cass Co., N.D.



Notice to Bidders

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:

10:00 a.m. CDT, Wednesday, February 1, 2017

For proposals: 17.5 – Carpet & Resilient Flooring and 17.6 – Enterprise Content Management.

Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com).

Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Wednesday, February 1, 2017. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals.
(January 2, 9, 2017)

2428783



Classified Advertising Invoice

Bismarck Tribune
PO BOX 540
Waterloo, IA 50704-0540
888-418-6474

LAKES COUNTRY SERVICE COOP

1001 E MOUNT FAITH
FERGUS FALLS MN 56537

Customer: 60058870
Phone: (218) 737-6535
Date: 01/09/2017

CREDIT CARD PAYMENT (circle one)



Card #: _____
Exp Date: _____
Signature: _____
Credit card users: Fax to 319-291-4014

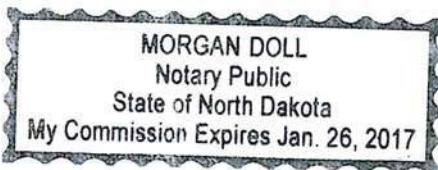
PLEASE DETACH AND RETURN TOP PORTION WITH YOUR PAYMENT

Lee Enterprises no longer accepts credit card payments sent via e-mail. Emails containing credit card numbers will be blocked. Please use the coupon above to send a credit card payment to remittance address located in the upper right corner. You may also send the coupon to a secure fax at 319-291-4014.

Date	Date	Times Run	Description	Lines	Class Code	Order Amt	Net Amt Due
01/02/17	01/09/17	2	RFP's 17.5 - Carpet/17.6 - Ent Bismarck Tribune	25.00	Legals	100.00	100.00

Affidavit of Publication

State of North Dakota) SS County of Burleigh
Before me, a Notary Public for the State of North Dakota
personally appeared CK who being duly sworn, deposes
and says that he (she) is the Clerk of Bismarck Tribune Co.,
and that the publication(s) were made through the
Bismarck Tribune on the following dates:
1/2, 9 Signed Carmen Kuntz
sworn and subscribed to before me this 17th
day of January 2017
Morgan Doll
Notary Public in and for the State of North Dakota



NOTICE TO BIDDERS

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:

**10:00 a.m. CDT,
Wednesday, February 1, 2017**

For proposals: 17.5 - Carpet & Resilient Flooring and 17.6 - Enterprise Content Management.

Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com).

Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Wednesday, February 1, 2017. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals.

1/2 & 9 - 20877572

Please return invoice or put order number on check. Thank You.

Remarks: _____ Total Due: 100.00

Bismarck Tribune
www.bismarcktribune.com
PO BOX 540
Waterloo, IA 50704-0540

Terms: PAYMENT IS DUE UPON RECEIPT OF INVOICE

From: [Public Purchase](#)
To: [Lisa Truax](#)
Cc: [Melissa Mattson](#)
Subject: Release Successful on Bid RFP #17.5 - Carpet and Resilient Flooring
Date: Monday, January 2, 2017 11:03:59 AM

Lisa M Truax:

Bid "RFP #17.5 - Carpet and Resilient Flooring"
Status: Release Successful on Jan 2, 2017 10:03:51 AM MST

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=70747>

If you have any questions regarding this bid, please contact our Customer Support Staff at
agency support@publicpurchase.com

Thank you for using Public Purchase.

MK= AMrvZULYygxY+5q16Cg7xQ==

Proposals Requested by the:

Cooperative Purchasing Connection

Servicing participating agencies in Minnesota, North Dakota & South Dakota



RFP 17.5 – Carpet & Resilient Flooring

Due: 10:00 a.m. CT on Monday, January 9, 2017
Cooperative Purchasing Connection

**Respondents/Vendors will submit questions and proposals online
via Public Purchase (www.publicpurchase.com)**

Published in the:
Star Tribune
Fargo Forum
Bismarck Tribune
January 2 & 9, 2017

Table of Contents

I.	<u>Instructions to Respondents</u>	Page 3
II.	<u>Solicitation Procedures</u>	Page 3
	a. Intent of the Request for Proposals	
	b. Responding Vendor Qualifications	
	c. Required Securities	
	d. RFP Submission	
	i. Public Purchase	
	ii. Submission of Proposals	
	iii. Interpretations	
	e. RFP Particulars	
	i. Addenda	
	ii. Correction of RFP Documents	
	iii. Late Submissions	
	iv. Modifications of Withdrawal of a Proposal	
	v. Opening of Proposals	
	f. Bid Evaluation	
	i. Conditions Precedent to Award	
	g. Contract Award	
III.	<u>General Terms & Conditions</u>	Page 8
IV.	<u>Technical Specifications</u>	Page 14
V.	<u>Appendix A: Cooperative Purchasing Connection Map</u>	Page 24

RFP 17.5 – Carpet & Resilient Flooring

I. Instructions to Respondents

Proposals for the requested products and/or services are detailed in the accompanying Technical Specifications.

In Minnesota, the service cooperatives, organized pursuant to Minnesota Statute 123A.21, are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies including, but not limited to, cooperative purchasing services. The Service Cooperatives currently provide purchasing contracts to over 1,400 participating agencies in Minnesota and South Dakota through a joint powers group, the Cooperative Purchasing Connection. Participating service cooperatives include:

Lakes Country Service Cooperative (LCSC), Fergus Falls, MN

- **Metro ECSU (METRO)**, Arden Hills, MN
- **Northeast Service Cooperative (NESC)**, Mt. Iron, MN
- **Northwest Service Cooperative (NWSC)**, Thief River Falls, MN
- **Resource Training and Solutions (RESOURCE)**, Sartell, MN
- **South Central Service Cooperative (SCSC)**, Mankato, MN
- **Southeast Service Cooperative (SSC)**, Rochester, MN
- **Southwest/West Central Service Cooperative (SW/WC)**, Marshall, MN, also serves agencies in South Dakota

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group organized under the provisions of Chapter 54-40.3 of the North Dakota Century Code. NDESC holds a joint powers agreement with LCSC to provide purchasing contracts to its participating agencies. NDESC currently serves approximately 200 agencies across the state of North Dakota. CPC's 3,200 participating agencies purchase on average, over \$45,000,000 annually, through its partnered vendors.

Together, these cooperatives operate a joint purchasing program under the name of Cooperative Purchasing Connection. In this Request for Proposal (RFP), the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperative will be referred to as the Cooperative Purchasing Connection (CPC).

LCSC provides the administrative functions of CPC. Administrative functions include, but are not limited to: bid and contract research, development, and negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

II. Solicitation Procedures

A. Intent of the Request for Proposals

Purpose Statement/Objective: CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase carpet and resilient flooring at consortium level discounted pricing.

Scope of Work: It is CPC's intention to solicit proposals for carpet and resilient flooring on behalf of its participating agencies. CPC, upon review, analysis, and evaluation of the qualified respondents, is

looking to partner with a qualified vendor(s) proposal that will provide a broad-line of quality carpet, resilient flooring, accessories and installation services. Participating agencies will have the ability to purchase materials only from the awarded vendor(s) as well as materials and installation and related services, if requested. Carpet and resilient flooring can include, but is not limited to the following categories:

1. Carpet
 - a. Broadloom carpets.
 1. Direct glued.
 2. Stretched-in, with cushion underlay.
 - b. Carpet tile.
 1. Fully adhered, with edges and grid adhering.
2. Resilient sheet, tile and base flooring.
 - a. Vinyl composition tile (VCT).
 - b. Vinyl sheet flooring.
 - c. Solid vinyl tile.
 - d. Luxury vinyl tile (LVT).
 - e. Linoleum.
 - f. Rubber.
 - g. Stair accessories.
3. Accessories (adhesives, wall base, moldings, transition strips, etc.).
4. Installation and related services.
5. Removal of existing flooring and legal disposal of flooring removed. Flooring materials are to be salvaged for reuse by the participating agency, when directed, or disposed of properly.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract not only to participating agencies, but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

CPC intends to award this RFP to one or more vendors based on manufacturer/brand who can offer acceptable carpet, resilient flooring and installation services that can be of benefit to all of the participating agencies of CPC. When responding, identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional suppliers to execute the contract as long as pricing is consistent in all of CPC's tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies.
2. Warranty protection.
3. Training and support, when applicable.
4. Installation, when applicable.
5. Guaranteed pricing discounts firm for the duration of the contract term.

Carpet and resilient flooring must be easy to use and install; should installation services be requested by an agency, the awarded vendor(s) must be able to provide installation services for the carpet and resilient flooring purchased. Vendors who meet any or all of the categories mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

B. Responding Vendor Qualifications

All proposals must contain answers, responses and/or documentation to the information requested. Any respondent failing to provide the required information/documentation may be considered non-responsive.

Respondents must demonstrate their ability, capacity and available resources to provide the requested products and/or services to participating agencies. Respondents are required to communicate and demonstrate within their response that they have extensive knowledge, background, and at least ten (10) years of experience with manufacturing, obtaining, delivering, installing, maintaining and/or supporting the product lines of products, equipment, services or software offered. CPC reserves the right to accept or reject respondents failing to demonstrate their abilities or capacity solely based on information provided in the bid response and/or its own investigation of the company.

C. Required Securities

Awarded vendor(s) will be required to post a \$1,000.00 performance bond at the time of the award(s). The performance bond may be in the form of a bond, certified or cashier's check, or money order payable to Lakes Country Service Cooperative, Attn: Bid & Contract Facilitator, 1001 E. Mount Faith Ave., Fergus Falls, MN 56537. It may also be a bond naming Lakes Country Service Cooperative as obligee written by a corporate surety, satisfactory to CPC, pledging that the respondent will abide by the terms stated in this RFP and in the vendor's proposal and pledges the faithful performance of the contract and the payment of all obligations arising thereunder. Failure to comply with the awarded vendor(s) proposal, the performance bond shall be forfeited to CPC as liquidating damages, not as a penalty. Loss of the performance bond may include, but is not limited to: poor customer service, poor quality of product, delivery issues, lack of reporting, and lack of administrative fee payments. The performance bond or bid security shall remain in force for the entire duration of the contract term and must be renewed annually upon contract renewal.

D. RFP Submission

Public Purchase: CPC has moved its RFPs to a web-based system called Public Purchase. Public Purchase is an easy-to-use platform that provides respondents/vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit your organization's solicitation response. All changes, updates, uploads, and downloads are time stamped and logged as part of the RFP process.

Submission of Proposals: It is the responsibility of the respondent to be certain that the proposal being submitted has been uploaded to Public Purchase by the due date and time, as described in the Technical Specifications. All proposals MUST be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the due date and time, the Public Purchase system and CPC will not accept the proposal. If any issues occur during the upload of the proposal, respondents/vendors should contact Public Purchase at support@publicpurchase.com or utilize the chat function within Public Purchase for immediate technical support. If the data in the submission is password protected, the password must be provided with the proposal. Oral or hardcopy proposals are invalid and will not receive consideration.

Interpretations: Requests for additional information, including Instructions to Respondents or Technical Specifications shall be asked via the Public Purchase platform for all participating respondents to see. CPC will respond accordingly via Public Purchase to all questions and/or by issuing an addenda.

E. RFP Particulars

Addenda: Addenda are written instruments issued by CPC which modify or interpret the RFP documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically upon CPC's response via the Public Purchase platform. Addenda are logged and tracked within the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the due date and time of the proposal, except an addendum withdrawing the proposal or one which includes postponement of the date of receipt of proposals.

Correction of RFP Documents: Upon examination of the RFP documents, respondents shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any notification of ambiguity, corrections and/or requests for interpretation must be submitted, via the Public Purchase platform, no later than ten (10) business days prior to the RFP opening. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum. Such addenda will be sent to respondents via the Public Purchase platform. All changes are logged and tracked automatically by the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes.

Late Submissions: Proposals will not be allowed to be submitted and/or uploaded after the RFP due date and time set by CPC (see Technical Specifications). It is the respondent's responsibility to ensure that RFP responses are received by the due date and time listed.

Modifications or Withdrawal of a Proposal: A proposal may not be modified, withdrawn or cancelled by the respondent for a period of one hundred-twenty (120) days following the due date and time of the proposal, as each responder so agrees in submitting a proposal. Prior to the due date and time of the proposals, any proposal submitted may be modified or withdrawn within the Public Purchase system. Withdrawn proposals may be resubmitted online via Public Purchase up to the due date and time designated for the proposal provided that they are fully in conformance with these Instructions to Respondents.

Opening of Proposals: The properly identified proposals which have been submitted on time will be opened after the RFP due date and time. A summary of the proposals will be made available for public inspection during normal business hours in the RFP Facilitator's office (Fergus Falls, MN) free of charge during normal business hours. Those requesting a copy (electronic or hard copy) of the RFP responses will need to pay a twenty-five (\$25.00) service fee for that compilation.

F. Bid Evaluation

Conditions Precedent to Award: CPC shall have the right to waive any informality or irregularity in any proposal or proposals received; to accept the proposal or proposals which, in their judgment, are in the best interest of CPC's participating agencies; and to advertise for new proposals where the acceptance, rejection, waiving, or re-advertising is determined to be in the best interest of participating agencies. Within these categories, awards will be based on, but not necessarily limited to, the following:

1. Adherence to all conditions and requirements of the specifications
2. Proposed pricing
3. Services and support to agencies

4. Qualifications and experience; reputation with current and past users
5. "Value Added" services offered
6. Needs and requirements of participating agencies
7. Evaluation of vendor's ability to service CPC
8. Ease and efficiency of the vendor's order process
9. Respondent's ability to meet RFP requirements
10. Geographic service capability
11. Nature and extent of company data furnished upon request of CPC
12. Ability of vendor to develop partnership with CPC

CPC will conduct a cost evaluation analysis of the qualified respondent(s) by creating a market basket (from Form C – Pricing Schedule) and/or by creating a core list of products from multiple categories defined in this proposal to measure proposed pricing between vendors.

In addition, the following tool will be used in the evaluation of responses. The final award is not based on which company receives the most points.

Evaluation Item	Maximum Points
Questionnaire	275
<i>Qualifications & Experience</i>	
<i>Project Personnel</i>	
<i>Assessment, Design & Layout</i>	
<i>Delivery & Installation</i>	
<i>Miscellaneous</i>	
Pricing	270
<i>State Multiplier</i>	
<i>Catalog/Manufacturer Discounts</i>	
<i>Carpet Pricing Schedule</i>	
<i>Resilient Flooring Pricing Schedule</i>	
<i>Services</i>	
<i>Volume Discounts</i>	
Total Points	545

Rejection of Any or All Proposals: CPC reserves the right to award the entire contract to one vendor, to award multiple contracts, or to reject any or all proposals.

Binding Contract: A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, scope of work, and specifications contained in this request. The awarded vendor(s) acknowledges that the contract offer and award (Form G – Contract Offer & Award) binds the awarded vendor(s) to all terms and conditions stated in the proposal until a contract has been signed by both parties.

G. Contract Award

Contract Development: Following the final evaluations, CPC will develop a contract with the most highly qualified respondent(s). If a satisfactory contract cannot be developed with the most highly qualified respondent(s) the second most qualified respondent(s) may then be approached to develop a contract.

III. General Terms & Conditions

Assignment: Any contract awarded under the conditions of this RFP shall be for the use of organizations eligible for participation in the Cooperative Purchasing Connection consortium. In addition, any eligible agency outside of the tri-state area may participate (piggyback) with this contract at its discretion, with the consent of the awarded vendor(s). An awarded vendor(s) must seek approval from CPC prior to utilizing the contract outside of CPC's tri-state area. CPC has connections with partnering consortiums across the United States. CPC will work with the awarded vendor(s) to make such connections should the vendor want to piggyback the contract as a vehicle for additional sales outside of CPC's tri-state area. All requirements of this RFP will apply to all participating eligible agencies. Agencies outside of the tri-state area participating in this RFP contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold the agencies of the Cooperative Purchasing Connection harmless from any disputes, disagreements, or actions which may arise as a result of using this RFP contract.

Audit: In accordance with applicable law, the awarded vendor will agree that a member(s) of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will give at least three days' notice of an audit. The audit will be conducted at a reasonable place and time.

Awarded Vendor(s): The company or companies chosen by CPC to provide goods and/or services to CPC participating agencies through the RFP process.

Byrd Anti-Lobbying Amendment: A project, as a result of this RFP, is in excess of \$100,000, the awarded vendor(s) certify that it will not as has not used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of an agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant or any other award covered by 31 U.S.C. 1352. Awarded vendor(s) will also disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Awarded vendor(s) will ensure compliance herewith by Seller's subcontractors.

Collusion: Collusion between respondents is cause for rejection of those respondents involved.

Confidential Information: CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the vendor submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the vendor submitting the proposal to be trade secret data must be clearly marked "proprietary and confidential." Should a challenge occur to said vendor's designation of data as "proprietary and confidential," the vendor shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any vendor regarding their designation of data as "proprietary and confidential."

Construction Related Products and Services (*construction related solicitations only*): CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the necessary requirements for construction related products and services and to enter and execute a contract in the state of Minnesota. The contracted vendor will be required to work with CPC's participating agencies and will require that an architect's signature or certification is noted on the specifications as required by [Minnesota Statute §326.12 subd. 3](#). With certain exceptions, [Minnesota Rules part 1800.5200, subpart 1](#), requires a licensed architect or engineer to prepare and certify specifications for building alterations or renovations. Once CPC and the awarded vendor(s) are able

to confirm that business is able to be conducted in Minnesota, CPC will make a final decision to complete the contract execution process.

In North Dakota, CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the necessary requirements for construction related products and services, according to [Chapter 48-01.2 of the North Dakota Century Code](#), and to enter and execute a contract in the state of North Dakota. Once CPC and the awarded vendor(s) are able to confirm that business is able to be conducted in North Dakota, CPC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction related projects, products and services, the awarded vendor(s) must also send a duplicate quote to CPC. The quote provided to CPC must include the contact information of the participating agency.

Debarment or Suspension: If within the past five (5) years, any vendors that have been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state, or local government, the vendor must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the debarment or suspension, the duration of the debarment or suspension, and the relevant circumstances relating to the debarment or suspension. Any failure to supply such a letter or to not disclose in the letter all the pertinent information may result in the cancellation of any resulting contract. By signing the EDGAR Compliance form, the vendor certifies that the vendor or any subcontractor is not currently listed on the government-wide exclusions in the System for Award Management (SAM), it not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Orders 12549.

Defects: All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end users' expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

Definitions:

1. Accessories. A selection of flooring accessories including wall base, moldings, stair treads, stair nosing, transition strips, adhesives and any other accessories provided.
2. Broadloom carpet. A carpet woven on a wide loom to obviate the need for seems, and generally refers to tufted carpet that is installed wall-to-wall.
3. Carpet. A selection of commercial carpet tiles, broadloom carpet, mats, and padding or cushions.
4. Carpet tile. Also known as carpet squares or modular carpet, are a modern and stylish alternative to standard carpet rolls.
5. Linoleum. Made of natural ingredients that include linseed oil, cork, limestone, wood flour and tree resins. The color goes all the way through, making it extremely wearable and durable.
6. Resilient. Floors have some "give" or elasticity when you walk across them. Tending or able to recover from strain or deformation caused especially by compressive stress.
7. Resilient flooring. An organic floor surfacing material made in sheet or tile form or formed in place as a seamless material of which the wearing surface is non-textile. The resilient floor covering classification by common usage includes, but is not limited to asphalt, cork, linoleum, rubber, vinyl, vinyl composition and polymeric poured seamless floors. Resilient in this sense is used as a commonly accepted term, but does not necessarily define a physical property.

8. Sheet, resilient flooring. Flexible resilient flooring, packaged in roll form, in which the length substantially exceeds the width.
9. Solid vinyl tile. A resilient tile flooring composed of binder, fillers and pigments compounded with suitable and processing aids. The tile meets requirements of ASTM specification F 1700. The binder consists of polymers and/or copolymers of vinyl chloride, other modifying resins and plasticizers which comprise at least 34% by weight of the finished tile. The polymers and copolymers of vinyl chloride comprise at least 60% of the weight of the binder.
10. Tile, resilient flooring. Resilient flooring which is packaged in flat pieces which can be installed ad individual units.
11. Vinyl. Made from a mixture of polyvinyl chloride and plasticizer, it is usually flexible and non-porous. Pigments are added for color.
12. Vinyl composition tiles (VCT). A resilient floor covering composed of binder, fillers, and pigments. The binder shall consist of one or more resins of poly (vinyl chloride), or vinyl chloride copolymers, or both, compounded with suitable plasticizers and stabilizers. Other polymeric resins may be incorporated as part of the binder.

Delivery: All prices submitted are to be F.O.B. Destination, Freight Pre-Paid and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.

Express Online Marketplace: CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies are able to search for and purchase items. Essentially, Express is a one-stop shop for many of CPC's commodity based contracts. Awarded vendor(s) do not have to have an e-commerce site to be included in Express. Over the span of two years, participating agencies have purchased over \$3,500,000 in commodity type goods through Express. As Express offers integration into two of the main school financial systems in Minnesota, CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. A demonstration of Express will be available to all respondents who participate in the non-required conference call. CPC will work with the awarded vendor(s) to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express within a timely manner.

Federal Requirements: The awarded vendor(s) agrees, when working on any federally assisted project with more than \$2,000.00 in labor costs for the construction, alteration, and/or repair, including painting and decorating, or a public building or public work, to comply with the Contract Work Hours and Safety Standards Act (40 USC) 3701 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR Parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (40 USC 3141), the Copeland "Anti-Kickback" Act (40 USC 3145 and USC 874) as supplemented in the Department of Labor regulation (29 CFR Part 3), and the Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor Regulations (41 CFR Part 60)).

In such projects, the awarded vendor(s) agree to post wage rates at the work site and submit a copy of their payroll to the CPC participating agency for their files. In addition, to comply with the Copeland Act, the awarded vendor(s) must submit weekly payroll records to the participating agency. The awarded vendor(s) must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to CPC participating agencies that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the awarded vendor(s). In projects that are not federally funded, the awarded vendor(s) must agree to meet any federal, state, or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this solicitation. The awarded vendor(s) shall comply with all applicable

standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.), and Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including, but not limited to, the following: acts of nature; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure, and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an over-sold condition of the market, inefficiencies and poor management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

Insurance: The awarded vendor(s) shall purchase, maintain and provide certification from insurer(s) for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided.

Leasing and Rental Agreements: The awarded vendor(s) may allow CPC participating agencies to enter into a rental, lease, or lease purchase agreements, providing such agreements are in compliance with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the awarded vendor(s) and the participating agency. The awarded vendor(s) agrees that leases will be in compliance with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications.

The awarded vendor(s) should attempt to work with CPC's current leasing vendor. The current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the awarded vendor(s) be required to utilize their own financial leasing company, this should be noted/requested as an exception in Form B – Questionnaire.

Marketing and Promotion: Upon award and completion of the vendor orientation, CPC will promote the contract opportunity via its CPC and NDESC websites. CPC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings on a regular basis.

CPC does require all awarded vendor(s) to provide marketing support in the form of a marketing flier, brochure, or other similar marketing pieces, in an editable, electronic format. CPC may assist in the development in these materials if requested by an awarded vendor(s), but in all cases shall have

the authority to review and approve any marketing materials. If a website is used, the link will be made available from the CPC and NDESC web sites. Any web page or link, or other marketing tools shall be dedicated to CPC information only.

Minority and Women Owned Business: CPC's intent is to undertake every effort to increase opportunity for utilization of minority and women owned businesses in all aspects of procurement. In connection with the performance of this solicitation, the awarded vendor(s) agree to use their best effort to carry out this intent and ensure that minority and women owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. It is the desire of CPC to promote wherever possible equitable opportunities for minority and women owned business to participate in the services associated with this solicitation.

New Agency Notification: CPC will email the current participating agency list to the awarded vendor(s) each quarter. Those agencies not renewing their participation should not receive CPC agency pricing/discounts.

Ordering: All orders will be executed by CPC's participating agencies, directly, with the awarded vendor(s). The awarded vendor(s) will provide products and/or service(s) directly to the specified agency and invoice that agency directly. The awarded vendor(s) may offer a variety of options for agencies to place orders. The awarded vendor(s) will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.

Patent Indemnification: By accepting this order, the respondent agrees to save and hold harmless CPC, its successors, assigns, customers and the users of its products from any liability, loss, damage, judgments, or awards, including costs and expenses arising out of any action, claims, or proceedings for infringement of (a) any United States Letters Patent purporting to cover the material to be delivered to the purchasing agency under this order, or its normal intended use and (b) any trademarks appearing with the material on delivery to CPC's purchasing agencies; and further, respondent agreed to defend CPC at respondent's expense in such actions, claims, or proceedings, provided that CPC shall give the respondent prompt notice in writing of all such actions, claims, and proceedings, as well as notice of infringement and threats of suit for infringement.

Protests: All protests pertaining to the specifications of the solicitation must be delivered in writing and physically received by the RFP Facilitator no later than 4:00 p.m. CST on the third (3) business day prior to the opening of proposals. Other protests shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Respondents may protest only deviations from laws, rules, regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed.

Qualified Respondent: A respondent that has submitted a proposal meeting the due date and time of this RFP and has submitted all of the requested documents in their entirety in their required format(s).

Quarter: As used herein, quarters are defined as the periods from Q1: July 1 through September 30, Q2: October 1 through December 31, Q3: January 1 through March 31, and Q4: April 1 through June 30.

Participating Agency: A participating agency shall be defined in accordance with the, Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54-40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, higher education, city, county, other governmental agency, or nonprofit organization that has been deemed eligible for participation.

Recalls: The awarded vendor(s) shall notify CPC and their participating agencies immediately of any product recalls. The awarded vendor(s) will issue a credit or comparable substitute for any delivered, recalled product at the agency's discretion. All costs associated with voluntary and involuntary product recalls shall be borne by the awarded vendor(s).

Respondent: A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to the Request for Proposals (RFP).

Risk of Loss: Regardless of F.O.B., the awarded vendor(s) agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur prior to delivery, and such loss, or destruction shall not release the awarded vendor(s) from any obligation hereunder.

Safety Data Sheet SDS: Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance in a safe manner, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures.

Sales Representation and Marketing: The awarded vendor(s) agree(s) to provide identified sales/marketing representatives whom CPC can contact for sales and product information.

Sales Tax: Sales tax shall not be included in the prices quoted on the proposal form.

Severability: the invalidity, in whole or in part, of any provision of this solicitation shall not void or affect the validity of any other provision of this solicitation.

Substitutions: The materials, products or equipment described in these documents establish a standard of type, function and quality to be met by any proposed substitution. Unless the particular specification prohibits substitution, respondents are encouraged to propose materials, products or equipment of comparable type, function and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the respondent's letterhead attached to the pricing form. Respondents shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance and test data and any other information necessary for an evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Termination for Cause or Convenience: In case of failure to deliver goods or provide services in accordance with the contract terms and conditions, CPC reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, whenever CPC determines that such termination is in the best interest of CPC and its participating agencies. CPC will give notice of termination specifying the extent to which performance shall be terminated and date upon which such termination becomes effective, giving 30 calendar days' written notice to the awarded vendor(s).

A participating agency, that purchases from the awarded vendor(s) may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) calendar days' advance written notice to the awarded vendor(s). The participating agency will only

be required to pay the awarded vendor(s) for good and services delivered prior to the terminating and not otherwise returned in accordance with the awarded vendors' return policy. If the participating agency has paid the awarded vendor(s) for good and services not yet provided as of the date of termination, the awarded vendor(s) shall immediately refund such payment(s).

Tri-State Area: The area defined as the three states participating in the Cooperative Purchasing Connection (Minnesota, North Dakota and South Dakota) and their participating agencies.

Value Added Attributes: Attributes that a vendor can provide that assist in educating or providing additional service to CPC's participating agencies. This would include, but is not limited to products/services, such as promotional items, participation in vendor shows, demonstration of products, training seminars, and ability to integrate with CPC's Express online marketplace (if applicable). CPC also considers any "optional" forms listed within Form C- Pricing Schedule to be value added attributes.

Vendor Orientation (CPC 101): The awarded vendor(s) and their participating resellers/sub-contractors are required to participate in an online CPC 101 training session that is designed to educate the awarded vendor(s) and resellers/sub-contractors on the purpose and nature of CPC. The awarded vendor(s) will not be marketed to participating agencies until they have completed the vendor orientation (CPC 101) session.

IV. Technical Specifications

- A. Purpose Statement/Objective:** CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase carpet and resilient flooring at consortium level discounted pricing.
- B. Scope of Work:** It is CPC's intention to solicit proposals for carpet and resilient flooring on behalf of its participating agencies. CPC, upon review, analysis, and evaluation of the qualified respondents, is looking to partner with a qualified vendor(s) proposal that will provide a broad-line of quality carpet, resilient flooring, accessories and installation services. Participating agencies will have the ability to purchase materials only from the awarded vendor(s) as well as materials and installation and related services, if requested. Carpet and resilient flooring can include, but is not limited to the following categories:
 - 1. Carpet
 - a. Broadloom carpets.
 - 1. Direct glued.
 - 2. Stretched-in, with cushion underlay.
 - b. Carpet tile.
 - 1. Fully adhered, with edges and grid adhering.
 - 2. Resilient sheet, tile and base flooring.
 - c. Vinyl composition tile (VCT).
 - d. Vinyl sheet flooring.
 - e. Solid vinyl tile.
 - f. Luxury vinyl tile (LVT).
 - g. Linoleum.
 - h. Rubber.

- i. Stair accessories.
3. Accessories (adhesives, wall base, moldings, transition strips, etc.).
4. Installation and related services.
5. Removal of existing flooring and legal disposal of flooring removed. Flooring materials are to be salvaged for reuse by the participating agency, when directed, or disposed of properly.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract not only to participating agencies, but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

CPC intends to award this RFP to one or more vendors based on manufacturer/brand who can offer acceptable carpet, resilient flooring and installation services that can be of benefit to all of the participating agencies of CPC. When responding, identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional suppliers to execute the contract as long as pricing is consistent in all CPC's tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies.
2. Warranty protection.
3. Training and support, when applicable.
4. Installation, when applicable.
5. Guaranteed pricing discounts firm for the duration of the contract term.

Carpet and resilient flooring must be easy to use and install; should installation services be requested by an agency, the awarded vendor(s) must be able to provide installation services for the carpet and resilient flooring purchased. Vendors who meet any or all of the categories mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

- C. Quantity History:** This RFP is a new category for CPC and is being solicited from the request of participating agencies. CPC currently holds a strong portfolio of contracts within the building and grounds categories. With CPC's intent to market the contract to participating and potential agencies, it is CPC's belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

D. RFP Facilitator:

Lisa Truax, Bid & Contract Facilitator
Cooperative Purchasing Connection
1001 East Mount Faith Avenue,
Fergus Falls, MN 56537
1-218-737-6535 (direct)
ltruax@lcsc.org

- E. RFP Timeline:** Below is CPC's timeline for RFP 17.5 – Carpet & Resilient Flooring. Questions regarding the RFP must be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during submission, respondents should contact

support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

January 2, 2017	Publication of RFP 17.5 – Carpet & Resilient Flooring
January 16, 2017 at 9:00 a.m. CT	Non-Required Conference Call
January 20, 2017 at 10:00 a.m. CT	Deadline for Respondents to Submit Questions
February 1, 2017 at 10:00 a.m. CT	Deadline for RFP Submission
February 23, 2017	Vendor Presentations (if necessary); Location TBD
February 28, 2017	Contact Awarded Vendor(s)/Award(s) Made
April 1, 2017	Initial Start of Contract Term

- F. Non-Required Conference Call:** A web conference will be held on Monday, January 16, 2017, at 9:00 a.m. CT to allow respondents to ask questions relating to this RFP. Respondents are encouraged to participate and address any questions, concerns and/or issues they may have. Respondents participating in the conference call will have the opportunity to view a demonstration of CPC's Express online marketplace. **To register for the non-required conference call, please visit:** <https://www.anymeeting.com/914-129-516>.

- a. **Dial-in Number:** 323-920-0091
- b. **Attendee PIN:** 858 9785#

- G. RFP Submission:** CPC requires that responses be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during the submission, respondents/vendors should contact support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

For RFP 17.5 – Carpet & Resilient Flooring, your submission should reflect the following submitted and correctly labeled documents:

- a. Form A – Vendor Information – Name of Company
 - i. Submit as a PDF, not scanned.
- b. Form B – Questionnaire – Name of Company
 - i. Submit as a Word (.doc or .docx) document.
- c. Form C – Pricing Schedule – Name of Company
 - i. Submit as an Excel (.xls or .xlsx) document.
- d. Form D - References – Name of Company
 - i. Submit as a PDF, not scanned.
- e. Form E – Level of Support – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- f. Form F – Assurance of Compliance – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- g. Form G – Contract Offer and Award – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- h. Form H – Proposal Checklist – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- i. Addendum Acknowledgement Form – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- j. Subcontractor Utilization Form – Name of Company
 - i. Submit as a PDF, not scanned.

Required documents MUST be submitted in the indicated format and labeled properly. Failure to submit the required documents in their completion may result in being considered as non-responsive. Any documents with inserted images of completed documents will not be accepted.

- H. Vendor Presentations:** Vendors submitting proposals may be asked to make a formal presentation of their proposal to CPC, if necessary, on Thursday, February 23, 2017. Exact presentation location, time, and details will follow.
- I. Notification of Intent to Award:** RFP award notification will be made by Tuesday, February 28, 2017. The actual award is subject to approval by the Board of Directors.
- J. Contract Term:** The term of the contract resulting from this RFP will be from April 1, 2017, through March 31, 2018. There will be an optional yearly renewal for a period lasting no longer than three (3) additional one year terms, based on successful performance. CPC evaluates and reviews all contract agreements semi-annually. CPC has established a set of performance criteria that will be used in the awarded vendor(s) semi-annual evaluation. Performance criteria will include:
- a. Contract start-up and communication
 - b. Partnership responsiveness with CPC
 - c. Customer service, quality, and delivery
 - d. Volume, sales, and competitiveness
 - e. Marketing
- K. Administrative Fee:** The awarded vendor(s) will be required to pay a two percent (2.0%) administrative fee on the total gross sales to CPC's participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the RFP, continuing support of the contract, and marketing the contract to participating and potential agencies through direct mail, email notifications, and personal on-site visits. Administrative fees shall be paid to Lakes Country Service Cooperative on a quarterly basis, within 20 business days after the end of each fiscal quarter.
- L. Reports Required of the Awarded Vendor(s):** The awarded vendor(s) will provide CPC with quarterly reports listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies within that quarter, the administrative fee calculations, and the correlating savings incurred by agencies. CPC may also request reports on commonly purchased items or top selling items to create or update a market basket. All reports must be submitted in MS Excel within 20 business days after the end of each fiscal quarter, listing the following information:
- a. Name of service cooperative region
 - b. Name of purchasing agency
 - c. Address of purchasing agency
 - d. Date of sale
 - e. Manufactures' list price
 - f. CPC net member price (discounted price)
 - g. Administrative fee generated by sale
 - h. Savings generated by sale
- M. Terms and Conditions.**
- 1. Standard terms and conditions:**
- a. The awarded vendor(s) agrees to:
 - i. Have access to a full inventory of the awarded product line(s).
 - ii. Provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.
 - iii. Maintain a minimum monthly average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level.

