



## ClearSpan Fabric Structures International, Inc.

Engineered & Manufactured Buildings

#030117-CSS

Maturity Date: 04/14/2021

---

Products & Services



---

## Products & Services

Sourcewell contract 021215-BSC gives access to the following types of goods and services:

- rigid frame supported, membrane covered structures
- economical foundation options
- quick construction timelines
- turnkey and design-build solutions

### Become a Member

Simply complete the online application or contact the Membership Team at [membership@sourcewell-mn.gov](mailto:membership@sourcewell-mn.gov) or 877-585-9706.

## Search Vendors & Contracts

[General Contracts](#)

[eziQC Contracts](#)

Sourcewell's website may contain links to nongovernment websites being provided as a convenience and for informational purposes only. Sourcewell neither endorses nor guarantees, in any way, the external organization's services, advice, or products included in these website links. Sourcewell bears no responsibility for the accuracy, legality, or timeliness of any content on the external site or for that of subsequent links. All questions related to content on external sites should be addressed directly to the host of that particular website.



[Sourcewell for Vendors →](#)

[Terms & Conditions](#)

[Privacy Policy](#)

[Sitemap](#)

[Accessibility](#)

© 2018 Sourcewell. All rights reserved.



## National Joint Powers Alliance®

### REQUEST FOR PROPOSAL

for the procurement of

## RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

### RFP Opening

MARCH 2, 2017

8:30 a.m. Central Time

At the offices of the

National Joint Powers Alliance®

202 12<sup>th</sup> Street Northeast, Staples, MN 56479

### **RFP #030117**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.

#### RFP Timeline

**January 12, 2017**

**Publication of RFP** in the print and online version of *USA Today*, in the print and online version of the *Salt Lake News* within the State of Utah, in the print and online version of the *Daily Journal of Commerce* within the State of Oregon (note: OR entities this pertains to:

<http://www.njpacoop.org/oregon-advertising>), in the print and online version of *The State* within the State of South Carolina, the NJPA website, MERX, Noticetobidders.com, PublicPurchase.com, Biddingo, and Onvia.

**February 7, 2017**

**10:00 a.m. CT**

**Pre-Proposal Conference** (the webcast/conference call). The connection information will be sent to all inquirers two business days before the conference.

**February 22, 2017**

**March 1, 2017**

**4:30 p.m. CT**

**March 2, 2017**

**8:30 a.m. CT**

**Deadline for RFP questions.**

**Deadline for Submission of Proposals.** Late responses will be returned unopened.

**Public Opening of Proposals.**

Direct questions regarding this RFP to: Jonathan Yahn at [jonathan.yahn@njpacoop.org](mailto:jonathan.yahn@njpacoop.org) or (218)895-4144.

## TABLE OF CONTENTS

---

1. DEFINITIONS
  - A. Contract
  - B. Proposer
  - C. Sourced Good of Open Market Item
  - D. Vendor
2. ADVERTISEMENT OF RFP
3. INTRODUCTION
  - A. About NJPA
  - B. Joint Exercise of Powers Laws
  - C. Why Respond to a National Cooperative Procurement Contract
  - D. The Intent of This RFP
  - E. Scope of This RFP
  - F. Expectations for Equipment/Products and Services Being Proposed
  - G. Solutions Based Solicitation
4. INSTRUCTIONS FOR PREPARING YOUR PROPOSAL
  - A. Inquiry Period
  - B. Pre-Proposal Conference
  - C. Identification of Key Personnel
  - D. Proposer's Exceptions to Terms and Conditions
  - E. Proposal Format
  - F. Questions & Answers About This RFP
  - G. Modification or Withdrawal of a Submitted Proposal
  - H. Proposal Opening Procedure
  - I. NJPA's Rights Reserved
5. PRICING
  - A. Line-Item Pricing
  - B. Percentage Discount From Catalog or Category
  - C. Cost Plus a Percentage of Cost
  - D. Hot List Pricing
  - E. Ceiling Price
  - F. Volume Price Discounts/Additional Quantities
  - G. Total Cost of Acquisition
  - H. Sourced Equipment/Products/Open Market Items
  - I. Price and Product Changes
  - J. Payment Terms
  - K. Sales Tax
  - L. Shipping
6. EVALUATION OF PROPOSALS
  - A. Proposal Evaluation Process
- B. Proposer Responsiveness
- C. Proposal Evaluation Criteria
- D. Other Consideration
- E. Cost Comparison
- F. Marketing Plan
- G. Certificate Of Insurance
- H. Order Process and/or Funds Flow
- I. Administrative Fees
- J. Value Added
- K. Waiver of Formalities
7. POST AWARD OPERATING ISSUES
  - A. Subsequent Agreements
  - B. NJPA Member Sign-up Procedure
  - C. Reporting of Sales Activity
  - D. Audits
  - E. Hub Partner
  - F. Trade-Ins
  - G. Out of Stock Notification
  - H. Termination of a Contract resulting from this RFP
8. GENERAL TERMS AND CONDITIONS
  - A. Advertising a Contract Resulting From This RFP
  - B. Applicable Law
  - C. Assignment of Contract
  - D. List of Proposers
  - E. Captions, Headings, and Illustrations
  - F. Data Practices
  - G. Entire Agreement
  - H. Force Majeure
  - I. Gratuities
  - J. Hazardous Substances
  - K. Licenses
  - L. Material Suppliers and Sub-Contractors
  - M. Non-Wavier of Rights
  - N. Protests of Awards Made
  - O. Suspension or Disbarment Status
  - P. Affirmative Action and Immigration Status Certification
  - Q. Severability
  - R. Relationship of Parties
9. FORMS
10. PRE-SUBMISSION CHECKLIST
11. PRICE & PRODUCT CHANGE REQUEST FORM
12. APPENDIX A

## **1 DEFINITIONS**

### **A. CONTRACT**

Contract means this RFP, current pricing information, fully executed Forms C, D, F, & P from the Proposer's response pursuant to this RFP, and a fully executed Form E ("Acceptance and Award") with final terms and conditions. Form E will be executed after a formal award and will provide final clarification of terms and conditions of the award.

### **B. PROPOSER**

A Proposer is a company, person, or entity delivering a timely response to this RFP. This RFP may also use the terms "respondent" or "proposed Vendor," which is interchangeable with Proposer as the context allows.

### **C. SOURCED GOOD or OPEN MARKET ITEM**

A Sourced Good or Open Market Item is a product within the RFP's scope 1) that is not currently available under the Vendor's NJPA contract, 2) that a member wants to buy under contract from an awarded Vendor, and 3) that is generally deemed incidental to the total transaction or purchase of contract items.

### **D. VENDOR**

A Proposer whose response has been awarded a contract pursuant to this RFP.

## **2 ADVERTISEMENT OF RFP**

**2.1** NJPA advertises this solicitation: 1) in the hard copy print and online editions of the USA Today; 2) once each in Oregon's Daily Journal of Commerce, South Carolina's The State and Utah's Salt Lake Tribune; 3) on NJPA's website; and 4) on other third-party websites deemed appropriate by NJPA. Other third-party advertisers may include Onvia, PublicPurchase.com, MERX, and Biddingo.

**2.2** NJPA also notifies and provides solicitation documentation to each state-level procurement departments for possible re-posting of the solicitation within their systems and at their option for future use and to meet specific state requirements.

## **3 INTRODUCTION**

### **A. ABOUT NJPA**

**3.1** The National Joint Powers Alliance® (NJPA) is a public agency serving as a national municipal contracting agency established under the Service Cooperative statute by Minnesota Legislative Statute §123A.21 with the authority to develop and offer, among other services, cooperative procurement services to its membership. Eligible membership and participation includes states, cities, counties, all government agencies, both public and non-public educational agencies, colleges, universities and non-profit organizations.

**3.2** Under the authority of Minnesota state laws and enabling legislation, NJPA facilitates a competitive solicitation and contracting process on behalf of the needs of itself and the needs of current and potential member agencies nationally. This process results in national procurement contracts with various Vendors of products/equipment and services which NJPA Member agencies desire to procure. These procurement contracts are created in compliance with applicable Minnesota Municipal Contracting Laws. A complete listing of NJPA cooperative procurement contracts can be found at [www.njpacoop.org](http://www.njpacoop.org).

**3.3** NJPA is a public agency governed by publicly elected officials that serve as the NJPA Board of Directors. NJPA's Board of Directors oversees and authorizes the calls for all new proposals and holds those resulting Contracts for the benefit of its own and its Members use.

**3.4** NJPA currently serves over 50,000 member agencies nationally. Both membership and utilization of NJPA contracts continue to expand, due in part to the increasing acceptance of Cooperative Purchasing throughout the government and education communities nationally.

### **B. JOINT EXERCISE OF POWERS LAWS**

**3.5** NJPA cooperatively shares those contracts with its Members nationwide through various Joint Exercise of Powers Laws or Cooperative Purchasing Statutes established in Minnesota, other states and Canadian provinces. The Minnesota Joint Exercise of Powers Law is Minnesota Statute §471.59 which states "Two or more governmental units...may jointly or cooperatively exercise any power common to the contracting parties..." This Minnesota Statute allows NJPA to serve Member agencies located in all other states. Municipal agencies nationally can participate in cooperative purchasing activities under their own state law. These laws can be found on our website at <http://www.njpacoop.org/national-cooperative-contract-solutions/legal-authority/>.

### **C. WHY RESPOND TO A NATIONAL COOPERATIVE PROCUREMENT CONTRACT**

**3.6** National Cooperative Procurement Contracts create value for Municipal and Public Agencies, as well as for Vendors of products/equipment and services in a variety of ways:

**3.6.1** National cooperative contracts potentially save time and effort for municipal and public agencies, who otherwise would have to solicit vendor responses to individual RFPs, resulting in individual contracts, to meet the procurement needs of their respective agencies. Considerable time and effort is also potentially saved by the Vendors who would have had to otherwise respond to each of those individual RFPs. A single, nationally advertised RFP, resulting in a single, national cooperative contract can potentially replace thousands of individual RFPs for the same equipment/products/services that might have been otherwise advertised by individual NJPA member agencies.

**3.6.2** NJPA contracts offer our Members nationally leveraged volume purchasing discounts. Our contract terms and conditions offer the opportunity for Vendors to recognize individual member procurement volume commitment through additional volume based contract discounts.

**3.7** State laws that permit or encourage cooperative purchasing contracts do so with the belief that cooperative efficiencies will result in lower prices, better overall value, and considerable time savings.

**3.8** The collective purchasing power of thousands of NJPA Member agencies nationwide offers the opportunity for volume pricing discounts. Although no sales or sales volume is guaranteed by an NJPA Contract resulting from this RFP, substantial volume is anticipated and volume pricing is requested and justified.

**3.9** NJPA and its Members desire the best value for their procurement dollar as well as a competitive price. Vendors have the opportunity to display and highlight value-added attributes of their company, equipment/products and services without constraints of a typical individual proposal process.

#### **D. THE INTENT OF THIS RFP**

**3.10. National contract awarded by NJPA:** NJPA seeks the most responsive and responsible Vendor relationship(s) to reflect the best interests of NJPA and its Member agencies. Through a competitive proposal and evaluation process, the NJPA Proposal Evaluation Committee recommends vendors for a national contract awarded by the action of the NJPA Chief Procurement Officer. NJPA's primary intent is to establish and provide a national cooperative procurement contract that offer opportunities for NJPA and our current and potential Member agencies throughout the United States and Canada to procure quality product/equipment and services as desired and needed. The contracts will be marketed nationally through a cooperative effort between the awarded vendor(s) and NJPA. Contracts are expected to offer price levels reflective of the potential and collective volume of NJPA and the nationally established NJPA membership base.

**3.11** Beyond our primary intent, NJPA further desires to:

**3.11.1** Award a four-year contract with a fifth-year contract option resulting from this RFP. Any fifth-year extension is exercised at NJPA's discretion and results from NJPA's contracting needs or from Member requests; this extension is not intended merely to accommodate an awarded Vendor's request. If NJPA grants a fifth-year extension, it may also terminate the contract (or cause it to expire) within the fifth year if the extended contract is replaced by a resolicited or newly solicited contract. In exigent circumstances, NJPA may petition NJPA's Board of Directors to extend the contract term beyond five years. This rarely used procedure should be employed only to avoid a gap in contract coverage while a replacement contract is being solicited;

**3.11.2** Offer and apply any applicable technological advances throughout the term of a contract resulting from this RFP;

- 3.11.3** Deliver “Value Added” aspects of the company, equipment/products and services as defined in the “Proposer’s Response”;
- 3.11.4** Deliver a wide spectrum of solutions to meet the needs and requirements of NJPA and NJPA Member agencies; and
- 3.11.5** Award an exclusive contract to the most responsive and responsible vendor when it is deemed to be in the best interest of NJPA and the NJPA Member agencies.

**3.12 Exclusive or Multiple Awards:** Based on the scope of this RFP and on the responses received, NJPA may award either an exclusive contract or multiple contracts. In some circumstances, a single national supplier may best meet the needs of NJPA Members; in other situations, multiple vendors may be in the best interests of NJPA and the NJPA Members and preferred by NJPA to provide the widest array of solutions to meet the member agency’s needs. NJPA retains sole discretion to determine which approach is in the best interests of NJPA Member agencies.

**3.13 Non-Manufacturer Awards:** NJPA reserves the right to make an award under this RFP to a non-manufacturer or dealer/distributor if such action is in the best interests of NJPA and its Members.

**3.14 Manufacturer as a Proposer:** If the Proposer is a manufacturer or wholesale distributor, the response received will be evaluated on the basis of a response made in conjunction with that manufacturer’s authorized dealer network. Unless stated otherwise, a manufacturer or wholesale distributor Proposer is assumed to have a documented relationship with their dealer network where that dealer network is informed of, and authorized to accept, purchase orders pursuant to any Contract resulting from this RFP on behalf of the manufacturer or wholesale distributor Proposer. Any such dealer will be considered a sub-contractor of the Proposer/Vendor. The relationship between the manufacturer and wholesale distributor Proposer and its dealer network may be proposed at the time of the submission if that fact is properly identified.

**3.15 Dealer/Reseller as a Proposer:** If the Proposer is a dealer or reseller of the products and/or services being proposed, the response will be evaluated based on the Proposer’s authorization to provide those products and services from their manufacturer. When requested by NJPA, Proposers must document their authority to offer those products and/or services.

## **E. SCOPE OF THIS RFP**

**3.16 Scope:** The scope of this RFP is to award a contract to a qualifying vendor defined as a manufacturer, provider, or dealer/distributor, established as a Proposer, and deemed responsive and responsible through our open and competitive proposal process. Vendors will be awarded contracts based on the proposal and responders demonstrated ability to meet the expectations of the RFP and demonstrate the overall highest valued solutions which meet and/or exceed the current and future needs and requirements of NJPA and its Member agencies nationally within the scope of [RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES.]

### **3.17 Additional Scope Definitions:**

**3.17.1** Under this RFP, NJPA seeks [RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Because this title could be construed quite broadly (without the following clarification), make sure that your offered solutions fit into at least one of these primary categories: ]

#### **3.17.1.1**

1. Playgrounds
2. Recreation
3. Shelters
4. Shades

5. Playground surfacing
6. Outdoor exercise equipment
7. Prefabricated buildings associated with playgrounds and other public spaces
8. Site amenities or furnishings such as trash cans and benches
9. Bicycle equipment for public use (bikes, racks, rental kiosks, etc.)
10. Aquatic solutions, pools, splash pads
11. Skate park solutions
12. Trails and related solutions
13. Beach area equipment
14. Ice arena equipment and supplies (including dasher boards, ice surface refrigeration, and ice resurfacing equipment)

Installation and service on these listed categories is also desired.

**3.17.2** NJPA reserves the right to limit the scope of this solicitation for NJPA and current and potential NJPA member agencies.

**3.17.2.1** This solicitation is not intended to include: lockers, bleachers, event seating, recreational vehicles, landscape equipment, mowers, indoor exercise equipment, athletic surfacing, athletic equipment, or HVAC systems (outside of floor refrigeration/ice making).

**3.17.2.2** Any solution that is proposed must have a direct connection to at least one of the preceding categories. NJPA will consider “out of scope” those proposals that contain more than an incidental amount of items that do not directly relate to the enumerated categories. NJPA reserves the right to award a vendor that clearly articulates a compelling member need for a solution that falls outside these categories. NJPA does not seek responses that fall more properly within another existing NJPA contract category. For example, NJPA already has awarded vendors that could provide trail maintenance equipment (grubbers, mowers, etc.). So prospective respondents should determine whether they can fill a substantial unmet need for NJPA members before decided to respond to this RFP.]

**3.18** **Overlap of Scope:** When considering equipment/products/services, or groups of equipment/products/services submitted as a part of your response, and whether inclusion of such will fall within a “Scope of Proposal,” please consider the validity of an inverse statement.

**3.18.1** For example, pencils and post-it-notes can generally be classified as office supplies and office supplies generally include pencils and post-it-notes.

**3.18.2** In contrast, computers (PCs and peripherals) can generally be considered office supplies; however, the scope of office supplies does not generally include computer servers and infrastructure.

**3.18.3** In conclusion: With this in mind, individual products and services must be examined individually by NJPA, from time to time and in its sole discretion, to determine their compliance and fall within the original “Scope” as intended by NJPA.

**3.19** **Best and Most Responsive – Responsible Proposer:** It is the intent of NJPA to award a Contract to the best and most responsible and responsive Proposer(s) offering the best overall quality and selection of equipment/products and services meeting the commonly requested specifications of the NJPA and NJPA Members, provided the Proposer’s Response has been submitted in accordance with the requirements of this RFP. Qualifying Proposers who are able to anticipate the current and future needs and requirements of NJPA and NJPA member agencies; demonstrate the knowledge of any and all applicable industry standards, laws and regulations; and possess the willingness and ability to distribute, market to and service NJPA Members in all 50 states are preferred. NJPA requests proposers submit their entire product line as it applies and relates to the scope of this RFP.

**3.20 Sealed Proposals:** NJPA will receive sealed proposal responses to this RFP in accordance with accepted standards set forth in the Minnesota Procurement Code and Uniform Municipal Contracting Law. Awards may be made to responsible and responsive Proposers whose proposals are determined in writing to be the most advantageous to NJPA and its current or qualifying future NJPA Member agencies.

**3.21 Use of Contract:** Any Contract resulting from this solicitation shall be awarded with the understanding that it is for the sole convenience of NJPA and its Members. NJPA and/or its members reserve the right to obtain like equipment/products and services solely from this contract or from another contract source of their choice or from a contract resulting from their own procurement process.

**3.22 Awarded Vendor's interest in a contract resulting from this RFP:** Awarded Vendors will be able to offer to NJPA, and current and potential NJPA Members, only those products/equipment and services specifically awarded on their NJPA Awarded Contract(s). Awarded Vendors may not offer as "contract compliant," products/equipment and services which are not specifically identified and priced in their NJPA Awarded Contract.

