



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

DATE:	August 1, 2022
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Pavement Marking Materials
CONTRACT NUMBER:	2003A
COMMODITY CODE:	801.49
CONTRACT PERIOD:	August 1, 2022 through July 31, 2023
RENEWAL OPTIONS:	2 remaining one-year renewal periods through 2025
USER DEPARTMENT:	Public Works
Contact Name:	Matthew Mawyer
Phone Number:	804-727-8282
Email Address:	maw001@henrico.us
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	Kormans Signs, Inc
Address:	3029 Lincoln Avenue
City, State:	Henrico, VA
Contact Name:	Sarah Korman Boutwell
Phone Number:	804-262-6050
Email address:	korman@kormansigns.com
ORACLE SUPPLIER NUMBER:	6343
BUSINESS CATEGORY:	Women-owned, Small Business
PAYMENT TERMS:	Net 30
DELIVERY:	As needed
FOB:	County of Henrico
BUYER: Name:	Jon Creger, VCA, VCO
Title:	Procurement Analyst II
Phone:	804-501-5664
Email:	Cre057

**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.**

**PRICE SCHEDULE – CONTRACT NO. 2003A**

Item	Part #	Description	Price
1	A3801 ES	4" x 100 Yards	\$611.08
2	A3801 ES	12" x 30 Yards	\$549.97
3	A3801 ES	24" x 30 Yards	\$1,099.94
4	381 ES	4" x 100 Yards	\$611.08
5	381 ES	12" x 30 Yards	\$549.97
6	381 ES	24" x 30 Yards	\$1,099.94
7	L380I ES	4" x 25 Yards	\$166.03
8	A380 AW	4" x 70 Yards	\$427.75
9	A380 AW	12" x 25 Yards	\$458.31
10	A380 AW	24" x 25 Yards	\$916.62
11	A381 AW	4" x 70 Yards	\$427.75
12	A381 AW	12" x 25 Yards	\$458.31
13	A381 AW	24" x 25 Yards	\$916.62
14	L380 AW	4" x 25 Yards (White Lined)	\$166.03
15	A270 ES	12" x 30 Yards	\$299.81
16	A270 ES	16" x 30 Yards	\$399.75
17	A270 ES	24" x 30 Yards	\$599.62
18	A270 ES	4" x 100 Yards	\$333.12
19	270 ES	Right Arrow (Pack of 4)	\$509.23
20	270 ES	Straight Arrow (Pack of 4)	\$364.95
21	270 ES	Left Arrow (Pack of 4)	\$509.23
22	270 ES	STOP Legend 8 Ft (Pack of 1)	\$254.62

23	270 ES	AHEAD Legend 8 ft (Pack of 1)	\$299.17
24	270 ES	ONLY Legend 8 ft (Pack of 2)	\$3409.51
25	270 ES	XING Legend 8 ft (Pack of 1)	\$249.31
26	270 ES	SCHOOL Legend 8 ft (Pack of 1)	\$354.34
27	270 ES	Letter R for railroad (Pack of 2)	\$144.28
28	270 ES	Railroad Crossing Symbol (Pack of 1)	\$531.51
29	A710 White	4" x 120 Yards	\$394.65
30	A711 Yellow	4" x 120 Yards	\$394.65
31	A715 Black	6" x 40 Yards	\$204.97
32	Primer	5 Gallon Container of Primer	\$199.45
33	RPM PSA-290-W	One Way White (100 per container)	\$123.06
34	RPM PSA-291-2Y	Two Way Yellow	\$123.06

**A. General Requirements.**

1. Items indicated on the Unit Price Bid Sheet Price Schedule are those items, which are expected to be purchased most frequently during the contract period. However, other pavement marking materials that are no listed on the Unit Price Bid Sheet Price Schedule may be needed and the Successful Bidder may be required to supply through the contract.
2. All materials must be new and have a printed expiration date indicating the shelf life of the material.
3. Past performance of the materials, material test results by Henrico County and the Virginia Department of Transportation, as well as compatibility with existing pavement marking materials currently in use will be considered prior to awarding the bid.
4. Bidders submitting bids on materials which the County must review and approve to be considered an "Approved Equal", shall submit catalog cuts and material specifications with the bid. The failure to provide this information may result in your bid being considered nonresponsive. Should the County require the submission of samples of proposed Approved Equal materials, directions will be provided to the Bidder for submission requirements.
5. All products shall meet the product specifications as specified on the Unit Price Bid Sheet Price Schedule and Warranty Requirements in Section I(D).

**B. Warranty Requirements.**

1. Warranty for Stamark Pliant Polymer (Series A380I) or approved equal Pavement Marking Tape

- a. The Successful Bidder shall guarantee for a period of forty-eight (48) months from the date of installation, regardless of Average Daily Traffic, ADT under normal traffic conditions, that any Series A380I Stamark or approved equal used for longitudinal marking will retain at least the minimum reflectance values indicated in the Minimum Retained Reflectance table listed below and will not fail due to loss of adhesion or complete wear through.

Minimum Retained Reflectance

	White	Yellow
<b>Entrance Angle</b>	<b>86.5°</b>	<b>86.5°</b>
<b>Observation Angle</b>	<b>1.0°</b>	<b>1.0°</b>
<b>(SL)[(mcd.ft-2).fc-1]</b>	<b>100</b>	<b>100</b>

- b. The Successful Bidder shall provide replacement materials for any tape (minimum replacement zone is 330 feet of road length) which fails due to loss of minimum reflectance, adhesion or wear through during the 48-month period.
- c. The Successful Bidder shall guarantee for a period of twenty-four (24) months from the date of installation, regardless of ADT under normal traffic conditions, that any Series A380I Stamark tape or approved equal used as a word/symbol marking will retain at least the minimum reflective values indicated in the Minimum Retained Reluctance table and will not fail due to loss of adhesion or complete wear through. The Successful Bidder shall provide replacement materials for any word/symbol marking (minimum replacement zone is the individual word or symbol) which fails due to loss of minimum reflectance, adhesion or complete wear through during this 24-month period.
- d. As a part of this warranty, Henrico County agrees to install the tape in conformance with the Successful Bidder's recommended procedures.

C. Delivery.

1. All material ordered during the contract period will be delivered to:

County of Henrico  
 Department of Public Works  
 Traffic Engineering Division  
 10431 Woodman Road  
 Glen Allen VA 23060

2. All price quotes shall include any charges for shipping sign materials to the above address F.O.B. Destination.
3. Deliveries shall be made within 30 calendar days after receipt of order unless arrangements have been made with the Public Works, Division of Traffic Engineering.

D. Invoicing.

1. The Successful Bidder shall mail the invoice to the ordering department. The invoice shall include the purchase order number, list of goods and quantities and the contract price.
2. The Successful Bidder shall not add late fees to the invoices because of incorrect invoices being provided to the County. Billing errors should be kept to a minimum. Persistent errors may be grounds for cancellation of contract.