- iv. Provide an electronic online catalog for order entry use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.

2. Product and/or category terms and conditions:

- a. The awarded vendor(s) agrees to:
 - i. All flooring must meet or exceed the following:
 - 1. ASTM D 2859 – Standard Test Method for Ignition Characteristics of Finished Textile Floor Covering Materials; 2001.
 - 2. ASTM E 84/NFPA 253 – Standard Test Method for Surface Burning Characteristics of Building Materials; 2001.
 - 3. ASTM E 648 Standard Test Method for Critical Radiant Flux of Floor-Covering Systems Using a Radiant Heat Energy Source; 2000.
 - 4. Meet at 450 or less with ASTM E 662/NFPA 258 – Standard Test Method for Smoke Density, if applicable.
 - 5. FSCI-150; SD-150 when tested in accordance with CAN/ULC S102.2 – Standard Test Method for Flame Spread Rating and Smoke Development, if applicable.
 - 6. CRI 104 – Standard for Installation of Commercial Textile Floorcovering Materials.
 - 7. All carpeted flooring, adhesives and cushion must meet the Carpet and Rug Institute's (CRI) Green Label and Green Label Plus standards that serve as the benchmark for low volatile organic compound (VOC) emissions for indoor air quality (IAQ).
 - 8. All resilient flooring must be certified to meet either GREENGUARD Children & Schools Certification or Resilient Floor Covering Institute (RFCI) Floor Score Standard. GREENGUARD gives assurance that products designed for use in indoor spaces meet strict chemical emissions limits, which contribute to the creation of healthier interiors.
 - 9. All adhesives must be certified to meet either GREENGUARD Children & Schools Certification or Carpet and Rug Institute (CRI) Green Label Plus Standard.
 - 10. ASTM F 1700 – Standard Specification for Solid Vinyl Floor Tile.
 - 11. ASTM F 1303 – Standard Specification for Vinyl Sheet Floor Covering with Backing.
 - 12. ASTM F 1344 – Standard Specification for Rubber Floor Tile.
 - 13. ASTM F 1066 – Standard Specification for Vinyl Composition Floor Tile.
 - 14. ASTM F 1913 – Standard Specification for Vinyl Sheet Floor Covering Without Backing.
 - 15. ISO 10582 – Resilient floor covering – Heterogeneous polyvinyl chloride floor covering.
 - 16. ISO 10595 – Resilient floor coverings – Semi-flexible/vinyl composition (VCT) floor tiles.
 - 17. FS RR T 650 – Treads, Metallic and nonmetallic, Skid Resistant; Federal Specifications and Standards Revisions.
 - ii. Carpet.
 - 1. All carpet submitted must be certified gold level product or higher.
 - 2. All broadloom carpet must have a high performance upgraded backing system.
 - 3. All carpet shall be of commercial grade; 5,000 oz./cu. ft. or higher.
 - 4. All carpet must be composed of Type 6 or Type 6,6 upgraded nylon or better.
 - 5. All carpet shall be yarn dyed or solution dyed for the most stain resistant product.
 - a. Solution dyed fibers with permanent anti-microbial properties are required for use in health-related installations when tested as installed. Results of carpets tested according to the procedures outline in AATCC 174 and AATCC 130 are to be included. Only carpet that shows a 90% reduction in

- bacterial growth after 24 hours and no visible fungal activity after three (3) days will be offered to participating agencies.
- b. Nylon fibers are to be treated with fluorochemical treatments applied during the final manufacturing process. Documentation must be provided for any treatment offered.
- iii. Cleaning Chemicals.
1. Certify that all chemicals used during the installation process and that you may recommend for future maintenance will have low toxicity and low volatile organic compounds (VOCs). A lower VOC content of a product meant for indoor use has been correlated with better indoor air quality and is especially important for sensitive individuals.
- iv. Product, Equipment and Supplies.
1. All items proposed and furnished must be new, unused, and must be current and actively marketed products by the manufacture's authorized dealers. Packaging and packing materials, if not specifically states must confirm to commercial practices to ensure delivery in good condition.
 2. Verify that all items conform to all applicable federal and state safety requirements, provide proper Safety Data Sheets (SDS) as required by law for all products sold. The SDS literature must be delivered to the participating agency with each shipment of goods. Vendors must notify CPC and CPC's participating agencies immediately of any equipment or product recalls. The vendor will issue a credit or comparable substitute for any delivered, recalled product at the participating agencies' discretion. All costs associated with voluntary and involuntary equipment and product recalls shall be borne by the vendor.
- v. Pricing
1. All pricing should include the two percent (2%) administrative fee on all products, supplies, parts, and related accessories.
 2. Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate one-time bulk replacements or special promotions. The awarded vendors(s) may offer a reduced spot discount to any participating agency at any one time in the case of large projects or to secure business. However, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency beyond a single large project until following the steps outlined in Article 5.a. and receiving approval by CPC. CPC may conduct periodic audits and the vendor will be responsible for full reimbursement for any overcharge to a participating agency.
 3. Provide a discount price schedule (Form C – Pricing Schedule) for all categories of product available and offered in this RFP. A copy of the proposed product list, price list, and catalog list used in preparation of this response must be submitted at the time of the proposal. The final net member price found in Form C – Pricing Schedule shall include full compensation for all required labor, products, tools, equipment, plant, transportation, services and incidentals.
 4. New products and items, pertaining to the scope of this RFP, can be added during the course of the contract term with notice to CPC. These items shall meet or exceed all the specifications and requirements established in the contract. CPC may direct the vendor to remove any items that do not meet the intent or are otherwise in conflict with the contract requirements.
 5. CPC may accept a future claim from the vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established applying the same pricing method used by the

vendor in their original response. The vendor must be able to verify the pricing calculation.

- a. When an equipment manufacturer revises its reference product price list to add or delete models and accessories that result in revised contract pricing, the vendor shall notify CPC in writing, via email as follows:
 - i. Request is to be in writing on vendor's letterhead;
 - ii. It is filed with CPC at a minimum of 30 calendar days before the effective date of the proposed change;
 - iii. It clearly identified the items impacted by the change;
 - iv. The change will not produce a higher profit margin than that on the original contract;
 - v. It is accompanied by documentation acceptable to CPC to warrant the change.
 - b. CPC reserves the right to accept such change and will confirm disposition in writing. For contract administration purposes, CPC must be able to verify the manufacturer's current product price. Price increases that cannot be verified shall not be reflected on the vendor's contract nor charged to the participating agency.
6. CPC expects respondents to offer their very best prices. If a respondent offers lower prices to any CPC participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice, via email to CPC.

vi. Freight and Delivery

1. Include freight in all pricing. All flooring shall be F.O.B Destination, prepaid and allowed (with freight included in the price), to the participating agency's location.
2. CPC participating agencies shall be relieved from risks or loss or damage to all equipment purchased or leased during shipment prior to equipment receipt and/or installation at the agencies' designated location. CPC participating agencies will be responsible for risks of loss or damage to the equipment once it has been delivered/installed and accepted by the agencies' representative. Vendors shall demonstrate they have informed the customers of this responsibility prior to order placement. The vendor will pay return shipping and give full credit on any defective product. All products must be 100% guaranteed.
3. Invoice and ship all items directly to CPC's participating agencies. A packing slip must be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. CPC participating agencies shall be notified of an anticipated availability date.
4. All flooring and related supplies must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the awarded vendor(s).
5. Protect roll materials from damage by storing on end.
6. Maintain temperature in storage area between 55 degrees F and 90 degrees F.

vii. Assessment, Design Layout and/or Installation Services

1. Respondents shall possess and maintain in current status all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in its response to this solicitation. Respondents, must include in their response, a currently held, valid contractor's license as it pertains to CPC's tri-state area.
 - a. It is the awarded vendor(s) responsibility to ensure any subcontractors performing under this contract hold and maintain appropriate licensure.

2. Pricing for design layout and/or installation is either by hourly rate or per square foot, square yard, or linear foot. The respondent must outline the option that applies to their response in Form C – Pricing Schedule. If the respondent charges for installation by a method other than hourly or per square foot, square yard, or linear foot, a complete explanation and breakdown of how charges are calculated must be included with the proposal.
3. The awarded vendor(s) is responsible for conducting pre-installation assessments to determine the best flooring options for the space and environment of the agency. The awarded vendor(s) will work directly with the purchasing agency to plan and schedule an assessment and installation services, prior to the start of installation.
4. Provide the installation of flooring materials and accessories for a full turnkey installation/solution.
5. Work Hours.
 - a. Weekday is defined as Monday through Friday, 6am to 5pm.
 - b. Weekday evenings is defined as Monday through Thursday, after 5pm and before 6am.
 - c. Saturdays are defined as after 5pm on Friday to 11:59pm on Saturday.
 - d. Sundays are defined as 12am and before 6am on Monday.
6. The awarded vendor(s) shall provide experienced personnel to perform the installation services and must have a professional certification in the area of services being provided. The personnel approved to work in participating agencies must be bonded and insured and follow any and all participating agencies' requirements for contractors and subcontractors.
7. Respondents must complete and submit with their response, the Subcontractor Utilization Form. This form will sign off on whether or not the respondent will be using their own installation teams or using subcontractors for installation.
8. Use of Subcontractors
 - a. The awarded vendor(s) shall not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the respondent's response to this solicitation.
 - b. If a subcontractor is removed from the contract at any time during the contract term, the awarded vendor(s) must submit to CPC in writing, the reason for removal and effective date.
 - c. If the awarded vendor(s) desire to add a subcontractor at any time during the contract term, the vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
 - d. The awarded vendor is responsible for ensuring that all subcontractors who provide goods or services under this contract comply with the terms and conditions of the contract.
 - e. CPC reserves the right to require that a subcontractor be removed from the contract.
9. Installation Requirements.
 - a. Installation times must be coordinated with the purchasing agency. All areas will be kept clean and free of debris. The awarded vendor(s) must provide the purchasing agency with a list of agency required responsibilities for installation.
 - b. All labor, materials, tools and equipment required for the delivery, setup, and installation of products and services purchased shall be provided.
 - c. Materials for installation must be stored for not less than 48 hours prior to installation in area of installation at a temperature of 70 degrees F to

achieve temperature stability. Thereafter, maintain conditions above 55 degrees F.

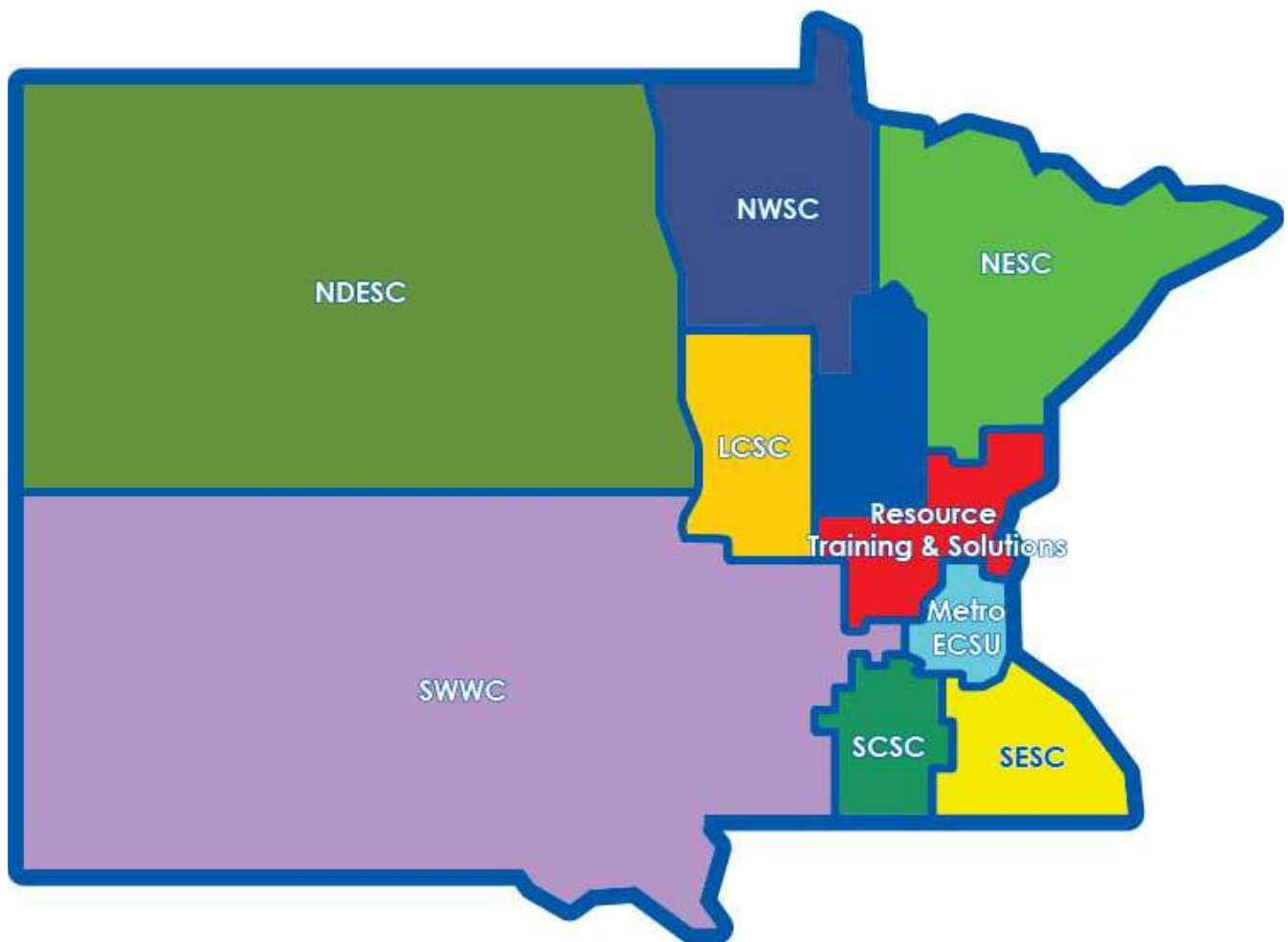
- d. Ventilate installation area during installation and for 72 hours after installation.
 - e. Provide removal and furniture relocation to a pre-determined area as necessary to complete floor covering installations. Furniture includes, but is not limited to: desks, credenzas, file cabinets, conference tables, book cases, chairs, etc. Furniture may need to be returned to its original location following installation.
 - f. Examination. Confirm that subfloor surfaces are dust-free and free from substances that will impair the bonding of the product to the subfloor. Moisture emission and alkalinity testing must be completed to ensure the subfloor is ready for installation.
 - g. Preparation. Remove existing flooring; removing all subfloor ridges and bumps. Fill minor low spots, cracks, joints, holes, and other defects with the subfloor. Vacuum clean subfloor. For resilient flooring, apply a primer as required to prevent "bleed-through" interference from subfloor items that cannot be removed.
 - h. Installation. Install flooring according to manufacturer's instructions. All floor covering, when installed, must be securely attached to the floor and be in full compliance with the Americans with Disabilities Act, Section 4.5.3.
 - i. Cleaning. Remove excess adhesive from floor, base, and wall surfaces without damage. Clean and vacuum carpet surfaces. Clean, seal, and wax resilient flooring products in accordance with manufacturer's instructions. Remove from site all materials not to be reused on site and legally dispose of all waste and debris. Leave work areas in clean condition, ready for subsequent work.
 - i. Remnants of flooring materials will be retained by the agency at their option. Remnants will be replaced in an orderly fashion in an area designated by the agency. All remnants not retained by the agency shall be disposed of legally by the awarded vendor(s).
10. Prohibit traffic on resilient flooring for 48 hours after installation.
11. Any damage done to the purchasing agencies' property by the awarded vendor(s) personnel and/or subcontractors shall be repaired or replaced at no cost to the purchasing agency.
12. All services must be 100% guaranteed. Any service provided, which does not meet the end users' expectations must either be redone until the end user's expectations are met, or the charges for the services are refunded to the end user.

viii. Warranty

- 1. Provide corrective workmanship on defective products and/or areas of installation for a period of one year from the completed date of installation at no additional cost to the participating agency, this includes but is not limited to re-stretching carpet which may loosen and wrinkle.
- 2. Provide the following manufacturer's warranties for carpet, at a minimum:
 - a. 10-year warranty for carpet against edge unraveling, zippering, and delamination. A 15-year non-prorated warranty for carpet tile against edge unraveling, zippering and delamination. 2-year warranty for carpet tile against cupping and doming.
 - b. Minimum 10-year stain removal warranty for broadloom carpet.
 - c. Lifetime static warranty for all carpet.
 - d. 10-year limited wear warranty for all carpet.

- e. Colorfast warranty; 10 years from light and 5 years atmospheric for all carpet.
- ix. Advertising and Marketing
 - 1. Provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC's participating agencies. Vendors must assist in developing marketing materials that support the contract. A vendor must demonstrate that it possesses the necessary resources to, and agrees to, provide a comprehensive training and support program on the operation and use of the contract agreement. Services offered must be appropriate and adequate to ensure a successful partnership.
 - 2. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.

Appendix A



Form A – Vendor Information

Company Information			
Company Name			
Address			
City/State/Zip			
Phone		Fax	
Toll Free Customer Number			

Company Contacts	
General Manager Name <ul style="list-style-type: none"> Email Phone 	
Sales Manager Name <ul style="list-style-type: none"> Email Phone 	
Customer Service Manager Name <ul style="list-style-type: none"> Email Phone 	
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> Email Phone 	

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> Name Email/Phone 	
CPC Member Customer Service <ul style="list-style-type: none"> Name Email/Phone 	
Submitting Sales Reports to CPC <ul style="list-style-type: none"> Name Email/Phone 	
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> Name Email/Phone 	
Conducting Audits <ul style="list-style-type: none"> Name Email/Phone 	

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company's answers in the correlating response column.

Responding Company's Name:	
Question	Response
1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).	
2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).	
3. As you envision it, what is your company's role in this partnership? Please include sales and marketing strategies.	
4. Does your company market directly to potential customers? If so, how?	
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	
6. Is your company willing to provide printed copies of marketing materials to our regional CPC representatives?	
7. Does your company have the ability to participate in conference tradeshow in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshow, if awarded? Please list any conference tradeshow that you've attended in those states within the last three years.	
8. Does your company have the ability to provide training to our members? If so, please explain what training options are available to participating agencies.	
9. Is your company available for educational presentations at each of the regional service cooperatives?	
10. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	
11. Please list the agencies, if any, you would exempt from this contract.	
12. Please describe how your company will position this contract to CPC's participating agencies, if awarded.	

13. If awarded, how does your company plan to inform and train your account managers, financial/reporting personnel, sales and customer service representatives on the details and promotion of the contract?																																																																									
14. Please list the percentage of your revenue that is derived from the following: <ul style="list-style-type: none"> • Carpet • Resilient Flooring • Services 																																																																									
15. Please provide your company's last three years total gross sales to agencies within CPC's service area.	<table border="1"> <thead> <tr> <th>MINNESOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> </thead> <tbody> <tr><td>K-12</td><td></td><td></td><td></td></tr> <tr><td>HIGHER ED</td><td></td><td></td><td></td></tr> <tr><td>CITY/COUNTY</td><td></td><td></td><td></td></tr> <tr><td>NONPROFITS</td><td></td><td></td><td></td></tr> <tr><td>TOTALS</td><td></td><td></td><td></td></tr> </tbody> </table> <table border="1"> <thead> <tr> <th>NORTH DAKOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> </thead> <tbody> <tr><td>K-12</td><td></td><td></td><td></td></tr> <tr><td>HIGHER ED</td><td></td><td></td><td></td></tr> <tr><td>CITY/COUNTY</td><td></td><td></td><td></td></tr> <tr><td>NONPROFITS</td><td></td><td></td><td></td></tr> <tr><td>TOTALS</td><td></td><td></td><td></td></tr> </tbody> </table> <table border="1"> <thead> <tr> <th>SOUTH DAKOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> </thead> <tbody> <tr><td>K-12</td><td></td><td></td><td></td></tr> <tr><td>HIGHER ED</td><td></td><td></td><td></td></tr> <tr><td>CITY/COUNTY</td><td></td><td></td><td></td></tr> <tr><td>NONPROFITS</td><td></td><td></td><td></td></tr> <tr><td>TOTALS</td><td></td><td></td><td></td></tr> </tbody> </table>	MINNESOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS				NORTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS				SOUTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS			
MINNESOTA	2016	2015	2014																																																																						
K-12																																																																									
HIGHER ED																																																																									
CITY/COUNTY																																																																									
NONPROFITS																																																																									
TOTALS																																																																									
NORTH DAKOTA	2016	2015	2014																																																																						
K-12																																																																									
HIGHER ED																																																																									
CITY/COUNTY																																																																									
NONPROFITS																																																																									
TOTALS																																																																									
SOUTH DAKOTA	2016	2015	2014																																																																						
K-12																																																																									
HIGHER ED																																																																									
CITY/COUNTY																																																																									
NONPROFITS																																																																									
TOTALS																																																																									
16. Provide evidence of what your organization is doing to remain viable and stable in the carpet and resilient flooring market.																																																																									
17. Describe what generally differentiates your company from your key competitors as it pertains to carpet, resilient flooring and services.																																																																									
18. Please describe your customer retention (i.e. customers who are served that continue to be repeat customers).																																																																									
19. How many clients/customers does your organization, on average, provide material and/or material and installation services for each year.																																																																									
20. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.																																																																									
Project Personnel																																																																									
21. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to sales, delivery, installation, training, maintenance and support? Of those mentioned, please include																																																																									

the average tenure in their job duties.	
22. Please explain the certifications and/or trainings your installers possess and adhere to.	
23. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract. <u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u>	
24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (i.e. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are kept.	
Assessment, Design & Layout	
25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design a flooring concept? How do you match flooring to the needs of the agency? What factors are considered when working with an agency? Please note any costs associated with assessment, design and layout in Form C – Pricing Schedule.	
26. Describe any assessment, design and layout services that your company offers.	
27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	
28. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?	
Delivery & Installation	
29. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	
30. Inventory: where are your company's distribution hubs located? What is the service/fill	

rate of inventory from those locations?	
31. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.	
32. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	
33. Describe all delivery and installation services that your company offers.	
34. Describe the examination, preparation, installation, and cleaning process that your company provides as a turnkey flooring solution.	
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	
36. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule – Services.	
Miscellaneous	
37. Please describe any other “value adds” and or services your company can bring to CPC’s participating agencies.	
38. What are your payment terms?	
39. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?	
40. Does your company offer any prompt payment discounts? If so, please describe.	
41. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	
42. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	

Form C - Pricing Schedule Intro

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C.1 - State Multiplier**
- C.2 - Category Discount**
- C.3 - Pricing Schedule**
- C.4 - Services**
- C.5 - Volume Discounts**

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.3A - Carpet Pricing Schedule - *required*

Please use the following categories when entering your carpet flooring lines.

1. Broadloom carpets (woven and tufted);
2. Carpet tile;

C.3B - Resilient Flooring Pricing Schedule - *required*

Please use the following categories when entering your carpet flooring lines.

1. Vinyl composition tile (VCT);
2. Vinyl sheet flooring;
3. Solid vinyl tile;
4. Luxury vinyl tile (LVT);
5. Linoleum;
6. Rubber;
7. Stair Accessories.

C.4 - Services- *required*

Please enter all services that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

Form C.1 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: 0

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:			
Prevailing wage project:			
Davis Bacon wage project:			

Form C.2 - Category Discount

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. In the form below, please define your categories (by catalog, category, and/or by manufacturer) which can include sub-categories (specific lines from a manufacturer) and the discount associated with that category. This form has been formatted to print to one page width. Forty-five rows have been provided, please add additional rows as needed. Please note this is a **required form**.

Responding Company's Name: _____

REQUIRED FORM

[illegible]

***Please note this spreadsheet has multiple workbooks/tabs.**

Definitions:
Product Category: Broadloom, carpet tile, and accessories. **Unit of Measure:** Sq. Ft. = Square Foot. Sq. Yd. = Square Yard. Ln. Ft. = Lineal Foot. **Weekdays:** Monday - Friday, 6am to 5pm. **Weekday Evenings:** after 5pm and before 6am. **Saturday:** after 5pm on Friday to 11:59pm on Saturday. **Sundays & Holidays:** 12am Sunday and before 6am on Monday.

REQUIRED FORMS

C.3A - Carpet Pricing

***Please note this spreadsheet has multiple workbooks/tabs.**

Definitions: **Product Category:** Vinyl composition tile (VCT), vinyl sheet flooring, solid vinyl tile (LVT), linoleum, rubber, and accessories. **Unit of Measure:** Sq. Ft. = Square Foot, Sq. Yd. = Square Yard, Ln. Ft. = Lineal Foot. **Weekdays:** Monday - Friday, 6am to 5pm. **Weekend Evenings:** after 5pm and before 6am. **Saturday:** after 5pm on Friday to 11:59pm on Saturday. **Sundays & Holidays:** 12am Sunday and before 6am on Monday.

REQUIRED FORM

C.3B - Resilient Pricing

C.3 - Services

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the tables below if your organization offers any of the following services. Please add rows as necessary. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

REQUIRED FORM

Assessment Services	Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Design Services	Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Installation Services	Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Extended Warranty							
Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Training Services							
Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Maintenance Support							
Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Form C.5 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

[illegible]

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	
Reference #1 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none"> • Phone • Email 	
Notes (for CPC use only):	

Reference #3 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
<input type="checkbox"/>	No different from what we ordinarily offer to individual members.
<input type="checkbox"/>	Two percent (2%) lower than our best price to individual members.
<input type="checkbox"/>	Three percent (3%) lower than our best price individual members.
<input type="checkbox"/>	Four percent (4%) lower than our best price to individual members.
<input type="checkbox"/>	Five percent (5%) lower than our best price to individual members.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to individual members.
<input type="checkbox"/>	Other, please explain

Prices are (check one box):	
<input type="checkbox"/>	No different from what we ordinarily offer to other consortiums.
<input type="checkbox"/>	Two percent (2%) lower than our best price to other consortiums.
<input type="checkbox"/>	Three percent (3%) lower than our best price other consortiums.
<input type="checkbox"/>	Four percent (4%) lower than our best price to other consortiums.
<input type="checkbox"/>	Five percent (5%) lower than our best price to other consortiums.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to other consortiums.
<input type="checkbox"/>	Other, please explain

Authorized Signature (must match Signature on Form F)

Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a “responsible contractor” must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- ☐ Compliance with workers’ compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- ☐ Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- ☐ Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- ☐ No current tax liens or tax delinquencies;
- ☐ Not currently debarred by the federal government, the state, or a municipality;
- ☐ Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a “responsible contractor”. CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: _____

Authorized Agent’s Signature: _____

Agent’s Name (printed): _____

Address: _____

City/State/Zip: _____

Telephone Number: _____ Email: _____

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Contract Contact Person: _____

Authorized Signature: _____

Printed Name: _____

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Carpet and Resilient Flooring. The contract term may be renewed annually, up to three (3) additional terms.

_____	17.5 – CRF
CPC Authorized Signature	Contract Number

Awarded this _____ day of _____, 2017.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
 - i. *Submit as a PDF, not scanned.*
2. Form B – Questionnaire – Name of Company
 - i. *Submit as a Word (.doc or .docx) document.*
3. Form C – Pricing Schedule – Name of Company
 - i. *Submit as an Excel (.xls or .xlsx) document.*
4. Form D - References – Name of Company
 - i. *Submit as a PDF, not scanned.*
5. Form E – Level of Support – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
6. Form F – Assurance of Compliance – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
7. Form G – Contract Offer and Award – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
8. Form H – Proposal Checklist – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
9. Addendum Acknowledgement Form – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
10. Subcontractor Utilization Form – Name of Company
 - i. *Submit as a PDF, not scanned.*

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.

Authorized Signature

Date

Addendum Acknowledgement Form

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgement form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgement: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

☐ Addendum No. 1

☐ Addendum No. 2

☐ Addendum No. 3

☐ Addendum No. 4

☐ Addendum No. 5

☐ Addendum No. 6

☐ Addendum No. 7

☐ Addendum No. 8

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Authorized Signature

Date

Acknowledgement: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgement may cause for rejection of this response.

Authorized Signature

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: _____

RFP Number: _____

Partnered Vendor Name: _____

If a subcontractor will not be used, check this box: ☐

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____



[Chat](#) [Help](#) [Logout](#)

[Home](#) [New Bid](#) [Closed Bids](#) [My Stuff](#) [Tools](#)

Questions for Bid RFP #17.5 - Carpet and Resilient Flooring

Question #1

You require a delivered price on Form C. However, a discount would only apply to material pricing and would not apply to freight costs. May we present freight separately?

Answers

Per the RFP guidelines, the deadline to submit questions was 10 a.m. CT.

Jan 20, 2017 11:16:01 AM CST

By: Shaw Industries, Inc. - Julia.hall@shawinc.com

Archive

Reject

Answer

Ask a Question

View Bid

Customer Support: agencysupport@publicpurchase.com | Copyright 1999-2017 © | The Public Group, LLC. All rights reserved.

<http://www.publicpurchase.com/gems/bid/questions/questionsBid?bidId=70747>

1/1

Bid RFP #17.5 - Carpet and Resilient Flooring Addendum #1 - Addendum

Information Deleted: ~~Deleted~~Information Added: **Added**Bid Type **RFP**Bid Number **17.5**Title **Carpet and Resilient Flooring**Start Date **Jan 2, 2017 11:03:51 AM CST**End Date **Feb 1, 2017 10:00:00 AM CST**Agency **Cooperative Purchasing Connection**

Bid Contact **Lisa M Truax**
 (218) 737-6535
 ltruax@lcsc.org
 1001 E. Mount Faith Avenue
 Fergus Falls, MN 56537

Description

Purpose Statement/Objective: CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase carpet and resilient flooring at consortium level discounted pricing.

Scope of Work: It is CPC's intention to solicit proposals for carpet and resilient flooring on behalf of its participating agencies. CPC, upon review, analysis, and evaluation of the qualified respondents, is looking to partner with a qualified vendor(s) proposal that will provide a broad-line of quality carpet, resilient flooring, accessories and installation services. Participating agencies will have the ability to purchase materials only from the awarded vendor(s) as well as materials and installation and related services, if requested. Carpet and resilient flooring can include, but is not limited to the following categories:

1. Carpet: Broadloom carpets (Direct glued, stretched-in, with cushion underlay).
2. Carpet Tile: fully adhered, with edges and grid adhering.
3. Resilient sheet, tile and base flooring.
 - a. Vinyl composition tile (VCT).
 - b. Vinyl sheet flooring.
 - c. Solid vinyl tile.
 - d. Luxury vinyl tile (LVT).
 - e. Linoleum.
 - f. Rubber.
 - g. Stair accessories.

1. Accessories (adhesives, wall base, moldings, transition strips, etc.).

2. Installation and related services.
3. Removal of existing flooring and legal disposal of flooring removed. Flooring materials are to be salvaged for reuse by the participating agency, when directed, or disposed of properly.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract not only to participating agencies, but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

CPC intends to award this RFP to one or more vendors based on manufacturer/brand who can offer acceptable carpet, resilient flooring and installation services that can be of benefit to all of the participating agencies of CPC. When responding, identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional suppliers to execute the contract as long as pricing is consistent in all of CPC's tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies.
2. Warranty protection.
3. Training and support, when applicable.
4. Installation, when applicable.
5. Guaranteed pricing discounts firm for the duration of the contract term.

Carpet and resilient flooring must be easy to use and install; should installation services be requested by an agency, the awarded vendor(s) must be able to provide installation services for the carpet and resilient flooring purchased. Vendors who meet any or all of the categories mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.




Pre-Bid Conference





Date: Jan 16, 2017 9:00:00 AM CST
 Location: Non-Required Conference Call
 Notes: A web conference will be held on **Monday, January 16, 2017, at 9:00 a.m. CT** to allow respondents to ask questions relating to this RFP. Respondents are encouraged to participate and address any questions, concerns and/or issues they may have. To attend the non-required conference call, please visit:
<https://www.anymeeting.com/914-129-516>.

1. Dial-in Number: 323-920-0091
2. Attendee PIN: 858 9785#

No Attachments

Documents

Name	Posting Date	Acceptance
 RFP 17.5 - Carpet and Re	Jan 2, 2017 10:38:59 AM CST	Yes
 Form A - Vendor Informa	Jan 2, 2017 10:39:07 AM CST	Yes
 Form B - Questionnaire_A	Jan 2, 2017 10:39:19 AM CST	Yes
 Form C - Pricing Schedule	Jan 2, 2017 10:39:29 AM CST	Yes
 Form D - References (3 -	Jan 2, 2017 10:39:34 AM CST	Yes
 Form E - Level of Support	Jan 2, 2017 10:39:47 AM CST	Yes
 Form F - Assurance of Co	Jan 2, 2017 10:39:53 AM CST	Yes

Name	Posting Date	Acceptance
 Form G - Contract Offer 8	Jan 2, 2017 10:40:00 AM CST	Yes
 Form H - Proposal Checkl	Jan 2, 2017 10:40:08 AM CST	Yes
 Addendum Acknowledgen	Jan 2, 2017 10:40:14 AM CST	Yes
 Subcontractor Utilization I	Jan 2, 2017 10:40:19 AM CST	Yes

[Return to Bid](#)

Customer Support: agency support@publicpurchase.com | Copyright 1999-2017 © | The Public Group, LLC. All rights reserved.