**3.23 Sole Source of Responsibility-** NJPA desires a "Sole Source of Responsibility" Vendor. This means that the Vendor will take sole responsibility for the performance of delivered equipment/products/ services. NJPA also desires sole responsibility with regard to:

**3.23.1 Scope of Equipment/Products/Services:** NJPA desires a provider for the broadest possible scope of products/equipment and services being proposed over the largest possible geographic area and to the largest possible cross-section of NJPA current and potential Members.

**3.23.2 Vendor use of sub-contractors in sourcing or delivering equipment/product/services:** NJPA desires a single source of responsibility for equipment/products and services proposed. Proposers are assumed to have sub-contractor relationships with all organizations and individuals whom are external to the Proposer and are involved in providing or delivering the equipment/products/services being proposed. Vendor assumes all responsibility for the equipment/products/services and actions of any such Sub-Contractor. Suggested Solutions Options include:

**3.24.1** Multiple solutions to the needs of NJPA and NJPA Members are possible. Examples could include:

**3.24.1.1 Equipment/Products Only Solution:** Equipment/Products Only Solution may be appropriate for situations where NJPA or NJPA Members possess the ability, either in-house or through local third party contractors, to properly install and bring to operation those equipment/products being proposed.

**3.24.1.2 Turn-Key Solutions:** A Turn-Key Solution is a combination of equipment/products and services that provides a single price for equipment/products, delivery, and installation to a properly operating status. Generally this is the most desirable solution because NJPA and NJPA Members may not possess, or desire to engage, personnel with the necessary expertise to complete these tasks internally or through other independent contractors

**3.24.1.3 Good, Better, Best:** Where appropriate and properly identified, Proposers may offer the choice "of good, better, best" multiple-grade solutions to meet NJPA Members' needs.

**3.24.1.4 Proven – Accepted – Leading-Edge Technology:** Where appropriate and properly identified, Proposers may provide a spectrum of technology solutions to complement or enhance the proposed solutions to meet NJPA Members' needs.

**3.24.2** If applicable, Contracts will be awarded to Proposer(s) able to deliver a proposal meeting the entire needs of NJPA and its Members within the scope of this RFP. NJPA prefers Proposers submit their complete product line of products and services described in the scope of this RFP. NJPA reserves the right to reject individual, or groupings of specific equipment/products and services proposals as a part of the award.

**3.25 Geographic Area to be Proposed:** This RFP invites proposals to provide RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES to NJPA and NJPA Members throughout the entire United States and possibly internationally. Proposers will be expected to express willingness to explore service to NJPA Members located abroad; however the lack of ability to serve Members outside of the United States will not be cause for non-award. The ability and willingness to serve Canada, for instance, will be viewed as a value-added attribute.

**3.26 Contract Term:** At NJPA's option, a Contract resulting from this RFP will become effective either on the date awarded by the NJPA Board of Directors or on the day following the expiration date of an existing NJPA procurement contract for the same or similar product/equipment and services.

**3.26.1** NJPA is seeking a Contract base term of four years as allowed by Minnesota Contracting Law. Full term is expected. However, one additional one-year renewal/extension may be offered by NJPA to Vendor beyond the original four year term if NJPA deems such action to be in the best interests of NJPA and its Members. NJPA reserves the right to conduct periodic business reviews throughout the term of the contract.

**3.27 Minimum Contract Value:** NJPA anticipates considerable activity resulting from this RFP and subsequent award; however, no commitment of any kind is made concerning actual quantities to be acquired. NJPA does not guarantee usage. Usage will depend on the actual needs of the NJPA Members and the value of the awarded contract.

**3.28** [This section is intentionally blank.]

**3.29 Contract Availability:** This Contract must be available to all current and potential NJPA Members who choose to utilize this NJPA Contract to include all governmental and public agencies, public and private primary and secondary education agencies, and all non-profit organizations nationally.

**3.30 Proposer's Commitment Period:** In order to allow NJPA the opportunity to evaluate each proposal thoroughly, NJPA requires any response to this solicitation be valid and irrevocable for ninety (90) days after the date proposals are opened.

## **F. EXPECTATIONS FOR EQUIPMENT/PRODUCTS AND SERVICES BEING PROPOSED**

**3.31 Industry Standards:** Except as contained herein, the specifications or solutions for this RFP shall be those accepted guidelines set forth by the RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES industry, as they are generally understood and accepted within that industry across the nation. Submitted products/equipment, related services and accessories, and their warranties and assurances are required to meet and/or exceed all current, traditional and anticipated standards, needs, expectations, and requirements of NJPA and its Members.

**3.31.1 Deviations from industry standards** must be identified by the Proposer and explained how, in their opinion, the equipment/products and services they propose will render equivalent functionality, coverage, performance, and/or related services. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire proposal.

**3.31.2 Technical Descriptions/Specifications.** Excessive technical descriptions and specifications that unduly enlarge the proposal response may cause NJPA to reduce the evaluation points awarded on Form G. Proposers must supply sufficient information to:

**3.31.2.1** demonstrate the Proposer’s knowledge of industry standards and Member agency needs and expectations;

**3.31.2.2** identify the equipment/products and services being proposed as applicable to the needs and expectations of NJPA Member agencies; and

**3.31.2.3** differentiate equipment/products and services from other industry manufacturers and providers.

**3.32 New Current Model Equipment/Products:** Proposals submitted shall be for new, current model equipment/products and services with the exception of certain close-out products allowed to be offered on the Proposer’s “Hot List” described herein.

**3.33 Compliance with laws and standards:** All items supplied on this Contract shall comply with any current applicable safety or regulatory standards or codes.

**3.34 Delivered and operational:** Products/equipment offered herein are to be proposed based upon being delivered and operational at the NJPA Member’s site. Exceptions to “delivered and operational” must be clearly disclosed in the “Total Cost of Acquisition” section of the proposal.

**3.35 Warranty:** The Proposer warrants that all products, equipment, supplies, and services delivered under this Contract shall be covered by the industry standard or better warranty. All products and equipment should carry a minimum industry standard manufacturer’s warranty that includes materials and labor. The Proposer has the primary responsibility to submit product specific warranty as required and accepted by industry standards. Dealer/Distributors agree to assist the purchaser in reaching a solution in a dispute over warranty’s terms with the manufacturer. Any manufacturer’s warranty that is effective past the expiration of the warranty will be passed on to the NJPA member. Failure to submit a minimum warranty may result in non-award.

**3.36 Additional Warrants:** The Proposer warrants that all products/equipment and related services furnished hereunder will be free from liens and encumbrances; defects in design, materials, and workmanship; and will conform in all respects to the terms of this RFP including any specifications or standards. In addition, Proposer/Vendor warrants the products/equipment and related services are suitable for and will perform in accordance with the ordinary use for which they are intended.

## G. SOLUTIONS-BASED SOLICITATION

**3.37** The NJPA solicitation and contract award process is not based on detailed specifications. Instead, this RFP is a “Solutions-Based Solicitation.” NJPA expects respondents to understand and anticipate the current and future needs of NJPA and its members—within the scope of this RFP—and to propose solutions that are commonly desired or required by law or industry standards. Proposal will be evaluated in part on your demonstrated ability to meet or exceed the needs and requirements of NJPA and our member agencies within the defined scope of this RFP.

**3.38** While NJPA does not typically provide product and service specifications, the RFP may contain scope refinements and industry-specific questions. Where specific items are specified, those items should be considered the minimum required, which the proposal can exceed in order to meet Members’ needs. NJPA may award all of the respondent’s proposal or may limit the award to a subset of the proposal.

## **4 INSTRUCTIONS FOR PREPARING YOUR PROPOSAL**

### A. INQUIRY PERIOD

**4.1** The inquiry period begins on the date of first advertisement and continues until to the Deadline for Submission.” RFP packages will be distributed to potential Vendors during the inquiry period.

## **B. PRE-PROPOSAL CONFERENCE**

**4.2** A pre-proposal conference will be held at the date and time specified in the timeline on page one of this RFP. Conference information will be sent to all potential Proposers, and attendance is optional. The purpose of this conference is to allow potential Proposers to ask questions regarding this RFP and NJPA’s competitive contracting process. Only answers issued in writing by NJPA to questions asked before or during the pre-proposal conference are binding on the parties to an awarded contract.

## **C. IDENTIFICATION OF KEY PERSONNEL**

**4.3** Awarded Vendors will designate one senior staff member to represent the Vendor to NJPA. This contact person will correspond with members for technical assistance, questions, or concerns that may arise, including instructions regarding different contacts for different geographical areas or product lines.

**4.4** These designated individuals should also act as the primary contact for marketing, sales, and any other area deemed essential by the Proposer and NJPA.

## **D. PROPOSER’S EXCEPTIONS TO TERMS AND CONDITIONS**

**4.5** Any exceptions, deviations, or contingencies regarding this RFP that a Proposer requests must be documented on Form C, Exceptions To Proposal, Terms, Conditions And Solutions Request.

**4.6** Exceptions, deviations or contingencies requested in the Proposer’s response, while possibly necessary in the view of the Proposer, may result in lower scoring or disqualification of a proposal.

## **E. PROPOSAL FORMAT**

**4.7** All Proposers must examine the entire RFP package to seek clarification of any item or requirement that may not be clear and to check all responses for accuracy before submitting a proposal.

**4.8** All proposals must be properly labeled and sent to “The National Joint Powers Alliance, 202 12th Street NE Staples, MN 56479.”

**4.9** All proposals must be physically delivered to NJPA at the above address with all required hard copy documents and signature forms/pages inserted as loose pages at the front of the Vendor’s response. The proposal must include these items.

**4.9.1** Hard copy original of completed, signed, and dated Forms C, D, F; hard copy of the signed signature-page only from Forms A and P from this RFP;

**4.9.2** Signed hard copies of all addenda issued for the RFP;

**4.9.3** Hard copy of Certificate of Insurance verifying the coverage identified in this RFP; and

**4.9.4** A complete copy of your response on a flash drive (or other approved electronic means). The electronic copy must contain completed Forms A, B, C, D, F, and P, your statement of products and pricing (including apparent discount), and all appropriate attachments. In order to ensure that your full response is evaluated, you must provide an electronic version of any material that you provide in a hard copy format.

As a public agency, NJPA’s proposals, responses, and awarded contracts are a matter of public record, except for such data that is classified as nonpublic. Accordingly, public data is available for

review through a properly submitted public records request. To redact nonpublic information from your proposal (under Minnesota Statute §13.37), you must make your request within thirty (30) days of the contract award or non-award date.

**4.10** All Proposal forms must be submitted in English and must be legible. All appropriate forms must be executed by an authorized signatory of the Proposer. Blue ink is preferred for signatures.

**4.11** Proposal submissions should be submitted using the electronic forms provided. Proposers that use alternative documents are responsible for ensuring that the content is substantially similar to the NJPA form and that the document is readable by NJPA.

**4.12** The Proposer must ensure that the proposal is in the physical possession of NJPA before the submission deadline.

**4.12.1** Proposals must be submitted in a sealed envelope or box properly addressed to NJPA and prominently identifying the proposal number, proposal category name, the message **“Hold for Proposal Opening,”** and the deadline for proposal submission. NJPA is not responsible for untimely proposals. Proposals received by the deadline for proposal submission will be opened and the name of each Proposer and other appropriate information will be publicly read.

**4.13** Proposers are responsible for checking directly with the NJPA website for any addendums to this RFP. Addendums to this RFP can change the terms and conditions of the RFP, including the proposal submission deadline.

## F. QUESTIONS AND ANSWERS ABOUT THIS RFP

**4.14** Upon examination of this RFP document, Proposer should promptly notify NJPA of any ambiguity, inconsistency, or error they may discover. Interpretations, corrections, and changes to this RFP will be considered by NJPA through a written addendum. Interpretations, corrections, or changes that are made in any other manner are not binding, and Proposers must not rely on them.

**4.15** Submit all questions about this RFP, in writing, referencing RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES to Jonathan Yahn at NJPA 202 12th Street NE, Staples, MN 56479 or to [RFP@njpacoop.org](mailto:RFP@njpacoop.org). You may also call Jonathan Yahn at (218) 895-4144. NJPA urges potential Proposers to communicate all concerns well in advance of the submission deadline to avoid misunderstandings. Questions received within seven (7) days before the submission deadline generally cannot be answered. NJPA may, however, field purely procedural questions, questions about NJPA-issued addenda, or questions involving a Proposer withdrawing its response before the RFP submission deadline.

**4.16** If NJPA deems that its answer to a question has a material impact on other potential Proposers or on the RFP itself, NJPA will create an addendum to this RFP.

**4.17** If NJPA deems that its answer to a question merely clarifies the existing terms and conditions and does not have a material impact on other potential Proposers or the RFP itself, no further documentation of that question is required.

**4.18** Addenda are written instruments issued by NJPA that modify or interpret the RFP. All addenda issued by NJPA become a part of the RFP. Addenda will be delivered to all Potential Proposers using the same method of delivery of the original RFP material. NJPA accepts no liability in connection with the delivery of any addenda. Copies of addenda will also be made available on the NJPA website at [www.njpacoop.org](http://www.njpacoop.org) (under “Current and Pending Solicitations”) and from the NJPA offices. All Proposers must acknowledge their receipt of all addenda in their proposal response.

**4.19** Any amendment to a submitted proposal must be in writing and must be delivered to NJPA by the RFP submission deadline.

**4.20 through 4.21 [These sections are intentionally blank.]**

**G. MODIFICATION OR WITHDRAWAL OF A SUBMITTED PROPOSAL**

**4.22** A submitted proposal must not be modified, withdrawn, or cancelled by the Proposer for a period of ninety (90) days following the date proposals were opened. Before the deadline for submission of proposals, any proposal submitted may be modified or withdrawn by notice to the NJPA Contracts and Compliance Manager. Such notice must be submitted in writing and must include the signature of the Proposer. The notice must be delivered to NJPA before the deadline for submission of proposals and must be so worded as not to reveal the content of the original proposal. The original proposal will not be physically returned to the potential Proposer until after the official proposal opening. Withdrawn proposals may be resubmitted up to the time designated for the receipt of the proposals if they fully conform with the proposal instructions.

**H. PROPOSAL OPENING PROCEDURE**

**4.23** Sealed and properly identified responses for this RFP entitled RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES will be received by Jonathan Yahn, Contracts and Compliance Manager, at NJPA Offices, 202 12th Street NE, Staples, MN 56479 until the deadline identified on page one of this RFP. All Proposal responses must be submitted in a sealed package. The outside of the package must plainly identify RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES and the RFP number. To avoid premature opening, the Proposer must label the Proposal response properly. **NJPA documents the receipt of proposals by immediately time- and date-stamping them with an atomic clock.** At the time of the public opening, the NJPA Director of Contracts and Marketing or a representative from the NJPA Proposal Evaluation Committee will read the Proposer's names aloud and will determine whether each submission has met Level-1 responsiveness.

**I. NJPA'S RIGHTS RESERVED**

**4.24** NJPA may exercise the following rights with regard to the RFP.

**4.24.1** Reject any and all proposals received in response to this RFP;

**4.24.2** Disqualify any Proposer whose conduct or proposal fails to conform to the requirements of this RFP;

**4.24.3** Duplicate without limitation all materials submitted for purposes of RFP evaluation, and duplicate all public information in response to data requests regarding the proposal;

**4.24.4** Consider and accept for evaluation a late modification of a proposal if 1) the proposal itself was submitted on time, 2) the modifications were requested by NJPA, and 3) the modifications make the terms of the proposal more favorable to NJPA or its members;

**4.24.5** Waive any non-material deviations from the requirements and procedures of this RFP;

**4.24.6** Extend the Contract, in increments determined by NJPA, not to exceed a total Contract term of five years;

**4.24.7** Cancel the Request for Proposal at any time and for any reason with no cost or penalty to NJPA;

**4.24.8** Correct or amend the RFP at any time with no cost or penalty to NJPA. If NJPA corrects or amends any segment of the RFP after submission of proposals and before the announcement of the awarded Vendor, all proposers will be afforded a reasonable opportunity to revise their proposals in order to accommodate the RFP amendment and the new submission dates. NJPA will not be liable for any errors in the RFP or other responses related to the RFP; and

#### 4.24.9 Extend proposal due dates.

## 5 PRICING

**5.1** NJPA requests that potential Proposers respond to this RFP only if they are able to offer a wide array of products and services at lower prices and with better value than what they would ordinarily offer to a single government agency, a school district, or a regional cooperative.

**5.2** This RFP requests pricing for an indefinite quantity of products or related services with potential national sales distribution and service. While most RFP categories represent significant sales opportunities, NJPA makes no guarantees about the quantity of products or services that members will purchase. **The estimated annual value of this contract is \$40 Million. Vendors are expected to anticipate additional volume through potential government, educational, and not-for-profit agencies that would find value in a national contract awarded by NJPA.**

**5.3** Regardless of the payment method selected by NJPA or an NJPA member, the total cost associated with any purchase option of the products and services must always be disclosed in the proposal and at the time of purchase.

**5.4** All proposers must submit “Primary Pricing” in the form of either “Line-Item Pricing,” or “Percentage Discount from Catalog Pricing,” or a combination of these pricing strategies. Proposers are also encouraged to offer optional pricing strategies such as “Hot List,” “Sourced Products,” and “Volume Discounts,” as well as financing options such as leasing. All pricing documents should include a clear effective date.

### A. LINE-ITEM PRICING

**5.5** Line-item pricing is a pricing format in which individual products or services are offered at specific Contract prices. Products or services are individually priced and described by characteristics such as manufacture name, stock or part number, size, or functionality. This method of pricing may offer the least amount of confusion, but Proposers with a large number of items may find this method cumbersome. In these situations, a percentage discount from catalog or category pricing model may make more sense and may increase the clarity of the contract pricing format.

**5.6** All line-item pricing items must be numbered, organized, sectioned (including SKUs, when applicable), and prepared to be easily understood by the Evaluation Committee and members.

**5.7** Submit Line-Item Pricing items in an Excel spreadsheet format and include all appropriate identification information necessary to discern the line item from other line items in each Responder’s proposal.

**5.8** Line-item pricing must be submitted to NJPA in a searchable spreadsheet format (e.g., Microsoft® Excel®) in order to facilitate quickly finding any particular item of interest. For that reason, Proposers are responsible for providing the appropriate product and service identification information along with the pricing information that is typically found on an invoice or price quote for such product or services.

**5.9** All products or services typically appearing on an invoice or price quote must be individually priced and identified on the line-item price sheet, including any and all ancillary costs.

**5.10** Proposers should provide both a published “List Price” as well as a “Proposed Contract Price” in their pricing matrix. Published List Price will be the standard “quantity of one” price currently available to government and educational customers, excluding cooperative and volume discounts.

### B. PERCENTAGE DISCOUNT FROM CATALOG OR CATEGORY

**5.11** This pricing model involves a specific percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services being proposed.

