



**COUNTY OF HENRICO
DEPARTMENT OF FINANCE
PURCHASING DIVISION
CONTRACT EXTRACT
NOTICE OF AWARD/RENEWAL**

DATE:	August 1, 2020
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Pavement Marking Materials
CONTRACT NUMBER:	2003A
COMMODITY CODE:	801.49, 550.45, 832.48
CONTRACT PERIOD:	August 1, 2020 through July 31, 2021
RENEWAL OPTIONS:	4 remaining 1-year renewal periods through 2025
USER DEPARTMENT:	Public Works, Traffic Engineering
Contact Name:	Matthew Mawyer
Phone Number:	804-727-8282
Email Address:	maw001@henrico.us
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	Korman Signs, Inc.
Address:	3029 Lincoln Ave
City, State:	Henrico, VA 23228
Contact Name:	Sarah Korman Boutwell
Phone Number:	804-262-6050
Email address:	sarah@kormansigns.com
ORACLE SUPPLIER NUMBER:	6343
BUSINESS CATEGORY:	Women-owned, Small Business
PAYMENT TERMS:	Net 30
DELIVERY:	County of Henrico
FOB:	Destination
BUYER: Name:	Jon Creger
Title:	Procurement Analyst I
Phone:	804-501-5664
Email:	cre057@henrico.us

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.

Appendix A: Price Schedule for Contract #2003A
Pavement Marking Materials

Lot 1	3M Brand, 3M Stamark Extended Season Tape includes A380I ES, A3811 ES, L380I ES or approved equal. 3M Stamark Extended Season Tape has an improved adhesive for a high performance tape that may be applied in temperatures as cool as 40° F.
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Minimum Initial Retroreflective Brightness:

380I ES	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	500

Description:	A380I ES			
Brand:	3M			
Model:	A380			
Price Per Square Feet	\$5.76			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
1	4" X 100 Yards	10	\$576.00	\$5,760.00
2	12" X 30 Yards	10	\$518.40	\$5,184.00
3	24" X 30 Yards	5	\$1,036.80	\$5,184.00

Minimum Initial Retroreflective Brightness:

381 ES	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	300

Description:	381 ES			
Brand:	3M			
Model:	A380			
Price Per Square Feet	\$5.76			
Item No.	Description	Estimated Quantity (Rolls)	Price per Roll	Extended Bid Price
4	4" X 100 Yards	10	\$576.00	\$5,760.00
5	12" X 30 Yards	5	\$518.40	\$2,592.00
6	24" X 30 Yards	1	\$1,036.80	\$1,036.80

Minimum Initial Retroreflective Brightness:

L380I ES	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	500

Description:	L380I ES			
Brand:	3M			
Model:	L380			
Price Per Square Feet	\$6.26			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
7	4" x 25 Yards	10	\$156.50	\$1,565.00

Lot 2	3M Brand , 3M Stamark High Performance Wet Reflective Pavement Marking Tape or approved equal includes 380 AW, 381 AW, L380 AW is made with specially designed optics that provide superior retroreflective performance under both wet and dry conditions. This tape has the Extended Season adhesive.
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Minimum Initial Retroreflective Brightness:

A380 AW	Dry	Wet & Rainy
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	500	250

Description:	A380 AW			
Brand:	3M			
Model:	A380 AW			
Price Per Square Feet	\$5.76			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
8	4" x 70 Yards	100	\$403.20	\$40,320.00
9	12" x 25 Yards	10	\$432.00	\$4,320.00
10	24" x 25 Yards	10	\$864.00	\$8,640.00

Minimum Initial Retroreflective Brightness:

A381 AW	Dry	Wet & Rainy
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	300	200

Description:	A381 AW			
Brand:	3M			
Model:	L380			
Price Per Square Feet	\$6.26			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
11	4" x 70 Yards	40	\$403.20	\$16,128.00
12	12" x 25 Yards	5	\$432.00	\$2,160.00
13	24" x 25 Yards	5	\$864.00	\$4,320.00

Description:	L380 AW			
Brand:	3M			
Model:	L380			
Price Per Square Feet	\$6.26			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
14	4" x 25 Yards (White Lined)	10	\$156.50	\$1,565.00

Lot 3	3M Brand, 3M Stamark 270 ES tape or an approved equal is a durable, patterned pavement marking tape includes A270ES White, SMS L270ES Legends & Symbols with a polyurethane top coat for long-term retained whiteness and a reinforcing net in the adhesive layer to minimize shear and tearing in the intersection environment.
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Minimum Initial Retroreflective Brightness:

A270 ES	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	300

Description:	A270 ES			
Brand:	3M			
Model:	A270ES			
Price Per Square Feet	\$3.14			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
15	12" x 30 Yards	40	\$282.60	\$11,304.00
16	16" x 30 Yards	2	\$376.80	\$753.60
17	24" x 30 Yards	40	\$565.20	\$22,608.00
18	4" x 100 Yards	1	\$314.00	\$314.00

Description:	270 ES, Legends & Symbols					
Brand:	3M					
Model:	A270ES					
N/A						
Item No.	Description	Brand	Model#	Estimated Qty (Packs)	Price Per Pack	Extended Bid Price
19	SMS-L270ES-RA (Right Arrow)	3M	L270ES-RA	60	\$240.00	\$14,400.00
	Units Per Pack:	2				
20	SMS-L270ES-SA (Straight Arrow)	3M	L270ES-SA	40	\$172.00	\$6,880.00
	Units Per Pack:	2				
21	SMS-L270ES-LA (Left Arrow)	3M	L270ES-LA	80	\$240.00	\$19,200.00
	Units Per Pack:	2				
22	SMS-L270ES-ST (STOP Legend 8 ft)	3M	L270ES-ST	5	\$240.00	\$1,200.00
	Units Per Pack:	1				
23	SMS-L270ES-AH (AHEAD Legend 8 ft)	3M	L270ES-AH	5	\$282.00	\$1,410.00
	Units Per Pack:	1				
24	SMS-L270ES-ON (ONLY Legend 8 ft)	3M	L270ES-ON	5	\$386.00	\$1,930.00
	Units Per Pack:	2				
25	SMS-L270ES-XI (XING Legend 8 ft)	3M	L270ES-X1	10	\$235.00	\$2,350.00
	Units Per Pack:	1				
26	SMS-L270ES-SC (SCHOOL 8 ft)	3M	L270ES-SC	25	\$334.00	\$8,350.00
	Units Per Pack:	1				
27	SMS-L270ES-R (Letter R for Railroad Crossing - Qty 2)	3M	L270ES-R	10	\$136.00	\$1,360.00
	Units Per Pack:	2				
28	SMS-L270ES-RX (Railroad Crossing Symbol)	3M	L270ES-RX	10	\$501.00	\$5,010.00
	Units Per Pack:	1				

Lot 4	Series 710 3M Brand, 3M Stamark Wet Reflective Tape or an approved equal includes A710 White and A711 Yellow, is a conformable, removable tape that utilizes specially designed optics for high reflectivity under both wet and dry conditions
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Minimum Initial Retroreflective Brightness:

A710 White	Dry	Wet & Rainy
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	500	250

Description:	A710 White			
Brand:	3M			
Model:	A710			
Price Per Square Feet	\$3.10			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
29	4" x 120 Yards	10	\$372.00	\$3,720.00

Minimum Initial Retroreflective Brightness:

A711 Yellow	Dry	Wet & Rainy
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	300	200

Description:	A711 Yellow			
Brand:	3M			
Model:	A711			
Price Per Square Feet	\$3.10			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
30	4" x 120 Yards	10	\$372.00	\$3,720.00

Lot 5	3M Brand, 3M Stamark Removable Black Line Mask Tape, A715 or an approved equal is a removable tape with pressure sensitive adhesive for masking existing long lines. It is designed to perform for the duration of a normal season.
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Description:	A715 Black			
Brand:	3M			
Model:	A715			
Price Per Square Feet	\$3.22			
Item No.	Description	Estimated Quantity (Rolls)	Price Per Roll	Extended Bid Price
31	6" x 40 Yards	2	\$193.20	\$386.40

Lot 6	Primer, Contact Cement, and raised Pavement Markers, or an approved equal 3M Brand Primer (P50) or approved equal.
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Item No.	Description	Brand	Model#	Estimated Quantity (Containers)	Price Per Container	Extended Bid Price
32	Primer P-50 or approved equal (5 gallon container)	3M	P50	3	\$188.00	\$564.00
	Gallons Per Container	5				

Item No.	Description	Brand	Model#	Estimated Quantity (Cartons)	Price Per Carton	Extended Bid Price
33	RPM PSA-290-W One Way White or approved equal (100 per carton)	3M	290W	2	\$116.00	\$232.00
	Units Per Carton:	100				

Item No.	Description	Brand	Model#	Estimated Quantity (Cartons)	Price Per Carton	Extended Bid Price
34	RPM PSA-291-2Y Two Way Yellow or approved equal (100 per carton)	3M	2914	2	\$116.00	\$232.00
	Units Per Carton:	100				