The Public | GroupSM

From: [Public Purchase](#)
To: [Lisa Truax](#)
Subject: Public Purchase - RFP #17.5 - Carpet and Resilient Flooring Closed Notification
Date: Wednesday, February 1, 2017 10:00:07 AM

Lisa M Truax:

The bid RFP #17.5 - Carpet and Resilient Flooring has closed on Feb 1, 2017 9:00:00 AM MST

To see more details on this bid go to

<http://www.publicpurchase.com/gems/bid/bidView?bidId=70747>

Thank you for using Public Purchase.

MK= +8j6EqiEJ8cjVRxVNQAbHA==

Notifications Report

Agency
Bid Number
Bid Title

Cooperative Purchasing Connection
17.5
Carpet and Resilient Flooring

Vendor Name	State	Invitation	Date	Email	Reason
Acoustical Surfaces Inc	MN	Classification	2017-01-02 10:23:13	garrett@acousticalsurfaces.com	Bid Notification
Carpet Queen	NC	Classification	2017-01-02 10:23:13	davedange66@hotmail.com	Bid Notification
Dino Grip	FL	Classification	2017-01-02 10:23:13	info@dinogrip.com	Bid Notification
Discount Playground Supply, Inc	OH	Classification	2017-01-02 10:23:13	Mike@discountplaygroundsupply.com	Bid Notification
Dynamic Sports Construction, Inc.	TX	Classification	2017-01-02 10:23:13	janisv@dynamicssportsconstruction.com	Bid Notification
Dynamic Sports Construction, Inc.	TX	Classification	2017-01-17 15:15:00	janisv@dynamicssportsconstruction.com	Addendum Notification
Dynamic Sports Construction, Inc.	TX	Classification	2017-01-20 10:42:55	janisv@dynamicssportsconstruction.com	Bid Answer
ECB Enterprises	UT	Classification	2017-01-02 10:23:13	ecbenterprisesllc@gmail.com	Bid Notification
G&S Carpet Mills, Inc.	CA	Classification	2017-01-02 10:23:13	ag@gscarpets.com	Bid Notification
HD SUPPLY FACILITIES MAINTENANCE, LTD.	CA	Classification	2017-01-02 10:23:13	HDS-FMBIDS@HDSUPPLY.COM	Bid Notification
Hiller Commercial Floors	MN	Classification	2017-01-02 10:23:13	dbahr@hillercarpet.com	Bid Notification
Hiller Commercial Floors	MN	Classification	2017-01-17 15:15:00	dbahr@hillercarpet.com	Addendum Notification
Hiller Commercial Floors	MN	Classification	2017-01-20 10:42:55	dbahr@hillercarpet.com	Bid Answer
Hiller Commercial Floors	MN	Classification	2017-02-02 09:15:49	dbahr@hillercarpet.com	Award Notification
J+J Flooring Group	GA	Classification	2017-01-02 10:23:13	stacie.bagley@jjflooringgroup.com	Bid Notification
John Tortelli	NM	Classification	2017-01-02 10:23:13	jntortelli@yahoo.com	Bid Notification
Kiefer U.S.A.	IL	Classification	2017-01-19 16:27:27	estimating@kieferusa.com	Bid Notification
Mannington Commercial, a business unit of Mannington Mills, Inc.	GA	Classification	2017-01-02 10:23:13	eteva_baldwin@mannington.com	Bid Notification
Mannington Commercial, a business unit of Mannington Mills, Inc.	GA	Classification	2017-01-17 15:15:00	eteva_baldwin@mannington.com	Addendum Notification
Mannington Commercial, a business unit of Mannington Mills, Inc.	GA	Classification	2017-01-20 10:42:55	eteva_baldwin@mannington.com	Bid Answer
Mannington Mills, Inc	GA	Classification	2017-01-02 10:23:13	Rick_Bittner@mannington.com	Bid Notification
Marathon Engineering Corporation	FL	Classification	2017-01-02 10:23:13	sdunn4230@gmail.com	Bid Notification
MyOfficeProducts	OH	Classification	2017-01-02 10:23:13	scott.miller@myofficeproducts.com	Bid Notification
North America Procurement Council	CO	Self Invited	2017-01-17 15:15:00	bids@napc.me	Addendum Notification
North America Procurement Council	CO	Self Invited	2017-01-20 10:42:55	bids@napc.me	Bid Answer
Onvia	WA	Self Invited	2017-01-17 15:15:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2017-01-20 10:42:55	sourcemanagement2@onvia.com	Bid Answer
PEPPM	PA	Classification	2017-01-02 10:23:13	mcarollo@peppm.org	Bid Notification
Philadelphia Carpet Mills / Shaw Industries	CA	Classification	2017-01-02 10:23:13	jim.rice@shawinc.com	Bid Notification
Philadelphia Carpet Mills / Shaw Industries	CA	Classification	2017-01-17 15:15:00	jim.rice@shawinc.com	Addendum Notification
Philadelphia Carpet Mills / Shaw Industries	CA	Classification	2017-01-20 10:42:55	jim.rice@shawinc.com	Bid Answer
Sam Anderson Pvt Ltd	AL	Self Invited	2017-01-20 10:42:55	mhc@mobiusservices.co.in	Bid Answer
School Supply Specialty LLC	OH	Classification	2017-01-02 10:23:13	staci@schoolsupplyspecialty.com	Bid Notification
Shaw Industries	GA	Classification	2017-01-02 10:23:13	india.pritchett@shawinc.com	Bid Notification
Shaw Industries, Inc.	GA	Classification	2017-01-02 10:23:13	vicky.mcconaghy@shawinc.com	Bid Notification
Shaw Industries, Inc.	GA	Classification	2017-01-02 10:23:13	julia.hall@shawinc.com	Bid Notification
Shaw Industries, Inc.	GA	Classification	2017-01-02 10:23:13	beth.anderson@patcraft.com	Bid Notification
Shaw Industries, Inc.	GA	Classification	2017-01-17 15:15:00	julia.hall@shawinc.com	Addendum Notification
Shaw Industries, Inc.	GA	Classification	2017-01-20 10:42:55	julia.hall@shawinc.com	Bid Answer
Shaw Industries, Inc.	GA	Classification	2017-02-02 09:15:49	julia.hall@shawinc.com	Award Notification
SOUTHWEST VENTURE COMPANY	GA	Self Invited	2017-01-17 15:15:00	sfidan@swvcompany.com	Addendum Notification
SOUTHWEST VENTURE COMPANY	GA	Self Invited	2017-01-20 10:42:55	sfidan@swvcompany.com	Bid Answer
Stacy Logan	WA	Classification	2017-01-02 10:23:13	stacy@stacylogan.com	Bid Notification
The Blue Book Building & Construction Network	NY	Self Invited	2017-01-17 15:15:00	dpeters@thebluebook.com	Addendum Notification
The Blue Book Building & Construction Network	NY	Self Invited	2017-01-20 10:42:55	dpeters@thebluebook.com	Bid Answer
Tiles in Style, LLC	IL	Classification	2017-01-02 10:23:13	zen@tazasupplies.com	Bid Notification
Vendor Support Account	UT	Self Invited	2017-01-17 15:15:00	dtb221234@yahoo.com	Addendum Notification
Vendor Support Account	UT	Self Invited	2017-01-20 10:42:55	dtb221234@yahoo.com	Bid Answer
Wayfair Inc.	MA	Classification	2017-01-02 10:23:13	cansmith@wayfair.com	Bid Notification
WTF Marketing, LLC	NJ	Classification	2017-01-02 10:23:13	mgurell@wtfmarketing.net	Bid Notification

Access Report

Agency

Bid Number

Bid Title

Cooperative Purchasing Connection

17.5

Carpet and Resilient Flooring

Vendor Name	Accessed First Time	Most Recent Access	Documents	Most Recent Response Date
Vendor Support Account	2017-01-03 11:51 AM CST	2017-01-20 07:58 AM CST	Form B - Questionnaire_Amended 1.17.2017.docx RFP 17.5 - Carpet and Resilient Flooring.pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx	
Charter Communications	2017-01-03 12:06 AM CST	2017-01-04 03:49 AM CST		
SOUTHWEST VENTURE COMPANY	2017-01-03 11:03 PM CST	2017-01-03 11:08 PM CST	Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx RFP 17.5 - Carpet and Resilient Flooring.pdf	
Onvia	2017-01-02 01:31 PM CST	2017-03-04 02:18 PM CST	Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form B - Questionnaire_Amended 1.17.2017.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.pdf Form B - Questionnaire.pdf Form A - Vendor Information.pdf RFP 17.5 - Carpet and Resilient Flooring.pdf	
Dodge Data & Analytics	2017-02-02 11:46 PM CST	2017-02-02 11:46 PM CST		
Shaw Industries, Inc.	2017-01-03 09:12 AM CST	2017-02-01 08:21 AM CST	Form B - Questionnaire_Amended 1.17.2017.docx Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form A - Vendor Information.pdf RFP 17.5 - Carpet and Resilient Flooring.pdf	2017-02-01 08:19 AM CST
Sam Anderson Pvt Ltd	2017-01-02 08:48 PM CST	2017-03-07 07:48 AM CST	Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire_Amended 1.17.2017.docx Form A - Vendor Information.pdf RFP 17.5 - Carpet and Resilient Flooring.pdf	
global soft inc	2017-01-03 03:42 PM CST	2017-01-26 02:57 PM CST		
North America Procurement Council	2017-01-05 01:56 AM CST	2017-01-29 10:04 PM CST	Form B - Questionnaire_Amended 1.17.2017.pdf RFP 17.5 - Carpet and Resilient Flooring.pdf	
G&S Carpet Mills, Inc.	2017-01-02 07:48 PM CST	2017-01-02 07:48 PM CST		
The Blue Book Building & Construction Network	2017-01-02 09:09 PM CST	2017-01-25 09:22 PM CST	RFP 17.5 - Carpet and Resilient Flooring.pdf Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.pdf Form B - Questionnaire_Amended 1.17.2017.pdf Form A - Vendor Information.pdf	

Kiefer U.S.A.	2017-01-26 03:31 PM CST	2017-01-26 03:55 PM CST	Form D - References (3 - Generic).pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Subcontractor Utilization Form.pdf Form C - Pricing Schedule.xlsx Form A - Vendor Information.pdf RFP 17.5 - Carpet and Resilient Flooring.pdf	
Philadelphia Carpet Mills / Shaw Industries	2017-01-02 11:25 AM CST	2017-01-17 06:16 PM CST	RFP 17.5 - Carpet and Resilient Flooring.pdf	
SO	2017-01-27 07:15 PM CST	2017-01-31 05:53 PM CST	RFP 17.5 - Carpet and Resilient Flooring.pdf	
Mannington Commercial, a business unit of Mannington Mills, Inc.	2017-01-04 01:51 PM CST	2017-01-04 02:14 PM CST	Form G - Contract Offer & Award.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.5 - Carpet and Resilient Flooring.pdf	
Wayfair Inc.	2017-01-03 07:41 AM CST	2017-01-03 07:41 AM CST		
Hiller Commercial Floors	2017-01-02 04:17 PM CST	2017-02-02 12:38 PM CST	Subcontractor Utilization Form.pdf Form A - Vendor Information.pdf Form E - Level of Support.pdf Form G - Contract Offer & Award.pdf Form H - Proposal Checklist.pdf Addendum Acknowledgement Form.pdf Form F - Assurance of Compliance Construction.pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire_Amended 1.17.2017.docx Form D - References (3 - Generic).pdf Form B - Questionnaire.docx RFP 17.5 - Carpet and Resilient Flooring.pdf	2017-02-01 09:40 AM CST
Dynamic Sports Construction, Inc.	2017-01-02 09:58 PM CST	2017-01-20 03:33 PM CST	Form B - Questionnaire_Amended 1.17.2017.docx Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.5 - Carpet and Resilient Flooring.pdf	
HD SUPPLY FACILITIES MAINTENANCE, LTD.	2017-01-06 03:03 PM CST	2017-01-06 03:03 PM CST		
School Supply Specialty LLC	2017-01-03 08:34 AM CST	2017-01-03 08:34 AM CST		

Opening Record

RFP 17.5 – Carpet and Resilient Flooring

February 1, 2017

10:01 AM CT

Date

Time

Company Responding	Hiller Commercial Floors	Shaw Industries, Inc.
Form A – Vendor Information	Yes	Yes
Form B – Questionnaire	Yes	Yes
Form C – Pricing	Yes	Yes
Form D – References	Yes	Yes
Form E – Level of Support	Yes	Yes
Form F – Assurance of Compliance	Yes	Yes
Form G – Contract Offer & Award	Yes	Yes
Form H – Proposal Checklist	Yes	Yes
Addendum Acknowledgement Form	Yes	Yes
Subcontractor Utilization Form	Yes	Yes
Other:		Berkshire Hathaway Financial Statements
Notes:		
Qualified Respondent:	Yes	Yes

Cooperative Purchasing Connection
Tabulation Report RFP #17.5 - Carpet and Resilient
Flooring
Vendor: Hiller Commercial Floors

General Comments:

General Attachments: Addendum Acknowledgement Form.pdf
Form A - Vendor Information.pdf
Form B - Questionnaire_Amended 1.17.2017.docx
Form C - Pricing Schedule.xlsx
Form D - References.pdf
Form E - Level of Support.pdf
Form F - Assurance of Compliance.pdf
Form G - Contract Offer - Award.pdf
Form H - Proposal Checklist.pdf
Subcontractor Utilization Form 1.pdf
Subcontractor Utilization Form 2.pdf
Subcontractor Utilization Form 3.pdf

Form A – Vendor Information

Company Information			
Company Name	Hiller Commercial Floors		
Address	2909 South Broadway		
City/State/Zip	Rochester MN 55904		
Phone	507-288-2738 ext 2	Fax	507-288-8877
Toll Free Customer Number	1-888-724-1766		

Company Contacts	
General Manager Name <ul style="list-style-type: none"> Email Phone 	Dave Bahr dbahr@hillercarpet.com 507-254-6858
Sales Manager Name <ul style="list-style-type: none"> Email Phone 	Dave Bahr dbahr@hillercarpet.com 507-254-6858
Customer Service Manager Name <ul style="list-style-type: none"> Email Phone 	Dave Bahr dbahr@hillercarpet.com 507-254-6858
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> Email Phone 	Dave Bahr Max Bahr dbahr@hillercarpet.com mbahr@hillercarpet.com 507-254-6858 507-319-3322

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> Name Email/Phone 	Dave Bahr dbahr@hillercarpet.com 507-254-6858
CPC Member Customer Service <ul style="list-style-type: none"> Name Email/Phone 	Dave Bahr dbahr@hillercarpet.com 507-254-6858
Submitting Sales Reports to CPC <ul style="list-style-type: none"> Name Email/Phone 	Dave Bahr dbahr@hillercarpet.com 507-254-6858
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> Name Email/Phone 	Virginia Hayward vhayward@hillercarpet.com 507-288-1766
Conducting Audits <ul style="list-style-type: none"> Name Email/Phone 	Virginia Hayward vhayward@hillercarpet.com 507-288-1766

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company's answers in the correlating response column.

Responding Company's Name:	Hiller Stores Inc DBA Hiller Commercial Floors
Question	Response
1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).	Hiller's was founded in 1947 by Dave Hiller. In 1963, his son in law, Chet Bahr purchased the company and in 2000 it was purchased by his son, Dave Bahr, and Rob Elder. Hiller's is evenly split between Commercial and Residential sales and has been ranked in the top 50 flooring stores by volume 3 times. Hiller's is in the top 10 single store flooring companies in the US. Hiller's has been awarded the Rochester "Peoples Choice Award" three times including 2016. Hiller's was also awarded "Stainmaster Dealer of the Year" in 2016. Hiller's has serviced a State Of Minnesota Floor Covering contract since 1983 servicing all State Government Agencies as well as Schools, County Government and City agencies.
2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).	We provide, service and install Carpet, Carpet Tile, Sheet Vinyl, LVT, LVP, VCT, Solid Vinyl, Rubber Sheet, Rubber Tile, Stair Treads, Stair Stringers, Vinyl and Rubber and Carpet Base. We are able to lift Work Stations, move book stacks, move and reset file cabinets, desks and equipment to achieve installation with minimum downtime. Our installers are very experienced and professional and we warranty their work for 5 years.
3. As you envision it, what is your company's role in this partnership? Please include sales and marketing strategies.	We send out fliers 3-4 times per year to all members of the various organizations we belong to and are active in. They include: Minnesota School Boards Association, Minnesota Association of School Administrators, Minnesota Association of City Finance Officers, Minnesota Library Association, Minnesota Association of School Maintenance Supervisors, Minnesota Engineers Guild, Minnesota Association of Secondary School Principals, Minnesota Association of School Business Officials and the Minnesota Rural Education Association. We also attend their annual and semi-annual conventions and trade shows. We do a lot of cold calling when in the area. We follow the Builders Exchange and various newsletters to track who may be doing some flooring work and follow up with calls and letters.
4. Does your company market directly to potential customers? If so, how?	We do direct mail, face to face at Conventions and Trade shows, emails, phone calls to follow up leads. We attend monthly meetings and network with important players and follow up on all leads generated.
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	We brainstorm ideas and have a Marketing firm design letters and brochures to meet the needs. We would be the interface between CPC and the Marketing firm.
6. Is your company willing to provide printed copies of marketing materials to our regional CPC representatives?	YES
7. Does your company have the ability to participate in conference tradeshow in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshow, if awarded? Please list any conference tradeshow that you've attended in those states within the last three years.	We have limited ourselves to Minnesota up to this point but are willing to expand to North & South Dakota. We attend several Minnesota Shows and are open to similar showing in the Dakotas. MASMS, MASBO, MASA, Minnesota Library Association, MN Engineers Guild, MASSP, MREA, MSBA are all listed in #3. We would add signage indicating we are a Service Coop Vendor to drive additional Business. We would change our promotional materials to indicate we are a Co Op Vendor also.
8. Does your company have the ability to provide training to our members? If so, please explain what training options are available to participating agencies.	We can train your sales force in how to generate leads, what to ask and how to ask. We would then ask them to turn over the actual estimating and product sales to us to assure each customer is getting products suitable to their needs. If a finder's fee is typical for this, we would gladly participate. Your field people are critical for the success of this partnership as they have worked with many of the customers for quite some time.
9. Is your company available for educational presentations at each of the regional service cooperatives?	YES

10. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	At this time we have the current state of Minnesota Floor Covering Contract but it expires on 1/31/17. We have submitted the paper work for the new contract but it has not been awarded yet.																																																																																										
11. Please list the agencies, if any, you would exempt from this contract.	State of Minnesota Agencies excluding Colleges IF we are not awarded the State Contract. If awarded the State Contract, those agencies, except Colleges, are required by law to use the State Contract.																																																																																										
12. Please describe how your company will position this contract to CPC's participating agencies, if awarded.	We would start with a direct mail/email introduction blitz in a three letter format. Follow up with Conference attendance and then follow up on leads as they are generated. Our superior service often leads us to multiple year repeat business as well as reference marketing to neighboring agencies.																																																																																										
13. If awarded, how does your company plan to inform and train your account managers, financial/reporting personnel, sales and customer service representatives on the details and promotion of the contract?	We keep that portion very hands on between Max and Myself. We would handle all aspects of the contract except actual billing and check writing.																																																																																										
14. Please list the percentage of your revenue that is derived from the following: <ul style="list-style-type: none">• Carpet• Resilient Flooring• Services	Carpet 40% Resilient 30% Installation 30%																																																																																										
15. Please provide your company's last three years total gross sales to agencies within CPC's service area.	<table><tr><td colspan="2">MINNESOTA</td><td>2016</td><td>2015</td><td>2014</td></tr><tr><td>K-12</td><td></td><td>\$1,800,445.40</td><td>\$1,644,465.80</td><td>\$1,183,115.90</td></tr><tr><td>HIGHER ED</td><td></td><td>\$1,128,096</td><td>\$939,974.79</td><td>\$970,882.94</td></tr><tr><td>CITY/COUNTY</td><td></td><td>\$1,273,099.70</td><td>\$2,442,751.30</td><td>\$932,785.40</td></tr><tr><td>NONPROFITS</td><td></td><td>\$860,137.73</td><td>\$1,163,142.02</td><td>\$1,219,065</td></tr><tr><td>TOTALS</td><td></td><td>\$5,061,778.80</td><td>\$6,290,333.80</td><td>\$4,302,849.20</td></tr></table> <table><tr><td colspan="2">NORTH DAKOTA</td><td>2016</td><td>2015</td><td>2014</td></tr><tr><td>K-12</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>HIGHER ED</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>CITY/COUNTY</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>NONPROFITS</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>TOTALS</td><td></td><td>0</td><td>0</td><td>0</td></tr></table> <table><tr><td colspan="2">SOUTH DAKOTA</td><td>2016</td><td>2015</td><td>2014</td></tr><tr><td>K-12</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>HIGHER ED</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>CITY/COUNTY</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>NONPROFITS</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>TOTALS</td><td></td><td>0</td><td>0</td><td>0</td></tr></table>	MINNESOTA		2016	2015	2014	K-12		\$1,800,445.40	\$1,644,465.80	\$1,183,115.90	HIGHER ED		\$1,128,096	\$939,974.79	\$970,882.94	CITY/COUNTY		\$1,273,099.70	\$2,442,751.30	\$932,785.40	NONPROFITS		\$860,137.73	\$1,163,142.02	\$1,219,065	TOTALS		\$5,061,778.80	\$6,290,333.80	\$4,302,849.20	NORTH DAKOTA		2016	2015	2014	K-12		0	0	0	HIGHER ED		0	0	0	CITY/COUNTY		0	0	0	NONPROFITS		0	0	0	TOTALS		0	0	0	SOUTH DAKOTA		2016	2015	2014	K-12		0	0	0	HIGHER ED		0	0	0	CITY/COUNTY		0	0	0	NONPROFITS		0	0	0	TOTALS		0	0	0
MINNESOTA		2016	2015	2014																																																																																							
K-12		\$1,800,445.40	\$1,644,465.80	\$1,183,115.90																																																																																							
HIGHER ED		\$1,128,096	\$939,974.79	\$970,882.94																																																																																							
CITY/COUNTY		\$1,273,099.70	\$2,442,751.30	\$932,785.40																																																																																							
NONPROFITS		\$860,137.73	\$1,163,142.02	\$1,219,065																																																																																							
TOTALS		\$5,061,778.80	\$6,290,333.80	\$4,302,849.20																																																																																							
NORTH DAKOTA		2016	2015	2014																																																																																							
K-12		0	0	0																																																																																							
HIGHER ED		0	0	0																																																																																							
CITY/COUNTY		0	0	0																																																																																							
NONPROFITS		0	0	0																																																																																							
TOTALS		0	0	0																																																																																							
SOUTH DAKOTA		2016	2015	2014																																																																																							
K-12		0	0	0																																																																																							
HIGHER ED		0	0	0																																																																																							
CITY/COUNTY		0	0	0																																																																																							
NONPROFITS		0	0	0																																																																																							
TOTALS		0	0	0																																																																																							
16. Provide evidence of what your organization is doing to remain viable and stable in the carpet and resilient flooring market.	Our Sales have remained very stable between \$10-12M per year, Commercial Only. Even in the depth of the recession, we were able to maintain \$8-9M and did not lay anyone off. We are one of two flooring contractors allowed to work at Mayo Clinic and our State Contract has generated considerable sales.																																																																																										
17. Describe what generally differentiates your company from your key competitors as it pertains to carpet, resilient flooring and services.	Our key to staying ahead of the game is our superior customer service. Being on time, efficient and completing projects on time has generated long term repeat customers. We reply to questions and respond to requests in a quick and professional manner.																																																																																										
18. Please describe your customer retention (i.e. customers who are served that continue to be repeat customers).	We rate this very high and strive to ensure we do our work quickly and professionally to foster repeat customers. We have many repeat customers and value them.																																																																																										
19. How many clients/customers does your organization, on average, provide material and/or material and installation services for each year.	We serviced 2,400 customers in 2016																																																																																										
20. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your	We can service all areas.																																																																																										

company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	
Project Personnel	
21. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to sales, delivery, installation, training, maintenance and support? Of those mentioned, please include the average tenure in their job duties.	There will be two dedicated to sales, delivery, maintenance and support with 62 years experience. There will be 30 installers with an average 10 years experience.
22. Please explain the certifications and/or trainings your installers possess and adhere to.	All have been certified in the installation processes of the products we sell.
23. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract. <u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u>	All our subcontractors have worked for us for many years and understand our procedures and method of doing business in a professional and efficient manner.
24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (i.e. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are kept.	All our installers know and understand the rules of public work. Those that break the rules do not work for us long.
Assessment, Design & Layout	
25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design a flooring concept? How do you match flooring to the needs of the agency? What factors are considered when working with an agency? Please note any costs associated with assessment, design and layout in Form C – Pricing Schedule.	We mostly rely on our personal experience and expertise to provide the correct floor for the use. We warranty our products for 10 years and installation for 5 years so we are very conscious of providing the correct product. We also want repeat customers and that only happens when we have satisfied customers. If the customer can't afford the correct product we document why they should and what areas will be compromised by the incorrect product so they proceed with the full knowledge of the limitations. This may be due to budget constraints or length of life exception such as moving to another location in 5 years etc. We also work with an interior design consultant for those clients that want to coordinate flooring with paint/wall covering/furniture etc. This work is done on an hourly basis and a per mile fee. We currently use this on less than 1% of our projects.
26. Describe any assessment, design and layout services that your company offers.	We help with most of this as part of our service. We have to farm it out to our designer and a CAD service if too involved.
27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	Many of our lead generation is through 1) Trade shows 2) Direct mail 3) Word of mouth 4) Referrals 5) Email blasts 6) Cold calling We do not need to hear very much to follow up on a lead. For instance, if a school board member stops by our booth at the MSBA show and thinks their elementary school needs flooring, I am calling their facilities person the next day looking for an appointment.
28. Describe your company's ordering process and what methods can be	Ordering flooring is very difficult as the quantities must be correct, the backings must be correct, the adhesives and sealers must match the environmental conditions, the freight route

used by participating agencies to place or create orders?	and carriers must be lined up correctly. All orders should go through our sales reps to process correctly.
Delivery & Installation	
29. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	We operate out of our single office and do on site assessments 99% of the time. On occasion, a agency may know what they want and when and place the order by email or phone.
30. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?	We have 12,000 sf of heated warehouse in Rochester and deliver weekly. Ordered products can take 1-8 weeks to receive.
31. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.	We deliver as the product becomes available. If in stock at our warehouse, we deliver within 5 business days. If not in stock it may take 1-8 weeks depending on factory stock. We assess the client's needs before suggesting a non-stocking item in case they need something quickly.
32. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	We look for long term repeat customers. To accomplish this, we always respond to concerns quickly and resolve issues immediately. We tend to side with the customer on all issues and make immediate corrections while we fight it out with the supplier/installer.
33. Describe all delivery and installation services that your company offers.	Deliveries from the factory are to the customers door, they would need to off load. Deliveries from our warehouse we can offload. Installed products we deliver and install at the same time.
34. Describe the examination, preparation, installation, and cleaning process that your company provides as a turnkey flooring solution.	Call comes in requesting an assessment. We meet with the client within 5 days. Provide a quote within three days. Order materials when receiving a PO and schedule installation when the product arrives. We install the product at the agreed time, vacuum and wipe down vinyl and VCT. Then, we send out an invoice.
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	The installation teams review the project with the project manager. Arrive on site and meet with the owner to review sequence and any special conditions. Demo and prep the floor, install the materials, clean up and haul all debris. The installers are all CFI Certified. They have all passed background checks and many have passed the enhanced check to work in prisons and jails.
36. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule - Services.	We have an in house warranty of 10 years on a pro rated basis at 10%/yr covering satisfaction of performance. The only thing not covered is damage and moisture problems. We also have a 5 year installation warranty. Each manufacturer has their own warranty that is also in effect. If a manufacturer claim is entered we have to involve an inspection agency for a determination. If it is our warranty, we handle internally.
Miscellaneous	
37. Please describe any other "value adds" and or services your company can bring to CPC's participating agencies.	Our experience working with public agencies for 30 plus years. Our large inventory levels and highly experienced installation staff.
38. What are your payment terms?	Net 30 days
39. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?	We do however we have to add the fee to the invoice. Usually 3%.
40. Does your company offer any prompt payment discounts? If so, please describe.	We do not
41. Please describe how your company handles any applicable excise, use, or local taxes in which the products are delivered and installed (e.g. Our company includes all taxes in our pricing	We have included all taxes in our installed prices. Our uninstalled prices do not include tax.

and that pricing is reflected in Form C, or, our company includes the tax a separate line item on the quote/invoice).	
42. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	We need a written PO prior to ordering. Most orders are non-cancellable without a restocking charge.
43. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	None.

Form C.1 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: ler Stores INC DBA Hiller Commercial Flo

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	0.00%	0.00%	0.00%
Davis Bacon wage project:	0.00%	0.00%	0.00%

We pay the installers Prevailing Wages Rates regardless if they are required or not. As such, we would not use any multiplier.

Form C.2 - Category Discount

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. In the form below, please define your categories (by catalog, category, and/or by manufacturer) which can include sub-categories (specific lines from a manufacturer) and the discount associated with that category. This form has been formatted to print to one page width. Forty-five rows have been provided, please add additional rows as needed. Please note this is a **required form**.

Responding Company's Name: Hiller Stores Inc DBA Hiller Commercial Floors

REQUIRED FORM

Catalog/Category/Manufacturer Grouping	Discount Offered	Comments
Broadloom Carpet	25%	
Shaw Contract Flooring	25%	
Tandus Carpet	25%	
Carpet Tile	25%	
Shaw Contract Flooring	25%	
Tandus Carpet	25%	
Milliken Carpet	25%	
J&J Carpet	25%	
VCT	25%	
Azrock	25%	
Rickett	25%	
Armstrong	25%	
American Biltrite	25%	
LVT	25%	
Metroflor	25%	
Milliken LVT	25%	
Armstrong	25%	
Shaw Contract Flooring	25%	
LVP	25%	
Milliken Plank	25%	
Gorilla Floors	25%	
Sheet Vinyl	25%	
Mannington Mills	25%	
Armstrong	25%	
Shaw Contract Flooring	25%	
Tarkett	25%	
Sheet Rubber	25%	
RC Mussen	25%	
Mondo	25%	
Tarkett	25%	
Rubber Tile	25%	
Protectall	25%	
Tarkett	25%	
Nora	25%	
Johnsonite	25%	
Mannington Mills	25%	
Stair Treads and Nosings	25%	
Johnsonite	25%	
Nora	25%	
Sheet Linoleum	25%	
Marmmoleum	25%	
Vinyl Base, Rubber Base, Reducers	25%	
Johnsonite	25%	

Form C.3A - Carpet Pricing Schedule

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook. **ALL** commercial grade carpet flooring that meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is a **required form**.

Definitions: **Product Category:** Broadloom, carpet tile, and accessories. **Unit of Measure:** Sq. Ft. = Square Foot, Sq. Yd. = Square Yard, Ln. Ft. = Lineal Foot. **Weekdays:** Monday - Friday, 6am to 5pm. **Weekday Evenings:** after 5pm and before 6am. **Saturday:** after 5pm on Friday to 11:59pm on Saturday. **Sundays & Holidays:** 12am Sunday and before 6am on Monday.