**5.12** Individualized percentage discounts can be applied to any number of defined product groupings.

**5.13** A percentage discount from MSRP may be applied to all elements identified in MSRP, including all manufacturer options applicable to the products or services.

**5.14** When a Proposer elects to use "Percentage Discount from Catalog or Category," Proposer will be responsible for providing and maintaining current published MSRP with NJPA, and this pricing must be included in its proposal and provided throughout the term of any Contract resulting from this RFP.

#### C. COST PLUS A PERCENTAGE OF COST

**5.15** "Cost plus a percentage of cost" as a primary pricing mechanism is not desirable. It is, however, acceptable for pricing sourced goods or services.

#### D. HOT LIST PRICING

**5.16** Where applicable, a Vendor may opt to offer a specific selection of products or services, defined as "Hot List" pricing, at greater discounts than those listed in the standard Contract pricing. All product and service pricing, including the Hot List Pricing, must be submitted electronically in a format that is acceptable to NJPA. Hot List pricing must be submitted in a line-item format. Products and services may be added or removed from the Hot List at any time through an NJPA Price and Product Change Form.

**5.17** Hot List program and pricing may also be used to discount and liquidate close-out and discontinued products and services as long as those close-out and discontinued items are clearly labeled as such. Current ordering process and administrative fees apply. This option must be published and made available to all NJPA Members.

#### E. CEILING PRICE

**5.18** Proposal pricing is to be established as a ceiling price. At no time may the proposed products or services be offered under this Contract at prices above this ceiling price without a specific request and approval by NJPA. Contract prices may be reduced at any time, for example, to reflect volume discounts or to meet the needs of an NJPA Member.

**5.19** [This section is intentionally blank.]

#### F. VOLUME PRICE DISCOUNTS / ADDITIONAL QUANTITIES

**5.20 through 5.23** [These sections are intentionally blank.]

#### G. TOTAL COST OF ACQUISITION

**5.24** The Total Cost of Acquisition for the equipment/products and related services being proposed, including those payable by NJPA Members to either the Proposer or a third party, is the cost of the proposed equipment/products product/equipment and related services delivered and operational for its intended purpose in the end-user's location. For example, if you are proposing equipment/products FOB Proposer's dock, your proposal should reflect that the contract pricing does not provide for delivery beyond Proposer's dock, nor any set-up activities or costs associated with those delivery or set-up activities. Any additional costs for delivery and set-up should be clearly disclosed. In contrast, a proposal could state that there are no additional costs of acquisition if the product is delivered to and operational at the end-user's location.

#### H. SOURCED GOOD or OPEN MARKET ITEM

**5.25** A Sourced Good or an Open Market Item is a product that a member wants to buy under contract that is not currently available under the Vendor's NJPA contract. This method of procurement can be satisfied through a contract sourcing process. Sourcing options serve to provide a more complete contract solution to meet our members' needs. Sourced items are generally deemed incidental to the total transaction or purchase of contract items.

**5.26** NJPA or NJPA Members may request products, equipment, and related services that are within the related scope of this RFP, even if they are not included in an awarded Vendor's line-item price list or catalog. These items are known as Sourced Goods or Open Market Items.

**5.27** An awarded Vendor may source such items to the extent that the items are identified as "Sourced Products/Equipment" or "Open Market Items" on any quotation issued in reference to an NJPA awarded contract, and that this information is provided to either NJPA or an NJPA Member. NJPA is not responsible for determining whether a Sourced Good is an incidental portion of the overall purchase or whether a Member is able to consider a Sourced Good a purchase under an NJPA contract.

**5.28** "Cost plus a percentage" pricing is an acceptable option in pricing of Sourced Goods.

## **I. PRODUCT & PRICE CHANGES**

**5.29** Awarded Vendors may request product or service changes, additions, or deletions at any time throughout the contract term. All requests must be made in written format by completing the NJPA Price and Product Change Request Form (located at the end of this RFP and on the NJPA website), signed by an authorized Vendor representative. All changes are subject to review and approval by NJPA. Submit your requests through email to your assigned Contract Manager and to PandP@njpacoop.org.

**5.30** NJPA will determine whether the request is both within the scope of the original RFP and in the best interests of NJPA and NJPA Members. Approved Price and Product Change Request Forms will be returned to the Vendor contact through email.

**5.31** The Vendor must 1) complete this change request form and individually list or attach all items subject to change, 2) provide a sufficiently detailed explanation and documentation for the change, and 3) include a complete restatement of pricing document in appropriate format (preferably Excel). The pricing document must identify all products and services being offered and must conform to the following NJPA product and price change naming convention: (Vendor Name) (NJPA Contract #) (effective pricing date); for example, "COMPANY 012411-CPY effective 02-12-2016."

**5.32** **The new pricing restatement must include *all* products and services offered, even for those items whose pricing remains unchanged,** and must include a new effective date on the pricing documents. This requirement reduces confusion by providing a single, current pricing sheet for each vendor and creates a historical record of pricing.

**5.33** **ADDITIONS.** New products and related services may be added to a Contract resulting from this RFP at any time during that Contract term to the extent that those products and related services are within the scope of this RFP. Allowable new products and related services generally include updated models of products and enhanced services that reflect new technology and improved functionality.

**5.34** **DELETIONS.** New products and related services may be deleted from a contract if an item is no longer available.

**5.35** **PRICE CHANGES.** A Vendor may request pricing changes by providing reasonable justification for the change. For example, a request for a 3% increase in a product line that relies heavily on petroleum products may be reasonable if the raw cost of required petroleum products has increased substantially. Conversely, a request for a 3% increase in prices based only on a 3% increase in a cost-of-living index may be considered unreasonable. Although NJPA is sensitive to the possibility of fluctuations in raw material

costs, prospective Vendors should make every reasonable attempt to account for normal cost changes by proposing pricing that will be effective throughout the duration of the four-year Contract.

**5.35.1** *Price decreases:* NJPA expects Vendors to propose their very best prices and anticipates price reductions that are due to advancement in technology and marketplace efficiencies.

**5.35.2** *Price increases:* A Vendor must include reasonable documentation for price-increase requests, along with both current and proposed pricing. Appropriate documentation should be attached to the Price and Product Change Request Form, including letters from suppliers announcing price increases. Price increases must not exceed the industry standard.

**5.36 through 5.37** [These sections are intentionally blank.]

**5.38** Proposers representing multiple manufacturers, or carrying multiple related product lines may also request the addition of new manufacturers or product lines to their Contract to the extent they remain within the scope of this RFP.

**5.39 through 5.43** [These sections are intentionally blank.]

## K. SALES TAX

**5.44** Sales and other taxes should not be included in the prices quoted. The Vendor will charge state and local sales and other applicable taxes on items for which a valid tax-exemption certification has not been provided. Each NJPA Member is responsible for providing verification of tax-exempt status to the Vendor. When ordering, NJPA Members must indicate that they are tax-exempt entities. Except as set forth herein, no party is responsible for taxes imposed on another party as a result of or arising from the transactions under a Contract resulting from this RFP.

## L. SHIPPING

**5.45** Shipping costs can constitute a significant portion of the overall cost of procurement. Consequently, significant weight will be given to the quality of a prospective Vendor's shipping program. Shipping charges should reasonably reflect the actual cost of shipping. NJPA understands that Vendors may use other shipping cost methods for simplicity or for transparency. But to the extent that shipping costs are determined to disproportionately increase a Vendor's profit, NJPA may reduce the points awarded in the "Pricing" criteria.

**5.46 through 5.47** [These sections are intentionally blank.]

**5.48** All shipping and restocking fees must be identified in the price program. Certain industries providing made-to-order products may not allow returns. Proposals will be evaluated not only on the actual costs of shipping, but on the relative flexibility extended to NJPA Members relating to restocking fees, shipping errors, customized shipping requirements, the process for rejecting damaged or delayed shipments, and similar subjects.

**5.49 through 5.50** [These sections are intentionally blank.]

**5.51** Delivered products must be properly packaged. Damaged products may be rejected. If the damage is not readily apparent at the time of delivery, the Vendor must permit the products to be returned within a reasonable time at no cost to NJPA or NJPA Member. NJPA and NJPA Members reserve the right to inspect the products at a reasonable time subsequent to delivery where circumstances or conditions prevent effective inspection of the products at the time of delivery.

**5.52** The Vendor must deliver Contract-conforming products in each shipment and may not substitute products without the express approval from NJPA or the NJPA Member.

**5.53** NJPA reserves the right to declare a breach of Contract if the Vendor intentionally delivers substandard or inferior products that are not under Contract and described in its paper or electronic price lists or sourced upon request of any Member under this Contract. In the event of the delivery of nonconforming products, the NJPA Member will notify the Vendor as soon as possible and the Vendor will replace nonconforming products with conforming products that are acceptable to the NJPA member.

**5.54** Throughout the term of the Contract, Proposer agrees to pay for return shipment on products that arrive in a defective or inoperable condition. Proposer must arrange for the return shipment of the damaged products.

## **6** **EVALUATION OF PROPOSALS**

### **A. PROPOSAL EVALUATION PROCESS**

**6.1** The NJPA proposal evaluation committee will evaluate proposals received based on a 1,000 point evaluation system. The committee establishes both the evaluation criteria and designates the relative weight of each criterion by assigning possible scores for each category on Form G of this RFP. The committee may adjust the relative weight of the criteria for each RFP. (For example, if the “Warranty” criterion does not apply to a particular RFP, the points normally awarded under “Warranty” may be used to increase the number of potential points in another evaluation category or categories.) The “Pricing” criterion will contain at least a plurality of points for every RFP.

**6.2** NJPA uses a scoring system that gives primary importance to “Pricing.” But pricing includes more than just the absolute lowest initial cost of purchasing, for example, a particular product. Other considerations include the total cost of the acquisition and whether the Proposer’s offering represents the best value. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting NJPA Members’ needs. Pricing points may be awarded based on pricing clarity and ease of use. NJPA may also award points based on whether a response contains exceptions, exclusions, or limitations of liabilities.

**6.3** The NJPA Board of Directors will consider making awards to the selected Proposer(s) based on the recommendations of the proposal evaluation committee. To qualify for the final evaluation, a Proposer must have been deemed responsive as a result of the criteria set forth under “Proposer Responsiveness,” found just below.

### **B. PROPOSER RESPONSIVENESS**

**6.4** All responses are evaluated for Level-One and Level-Two Responsiveness. If a response does not substantially conform to substantially all of the terms and conditions in the solicitation, or if it requires unreasonable exceptions, it may be considered nonresponsive.

**6.5** All proposals must contain suitable responses to the questions in the proposal forms. The following requirements must be satisfied in order to meet Level-One Responsiveness, which is typically ascertained on the proposal opening date. If these standards are not met, your response may be disqualified as nonresponsive.

**6.6** Level-One Responsiveness means that the response

**6.6.1** is received before the deadline for submission or it will be returned unopened;

**6.6.2** is properly addressed and identified as a sealed proposal with a specific RFP number and an opening date and time;

- 6.6.3** contains a pricing document (with apparent discounts) and all other forms fully completed, even if “not applicable” is the answer;
- 6.6.4** includes the original (hard copy) completed, dated, and signed RFP forms C, D, and F. In addition, the response must include the hard-copy signed signature page only from RFP Forms A and P and, if applicable, all signed addenda that have been issued in relation to this RFP;
- 6.6.5** contains an electronic (CD, flash drive, or other suitable) copy of the entire response; and

**6.7** Level-Two Responsiveness (including whether the response is within the RFP’s scope) is determined while evaluating the remaining items listed under Proposal Evaluation Criteria below. These items are not arranged in order of importance. Each item draws from multiple questions, and a Proposer’s responses may affect scoring in multiple evaluation criteria. For example, the answers to Industry-Specific Questions may help determine scoring relative to a Proposer’s marketplace success, ability to sell and service nationwide, and financial strength. Any questions not answered without an explanation will likely result in a loss of points and may lead to a nonaward if the proposal evaluation committee cannot effectively review your response.

## **C. PROPOSAL EVALUATION CRITERIA**

**6.8** Forms A and P include a series of questions that address the following categories:

- 6.8.1** Company Information and Financial Strength
- 6.8.2** Industry Requirements and Marketplace Success
- 6.8.3** Ability to Sell and Deliver Service Nationwide
- 6.8.4** Marketing Plan
- 6.8.5** Other Cooperative Procurement Contracts
- 6.8.6** Value-Added Attributes
- 6.8.7** Payment Terms and Financing Options
- 6.8.8** Warranty
- 6.8.9** Equipment/Products/Services
- 6.8.10** Pricing and Delivery
- 6.8.11** Industry-Specific Questions

**6.9** [This section is intentionally blank.]

## **D. OTHER CONSIDERATIONS**

**6.10** In evaluating RFP responses, NJPA has no obligation to consider information that is not provided in the Proposer’s response. NJPA may, however, consider additional information outside the Proposer’s response. This research may include such sources as the Proposer’s website, industry publications, listed references, and user interviews.

**6.11** NJPA may organize RFP responses into separate classes or subcategories, depending on the range of responses. For example, NJPA might receive numerous submissions for “Widgets and Related Products and Services.” NJPA may organize these responses into subcategories, such as manufacturers of fully operational Widgets, manufacturers of component parts for Widgets, and providers of parts and service for Widgets. NJPA reserves the right to award Proposers in some or all of such subcategories without regard to the evaluation score given to Proposers in another subcategory. This specifically allows NJPA to award

Vendors that might not have, for instance, the breadth of products of Proposers in another subcategory, but that nonetheless meet a substantial and articulated need of NJPA Members.

**6.12 [This section is intentionally blank.]**

**6.13** NJPA reserves the right to request and test equipment/products and related services and to seek clarification from Proposers. Before the Contract award, the Proposer must furnish the requested information within three (3) days (or within another agreed-to time frame) or provide an explanation for the delay along with a requested time frame for providing the requested information. Proposers must make reasonable efforts to supply test products promptly. All Proposer products remain the property of the Proposer, and NJPA will return such products after the evaluation process. NJPA may make provisional contract awards, subject to a Proposer's proper response to a request for information or products.

**6.14** A Proposer's past performance under previously awarded contracts to schools, governmental agencies, and not-for-profit entities is relevant in evaluating a Proposer's current response. Past performance includes the Proposer's record of conforming to published specifications and to standards of good workmanship, as well as the Proposer's history for reasonable and cooperative behavior and for commitment to Member satisfaction. Incumbency as an awarded Vendor does not, by itself, merit positive consideration for a future Contract award.

**6.15** NJPA reserves the right to reject any or all proposals.

## **E. COST COMPARISON**

**6.16** NJPA may use a variety of evaluation methods, including cost comparisons of specific products. NJPA reserves the right to use this process when the proposal evaluation committee determines that this will help to make a final determination.

**6.17** This direct cost comparison process will award points for being low to high Proposer for each cost evaluation item selected. A "Market Basket" of identical (or substantially similar) equipment/products and related services may be selected by the proposal evaluation committee, and the unit cost will be used as a basis for determining the point value. NJPA will select the "Market Basket" from all appropriate product categories as determined by NJPA.

## **F. MARKETING PLAN**

**6.18** A Proposer's marketing plan is a critical component of the RFP response. An awarded Vendor's sales force will likely be the primary source of communication with NJPA Members and will directly affect the contract's success. Marketing success depends on communicating the contract's value, knowing the contract thoroughly, and communicating the proper use of contracted products and services to the end user. Much of the success and sales reward is a direct result of the commitment to the contract by the awarded Vendor's sales teams. NJPA reserves the right to deem a Proposer Level-Two nonresponsive or not to award a contract based on an unacceptable or incomplete marketing plan.

**6.19** NJPA marketing expectations include the following components.

**6.19.1** An awarded Vendor must demonstrate the ability to deploy a national sales force or dealer network. The best RFP responses demonstrate the ability to sell, deliver, and service products through acceptable distribution channels to NJPA members in all 50 states. Proposers' responses should fully demonstrate their sales and service capabilities, should outline their national sales force network (both numerically geographically), and should describe their method of distribution of the offered products and related services. Service may be independent of the product sales pricing, but NJPA encourages related services to be a part of Proposers' response. Despite its preference for awarding contracts to Vendors that demonstrate nationwide sales and service, NJPA reserves the right to award contracts that meet specific Member needs locally or regionally.

**6.19.2** Proposers are invited to demonstrate their ability to successfully market, promote, and communicate the benefits of an NJPA contract to current and potential Members nationwide. NJPA desires a marketing plan that communicates the value of the contract to as many Members as possible.

**6.19.3** Proposers are expected to be receptive to NJPA trainings. Awarded Vendors must provide an appropriate training venue for both management and the sales force. NJPA commits to providing training on all aspects of communicating the value of the awarded contract, including the authority of NJPA to offer the contract to its Members, the value and utility the contract delivers to NJPA Members, the scope of NJPA Membership, the authority of Members to use NJPA procurement contracts, the preferred marketing and sales methods, and the successful use of specific business sector strategies.

**6.19.4** Awarded Vendors are expected to demonstrate a commitment to fully embrace the NJPA contract. Proposers should identify both the appropriate levels of sales management and sales force that will need to understand the value of the NJPA contract, as well as the internal procedures needed to deliver the appropriate messaging to NJPA Members. NJPA will provide a general schedule and a variety of methods describing when and how those individuals should be trained.

**6.19.5** Proposers should outline their proposed involvement in promoting an NJPA contract through applicable industry trade show exhibits and related customer meetings. Proposers are encouraged to consider participation with NJPA at NJPA-endorsed national trade shows.

**6.19.6** Proposers must exhibit the willingness and ability to actively market and develop contract-specific marketing materials including the following items.

**6.19.6.1 Complete Marketing Plan.** Proposers must submit a marketing plan outlining how they will launch the NJPA contract to current and potential NJPA Members. NJPA requires awarded Vendors to embrace and actively promote the contract in cooperation with the NJPA.

**6.19.6.2 Printed Marketing Materials.** Awarded Vendors will produce and maintain full color print advertisements in camera-ready electronic format, including company logos and contact information to be used in the NJPA directory and other approved marketing publications.

**6.19.6.3 Contract announcements and advertisements.** Proposers should outline in the marketing plan their anticipated contract announcements, advertisements in industry periodicals, and other direct or indirect marketing activities promoting the awarded NJPA contract.

**6.19.6.4 Proposer's Website.** Proposers should identify how an awarded Contract will be displayed and linked on the Proposer's website. An online shopping experience for NJPA Members is desired whenever possible.

**6.19.7** An NJPA Vendor contract launch will be scheduled during a reasonable time frame after the award and held at the NJPA office in Staples, MN unless the Vendor and NJPA agree to a different location.

**6.20** Proposer shall identify their commitment to develop a sales/communication process to facilitate NJPA membership and establish status of current and potential agencies/members. Proposer should further express their commitment to capturing sufficient member information as is deemed necessary by NJPA.

## G. CERTIFICATE OF INSURANCE

**6.21** Proposers must provide evidence of liability insurance coverage identified below in the form of a Certificate of Insurance (COI) or an ACORD binder form with their proposal. Upon an award issued under this RFP and before the execution of any commerce relating to such award, the awarded Vendor must provide verification, in the form of a Certificate of Insurance, identifying the coverage required below and identifying NJPA as a “Certificate Holder.” The Vendor must maintain such insurance coverage at its own expense throughout the term of any contract resulting from this solicitation.

**6.22** Any exceptions or assumptions to the insurance requirements must be identified on Form C of this RFP. Exceptions and assumptions will be considered as part of the evaluation process. Any exceptions or assumptions that Proposers submit must be specific. If a Proposer does not include specific exceptions or assumptions when submitting the proposal, NJPA will typically not consider any additional exceptions or assumptions during the evaluation process. Upon contract award, the awarded Vendor must provide the Certificate of Insurance identifying the coverage as specified.

**6.23 Insurance Liability Limits.** The awarded Vendor must maintain, for the duration of its contract, \$1.5 million in general liability insurance coverage or general liability insurance in conjunction with an umbrella for a total combined coverage of \$1.5 million. Work on the Contract will not begin until after the awarded Vendor has submitted acceptable evidence of the required insurance coverage. Failure to maintain any required insurance coverage or an acceptable alternative method of insurance will be deemed a breach of contract.

**6.23.1 Minimum Scope and Limits of Insurance.** An awarded Vendor must provide coverage with limits of liability not less than those stated below. An excess liability policy or umbrella liability policy may be used to meet the minimum liability requirements provided that the coverage is written on a “following form” basis.

**6.23.1.1 Commercial General Liability—Occurrence Form**

Policy shall include bodily injury, property damage and broad form contractual liability and XCU coverage.

**6.23.1.2 Each Occurrence**

\$1,500,000

**6.24 Insurance Requirements:** The limits listed in this RFP are minimum requirements for this Contract and in no way limit any indemnity covenants contained in this Contract. NJPA does not warrant that the minimum limits contained herein are sufficient to protect the Vendor from liabilities that might arise out of the performance of the work under this Contract by the Vendor, its agents, representatives, employees, or subcontractors, and the Vendor is free to purchase additional insurance as may be determined necessary.

**6.25 Acceptability of Insurers:** Insurance is to be placed with insurers duly licensed or authorized to do business in the State of Minnesota and with an “A.M. Best” rating of not less than A- VII. NJPA does not warrant that the above required minimum insurer rating is sufficient to protect the Vendor from potential insurer solvency.

**6.26 Subcontractors:** Vendors’ certificate(s) must include all subcontractors as additional insureds under its policies, or the Vendor must furnish to NJPA separate certificates for each subcontractor. All coverage for subcontractors are be subject to the minimum requirements identified above.

## H. ORDER PROCESS AND/OR FUNDS FLOW

**6.27** NJPA Members typically issue a purchase order directly to a Vendor under a Contract resulting from this RFP. Alternatively, a separate contract may be created to facilitate acquiring products or services offered in response to this RFP. Nothing in this Contract restricts the Member and Vendor from agreeing

to add terms or conditions to a purchase order or a separate contract provided that such terms or conditions must not be less favorable to NJPA's Members.

**6.28 [This section is intentionally blank.]**

**I. ADMINISTRATIVE FEES**

**6.29** Vendors will pay to NJPA an administrative fee in exchange for NJPA facilitating this Contract with its current and potential Members. NJPA may grant a conditional contract award to a Proposer if the proposed administrative fee is unclear, inadequate, or unduly burdensome for NJPA to administer. Sales under this Contract should not be processed until the parties resolve the administrative fee issue.

**6.29.1** The administrative fee is typically calculated as a percentage of the dollar volume of all products and services by NJPA Members under this Contract, including anything represented to NJPA Members as falling under this Contract.

**6.29.2** The administrative fee is included in, and not added to, the pricing included in Proposer's response to the RFP. Awarded Vendors must not charge NJPA Members more than permitted in the then current price list in order to offset the administrative fee.

**6.29.3** The administrative fee is designed to cover the costs of NJPA's involvement in contract management, facilitating marketing efforts, Vendor training, and any order processing tasks relating to the Contract. Administrative fees may also be used for other purposes as allowed by Minnesota law.

**6.29.4** The typical administrative fee under this Contract is two percent (2%). While NJPA does not dictate the particular fee percentage, we require that the Proposer articulate a specific fee in its response. For example, merely stating that "we agree to pay an administrative fee" is considered nonresponsive. NJPA acknowledges that the administrative fee percentage may differ between vendors, industries, and responses.

**6.29.5** NJPA awarded Vendors are responsible for paying the administrative fee at least quarterly and for generating all related reporting. Vendors agree to cooperate with NJPA in auditing these reports to ensure that the administrative fee is paid on all items purchased under the Contract.

**6.30 through 6.32 [This section is intentionally blank.]**

**J. VALUE-ADDED ATTRIBUTES**

**6.33 Desirability of Value-Added Attributes:** Value-added attributes in an RFP response will be given positive consideration in NJPA's evaluation process. Such attributes may increase the benefit of a product or service by improving functionality, performance, maintenance, manufacturing, delivery, energy efficiency, ordering, or other items while remaining within the scope of this RFP.

**6.34 Women and Minority Business Enterprise (WMBE), Small Business, and Other Favored Businesses:** Some NJPA Members give formal preference to certain types of vendors or contractors. Proposers should document WMBE (or other) status for both their organization and for any affiliates (e.g., supplier networks) involved in fulfilling the terms of this RFP. The ability of a Proposer to provide preferred business entity "credits" to NJPA and NJPA Members under a Contract will be evaluated positively by NJPA and reflected in the "value added" area of the evaluation.

**6.35 Environmentally Preferred Purchasing Opportunities:** Many NJPA Members consider the environmental impact of the products and services they purchase. "Green" characteristics demonstrated by Proposers will be evaluated positively by NJPA and reflected in the "value added" area of the evaluation. Please identify any green characteristics of any offering in your proposal and identify the sanctioning body

determining that characteristic. Where appropriate, please indicate which products have been certified as green and by which certifying agency.

**6.36 Online Requisitioning Systems:** When applicable, online requisitioning systems will be viewed as a value-added characteristic. Proposers should demonstrate how their system makes online ordering easier for NJPA Members, including how Members could integrate their current e-Procurement or enterprise resource planning (ERP) systems into the Proposer's ordering process.

**6.37 Financing:** The ability of the Proposer to provide financing solutions to Members for the products and services being proposed will be viewed as a value-added attribute.

**6.38 Technology:** Technological advances that appreciably improve the proposed products or services will be considered value-added attributes.

## K. WAIVER OF FORMALITIES

**6.39** NJPA reserves the right to waive minor formalities (or to accept minor irregularities) in any proposal, when it determines that considering the proposal may be in the best interest of its Members.

## **7 POST-AWARD OPERATING ISSUES**

### A. SUBSEQUENT AGREEMENTS

**7.1 Purchase Order.** Purchase orders for products and services may be executed between NJPA Members and the awarded Vendor (or Vendor's sub-contractors) under this Contract. NJPA Members and Vendors must indicate on the face of such purchase orders that "This purchase order is issued under NJPA contract #XXXXXX" (insert the relevant contract number). Purchase order flow and procedure will be developed jointly between NJPA and an awarded Vendor after an award is made.

**7.2 Governing Law.** Purchase orders must be construed in accordance with, and governed by, the laws of a competent jurisdiction with respect to the Member. (See also Section 8.5 of this RFP.) All provisions required by law to be included in the purchase order should be read and enforced as if they were included. If through mistake or otherwise any such provision is not included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction. The venue for any litigation arising out of disputes related to purchase order will be a court of competent jurisdiction with respect to the Member.

**7.3 Additional Terms and Conditions.** Additional terms and conditions to a purchase order may be proposed by NJPA, NJPA Members, or Vendors. Acceptance of these additional terms and conditions is optional to all parties to the purchase order. One purpose of these additional terms and conditions is to address job- or industry-specific requirements of law such as prevailing wage legislation. Additional terms and conditions may also include specific local policy requirements and standard business practices of the issuing Member or the Vendor. Such additional terms and conditions are not considered valid to the extent that they interfere with the general purpose, intent, or currently established terms and conditions contain in this RFP document. For example, a Vendor and Member may agree to add a "net 30" payment requirement to the purchase order instead of applying a "net 10" requirement. But the added terms and conditions must not be less favorable to the Member unless NJPA, the Member, and the Vendor agree to a Contract amendment or similar modification.

**7.4 Specialized Service Requirements.** In the event that the NJPA Member desires service requirements or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in the Contract resulting from this RFP, the NJPA Member and the Vendor may enter into a separate, standalone agreement, apart from a Contract resulting from this RFP. Any proposed service requirements or specialized performance requirements require pre-approval by the Vendor. Any separate agreement developed to address these

specialized service or performance requirements is exclusively between the NJPA Member and Vendor. NJPA, its agents, and employees shall not be made a party to any claim for breach of such agreement. Product sourcing is not considered a service. NJPA Members will need to conduct procurements for any specialized services not identified as a part of or within the scope of the awarded Contract.

**7.5 Performance Bond.** At the request of the Member, a Vendor will provide all performance bonds typically and customarily required in their industry. These bonds will be issued pursuant to the requirements of purchase orders for products and services. If a purchase order is cancelled for lack of a required performance bond by the member agency, NJPA recommends that the current pending purchase order be canceled. Each Member has the final decision on purchase order continuation. Any performance bonding required by the Member, the Member's state laws, or by local policy is to be mutually agreed upon and secured between the Vendor and the Member.

**7.6 Asset Management Contracts:** Asset Management-type Contracts can be initiated under a Contract resulting from this RFP at any time during the term of this Contract. Such a contract could involve, for example, picking up, storing, repairing, inventorying, salvaging, and delivery products falling within the scope of this Contract. The intention in using Asset Management Contracts is to promote the long-term efficiency of NJPA's contracts by (among other things) extending the use and re-use of products. Asset Management Contracts cannot be created under this Contract unless they are executed within the authorized term of a Contract resulting from this RFP. The actual term of the Asset Management Contract may, however, extend beyond the expiration date of this Contract.

## B. NJPA MEMBER SIGN-UP PROCEDURE

**7.6** Awarded Vendors are responsible for familiarizing their sales and service forces with the various forms of NJPA membership documentation and will encourage and assist potential Members in establishing membership with NJPA. NJPA membership is available at no cost, obligation, or liability to the Member or the Vendor.

## C. REPORTING OF SALES ACTIVITY

**7.7** Awarded Vendors must report at least quarterly the total gross dollar volume of all products and services purchased by NJPA Members as it applies to this RFP and Contract. This report must include the name and address of the purchasing agency, Member number, amount of purchase, and a description of the items purchased.

**7.7.1 Zero sales reports:** Awarded Vendors must provide a quarterly Contract sales report regardless of the amount of sales.

## D. AUDITS

**7.8** NJPA relies substantially on the reasonable auditing efforts of both Members and awarded Vendors to ensure that Members are obtaining the products, services, pricing, and other benefits under all NJPA contracts. Nonetheless, the Vendor must retain and make available to NJPA all order and invoicing documentation related to purchases that Members make from the Vendor under the awarded Contract. NJPA must not request such information more than once per calendar year, and NJPA must make such requests in writing with at least fourteen (14) days' notice. NJPA may employ an independent auditor at its own expense or conduct an audit on its own. In either event, the Vendor agrees to cooperate fully with NJPA or its agents in order to ensure compliance with this Contract.

## E. HUB PARTNER

**7.9 Hub Partner:** NJPA Members may request special services through a "Hub Partner" for the purpose of complying with a law, regulation, or rule that an NJPA Member deems to apply in its jurisdiction. Hub

Partners may bring value to the proposed transactions through consultancy, through qualifying for disadvantaged business entity credits, or through other means.

**7.10 Hub Partner Fees:** NJPA Members are responsible for any transaction fees, costs, or expenses that arise under this Contract for special service provided by the Hub Partner. The fees, costs, or expenses levied by the Hub Vendor must be clearly itemized in the transaction documentation. To the extent that the Vendor stands in the chain of title during a transaction resulting from this RFP, the documentation must clearly indicate that the transaction is “Executed for the Benefit of [NJPA Member name].”

## **F. TRADE-INS**

**7.11** The value in US Dollars for Trade-ins will be negotiated between NJPA or an NJPA Member, and an Awarded Vendor. That identified “Trade-In” value shall be viewed as a down payment and credited in full against the NJPA purchase price identified in a purchase order issued pursuant to any Awarded NJPA procurement contract. The full value of the trade-in will be consideration.

## **G. OUT OF STOCK NOTIFICATION**

**7.12** The Vendor must immediately notify NJPA Members when they order an out-of-stock item. The Vendor must also tell the Member when the item will be available and whether there are equivalent substitutes. The Member must have the option of accepting the suggested substitute or canceling the item from the order. Under no circumstance may the Vendor make unauthorized substitutions. Unfilled or substituted items must be indicated on the packing list.

## **H. CONTRACT TERMINATION FOR CAUSE AND WITHOUT CAUSE**

**7.13** NJPA reserves the right to cancel all or any part of this Contract if the Vendor fails to fulfill any material obligation, term, or condition as described in the following procedure. Before any such termination for cause, the NJPA will provide written notice to the Vendor, an opportunity to respond, and a reasonable opportunity to cure the breach. The following are some examples of material breaches.

- 7.13.1** The Vendor provides products or services that do not meet reasonable quality standards and that are not remedied under the warranty;
- 7.13.2** The Vendor fails to ship the products or to provide the services within a reasonable amount of time;
- 7.13.3** NJPA reasonably believes that the Vendor will not or cannot perform to the requirements or expectations of the Contract, NJPA issues a request for assurance, and the Vendor fails to respond;
- 7.13.4** The Vendor fails to fulfill any of the material terms and conditions of the Contract;
- 7.13.5** The Vendor fails to follow the established procedure for purchase orders, invoices, or receipt of funds as established by NJPA and the Vendor;
- 7.13.6** The Vendor fails to properly report quarterly sales;
- 7.13.7** The Vendor fails to actively market this Contract within the guidelines provided in this RFP and defined in the NJPA contract launch.

**7.14** Upon receipt of the written notice of breach, the Vendor will have ten (10) business days to provide a satisfactory response to NJPA. If the Vendor fails to reasonably address all issues in the written notice, NJPA may terminate the Contract immediately. If NJPA allows the Vendor more time to remedy the breach, such forbearance does not limit NJPA’s authority to immediately terminate the Contract for continued

breaches for which notice was given to the Vendor. Termination of the Contract for cause does not relieve either party of the financial, product, or service obligations incurred before the termination.

**8.2 [This section is intentionally blank.]**

**7.16** NJPA may terminate the Contract if the Vendor files for bankruptcy protection or is acquired by an independent third party. The Vendor must disclose to NJPA any litigation, bankruptcy, or suspensions/disbarments that occur during the Contract period. Failure to disclose such information authorizes NJPA to immediately terminate the Contract.

**7.17** NJPA may terminate the Contract without cause by giving the Vendor sixty (60) days' written notice of termination. Termination of the Contract without cause does not relieve either party of the financial, product, or service obligations incurred before the termination.

**7.18** NJPA may immediately terminate any Contract without further obligation if any NJPA employee significantly involved in initiating, negotiating, securing, drafting, or creating the Contract on behalf of NJPA has colluded with any Proposer for personal gain. NJPA may also immediately cancel a Contract if it finds that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Vendor or any agent or representative of the Vendor, to any employee of NJPA. Such terminations are effective upon written notice from NJPA or at a later date designated in the notice. Termination of the Contract does not relieve either party of the financial, product, or service obligations incurred before the termination.

## **8 GENERAL TERMS AND CONDITIONS**

### **8. ADVERTISING A CONTRACT RESULTING FROM THIS RFP**

**8.1** Proposer/Vendor must not advertise or publish information concerning this Contract before the award is announced by NJPA. Once the award is made, a Vendor is expected to advertise the awarded Contract to both current and potential NJPA Members.

### **B. APPLICABLE LAW**

**8.2 [This section is intentionally blank.]**

**8.3 NJPA Compliance with Minnesota Procurement Law:** NJPA has designed its procurement process to comply with best practices in the State of Minnesota. NJPA's solicitation methods are also created to comply with many of the various requirements that our Members must satisfy in their own procurement processes. But these requirements may differ considerably and may change from time to time. So each NJPA Member must make its own determination whether NJPA's solicitation process satisfies the procurement rules in the Member's jurisdiction.

**8.4 Governing law with respect to delivery and acceptance:** All applicable portions of the Minnesota Uniform Commercial Code, all other applicable Minnesota laws, and the applicable laws and rules of delivery and inspection of the Federal Acquisition Regulations (FAR) laws will govern NJPA contracts resulting from this solicitation.

**8.5 Jurisdiction:** Any claims that arise against NJPA pertaining to this RFP, and any resulting contract that develops between NJPA and any other party, must be brought only in courts in Todd County in the State of Minnesota unless otherwise agreed to.

**8.5.1** Purchase orders or other agreements created pursuant to a contract resulting from this solicitation must be construed in accordance with, and governed by, the laws of the issuing Member. Any claim arising from such a purchase order or agreement must be filed and venued in a court of competent jurisdiction of the Member unless otherwise agreed to.

**8.6 through 8.7 [This section is intentionally blank.]**

**8.8 Indemnification:** Each party is responsible for its own acts and is not responsible for the acts of the other party and the results thereof. NJPA's liability is governed by the Minnesota Tort Claims Act (Minn. Stat. §3.736) and other applicable law.

**8.9 Prevailing wage:** The Vendor must comply with applicable prevailing wage legislation in effect in the jurisdiction of the NJPA Member. The Vendor must monitor the prevailing wage rates as established by the appropriate federal governmental entity during the term of this Contract and adjust wage rates accordingly.

**8.10 Patent and copyright infringement:** The Vendor agrees to indemnify and hold harmless NJPA and NJPA Members against any and all suits, claims, judgments, and costs instituted or recovered against the Vendor, NJPA, or NJPA Members by any person on account of the use or sale of any articles by NJPA or NJPA Members if the Vendor supplied such articles in violation of applicable patent or copyright laws.

**C. ASSIGNMENT OF CONTRACT**

**8.11** No right or interest in this Contract may be assigned or transferred by the Vendor without prior written permission by the NJPA. No delegation of any duty of the Vendor under this Contract may be made without prior written permission of the NJPA. NJPA will notify Members by posting approved assignments on the NJPA website ([www.njpacoop.org](http://www.njpacoop.org)).

**8.12** If the original Vendor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor-in-interest must perform all obligations under this Contract. NJPA reserves the right to reject the acquiring entity as a Vendor. A change of name agreement will not change the contractual obligations of the Vendor.

**D. LIST OF PROPOSERS**

**8.13** NJPA will not maintain a list of interested proposers, nor will it automatically send RFPs to them. All interested proposers must request the RFP as a result of NJPA's national solicitation advertisements. Because of the wide scope of the potential Members and qualified national suppliers, NJPA has determined this to be the best method of fairly soliciting proposals.