REQUIRED FORM

Responding Company's Name: Hiller Stores Inc DBA Hiller Commercial Floors

Product Category	Manufacturer	Style	Unit of Measure	MSRP List Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
Broadloom	Shaw Contract	Entity	sq yd	\$ 22.67	25%	\$ 17.00	\$ 11.00	\$ 28.00	\$ 12.20	\$ 29.20	\$ 16.00	\$ 33.00	
Broadloom	Shaw Contract	Interplay	sq yd	\$ 19.60	25%	\$ 14.70	\$ 10.90	\$ 23.60	\$ 12.10	\$ 26.80	\$ 15.90	\$ 30.60	
Broadloom	Shaw Contract	Associate	sq yd	\$ 17.07	25%	\$ 12.80	\$ 10.80	\$ 25.60	\$ 11.40	\$ 24.20	\$ 15.80	\$ 28.60	
Broadloom	Shaw Contract	Gonte	sq yd	\$ 26.33	25%	\$ 19.75	\$ 11.25	\$ 31.00	\$ 12.45	\$ 32.20	\$ 16.25	\$ 36.00	
Broadloom	Shaw Contract	Erase	sq yd	\$ 26.33	25%	\$ 19.75	\$ 11.25	\$ 31.00	\$ 12.45	\$ 32.20	\$ 16.25	\$ 36.00	
Broadloom	Shaw Contract	Social Media	sq yd	\$ 23.33	25%	\$ 17.50	\$ 11.20	\$ 28.70	\$ 12.40	\$ 29.90	\$ 16.20	\$ 33.70	
Broadloom	Shaw Contract	Accomplish	sq yd	\$ 26.33	25%	\$ 19.75	\$ 11.25	\$ 31.00	\$ 12.45	\$ 32.20	\$ 16.25	\$ 36.00	
Broadloom	Shaw Contract	Profile	sq yd	\$ 28.33	25%	\$ 21.25	\$ 11.75	\$ 33.00	\$ 12.95	\$ 34.20	\$ 16.75	\$ 38.00	
Carpet Tile	Shaw Contract	Tangle/Tempt	sq yd	\$ 30.00	25%	\$ 22.50	\$ 11.50	\$ 34.00	\$ 12.70	\$ 35.20	\$ 16.50	\$ 39.00	
Carpet Tile	Shaw Contract	Field	sq yd	\$ 30.00	25%	\$ 22.50	\$ 11.50	\$ 34.00	\$ 12.70	\$ 35.20	\$ 16.50	\$ 39.00	
Carpet Tile	Shaw Contract	Diffuse/Disperse	sq yd	\$ 30.00	25%	\$ 22.50	\$ 11.50	\$ 34.00	\$ 12.70	\$ 35.20	\$ 16.50	\$ 39.00	
Carpet Tile	Shaw Contract	Captivate/Intigue	sq yd	\$ 31.33	25%	\$ 23.50	\$ 11.50	\$ 35.00	\$ 12.70	\$ 36.20	\$ 16.50	\$ 40.00	
Carpet Tile	Shaw Contract	Rotate/Copy/Construct	sq yd	\$ 33.33	25%	\$ 25.00	\$ 11.75	\$ 36.75	\$ 12.95	\$ 37.95	\$ 16.75	\$ 41.75	
Carpet Tile	Shaw Contract	Think/Engage/Impact	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Shaw Contract	Blox	sq yd	\$ 40.00	25%	\$ 30.00	\$ 11.50	\$ 41.50	\$ 12.70	\$ 42.70	\$ 16.50	\$ 46.50	
Carpet Tile	Shaw Contract	Welcome II/Bon Jour	sq yd	\$ 48.00	25%	\$ 36.00	\$ 13.00	\$ 49.00	\$ 14.20	\$ 50.20	\$ 18.00	\$ 54.00	
Broadloom	Tandus-Centiva	Abrasive Action II	sq yd	\$ 73.33	25%	\$ 55.00	\$ 12.00	\$ 67.00	\$ 13.00	\$ 68.00	\$ 15.00	\$ 70.00	
Broadloom	Tandus-Centiva	Assertive Action	sq yd	\$ 57.33	25%	\$ 43.00	\$ 14.00	\$ 57.00	\$ 15.00	\$ 58.00	\$ 17.00	\$ 60.00	
Broadloom	Tandus-Centiva	Applause	sq yd	\$ 35.33	25%	\$ 26.50	\$ 14.50	\$ 41.00	\$ 15.50	\$ 42.00	\$ 17.50	\$ 44.00	
Broadloom	Tandus-Centiva	Altermath	sq yd	\$ 35.33	25%	\$ 26.50	\$ 14.50	\$ 41.00	\$ 15.50	\$ 42.00	\$ 17.50	\$ 44.00	
Broadloom	Tandus-Centiva	Assertive Stria	sq yd	\$ 57.33	25%	\$ 43.00	\$ 14.00	\$ 57.00	\$ 15.00	\$ 58.00	\$ 17.00	\$ 60.00	
Carpet Tile	Tandus-Centiva	Abrasive Action II	sq yd	\$ 79.67	25%	\$ 59.75	\$ 12.00	\$ 71.75	\$ 13.00	\$ 72.75	\$ 15.00	\$ 74.75	
Carpet Tile	Tandus-Centiva	Assertive Action	sq yd	\$ 65.33	25%	\$ 49.00	\$ 10.60	\$ 59.60	\$ 11.60	\$ 60.60	\$ 13.60	\$ 62.60	
Carpet Tile	Tandus-Centiva	Applause	sq yd	\$ 39.67	25%	\$ 29.75	\$ 12.55	\$ 42.30	\$ 13.55	\$ 43.30	\$ 15.55	\$ 45.30	
Carpet Tile	Tandus-Centiva	Altermath	sq yd	\$ 38.67	25%	\$ 29.00	\$ 12.50	\$ 41.50	\$ 13.50	\$ 42.50	\$ 15.50	\$ 44.50	
Carpet Tile	Tandus-Centiva	Assertive Stria	sq yd	\$ 65.33	25%	\$ 49.00	\$ 10.60	\$ 59.60	\$ 11.60	\$ 60.60	\$ 13.60	\$ 62.60	
Carpet Tile	I&I/Invision	Kinetix	sq yd	\$ 38.00	25%	\$ 28.50	\$ 10.00	\$ 38.50	\$ 11.20	\$ 39.70	\$ 15.00	\$ 43.50	
Carpet Tile	Miliken	Centro	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Fixate Loop	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Formwork	sq yd	\$ 28.67	25%	\$ 21.50	\$ 11.20	\$ 32.70	\$ 12.40	\$ 33.90	\$ 16.40	\$ 37.90	
Carpet Tile	Miliken	Ghost Artist	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Miliken	Lycam Trimline	sq yd	\$ 33.33	25%	\$ 25.00	\$ 11.75	\$ 36.75	\$ 12.95	\$ 37.95	\$ 16.75	\$ 41.75	
Carpet Tile	Miliken	Monument & shrines	sq yd	\$ 28.67	25%	\$ 21.50	\$ 11.20	\$ 32.70	\$ 12.40	\$ 33.90	\$ 16.40	\$ 37.90	
Carpet Tile	Miliken	Paste-Up Loop	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Miliken	Remix 2.0 Trimline	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Sound & Fury	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Southern Analog	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Common Thread	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Miliken	Remix 2.0	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Miliken	Coir Palm	sq yd	\$ 44.00	25%	\$ 33.00	\$ 12.75	\$ 45.00	\$ 13.20	\$ 46.20	\$ 17.00	\$ 50.00	
Carpet Tile	Miliken	Colorfield	sq yd	\$ 33.33	25%	\$ 25.00	\$ 11.75	\$ 36.75	\$ 12.95	\$ 37.95	\$ 16.75	\$ 41.75	
Carpet Tile	Miliken	Colorfield Painter	sq yd	\$ 40.00	25%	\$ 30.00	\$ 10.00	\$ 40.00	\$ 11.20	\$ 41.20	\$ 15.00	\$ 45.00	
Carpet Tile	Miliken	Nexus/Metro	sq yd	\$ 45.33	25%	\$ 34.00	\$ 12.00	\$ 46.00	\$ 13.20	\$ 47.20	\$ 17.00	\$ 51.00	
Carpet Tile	Miliken	Sandal	sq yd	\$ 45.33	25%	\$ 34.00	\$ 12.00	\$ 46.00	\$ 13.20	\$ 47.20	\$ 17.00	\$ 51.00	
Carpet Tile	Miliken	Colorweave	sq yd	\$ 35.00	25%	\$ 26.25	\$ 11.75	\$ 38.00	\$ 12.95	\$ 39.20	\$ 16.75	\$ 43.00	
Carpet Tile	Miliken	Fixate Velvet	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Miliken	Scattergraph	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Miliken	Straight Talk	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Miliken	Elevation	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Fahrenheit	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Nordic Stories	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Miliken	Quadrus Brush	sq yd	\$ 69.33	25%	\$ 52.00	\$ 13.00	\$ 65.00	\$ 14.20	\$ 66.20	\$ 18.00	\$ 70.00	
Carpet Tile	Miliken	Quadrus Brush	sq yd	\$ 60.00	25%	\$ 45.00	\$ 13.00	\$ 58.00	\$ 14.20	\$ 59.20	\$ 18.00	\$ 63.00	
Carpet Tile	Miliken	Sepio	sq yd	\$ 52.00	25%	\$ 39.00	\$ 13.00	\$ 52.00	\$ 14.20	\$ 53.20	\$ 18.00	\$ 57.00	
Carpet Tile	RC Mussen	Linear	sq ft	\$ 30.67	25%	\$ 23.00	\$ 2.25	\$ 25.25	\$ 2.50	\$ 25.50	\$ 3.00	\$ 26.00	
						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

***Please note this spreadsheet has multiple workbooks/tabs.**

Definitions:

Product Categories: Vinyl composition tile (VCT), vinyl sheet flooring, solid vinyl tile (LVT), linoleum, rubber, and accessories. **Unit of Measure:** Sq. Ft. = Square Foot, Sq. Yd. = Square Yard, Ln. Ft. = Linear Foot.

Weekday Evenings: after 5pm and before 6am on Monday.

Sundays & Holidays: 12am Sunday and before 6am on Monday.

Weekdays: Monday - Friday, 6am to 5pm.

Responding Company's Name: Hiller Stores Inc DBA Hiller Commercial Floors

Product Category	Manufacturer	Style	Unit of Measure	MSRP List/Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Weekday Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
VCT	Azrock	V-Series	sq ft	\$ 1.33	25%	\$ 1.00	\$ 1.45	\$ 2.45	\$ 1.77	\$ 2.77	\$ 1.97	\$ 2.97	
VCT	Rickett	Quartz	sq ft	\$ 4.00	25%	\$ 3.00	\$ 5.15	\$ 2.15	\$ 5.40	\$ 2.40	\$ 3.00	\$ 6.00	
VCT	Rickett	Medley	sq ft	\$ 5.07	25%	\$ 3.80	\$ 2.12	\$ 5.92	\$ 2.36	\$ 6.16	\$ 2.95	\$ 6.75	
VCT	Armstrong	Excellon	sq ft	\$ 1.33	25%	\$ 1.00	\$ 1.45	\$ 2.45	\$ 1.77	\$ 2.77	\$ 1.97	\$ 2.97	
VCT	American Biltrite	Teas Granite	sq ft	\$ 7.61	25%	\$ 5.71	\$ 1.89	\$ 7.60	\$ 2.09	\$ 7.80	\$ 2.39	\$ 8.10	
VCT	Azrock	Cortina Grande	sq ft	\$ 5.88	25%	\$ 4.41	\$ 1.59	\$ 6.00	\$ 1.83	\$ 6.26	\$ 2.49	\$ 6.90	
VCT	Metroflor	Versatil Shale	sq ft	\$ 2.67	25%	\$ 2.00	\$ 2.00	\$ 4.00	\$ 2.22	\$ 4.22	\$ 2.52	\$ 4.52	
LVT	Milliken	Stone/Wood	sq ft	\$ 3.73	25%	\$ 2.80	\$ 2.38	\$ 5.18	\$ 2.80	\$ 5.40	\$ 2.80	\$ 5.60	
LVT	Milliken	Freelay	sq ft	\$ 5.81	25%	\$ 4.36	\$ 2.49	\$ 6.85	\$ 2.89	\$ 7.25	\$ 3.69	\$ 8.05	
LVT	Armstrong	Natural Creations	sq ft	\$ 5.07	25%	\$ 3.80	\$ 2.34	\$ 6.14	\$ 2.74	\$ 6.54	\$ 3.14	\$ 6.94	
LVT	Armstrong	Parallell 20	sq ft	\$ 3.73	25%	\$ 2.80	\$ 2.38	\$ 5.18	\$ 2.60	\$ 5.40	\$ 2.80	\$ 5.60	
LVT	Metroflor	Aspecta	sq ft	\$ 4.33	25%	\$ 3.25	\$ 2.45	\$ 5.70	\$ 2.70	\$ 5.95	\$ 3.30	\$ 6.55	
LVT	Shaw Contract	Uncommon Ground	sq ft	\$ 3.87	25%	\$ 2.90	\$ 2.30	\$ 5.20	\$ 2.55	\$ 5.45	\$ 2.90	\$ 5.80	
LVT	Shaw Contract	Brush/Line/Plaster	sq ft	\$ 3.87	25%	\$ 2.90	\$ 2.30	\$ 5.20	\$ 2.55	\$ 5.45	\$ 2.90	\$ 5.80	
Sheet Vinyl	Shaw Contract	Naturalie 2.0	sq ft	\$ 3.94	25%	\$ 2.96	\$ 2.35	\$ 5.31	\$ 3.20	\$ 6.16	\$ 3.60	\$ 6.56	
Sheet Vinyl	Armstrong	Mediatech/Meditone	sq ft	\$ 4.64	25%	\$ 3.48	\$ 2.40	\$ 5.88	\$ 3.25	\$ 6.73	\$ 3.65	\$ 7.13	
Sheet Vinyl	Mannington	Assurance	sq ft	\$ 6.60	25%	\$ 4.95	\$ 1.95	\$ 6.90	\$ 2.25	\$ 7.20	\$ 2.87	\$ 7.82	
Sheet Vinyl	Mannington	Realities	sq ft	\$ 5.53	25%	\$ 4.15	\$ 2.20	\$ 6.35	\$ 2.60	\$ 6.75	\$ 3.25	\$ 7.40	
Sheet Vinyl	Mannington	Paradigm	sq ft	\$ 5.53	25%	\$ 4.15	\$ 2.20	\$ 6.35	\$ 2.60	\$ 6.75	\$ 3.25	\$ 7.40	
Sheet Vinyl	Mannington	Vivendi	sq ft	\$ 6.13	25%	\$ 4.60	\$ 2.15	\$ 6.75	\$ 3.10	\$ 7.05	\$ 3.10	\$ 7.70	
Sheet Vinyl	Mannington	Enwined	sq ft	\$ 5.53	25%	\$ 4.15	\$ 2.20	\$ 6.35	\$ 2.60	\$ 6.75	\$ 3.25	\$ 7.40	
Sheet Vinyl	Tarkett	Omnisports 3.5	sq ft	\$ 4.47	25%	\$ 3.35	\$ 2.85	\$ 6.20	\$ 3.10	\$ 6.45	\$ 3.70	\$ 7.05	
Sheet Vinyl	Tarkett	Omnisports 5.0	sq ft	\$ 5.87	25%	\$ 4.40	\$ 2.95	\$ 7.35	\$ 3.20	\$ 7.60	\$ 3.85	\$ 8.25	
Sheet Vinyl	Tarkett	Omnisports 6.5	sq ft	\$ 6.27	25%	\$ 4.70	\$ 3.10	\$ 7.80	\$ 3.35	\$ 8.05	\$ 4.00	\$ 8.70	
Sheet Rubber	RC Mussen	500L	sq ft	\$ 9.44	25%	\$ 7.08	\$ 2.92	\$ 10.00	\$ 3.42	\$ 10.50	\$ 3.92	\$ 11.00	
Sheet Rubber	Mondo	Ramflex 6mm	sq ft	\$ 10.13	25%	\$ 7.60	\$ 3.25	\$ 10.85	\$ 3.65	\$ 11.25	\$ 4.35	\$ 11.95	
Sheet Rubber	Forbo	Marmoleum	sq ft	\$ 4.80	25%	\$ 3.60	\$ 2.50	\$ 6.10	\$ 2.90	\$ 6.50	\$ 3.55	\$ 7.15	
Rubber Sheet	Tarkett	Dropzone 8mm	sq ft	\$ 8.67	25%	\$ 6.50	\$ 2.00	\$ 8.50	\$ 2.30	\$ 8.80	\$ 3.00	\$ 9.50	
Rubber Tile	Protect-All	Protect-All	sq ft	\$ 6.97	25%	\$ 5.23	\$ 4.77	\$ 10.00	\$ 5.17	\$ 10.40	\$ 5.87	\$ 11.10	
Rubber Tile	Tarkett	Dropzone 8mm	sq ft	\$ 8.00	25%	\$ 6.00	\$ 3.00	\$ 9.00	\$ 3.40	\$ 9.40	\$ 4.20	\$ 10.20	
Rubber Tile	Mannington	Reset	sq ft	\$ 9.20	25%	\$ 6.90	\$ 3.00	\$ 9.90	\$ 3.40	\$ 10.30	\$ 4.10	\$ 11.00	
Rubber Tile	Mannington	Reset Interlocking	sq ft	\$ 9.20	25%	\$ 6.90	\$ 3.00	\$ 9.90	\$ 3.40	\$ 10.30	\$ 4.10	\$ 11.00	
Rubber Tile	Nora	Grano 3.5mm	sq ft	\$ 12.00	25%	\$ 9.00	\$ 4.00	\$ 13.00	\$ 4.65	\$ 13.65	\$ 5.00	\$ 14.00	
Rubber Tiles	Nora	Grano	lin ft	\$ 36.53	25%	\$ 27.40	\$ 20.60	\$ 48.00	\$ 23.40	\$ 50.80	\$ 29.40	\$ 56.80	
Rubber Treads	Nora	Solid	lin ft	\$ 28.00	25%	\$ 21.00	\$ 20.75	\$ 41.75	\$ 23.65	\$ 44.65	\$ 29.65	\$ 50.65	
Rubber Treads	Johnsontite	RTR	lin ft	\$ 34.00	25%	\$ 25.50	\$ 24.50	\$ 50.00	\$ 27.50	\$ 53.00	\$ 33.50	\$ 59.00	
Stair Nose	Johnsontite	Stair Nose	lin ft	\$ 6.00	25%	\$ 4.50	\$ 5.00	\$ 9.50	\$ 5.75	\$ 10.25	\$ 7.35	\$ 11.85	
Stair Nose	Nora	Stair Nose	lin ft	\$ 21.60	25%	\$ 16.20	\$ 5.00	\$ 21.20	\$ 5.75	\$ 21.95	\$ 7.80	\$ 24.00	
Reducer	Johnsontite	CTA	lin ft	\$ 5.33	25%	\$ 4.00	\$ 2.00	\$ 6.00	\$ 3.00	\$ 7.00	\$ 5.00	\$ 9.00	
Vinyl Base	Johnsontite	4"	lin ft	\$ 1.33	25%	\$ 1.00	\$ 1.50	\$ 2.50	\$ 2.00	\$ 2.70	\$ 2.00	\$ 3.00	
Vinyl Base	Johnsontite	6"	lin ft	\$ 2.00	25%	\$ 1.50	\$ 1.75	\$ 3.25	\$ 2.00	\$ 3.50	\$ 2.25	\$ 3.75	
Rubber Base	Johnsontite	4"	lin ft	\$ 2.67	25%	\$ 2.00	\$ 1.50	\$ 3.50	\$ 3.00	\$ 3.70	\$ 2.00	\$ 4.00	
Rubber Base	Johnsontite	6"	lin ft	\$ 3.33	25%	\$ 2.50	\$ 1.75	\$ 4.25	\$ 2.00	\$ 4.50	\$ 2.25	\$ 4.75	
Rubber Base	Johnsontite	4.5"	lin ft	\$ 3.00	25%	\$ 2.25	\$ 1.50	\$ 3.75	\$ 1.70	\$ 3.95	\$ 2.00	\$ 4.25	
LVP	Rastin	Provence Woods	sq ft	\$ 6.33	25%	\$ 4.75	\$ 3.25	\$ 8.00	\$ 3.60	\$ 8.35	\$ 4.85	\$ 9.60	
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					
						\$ -	\$ -	\$ -					

C.3 - Services

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. Please add rows as necessary. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

Hiller Stores Inc DBA Hiller Commercial Floors

REQUIRED FORM

Assessment Services	Description	Unit of Measure	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	
			NC	NC	NC	NC	NC	NC	Case by Case	
	On Site Estimating/Specifying	per job								

Design Services	Description	Unit of Measure	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	
									No	
	Interior Design/Specifying	per Hour		\$100		\$90	\$100	\$58/mile		

Installation Services	Description	Unit of Measure	Standard Price & Rate		Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	
									No	
	Install owner provided carpet/carpet tile/adhesive per sq yd		\$7.50		\$7.00	\$50/man	0.58/mi		No	
	Install owner provided LVT/VCT/LVP/Adhesive per sf		\$1.75		\$1.50	\$50/man	0.58/mi		No	
	Install owner provided sheet vinyl/linoleum/rubber per sf		\$2.50		\$2.25	\$50/man	0.58/mi		No	
	Demo and haul old flooring: Carpet sq yard		\$4.25		\$4.00	\$50/man	0.58/mi		No	
	Demo and haul old flooring: VCT/LVT/Sheet Resilient per sf		\$0.95		\$0.85	\$50/man	0.58/mi		No	
	Remove old adhesive for Hard Surface flooring sf		\$0.75		\$0.60	\$50/man	0.58/mi		No	
	Remove old adhesive for carpet installation sf		\$0.45		\$0.35	\$50/man	0.58/mi		No	
	Grind Floor to remove chemical abatement residue per sf		\$2.10		\$2.00	\$50/man	0.58/mi		No	
	Furnish and install underlayment sf		\$3.00		\$2.80	\$50/man	0.58/mi		No	
	Installation over pad: Stretch in sq yd		\$8.00		\$7.50	\$50/man	0.58/mi		No	
	Installation over pad: Double stick sq yd		\$11.00		\$10.00	\$50/man	0.58/mi		No	
	Install Transition Strips lf		\$4		\$3.00	\$50/man	0.58/mi		No	
	Install Vinyl Base 4" lf		\$1.75		\$1.50	\$50/man	0.58/mi		No	
	Install Vinyl Base 6" lf		\$2.00		\$1.75	\$50/man	0.58/mi		No	
	Install Millwork Vinyl Base lf		\$4.50		\$4.00	\$50/man	0.58/mi		No	
	Flash Cove Sheet vinyl/rubber/linoleum: 4" lf		\$16.00		\$15.00	\$50/man	0.58/mi		No	
	Flash Cover Sheet vinyl/rubber/linoleum: 6" lf		\$18.00		\$17.00	\$50/man	0.58/mi		No	
	Move and Reset Furniture Hour		\$100		\$94.00	\$50/man	0.59/mi		No	
	Lift Work Stations Station		\$150.00		\$140.00	\$50/man	0.59/mi		No	
	Recycle old carpet sq yd		\$3.00		\$2.50	\$50/man	0.59/mi		No	
	Remove old base board lf		\$0.20		\$0.15	\$50/man	0.59/mi		No	
	Floor Preparation hourly		\$100.00		\$94.00	\$50/man	0.59/mi		No	
	Undercutting Wood Doors each		\$150.00		\$120.00	\$50/man	0.59/mi		No	

Extended Warranty							
Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: please detail if Yes.	Y/N,
Not Available as an add on option.							
Hiller 10 year satisfaction prorated warranty		included	included	NA	NA	NA	
Hiller installation 5 year warranty		included	included	NA	NA	NA	

Training Services							
Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: please detail if Yes.	Y/N,
All Training is included in our costs. No additional charge							

Maintenance Support							
Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: please detail if Yes.	Y/N,
Free support is provided by the manufacturer by phone							

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name:	Hiller Stores Inc DBA Hiller Commercial F
	Case by Case Basis

OPTIONAL FORM

[illegible]

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	Hiller Commercial Floors
Reference #1 – Product/Service Used:	Broadloom Carpet, Carpet Tile, LVT, VCT, Rubber Tile, Rubber Sheet, Installation
Reference Name	Hopkins MN Public Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Patrick Poquette 612-720-7575 patrick_poquette@hopkins.k12.mn.us
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	Broadloom Carpet, LVT, VCT, Linoleum, Carpet Tile, Installation
Reference Name	Eden Prairie Public Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Jim Anderson 612-817-2747 james_anderson@edenpr.k12.mn.us
Notes (for CPC use only):	


Reference #3 – Product/Service Used:	Broadloom Carpet, Carpet Tile, LVT, VCT, Linoleum, Sheet Rubber, Rubber Treads, Rubber Sheet Flooring, Installation
Reference Name	Olmsted County Facilities
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Scott Vreeman Facilities Director 507-328-7742 vreeman.scott@co.olmsted.mn.us
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
y	No different from what we ordinarily offer to individual members.
	Two percent (2%) lower than our best price to individual members.
	Three percent (3%) lower than our best price individual members.
	Four percent (4%) lower than our best price to individual members.
	Five percent (5%) lower than our best price to individual members.
	Ten percent (10%) lower than our best price to individual members.
	Other, please explain

Prices are (check one box):	
	No different from what we ordinarily offer to other consortiums.
	Two percent (2%) lower than our best price to other consortiums.
	Three percent (3%) lower than our best price other consortiums.
	Four percent (4%) lower than our best price to other consortiums.
y	Five percent (5%) lower than our best price to other consortiums.
	Ten percent (10%) lower than our best price to other consortiums.
	Other, please explain



 Authorized Signature (must match Signature on Form F)

01/29/17

Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a "responsible contractor" must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- ☒ Compliance with workers' compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- ☒ Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- ☒ Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- ☒ No current tax liens or tax delinquencies;
- ☒ Not currently debarred by the federal government, the state, or a municipality;
- ☒ Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a "responsible contractor". CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: Hiller Stores Inc DBA Hiller Commercial Floors

Authorized Agent's Signature: 

Agent's Name (printed): Dave Bahr

Address: 2909 South Broadway

City/State/Zip: Rochester MN 55904

Telephone Number: 507-254-6858 Email: dbahr@hillercarpet.com

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Hiller Stores Inc DBA Hiller Commercial Floors

Address: 2909 South Broadway

City: Rochester State: MN Zip: 55904

Contract Contact Person: Dave Bahr

Authorized Signature: 

Printed Name: Dave Bahr

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Carpet and Resilient Flooring. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature _____ 17.5 – CRF
Contract Number

Awarded this _____ day of _____, 2017.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
i. Submit as a PDF, not scanned.
2. Form B – Questionnaire – Name of Company
i. Submit as a Word (.doc or .docx) document.
3. Form C – Pricing Schedule – Name of Company
i. Submit as an Excel (.xls or .xlsx) document.
4. Form D – References – Name of Company
i. Submit as a PDF, not scanned.
5. Form E – Level of Support – Name of Company
i. Printed, signed, and scanned, submit as PDF.
6. Form F – Assurance of Compliance – Name of Company
i. Printed, signed, and scanned, submit as PDF.
7. Form G – Contract Offer and Award – Name of Company
i. Printed, signed, and scanned, submit as PDF.
8. Form H – Proposal Checklist – Name of Company
i. Printed, signed, and scanned, submit as PDF.
9. Addendum Acknowledgement Form – Name of Company
i. Printed, signed, and scanned, submit as PDF.
10. Subcontractor Utilization Form – Name of Company
i. Submit as a PDF, not scanned.

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.



Authorized Signature



Date

Addendum Acknowledgement Form

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgement form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgement: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

☒ Addendum No. 1

☐ Addendum No. 2

☐ Addendum No. 3

☐ Addendum No. 4


☐ Addendum No. 5

☐ Addendum No. 6

☐ Addendum No. 7

☐ Addendum No. 8

I understand that failure to confirm receipt of addenda may cause for rejection of this response.



Authorized Signature

02/01/17

Date

Acknowledgement: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgement may cause for rejection of this response.

Authorized Signature

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Carpet & Resilient Flooring

RFP Number: 17.5

Partnered Vendor Name: Hiller Stores, Inc dba Hiller Commercial Floors

If a subcontractor will not be used, check this box: ☐

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Jake's Floor Covering LLC

Street Address: 6565 65th Ave SE

City, State, Zip: Rochester, MN 55904

Telephone: 507-990-3926

Primary Contact: Jacob Lunde

Email Address of Contact: jakelunde85@gmail.com

Services to be provided:

Floor Covering Installation

Company Name: William Smith Flooring LLC

Street Address: 212 18th St SW

City, State, Zip: Rochester, MN 55902

Telephone: 507-208-5599

Primary Contact: William Smith

Email Address of Contact: williamsmithflooring@gmail.com

Services to be provided:

Floor Covering Installation

Company Name: Drew Williams LLC

Street Address: 6551 65th Ave SE

City, State, Zip: Rochester, MN 55904

Telephone: 507-272-6116

Primary Contact: Drew Williams

Email Address of Contact: drew7w@gmail.com

Services to be provided:

Floor Covering Installation

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Carpet & Resilient Flooring

RFP Number: 17.5

Partnered Vendor Name: Hiller Stores, Inc dba Hiller Commercial Floors

If a subcontractor will not be used, check this box: ☐

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Jake's Floor Covering LLC

Street Address: 6565 65th Ave SE

City, State, Zip: Rochester, MN 55904

Telephone: 507-990-3926

Primary Contact: Jacob Lunde

Email Address of Contact: jakelunde85@gmail.com

Services to be provided:

Floor Covering Installation

Company Name: William Smith Flooring LLC

Street Address: 212 18th St SW

City, State, Zip: Rochester, MN 55902

Telephone: 507-208-5599

Primary Contact: William Smith

Email Address of Contact: williamsmithflooring@gmail.com

Services to be provided:

Floor Covering Installation

Company Name: Drew Williams LLC

Street Address: 6551 65th Ave SE

City, State, Zip: Rochester, MN 55904

Telephone: 507-272-6116

Primary Contact: Drew Williams

Email Address of Contact: drew7w@gmail.com

Services to be provided:

Floor Covering Installation

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Carpet & Resilient Flooring

RFP Number: 17.5

Partnered Vendor Name: Hiller Stores, Inc dba Hiller Commercial Floors

If a subcontractor will not be used, check this box: ☐

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Jake's Floor Covering LLC

Street Address: 6565 65th Ave SE

City, State, Zip: Rochester, MN 55904

Telephone: 507-990-3926

Primary Contact: Jacob Lunde

Email Address of Contact: jakelunde85@gmail.com

Services to be provided:

Floor Covering Installation

Company Name: William Smith Flooring LLC

Street Address: 212 18th St SW

City, State, Zip: Rochester, MN 55902

Telephone: 507-208-5599

Primary Contact: William Smith

Email Address of Contact: williamsmithflooring@gmail.com

Services to be provided:

Floor Covering Installation

Company Name: Drew Williams LLC

Street Address: 6551 65th Ave SE

City, State, Zip: Rochester, MN 55904

Telephone: 507-272-6116

Primary Contact: Drew Williams

Email Address of Contact: drew7w@gmail.com

Services to be provided:

Floor Covering Installation

Cooperative Purchasing Connection
Tabulation Report RFP #17.5 - Carpet and Resilient
Flooring
Vendor: Shaw Industries, Inc.

General Comments:

General Attachments: Addendum Acknowledgement Form.pdf
Berkshire Hathaway Financial Statements.pdf
Form A - Vendor Information.pdf
Form B - Questionnaire_Amended 1.17.2017 - Shaw.docx
Form C - Pricing Schedule - Shaw.xlsx
Form D - References.pdf
Form E - Level of Support.pdf
Form F - Assurance of Compliance Construction.pdf
Form G - Contract Offer - Award.pdf
Form H - Proposal Checklist.pdf
Subcontractor Utilization Form.pdf

Form A – Vendor Information

Company Information			
Company Name	Shaw Industries, Inc.		
Address	616 East Walnut Avenue		
City/State/Zip	Dalton, GA 30721		
Phone	612.801.6675	Fax	706.879.4537
Toll Free Customer Number	800.720.7429		

Company Contacts	
General Manager Name <ul style="list-style-type: none"> Email Phone 	Brad Townsend brad.townsend@shawinc.com 706.275.3664
Sales Manager Name <ul style="list-style-type: none"> Email Phone 	David Dorholt david.dorholt@shawinc.com 612.801.6675
Customer Service Manager Name <ul style="list-style-type: none"> Email Phone 	Loveland Haman loveland.haman 770.276.7507
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> Email Phone 	David Dorholt david.dorholt@shawinc.com 612.801.6675

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> Name Email/Phone 	Loveland Haman loveland.haman 770.276.7507
CPC Member Customer Service <ul style="list-style-type: none"> Name Email/Phone 	Loveland Haman loveland.haman 770.276.7507
Submitting Sales Reports to CPC <ul style="list-style-type: none"> Name Email/Phone 	Randa Thayer randa.thayer@shawinc.com 770.276.7501
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> Name Email/Phone 	Randa Thayer randa.thayer@shawinc.com 770.276.7501
Conducting Audits <ul style="list-style-type: none"> Name Email/Phone 	Randa Thayer randa.thayer@shawinc.com 770.276.7501

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company's answers in the correlating response column.