**E. CAPTIONS, HEADINGS, AND ILLUSTRATIONS**

**8.14** The captions, illustrations, headings, and subheadings in this RFP are for convenience and ease of understanding and in no way define or limit the scope or intent of this request.

**F. DATA PRACTICES**

**8.15** All materials submitted in response to this RFP become NJPA's property and become public records (under Minn. Stat. §13.591) after the evaluation process is completed. If the Proposer submits information in response to this RFP that it requests to be classified as nonpublic information (as defined by the Minnesota Government Data Practices Act, Minn. Stat. §13.37), the Proposer must meet the following requirements.

**8.15.1** The Proposer must make the request within thirty (30) days of the award/nonaward notification, and include the appropriate statutory justification. Pricing, marketing plans, and financial information is generally not redactable. The NJPA Legal Department will review the request to determine whether the information can be withheld or redacted. If NJPA determines that it must disclose the information upon a proper request for such information, NJPA will inform the Proposer of such determination.

**8.15.2** The Proposer must defend any action seeking release of the materials that it believes to be nonpublic information, and it must indemnify and hold harmless NJPA, its agents, and employees, from any judgments or damages awarded against NJPA in favor of the party requesting the materials, and any and all costs connected with that defense. This indemnification survives the term of any contract awarded under this RFP. In submitting a response to this RFP, the Proposer agrees that this indemnification survives as long as NJPA possesses the confidential information.

**8.16 [This section is intentionally blank.]**

**G. ENTIRE AGREEMENT**

**8.17** This Contract, as defined herein, constitutes the entire agreement between the parties to this Contract. A Contract resulting from this RFP is formed when the NJPA Board of Directors approves and signs the applicable Contract Award & Acceptance document (Form E).

**H. FORCE MAJEURE**

**8.18** Except for payments of sums due, neither party is 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 due to force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence including, but not limited to, the following: acts of God, acts of the public enemy, war, riots, strikes, mobilization, labor disputes, civil disorders, fire, flood, snow, earthquakes, tornadoes or violent wind, tsunamis, wind shears, squalls, Chinooks, blizzards, hail storms, volcanic eruptions, meteor strikes, famine, sink holes, avalanches, lockouts, injunctions-intervention-acts, terrorist events or failures or refusals to act by government authority and/or other similar occurrences where such party is unable to prevent by exercising reasonable diligence. The force majeure is deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and is deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with a Contract resulting from this RFP. Force majeure does not include late deliveries of products and services caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or other similar occurrences. If either party is delayed at any time by force majeure, then the delayed party must (if possible) notify the other party of such delay within forty-eight (48) hours.

**8.19 through 8.20 [These sections are intentionally blank.]**

**K. LICENSES**

**8.21** The Vendor must maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with NJPA and NJPA Members.

**8.22** All responding Proposers must be licensed (where required) and must have the authority to sell and distribute the offered products and services to NJPA and NJPA Members. Documentation of the required licenses and authorities, if applicable, should be included in the Proposer's response to this RFP.

**L. MATERIAL SUPPLIERS AND SUB-CONTRACTORS**

**8.23** The awarded Vendor must supply the names and addresses of sourcing suppliers and sub-contractors as a part of the purchase order when requested by NJPA or an NJPA Member.

**M. NON-WAIVER OF RIGHTS**

**8.24** No failure of either party to exercise any power given to it hereunder, nor a failure to insist upon strict compliance by the other party with its obligations hereunder, nor a custom or practice of the parties at variance with the terms hereof, nor any payment under a Contract resulting from this RFP constitutes a

waiver of either party's right to demand exact compliance with the terms hereof. Failure by NJPA to take action or to assert any right hereunder does not constitute a waiver of such right.

#### **N. PROTESTS OF AWARDS MADE**

**8.25** And protests must be filed with NJPA's Executive Director and must be resolved in accordance with appropriate Minnesota rules. Protests will only be accepted from Proposers. A protest of an award or nonaward must be filed in writing with NJPA within ten (10) calendar days after the public notice or announcement of the award or nonaward. A protest must include the following items.

**8.25.1** The name, address, and telephone number of the protester;

**8.25.2** The original signature of the protester or its representative (you must document the authority of the representative);

**8.25.3** Identification of the solicitation by RFP number;

**8.25.4** Identification of the statute or procedure that is alleged to have been violated;

**8.25.5** A precise statement of the relevant facts;

**8.25.6** Identification of the issues to be resolved;

**8.25.7** The aggrieved party's argument and supporting documentation;

**8.25.8** The aggrieved party's statement of potential financial damages; and

**8.25.9** A protest bond in the name of NJPA and in the amount of 10% of the aggrieved party's statement of potential financial damages.

#### **O. SUSPENSION OR DISBARMENT STATUS**

**8.26** If within the past five (5) years, any firm, business, person or Proposer responding to an NJPA solicitation has been lawfully terminated, suspended, or precluded from participating in any public procurement activity with a federal, state, or local government or education agency, the Proposer must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment, and the relevant circumstances relating to the suspension or debarment. Any failure to supply such a letter or to disclose pertinent information may result in the termination of a Contract. By signing the proposal affidavit, the Proposer certifies that no current suspension or debarment exists.

#### **P. AFFIRMATIVE ACTION AND IMMIGRATION STATUS CERTIFICATION**

**8.27** An Affirmative Action Plan, Certificate of Affirmative Action, or other documentation regarding Affirmative Action may be required by NJPA or NJPA Members relating to a transaction from this RFP. Vendors must comply with any such requirements or requests.

**8.28** Immigration Status Certification may be required by NJPA or NJPA Members relating to a transaction from this RFP. Vendors must comply with any such requirements or requests.

#### **Q. SEVERABILITY**

**8.29** In the event that any of the terms of a Contract resulting from this RFP are in conflict with any rule, law, or statutory provision, or are otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms will be deemed stricken from the Contract, but such invalidity or unenforceability shall not invalidate any of the other terms of an awarded Contract resulting from this RFP.

## R. RELATIONSHIP OF PARTIES

**8.30** No Contract resulting from this RFP may be considered a contract of employment. The relationship between NJPA and an awarded Vendor is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. The parties neither intend the proposed Contract to create, nor is to be construed as creating, a partnership, joint venture, master-servant, principal-agent, or any other, relationship. Except as provided elsewhere in this RFP, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation, or otherwise in any manner whatsoever except as may be expressly provided herein.

## 9 FORMS

**[THE REST OF THIS PAGE HAS BEEN LEFT INTENTIONALLY BLANK.]**



**PROPOSER QUESTIONNAIRE- General Business Information**  
*(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on **Form P**)*

Proposer Name: \_\_\_\_\_ Questionnaire completed by: \_\_\_\_\_

Please identify the person NJPA should correspond with from now through the Award process:

Name: \_\_\_\_\_ E-Mail address: \_\_\_\_\_

***Please answer the questions below using the Microsoft Word® version of this document.*** This allows NJPA evaluators to cut and paste your answers into a separate worksheet. Place your answer directly below each question. NJPA prefers a brief but thorough response to each question. Please do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; mark “NA” if the question does not apply to you (preferably with an explanation). Please create a response that is easy to read and understand. For example, you may consider using a different font and color to distinguish your answer from the questions.

**Company Information & Financial Strength**

- 1) Provide the full legal name, mailing and email addresses, tax identification number, and telephone number for your business.
- 2) Provide a brief history of your company, including your company’s core values, business philosophy, and longevity in the RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES industry.
- 3) Provide a detailed description of the products and services that you are offering in your proposal.
- 4) What are your company’s expectations in the event of an award?
- 5) Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters.
- 6) What is your US market share for the solutions that you are proposing? What is your Canadian market share, if any?
- 7) Has your business ever petitioned for bankruptcy protection? Please explain in detail.
- 8) How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.
  - a) If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?
  - b) If your company is best described as a manufacturer or service provider, please describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?
- 9) If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.
- 10) Provide all “Suspension or Disbarment” information that has applied to your organization during the past ten years.
- 11) Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.

**Industry Recognition & Marketplace Success**

- 12) Describe any relevant industry awards or recognition that your company has received in the past five years.
- 13) Supply three references/testimonials from your customers who are eligible for NJPA membership. At a minimum, please include the entity's name, contact person, and phone number.
- 14) Provide a list of your top five governmental or educational customers (entity name is optional), including entity type, the state the entity is located in, scope of the projects, size of transactions, and dollar volumes from the past three years.
- 15) Indicate separately what percentages of your sales are to the government and education sectors in the past three years?
- 16) List any state or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?
- 17) List any GSA contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?

### **Proposer's Ability to Sell and Deliver Service Nationwide**

- 18) Describe your company's capability to meet NJPA Member's needs across the country. Your response should address at least the following areas.
  - a) Sales force.
  - b) Dealer network or other distribution methods.
  - c) Service force.

Please include details, such as the locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employers (or employees of a third party), and any overlap between the sales and service functions.
- 19) Describe in detail the process and procedure of your customer service program, if applicable. Please include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.
- 20)
  - a) Identify any geographic areas of the United States that you will NOT be fully serving through the proposed contract.
  - b) Identify any NJPA Member sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Please explain your answer. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?
- 21) Define any specific contract requirements or restrictions that would apply to our Members in Hawaii and Alaska and in US Territories.

### **Marketing Plan**

- 22) If you are awarded a contract, how will you train your sales management, dealer network, and direct sales teams (whichever apply) to ensure maximum impact? Please include how you will communicate your NJPA pricing and other contract detail to your sales force nationally.
- 23) Describe your marketing strategy for promoting this contract opportunity. Please include representative samples of your marketing materials in electronic format.
- 24) Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.
- 25) In your view, what is NJPA's role in promoting contracts arising out of this RFP? How will you integrate an NJPA-awarded contract into your sales process?

26) Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.

**Value-Added Attributes**

27) Describe any product, equipment, maintenance, or operator training programs that you offer to NJPA Members. Please include details, such as whether training is standard or optional, who provides training, and any costs that apply.

28) Describe any technological advances that your proposed products or services offer.

29) Describe any “green” initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.

30) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations that your company or hub partners have obtained.

31) What unique attributes does your company, your products, or your services offer to NJPA Members? What makes your proposed solutions unique in your industry as it applies to NJPA members?

32) Identify your ability and willingness to provide your products and services to NJPA member agencies in Canada.

**NOTE: Questions regarding Payment Terms, Warranty, Products/Equipment/Services, Pricing and Delivery, and Industry Specific Items are addressed on Form P.**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



**PROPOSER INFORMATION**

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Toll-Free Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Website Address: \_\_\_\_\_

**COMPANY PERSONNEL CONTACTS**

**Authorized signer for your organization**

Name: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

The person identified here must have proper signing authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.

**Who prepared your RFP response?**

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

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

**Who is your company’s primary contact person for this proposal?**

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

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

**Other important contact information**

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

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

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

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**



Company Name: \_\_\_\_\_

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS

Proposer's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**NJPA's clarification on exceptions listed above:**

**Contract Award**  
**RFP #030117**

**FORM D**



**Formal Offering of Proposal**  
(To be completed only by the Proposer)

RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

In compliance with the Request for Proposal (RFP) for RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: \_\_\_\_\_ Date: \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_  
(Name printed or typed)



**Contract Acceptance and Award**

**(To be completed only by NJPA)**

**NJPA** #030117 \_\_\_\_\_

\_\_\_\_\_  
**Proposer's full legal name**

Your proposal is hereby accepted, and a Contract is awarded. As an awarded Proposer, you are now bound to provide the defined products and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your response, and any exceptions accepted by NJPA.

The effective start date of the Contract will be \_\_\_\_\_, 20\_\_\_\_ and continue until-\_\_\_\_\_  
(no later than the later of four years from the expiration date of the currently awarded contract or four years from the NJPA Board's contract award date). This contract may be extended for a fifth year at NJPA's discretion.

**National Joint Powers Alliance® (NJPA)**

NJPA Authorized signature: \_\_\_\_\_  
NJPA Executive Director (Name printed or typed)

Awarded this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_ **NJPA Contract Number** #030117

NJPA Authorized signature: \_\_\_\_\_  
NJPA Board Member (Name printed or typed)

Executed this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_ **NJPA Contract Number** #030117

The Proposer hereby accepts this Contract award, including all accepted exceptions and NJPA clarifications.

**Vendor Name** \_\_\_\_\_

Vendor Authorized signature: \_\_\_\_\_  
(Name printed or typed)

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

Executed this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_ **NJPA Contract Number** #030117

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Authorized Name (printed): \_\_\_\_\_

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

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

**Notarized**

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_

Notary Public in and for the County of \_\_\_\_\_ State of \_\_\_\_\_

My commission expires: \_\_\_\_\_

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



## OVERALL EVALUATION AND CRITERIA

For the Proposed Subject RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

Conformance to RFP Terms and Conditions	50	
Financial Viability and Marketplace Success	75	
Ability to Sell and Deliver Service Nationwide	100	
Marketing Plan	50	
Value-Added Attributes	75	
Warranty	50	
Depth and Breadth of Offered Products and Related Services	200	
Pricing	400	
<b>TOTAL POINTS</b>	<b>1000</b>	

Reviewed by: \_\_\_\_\_ Its \_\_\_\_\_  
 \_\_\_\_\_ Its \_\_\_\_\_

## **Form P**



### **PROPOSER QUESTIONNAIRE**

#### **Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: \_\_\_\_\_

Questionnaire completed by: \_\_\_\_\_

#### **Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.
- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

#### **Warranty**

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.
  - Do your warranties cover all products, parts, and labor?
  - Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
  - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
  - Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
  - Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
  - What are your proposed exchange and return programs and policies?
- 6) Describe any service contract options for the items included in your proposal.

#### **Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.
- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.
- 10) The pricing offered in this proposal is
- \_\_\_\_\_ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
  - \_\_\_\_\_ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
  - \_\_\_\_\_ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
  - \_\_\_\_\_ d. other than what the Proposer typically offers (please describe).
- 11) Describe any quantity or volume discounts or rebate programs that you offer.
- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.
- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.
- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.
- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.
- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.
- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.
- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor’s sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member’s cost of goods. (See RFP Section 6.29 and following for details.)

### **Industry-Specific Questions**

- 19) Of the following main categories, identify those in which you provide solutions: playground, recreation, aquatic/beach, and/or ice arena.
- 20) If your RFP offering better fits within a sub-category not identified in the preceding question, identify the subcategory using the list provided in the scope section of this RFP (Sec. 3.17.1.1).
- 21) Rank any subcategories you fit into (e.g., 1-5) based on how strongly you are positioned within each.
- 22) Specifically describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.
- 23) Describe any serviceability attributes that your offered solutions contain. Please indicate which of these attributes are considered “industry-expected attributes” and which you believe are “vendor differentiators.”

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



## 10 PRE-SUBMISSION CHECKLIST

Check when Completed	Contents of Your Bid Proposal	Hard Copy Required Signed and Dated	Electronic Copy Required - CD or Flash Drive
	Form A: Proposer Questionnaire with all questions answered completely	X - signature page only	X
	Form B: Proposer Information		X
	Form C: Exceptions to Proposal, Terms, Conditions, and Solutions Request	X	X
	Form D: Formal Offering of Proposal	X	X
	Form E. Contract Acceptance and Award		X
	Form F: Proposers Assurance of Compliance	X	X
	Form P: Proposer Questionnaire with all questions answered completely	X-signature page only	X
	Certificate of Insurance with \$1.5 million coverage	X	X
	Copy of all RFP Addendums issued by NJPA	X	X
	Pricing for all Products/Equipment/Services within the RFP being proposed		X
	Entire Proposal submittal including signed documents and forms.		X
	All forms in the Hard Copy Required Signed and Dated should be inserted in the front of the submitted response, unbound.		
	Package containing your proposal labeled and sealed with the following language: "Competitive Proposal Enclosed, Hold for Public Opening XX-XX-XXXX"		
	Response Package mailed and delivered prior to deadline to: NJPA, 202 12th St NE, Staples, MN 56479		

## **11 NJPA VENDOR PRICE AND PRODUCT CHANGE REQUEST FORM**

### **Section 1. Instructions for Vendor**

Requests for product or service changes, additions, or deletions will be considered at any time throughout the awarded contract term. All requests must be made in writing by completing sections 2, 3, and 4 of this NJPA Price and Product Change Request Form and signed by an authorized Vendor representative in section 5. All changes are subject to review by the NJPA Contracts & Compliance Manager and to approval by NJPA's Chief Procurement Officer. Submit request through email to your assigned NJPA Contract Administrator.

NJPA will determine whether the request is 1) within the scope of the original RFP, and 2) in the best interests of NJPA and NJPA Members. Approved Price and Product Change Request Forms will be signed and emailed to the Vendor contact.

The Vendor must complete this change request form and individually list or attach all items or services subject to change, must provide sufficiently detailed explanation and documentation for the change, and must include a complete restatement of pricing documentation in an appropriate format (preferably Microsoft® Excel®). The pricing document must identify all products and services being offered and must conform to the following NJPA product/price change naming convention: (Vendor Name) (NJPA Contract #) (effective pricing date); for example, "Acme Widget Company #012416-AWC eff. 01-01-2017."

*NOTE:* New pricing restatements must include all products and services offered regardless of whether their prices have changed and must include a new "effective date" on the pricing documents. This requirement reduces confusion by providing a single, current pricing sheet for each Vendor and creates a historical record of pricing.

**ADDITIONS.** New products and related services may be added to a contract if such additions are within the scope of the original RFP.

**DELETIONS.** New products and related services may be deleted from a contract if, for example, they are no longer available or have been modified to a point where they are outside the scope of the RFP.

**PRICE CHANGES:** Vendors may request price changes if they provide sufficient rationale for the change. For example, a Vendor that manufactures products that require substantial petroleum-related material might request a 3% price increase because of a 20% increase in petroleum costs.

*Price decreases:* NJPA expects Vendors to propose their very best prices and anticipates that price reductions might occur because of improved technologies or marketplace efficiencies.

*Price increases:* Acceptable price increases typically result from specific Vendor cost increases. The Vendor must include reasonable justification for the price increase and must not, for example, offer merely generalized statements about an increase in a cost-of-living index. Appropriate documentation should be attached to this form, including such items as letters from suppliers announcing price increases.

Refer to the RFP for complete "Pricing" details.

### **Section 2. Vendor Name and Type of Change Request**

CHECK ALL CHANGES THAT APPLY:

AWARDED VENDOR NAME:

- ☐ Adding Products/Services
- ☐ Deleting Products/Services
- ☐ Price Increase
- ☐ Price Decrease

NJPA CONTRACT NUMBER:

### Section 3. Detailed Explanation of Need for Changes

List the products and/or services that are changing or being added or deleted from the previous contract price list, along with the percentage change for each item or category. (Attach a separate, detailed document if changing more than 10 items.)

--

Provide a general statement and documentation explaining the reasons for these price and/or product changes.

*EXAMPLES: 1) "All pricing for paper products and services are increased 5% because of increased raw material and transportation costs (see attached documentation of fuel and raw materials increase)." 2) "The 6400 series floor polisher is being added to the product list as a new model, replacing the 5400 series. The 6400 series 3% increase reflects technological changes that improve the polisher's efficiency and useful life. The 5400 series is now included in the "Hot List" at a 20% discount from the previous pricing until the remaining inventory is liquidated."*

--

If adding products, state how these are within the scope of the original RFP.

--

If changing prices or adding products or services, state how the pricing is consistent with existing NJPA contract pricing.

--

#### Section 4. Complete Restatement of Pricing Submitted

A COMPLETE restatement of the pricing, including all new and existing products and services is attached and has been emailed to the Vendor's Contract Administrator.

☐ Yes

☐ No

#### Section 5. Signatures

\_\_\_\_\_  
Vendor Authorized Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name and Title of Authorized Signer

\_\_\_\_\_  
Jeremy Schwartz, NJPA Director of Cooperative Contracts and Procurement/CPO

\_\_\_\_\_  
Date



## Appendix A

NJPA The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal governmental, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution.

For your reference, the links below include some, but not all, of the entities included in this proposal.

[http://www.usa.gov/Agencies/Local\\_Government/Cities.shtml](http://www.usa.gov/Agencies/Local_Government/Cities.shtml)

<http://nces.ed.gov/globallocator/>

<https://harvester.census.gov/imls/search/index.asp>

<http://nccsweb.urban.org/PubApps/search.php>

<http://www.usa.gov/Government/Tribal-Sites/index.shtml>

<http://www.usa.gov/Agencies/State-and-Territories.shtml>

<http://www.nreca.coop/about-electric-cooperatives/member-directory/>

[Oregon](#)

[Hawaii](#)

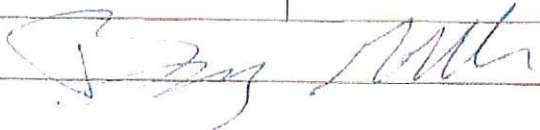
[Washington](#)

**Form C****EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**

Company Name: ClearSpan Fabric Structures

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
Pg 25 Section 7.5	On Pg 25 section 7.5 the conditions state that we must provide performance bonds if requested by a member.	ClearSpan will provide performance bonds if requested by NJPA or a NJPA Member. however, the cost of the performance bond will be passed on to the customer. A performance bond calculator has been included in the excel pricing document under the tab 'bond fees'	See below.
Pg 26 Section 7.11	On pg 26 section 7.11 the documentation states that trade-ins will be negotiated between NJPA and the awarded vendor.	Trade Ins will not be accepted by ClearSpan as all structures are made to order for NJPA customers	Accepted.
Pg 29 Section 8.21	On Pg 29 section 8.21 it states " the vendor must maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of the business that the vendor conducts with NJPA and NJPA members."	ClearSpan is a company that sells nationally, in all 50 states from our Connecticut and Iowa locations. Typically it is the responsibility of our clients to obtain all relevant permits for their projects. Many of our clients also do not require local and/or contractor licenses to perform installations. Upon request ClearSpan has historically obtained the necessary business and/or contractor licenses needed to perform installation services from the local AHJ (authority having jurisdiction).	Acknowledged.


Proposer's Signature:  Date: 2/23/2017

NJPA's clarification on exceptions listed above:

7.5: Member requests under this Section 7.5 shall be negotiated between Member and Vendor at the purchase order level.



Contract Award  
RFP #030117

**FORM D**



**Formal Offering of Proposal**  
(To be completed only by the Proposer)

RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

In compliance with the Request for Proposal (RFP) for RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

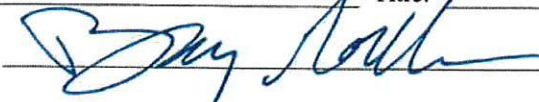
Clearspan Fabric Structures International, Inc.(CSFSI)

Company Name: \_\_\_\_\_ Date: 2/23/2017

Company Address: 1395 John Fitch Blvd

City: South Windsor State: CT Zip: 06074

Contact Person: Brad Williams Title: Municipal Truss Arch Specialist

Authorized Signature:  Barry Goldsher  
(Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)


NJPA Contract #: 030117-CSS

Proposer's full legal name: ClearSpan Fabric Structures International, Inc.

**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be April 14, 2017 and will expire on April 14, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on April 14, 2017

NJPA Contract # 030117-CSS

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Clearspan fabric Structures International Inc.

Authorized Signatory's Title President

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Barry Goldsher  
\_\_\_\_\_  
(NAME PRINTED OR TYPED)

Executed on April 14, 2017

NJPA Contract # 030117-CSS

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Cleaspan Fabric Structures International, Inc. (CSFSI)

Address: 1395 John Fitch Blvd

City/State/Zip: South Windsor, CT, 06074

Telephone Number: 860-760-0046

E-mail Address: bwilliams@clearspan.com

Authorized Signature: 

Authorized Name (printed): Barry Goldsher

Title: President

Date: 2/23/2017

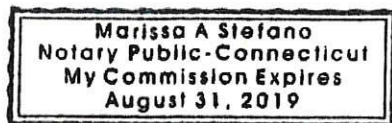
**Notarized**

Subscribed and sworn to before me this 23 day of Feb, 20 17

Notary Public in and for the County of Hartford State of CT

My commission expires: 8/31/2019

Signature: 





**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: Barry Goldsher

Questionnaire completed by: Matt Niaura

**Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?

ClearSpan Fabric Structures strives to make the purchasing process as simple as possible for all Municipal customers. Accordingly, CSFSI will offer net 20 terms to all NJPA members.

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.

No, ClearSpan Fabric Structures does not provide leasing or financing options at this time.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

All orders would be placed with ClearSpan Fabric Structures directly, through a dedicated NJPA team. All order history and documentation would be stored and readily accessible in our billing system. With these tools in place, ClearSpan will be able to record all NJPA transactions, and furnish said reports quarterly to NJPA.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, ClearSpan Fabric Structures does accept the P-card procurement and payment process. There are no additional charges associated with the use of this process.

**Warranty**

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor?

Yes, the warranties for Fabric Structures being sold and distributed through ClearSpan Fabric Structures cover all products, parts and labor.

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

The restrictions included in the warranty documentation are clearly outlined in our standard warranty. Please read the included warranty documentation for specifics.

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes, if ClearSpan Fabric Structures installation services were purchased, the expense of the technicians' travel time and mileage are covered during the labor warranty coverage period. Please see the attached labor warranty documentation.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs?

No, there are no geographic regions of the United States in which ClearSpan Fabric Structures cannot provide a technician to perform warranty repairs.

- How will NJPA Members in these regions be provided service for warranty repair?

ClearSpan Fabric Structures prides itself on providing the best possible customer service. ClearSpan Fabric Structures has an on-site customer service team available Monday-Saturday to handle any customer service or warranty related claims. CSFSI's customer service team will coordinate with the Construction Services Group to problem solve and schedule any warranty repair.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

Warranty service for items made by other manufacturers that are a part of this proposal are passed to the original manufacturer.

- What are your proposed exchange and return programs and policies?

The structures offered in ClearSpan Fabric Structures proposal are typically custom in nature and cannot be returned.

- 6) Describe any service contract options for the items included in your proposal.

N/A

### **Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

ClearSpan's proposal includes a distinguished line of building solutions that are manufactured using the highest-quality materials, ensuring that customers are provided with a structure that is durable and dependable. ClearSpan supplies the perfect building solution by creating a one-stop shopping experience with everything needed to maintain a fully functional building. The included proposal also includes ClearSpan's installation services.

With many design options available, there is a structure for any government application that can be tailored to even the most specific needs. ClearSpan provides economical foundation options, quick construction timelines, as well as turnkey and design-build solutions, creating budget-friendly structures in a fraction of the time it takes to build traditional wood or red iron buildings, making them the ideal option for governments and municipalities.

The structures distributed by ClearSpan Fabric Structures include frames that are built with USA-made, triple-galvanized structural steel that is corrosion resistant and feature an industry leading 50 year warranty. ClearSpan buildings can be engineered to meet any state and local building requirements.

The structures distributed by ClearSpan Fabric Structures include covers featuring an industry leading warranty. ClearSpan buildings can be temporary or permanent and provide an option that can be quickly and easily relocated or expanded upon. Local governments with long-term construction projects can benefit from ClearSpan's transportability, and use the same building for many different projects.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

ClearSpan Fabric Structures has provided the NJPA Review Board with a "Line-Item Pricing" schedule (see attached Excel Sheet). On the excel sheet you will see a breakdown of all included item SKUS, a brief description of each part, ClearSpan Fabric Structures Published Retail Price, as well as the discounted NJPA Price. ClearSpan is presenting this proposal with the understanding that the proposed NJPA pricing included in this proposal is the ceiling pricing. At no time will ClearSpan offer products or services under this contract at prices above the ceiling price unless a specific request has been made, and approved by NJPA in advance to modify the contracted pricing. Product and service categories included in the proposal are: doors, anchors, ventilation, lighting, freight, installation services, engineering services, structures, restocking fees on standard stock items, bond fees, and trade in specifications (please see tabs along the bottom of the included Excel sheet.)

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Pricing included in this proposal ranges from 8% off MSRP to 20% off of MSRP depending on the product/service offering. Doors, Anchors, Ventilation, and Lighting average about 15% off MSRP pricing. All installation services are 15% off MSRP pricing, all engineering services are 20% off MSRP, and all structures are 10% off MSRP. ClearSpan Fabric Structures also works with numerous trucking companies to offer the lowest possible shipping costs.

- 10) The pricing offered in this proposal is

- ☐ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- ☐ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☒ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☐ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

The pricing included in this proposal is the best pricing ClearSpan offers municipalities, universities or school districts. There is a possibility that ClearSpan may be able to offer additional volume discounts above and beyond NJPA member pricing on a case by case basis. ClearSpan does not have an established volume discount as it is atypical for ClearSpan to provide more than one structure at a time to a municipal client.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

ClearSpan Fabric Structures will provide a quote per request for all "sourced" products or related services that will be integrated into the ClearSpan structure.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

In the event that an NJPA member requires ClearSpan to collect State or local sales tax, an additional fee would apply. All other acquisition costs are included on the provided excel sheet.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

ClearSpan Fabric Structure's shipping charges are based on a per truck, per mile fee from the ESAPCO manufacturing facility in Dyersville, Iowa. In the pricing spreadsheet included in this package you will see a rate per mile charge broken out per state (under the freight tab.) ClearSpan Fabric Structures will ship anywhere in the United States, and US Territories. Shipments to Alaska, Hawaii, Canada and US Territories will be priced on a case by case basis based on current carrier rates for overseas shipping containers.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

In order to provide the best possible shipping rates for NJPA members, shipments to Alaska, Hawaii, Canada, and any offshore delivery will be priced on a case by case basis base on current carrier rates for overseas shipping containers.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

N/A

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

All NJPA projects will be handled by a single point of contact in order to ensure consistency and accuracy for pricing and reporting. All order history and documentation will be stored and readily accessible in our billing system, which will ensure all pricing is accurate. This process also ensures the accuracy of the quarterly reporting process. ClearSpan Fabric Structures contracting and accounts payable department will work with this single point of contact to complete the reporting process, and remit the proper administrative fee to NJPA.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

ClearSpan Fabric Structures will pay NJPA an administrative fee of 2% under this contract.

### **Industry-Specific Questions**

- 19) Of the following main categories, identify those in which you provide solutions: playground, recreation, aquatic/beach, and/or ice arena.

ClearSpan Fabric Structures commonly provides solutions for the playground, recreation, aquatic/beach and ice arena categories (all of the above). Some examples of previous projects include: baseball/softball training facilities, indoor soccer and football fields, covered tennis courts, indoor skate parks, covered event spaces, golf training facilities, shade structures, and indoor hockey arenas. In addition to the above listed applications, ClearSpan Fabric Structures frequently provides buildings for municipal parks and rec departments for the purpose of equipment storage and maintenance facilities.

- 20) If your RFP offering better fits within a sub-category not identified in the preceding question, identify the subcategory using the list provided in the scope section of this RFP (Sec. 3.17.1.1).

N/A

- 21) Rank any subcategories you fit into (e.g., 1-5) based on how strongly you are positioned within each.

The subcategories that best describe ClearSpan Fabric Structures are as follows:

- 1- Shelters
- 2- Prefabricated Buildings
- 3- Recreation

- 22) Specifically describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.

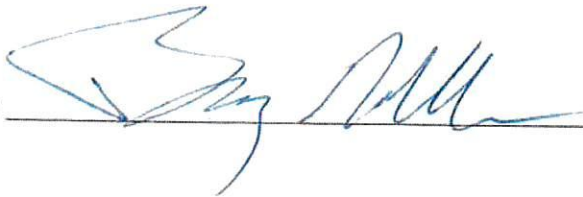
ClearSpan Fabric Structures has a unique value proposition for the Parks and Recreation Industry in that CSFSI is the lead manufacturer of fabric structures. ClearSpan offers a more economical solution than conventional wood, and/or steel structures, and a solution that can be manufactured and installed in a fraction of the time. Many of the proposed applications, particularly sporting arenas, enjoy the cathedral ceilings ClearSpan structures offer, as well

as the light, airy environment the fabric creates. ClearSpan's structures typically eliminate the need for artificial lighting, and provide the additional interior clearance necessary for athletic events. ClearSpan also offers a unique foundation solution that eliminates the need for concrete in many applications.

- 23) Describe any serviceability attributes that your offered solutions contain. Please indicate which of these attributes are considered "industry-expected attributes" and which you believe are "vendor differentiators."


Vendor Differentiator: There are many qualities that set ClearSpan Fabric Structures apart from other fabric structures. When you choose ClearSpan you are getting the highest quality steel and fabric available, an industry-leading 20-year warranty on covers and a 50-year warranty on frames, and a personal Truss Arch Specialist devoted to fulfilling your application needs. The customer works directly with the manufacturer from the product design phase through installation. ClearSpan's dedication to providing a superior quality building at an economical price and unequalled customer service is what makes us the best choice for any fabric structure application. Due to the fact that ClearSpan Fabric Structures and ESAPCO are sister companies, and NJPA members work directly with ESAPCO's distributor (CSFSI), NJPA members will receive the highest level of accountability.

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



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

2/23/2017



Home

888.894.1930

Contact Us

About Us

Cooperative Purchasing

Statewide/Regional Solutions

Organizational

JOIN NOW

BECOME A VENDOR

Home > Cooperative Purchasing > Become a Vendor > Current & Pending Solicitations > - Recreation and Playground Equipment, Accesories, and Supplies

Cooperative Purchasing

Procurement Process

About Us

Affiliations & Relationships

Become a Member

Become a Vendor

Get to Know NJPA

Current & Pending Solicitations

- Indefinite Quantity Construction

Contracting Systems and related services

- Automotive and Truck Replacement Parts and Tires with Related Equipment, Accessories, and Services

- Class 6,7, and 8 Chassis with Related Equipment, Accessories, and Services

- Multi-Function Copiers, Printers, and Equipment

- Express Courier, Overnight, Ground Delivery Logistics Services

- Elevators, Escalators, and Moving Walks with Related Equipment, Services, Accessories and Supplies

- Forklifts, Lift Trucks, and Related Material Handling Equipment, Attachments, Accessories, and Services

- Pest Management with Related Products and Services

- Recreation and Playground Equipment, Accesories, and Supplies

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.

Pre-Proposal Conference: February 7, 2017 at 10:00 am CT

Sealed proposals due: March 1, 2017 at 4:30 pm CT

Proposals will be publicly opened: March 2, 2017 at 8:30 am CT

NJPA reserves the right to reject any and all proposals.

To Obtain RFP documents do one of the following:

1. E-mail rfp@njpacoop.org, an email will be sent back to you with the documents

2. Send a letter of request to National Joint Powers Alliance: Attn: Contracts and Compliance Department 202 12th Street NE, Staples, MN 56479

3. Complete the RFP Document Request Form below, this will redirect you to a page where you can get the documents immediately.

RFP Document Request Form (this will redirect you to a page to download the documents):

Vendor Name \*

Vendor Address \*

Vendor City \*

Vendor State \*

Vendor Zip \*

Contact Name \*

Contact Phone Number \*

Contact Email Address \*

Submit

http://www.njpacoop.org/cooperative-purchasing/become-vendor/current-pending-solicitations/recreation-and-playground-equipment-accesories-and-supplies/[1/12/2017 8:28:11 AM]

- Classroom Audio Technology

Equipment with Related

Accessories, Services, and

Supplies

- Public Safety and Emergency

Management Related Equipment,

Supplies, and Services

- Vehicles, Cars, Vans, SUVs, and

Light Trucks with Related

Equipment, Accessories, and

Services

- Managed Service Provider

(MSP) for Information Technology

and I.T. Staff Augmentation

- Fleet Management and Related

Technology Solutions

- Recreation and Playground

Equipment, Accesories, and

Supplies

Vendor Reference Guide

-----  
Contracts - General

-----  
Contracts - Fleet

-----  
Contracts - eziQC Construction

-----  
Cooperative Health

-----  
Current & Pending Solicitations

-----  
FAQs

-----  
How to Purchase

-----  
State Legal References

-----  
NJPA Access for Vendors

-----  
Public Sector Insured Deposit

-----  
Search Vendors & Products

-----  
Vendor Advantage

-----  
What Can NJPA Do For You

-----  
Procurement Plaza



Become a  
**MEMBER**



Become a  
**VENDOR**

©2016 NATIONAL JOINT POWERS ALLIANCE®

202 12th Street NE

P.O. Box 219

Staples, MN 56479

**888-894-1930**

## CONTACT US

[National Cooperative Contract Solutions](#)

[Press Room](#)

[Sitemap](#)

[States Legal Authority](#)

[Testimonials](#)

[Website Credits](#)

## BECOME A MEMBER

[Contract Directory](#)

[List of NJPA Contracts](#)

[Membership Application](#)

[Member Testimonials](#)

[Who is NJPA?](#)

## BECOME A VENDOR

[Current & Pending Solicitations](#)

[Vendor Get To Know Us](#)

[Vendor Reference Guide](#)

[\[Go Back To Agency View\]](#) [\[Bid Board\]](#)



Chat	Help	Logout	Home	Search	Browse	My Stuff	Tools
------	------	--------	------	--------	--------	----------	-------



**Bid RFP #030117 - RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES**

<p>Bid Type <b>RFP</b></p> <p>Bid Number <b>030117</b></p> <p>Title <b>RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES</b></p> <p>Start Date <b>Jan 12, 2017 8:45:39 AM CST</b></p> <p>End Date <b>Mar 1, 2017 12:00:00 AM CST</b></p> <p>Agency <b>NJPA</b></p> <p>Bid Contact <b>Ginger Line</b> (218) 894-5483  ginger.line@njpacoop.org 202 12th Street NE P.O. Box 219 Staples, MN 56479-0219</p>	<p><b>Questions</b> 0 Questions <a href="#">[View/Ask Questions]</a></p>
---	--

**Description**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.

**Delivery Information**

Jonathan Yahn, NJPA, 202 12th Street Northeast,  
P.O. Box 219, Staples, MN 56479

**Pre-Bid Conference**

Date **Feb 7, 2017 10:00:00 AM CST**

Location **Webcast/Conference Call**

Notes **Connection information will be sent two business days prior to the event.**

**Documents**

No Documents for this bid

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



## Bid Information

**Pending Biddingo Approval**

[Back to List](#)

## Bid Information for 030117

<b>Bid Number</b>	<b>030117</b>	<b>Bid Name</b>	<b>RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES</b>
<b>Published By</b>	National Joint Powers Alliance	<b>Solicitation Type</b>	<b>Open to all suppliers</b>
<b>Contract Type</b>	RFP	<b>Procurement Name</b>	Procurement
<b>Published Date</b>	01/12/2017	<b>Closing Date</b>	<b>03/01/2017 04:30:00 PM CT</b>
<b>Country &amp; Province/State</b>	Ontario, Canada	<b>Region &amp; City</b>	,
<b>Bid Type</b>	Goods	<b>Group</b>	
<b>Remind Notice Date</b>	Not Applicable	<b>Publish Option</b>	
<b>NIGP Code</b>		<b>Value Range</b>	Not Applicable
<b>Accept questions</b>	Not Applicable	<b>Tender Area</b>	

## Requirements

<b>NDA Requirement</b>	Not Applicable
<b>NOI Date</b>	Not Applicable
<b>Site Meetings</b>	Not Applicable

## Bid Advertisement



## RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

**030117**

**Closing Date: 03/01/2017 04:30:00 PM CT**

### Detail:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.

## Bid Document

**No Bid Document Selected**

### Selected Categories (Biddingo Category)

Unclassified Categories		Miscellaneous items
Miscellaneous	Bids located within this category are not classified in the existing Biddingo categories.	
Parks/ Recreational Facilities	Playgrounds Structures/Equipment, Parks And Recreational Facilities, Pools, Skate Park Systems, Arenas, Graveyards, Golf Courses, Etc. Upgrades And Maintenance, bleachers, Cemeteries and Graveyards, playground equipment, Bus Shelters etc	

Attached Bid Documents

Seq.	Name	Description	Size	Page	NDA Required	Preview Document
No File Attached						

Invited Bidders



	Name / Email	Address	Phone	Fax
No Bidder Invited				



Loading...