Responding Company's Name: Shaw Industries, Inc.	
Question	Response
1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).	You will be partnering with one of the oldest and most respected flooring companies in the world. Shaw started in 1946 as Star Dye Company, a small business that dyed tufted scatter rugs. The company expanded dramatically when it added carpet finishing to its service offerings and became Star Finishing Company. In 1967, a holding company was formed to acquire Philadelphia Carpet Company (founded in 1846), and Star Finishing was added to the fold a year later, marking the company's first move into carpet manufacturing. By 1971, the holding company had gone public as Shaw Industries, Inc., with approximately \$43 million in sales and 900 employees. And in 1985, Shaw made its first appearance on the list of America's largest corporations, the Fortune 500, with more than \$500 million in sales and close to 5,000 employees. Shaw began a new chapter in its history in 2001 with the completion of its sale to Berkshire Hathaway, Inc. The holding company of investor Warren E. Buffett, Berkshire Hathaway is known for buying and holding businesses that have a dominant market share, have strong management teams, and are considered under-valued in the stock market. With this transition, Shaw ended its tenure as a public company. Today, Shaw is a full-service flooring company with approximately 22,000 associates, \$5 billion in annual sales, and a portfolio of leading global brands and products that encompass every flooring category.
2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).	<p>Your members will have a broad offering of products. We offer broadloom, carpet tile, hardwood, laminate, resilient, tile and stone flooring products and synthetic turf to residential and commercial markets worldwide. We have been manufacturing flooring products for approximately 50 years. We are the world's largest carpet manufacturer, the world's largest carpet fiber manufacturer and a leading floor covering provider. We are the most vertically integrated manufacture because we manufacturer fiber, own and operate a robust distribution network and trucking fleet, and offer a diverse portfolio of recycling solutions. In addition, our Shaw Integrated Solutions (SIS) provides full turnkey and project management services. We recommend your member agencies order product and services through SIS.</p> <p>To implement this partnership with your members, our sales team will keep in touch with your members, making them aware of the contract award and of the array of products available to them at member prices. Working with you to determine the best strategy, we will engage your members via personal calls, emails, publications, advertising, webinars, trade shows and/or a dedicated website to feature aspects of the contract.</p>
3. As you envision it, what is your company's role in this partnership? Please include sales and marketing strategies.	<p>Our role is to reach out to your membership and Shaw can do it better than anyone else. First, we have the largest sales team in the industry. Second, we will provide high-quality, industry-leading flooring solutions for your members. Third, we will create a campaign to announce the excellent contract that you have negotiated on their behalf. Some of the strategies might be:</p> <p>Email campaign announcing partnership: We will distribute emails to all members announcing partnership and linking to resource pages on the Shaw Contract website.</p> <p>Tear sheet addressing how to do business with Shaw: Sourcing products from multiple vendors can be complicated. We will simplify this process and provide a step-by-step guide for members that details how they can select and receive flooring efficiently and quickly.</p> <p>Individual product information sheets: The sales team will distribute information sheets on products with installation images, specifications and colors.</p> <p>Maintenance and Cleaning (MAC) training: Flooring is a large investment. We want to help your members understand how to best care for their floor. Our online Maintenance and Cleaning Advantage tool will guide members in building a facility care plan, including frequency and procedures to maximize the life of their flooring.</p> <p>Microsite created and hosted by Shaw Contract: We can build and host a site for CPC to catalog any and all information that will be needed to execute a flooring selection or installation. We will work with your internal staff to identify this information.</p>
4. Does your company market directly to potential customers? If so, how?	<p>Yes, our sales team will market directly to your members with a broad spectrum of formats, including Internet, email, advertising, marketing collateral, social media, public relations, trade shows and personal sales calls. The sales team supporting your contract will be:</p> <p>Minnesota: David Dorholt North Dakota: Brian Crosby</p>

	South Dakota: Clint Liddiard They will be supported by Regional Vice President Lisa Quady, who is based in Minnesota.																				
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	Yes, your dedicated Marketing Manager is Allison Wolff, who may be reached in the office at 770.607.2473 and via mobile at 770.337.4149 and email at allison.wolff@shawinc.com.																				
6. Is your company willing to provide printed copies of marketing materials to our regional CPC representatives?	Yes, we are willing to provide marketing materials to your regional CPC representatives.																				
7. Does your company have the ability to participate in conference tradeshow in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshow, if awarded? Please list any conference tradeshow that you've attended in those states within the last three years.	Yes, we can participate in your conference trade shows in Minnesota, North Dakota and South Dakota. We will include your logo and contract information in our presentation at these trade shows. The contract will be positioned as an outstanding opportunity for a broad array of products at a negotiated low price.																				
8. Does your company have the ability to provide training to our members? If so, please explain what training options are available to participating agencies.	Yes, we can provide in-market training sessions for your members as well as continuing education units. We can provide topics specific to their needs. Some current seminars are Material Health and the Evolution of Sustainable Building Products, How to Write a Sustainable Carpet Specification and Resilient Flooring.																				
9. Is your company available for educational presentations at each of the regional service cooperatives?	Yes, we are available for education presentations at the regional service cooperatives through our robust salesforce and strong corporate sales support.																				
10. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	National Joint Powers Alliance (NJPA)																				
11. Please list the agencies, if any, you would exempt from this contract.	We would not exclude any agencies from the contract.																				
12. Please describe how your company will position this contract to CPC's participating agencies, if awarded.	We will position this contract as a program of choice due to the ease of satisfying agencies' bid requirements while maintaining quality and using local businesses for their installation projects.																				
13. If awarded, how does your company plan to inform and train your account managers, financial/reporting personnel, sales and customer service representatives on the details and promotion of the contract?	The Government Sales Contract Administrator Randa Thayer will distribute the details of contract to our account managers covering Minnesota, North Dakota and South Dakota and our Shaw Integrated Solution (SIS) account managers and account coordinators. We will host a webinar to introduce the contract and provide training brochures.																				
14. Please list the percentage of your revenue that is derived from the following: <ul style="list-style-type: none">• Carpet• Resilient Flooring• Services	Shaw is a wholly owned Berkshire Hathaway subsidiary with \$5 billion in annual revenues and no debt. We have attached our parent company financial statements, which do not include this level of detail. Because Shaw is a privately held company, we require a signed non-disclosure agreement prior to releasing any financial information.																				
15. Please provide your company's last three years total gross sales to agencies within CPC's service area.	Shaw is a wholly owned Berkshire Hathaway subsidiary with \$5 billion in annual revenues and no debt. We have attached our parent company financial statements, which do not include this level of detail. Because Shaw is a privately held company, we require a signed non-disclosure agreement prior to releasing any financial information. <table><tr><td>MINNESOTA</td><td>2016</td><td>2015</td><td>2014</td></tr><tr><td>K-12</td><td></td><td></td><td></td></tr><tr><td>HIGHER ED</td><td></td><td></td><td></td></tr><tr><td>CITY/COUNTY</td><td></td><td></td><td></td></tr><tr><td>NONPROFITS</td><td></td><td></td><td></td></tr></table>	MINNESOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS			
MINNESOTA	2016	2015	2014																		
K-12																					
HIGHER ED																					
CITY/COUNTY																					
NONPROFITS																					

	<table><tr><td>TOTALS</td><td></td><td></td><td></td></tr><tr><td>NORTH DAKOTA</td><td>2016</td><td>2015</td><td>2014</td></tr><tr><td>K-12</td><td></td><td></td><td></td></tr><tr><td>HIGHER ED</td><td></td><td></td><td></td></tr><tr><td>CITY/COUNTY</td><td></td><td></td><td></td></tr><tr><td>NONPROFITS</td><td></td><td></td><td></td></tr><tr><td>TOTALS</td><td></td><td></td><td></td></tr><tr><td>SOUTH DAKOTA</td><td>2016</td><td>2015</td><td>2014</td></tr><tr><td>K-12</td><td></td><td></td><td></td></tr><tr><td>HIGHER ED</td><td></td><td></td><td></td></tr><tr><td>CITY/COUNTY</td><td></td><td></td><td></td></tr><tr><td>NONPROFITS</td><td></td><td></td><td></td></tr><tr><td>TOTALS</td><td></td><td></td><td></td></tr></table>	TOTALS				NORTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS				SOUTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS			
TOTALS																																																					
NORTH DAKOTA	2016	2015	2014																																																		
K-12																																																					
HIGHER ED																																																					
CITY/COUNTY																																																					
NONPROFITS																																																					
TOTALS																																																					
SOUTH DAKOTA	2016	2015	2014																																																		
K-12																																																					
HIGHER ED																																																					
CITY/COUNTY																																																					
NONPROFITS																																																					
TOTALS																																																					
16. Provide evidence of what your organization is doing to remain viable and stable in the carpet and resilient flooring market.	<p>Financial Stability</p> <p>We are constantly looking for opportunities to make acquisitions that will grow our market share. As a wholly owned subsidiary of Berkshire Hathaway with \$5 billion in annual revenues and no debt, we remain financially strong and can take advantage of these opportunities. For example, in 2016, we acquired USFloors, further solidifying our commitment to providing the most durable, design-forward and innovative resilient and hard surface products available in the market.</p> <p>Resilient Market Growth</p> <p>We are becoming one of the biggest players in the resilient flooring market. Our commercial resilient sales outpaced the overall market in 2015 and 2016. Plant RP, our new resilient manufacturing facility in Ringgold, GA, represents a \$100 million investment. Annually, RP will produce approximately 100 million square feet of floor covering, bringing your members new styles and technologies. With this new facility, we will easily become one of the top five players in the resilient market.</p> <p>Innovative Products</p> <p>We introduce game changing products. In 1993 we introduced EcoWorx®, the first 100% PVC-free carpet tile. EcoWorx is the industry’s first fully recyclable carpet tile. In fact, Shaw won the EPA’s Presidential Green Chemistry Award for its development of EcoWorx tile. We followed this with the development of a dry adhesive for EcoWorx. LokDots tolerates high-moisture environments and allows for quick installation and immediate occupancy. Currently, we are driving innovation into the hard surface category with the development of EcoWorx Resilient, using the same technology as our carpet backing. EcoWorx Resilient is a high-performance vinyl-alternative designed to provide durability, design aesthetics and sustainability.</p> <p>Award-winning and Innovative Design</p> <p>We employ top designers who produce award-winning designs. Shaw Contract has won Best of Neocon awards, the preeminent commercial design award, for the 14 of the prior 15 years in addition to countless other design awards. Designers rank Shaw Contract number one in the 2016 Designers’ Favorite Carpet Manufacturers Survey by <i>Floor Focus</i> magazine in all five categories, which are service, quality, design, performance and value. In addition, we innovate design with the introduction of new product styles and sizes. For example, our new Extraordinary collection combines extreme textures inspired by natural landscapes. Our skinny carpet tiles (9x36) provide a visual variance that helps address scale and transitions. One of our NeoCon award winners, Mixed Materials, is a collection of carpet tile and luxury vinyl tile that allows you to intermingle without transition molding. In response to concerns about unnecessary pesticides, we removed antimicrobials from our products. We provide an adhesive with antimicrobial antifungal properties, providing your members with options.</p> <p>Breadth of Product Offering</p> <p>We continually expand our product offering, providing a variety of products, which we can bundle in one delivery. In addition to broadloom, carpet tile and resilient, we offer hardwood, porcelain and sports turf products. And unlike most manufacturers, we can provide your members with turnkey project management services, meaning we can manage their projects from start to finish.</p> <p>Continuous Improvement</p> <p>We use Lean Six Sigma to focus on improving specific manufacturing processes.</p>																																																				
17. Describe what generally differentiates your company from your key competitors as it pertains to carpet, resilient flooring and services.	<p>Robust Product Offering: We offer you more styles than any manufacturer in the industry. Shaw manufactures more than 200 carpet tile styles and more than 400 broadloom styles. In addition, we offer approximately 75 resilient styles.</p> <p>Award-winning Design: Shaw Contract leads the industry in design, having won Best of Neocon awards, the preeminent commercial design award, for 14 of the prior 15 years.</p>																																																				

	<p>Turnkey Project Management: Our Shaw Integrated Solution (SIS) division provides full turnkey project management for some of the largest companies in the world. Our experts can find the right installer for your agencies, track orders and schedule deliveries, and bundle different types of flooring in one delivery. SIS has managed installation projects for more than 250 million square feet of flooring and more than 75,000 projects for such complex accounts as Bank of America and JCPenney.</p> <p>Vertical Integration: We are the most vertically integrated carpet manufacturer in the industry, meaning we control the manufacturing process from start to finish, ensuring you receive competitive pricing, high quality products and on-time delivery. We manufacture our carpet fiber, and unlike other manufacturers, we do not rely on third parties. In fact, we are the largest carpet manufacturer in the world and the largest carpet fiber manufacturer in the world. We have the ability to adjust manufacturing capacity and plan production to fit your members' needs. Our on-time manufacturing rate is 98%.</p> <p>Top Quality Products: We maintain the highest standards of quality with hundreds of quality checks during our manufacturing processes. Our products are manufactured to ISO 9001 standards. Our commitment to this stringent quality control results in a less than 1% claims rate.</p> <p>Sustainable Products: We were the first flooring manufacturer to offer Cradle to Cradle Certified™ products, which means these products are safe for human health, safe for the environment and responsibly manufactured. Currently, 92% of the commercial products we manufacture meet the stringent requirements of this highest environmental standard in the industry.</p> <p>On-time Delivery: Unlike other manufacturers, we own and operate a robust distribution infrastructure, ensuring your members receive their products on time. Our fleet of 800 tractors and 3,000 trailers, which is the largest private trucking fleet in the industry, is supported by 28 regional distribution centers located across the U.S. Our on-time delivery rate is 98%.</p> <p>Free Reclamation and Recycling: Our EcoWorx product are backed by an Environmental Guarantee, which states we will collect, transport and recycle the product for free at the end of useful life with a minimum of 500 square yards. This saves your members landfill tipping fees and helps to preserve the environment. As the largest carpet recycler in the world, we lead the industry in reclaiming and recycling carpet.</p> <p>Free Maintenance Support: Because proper maintenance is key to maximizing the look and life of flooring, we provide your members with a free maintenance and cleaning program. This interactive program, M.A.C. Advantage, allows them to train staff quickly and easily on proper carpet care. The engaging program ensures that your members' staff uses the maintenance and cleaning techniques that will extend the life of their carpet and it can be accessed anytime, anywhere. In addition, we provide a quick Floor Stain Center iPhone application to guide them on removing the most common stains from carpet.</p> <p>Technical Support: Your members receive the support of the largest technical services department in the industry. Our technical experts are available to answer any questions they may have and can visit their jobsites if necessary to provide additional support.</p>
18. Please describe your customer retention (i.e. customers who are served that continue to be repeat customers).	As a leading floorcovering provider, Shaw has more than 45,000 customers. Although there is a continuous flow of customers that cycle in and out of the industry, we have a retention rate of 93%. Our market data shows that we have grown market share over the last few years. Also, according to the <i>Floor Focus</i> magazine survey of facility managers, Shaw was voted "best overall business experience" among carpet manufacturers.
19. How many clients/customers does your organization, on average, provide material and/or material and installation services for each year.	We provide product and services to thousands of customers each year. Shaw Integrated Solutions completed 1,036 turnkey installations in 2016.
20. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	We can service all these regions and states.
Project Personnel	
21. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to	Three sales representatives, David Dorholt, Clint Liddiard and Brian Crosby, will be dedicated to promoting your contract, including one in each state. Their average tenure with Shaw is 18 years. A project manager and a contract administrator from Shaw Integrated Services (SIS) project management team will be dedicated to your account; these associates have more than 10 years of experience.

sales, delivery, installation, training, maintenance and support? Of those mentioned, please include the average tenure in their job duties.	
22. Please explain the certifications and/or trainings your installers possess and adhere to.	We vet our installation partners to ensure they have the knowledge and experience to expertly install your members' flooring. We select installation partners based on their experience and tenure in the local market. In addition, we offer installer training for in-house installation teams and your members' preferred installers. Our installation training program is a two-and-a-half-day course in Cartersville, GA, complete with two mill tours. Installers are trained in: installation methods, adhesives, seam sealers, installation equipment, carpet backings, floor preparation, seaming methods and the Vertical Installation Technology (VIT) system which eliminates furniture moving. The training is free of charge and your members of the installers would pay for transportation and accommodations.
23. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract. <u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u>	Shaw Industries, Inc. will utilize Shaw Integrated Solutions (SIS) for installation needs. Our team of SIS account managers will work closely with our Government Sales Contract Administrator to ensure all terms and conditions are met on a daily basis.
24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (i.e. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are kept.	Your SIS project manager will be in regular contact with your member's facility manager. If at any time during an installation project, your member is not satisfied with our progress, quality or behavior, Shaw Integrated Solutions (SIS) will make immediate adjustments.
Assessment, Design & Layout	
25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design a flooring concept? How do you match flooring to the needs of the agency? What factors are considered when working with an agency? Please note any costs associated with assessment, design and layout in Form C – Pricing Schedule.	Your Shaw sales representatives are experts in flooring. They will work with your agencies to determine their needs and to recommend products. Some of those considerations are traffic patterns, the amount of sunlight, the condition of the floor, moisture, design, maintenance and cleaning. We meet with the agencies to determine their needs and the factors that are most important to them. There are no additional costs associated with this service.
26. Describe any assessment, design and layout services that your company offers.	We recommend products to your agencies based on an assessment of their needs, which includes considering factors such as traffic patterns, environmental conditions, style and design, performance specifications and sustainability requirements.
27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	Our sales representatives will call on your member agencies in the education, government and nonprofit segments, using this contract as a warm lead. We will request meetings and communications with the agencies in order to understand their flooring needs. Based on these needs, we will recommend solutions. During this process, we will educate agencies on the use of this contract as an easy way to satisfy their bid requirements while maintaining quality and using local businesses for their installation projects.
28. Describe your company's ordering process and what methods can be	Your agencies will have a single point of contact with our Shaw Integrated Solutions (SIS) division for ordering and turnkey services. Your agencies will contact this SIS project manager

used by participating agencies to place or create orders?	with information about the project by phone, email or fax. The steps for each turnkey project are: 1. Your member agency contacts the project manager with project information, scalable drawings, a floor finish schedule and a job site contact. 2. SIS measures the space, assesses site conditions and determines the scope of work. 3. The project manager sends the agency a proposal outlining the scope of work including: a. Flooring materials and adhesives, b. Labor services, c. Ancillary products such as base and transitions, d. Freight, and e. Taxes. 4. The agency reviews and amends or approves the proposal. 5. The agency provides a purchase order to the project manager. 6. The project manager orders the material and gives the agency an estimated ship date. 7. The project manager coordinates a delivery date with the agency and the flooring contractor. 8. SIS installs the job on the agreed date and notifies the agency of the completion. 9. SIS conducts a walk through with the agency’s designated representative and develops a punch list. 10. SIS completes the punch list and returns it to the agency for approval. 11. The agency approves the completion. 12. SIS sends the agency close-out documents and an invoice. 13. The agency approves the invoice and submits payment to SIS.																							
Delivery & Installation																								
29. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	We have no retail locations. Your member agencies would receive contract pricing by ordering through their single point of contact with our Shaw Integrated Solutions division.																							
30. Inventory: where are your company’s distribution hubs located? What is the service/fill rate of inventory from those locations?	We ship out of five main distribution points in Dalton, GA, to 28 distribution centers we own and operate, including our regional distribution center in Minneapolis, MN. Inventory is managed out of Dalton, GA. Because carpet is offered in so many colors, most orders are manufactured on demand. We maintain 39 of our most popular carpets in stock. For hard surface, 95% of our offerings are available in inventory. We have quick ship carpet products: 367 basic broadlooms, 86 performance broadlooms (moisture management) and 311 carpet tile SKUs. These are available within 2 weeks. Our commercial service rate from these locations is 22%.																							
31. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.	<div>We deliver their products using our own robust distribution network, which means we have full control over the delivery process. We own and operate 28 regional distribution centers located across the U.S. and the largest private trucking fleet in the industry, which is comprised of 800 trucks and 3,000 trailers. Delivery lead time is three to five days to any of your member locations. Manufacturing lead times are as follows:</div> <table><tr><th colspan="3">Production Lead Times, Manufactured and Stocked</th></tr><tr><th>Product</th><th>Lead Time</th><th>In Stock Lead Time</th></tr><tr><td>Broadloom, Running Line</td><td>4-6 weeks</td><td>24-72 hours</td></tr><tr><td>Carpet Tile, Running Line</td><td>6-8 weeks</td><td>24-72 hours</td></tr><tr><td>Carpet Quick Ship Products</td><td>10 days</td><td>24-72 hours</td></tr><tr><td>Carpet Stocked Products</td><td>3 days</td><td>24-72 hours</td></tr><tr><td>Luxury Vinyl Tile LVT</td><td>12-14 weeks</td><td>24-72 hours</td></tr></table>			Production Lead Times, Manufactured and Stocked			Product	Lead Time	In Stock Lead Time	Broadloom, Running Line	4-6 weeks	24-72 hours	Carpet Tile, Running Line	6-8 weeks	24-72 hours	Carpet Quick Ship Products	10 days	24-72 hours	Carpet Stocked Products	3 days	24-72 hours	Luxury Vinyl Tile LVT	12-14 weeks	24-72 hours
Production Lead Times, Manufactured and Stocked																								
Product	Lead Time	In Stock Lead Time																						
Broadloom, Running Line	4-6 weeks	24-72 hours																						
Carpet Tile, Running Line	6-8 weeks	24-72 hours																						
Carpet Quick Ship Products	10 days	24-72 hours																						
Carpet Stocked Products	3 days	24-72 hours																						
Luxury Vinyl Tile LVT	12-14 weeks	24-72 hours																						
32. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	In the event of a service or delivery issue, your agency would contact Shaw Integrated Solutions Account Manager Loveland Haman. If the delivery is damaged, your account manager will immediate reorder the product and arrange for you to return the product. If your delivery is late, we will expedite delivery. Because we own and operate a robust distribution network comprised of 28 regional distribution centers located across the U.S. and the largest private trucking fleet in the industry, we can expedite delivery if needed. Our on-time delivery rate is 98%. Your account manager will stay in contact with your facility manager in order to avoid such issues.																							

33. Describe all delivery and installation services that your company offers.	<p>We provide delivery of your products with our private trucking fleet, which includes 800 trucks and 3,000 trailers. This is the largest private trucking fleet in the industry.</p> <p>We offer installation services through our Shaw Integrated Services division. They have installed 250 million square feet of flooring and have completed 75,000 projects. They provide all types of flooring installation.</p>
34. Describe the examination, preparation, installation, and cleaning process that your company provides as a turnkey flooring solution.	The Shaw Integrated Services (SIS) team will complete a full job-site visit before we issue a proposal for the job. The job site visit will ensure that SIS quotes all necessary labor items. Our teams will moisture test and apply any necessary floor preparations prior to installing the new materials. Once the installation is complete, our team will remove all debris to ensure the new floor is clean. Then they will conduct a walk through with your agency's staff and create a punch list. All items will be addressed to the satisfaction of your agency.
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	Our installation partners are responsible for demolition, removal of your members' existing flooring and disposal; floor preparation if required; furniture removal and replacement or furniture lift; flooring installation; and base and transition installation. An installation team is comprised of a mechanic, a highly trained and experienced installer who is responsible for the layout, and apprentices, who are responsible for installing the new flooring.
36. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule – Services.	We offer the strongest warranties in the industry. Most of our carpet products carry a lifetime warranty and all of our carpet products carry a warranty on static, wear, tuft bind, edge ravel and delamination. Our carpet tile products carry an additional warranty on dimensional stability. Our solution dyed yarns carry an additional warranty on colorfastness and stains. Our resilient products carry 10-year warranties covering defects.
Miscellaneous	
37. Please describe any other "value adds" and or services your company can bring to CPC's participating agencies.	<p>Maintenance Support Proper maintenance is key to maximizing the look and life of your agencies' flooring. To provide them with a comprehensive solution, we offer maintenance support in several formats. In addition to detailed printed maintenance guidelines, we provide online and onsite maintenance training. Our free online, interactive maintenance and cleaning program, M.A.C. Advantage, allows your agencies to train their staffs quickly and easily on proper carpet care. We can also provide you with onsite maintenance training. In addition, we offer a quick Floor Stain Center iPhone application to guide your staff on removing the most common stains from carpet.</p> <p>Technical Support When your members need assistance, they can call our technical support department to resolve any issues or gain answers to any questions. We maintain the largest technical services department in the industry, permitting us to dispatch a technician to assist with issue resolution. Our 32 experts are trained by industry associations and sit on industry committees.</p> <p>Free Reclamation and Recycling We reclaim and recycle your EcoWorx carpet products for free. Our Environmental Guarantee states we will collect, transport and recycle these products at no cost to your members with a 500 square yard minimum.</p> <p>Customized Microsite We will create and host a customized website featuring the products and services available to your members and covering all the details related to your contract.</p>
38. What are your payment terms?	Net 30
39. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?	Yes, we take credit cards. We do not charge a fee.
40. Does your company offer any prompt payment discounts? If so, please describe.	Because we are offering your members the most competitive pricing, we do not offer prompt payment discounts.
41. Please describe how your company handles any applicable excise, use, or local taxes in which the products are delivered and installed (e.g. Our company includes all taxes in our pricing	Taxes will be shown as a line item on quotes generated on a project-by-project basis.

and that pricing is reflected in Form C, or, our company includes the tax a separate line item on the quote/invoice).	
42. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	There are none.
43. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	<p>Proposed change to Defects:</p> <p>All products must be 100% guaranteed <u>in accordance with the products applicable written warranty</u>. Any product which is received damaged, found to be defective, or does not perform to the end users' expectations <u>in accordance with the product's warranty</u> must be <u>repaired or</u> replaced at the vendor's expense including all shipping/delivery charges <u>in accordance with the product's warranty</u>. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.</p>

Form C.1 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: **Shaw Industries, Inc.**

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:	N/A	N/A	N/A
Prevailing wage project:	N/A	N/A	N/A
Davis Bacon wage project:	N/A	N/A	N/A

Form C.2 - Category Discount

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. In the form below, please define your categories (by catalog, category, and/or by manufacturer) which can include sub-categories (specific lines from a manufacturer) and the discount associated with that category. This form has been formatted to print to one page width. Forty-five rows have been provided, please add additional rows as needed. Please note this is a **required form**.

Responding Company's Name: Shaw Industries, Inc.

REQUIRED FORM

[illegible]

Form C.3A - Carpet Pricing Schedule

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, ALL commercial grade carpet flooring that meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is a **required form**.

Definitions: **Product Category:** Broadloom, carpet tile, and accessories. **Unit of Measure:** Sq. Ft. = Square Foot, Sq. Yd. = Square Yard, Ln. Ft. = Lineal Foot. **Weekdays:** Monday - Friday, 6am to 5pm. **Weekday Evenings:** after 5pm and before 6am. **Saturday:** after 5pm on Friday to 11:59pm on Saturday. **Sundays & Holidays:** 12am Sunday and before 6am on Monday.

Responding Company's Name: Shaw Industries, Inc.

REQUIRED FORM

Product Category	Manufacturer	Style	Unit of Measure	List Price	Category Discount	Delivered Price To Member	Installation (Weekday) (See Comments)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays) (See Comments)	Net Price To Member (Weekday Evenings & Saturdays)	Installation (Sundays & Holidays) (See Comments)	Net Price To Member (Sundays & Holidays)	Comments
Broadloom	Shaw Industries, Inc.	3 Square	square yard	\$ 45.32	54%	\$ 20.96		\$ 20.96		\$ 20.96		\$ 20.96	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Amplify	square yard	\$ 27.01	45%	\$ 14.84		\$ 14.84		\$ 14.84		\$ 14.84	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Aspire EPBL	square yard	\$ 31.41	50%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Basket	square yard	\$ 43.74	47%	\$ 23.00		\$ 23.00		\$ 23.00		\$ 23.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Bridge	square yard	\$ 33.75	47%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Cadence	square yard	\$ 36.11	48%	\$ 18.92		\$ 18.92		\$ 18.92		\$ 18.92	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Collage	square yard	\$ 32.13	44%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Dawn	square yard	\$ 31.68	43%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Dimension	square yard	\$ 23.95	34%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Dusk	square yard	\$ 31.68	43%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Facade	square yard	\$ 24.93	36%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Glade	square yard	\$ 32.23	41%	\$ 18.92		\$ 18.92		\$ 18.92		\$ 18.92	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Glow	square yard	\$ 46.01	57%	\$ 19.94		\$ 19.94		\$ 19.94		\$ 19.94	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Highlight	square yard	\$ 30.82	42%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Illuminate	square yard	\$ 27.01	41%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates

Product Category	Manufacturer	Style	Unit of Measure	List Price	Category Discount	Delivered Price To Member	Installation (Weekday) (See Comments)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays) (See Comments)	Net Price To Member (Weekdays Evenings & Saturdays)	Installation (Sundays & Holidays) (See Comments)	Net Price To Member (Sundays & Holidays)	Comments
Broadloom	Shaw Industries, Inc.	Jote	square yard	\$ 41.21	44%	\$ 23.00		\$ 23.00		\$ 23.00		\$ 23.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Layer	square yard	\$ 23.95	34%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Pebble	square yard	\$ 41.44	47%	\$ 21.98		\$ 21.98		\$ 21.98		\$ 21.98	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Portland	square yard	\$ 38.43	48%	\$ 19.94		\$ 19.94		\$ 19.94		\$ 19.94	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Prosper EPBL	square yard	\$ 29.63	50%	\$ 14.84		\$ 14.84		\$ 14.84		\$ 14.84	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Thrive	square yard	\$ 30.06	51%	\$ 14.84		\$ 14.84		\$ 14.84		\$ 14.84	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Trellis	square yard	\$ 46.08	46%	\$ 25.04		\$ 25.04		\$ 25.04		\$ 25.04	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Verve	square yard	\$ 41.21	42%	\$ 24.02		\$ 24.02		\$ 24.02		\$ 24.02	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Vitae	square yard	\$ 41.21	42%	\$ 24.02		\$ 24.02		\$ 24.02		\$ 24.02	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Tru Colours	square yard	\$ 49.95	49%	\$ 25.58		\$ 25.58		\$ 25.58		\$ 25.58	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Direction	square yard	\$ 32.22	46%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Catalyst	square yard	\$ 32.01	49%	\$ 16.40		\$ 16.40		\$ 16.40		\$ 16.40	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Hybrid	square yard	\$ 32.01	49%	\$ 16.40		\$ 16.40		\$ 16.40		\$ 16.40	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Shape	square yard	\$ 32.22	46%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Allure	square yard	\$ 30.43	43%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Shine	square yard	\$ 30.43	43%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Glimmer	square yard	\$ 30.43	43%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Align	square yard	\$ 41.33	46%	\$ 22.52		\$ 22.52		\$ 22.52		\$ 22.52	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates

Product Category	Manufacturer	Style	Unit of Measure	List Price	Category Discount	Delivered Price To Member	Installation (Weekday) (See Comments)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays) (See Comments)	Net Price To Member (Weekday Evenings & Saturdays)	Installation (Sundays & Holidays) (See Comments)	Net Price To Member (Sundays & Holidays)	Comments
Carpet Tile	Shaw Industries, Inc.	Sculpt	square yard	\$ 41.33	46%	\$ 22.52		\$ 22.52		\$ 22.52		\$ 22.52	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Link	square yard	\$ 33.31	45%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Linage	square yard	\$ 33.31	45%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Reverse	square yard	\$ 32.22	46%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Byline	square yard	\$ 33.24	45%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Vast	square yard	\$ 35.72	48%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Infinite	square yard	\$ 35.72	48%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Vibrant	square yard	\$ 40.13	46%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Chroma	square yard	\$ 42.94	45%	\$ 23.54		\$ 23.54		\$ 23.54		\$ 23.54	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Spectrum	square yard	\$ 42.76	45%	\$ 23.54		\$ 23.54		\$ 23.54		\$ 23.54	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Achromatic	square yard	\$ 41.40	48%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Duotone	square yard	\$ 41.40	48%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Visible	square yard	\$ 40.13	46%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Prairie	square yard	\$ 44.08	44%	\$ 24.56		\$ 24.56		\$ 24.56		\$ 24.56	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Momentum IV	square yard	\$ 32.16	49%	\$ 16.40		\$ 16.40		\$ 16.40		\$ 16.40	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Absorbed	square yard	\$ 40.13	46%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Activity	square yard	\$ 43.02	45%	\$ 23.54		\$ 23.54		\$ 23.54		\$ 23.54	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Trace	square yard	\$ 41.33	46%	\$ 22.52		\$ 22.52		\$ 22.52		\$ 22.52	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Color Frame	square yard	\$ 38.43	44%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates

***Please note this spreadsheet has multiple workbooks/tabs.**

, and Minnesota.

form.

Weekdays, Monday - Friday, 9am to 5pm. **Sundays & Holidays:** 12am Sunday and before 6am on Monday.
9pm on Saturday.

REQUIRED FORM

[illegible]

C.3 - Services

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. Please add rows as necessary. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

Shaw Industries, Inc.

REQUIRED FORM

Assessment Services

Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A

Design Services

Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A

Installation Services

Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
Carpet Demolition (Standard)	SY	N/A	\$ 3.30	\$ -	\$ -	** All labor rates are "not to exceed" prices **
Carpet Disposal	SY	N/A	\$ 1.21	\$ -	\$ -	
Broadloom Carpet Installation (No Pattern)	SY	N/A	\$ 7.84	\$ -	\$ -	
Carpet Tile Installation	SY	N/A	\$ 7.15	\$ -	\$ -	
Carpet Border Work	LF	N/A	\$ 3.64	\$ -	\$ -	
4" Vinyl Base Installation (Excludes Materials)	LF	N/A	\$ 1.38	\$ -	\$ -	
VCT Installation (No Pattern; Excludes Materials)	SF	N/A	\$ 1.38	\$ -	\$ -	
Transition Installation (Excludes Materials)	LF	N/A	\$ 2.24	\$ -	\$ -	
Floor Preparation (Hourly Rate; Excludes Materials)	HR	N/A	\$ 67.20	\$ -	\$ -	
Furniture Removal and Replacement	HR	N/A	\$ 61.60	\$ -	\$ -	
Furniture Lift and Carpet Removal	SY	N/A	\$ 20.90	\$ -	\$ -	
LVT/VCT Demolition (Standard)	SF	N/A	\$ 0.62	\$ -	\$ -	
LVT/VCT Disposal	SF	N/A	\$ 0.62	\$ -	\$ -	
Sheet Vinyl Demolition (Standard)	SY	N/A	\$ 5.86	\$ -	\$ -	
Sheet Vinyl Disposal	SY	N/A	\$ 1.55	\$ -	\$ -	
Skimcoat (Labor/Material)	SF	N/A	\$ 0.86	\$ -	\$ -	
LVT Installation (No Pattern; Excludes Materials)	SF	N/A	\$ 2.71	\$ -	\$ -	
Sheet Vinyl Installation (No Weld; Cove; Pattern; Excludes Materials)	SY	N/A	\$ 25.00	\$ -	\$ -	
Project Management Fee (Up to 20% of Material cost)		N/A	< 20%	\$ -	\$ -	
Supplemental Benefit	HR	N/A	< = \$25.00 / Hr	\$ -	\$ -	
Trip Fee/ Mileage	Mile	N/A		\$ -	\$ 1.00	
Note: Prevailing wages and union labor are not included in labor/service rates.☐						

Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: please detail if Yes.
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A

Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: please detail if Yes.
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A

Description	Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: please detail if Yes.
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A

Form C.5 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

[illegible]

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	Shaw Industries, Inc.
Reference #1 – Product/Service Used:	Vibrant Tile, Bevel Hexagon Tile, Linear Shift Hexagon Tile
Reference Name	Froiland Science Center, Augustana University, Sioux Falls, SD
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Lonnie Hoefert, Director of Facility Operations 605.274.5054 (office) 605.201.0846 (mobile) lhoefert@augie.edu
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	Captivate Tile, Byline Tile, Diffuse Tile
Reference Name	University of Mary
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Mark Stephens 701.475.7892 mrstephens@umary.edu
Notes (for CPC use only):	

Reference #3 – Product/Service Used:	Vibrant Tile
Reference Name	Fargo Public Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Mike Semanko 701.637.8787 semanmi@fargo.k12.nd.us
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):		
	No different from what we ordinarily offer to individual members.	
	Two percent (2%) lower than our best price to individual members.	
	Three percent (3%) lower than our best price individual members.	
	Four percent (4%) lower than our best price to individual members.	
	Five percent (5%) lower than our best price to individual members.	
	Ten percent (10%) lower than our best price to individual members.	
X	Other, please explain	Our product and installation pricing is based on a competitive commercial platform that assumes \$250,000 in sales per year.

Prices are (check one box):		
	No different from what we ordinarily offer to other consortiums.	
	Two percent (2%) lower than our best price to other consortiums.	
	Three percent (3%) lower than our best price other consortiums.	
	Four percent (4%) lower than our best price to other consortiums.	
	Five percent (5%) lower than our best price to other consortiums.	
	Ten percent (10%) lower than our best price to other consortiums.	
X	Other, please explain	Our product and installation pricing is based on a competitive commercial platform that assumes \$250,000 in sales per year.



Authorized Signature (must match Signature on Form F)

Frederick L. Hooper III, Assistant Secretary

1.31.17

Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a "responsible contractor" must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- ☒ Compliance with workers' compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- ☒ Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- ☐ Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing); This is not applicable.
- ☒ No current tax liens or tax delinquencies;
- ☒ Not currently debarred by the federal government, the state, or a municipality;
- ☒ Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a "responsible contractor". CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: Shaw Industries, Inc.

Authorized Agent's Signature: 

Agent's Name (printed): Frederick L. Hooper III, Assistant Secretary

Address: 616 East Walnut Avenue

City/State/Zip: Dalton, GA 30721

Telephone Number: 706.532.1099 Email: rick.hooper@shawinc.com

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Shaw Industries, Inc.

Address: 616 East Walnut Avenue

City: Dalton State: GA Zip: 30721

Contract Contact Person: Randa Thayer, 770.276.7501, randa.thayer@shawinc.com

Authorized Signature: _____



Printed Name: Frederick L. Hooper III, Assistant Secretary

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Carpet and Resilient Flooring. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.5 – CRF
Contract Number

Awarded this _____ day of _____, 2017.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
i. Submit as a PDF, not scanned.
2. Form B – Questionnaire – Name of Company
i. Submit as a Word (.doc or .docx) document.
3. Form C – Pricing Schedule – Name of Company
i. Submit as an Excel (.xls or .xlsx) document.
4. Form D – References – Name of Company
i. Submit as a PDF, not scanned.
5. Form E – Level of Support – Name of Company
i. Printed, signed, and scanned, submit as PDF.
6. Form F – Assurance of Compliance – Name of Company
i. Printed, signed, and scanned, submit as PDF.
7. Form G – Contract Offer and Award – Name of Company
i. Printed, signed, and scanned, submit as PDF.
8. Form H – Proposal Checklist – Name of Company
i. Printed, signed, and scanned, submit as PDF.
9. Addendum Acknowledgement Form – Name of Company
i. Printed, signed, and scanned, submit as PDF.
10. Subcontractor Utilization Form – Name of Company
i. Submit as a PDF, not scanned.