[Ok](#)



Need Help: (888) 738-3005  / (613) 727-4987  (local) | [Need Help?](#) | [Français](#) [Logout](#)

- [Go to homepage](#)
- [Solicitations](#)
- [Vendors](#)
- [Reports](#)
- [My Account](#)
  
- [Solicitations List](#)
- [Solicitation Library](#)
- [Merx<sup>3</sup> Historical](#)
  
- [New Solicitation](#)

## 030117 - Recreation and Playground Equipment, Accessories, and Supplies (Published)

### [Actions](#)

- [Actions](#)
- [Create Amendment](#)
- [Notify New Supplier](#)
- [Add Categories](#)
- [Cancel Solicitation](#)
- [View Task Assignments](#)
- [Clone Solicitation](#)
  
- [Preview](#)
- [Amendment](#)
- [Bid Results](#)
- [Award](#)
- [Audit](#)
  
- [Notice](#)
- [Documents](#)
- [Categories](#)
- [Document Request List](#)
- [Print](#)

### Basic Information

Estimated Contract Value (CAD)

99,999,999,999.00 (Not shown to suppliers)

Reference Number

0000047270

Issuing Organization

National Joint Powers Alliance

Solicitation Type

RFP - Request for Proposal

Solicitation Number

030117

Title

Recreation and Playground Equipment, Accessories, and Supplies

Source ID

PP.CO.USA.868485.C88455

**Details**

Region

Canada, All of Canada, All of Canada

Purchase Type

Term: 2017/04/01 12:00:00 AM CDT - 2021/04/12 12:00:00 AM CDT  
Option: 4 year contract

**Dates**

Publication Date

2017/01/12 08:38:43 AM CST

Question Acceptance Deadline

2017/02/22 11:59:00 PM CST

Questions are submitted online

No

Closing Date

2017/03/01 04:30:00 PM CST

Bid Intent


Not Available

Prebid Conference

2017/02/07 10:00:00 AM CST

Contact Information

Ginger Line

218-894-1930 

ginger.line@njpacoop.org

Description

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION...[See more](#)

Pre-Bidding Events

- Event Type

Prebid Conference

Attendance

Recommended

Event date

2017/02/07 10:00:00 AM CST

Location

Webcast/Conference Call

Event Note

Connection information will be sent to all inquirers two business days prior to the event.

Bid Submission Process

Bid Submission Type

Physical Bid Submission

Pricing

In attached document

Pricing

In attached document

[<< Back to Solicitation List](#)

## **030117 - Recreation and Playground Equipment, Accessories, and Supplies (Published)**

Modifying this solicitation will cancel its scheduled publication. Once you have completed your modifications, you will have to re-publish the solicitation in order to reschedule its publication. Are you sure you want to modify this solicitation?

[No](#) [Yes](#)

© MERX - All rights reserved. No part of the information on this Web Site may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise without the prior permission of MERX and the Minister of the participating government department (if applicable). MERX, the Minister nor the Contracting Authority will assume responsibility or liability for the accuracy of the information contained in the publication.

[Disclaimer](#) [Mediagrif Logo](#)

AFFIDAVIT OF PUBLICATION

# DJC



921 S.W. Washington St. Suite 210 / Portland, OR 97205-2810  
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, **Michelle Ropp**, being first duly sworn, depose and say that I am a **Principal Clerk** of the **Daily Journal of Commerce**, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

**Case Number: NOT PROVIDED**

**RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES**

**National Joint Powers Alliance« (Njpa); Bid Location Staples, MN, Cass County; Due 03/01/2017 at 04:30 PM**

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

1/13/2017

State of Oregon  
County of Multnomah

SIGNED OR ATTESTED BEFORE ME  
ON THE 10th DAY OF April, 2017

Michelle Ropp

Notary Public-State of Oregon



**NATIONAL JOINT POWERS ALLIANCE (NJPA)  
RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES**

**Proposal due 4:30 p.m., March 1, 2017  
REQUEST FOR PROPOSALS**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time. Please see who this pertains to here: <http://www.njpacoop.org/oregon-advertising>.  
Published Jan. 13, 2017. 11247616

Ginger Line  
National Joint Powers Alliance  
202 12th St NE  
Staples, MN 56479-2438

Order No.: 11247616  
Client Reference No: RFP #030117

**REQUEST FOR  
PROPOSALS**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpa.org. Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.  
2572210

THE STATE MEDIA CO., INC.  
Columbia, South Carolina  
publisher of  
**The State**

STATE OF SOUTH CAROLINA  
COUNTY OF RICHLAND

Personally appeared before me, Allison Branham, Sales Operations Supervisor of THE STATE, and makes oath that the advertisement,

REQUEST FOR PROPOSALS The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES.

0002872210

was inserted in THE STATE, a daily newspaper of general circulation published in the City of Columbia, State and County aforesaid, in the issue(s) of

January 12, 2017



Allison Branham, Sales Operations Supervisor

Subscribed and sworn to before me, Karen L. Book,

on this day, January 16, 2017



Notary Public

My commission expires  
September 7, 2026.

*"Errors- the liability of the publisher on account of errors in or omissions from any advertisement will in no way exceed the amount of the charge for the space occupied by the item in error, and then only for the first incorrect insertion."*

4770 S. 5600 W.  
WEST VALLEY CITY, UTAH 84118  
FED.TAX I.D.# 87-0217663  
801-204-6910

Deseret News



The Salt Lake Tribune

**PROOF OF PUBLICATION CUSTOMER'S COPY**

CUSTOMER NAME AND ADDRESS		ACCOUNT NUMBER
NATIONAL JOINT POWERS ALLIANCE, Accounting Dept PO BOX 219		9001496962
STAPLES MN 56479		DATE 1/12/2017
ACCOUNT NAME		
NATIONAL JOINT POWERS ALLIANCE,		
TELEPHONE	ORDER # / INVOICE NUMBER	
2188945483	0001131963 /	
PUBLICATION SCHEDULE		
START 01/12/2017 END 01/12/2017		
CUSTOMER REFERENCE NUMBER		
#030117		
CAPTION		
REQUEST FOR PROPOSALS The National Joint Powers Alliance (NJPA), on behalf of N		
SIZE		
38 LINES	1 COLUMN(S)	
TIMES	TOTAL COST	
3	87.46	

**REQUEST FOR PROPOSALS**


The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAY-GROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.  
1131963 UPAXLP

**AFFIDAVIT OF PUBLICATION**

AS NEWSPAPER AGENCY COMPANY, LLC dba UTAH MEDIA GROUP LEGAL BOOKER, I CERTIFY THAT THE ATTACHED ADVERTISEMENT OF **REQUEST FOR PROPOSALS The National Joint Powers Alliance (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all government** FOR **NATIONAL JOINT POWERS ALLIANCE**, WAS PUBLISHED BY THE NEWSPAPER AGENCY COMPANY, LLC dba UTAH MEDIA GROUP, AGENT FOR DESERET NEWS AND THE SALT LAKE TRIBUNE, DAILY NEWSPAPERS PRINTED IN THE ENGLISH LANGUAGE WITH GENERAL CIRCULATION IN UTAH, AND PUBLISHED IN SALT LAKE CITY, SALT LAKE COUNTY IN THE STATE OF UTAH. NOTICE IS ALSO POSTED ON UTAHLEGALS.COM ON THE SAME DAY AS THE FIRST NEWSPAPER PUBLICATION DATE AND REMAINS ON UTAHLEGALS.COM INDEFINATELY. COMPLIES WITH UTAH DIGITAL SIGNATURE ACT UTAH CODE 46-2-101; 46-3-104.

PUBLISHED ON Start 01/12/2017 End 01/12/2017

DATE 1/12/2017

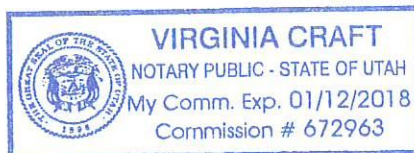
SIGNATURE 

STATE OF UTAH )

COUNTY OF SALT LAKE )

SUBSCRIBED AND SWORN TO BEFORE ME ON THIS 12TH DAY OF JANUARY IN THE YEAR 2017

BY ANN DARTNELL



  
NOTARY PUBLIC SIGNATURE

**BOOK BUZZ**  
NEW ON THE LIST  
AND IN PUBLISHING

**In the kitchen with Oprah:** Oprah Winfrey is counting numbers these days: pounds (she's lost more than 40) and SmartPoints (she's on Weight Watchers). Here's another: No. 4. That's where the famous dieter's first cookbook, *Food, Health and Happiness*, lands on USA TODAY's Best-Selling Books list. In her new book, Winfrey, a Weight Watchers investor and spokesperson, offers "115 On-Point Recipes for Great Meals and a Better Life." Each recipe



gives SmartPoints and calories, but it's not an official Weight Watchers cookbook. Winfrey's TV appearances to launch *Food* included chatting with bestie

Gayle King on *CBS This Morning* and heating up the kitchen during a cooking demo with Stephen Colbert. They whipped up her book's "Sexy Breakfast," basically scrambled eggs with salsa. In 1994, *In the Kitchen with Rosie: Oprah's Favorite Recipes*, by her personal chef, Rosie Daley, was No. 1 for 16 straight weeks.

Jocelyn McClurg



**USA TODAY**  
BOOKLIST.USATODAY.COM

BEST-SELLING BOOKS

**THE TOP 10**

Rank this week Rank last week (F) Fiction (NF) Non-fiction (P) Paperback (H) Hardcover

1	—	<b>Mistress</b> Danielle Steel	Natasha Leonova, the mistress of Vladimir Stanislav, longs for a life she cannot have with artist Theo Luca (F) (E) <i>Delacorte</i>	6	—	<b>Below the Belt</b> Stuart Woods	Stone Barrington helps request that involves series (F) (E) <i>G.P. Putnam</i>
2	2	<b>The Lose Your Belly Diet</b> Travis Stork	Subtitle: "Change Your Gut, Change Your Life" (NF) (H) <i>Ghost Mountain Books</i>	7	11	<b>Hillbilly Elegy</b> J. D. Vance	Subtitle: "A Memoir of Culture in Crisis" (NF)
3	7	<b>A Dog's Purpose</b> W. Bruce Cameron	Dog searches for purpose as he's reincarnated several times (F) (P) <i>Forge</i>	8	5	<b>The Girl on the Train</b> Paula Hawkins	Psychological thriller disappearance of a woman (F) (P) <i>Riverhead</i>
4	—	<b>Food, Health and Happiness</b> Oprah Winfrey	Subtitle: "115 On-Point Recipes for Great Meals and a Better Life" (NF) (H) <i>Flatiron Books</i>	9	15	<b>A Man Called Ove</b> Fredrik Backman	A grumpy man finds shattered when a neighbor next door (F) (P) <i>Washington Square</i>
5	24	<b>Hidden Figures</b> Margot Lee Shetterly	The story of the black women mathematicians at NASA who helped launch the space race (NF) (E) <i>William Morrow</i>	10	9	<b>Milk and Honey</b> Rupi Kaur	Poetry collection that explores chapters that explore <i>Andrews McMeel Publishing</i>

**THE REST**

11	6	<b>The Whistler</b> /John Grisham	Lawyer Lacy Stoltz investigates a claim that a corrupt judge has gotten rid of
12	—	<b>Distant Shores</b> /Kristin Hannah	Daughter pieces together the story of her parents' lives and finds what is
13	3	<b>The Princess Diarist</b> /Carrie Fisher	Memoir based on diaries Fisher kept during filming of "Star Wars" (NF) (H)
14	17	<b>Tools of Titans</b> /Tim Ferriss	Includes the tactics, routines and habits of billionaires (NF) (H) <i>Houghton Mifflin</i>
15	—	<b>The Lost City of the Monkey God</b> /Douglas Preston	Recounts the author's expedition to try to find a lost ancient civilization (NF)
16	18	<b>Small Great Things</b> /Jodi Picoult	An experienced black nurse is asked by white supremacists not to touch
17	13	<b>Cross the Line</b> /James Patterson	A murder in Washington draws both Alex Cross and his wife, Bree, into the
18	36	<b>The Whole30</b> /Melissa Hartwig, Dallas Hartwig	Subtitle: "The 30-Day Guide to Total Health and Food Freedom" (NF) (H) <i>Little</i>
19	65	<b>You Are a Badass</b> /Jen Sincero	Subtitle: "How to Stop Doubting Your Greatness and Start Living an Awesome
20	26	<b>Killing the Rising Sun</b> /Bill O'Reilly, Martin Dugard	Subtitle: "How America Vanquished World War II Japan" (NF) (H) <i>Henry</i>
21	4	<b>No Man's Land</b> /David Baldacci	John Puller investigates the murder of his own mother 30 years earlier (F)
22	23	<b>The Underground Railroad</b> /Colson Whitehead	Teenage slave Cora moves between safe havens in a bid for freedom in
23	16	<b>Two by Two</b> /Nicholas Sparks	Ad man Russell Green finds himself jobless and a single father to a 6-year
24	22	<b>Double Down: Diary of a Wimpy Kid</b> /Jeff Kinney	Youth: Greg Heffley and his friend, Rowley, decide to make a scary movie
25	94	<b>Jesus Always</b> /Sarah Young	Subtitle: "Embracing Joy in His Presence" (NF) (H) <i>Thomas Nelson</i>
26	—	<b>Mulberry Moon</b> /Catherine Anderson	Ben Sterling tries to settle down after his rodeo career with new café own
27	58	<b>The Life-Changing Magic of Tidying Up</b> /M. Kondo	Subtitle: "The Japanese Art of Decluttering and Organizing" (NF) (H) <i>Ten</i>
28	—	<b>An Invisible Thread</b> /Laura Schroff, Alex Tresniowski	The story of an 11-year-old panhandler and a busy sales executive (NF)
29	80	<b>The Whole30 Cookbook</b> /Melissa Hartwig	Includes 150 recipes to help succeed with the Whole30 diet (NF) (H) <i>Hou</i>
30	14	<b>Wishful Drinking</b> /Carrie Fisher	Based on the actress' one-woman show about drug addiction, mental ill

Simon & Schuster

**MARKETPLACE TODAY**

For advertising information: 1.800.397.0070 [www.russelljohns.com/usat](http://www.russelljohns.com/usat)

**NOTICES**

**PUBLIC NOTICE**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.

**PUBLIC NOTICE**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030817 HVAC SYSTEMS, INSTALLATION, SERVICE WITH RELATED PRODUCTS AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until March 8, 2017 at 4:30 p.m. Central Time at the above address and opened March 9, 2017 at 8:00 a.m. Central Time.

**PERSONALS**

Judith Ellen (VanDermark) King  
I am proud to say, yet humbled, by the fact that you were my life partner and best friend since 2009. You are the kindest, most caring, wonderful partner, and friend I have known. I wish I hadn't taken so much for granted. I love you, and miss you terribly Judi. Yours Always, Christopher Terry Bassett

**BUSINESS**

**BUSINESS OPPORTUNITIES**

**MASSIVE WEALTH**  
I made a proven 1.2 million in 12 months. Will train professional serious business minded people only  
Call 800-486-9954 (24 hrs)

Visit us online at:  
[usatoday.com](http://usatoday.com)

**MARKETPLACE**

**HEALTH/FITNESS**

**VIAGRA**  
Cialis® LEVITRA®  
STAXYN® PROPELLO®  
• FDA-Approved  
• U.S. Licensed Pharmacist

**VIA MEDIC**  
SAFE • SECURE •

OVERNIGHT SHIPPING

**800-551-VIAMEDIC**

Additional online services are available at [classifieds.usatoday.com](http://classifieds.usatoday.com)

**ADVERTISE HERE**

**USA TODAY Marketplace**  
Call Us! 800-397-0070

**SET YOUR BRAND APART.**  
Advertise with USA Today!  
800-397-0070

**PERSONALS**

**Make a Connection**  
Talk to Sexy Singles FREE now!  
Call 800-945-3147  
[www.livelinks.com](http://www.livelinks.com) 18+

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

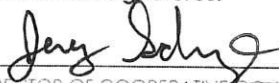
NJPA Contract #: 030117-CSS

Proposer's full legal name: ClearSpan Fabric Structures International, Inc.

**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be April 14, 2017 and will expire on April 14, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on April 14, 2017

NJPA Contract # 030117-CSS

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Clearspan fabric Structures International Inc.