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.



Authorized Signature

Frederick L. Hooper III, Assistant Secretary

1.31.17

Date

BERKSHIRE HATHAWAY INC.
and Subsidiaries
CONSOLIDATED BALANCE SHEETS
(dollars in millions)

	<u>December 31,</u>	
	<u>2015</u>	<u>2014</u>
ASSETS		
<i>Insurance and Other:</i>		
Cash and cash equivalents	\$ 61,181	\$ 57,974
Investments:		
Fixed maturity securities	25,988	27,397
Equity securities	110,212	115,529
Other	15,998	16,346
Investments in The Kraft Heinz Company	23,424	11,660
Receivables	23,303	21,852
Inventories	11,916	10,236
Property, plant and equipment	15,540	14,153
Goodwill	37,188	34,959
Other intangible assets	9,148	9,203
Deferred charges reinsurance assumed	7,687	7,772
Other	6,697	6,748
	<u>348,282</u>	<u>333,829</u>
<i>Railroad, Utilities and Energy:</i>		
Cash and cash equivalents	3,437	3,001
Property, plant and equipment	120,279	115,054
Goodwill	24,178	24,418
Regulatory assets	4,285	4,253
Other	12,833	11,817
	<u>165,012</u>	<u>158,543</u>
<i>Finance and Financial Products:</i>		
Cash and cash equivalents	7,112	2,294
Investments in equity and fixed maturity securities	411	1,299
Other investments	5,719	5,978
Loans and finance receivables	12,772	12,566
Property, plant and equipment and assets held for lease	9,347	8,037
Goodwill	1,342	1,337
Other	2,260	1,984
	<u>38,963</u>	<u>33,495</u>
	<u><u>\$552,257</u></u>	<u><u>\$525,867</u></u>

See accompanying Notes to Consolidated Financial Statements

BERKSHIRE HATHAWAY INC.
and Subsidiaries
CONSOLIDATED BALANCE SHEETS
(dollars in millions)

	<u>December 31,</u>	
	<u>2015</u>	<u>2014</u>
LIABILITIES AND SHAREHOLDERS' EQUITY		
<i>Insurance and Other:</i>		
Losses and loss adjustment expenses	\$ 73,144	\$ 71,477
Unearned premiums	13,311	11,944
Life, annuity and health insurance benefits	14,497	13,261
Other policyholder liabilities	7,123	6,835
Accounts payable, accruals and other liabilities	17,879	16,472
Notes payable and other borrowings	14,599	11,854
	<u>140,553</u>	<u>131,843</u>
<i>Railroad, Utilities and Energy:</i>		
Accounts payable, accruals and other liabilities	11,994	12,763
Regulatory liabilities	3,033	2,832
Notes payable and other borrowings	57,739	55,306
	<u>72,766</u>	<u>70,901</u>
<i>Finance and Financial Products:</i>		
Accounts payable, accruals and other liabilities	1,398	1,321
Derivative contract liabilities	3,836	4,810
Notes payable and other borrowings	11,951	12,730
	<u>17,185</u>	<u>18,861</u>
Income taxes, principally deferred	63,126	61,235
Total liabilities	<u>293,630</u>	<u>282,840</u>
Shareholders' equity:		
Common stock	8	8
Capital in excess of par value	35,620	35,573
Accumulated other comprehensive income	33,982	42,732
Retained earnings	187,703	163,620
Treasury stock, at cost	(1,763)	(1,763)
Berkshire Hathaway shareholders' equity	255,550	240,170
Noncontrolling interests	3,077	2,857
Total shareholders' equity	<u>258,627</u>	<u>243,027</u>
	<u>\$552,257</u>	<u>\$525,867</u>

See accompanying Notes to Consolidated Financial Statements

BERKSHIRE HATHAWAY INC.
and Subsidiaries
CONSOLIDATED STATEMENTS OF EARNINGS
(dollars in millions except per-share amounts)

	Year Ended December 31,		
	2015	2014	2013
Revenues:			
<i>Insurance and Other:</i>			
Insurance premiums earned	\$ 41,294	\$ 41,253	\$ 36,684
Sales and service revenues	107,001	97,097	92,993
Interest, dividend and other investment income	5,235	5,026	4,934
Investment gains/losses	9,363	3,503	3,881
	<u>162,893</u>	<u>146,879</u>	<u>138,492</u>
<i>Railroad, Utilities and Energy:</i>			
Revenues	<u>40,004</u>	<u>40,690</u>	<u>34,757</u>
<i>Finance and Financial Products:</i>			
Sales and service revenues	5,430	5,094	4,635
Interest, dividend and other investment income	1,510	1,432	1,474
Investment gains/losses	10	72	184
Derivative gains/losses	974	506	2,608
	<u>7,924</u>	<u>7,104</u>	<u>8,901</u>
	<u>210,821</u>	<u>194,673</u>	<u>182,150</u>
Costs and expenses:			
<i>Insurance and Other:</i>			
Insurance losses and loss adjustment expenses	26,527	26,406	21,275
Life, annuity and health insurance benefits	5,413	5,181	5,072
Insurance underwriting expenses	7,517	6,998	7,248
Cost of sales and services	87,029	78,873	75,953
Selling, general and administrative expenses	13,723	12,198	11,732
Interest expense	460	419	395
	<u>140,669</u>	<u>130,075</u>	<u>121,675</u>
<i>Railroad, Utilities and Energy:</i>			
Cost of sales and operating expenses	27,650	29,378	25,157
Interest expense	2,653	2,378	1,865
	<u>30,303</u>	<u>31,756</u>	<u>27,022</u>
<i>Finance and Financial Products:</i>			
Cost of sales and services	2,915	2,758	2,566
Selling, general and administrative expenses	1,586	1,523	1,550
Interest expense	402	456	541
	<u>4,903</u>	<u>4,737</u>	<u>4,657</u>
	<u>175,875</u>	<u>166,568</u>	<u>153,354</u>
Earnings before income taxes	<u>34,946</u>	<u>28,105</u>	<u>28,796</u>
Income tax expense	10,532	7,935	8,951
Net earnings	<u>24,414</u>	<u>20,170</u>	<u>19,845</u>
Less: Earnings attributable to noncontrolling interests	331	298	369
Net earnings attributable to Berkshire Hathaway shareholders	<u>\$ 24,083</u>	<u>\$ 19,872</u>	<u>\$ 19,476</u>
Net earnings per equivalent Class A share outstanding*	<u>\$ 14,656</u>	<u>\$ 12,092</u>	<u>\$ 11,850</u>
Average equivalent Class A shares outstanding*	<u>1,643,183</u>	<u>1,643,456</u>	<u>1,643,613</u>

* Average shares outstanding and net earnings per share are shown on an equivalent Class A common stock basis. Equivalent Class B shares outstanding are 1,500 times the equivalent Class A amount. Net earnings per equivalent Class B share outstanding are one-fifteen-hundredth (1/1,500) of the equivalent Class A amount or \$9.77 for 2015, \$8.06 for 2014 and \$7.90 for 2013.

See accompanying Notes to Consolidated Financial Statements

BERKSHIRE HATHAWAY INC.
and Subsidiaries
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(dollars in millions)

	Year Ended December 31,		
	2015	2014	2013
Net earnings	\$24,414	\$20,170	\$19,845
Other comprehensive income:			
Net change in unrealized appreciation of investments	(8,520)	5,831	25,111
Applicable income taxes	3,014	(2,062)	(8,691)
Reclassification of investment appreciation in net earnings	(2,332)	(3,360)	(2,447)
Applicable income taxes	816	1,176	856
Foreign currency translation	(1,931)	(2,032)	(82)
Applicable income taxes	(43)	183	34
Prior service cost and actuarial gains/losses of defined benefit pension plans	424	(1,703)	2,602
Applicable income taxes	(140)	624	(950)
Other, net	(94)	8	138
Other comprehensive income, net	(8,806)	(1,335)	16,571
Comprehensive income	15,608	18,835	36,416
Comprehensive income attributable to noncontrolling interests	275	256	394
Comprehensive income attributable to Berkshire Hathaway shareholders	<u>\$15,333</u>	<u>\$18,579</u>	<u>\$36,022</u>

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY
(dollars in millions)

	Berkshire Hathaway shareholders' equity					Total
	Common stock and capital in excess of par value	Accumulated other comprehensive income	Retained earnings	Treasury stock	Non-controlling interests	
Balance at December 31, 2012	\$37,238	\$27,500	\$124,272	\$(1,363)	\$ 3,941	\$191,588
Net earnings	—	—	19,476	—	369	19,845
Other comprehensive income, net	—	16,546	—	—	25	16,571
Issuance of common stock	92	—	—	—	—	92
Transactions with noncontrolling interests	(1,850)	(21)	—	—	(1,740)	(3,611)
Balance at December 31, 2013	35,480	44,025	143,748	(1,363)	2,595	224,485
Net earnings	—	—	19,872	—	298	20,170
Other comprehensive income, net	—	(1,293)	—	—	(42)	(1,335)
Issuance (acquisition) of common stock	118	—	—	(400)	—	(282)
Transactions with noncontrolling interests	(17)	—	—	—	6	(11)
Balance at December 31, 2014	35,581	42,732	163,620	(1,763)	2,857	243,027
Net earnings	—	—	24,083	—	331	24,414
Other comprehensive income, net	—	(8,750)	—	—	(56)	(8,806)
Issuance of common stock	53	—	—	—	—	53
Transactions with noncontrolling interests	(6)	—	—	—	(55)	(61)
Balance at December 31, 2015	<u>\$35,628</u>	<u>\$33,982</u>	<u>\$187,703</u>	<u>\$(1,763)</u>	<u>\$ 3,077</u>	<u>\$258,627</u>

See accompanying Notes to Consolidated Financial Statements

BERKSHIRE HATHAWAY INC.
and Subsidiaries
CONSOLIDATED STATEMENTS OF CASH FLOWS
(dollars in millions)

	Year Ended December 31,		
	2015	2014	2013
Cash flows from operating activities:			
Net earnings	\$ 24,414	\$ 20,170	\$ 19,845
Adjustments to reconcile net earnings to operating cash flows:			
Investment gains/losses	(9,373)	(3,575)	(4,065)
Depreciation and amortization	7,779	7,370	6,508
Other	751	(341)	373
Changes in operating assets and liabilities:			
Losses and loss adjustment expenses	2,262	7,404	578
Deferred charges reinsurance assumed	84	(3,413)	(340)
Unearned premiums	1,392	1,159	519
Receivables and originated loans	(1,650)	(1,890)	1,035
Derivative contract assets and liabilities	(974)	(520)	(2,430)
Income taxes	5,718	4,905	3,514
Other	1,088	741	2,167
Net cash flows from operating activities	<u>31,491</u>	<u>32,010</u>	<u>27,704</u>
Cash flows from investing activities:			
Purchases of fixed maturity securities	(8,186)	(7,774)	(7,546)
Purchases of equity securities	(10,220)	(7,014)	(8,558)
Investments in The Kraft Heinz Company and other investments	(5,258)	(3,000)	(12,250)
Sales of fixed maturity securities	2,172	1,697	4,311
Redemptions and maturities of fixed maturity securities	6,583	6,795	11,203
Sales and redemptions of equity securities	8,747	8,896	3,869
Purchases of loans and finance receivables	(179)	(181)	(490)
Collections of loans and finance receivables	492	885	654
Acquisitions of businesses, net of cash acquired	(4,902)	(4,824)	(6,431)
Purchases of property, plant and equipment	(16,082)	(15,185)	(11,087)
Other	165	336	(1,210)
Net cash flows from investing activities	<u>(26,668)</u>	<u>(19,369)</u>	<u>(27,535)</u>
Cash flows from financing activities:			
Proceeds from borrowings of insurance and other businesses	3,358	845	2,622
Proceeds from borrowings of railroad, utilities and energy businesses	5,479	5,765	7,491
Proceeds from borrowings of finance businesses	1,045	1,148	3,462
Repayments of borrowings of insurance and other businesses	(1,916)	(1,289)	(2,750)
Repayments of borrowings of railroad, utilities and energy businesses	(1,725)	(1,862)	(1,596)
Repayments of borrowings of finance businesses	(1,827)	(1,543)	(3,927)
Changes in short term borrowings, net	(378)	932	(1,317)
Acquisitions of noncontrolling interests	(72)	(1,287)	(2,890)
Other	(161)	22	(134)
Net cash flows from financing activities	<u>3,803</u>	<u>2,731</u>	<u>961</u>
Effects of foreign currency exchange rate changes	<u>(165)</u>	<u>(289)</u>	<u>64</u>
Increase in cash and cash equivalents	8,461	15,083	1,194
Cash and cash equivalents at beginning of year	63,269	48,186	46,992
Cash and cash equivalents at end of year *	<u><u>\$ 71,730</u></u>	<u><u>\$ 63,269</u></u>	<u><u>\$ 48,186</u></u>
<i>* Cash and cash equivalents at end of year are comprised of the following:</i>			
Insurance and Other	\$ 61,181	\$ 57,974	\$ 42,433
Railroad, Utilities and Energy	3,437	3,001	3,400
Finance and Financial Products	7,112	2,294	2,353
	<u><u>\$ 71,730</u></u>	<u><u>\$ 63,269</u></u>	<u><u>\$ 48,186</u></u>

See accompanying Notes to Consolidated Financial Statements

Addendum Acknowledgement Form

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgement form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgement: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

☒ Addendum No. 1

☐ Addendum No. 5

☐ Addendum No. 2

☐ Addendum No. 6

☐ Addendum No. 3

☐ Addendum No. 7

☐ Addendum No. 4

☐ Addendum No. 8

I understand that failure to confirm receipt of addenda may cause for rejection of this response.



Authorized Signature

1.31.17

Date

Frederick L. Hooper III, Assistant Secretary

Acknowledgement: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgement may cause for rejection of this response.

Authorized Signature

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Carpet and Resilient Flooring

RFP Number: RFP 17.5

Partnered Vendor Name: Shaw Industries, Inc.

If a subcontractor will not be used, check this box: ☐

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Shaw Integrated Solutions

Street Address: 616 East Walnut Avenue

City, State, Zip: Dalton, GA 30721

Telephone: 770.276.7507

Primary Contact: Loveland Haman

Email Address of Contact: loveland.haman@shawinc.com

Services to be provided:

Flooring products and project management services

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided:

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided:

From: [Dave Bahr](#)
To: [Lisa Truax](#)
Cc: [Dave Bahr](#)
Subject: RE: RFP 17.5 - Follow Up Questions - Hiller Commercial
Date: Tuesday, February 14, 2017 9:03:15 PM
Attachments: [image001.png](#)

From: Lisa Truax [mailto:ltruax@lcsc.org]
Sent: Tuesday, February 14, 2017 3:49 PM
To: Dave Bahr
Cc: Lisa Truax
Subject: RFP 17.5 - Follow Up Questions - Hiller Commercial

Hi Dave,
I have an additional follow up question:

How did you decide what product lines to offer with your response? The products had to pass all the environmental and performance requirements in the specs and in our own testing confidence. The lines needed to have a representative that covered all three states which eliminated several brands. By crossing state lines into other reps territories sets up an adversarial relationship so I wanted to avoid that.

How would you go about guiding a participating agency to which flooring option is best for them? The reality is we have a handful of products we guide people toward that are time tested for high performance, easy maintenance and good looking. We use the other products only if an agency can't find what they want in the handful.

Please respond by 4p.m. CT on Wednesday, February 14th.

Lisa Truax



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection
218.737.6535 (direct) | 888.739.3289
www.purchasingconnection.org

From: Dave Bahr [mailto:dbahr@hillercarpet.com]
Sent: Thursday, February 2, 2017 9:34 PM
To: Lisa Truax <ltruax@lcsc.org>
Subject: RE: RFP 17.5 - Follow Up Questions - Hiller Commercial

The first thing to note is this price applies to owner supplied flooring requesting Hillers to supply installation services only. These prices and fees do not apply to items in which Hillers Furnishes AND

Installs the flooring. In the case of furnish and install, all mileage and per diem costs are included in the unit installed price. Unit pricing for floor prep, reducers, demo, glue removal etc apply to all work.

The size of the crew would be determined by the amount of flooring requiring installation and the time frame allowed to do the work.

Per diem is the cost allowance needed per man for meals and housing while on the road far enough from their home that they would need to stay near the job. Per diem is per day.

Mileage is from Rochester to the jobsite and back, one time unless the work extends beyond one week.

Hourly rates apply mostly to Floor repair, moving furniture and upholstery work. In general, 6 am – 6 pm M-F are considered regular hours.

I hope that answers your question. Let me know if not. Thanks.

Dave Bahr
Hiller Commercial Floors
2909 South Broadway
Rochester, MN 55904
888-724-1766 ext 2
507-288-8877 fax
507-254-6858 cell
dbahr@hillercarpet.com

From: Lisa Truax [<mailto:ltruax@lcsc.org>]
Sent: Thursday, February 02, 2017 4:00 PM
To: Dave Bahr
Cc: Lisa Truax
Subject: RFP 17.5 - Follow Up Questions - Hiller Commercial
Importance: High

Hi Dave,

Thank you for submitting a response to RFP 17.5. I have some follow up questions in regards to Hiller's response. Please review the questions below and respond **no later than Friday, February 10, 2017 at 4:00 p.m. CT** in order to continue in this process.

On Form C – Pricing Schedule, Hiller has included pricing for the delivered product and installation.

1. For installation, how many people typically participate in an install (e.g. per diem charge)? Is that a one-time per diem charge? Is per diem charged daily, hourly, etc.?
2. Please explain how is the .58 mileage rate is applied (e.g. radius, location from X, etc.)?
3. You've listed a weekday evening hourly rate and weekend/holiday hourly rate. When will those charges apply? Is that rate rolled into your delivered and installed pricing entered for carpet and resilient?

Thank you, Lisa Truax



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection
218.737.6535 (direct) | 888.739.3289
www.purchasingconnection.org

On Form B – Questionnaire, please respond to the following questions:

1. In Shaw's response, you noted that Shaw will position the contract as a program of choice with your contract held with NJPA. How does pricing and value compare in what was offered to CPC and that of your NJPA option.

We will position your contract as a program of choice to your participating agencies due to the ease of satisfying their bid requirements while maintaining quality and using local businesses for their installation projects. This is exclusive of the National Joint Powers Alliance (NJPA), which is another contract in place that your member agencies could access. Your proposed contract pricing is comparable to NJPA pricing. However, our NJPA contract has a broader product offering, spanning three of Shaw's commercial brands. NJPA serves more than 50,000 members, according to its website.

2. Shaw notes *"Shaw manufactures more than 200 carpet tile styles and more than 400 broadloom styles. In addition, we offer approximately 75 resilient styles."* Please explain this statement versus what was offered to CPC through this solicitation. About a dozen options for resilient were offered.

We are proposing products based on the specifications outlined in your RFP and the intended use of these products in schools, local governments and nonprofits. These specifications include carpet densities of more than 5000 and your stain and colorfastness warranty requirements, which limits your selection to products manufactured with 100% solution dyed fiber. We are proposing resilient sheet and tile products appropriate for heavy commercial use, which are products with a 20 mil wear layer. We offer products with 8 mil wear layers, which are designed for living spaces, such as senior living facilities, and 12 mil wear layers, which are appropriate for light commercial uses. Your proposed resilient products include styles designed specifically for high traffic healthcare settings, education environments and heavy commercial uses. These products cover a variety of looks, with designs inspired by polished concrete, vintage leather, soft gradients, and wood and stone visuals, providing your agencies with limitless design options. Each of your proposed styles are available in six to 20 colorways, providing a wide variety of design possibilities.

3. How many products offered to CPC are EcoWorx products? Is the EcoWorx line a popular, trending purchase?

Each of the 40 carpet tile styles we are proposing are EcoWorx® products. EcoWorx tile products are popular products for their durability and sustainable attributes. EcoWorx is the industry's first 100% PVC free, high performance, modular backing system. The strongest, most durable backing, EcoWorx has five times greater tensile strength, eight times greater tear strength and two times greater delamination strength than traditional PVC backing. EcoWorx tile products carry a lifetime warranty covering abrasive wear, static protection, colorfastness, acid-based stains, tuft bind/zippering, edge ravel, delamination and dimensional stability. EcoWorx is *Cradle to Cradle Certified™* Silver, meaning these products are healthy for your associates and for our environment. EcoWorx is designed for future lifecycles and with healthy material ingredients. These products are 100% recyclable, and we provide a free reclamation guarantee, which means we will collect, transport and recycle these products for free at the end of useful life with a 500 square yard minimum.

In addition, we are proposing 14 EcoWorx Performance Broadloom products, which are Aspire, Basket, Bridge, Cadence, Collage, Façade, Glade, Highlight, Joie, Pebble, Prosper, Thrive, Verve and Vitae. EcoWorx Performance Broadloom backing provides maximum performance with a moisture barrier. These products are ideal for areas that experience frequent spills or may be prone to bacterial exposure. EcoWorx Performance Broadloom products are *Cradle to Cradle Certified™* Silver and we guarantee to reclaim and recycle the product for free at the end of useful life with a 500 square yard minimum. These products carry a lifetime warranty covering abrasive wear, static protection, colorfastness, acid-based stains, tuft bind/zippering, edge ravel and delamination.

4. How many Shaw direct projects have been completed in each of our three states in the last few years?

	Minnesota	North Dakota	South Dakota
2016	134	14	15
2015	166	28	18
2014	242	20	19

5. Shaw notes "The training is free of charge and your members of the installers would pay for transportation and accommodations" (Question #22). Can you further explain this statement in regards to who covers those costs?

Shaw provides training for installers free of charge in Cartersville, GA. If your members have in-house installation crews, the member would cover the costs of travel and accommodations. If your members have preferred installation partners, those partners would cover the costs of travel and accommodations.

6. In regards to taxes, can you confirm that sales tax is not included and will not be charged to the purchasing agency?

Sales tax is not included. Sales tax will not be charged to tax-exempt agencies.

On Form C – Pricing Schedule, Shaw has provided various installation/labor rates per each type of flooring and service that may be needed.

1. Can you confirm that all labor/installation rates listed are the maximum charge that an agency would be charged regardless of location?

Yes, these are ceiling prices. Jobs are quoted on an individual basis, and the actual labor rates will not exceed the rates provided.

2. Are the labor/installation rates a flat rate or do they fluctuate depending on the time of installation (e.g. day versus evening, versus weekend)?

The rates provided are maximum rates. Actual rates may fluctuate. Jobs are quoted on an individual basis, and the actual labor rates will not exceed the rates provided.

3. Does Shaw offer different manufactured lines than what is offered to other commercial resellers?

No, we do not offer other commercial product lines to commercial resellers.

4. Please explain the pricing differential for installing resilient and that of sheet vinyl.

Sheet vinyl is sold and priced by the square yard, and we have provided labor pricing for sheet vinyl installation by the square yard. Resilient is a tile product that is sold by the square foot, and we have provided installation pricing for resilient by the square foot.

5. Please explain what the project management fee (up to 20% of material cost) is for? Will all purchases have this charge applied to their order? How does Shaw determine the rate of which they would charge an agency?

This project management fee includes preparing take offs (calculating quantities using drawings or plans) or estimating quantities, preparing materials before entering the job site, cleaning up and additional manpower. To provide you with transparency, we include this as a separate line item. The project management fee would apply to all purchases made through our project management division, Shaw Integrated Solutions (SIS). This fee is estimated on a job-by-job basis. The maximum for any job will be 20% of material cost.

6. Please explain what a supplemental benefit charge is and how it would be applied to an order/project.

This is for additional labor costs related to prevailing wage or union labor costs. If one of your agencies' projects is subject to prevailing wages, we will use this line item to represent the excess cost of this union labor, ensuring the correct rates for union workers as required by law. This would not exceed \$25 per hour.

7. For the Trip Fee/Mileage charge of \$1.00 (per mile) – where would mileage be charged from? From the subcontractors home location?

This would be applicable to projects involving long travel distances from an installer's warehouse to the project site. This is a maximum rate and may not apply to some projects.

8. Will an agency receive any invoice from a local subcontractor that Shaw utilizes for installation?

No. When your agencies use Shaw Integrated Services (SIS) for turnkey project management, they will receive one invoice from Shaw that includes invoicing for material and installation services.

9. Does Shaw offer a warranty or guarantee on any labor or service provided?

Yes, we offer a 1-year labor warranty.

Form B – Questionnaire Compilation

Responding Company's Name:	Hiller Commercial Floors	Shaw Industries, Inc.
<p>1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).</p>	<p>Hiller's was founded in 1947 by Dave Hiller. In 1963, his son in law, Chet Bahr purchased the company and in 2000 it was purchased by his son, Dave Bahr, and Rob Elder. Hiller's is evenly split between Commercial and Residential sales and has been ranked in the top 50 flooring stores by volume 3 times. Hiller's is in the top 10 single store flooring companies in the US.</p> <p>Hiller's has been awarded the Rochester "Peoples Choice Award" three times including 2016. Hiller's was also awarded "Stainmaster Dealer of the Year" in 2016. Hiller's has serviced a State Of Minnesota Floor Covering contract since 1983 servicing all State Government Agencies as well as Schools, County Government and City agencies.</p>	<p>You will be partnering with one of the oldest and most respected flooring companies in the world. Shaw started in 1946 as Star Dye Company, a small business that dyed tufted scatter rugs. The company expanded dramatically when it added carpet finishing to its service offerings and became Star Finishing Company. In 1967, a holding company was formed to acquire Philadelphia Carpet Company (founded in 1846), and Star Finishing was added to the fold a year later, marking the company's first move into carpet manufacturing. By 1971, the holding company had gone public as Shaw Industries, Inc., with approximately \$43 million in sales and 900 employees. And in 1985, Shaw made its first appearance on the list of America's largest corporations, the Fortune 500, with more than \$500 million in sales and close to 5,000 employees. Shaw began a new chapter in its history in 2001 with the completion of its sale to Berkshire Hathaway, Inc. The holding company of investor Warren E. Buffett, Berkshire Hathaway is known for buying and holding businesses that have a dominant market share, have strong management teams, and are considered under-valued in the stock market. With this transition, Shaw ended its tenure as a public company. Today, Shaw is a full-service flooring company with approximately 22,000 associates, \$5 billion in annual sales, and a portfolio of leading global brands and products that encompass every flooring category.</p>
<p>2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).</p>	<p>We provide, service and install Carpet, Carpet Tile, Sheet Vinyl, LVT, LVP, VCT, Solid Vinyl, Rubber Sheet, Rubber Tile, Stair Treads, Stair Stringers, Vinyl and Rubber and Carpet Base. We are able to lift Work Stations, move book stacks, move and reset file cabinets, desks and equipment to achieve installation with minimum downtime.</p> <p>Our installers are very experienced and professional and we warranty their work for 5 years.</p>	<p>Your members will have a broad offering of products. We offer broadloom, carpet tile, hardwood, laminate, resilient, tile and stone flooring products and synthetic turf to residential and commercial markets worldwide. We have been manufacturing flooring products for approximately 50 years. We are the world's largest carpet manufacturer, the world's largest carpet fiber manufacturer and a leading floor covering provider. We are the most vertically integrated manufacture because we manufacture fiber, own and operate a robust distribution network and trucking fleet, and offer a diverse portfolio of recycling solutions. In addition, our Shaw Integrated Solutions (SIS) provides full turnkey and project management services. We recommend your member agencies order product and services through SIS.</p> <p>To implement this partnership with your members, our sales team will keep in touch with your members, making them aware of the contract award and of the array of products available to them at member prices. Working with you to determine the best strategy, we will engage your members via personal calls, emails, publications, advertising, webinars, trade shows and/or a dedicated website to feature aspects of the contract.</p>

3. As you envision it, what is your company's role in this partnership? Please include sales and marketing strategies.	<p>We send out fliers 3-4 times per year to all members of the various organizations we belong to and are active in. They include: Minnesota School Boards Association, Minnesota Association of School Administrators, Minnesota Association of City Finance Officers, Minnesota Library Association, Minnesota Association of School Maintenance Supervisors, Minnesota Engineers Guild, Minnesota Association of Secondary School Principals, Minnesota Association of School Business Officials and the Minnesota Rural Education Association. We also attend their annual and semi-annual conventions and trade shows.</p> <p>We do a lot of cold calling when in the area. We follow the Builders Exchange and various newsletters to track who may be doing some flooring work and follow up with calls and letters.</p>	<p>Our role is to reach out to your membership and Shaw can do it better than anyone else. First, we have the largest sales team in the industry. Second, we will provide high-quality, industry-leading flooring solutions for our members. Third, we will create a campaign to announce the excellent contract that you have negotiated on their behalf. Some of the strategies might be:</p> <p>Email campaign announcing partnership: We will distribute emails to all members announcing partnership and linking to resource pages on the Shaw Contract website.</p> <p>Tear sheet addressing how to do business with Shaw: Sourcing products from multiple vendors can be complicated. We will simplify this process and provide a step-by-step guide for members that details how they can select and receive flooring efficiently and quickly.</p> <p>Individual product information sheets: The sales team will distribute information sheets on products with installation images, specifications and colors.</p> <p>Maintenance and Cleaning (MAC) training: Flooring is a large investment. We want to help your members understand how to best care for their floor. Our online Maintenance and Cleaning Advantage tool will guide members in building a facility care plan, including frequency and procedures to maximize the life of their flooring.</p> <p>Microsite created and hosted by Shaw Contract: We can build and host a site for CPC to catalog any and all information that will be needed to execute a flooring selection or installation. We will work with your internal staff to identify this information.</p>
4. Does your company market directly to potential customers? If so, how?	We do direct mail, face to face at Conventions and Trade shows, emails, phone calls to follow up leads. We attend monthly meetings and network with important players and follow up on all leads generated.	<p>Yes, our sales team will market directly to your members with a broad spectrum of formats, including Internet, email, advertising, marketing collateral, social media, public relations, trade shows and personal sales calls. The sales team supporting your contract will be:</p> <p>Minnesota: David Dorholt North Dakota: Brian Crosby South Dakota: Clint Liddiard</p> <p>They will be supported by Regional Vice President Lisa Quady, who is based in Minnesota.</p>
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	We brainstorm ideas and have a Marketing firm design letters and brochures to meet the needs. We would be the interface between CPC and the Marketing firm.	<p>Yes, your dedicated Marketing Manager is Allison Wolff, who may be reached in the office at 770.607.2473 and via mobile at 770.337.4149 and email at allison.wolff@shawinc.com.</p>
6. Is your company willing to provide printed copies of marketing materials to our	YES	Yes, we are willing to provide marketing materials to your regional CPC representatives.

regional CPC representatives?		
7. Does your company have the ability to participate in conference tradeshows in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshows, if awarded? Please list any conference tradeshows that you've attended in those states within the last three years.	We have limited ourselves to Minnesota up to this point but are willing to expand to North & South Dakota. We attend several Minnesota Shows and are open to similar showing in the Dakotas. MASMS, MASBO, MASA, Minnesota Library Association, MN Engineers Guild, MASSP, MREA, MSBA are all listed in #3. We would add signage indicating we are a Service Coop Vendor to drive additional Business. We would change our promotional materials to indicate we are a Co Op Vendor also.	Yes, we can participate in your conference trade shows in Minnesota, North Dakota and South Dakota. We will include your logo and contract information in our presentation at these trade shows. The contract will be positioned as an outstanding opportunity for a broad array of products at a negotiated low price.
8. Does your company have the ability to provide training to our members? If so, please explain what training options are available to participating agencies.	We can train your sales force in how to generate leads, what to ask and how to ask. We would then ask them to turn over the actual estimating and product sales to us to assure each customer is getting products suitable to their needs. If a finder's fee is typical for this, we would gladly participate. Your field people are critical for the success of this partnership as they have worked with many of the customers for quite some time.	Yes, we can provide in-market training sessions for your members as well as continuing education units. We can provide topics specific to their needs. Some current seminars are Material Health and the Evolution of Sustainable Building Products, How to Write a Sustainable Carpet Specification and Resilient Flooring.
9. Is your company available for educational presentations at each of the regional service cooperatives?	YES	Yes, we are available for education presentations at the regional service cooperatives through our robust salesforce and strong corporate sales support.
10. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	At this time we have the current state of Minnesota Floor Covering Contract but it expires on 1/31/17. We have submitted the paper work for the new contract but it has not been awarded yet.	National Joint Powers Alliance (NJPA)
11. Please list the agencies, if any, you would exempt from this contract.	State of Minnesota Agencies excluding Colleges IF we are not awarded the State Contract. If awarded the State Contract, those agencies, except Colleges, are required by law to use the State Contract.	We would not exclude any agencies from the contract.
12. Please describe how your company will position this contract to	We would start with a direct mail/email introduction blitz in a three letter format. Follow up with Conference attendance and then follow up on leads as they are generated. Our superior service often leads us to	We will position this contract as a program of choice due to the ease of satisfying agencies' bid requirements while maintaining quality and using local businesses for their installation projects.

CPC's participating agencies, if awarded.	multiple year repeat business as well as reference marketing to neighboring agencies.																																																																																											
13. If awarded, how does your company plan to inform and train your account managers, financial/reporting personnel, sales and customer service representatives on the details and promotion of the contract?	We keep that portion very hands on between Max and Myself. We would handle all aspects of the contract except actual billing and check writing.	The Government Sales Contract Administrator Randa Thayer will distribute the details of contract to our account managers covering Minnesota, North Dakota and South Dakota and our Shaw Integrated Solution (SIS) account managers and account coordinators. We will host a webinar to introduce the contract and provide training brochures.																																																																																										
14. Please list the percentage of your revenue that is derived from the following: <ul style="list-style-type: none">• Carpet• Resilient Flooring• Services	Carpet 40% Resilient 30% Installation 30%	Shaw is a wholly owned Berkshire Hathaway subsidiary with \$5 billion in annual revenues and no debt. We have attached our parent company financial statements, which do not include this level of detail. Because Shaw is a privately held company, we require a signed non-disclosure agreement prior to releasing any financial information.																																																																																										
15. Please provide your company's last three years total gross sales to agencies within CPC's service area.	<table><tr><th colspan="2">MINNESOTA</th><th>2016</th><th>2015</th><th>2014</th></tr><tr><td>K-12</td><td></td><td>\$1,800,445.40</td><td>\$1,644,465.80</td><td>\$1,183,115.90</td></tr><tr><td>HIGHER ED</td><td></td><td>\$1,128,096</td><td>\$939,974.79</td><td>\$970,882.94</td></tr><tr><td>CITY/COUNTY</td><td></td><td>\$1,273,099.70</td><td>\$2,442,751.30</td><td>\$932,785.40</td></tr><tr><td>NONPROFITS</td><td></td><td>\$860,137.73</td><td>\$1,163,142.02</td><td>\$1,219,065</td></tr><tr><td>TOTALS</td><td></td><td>\$5,061,778.80</td><td>\$6,290,333.80</td><td>\$4,302,849.20</td></tr></table> <table><tr><th colspan="2">NORTH DAKOTA</th><th>2016</th><th>2015</th><th>2014</th></tr><tr><td>K-12</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>HIGHER ED</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>CITY/COUNTY</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>NONPROFITS</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>TOTALS</td><td></td><td>0</td><td>0</td><td>0</td></tr></table> <table><tr><th colspan="2">SOUTH DAKOTA</th><th>2016</th><th>2015</th><th>2014</th></tr><tr><td>K-12</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>HIGHER ED</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>CITY/COUNTY</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>NONPROFITS</td><td></td><td>0</td><td>0</td><td>0</td></tr><tr><td>TOTALS</td><td></td><td>0</td><td>0</td><td>0</td></tr></table>	MINNESOTA		2016	2015	2014	K-12		\$1,800,445.40	\$1,644,465.80	\$1,183,115.90	HIGHER ED		\$1,128,096	\$939,974.79	\$970,882.94	CITY/COUNTY		\$1,273,099.70	\$2,442,751.30	\$932,785.40	NONPROFITS		\$860,137.73	\$1,163,142.02	\$1,219,065	TOTALS		\$5,061,778.80	\$6,290,333.80	\$4,302,849.20	NORTH DAKOTA		2016	2015	2014	K-12		0	0	0	HIGHER ED		0	0	0	CITY/COUNTY		0	0	0	NONPROFITS		0	0	0	TOTALS		0	0	0	SOUTH DAKOTA		2016	2015	2014	K-12		0	0	0	HIGHER ED		0	0	0	CITY/COUNTY		0	0	0	NONPROFITS		0	0	0	TOTALS		0	0	0	Shaw is a wholly owned Berkshire Hathaway subsidiary with \$5 billion in annual revenues and no debt. We have attached our parent company financial statements, which do not include this level of detail. Because Shaw is a privately held company, we require a signed non-disclosure agreement prior to releasing any financial information.
MINNESOTA		2016	2015	2014																																																																																								
K-12		\$1,800,445.40	\$1,644,465.80	\$1,183,115.90																																																																																								
HIGHER ED		\$1,128,096	\$939,974.79	\$970,882.94																																																																																								
CITY/COUNTY		\$1,273,099.70	\$2,442,751.30	\$932,785.40																																																																																								
NONPROFITS		\$860,137.73	\$1,163,142.02	\$1,219,065																																																																																								
TOTALS		\$5,061,778.80	\$6,290,333.80	\$4,302,849.20																																																																																								
NORTH DAKOTA		2016	2015	2014																																																																																								
K-12		0	0	0																																																																																								
HIGHER ED		0	0	0																																																																																								
CITY/COUNTY		0	0	0																																																																																								
NONPROFITS		0	0	0																																																																																								
TOTALS		0	0	0																																																																																								
SOUTH DAKOTA		2016	2015	2014																																																																																								
K-12		0	0	0																																																																																								
HIGHER ED		0	0	0																																																																																								
CITY/COUNTY		0	0	0																																																																																								
NONPROFITS		0	0	0																																																																																								
TOTALS		0	0	0																																																																																								
16. Provide evidence of what your organization is doing to remain viable and stable in the	Our Sales have remained very stable between \$10-12M per year, Commercial Only. Even in the depth of the recession, we were able to maintain \$8-9M and did not lay anyone off. We are one of two flooring contractors allowed to work at Mayo Clinic and our State Contract has generated considerable sales.	Financial Stability We are constantly looking for opportunities to make acquisitions that will grow our market share. As a wholly owned subsidiary of Berkshire Hathaway with \$5 billion in annual revenues and no debt, we remain financially strong and can take advantage of these opportunities. For																																																																																										

carpet and resilient flooring market.

example, in 2016, we acquired USFloors, further solidifying our commitment to providing the most durable, design-forward and innovative resilient and hard surface products available in the market.

Resilient Market Growth

We are becoming one of the biggest players in the resilient flooring market. Our commercial resilient sales outpaced the overall market in 2015 and 2016. Plant RP, our new resilient manufacturing facility in Ringgold, GA, represents a \$100 million investment. Annually, RP will produce approximately 100 million square feet of floor covering, bringing your members new styles and technologies. With this new facility, we will easily become one of the top five players in the resilient market.

Innovative Products

We introduce game changing products. In 1993 we introduced EcoWorx®, the first 100% PVC-free carpet tile. EcoWorx is the industry's first fully recyclable carpet tile. In fact, Shaw won the EPA's Presidential Green Chemistry Award for its development of EcoWorx tile. We followed this with the development of a dry adhesive for EcoWorx. LokDots tolerates high-moisture environments and allows for quick installation and immediate occupancy. Currently, we are driving innovation into the hard surface category with the development of EcoWorx Resilient, using the same technology as our carpet backing. EcoWorx Resilient is a high-performance vinyl-alternative designed to provide durability, design aesthetics and sustainability.

Award-winning and Innovative Design

We employ top designers who produce award-winning designs. Shaw Contract has won Best of Neocon awards, the preeminent commercial design award, for the 14 of the prior 15 years in addition to countless other design awards. Designers rank Shaw Contract number one in the 2016 Designers' Favorite Carpet Manufacturers Survey by *Floor Focus* magazine in all five categories, which are service, quality, design, performance and value. In addition, we innovate design with the introduction of new product styles and sizes. For example, our new Extraordinary collection combines extreme textures inspired by natural landscapes. Our skinny carpet tiles (9x36) provide a visual variance that helps address scale and transitions. One of our NeoCon award winners, Mixed Materials, is a collection of carpet tile and luxury vinyl tile that allows you to intermingle without transition molding. In response to concerns about unnecessary pesticides, we removed antimicrobials from our products. We provide an adhesive with antimicrobial antifungal properties, providing your members with options.

Breadth of Product Offering

We continually expand our product offering, providing a variety of products, which we can bundle in one delivery. In addition to broadloom, carpet tile and resilient, we offer hardwood, porcelain and sports turf products. And unlike most manufacturers, we can provide your members with turnkey project management services, meaning we can manage their projects from start to finish.

Continuous Improvement

We use Lean Six Sigma to focus on improving specific manufacturing processes.

<p>17. Describe what generally differentiates your company from your key competitors as it pertains to carpet, resilient flooring and services.</p>	<p>Our key to staying ahead of the game is our superior customer service. Being on time, efficient and completing projects on time has generated long term repeat customers. We reply to questions and respond to requests in a quick and professional manner.</p>	<p>Robust Product Offering: We offer you more styles than any manufacturer in the industry. Shaw manufactures more than 200 carpet tile styles and more than 400 broadloom styles. In addition, we offer approximately 75 resilient styles.</p> <p>Award-winning Design: Shaw Contract leads the industry in design, having won Best of Neocon awards, the preeminent commercial design award, for 14 of the prior 15 years.</p> <p>Turnkey Project Management: Our Shaw Integrated Solution (SIS) division provides full turnkey project management for some of the largest companies in the world. Our experts can find the right installer for your agencies, track orders and schedule deliveries, and bundle different types of flooring in one delivery. SIS has managed installation projects for more than 250 million square feet of flooring and more than 75,000 projects for such complex accounts as Bank of America and JCPenney.</p> <p>Vertical Integration: We are the most vertically integrated carpet manufacturer in the industry, meaning we control the manufacturing process from start to finish, ensuring you receive competitive pricing, high quality products and on-time delivery. We manufacturer our carpet fiber, and unlike other manufacturers, we do not rely on third parties. In fact, we are the largest carpet manufacturer in the world and the largest carpet fiber manufacturer in the world. We have the ability to adjust manufacturing capacity and plan production to fit your members' needs. Our on-time manufacturing rate is 98%.</p> <p>Top Quality Products: We maintain the highest standards of quality with hundreds of quality checks during our manufacturing processes. Our products are manufactured to ISO 9001 standards. Our commitment to this stringent quality control results in a less than 1% claims rate.</p> <p>Sustainable Products: We were the first flooring manufacturer to offer Cradle to Cradle Certified™ products, which means these products are safe for human health, safe for the environment and responsibly manufactured. Currently, 92% of the commercial products we manufacture meet the stringent requirements of this highest environmental standard in the industry.</p> <p>On-time Delivery: Unlike other manufacturers, we own and operate a robust distribution infrastructure, ensuring your members receive their products on time. Our fleet of 800 tractors and 3,000 trailers, which is the largest private trucking fleet in the industry, is supported by 28 regional distribution centers located across the U.S. Our on-time delivery rate is 98%.</p> <p>Free Reclamation and Recycling: Our EcoWorx product are backed by an Environmental Guarantee, which states we will collect, transport and recycle the product for free at the end of useful life with a minimum of 500 square yards. This saves your members landfill tipping fees and helps to preserve the environment. As the largest carpet recycler in the world, we lead the industry in reclaiming and recycling carpet.</p> <p>Free Maintenance Support: Because proper maintenance is key to maximizing the look and life of flooring, we provide your members with a free maintenance and cleaning program. This interactive program,</p>
---	--	---

		<p>M.A.C. Advantage, allows them to train staff quickly and easily on proper carpet care. The engaging program ensures that your members' staff uses the maintenance and cleaning techniques that will extend the life of their carpet and it can be accessed anytime, anywhere. In addition, we provide a quick Floor Stain Center iPhone application to guide them on removing the most common stains from carpet.</p> <p>Technical Support: Your members receive the support of the largest technical services department in the industry. Our technical experts are available to answer any questions they may have and can visit their jobsites if necessary to provide additional support.</p> <p>As a leading floorcovering provider, Shaw has more than 45,000 customers. Although there is a continuous flow of customers that cycle in and out of the industry, we have a retention rate of 93%. Our market data shows that we have grown market share over the last few years. Also, according to the <i>Floor Focus</i> magazine survey of facility managers, Shaw was voted "best overall business experience" among carpet manufacturers.</p> <p>We provide product and services to thousands of customers each year. Shaw Integrated Solutions completed 1,036 turnkey installations in 2016.</p>
18. Please describe your customer retention (i.e. customers who are served that continue to be repeat customers).	We rate this very high and strive to ensure we do our work quickly and professionally to foster repeat customers. We have many repeat customers and value them.	
19. How many clients/customers does your organization, on average, provide material and/or installation services for each year.	We serviced 2,400 customers in 2016	
20. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is not able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	We can service all areas.	We can service all these regions and states.
21. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to sales, delivery, installation, training, maintenance and support? Of those mentioned, please include the average	There will be two dedicated to sales, delivery, maintenance and support with 62 years experience. There will be 30 installers with an average 10 years experience.	Three sales representatives, David Dorholt, Clint Liddiard and Brian Crosby, will be dedicated to promoting your contract, including one in each state. Their average tenure with Shaw is 18 years. A project manager and a contract administrator from Shaw Integrated Services (SIS) project management team will be dedicated to your account; these associates have more than 10 years of experience.

<p>tenure in their job duties.</p> <p>22. Please explain the certifications and/or trainings your installers possess and adhere to.</p>	<p>All have been certified in the installation processes of the products we sell.</p>	<p>We vet our installation partners to ensure they have the knowledge and experience to expertly install your members' flooring. We select installation partners based on their experience and tenure in the local market. In addition, we offer installer training for in-house installation teams and your members' preferred installers. Our installation training program is a two-and-a-half-day course in Cartersville, GA, complete with two mill tours. Installers are trained in: installation methods, adhesives, seam sealers, installation equipment, carpet backings, floor preparation, seaming methods and the Vertical Installation Technology (VIT) system which eliminates furniture moving. The training is free of charge and your members of the installers would pay for transportation and accommodations.</p> <p>Shaw Industries, Inc. will utilize Shaw Integrated Solutions (SIS) for installation needs. Our team of SIS account managers will work closely with our Government Sales Contract Administrator to ensure all terms and conditions are met on a daily basis.</p>
<p>23. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract.</p> <p><u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u></p>	<p>All our subcontractors have worked for us for many years and understand our procedures and method of doing business in a professional and efficient manner.</p>	<p>Your SIS project manager will be in regular contact with your member's facility manager. If at any time during an installation project, your member is not satisfied with our progress, quality or behavior, Shaw Integrated Solutions (SIS) will make immediate adjustments.</p>
<p>24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (i.e. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are kept.</p>	<p>All our installers know and understand the rules of public work. Those that break the rules do not work for us long.</p>	<p>Your SIS project manager will be in regular contact with your member's facility manager. If at any time during an installation project, your member is not satisfied with our progress, quality or behavior, Shaw Integrated Solutions (SIS) will make immediate adjustments.</p>

25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design a flooring concept? How do you match flooring to the needs of the agency? What factors are considered when working with an agency? Please note any costs associated with assessment, design and layout in Form C – Pricing Schedule.	We mostly rely on our personal experience and expertise to provide the correct floor for the use. We warranty our products for 10 years and installation for 5 years so we are very conscious of providing the correct product. We also want repeat customers and that only happens when we have satisfied customers. If the customer can't afford the correct product we document why they should and what areas will be compromised by the incorrect product so they proceed with the full knowledge of the limitations. This may be due to budget constraints or length of life exception such as moving to another location in 5 years etc. We also work with an interior design consultant for those clients that want to coordinate flooring with paint/wall covering/furniture etc. This work is done on an hourly basis and a per mile fee. We currently use this on less than 1% of our projects.	Your Shaw sales representatives are experts in flooring. They will work with your agencies to determine their needs and to recommend products. Some of those considerations are traffic patterns, the amount of sunlight, the condition of the floor, moisture, design, maintenance and cleaning. We meet with the agencies to determine their needs and the factors that are most important to them. There are no additional costs associated with this service.
26. Describe any assessment, design and layout services that your company offers.	We help with most of this as part of our service. We have to farm it out to our designer and a CAD service if too involved.	We recommend products to your agencies based on an assessment of their needs, which includes considering factors such as traffic patterns, environmental conditions, style and design, performance specifications and sustainability requirements.
27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	Many of our lead generation is through 1) Trade shows 2) Direct mail 3) Word of mouth 4) Referrals 5) Email blasts 6) Cold calling We do not need to hear very much to follow up on a lead. For instance, if a school board member stops by our booth at the MSBA show and thinks their elementary school needs flooring, I am calling their facilities person the next day looking for an appointment.	Our sales representatives will call on your member agencies in the education, government and nonprofit segments, using this contract as a warm lead. We will request meetings and communications with the agencies in order to understand their flooring needs. Based on these needs, we will recommend solutions. During this process, we will educate agencies on the use of this contract as an easy way to satisfy their bid requirements while maintaining quality and using local businesses for their installation projects.
28. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?	Ordering flooring is very difficult as the quantities must be correct, the backings must be correct, the adhesives and sealers must match the environmental conditions, the freight route and carriers must be lined up correctly. All orders should go through our sales reps to process correctly.	Your agencies will have a single point of contact with our Shaw Integrated Solutions (SIS) division for ordering and turnkey services. Your agencies will contact this SIS project manager with information about the project by phone, email or fax. The steps for each turnkey project are: 1. Your member agency contacts the project manager with project information, scalable drawings, a floor finish schedule and a job site contact. 2. SIS measures the space, assesses site conditions and determines the scope of work. 3. The project manager sends the agency a proposal outlining the scope of work including: a. Flooring materials and adhesives, b. Labor services, c. Ancillary products such as base and transitions, d. Freight, and e. Taxes.

		<div><div>4. The agency reviews and amends or approves the proposal.</div><div>5. The agency provides a purchase order to the project manager.</div><div>6. The project manager orders the material and gives the agency an estimated ship date.</div><div>7. The project manager coordinates a delivery date with the agency and the flooring contractor.</div><div>8. SIS installs the job on the agreed date and notifies the agency of the completion.</div><div>9. SIS conducts a walk through with the agency's designated representative and develops a punch list.</div><div>10. SIS completes the punch list and returns it to the agency for approval.</div><div>11. The agency approves the completion.</div><div>12. SIS sends the agency close-out documents and an invoice.</div><div>13. The agency approves the invoice and submits payment to SIS.</div></div>												
29. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	We operate out of our single office and do on site assessments 99% of the time. On occasion, a agency may know what they want and when and place the order by email or phone.	We have no retail locations. Your member agencies would receive contract pricing by ordering through their single point of contact with our Shaw Integrated Solutions division.												
30. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?	We have 12,000 sf of heated warehouse in Rochester and deliver weekly. Ordered products can take 1-8 weeks to receive.	We ship out of five main distribution points in Dalton, GA, to 28 distribution centers we own and operate, including our regional distribution center in Minneapolis, MN. Inventory is managed out of Dalton, GA. Because carpet is offered in so many colors, most orders are manufactured on demand. We maintain 39 of our most popular carpets in stock. For hard surface, 95% of our offerings are available in inventory. We have quick ship carpet products: 367 basic broadlooms, 86 performance broadlooms (moisture management) and 311 carpet tile SKUs. These are available within 2 weeks. Our commercial service rate from these locations is 22%.												
31. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.	We deliver as the product becomes available. If in stock at our warehouse, we deliver within 5 business days. If not in stock it may take 1-8 weeks depending on factory stock. We assess the client's needs before suggesting a non-stocking item in case they need something quickly.	We deliver their products using our own robust distribution network, which means we have full control over the delivery process. We own and operate 28 regional distribution centers located across the U.S. and the largest private trucking fleet in the industry, which is comprised of 800 trucks and 3,000 trailers. Delivery lead time is three to five days to any of your member locations. Manufacturing lead times are as follows:												
<table><tr><th colspan="4">Production Lead Times, Manufactured and Stocked</th></tr><tr><th>Product</th><th>Lead Time</th><th>In Stock Lead Time</th><th></th></tr><tr><td>Broadloom, Running Line</td><td>4-6 weeks</td><td></td><td>24-72 hours</td></tr></table>			Production Lead Times, Manufactured and Stocked				Product	Lead Time	In Stock Lead Time		Broadloom, Running Line	4-6 weeks		24-72 hours
Production Lead Times, Manufactured and Stocked														
Product	Lead Time	In Stock Lead Time												
Broadloom, Running Line	4-6 weeks		24-72 hours											

			Carpet Tile, Running Line	6-8 weeks	24-72 hours	
			Carpet Quick Ship Products	10 days	24-72 hours	
			Carpet Stocked Products	3 days	24-72 hours	
			Luxury Vinyl Tile LVT	12-14 weeks	24-72 hours	
			In the event of a service or delivery issue, your agency would contact Shaw Integrated Solutions Account Manager Loveland Haman. If the delivery is damaged, your account manager will immediately reorder the product and arrange for you to return the product. If your delivery is late, we will expedite delivery. Because we own and operate a robust distribution network comprised of 28 regional distribution centers located across the U.S. and the largest private trucking fleet in the industry, we can expedite delivery if needed. Our on-time delivery rate is 98%. Your account manager will stay in contact with your facility manager in order to avoid such issues.			
			We provide delivery of your products with our private trucking fleet, which includes 800 trucks and 3,000 trailers. This is the largest private trucking fleet in the industry.			
			We offer installation services through our Shaw Integrated Services division. They have installed 250 million square feet of flooring and have completed 75,000 projects. They provide all types of flooring installation.			
			The Shaw Integrated Services (SIS) team will complete a full job-site visit before we issue a proposal for the job. The job site visit will ensure that SIS quotes all necessary labor items. Our teams will moisture test and apply any necessary floor preparations prior to installing the new materials. Once the installation is complete, our team will remove all debris to ensure the new floor is clean. Then they will conduct a walk through with your agency's staff and create a punch list. All items will be addressed to the satisfaction of your agency.			
			Our installation partners are responsible for demolition, removal of your members' existing flooring and disposal; floor preparation if required; furniture removal and replacement or furniture lift; flooring installation; and base and transition installation. An installation team is comprised of a mechanic, a highly trained and experienced installer who is responsible for the layout, and apprentices, who are responsible for installing the new flooring.			
			We offer the strongest warranties in the industry. Most of our carpet products carry a lifetime warranty and all of our carpet products carry a warranty on static, wear, tuft bind, edge ravel and delamination. Our carpet tile products carry an additional warranty on dimensional stability. Our solution dyed yarns carry an additional warranty on colorfastness and stains. Our resilient products carry 10-year warranties covering defects.			

32. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	We look for long term repeat customers. To accomplish this, we always respond to concerns quickly and resolve issues immediately. We tend to side with the customer on all issues and make immediate corrections while we fight it out with the supplier/installer.	In the event of a service or delivery issue, your agency would contact Shaw Integrated Solutions Account Manager Loveland Haman. If the delivery is damaged, your account manager will immediately reorder the product and arrange for you to return the product. If your delivery is late, we will expedite delivery. Because we own and operate a robust distribution network comprised of 28 regional distribution centers located across the U.S. and the largest private trucking fleet in the industry, we can expedite delivery if needed. Our on-time delivery rate is 98%. Your account manager will stay in contact with your facility manager in order to avoid such issues.			
33. Describe all delivery and installation services that your company offers.	Deliveries from the factory are to the customers door, they would need to off load. Deliveries from our warehouse we can offload. Installed products we deliver and install at the same time.	We provide delivery of your products with our private trucking fleet, which includes 800 trucks and 3,000 trailers. This is the largest private trucking fleet in the industry.			
34. Describe the examination, preparation, installation, and cleaning process that your company provides as a turnkey flooring solution.	Call comes in requesting an assessment. We meet with the client within 5 days. Provide a quote within three days. Order materials when receiving a PO and schedule installation when the product arrives. We install the product at the agreed time, vacuum and wipe down vinyl and VCT. Then, we send out an invoice.	We offer installation services through our Shaw Integrated Services division. They have installed 250 million square feet of flooring and have completed 75,000 projects. They provide all types of flooring installation.			
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	The installation teams review the project with the project manager. Arrive on site and meet with the owner to review sequence and any special conditions. Demo and prep the floor, install the materials, clean up and haul all debris. The installers are all CFI Certified. They have all passed background checks and many have passed the enhanced check to work in prisons and jails.	The Shaw Integrated Services (SIS) team will complete a full job-site visit before we issue a proposal for the job. The job site visit will ensure that SIS quotes all necessary labor items. Our teams will moisture test and apply any necessary floor preparations prior to installing the new materials. Once the installation is complete, our team will remove all debris to ensure the new floor is clean. Then they will conduct a walk through with your agency's staff and create a punch list. All items will be addressed to the satisfaction of your agency.			
36. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form	We have an in house warranty of 10 years on a pro rated basis at 10%/yr covering satisfaction of performance. The only thing not covered is damage and moisture problems. We also have a 5 year installation warranty. Each manufacturer has their own warranty that is also in effect. If a manufacturer claim is entered we have to involve an inspection agency for a determination. If it is our warranty, we handle internally.	We offer the strongest warranties in the industry. Most of our carpet products carry a lifetime warranty and all of our carpet products carry a warranty on static, wear, tuft bind, edge ravel and delamination. Our carpet tile products carry an additional warranty on dimensional stability. Our solution dyed yarns carry an additional warranty on colorfastness and stains. Our resilient products carry 10-year warranties covering defects.			

<p>C - Pricing Schedule – Services.</p> <p>37. Please describe any other “value adds” and or services your company can bring to CPC’s participating agencies.</p>	<p>Our experience working with public agencies for 30 plus years. Our large inventory levels and highly experienced installation staff.</p>	<p>Maintenance Support Proper maintenance is key to maximizing the look and life of your agencies’ flooring. To provide them with a comprehensive solution, we offer maintenance support in several formats. In addition to detailed printed maintenance guidelines, we provide online and onsite maintenance training. Our free online, interactive maintenance and cleaning program, M.A.C. Advantage, allows your agencies to train their staffs quickly and easily on proper carpet care. We can also provide you with onsite maintenance training. In addition, we offer a quick Floor Stain Center iPhone application to guide your staff on removing the most common stains from carpet.</p> <p>Technical Support When your members need assistance, they can call our technical support department to resolve any issues or gain answers to any questions. We maintain the largest technical services department in the industry, permitting us to dispatch a technician to assist with issue resolution. Our 32 experts are trained by industry associations and sit on industry committees.</p> <p>Free Reclamation and Recycling We reclaim and recycle your EcoWorx carpet products for free. Our Environmental Guarantee states we will collect, transport and recycle these products at no cost to your members with a 500 square yard minimum.</p> <p>Customized Microsite We will create and host a customized website featuring the products and services available to your members and covering all the details related to your contract.</p> <p>Net 30</p>
<p>38. What are your payment terms?</p>	<p>Net 30 days</p>	<p>Net 30</p>
<p>39. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?</p>	<p>We do however we have to add the fee to the invoice. Usually 3%.</p>	<p>Yes, we take credit cards. We do not charge a fee.</p>
<p>40. Does your company offer any prompt payment discounts? If so, please describe.</p>	<p>We do not</p>	<p>Because we are offering your members the most competitive pricing, we do not offer prompt payment discounts.</p>
<p>41. Please describe how your company handles any applicable excise, use, or local taxes in which the products are delivered and installed (e.g. Our company</p>	<p>We have included all taxes in our installed prices. Our uninstalled prices do not include tax.</p>	<p>Taxes will be shown as a line item on quotes generated on a project-by-project basis.</p>

includes all taxes in our pricing and that pricing is reflected in Form C, or, our company includes the tax a separate line item on the quote/invoice).		
42. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	We need a written PO prior to ordering. Most orders are non-cancellable without a restocking charge.	There are none.
43. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	None.	<p>Proposed change to Defects:</p> <p>All products must be 100% guaranteed in accordance with the products applicable written warranty. Any product which is received damaged, found to be defective, or does not perform to the end users' expectations in accordance with the product's warranty must be repaired or replaced at the vendor's expense including all shipping/delivery charges in accordance with the product's warranty. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.</p>

Form C.1 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Hiller Commercial Floors

Shaw Industries, Inc.

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	0.00%	0.00%	0.00%
Davis Bacon wage project:	0.00%	0.00%	0.00%
We pay the installers Prevailing Wages Rates regardless if they are required or not. As such, we would not use any multiplier.			

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:	N/A	N/A	N/A
Prevailing wage project:	N/A	N/A	N/A
Davis Bacon wage project:	N/A	N/A	N/A
Note: Prevailing wages and union labor are not included in labor/service rates.			

Form C.2 - Category Discount

*Please note this spreadsheet has multiple workbooks/tabs.

Hiller Commercial Floors			
Catalog/Category/Manufacturer	Grouping	Discount Offered	Comments
Broadloom Carpet		25%	
Shaw Contract Flooring		25%	
Tandus Carpet		25%	
Carpet Tile		25%	
Shaw Contract Flooring		25%	
Tandus Carpet		25%	
Milliken Carpet		25%	
J&J Carpet		25%	
VCT		25%	
Azrock		25%	
Rickett		25%	
Armstrong		25%	
American Biltrite		25%	
LVT		25%	
Metroflor		25%	
Milliken LVT		25%	
Armstrong		25%	
Shaw Contract Flooring		25%	
LVP		25%	
Milliken Plank		25%	
Gorilla Floors		25%	
Sheet Vinyl		25%	
Mannington Mills		25%	
Armstrong		25%	
Shaw Contract Flooring		25%	
Tarkett		25%	
Sheet Rubber		25%	
RC Mussen		25%	
Mondo		25%	
Tarkett		25%	
Rubber Tile		25%	
Protectall		25%	
Tarkett		25%	
Nora		25%	
Johnsonite		25%	
Mannington Mills		25%	
Stair Treads and Nosings		25%	
Johnsonite		25%	
Nora		25%	
Sheet Linoleum		25%	
Marmmoleum		25%	
Vinyl Base, Rubber Base, Reducers		25%	
Johnsonite		25%	

Shaw Industries, Inc.			
Catalog/Category/Manufacturer	Grouping	Discount Offered	Comments
Broadloom		34%-57%	
Carpet Tile		43%-51%	
Carpet Adhesives		28%-29%	
Resilient		47%-53%	
Resilient Adhesive		32%-33%	

Form C.3A - Carpet Pricing Schedule

*Please note this spreadsheet has multiple workbooks/tabs.

Definitions: Product Category: Broadloom, carpet tile, and accessories. Unit of Measure: Sq. Ft. = Square Foot, Sq. Yd. = Square Yard, Ln. Ft. = Lineal Foot Weekdays: Monday - Friday, 6am to 5pm. Weekday Evenings: after 5pm and before 6am. Saturday:

Hiller Commercial Floors

Shaw Industries, Inc.

REQUIRED FORM

Product Category	Manufacturer	Style	UOM	MSRP List Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Weekday Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
Broadloom	Shaw Contract	Accomplish	sq yd	\$ 26.33	25%	\$ 19.75	\$ 11.25	\$ 31.00	\$ 12.45	\$ 32.20	\$ 16.25	\$ 36.00	
Broadloom	Shaw Contract	Associate	sq yd	\$ 17.07	25%	\$ 12.80	\$ 10.80	\$ 23.60	\$ 11.40	\$ 24.20	\$ 15.80	\$ 28.60	
Broadloom	Shaw Contract	Conte	sq yd	\$ 26.33	25%	\$ 19.75	\$ 11.25	\$ 31.00	\$ 12.45	\$ 32.20	\$ 16.25	\$ 36.00	
Broadloom	Shaw Contract	Entity	sq yd	\$ 22.67	25%	\$ 17.00	\$ 11.00	\$ 28.00	\$ 12.20	\$ 29.20	\$ 16.00	\$ 33.00	
Broadloom	Shaw Contract	Erase	sq yd	\$ 26.33	25%	\$ 19.75	\$ 11.25	\$ 31.00	\$ 12.45	\$ 32.20	\$ 16.25	\$ 36.00	
Broadloom	Shaw Contract	Interplay	sq yd	\$ 19.60	25%	\$ 14.70	\$ 10.90	\$ 25.60	\$ 12.10	\$ 26.80	\$ 15.90	\$ 30.60	
Broadloom	Shaw Contract	Profile	sq yd	\$ 28.33	25%	\$ 21.25	\$ 11.75	\$ 33.00	\$ 12.95	\$ 34.20	\$ 16.75	\$ 38.00	
Broadloom	Shaw Contract	Social Media	sq yd	\$ 23.33	25%	\$ 17.50	\$ 11.20	\$ 28.70	\$ 12.40	\$ 29.90	\$ 16.20	\$ 33.70	
Broadloom	Shaw Industries, Inc.	3 Square	square yard	\$ 45.32	54%	\$ 20.96		\$ 20.96		\$ 20.96		\$ 20.96	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Amplify	square yard	\$ 27.01	45%	\$ 14.84		\$ 14.84		\$ 14.84		\$ 14.84	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Aspire EPBL	square yard	\$ 31.41	50%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Basket	square yard	\$ 43.74	47%	\$ 23.00		\$ 23.00		\$ 23.00		\$ 23.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Bridge	square yard	\$ 33.75	47%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Cadence	square yard	\$ 36.11	48%	\$ 18.92		\$ 18.92		\$ 18.92		\$ 18.92	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Collage	square yard	\$ 32.13	44%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Dawn	square yard	\$ 31.68	43%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Dimension	square yard	\$ 23.95	34%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Dusk	square yard	\$ 31.68	43%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Faade	square yard	\$ 24.93	36%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Glade	square yard	\$ 32.23	41%	\$ 18.92		\$ 18.92		\$ 18.92		\$ 18.92	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Glow	square yard	\$ 46.01	57%	\$ 19.94		\$ 19.94		\$ 19.94		\$ 19.94	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Highlight	square yard	\$ 30.82	42%	\$ 17.90		\$ 17.90		\$ 17.90		\$ 17.90	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Illuminate	square yard	\$ 27.01	41%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Joie	square yard	\$ 41.21	44%	\$ 23.00		\$ 23.00		\$ 23.00		\$ 23.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Layer	square yard	\$ 23.95	34%	\$ 15.86		\$ 15.86		\$ 15.86		\$ 15.86	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Pebble	square yard	\$ 41.44	47%	\$ 21.98		\$ 21.98		\$ 21.98		\$ 21.98	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates

Product Category	Manufacturer	Style	UOM	MSRP List Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Weekend Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
Broadloom	Shaw Industries, Inc.	Portland	square yard	\$ 38.43	48%	\$ 19.94		\$ 19.94		\$ 19.94		\$ 19.94	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Prosper EPBL	square yard	\$ 29.63	50%	\$ 14.84		\$ 14.84		\$ 14.84		\$ 14.84	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Thrive	square yard	\$ 30.06	51%	\$ 14.84		\$ 14.84		\$ 14.84		\$ 14.84	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Trellis	square yard	\$ 46.08	46%	\$ 25.04		\$ 25.04		\$ 25.04		\$ 25.04	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Verve	square yard	\$ 41.21	42%	\$ 24.02		\$ 24.02		\$ 24.02		\$ 24.02	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Shaw Industries, Inc.	Vltae	square yard	\$ 41.21	42%	\$ 24.02		\$ 24.02		\$ 24.02		\$ 24.02	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Broadloom	Tandus-Centiva	Abrasive Action II	sq yd	\$ 73.33	25%	\$ 55.00	\$ 12.00	\$ 67.00	\$ 13.00	\$ 68.00	\$ 15.00	\$ 70.00	
Broadloom	Tandus-Centiva	Assertive Action	sq yd	\$ 57.33	25%	\$ 43.00	\$ 14.00	\$ 57.00	\$ 15.00	\$ 58.00	\$ 17.00	\$ 60.00	
Broadloom	Tandus-Centiva	Applause	sq yd	\$ 35.33	25%	\$ 26.50	\$ 14.50	\$ 41.00	\$ 15.50	\$ 42.00	\$ 17.50	\$ 44.00	
Broadloom	Tandus-Centiva	Alternath	sq yd	\$ 35.33	25%	\$ 26.50	\$ 14.50	\$ 41.00	\$ 15.50	\$ 42.00	\$ 17.50	\$ 44.00	
Broadloom	Tandus-Centiva	Assertive Stria	sq yd	\$ 57.33	25%	\$ 43.00	\$ 14.00	\$ 57.00	\$ 15.00	\$ 58.00	\$ 17.00	\$ 60.00	
Broadloom	Shaw Contract	Blox	sq yd	\$ 40.00	25%	\$ 30.00	\$ 11.50	\$ 41.50	\$ 12.70	\$ 42.70	\$ 16.50	\$ 46.50	
Carpet Tile	Shaw Contract	Captivate/Intrigue	sq yd	\$ 31.33	25%	\$ 23.50	\$ 11.50	\$ 35.00	\$ 12.70	\$ 36.20	\$ 16.50	\$ 40.00	
Carpet Tile	Shaw Contract	Diffuse/Disperse	sq yd	\$ 30.00	25%	\$ 22.50	\$ 11.50	\$ 34.00	\$ 12.70	\$ 35.20	\$ 16.50	\$ 39.00	
Carpet Tile	Shaw Contract	Field	sq yd	\$ 30.00	25%	\$ 22.50	\$ 11.50	\$ 34.00	\$ 12.70	\$ 35.20	\$ 16.50	\$ 39.00	
Carpet Tile	Shaw Contract	Rotate/Copy/Construct	sq yd	\$ 33.33	25%	\$ 25.00	\$ 11.75	\$ 36.75	\$ 12.95	\$ 37.95	\$ 16.75	\$ 41.75	
Carpet Tile	Shaw Contract	Tangle/Tempt	sq yd	\$ 30.00	25%	\$ 22.50	\$ 11.50	\$ 34.00	\$ 12.70	\$ 35.20	\$ 16.50	\$ 39.00	
Carpet Tile	Shaw Contract	Think/Engage/Impact	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Shaw Contract	Welcome II/Bon Jour	sq yd	\$ 48.00	25%	\$ 36.00	\$ 13.00	\$ 49.00	\$ 14.20	\$ 50.20	\$ 18.00	\$ 54.00	
Carpet Tile	Shaw Industries, Inc.	Absorbed	square yard	\$ 40.13	46%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Achromatic	square yard	\$ 41.40	48%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Activity	square yard	\$ 43.02	45%	\$ 23.54		\$ 23.54		\$ 23.54		\$ 23.54	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Align	square yard	\$ 41.33	46%	\$ 22.52		\$ 22.52		\$ 22.52		\$ 22.52	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Allure	square yard	\$ 30.43	43%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Analog	square yard	\$ 40.77	47%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Applied	square yard	\$ 40.13	46%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Augment	square yard	\$ 37.80	46%	\$ 20.48		\$ 20.48		\$ 20.48		\$ 20.48	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Byline	square yard	\$ 33.24	45%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Catalyst	square yard	\$ 32.01	49%	\$ 16.40		\$ 16.40		\$ 16.40		\$ 16.40	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Chroma	square yard	\$ 42.94	45%	\$ 23.54		\$ 23.54		\$ 23.54		\$ 23.54	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Color Form	square yard	\$ 38.43	44%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Color Frame	square yard	\$ 38.43	44%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Direction	square yard	\$ 32.22	46%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates

Product Category	Manufacturer	Style	UOM	MSRP List Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Weekday Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
Carpet Tile	Shaw Industries, Inc.	Distort	square yard	\$ 40.77	47%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Duotone	square yard	\$ 41.40	48%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Glimmer	square yard	\$ 30.43	43%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Glich	square yard	\$ 40.77	47%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Gradient	square yard	\$ 35.84	43%	\$ 20.48		\$ 20.48		\$ 20.48		\$ 20.48	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Hybrid	square yard	\$ 32.01	49%	\$ 16.40		\$ 16.40		\$ 16.40		\$ 16.40	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Hype	square yard	\$ 37.80	46%	\$ 20.48		\$ 20.48		\$ 20.48		\$ 20.48	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Infinite	square yard	\$ 35.72	48%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Linage	square yard	\$ 33.31	45%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Link	square yard	\$ 33.31	45%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Manipulate	square yard	\$ 40.77	47%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Momentum IV	square yard	\$ 32.16	49%	\$ 16.40		\$ 16.40		\$ 16.40		\$ 16.40	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Path	square yard	\$ 50.33	45%	\$ 27.62		\$ 27.62		\$ 27.62		\$ 27.62	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Pete II 20	square yard	\$ 35.21	51%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Portal	square yard	\$ 50.33	45%	\$ 27.62		\$ 27.62		\$ 27.62		\$ 27.62	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Prarie	square yard	\$ 44.08	44%	\$ 24.56		\$ 24.56		\$ 24.56		\$ 24.56	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Reverse	square yard	\$ 32.22	46%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Sculpt	square yard	\$ 41.33	46%	\$ 22.52		\$ 22.52		\$ 22.52		\$ 22.52	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Shape	square yard	\$ 32.22	46%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Shine	square yard	\$ 30.43	43%	\$ 17.42		\$ 17.42		\$ 17.42		\$ 17.42	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Spectrum	square yard	\$ 42.76	45%	\$ 23.54		\$ 23.54		\$ 23.54		\$ 23.54	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Trace	square yard	\$ 41.33	46%	\$ 22.52		\$ 22.52		\$ 22.52		\$ 22.52	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Tru Colours	square yard	\$ 49.95	49%	\$ 25.58		\$ 25.58		\$ 25.58		\$ 25.58	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Vast	square yard	\$ 35.72	48%	\$ 18.44		\$ 18.44		\$ 18.44		\$ 18.44	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Vibrant	square yard	\$ 40.13	46%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Shaw Industries, Inc.	Visible	square yard	\$ 40.13	46%	\$ 21.50		\$ 21.50		\$ 21.50		\$ 21.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Carpet Tile	Tandus-Centiva	Abrasive Action II	sq yd	\$ 79.67	25%	\$ 59.75	\$ 12.00	\$ 71.75	\$ 13.00	\$ 72.75	\$ 15.00	\$ 74.75	
Carpet Tile	Tandus-Centiva	Assertive Action	sq yd	\$ 65.33	25%	\$ 49.00	\$ 10.60	\$ 59.60	\$ 11.60	\$ 60.60	\$ 13.60	\$ 62.60	

C.3A - Carpet Pricing

Product Category	Manufacturer	Style	UOM	MSRP List Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Weekday Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
Carpet Tile	Tandus-Centiva	Applause	sq yd	\$ 39.67	25%	\$ 29.75	\$ 12.55	\$ 42.30	\$ 13.55	\$ 43.30	\$ 15.55	\$ 45.30	
Carpet Tile	Tandus-Centiva	Applause	sq yd	\$ 38.67	25%	\$ 29.00	\$ 12.50	\$ 41.50	\$ 13.50	\$ 42.50	\$ 15.50	\$ 44.50	
Carpet Tile	Tandus-Centiva	Asserting Stria	sq yd	\$ 65.33	25%	\$ 49.00	\$ 10.60	\$ 59.60	\$ 11.60	\$ 60.60	\$ 13.60	\$ 62.60	
Carpet Tile	l&l/Invision	Kinetix	sq yd	\$ 38.00	25%	\$ 28.50	\$ 10.00	\$ 38.50	\$ 11.20	\$ 39.70	\$ 15.00	\$ 43.50	
Carpet Tile	Milliken	Centro	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Fixate Loop	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Formwork	sq yd	\$ 28.67	25%	\$ 21.50	\$ 11.20	\$ 32.70	\$ 12.40	\$ 33.90	\$ 16.40	\$ 37.90	
Carpet Tile	Milliken	Ghost Artist	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Milliken	Lycium Trimline	sq yd	\$ 33.33	25%	\$ 25.00	\$ 11.75	\$ 36.75	\$ 12.95	\$ 37.95	\$ 16.75	\$ 41.75	
Carpet Tile	Milliken	Monument & shrines	sq yd	\$ 28.67	25%	\$ 21.50	\$ 11.20	\$ 32.70	\$ 12.40	\$ 33.90	\$ 16.40	\$ 37.90	
Carpet Tile	Milliken	Paste-Up Loop	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Milliken	Remix 2.0 Trimline	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Sound & Fury	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Southern Analog	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Common Thread	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Milliken	Remix 2.0	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Milliken	Goir Palm	sq yd	\$ 44.00	25%	\$ 33.00	\$ 12.00	\$ 45.00	\$ 13.20	\$ 46.20	\$ 17.00	\$ 50.00	
Carpet Tile	Milliken	Colorfield	sq yd	\$ 33.33	25%	\$ 25.00	\$ 11.75	\$ 36.75	\$ 12.95	\$ 37.95	\$ 16.75	\$ 41.75	
Carpet Tile	Milliken	Colorfield Painter	sq yd	\$ 40.00	25%	\$ 30.00	\$ 10.00	\$ 40.00	\$ 11.20	\$ 41.20	\$ 15.00	\$ 45.00	
Carpet Tile	Milliken	Nexus/Metro	sq yd	\$ 45.33	25%	\$ 34.00	\$ 12.00	\$ 46.00	\$ 13.20	\$ 47.20	\$ 17.00	\$ 51.00	
Carpet Tile	Milliken	Sandal	sq yd	\$ 45.33	25%	\$ 34.00	\$ 12.00	\$ 46.00	\$ 13.20	\$ 47.20	\$ 17.00	\$ 51.00	
Carpet Tile	Milliken	Colonweave	sq yd	\$ 35.00	25%	\$ 26.25	\$ 11.75	\$ 38.00	\$ 12.95	\$ 39.20	\$ 16.75	\$ 43.00	
Carpet Tile	Milliken	Fixate Velvet	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Milliken	Scattergraph	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Milliken	Straight Talk	sq yd	\$ 32.00	25%	\$ 24.00	\$ 11.50	\$ 35.50	\$ 12.70	\$ 36.70	\$ 16.50	\$ 40.50	
Carpet Tile	Milliken	Elevation	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Fahrenheit	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Nordic Stories	sq yd	\$ 25.33	25%	\$ 19.00	\$ 11.00	\$ 30.00	\$ 12.20	\$ 31.20	\$ 16.00	\$ 35.00	
Carpet Tile	Milliken	Quadrus Brush	sq yd	\$ 69.33	25%	\$ 52.00	\$ 13.00	\$ 65.00	\$ 14.20	\$ 66.20	\$ 18.00	\$ 70.00	
Carpet Tile	Milliken	Quadrus Brush	sq yd	\$ 60.00	25%	\$ 45.00	\$ 13.00	\$ 58.00	\$ 14.20	\$ 59.20	\$ 18.00	\$ 63.00	
Carpet Tile	Milliken	Sepio	sq yd	\$ 52.00	25%	\$ 39.00	\$ 13.00	\$ 52.00	\$ 14.20	\$ 53.20	\$ 18.00	\$ 57.00	
Carpet Tile	RC Mussen	Linear	sq ft	\$ 30.67	25%	\$ 23.00	\$ 2.25	\$ 25.25	\$ 2.50	\$ 25.50	\$ 3.00	\$ 26.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Adhesive	W.F. Taylor	Shaw 3600 EcoWorx Broadloom Antimicrobial Adhesive	4 gallon	\$ 61.22	28%	\$ 44.00		\$ 44.00		\$ 44.00		\$ 44.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Adhesive	W.F. Taylor	Shaw 1036 Broadloom Antimicrobial Adhesive	4 gallon	\$ 56.68	28%	\$ 41.00		\$ 41.00		\$ 41.00		\$ 41.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Adhesive	W.F. Taylor	Shaw 5036 Modular Antimicrobial Adhesive	4 gallon	\$ 97.65	29%	\$ 69.00		\$ 69.00		\$ 69.00		\$ 69.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates

Form C.3A - Resilient Flooring Pricing Schedule

*Please note this spreadsheet has multiple workbooks/tabs.

Definitions: **Product Category:** Vinyl composition tile (VCT), vinyl sheet flooring, solid vinyl tile (LVT), linoleum, rubber, and accessories. **Unit of Measure:** Sq. Ft. = Square Foot, Sq. Yd. = Square Yard, Ln. Ft. = Lineal Foot. **Weekdays:** Monday - Friday, 6am to 5pm. **Weekend Evenings:** after 5pm and before 6am. **Saturday:** after 5pm on Friday to 11:59pm on Saturday. **Sundays & Holidays:** 12am Sunday and before 6am on Monday.

Hiller Commercial Floors

Shaw Industries, Inc.

REQUIRED FORM

Product Category	Manufacturer	Style	UOM	MSRP List Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Weekdays Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
Adhesive	XL Brand Adhesives	Shaw 4100 Resilient Adhesive	4 gallon	\$ 191.00	32%	\$ 130.00		\$ 130.00		\$ 130.00		\$ 130.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Adhesive	XL Brand Adhesives	Shaw 4100 Resilient Adhesive	1 gallon	\$ 58.27	33%	\$ 39.00		\$ 39.00		\$ 39.00		\$ 39.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVP	Raskin	Provence Woods	sq ft	\$ 6.33	25%	\$ 4.75	\$ 3.25	\$ 8.00	\$ 3.60	\$ 8.35	\$ 4.85	\$ 9.60	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Armstrong	Natural Creations	sq ft	\$ 5.07	25%	\$ 3.80	\$ 2.34	\$ 6.14	\$ 2.74	\$ 6.54	\$ 3.14	\$ 6.94	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Armstrong	Parallel 20	sq ft	\$ 3.73	25%	\$ 2.80	\$ 2.38	\$ 5.18	\$ 2.60	\$ 5.40	\$ 2.80	\$ 5.60	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Metroflor	Versatail Shale	sq ft	\$ 2.67	25%	\$ 2.00	\$ 2.00	\$ 4.00	\$ 2.22	\$ 4.22	\$ 2.52	\$ 4.52	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Metroflor	Aspecta	sq ft	\$ 4.33	25%	\$ 3.25	\$ 2.45	\$ 5.70	\$ 2.70	\$ 5.95	\$ 3.30	\$ 6.55	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Milliken	Stone/Wood	sq ft	\$ 3.73	25%	\$ 2.80	\$ 2.38	\$ 5.18	\$ 2.60	\$ 5.40	\$ 2.80	\$ 5.60	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Milliken	Freelay	sq ft	\$ 5.81	25%	\$ 4.36	\$ 2.49	\$ 6.85	\$ 2.89	\$ 7.25	\$ 3.69	\$ 8.05	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Shaw Contract	Uncommon Ground	sq ft	\$ 3.87	25%	\$ 2.90	\$ 2.30	\$ 5.20	\$ 2.55	\$ 5.45	\$ 2.90	\$ 5.80	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Shaw Contract	Brush/Line/Plaster	sq ft	\$ 3.87	25%	\$ 2.90	\$ 2.30	\$ 5.20	\$ 2.55	\$ 5.45	\$ 2.90	\$ 5.80	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Shaw Industries, Inc.	Crete	square feet	\$ 4.64	50%	\$ 2.34		\$ 2.34		\$ 2.34		\$ 2.34	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Shaw Industries, Inc.	Jeogori	square feet	\$ 4.64	50%	\$ 2.34		\$ 2.34		\$ 2.34		\$ 2.34	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
LVT	Shaw Industries, Inc.	Soltude	square feet	\$ 5.00	47%	\$ 2.64		\$ 2.64		\$ 2.64		\$ 2.64	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Reducer	Johnsonite	CTA	lin ft	\$ 5.33	25%	\$ 4.00	\$ 2.00	\$ 6.00	\$ 3.00	\$ 7.00	\$ 5.00	\$ 9.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Resilient	Shaw Industries, Inc.	Change	square yard	\$ 47.00	51%	\$ 22.85		\$ 22.85		\$ 22.85		\$ 22.85	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Resilient	Shaw Industries, Inc.	Constant	square yard	\$ 47.00	51%	\$ 22.85		\$ 22.85		\$ 22.85		\$ 22.85	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Resilient	Shaw Industries, Inc.	Terrain	square feet	\$ 5.00	53%	\$ 2.34		\$ 2.34		\$ 2.34		\$ 2.34	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Base	Johnsonite	4"	lin ft	\$ 2.67	25%	\$ 2.00	\$ 1.50	\$ 3.50	\$ 1.70	\$ 3.70	\$ 2.00	\$ 4.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Base	Johnsonite	6"	lin ft	\$ 3.33	25%	\$ 2.50	\$ 1.75	\$ 4.25	\$ 2.00	\$ 4.50	\$ 2.25	\$ 4.75	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Base	Johnsonite	4.5"	lin ft	\$ 3.00	25%	\$ 2.25	\$ 1.50	\$ 3.75	\$ 1.70	\$ 3.95	\$ 2.00	\$ 4.25	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Sheet	Tarkett	Dropzone 8mm	sq ft	\$ 8.67	25%	\$ 6.50	\$ 2.00	\$ 8.50	\$ 2.30	\$ 8.80	\$ 3.00	\$ 9.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Tile	Mannington	Reset	sq ft	\$ 9.20	25%	\$ 6.90	\$ 3.00	\$ 9.90	\$ 3.40	\$ 10.30	\$ 4.10	\$ 11.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Tile	Mannington	Reset Interlocking	sq ft	\$ 9.20	25%	\$ 6.90	\$ 3.00	\$ 9.90	\$ 3.40	\$ 10.30	\$ 4.10	\$ 11.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Tile	Nora	Grano 3.5mm	sq ft	\$ 12.00	25%	\$ 9.00	\$ 4.00	\$ 13.00	\$ 4.65	\$ 13.65	\$ 5.00	\$ 14.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Tile	Protect-All	Protect-All	sq ft	\$ 6.97	25%	\$ 5.23	\$ 4.77	\$ 10.00	\$ 5.17	\$ 10.40	\$ 5.87	\$ 11.10	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Tile	Tarkett	Dropzone 8mm	sq ft	\$ 8.00	25%	\$ 6.00	\$ 3.00	\$ 9.00	\$ 3.40	\$ 9.40	\$ 4.20	\$ 10.20	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Tiles	Johnsonite	RTR	lin ft	\$ 34.00	25%	\$ 25.50	\$ 24.50	\$ 50.00	\$ 27.50	\$ 53.00	\$ 33.50	\$ 59.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Treads	Nora	Grano	lin ft	\$ 36.53	25%	\$ 27.40	\$ 20.60	\$ 48.00	\$ 23.40	\$ 50.80	\$ 29.40	\$ 56.80	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Treads	Nora	Solid	lin ft	\$ 28.00	25%	\$ 21.00	\$ 20.75	\$ 41.75	\$ 23.65	\$ 44.65	\$ 29.65	\$ 50.65	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Rubber Treads	Forbo	Marmoleum	sq ft	\$ 4.80	25%	\$ 3.60	\$ 2.50	\$ 6.10	\$ 2.90	\$ 6.50	\$ 3.55	\$ 7.15	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Sheet Linoleum	Mondo	Ramflex 6mm	sq ft	\$ 10.13	25%	\$ 7.60	\$ 3.25	\$ 10.85	\$ 3.65	\$ 11.25	\$ 4.35	\$ 11.95	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Sheet Rubber	Mondo	Ramflex 10mm	sq ft	\$ 13.60	25%	\$ 10.20	\$ 3.30	\$ 13.50	\$ 3.62	\$ 13.82	\$ 4.30	\$ 14.50	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Sheet Rubber	RC Mussen	500L	sq ft	\$ 9.44	25%	\$ 7.08	\$ 2.92	\$ 10.00	\$ 3.42	\$ 10.50	\$ 3.92	\$ 11.00	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Sheet Vinyl	Armstrong	Meditech/Meditone	sq ft	\$ 4.64	25%	\$ 3.48	\$ 2.40	\$ 5.88	\$ 3.25	\$ 6.73	\$ 3.65	\$ 7.13	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates

Product Category	Manufacturer	Style	UOM	MSRP List Price	Category Discount	Delivered Price To Member	Installation (Weekday)	Net Price To Member (Weekdays)	Installation (Weekend Evenings & Saturdays)	Net Price To Member (Weekend Evenings & Saturdays)	Installation (Sundays & Holidays)	Net Price To Member (Sundays & Holidays)	Comments
Sheet Vinyl	Mannington	Assurance	sq ft	\$ 6.60	25%	\$ 4.95	\$ 1.95	\$ 6.90	\$ 2.25	\$ 7.20	\$ 2.87	\$ 7.82	
Sheet Vinyl	Mannington	Realities	sq ft	\$ 5.53	25%	\$ 4.15	\$ 2.20	\$ 6.35	\$ 2.60	\$ 6.75	\$ 3.25	\$ 7.40	
Sheet Vinyl	Mannington	Paradigm	sq ft	\$ 5.53	25%	\$ 4.15	\$ 2.20	\$ 6.35	\$ 2.60	\$ 6.75	\$ 3.25	\$ 7.40	
Sheet Vinyl	Mannington	Vivendi	sq ft	\$ 6.13	25%	\$ 4.60	\$ 2.15	\$ 6.75	\$ 2.45	\$ 7.05	\$ 3.10	\$ 7.70	
Sheet Vinyl	Mannington	Entwined	sq ft	\$ 5.53	25%	\$ 4.15	\$ 2.20	\$ 6.35	\$ 2.60	\$ 6.75	\$ 3.25	\$ 7.40	
Sheet Vinyl	Shaw Contract	Naturalife 2.0	sq ft	\$ 3.94	25%	\$ 2.96	\$ 2.35	\$ 5.31	\$ 3.20	\$ 6.16	\$ 3.60	\$ 6.56	
Sheet Vinyl	Shaw Industries, Inc.	Basstones	square yard	\$ 50.00	52%	\$ 23.87		\$ 23.87		\$ 23.87		\$ 23.87	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Sheet Vinyl	Shaw Industries, Inc.	Blolife	square yard	\$ 48.94	51%	\$ 23.87		\$ 23.87		\$ 23.87		\$ 23.87	Material pricing provided will be ceiling prices for all three states. See C.4 - Services for installation rates
Sheet Vinyl	Tarkett	Omnisports 3.5	sq ft	\$ 4.47	25%	\$ 3.35	\$ 2.85	\$ 6.20	\$ 3.10	\$ 6.45	\$ 3.70	\$ 7.05	
Sheet Vinyl	Tarkett	Omnisports 5.0	sq ft	\$ 5.87	25%	\$ 4.40	\$ 2.95	\$ 7.35	\$ 3.20	\$ 7.60	\$ 3.85	\$ 8.25	
Sheet Vinyl	Tarkett	Omnisports 6.5	sq ft	\$ 6.27	25%	\$ 4.70	\$ 3.10	\$ 7.80	\$ 3.35	\$ 8.05	\$ 4.00	\$ 8.70	
Stair Nose	Johnsonite	Stair Nose	lin ft	\$ 6.00	25%	\$ 4.50	\$ 5.00	\$ 9.50	\$ 5.75	\$ 10.25	\$ 7.35	\$ 11.85	
VCT	Nora	Stair Nose	lin ft	\$ 21.60	25%	\$ 16.20	\$ 5.00	\$ 21.20	\$ 5.75	\$ 21.95	\$ 7.80	\$ 24.00	
VCT	American Biltrite	Texas Granite	sq ft	\$ 7.61	25%	\$ 5.71	\$ 1.89	\$ 7.60	\$ 2.09	\$ 7.80	\$ 2.39	\$ 8.10	
VCT	Armstrong	Excellon	sq ft	\$ 1.33	25%	\$ 1.00	\$ 1.45	\$ 2.45	\$ 1.77	\$ 2.77	\$ 1.97	\$ 2.97	
VCT	Azrock	V-Series	sq ft	\$ 1.33	25%	\$ 1.00	\$ 1.45	\$ 2.45	\$ 1.77	\$ 2.77	\$ 1.97	\$ 2.97	
VCT	Azrock	Cortina Grande	sq ft	\$ 5.88	25%	\$ 4.41	\$ 1.59	\$ 6.00	\$ 1.85	\$ 6.26	\$ 2.49	\$ 6.90	
VCT	Rickett	Quartz	sq ft	\$ 4.00	25%	\$ 3.00	\$ 2.15	\$ 5.15	\$ 2.40	\$ 5.40	\$ 3.00	\$ 6.00	
VCT	Rickett	Medley	sq ft	\$ 5.07	25%	\$ 3.80	\$ 2.12	\$ 5.92	\$ 2.36	\$ 6.16	\$ 2.95	\$ 6.75	
Vinyl Base	Johnsonite	4"	lin ft	\$ 1.33	25%	\$ 1.00	\$ 1.50	\$ 2.50	\$ 1.70	\$ 2.70	\$ 2.00	\$ 3.00	
Vinyl Base	Johnsonite	6"	lin ft	\$ 2.00	25%	\$ 1.50	\$ 1.75	\$ 3.25	\$ 2.00	\$ 3.50	\$ 2.25	\$ 3.75	

C.3 - Services

*Please note this spreadsheet has multiple workbooks/tabs.

Hiller Commercial Floors

Shaw Industries, Inc.

REQUIRED FORM

Assessment Services	Description	Unit of Measure	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	
			On Site Estimating/Specifying	per job	NC	NC	NC	Case by Case	

Design Services	Description	Unit of Measure	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	
			Interior Design/Specifying	per Hour	\$100	\$90	\$100	\$0.58/mile	No

Design Services	Description	Unit of Measure	Standard Price & Rate		Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	
			Install owner provided carpet/tile/adhesive per sq yd		\$7.50	\$7.00	0.58/mi	No	
	Install owner provided LVT/VCT/LVP/Adhesive per sf				\$1.75	\$1.50	0.58/mi	No	
	Install owner provided sheet vinyl/linoleum/rubber per sf				\$2.50	\$2.25	0.58/mi	No	
	Demo and haul old flooring: Carpet				\$4.25	\$4.00	0.58/mi	No	
	Carpet Demolition (Standard)	SY			N/A	\$ 3.30	\$ -	** All labor rates are "not to exceed" prices **	
	Carpet Disposal	SY			N/A	\$ 1.21	\$ -		
	Demo and haul old flooring: VCT/LVT/Sheet Resilient per sf				\$0.95	\$0.85	0.58/mi	No	
	LVT/VCT Demolition (Standard)	SF			N/A	\$ 0.62	\$ -		
	LVT/VCT Disposal	SF			N/A	\$ 0.62	\$ -		
	Sheet Vinyl Demolition (Standard)	SY			N/A	\$ 5.86	\$ -		
	Sheet Vinyl Disposal	SY			N/A	\$ 1.55	\$ -		
	Remove old adhesive for Hard Surface flooring	sf			\$0.75	\$0.60	0.58/mi	No	
	Remove old adhesive for carpet installation	sf			\$0.45	\$0.35	0.58/mi	No	
	Grind Floor to remove chemical abatement residue per sf				\$2.10	\$2.00	0.58/mi	No	
	Floor Preparation	hourly			\$100.00	\$94.00	0.59/mi	No	
	Floor Preparation (Hourly Rate; Excludes Materials	HR			N/A	\$ 67.20	\$ -		
	Furnish and install underlayment	sf			\$3.00	\$2.80	0.58/mi	No	
	Installation over pad: Stretch in	sq yd			\$8.00	\$7.50	0.58/mi	No	
	Installation over pad: Double stick	sq yd			\$11.00	\$10.00	0.58/mi	No	
	Install Transition Strips	lf			\$4	\$3.00	0.58/mi	No	
	Transition Installation (Excludes Materials)	LF			N/A	\$ 2.24	\$ -		
	Install Vinyl Base 4"	lf			\$1.75	\$1.50	0.58/mi	No	
	4" Vinyl Base Installation (Excludes Materials)	LF			N/A	\$ 1.38	\$ -		
	Install Vinyl Base 6"	lf			\$2.00	\$1.75	0.58/mi	No	
	Install Millwork Vinyl Base	lf			\$4.50	\$4.00	0.58/mi	No	

Installation Services Page 2

Flash Cove Sheet vinyl/rubber/lino: 4"	If	\$16.00	\$15.00	\$50/man	0.58/mi	No
Flash Cover Sheet vinyl/rubber/lino: 6"	If	\$18.00	\$17.00	\$50/man	0.58/mi	No
Move and Reset Furniture	Hour	\$100	\$94.00	\$50/man	0.59/mi	No
Furniture Removal and Replacement	HR	N/A	\$	61.60	\$	-
Lift Work Stations	Station	\$150.00	\$140.00	\$50/man	0.59/mi	No
Furniture Lift and Carpet Removal	SY	N/A	\$	20.90	\$	-
Recycle old carpet	sq yd	\$3.00	\$2.50	\$50/man	0.59/mi	No
Remove old base board	If	\$0.20	\$0.15	\$50/man	0.59/mi	No
Undercutting Wood Doors	each	\$150.00	\$120.00	\$50/man	0.59/mi	No
Welded Rubber or Vinyl seams	If	\$5.00	\$4.50	\$50/man	0.59/mi	No
Minor Repairs	hourly	\$100.00	\$94.00	\$50/man	0.59/mi	No
Subfloor Filler installed	Bag	\$150.00	\$134.00	\$50/man	0.59/mi	No
Installation on stairs/tiers	If	\$3.00	\$2.50	\$50/man	0.59/mi	No
Weekday evening hourly rate	hourly	\$110.00	\$105.00	\$50/man	0.59/mi	No
Weekend/Holiday Hourly Rate	hourly	\$135.00	\$126.00	\$50/man	0.59/sf	No
Moisture Testing	per probe	\$130.00	\$110.00	NA	0.59/sf	No
Stretch in Pad	sq yd	\$7.00	\$6.00	\$50/man	0.59/mi	No
Doublestick Pad	sq yd	\$11.00	\$10.00	\$50/man	0.59/mi	No
Broadloom Carpet Installation (No Pattern)	SY	N/A	\$	7.84	\$	-
Carpet Tile Installation	SY	N/A	\$	7.15	\$	-
Carpet Border Work	LF	N/A	\$	3.64	\$	-
VCT Installation (No Pattern; Excludes Materials)	SF	N/A	\$	1.38	\$	-
Skimcoat (Labor/Material)	SF	N/A	\$	0.86	\$	-
LVT Installation (No Pattern; Excludes Materials)	SF	N/A	\$	2.71	\$	-
Sheet Vinyl Installation (No Weld; Cove; Pattern; Excludes Materials)	SY	N/A	\$	25.00	\$	-
Project Management Fee (Up to 20% of Material cost)		N/A		< 20%	\$	-
Supplemental Benefit	HR	N/A		< = \$25.00 / Hr	\$	-
Trip Fee/ Mileage	Mile	N/A			\$	1.00
Note: Prevailing wages and union labor are not included in labor/service rates.						

Extended Warranty

Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
Not Available as an add on option.					
Hillier 10 year satisfaction prorated warranty	included	included	NA	NA	NA
Hillier installation 5 year warranty	included	included	NA	NA	NA

Training Services

Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
Description					
All Training is included in our costs. No additional charge					

Maint. Support

Unit of Measure	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
Description					
Free support is provided by the manufacturer by phone					

February 23, 2017

Hiller Commercial Floors
Attn: Dave Bahr
2909 South Broadway
Rochester, MN 55904

Award Decision, RFP #17.5 – Carpet & Resilient Flooring

Dear Dave Bahr:

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you in the near future to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with Hiller Commercial Floors.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is positioned below the "Regards," text.

Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

Enclosure:
Performance Bond Requirements

2/23/2017

Hiller Commercial Floors
Attn: Dave Bahr
2909 South Broadway
Rochester, MN 55904

Performance Bond Requirements, RFP #17.5 – Carpet & Resilient Flooring

Dear Dave Bahr:

Congratulations on becoming an awarded vendor with the Cooperative Purchasing Connection (CPC). We're looking forward to working with you and you'll soon be receiving a contract for review. In addition, as you may know, CPC requires awarded vendors to post a \$1,000.00 performance bond at the time an agreement is met and the contract is signed by the awarded vendor. The performance bond may be in the form of a bond, certified or cashier's check, or money order payable to Lakes Country Service Cooperative. It may also be a bond naming Lakes Country Service Cooperative as obligee written by a corporate surety, satisfactory to CPC, pledging that the awarded vendor will abide by the terms stated in the RFP and in the vendor's proposal and pledges the faithful performance of the contract and the payment of all obligations arising thereunder.

With any partnership, some are not successful. Failure from an awarded vendor to comply with the proposal and contract agreement, the performance bond shall be forfeited to CPC as liquidated damages, not as a penalty. The loss of the performance bond may include, but is not limited to:

- Poor communication; multiple documented failures to correspond with CPC.
- Poor customer service; failure to respond on multiple occasions to CPC members within a timely manner.
- Poor quality of product and failure to replace/refund member purchase when appropriate.
- Delivery issues; consistent and documented failures to deliver product on time or in proper condition.
- Lack of on-time reporting and inaccurate quarterly reports.
- Lack of quarterly administrative fee payments.

Performance bonds will be returned in their full amount upon the successful completion of a bid cycle.

Please let me know if you have any questions.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is located below the "Regards," text.

Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

March 23, 2017

Shaw Industries, Inc.
Attn: David Dorholt
616 East Walnut Avenue
Dalton, GA 30721

Award Decision, RFP #17.5 – Carpet & Resilient Flooring

Dear David Dorholt:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) 17.5 – Carpet & Resilient Flooring.

The cooperative purchasing team, using the weighted criteria outlined in the RFP documents, have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering. The cooperative purchasing team has decided to reject your proposal.

We want to thank you for your proposal, taking the time to present in-person to our purchasing team and the interest in this RFP. CPC will look forward to your participation in future RFP's for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is positioned below the "Regards," text.

Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

CC: Brande Poulnot
Julie Hall

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

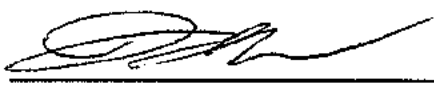
This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Hiller Stores Inc DBA Hiller Commercial Floors

Address: 2909 South Broadway

City: Rochester State: MN Zip: 55904

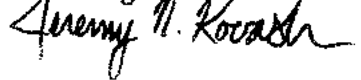
Contract Contact Person: Dave Bahr

Authorized Signature: 

Printed Name: Dave Bahr

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Carpet and Resilient Flooring. The contract term may be renewed annually, up to three (3) additional terms.


CPC Authorized Signature

17.5 – CRF
Contract Number

Awarded this 23rd day of February, 2017.