Authorized Signatory's Title President

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Barry Goldsher  
\_\_\_\_\_  
(NAME PRINTED OR TYPED)

Executed on April 14, 2017

NJPA Contract # 030117-CSS

Proposal Opening Witness

Date of opening: March 2, 2017

The witnesses signed below hereby witness they were present on the above date and in witness of the public opening of all responses received to the Request For Proposal #030117 for the procurement of RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES.

Proposals are evaluated first on level-one responsiveness, then on the other criteria included in the RFP. Level-one responsiveness requires, among other things, that the response be received before the deadline for the submission and that the response include completed copies (with signatures) of the requested forms.

Responses were received from the following:

**All-American Arena Products – received 2/28/17 at 1:30:57pm**

Proposer deemed responsive

**American Ramp Company – received 2/28/17 at 11:39:39am** Proposer deemed responsive

Proposer deemed responsive

**BCI Burke Company, LLC – received 2/28/17 at 11:38:52am**

Proposer deemed responsive

**Becker Arena Products, Inc. – received 3/1/17 at 12:59:38pm**

Proposer deemed responsive

**Clearspan Fabric Structures International, Inc. (CSFSI) – received 2/23/17 at 11:41:50am**

Proposer deemed responsive

**CXT Inc – received 2/27/17 at 11:36:50am**

Proposer deemed responsive

**Designline Products Group – received 3/1/17 at 12:37:49pm**

Proposer deemed responsive

**DuraPlay, Inc. – received 3/1/2017 at 12:50:03pm**

Proposer deemed responsive

Certificate of Insurance – not provided

Electronic copy – not provided

**ExoFit Outdoor Fitness – received 3/1/17 at 12:50:51pm**

Proposer deemed responsive

**FlexGround, LLC – received 2/27/17 at 11:08:05am**

Proposer deemed responsive

**Frank J. Zamboni & Co., Inc. – received 2/28/17 at 11:39:13am**

Proposer deemed responsive

Form F – not signed

Certificate of Insurance – not provided

**Greenfields Outdoor Fitness, Inc. – received 2/28/17 at 11:38:26am**

Proposer deemed responsive

Certificate of Insurance – not enough coverage provided

**Landscape Structures Inc. – received 3/1/17 at 1:56:11pm**

Proposer deemed responsive

**North West Rubber – received 3/1/17 at 1:46:47pm**  
Proposer deemed responsive

**Parkitect, LLC – received 3/1/17 at 11:45:59am**  
Proposer deemed responsive

**Playcraft Systems – received 2/28/17 at 10:43:29am**  
Proposer deemed responsive

**PlayPower, Inc. – received 2/28/17 at 11:38:46am**  
Proposer deemed responsive

**Poligon by PorterCorp – received 2/28/17 at 11:46:36am**  
Proposer deemed responsive

**Public Restroom Company – received 3/1/17 at 12:51:09pm**  
Proposer deemed responsive

**Rain Drop Products, LLC – received 2/28/17 at 11:39:02am**  
Proposer deemed responsive

**RCP Shelters, Inc. – received 2/28/17 at 11:39:22am**  
Proposer deemed responsive

**RubbeRecycle, LLC – received 2/27/17 at 11:08:09am**  
Proposer deemed responsive

**School Specialty, Inc – received 2/28/17 at 10:44:09am**  
Proposer deemed responsive

**Shade 'N' Net – received 2/27/17 at 11:36:56am**  
Proposer deemed responsive

**Shade Systems, Inc. – received 2/28/17 at 10:43:59am**  
Proposer deemed responsive  
Form D – not provided

**Sof Sufaces, Inc. – received 2/28/17 at 10:43:39am**  
Proposer deemed responsive

**Spohn Ranch, Inc. – received 2/28/17 at 11:39:31am**  
Proposer deemed responsive

**Surface America – received 2/28/17 at 11:38:19am**  
Proposer deemed responsive

**The Fibar Group, LLC – received 3/1/17 at 2:42pm**  
Proposer deemed responsive

**TriActive America – received 3/1/17 at 9:54:02am**  
Proposer deemed responsive  
Certificate of Insurance – not enough coverage

**Vortex USA – received 2/24/17 at 11:46:10am**  
Proposer deemed responsive

**Waterplay Solutions Corp. – received 2/27/17 at 11:36:43am**  
Proposer deemed responsive

Proposers that are deemed level-one responsive must provide any missing documentation within a reasonable time in order to remain responsive. Respondents must not provide additional substantive information when sending this missing documentation.

[www.njpacoop.org](http://www.njpacoop.org)

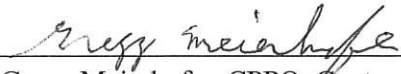


202 12th Street NE  
P.O. Box 219  
Staples, MN 56479

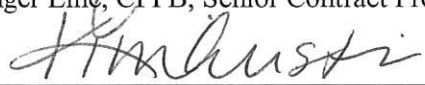
WITNESSES:


  
Jonathan Yahn, Contacts and Compliance Manager, NJPA

  
Chris Robinson, Contracts and Compliance Lead Analyst, NJPA

  
Gregg Meierhofer, CPPO, Contract Procurement Analyst, NJPA

  
Ginger Line, CPPB, Senior Contract Procurement Analyst, NJPA

  
Kim Austin, Contract Procurement Analyst, NJPA

  
Sheila Christoffersen, Procurement Support Specialist, NJPA



## Form G

### Recreation and Playground Equipment, Accessories, and Supplies

		All-American Arena Products	American Ramp Company	BCI Burke Company, LLC	Becker Arena Products, Inc.	Clearspan Fabric Structures International, Inc. (CSFSI)	CXT Inc	Designline Products
Possible Points								
Conformance to Terms/ Conditions to Include Documentation	50	43	42	43	43	42	42	
Pricing	400	309	324	312	304	330	328	
Financial, Industry and Marketplace Successes	75	57	60	60	60	61	59	
Bidder's Ability to Sell/ Service Contract Nationally	100	75	83	72	82	80	71	
Bidder's Marketing Plan	50	41	42	41	42	45	42	
Value Added Attributes	75	61	63	62	62	62	62	
Warranty Coverages and Information	50	41	39	43	43	45	43	
Selection and Variety of Products and Services Offered	200	166	168	164	172	156	159	
<b>Total Points</b>	<b>1,000</b>	<b>793</b>	<b>821</b>	<b>797</b>	<b>808</b>	<b>821</b>	<b>806</b>	
<b>Rank Order</b>		<b>16.5</b>	<b>6.5</b>	<b>15</b>	<b>9</b>	<b>6.5</b>	<b>11.5</b>	

		Greenfields Outdoor Fitness, Inc.	Landscape Structures Inc.	North West Rubber	Parkitect, LLC	Playcraft Systems	PlayPower, Inc.	Poligon by PorterCo
Possible Points								
Conformance to Terms/ Conditions to Include Documentation	50	39	42	42	40	40	45	
Pricing	400	308	311	326	323	306	348	
Financial, Industry and Marketplace Successes	75	57	59	62	50	54	64	
Bidder's Ability to Sell/ Service Contract Nationally	100	75	78	82	64	74	90	
Bidder's Marketing Plan	50	42	42	41	37	39	44	
Value Added Attributes	75	62	63	63	55	62	65	
Warranty Coverages and Information	50	43	43	46	40	43	44	
Selection and Variety of Products and Services Offered	200	152	170	146	126	163	180	
<b>Total Points</b>	<b>1,000</b>	<b>778</b>	<b>808</b>	<b>808</b>	<b>735</b>	<b>781</b>	<b>880</b>	
<b>Rank Order</b>		<b>20</b>	<b>9</b>	<b>9</b>	<b>28</b>	<b>19</b>	<b>1</b>	

		School Specialty, Inc	Shade 'N' Net	Shade Systems, Inc.	Sof Sufaces, Inc.	Spohn Ranch, Inc.	Surface America	The Fibar Group, L
Possible Points								
Conformance to Terms/ Conditions to Include Documentation	50	39	39	38	43	43	37	
Pricing	400	315	307	303	336	336	311	
Financial, Industry and Marketplace Successes	75	60	61	58	67	66	60	
Bidder's Ability to Sell/ Service Contract Nationally	100	77	71	68	82	79	64	
Bidder's Marketing Plan	50	38	40	37	44	45	40	

Regular Meeting Minutes of the  
NATIONAL JOINT POWERS ALLIANCE®  
Board of Directors  
Tuesday, May 16, 2017  
Conference Room 3  
202 12<sup>th</sup> St. NE, Staples, MN 56479

Chair Wilson called the Regular Board meeting to order at 5:50p.m. with the following members present: Barb Neprud, Mark Gerbi, Mary Freeman, Scott Veronen, Greg Zylka, Ryan Thomas, and Mike Wilson. Also present were Jon Radermacher, City of Little Falls and Chris Lindholm, Pequot Lakes School District, Ex-Officios; Chad Coauette, Susan Nanik, Misty Myers, Paul Drange, Jeremy Schwartz, Mike Carlson, Jamie Loken, Jim Kane, Bev Hoemberg, Michelle Barrett, and Deb Cervantez, NJPA staff.

Mr. Zylka moved, seconded by Mr. Gerbi to accept the agenda as amended. Motion carried.

Mr. Thomas moved, seconded by Ms. Neprud to accept the minutes of the Annual Board Retreat and Regular Board Meeting held on April 12-13, 2017. Motion carried.

Mr. Carlson presented the monthly Financial Reports and budget update.

Ms. Freeman moved, seconded by Ms. Neprud to approve the check register and Treasurer's Report of Cash, Revenues, and Expenditures and to pay all vendor disbursements #93110 to #93387. Motion carried.

Ms. Freeman moved, seconded by Mr. Gerbi to approve all Wire Transfers #233 to #247. Motion carried.

Mr. Zylka moved, seconded by Ms. Neprud to accept the Consent Agenda as follows:

- Updated Membership Agreements Members added April 1-30, 2017
- Permission to solicit Group Basic and Voluntary Employee Benefit Products with Related Services

Motion carried.

Mr. Kane gave a day in the life of an NJPA employee presentation on his role as Business Development Administrator.

Mr. Drange gave an update on Regional Programs.

Ms. Nanik gave an update on the Facilities, Human Resources, and Marketing Departments.

Mr. Carlson gave an update on the Finance, and Risk Management Departments.

Mr. Loken gave an update on the Information Technology Department.

Ms. Myers gave an update on the Legal and Government Relations Departments.

Mr. Schwartz gave an update on the Cooperative Contract Purchasing and Procurement Departments.

Mr. Schwartz gave an update on the following new contracts awarded in April as noted in Appendix A.

Dr. Coauette presented the proposed revised Computer and Communication Use Policy for review.

Ms. Neprud moved, seconded by Mr. Zylka to approve the SFY2017 Application for Special Education Funds Statement of Assurances. Motion carried.

Mr. Zylka moved, seconded by Mr. Gerbi to approve hiring:

- Chris Robinson, Procurement Manager, effective May 8, 2017
- Ben Plante, Collaborative Service Worker, effective May 16, 2017
- Kelli Draper, IT Business Systems Analyst, effective May 30, 2017

Motion carried.

Ms. Neprud moved, seconded by Mr. Thomas to open:

- Contract Administrator II
- Senior Education Consultant
- Lead Procurement Analyst

Motion carried.

Mr. Zylka moved, seconded by Mr. Gerbi to approve the following position descriptions and open positions:

- Manager of Government Relations
- Director of Marketing
- Network Engineer III
- Marketing and Public Relations Lead

Motion carried.

Mr. Thomas moved, seconded by Ms. Neprud to approve 30 additional contract days for FY16-17 for Nan Records, Regional Low Incidence Facilitator. Motion carried.

Ms. Nanik gave the staffing update.

Dr. Coauette gave an update on the Strategic Reinvestment Committee.

Dr. Coauette gave an update on MSC and National Cooperative Procurement Partners.

Mr. Gerbi moved, seconded by Mr. Zylka to adjourn the meeting at 7:54 p.m. Motion carried.

**NJPA CONTRACTS & COMPLIANCE DEPARTMENT**  
**BOARD ITEMS - May 2017**

Requesting Board permission to Solicit the following categories:

Group Basic and Voluntary Employee Benefit Products with Related Services

Requesting Board permission to Re-Solicit the following categories:

<b>NEW CONTRACT</b>		
American Ramp Products	030117-ARC	Recreation and Playground Equipment, Accessories and Supplies:
Becker Arena Products, Inc.	030117-BAP	Recreation and Playground Equipment, Accessories and Supplies:
Clearspan Fabric Structures Int'l.	030117-CSS	Recreation and Playground Equipment, Accessories and Supplies:
Frank J. Zamboni & Co., Inc.	030117-FZC	Recreation and Playground Equipment, Accessories and Supplies:
Landscape Structures Inc.	030117-LSI	Recreation and Playground Equipment, Accessories and Supplies:
North West Rubber	030117-NWR	Recreation and Playground Equipment, Accessories and Supplies:
Playpower, Inc.	030117-LTS	Recreation and Playground Equipment, Accessories and Supplies:
Polygon by PorterCorp	030117-PPC	Recreation and Playground Equipment, Accessories and Supplies:
Rain Drop Products, LLC	030117-RDP	Recreation and Playground Equipment, Accessories and Supplies:
RubbeRecycle, LLC	030117-RBR	Recreation and Playground Equipment, Accessories and Supplies:
SofSurfaces, Inc.	030117-SFS	Recreation and Playground Equipment, Accessories and Supplies:
Spohn Ranch, Inc.	030117-SRI	Recreation and Playground Equipment, Accessories and Supplies:
Carrier Corporation	030817-CAR	HVAC Systems, Installation, and Service with Related Products and Supplies:
Johnson Controls, Inc.	030817-JHN	HVAC Systems, Installation, and Service with Related Products and Supplies:
Siemens Industry Inc.	030817-SIE	HVAC Systems, Installation, and Service with Related Products and Supplies:
<b>New eziQC Contracts</b>		
<b>State of Maryland</b>		
HITT Contracting, Inc.	MD05GC01-031417-HCI	
<b>State of Michigan</b>		
PeIGC	MI01W-041117-PGC	
<b>State of Minnesota - Northeast/Iron Range (General Construction)</b>		
Kaski, Inc.	MN01IR-042517-KAS	
Kraus-Anderson Construction Company	MN02IR-042517-KRU	
The Jamar Company	MN03IR-042517-JMR	
<b>5th YEAR RENEWALS</b>		
Altec Industries, Inc.	031014-ALT	"Public Utility Equipment with Related Accessories and Supplies"
FuelEducation	101713-KVS	"Curriculum and Educational Equipment, Related Supplies, Accessories and Services"
Jacobsen, a Division of Textron	070313-JCS	"Grounds Maintenance with Related Equipment, Accessories and Supplies"
<b>eziQC RENEWALS</b>		
FHP Tectonics Corp.	FL01GC1-051716-FTC	
FHP Tectonics Corp.	FL04GC3-051716-FTC	
K-Con, Inc.	FL01GC3-051716-KCI	
K-Con, Inc.	FL02GC2-051716-KCI	
K-Con, Inc.	FL03GC1-051716-KCI	
K-Con, Inc.	FL05GC1-051716-KCI	



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #030117**  
Entitled  
**RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on January 13, 2017, in South Carolina's *The State* on January 12, 2017, in Utah's *The Salt Lake Tribune* on January 12, 2017, in *USA Today* on January 12, 2017, and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org), Onvia website [www.onvia.com](http://www.onvia.com), Notice to Bidders website [www.noticetobidders.com](http://www.noticetobidders.com), PublicPurchase.com, Merx, and Biddingo:

*The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until March 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

ABC Recreation Ltd.	Minnesota Wisconsin Playground
Active Playground Equipment Inc.	Motorworks Clean Vehicles
All-American Arena Products	My Turn Playsystems
American Ramp Company	National Cooperative Leasing
Anchor Industries Inc.	National Playground
Athletica Sport Systems Inc.	New World Park Solutions Inc.
A-Turf, Inc.	No Fault Sport
BCI Burke Company	North West Rubber
BeachTech Beach Cleaners	Park N Play Design
Becker Arena Products	Parkitect
Bliss Products & Services	Playcraft Systems
Blue Imp	Playground Guardian
Champlin Tire Recycling, Inc.	Playgrounds-R-Us
CIMCO Refrigeration Inc.	PlayPower
Clearspan Fabric Structures International Inc.	Playtime
Commercial Recreation Specialists	Playtopia, Inc.
Construction Industry Center	Poligon by PorterCorp
Contractor Plan Center	Prime Vendor Inc.

COSTARS Program	Public Restroom Company
Crouch Recreation	Rain Drop Products
CXT - LB Foster	RCP Shelters, Inc.
D&D Products, Inc.	Redding Construction
DAS-EGS Procurement Services	Restroom Facilities Ltd.
Designline Products Group	Resurface Corp.
Diversified Metal Fabricators	Rink Systems, Inc.
DuMor, Inc.	Rubberecycle, LLC
DuraPlay, Inc.	School Specialty
Dynamo Playgrounds	Shade 'N Net
Empex Water Toys US Office	Shade Systems, Inc.
Euclid Infotech	Sinclair Recreation
ExoFit Outdoor Fitness	SNA Sports Group
Fitness Mechanics Inc.	SofSurfaces, Inc.
FlexGround, LLC	Southern Bleacher Company
Foreverlawn GTA	Spartan Fitness
Fountain People	Splash Zone
Greenfields Outdoor Fitness	Spohn Ranch
Grounds for Play, Inc.	State of Massachusetts
Henderson Recreation Equipment Limited	State of New York
Icon Marine Services Ltd.	Superior Recreational Products
Icon Shelter Systems, Inc.	Surface America
Ivy Tech Community College - Lafayette	The Fibar Group
JJV Rubber Mulch LLC	TriActive America
Lakeshore Learning Materials	Vancouver Regional Construction Association
Landscape structures	Vortex
Leesburg Concrete	Wabash Valley Manufacturing
Legend Fitness	Waterplay Solutions Corporation
Leisure Craft, Inc.	Weedoo Greenboat Inc.
Lyra de Asis	Zamboni
Major Display, Inc.	Zeager Bros., Inc.

Proposals were opened on March 2, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

All-American Arena Products  
 American Ramp Company  
 BCI Burke Company, LLC  
 Becker Arena Products, Inc.  
 Clearspan Fabric Structures International, Inc. (CSFSI)  
 CXT Inc  
 Designline Products Group  
 DuraPlay, Inc.  
 ExoFit Outdoor Fitness  
 FlexGround, LLC  
 Frank J. Zamboni & Co., Inc.  
 Greenfields Outdoor Fitness, Inc.

Landscape Structures Inc.  
North West Rubber  
Parkitect, LLC  
Playcraft Systems  
PlayPower, Inc.  
Poligon by PorterCorp  
Public Restroom Company  
Rain Drop Products, LLC  
RCP Shelters, Inc.  
RubbeRecycle, LLC  
School Specialty, Inc  
Shade 'N' Net  
Shade Systems, Inc.  
Sof Surfaces, Inc.  
Spohn Ranch, Inc.  
Surface America  
The Fibar Group, LLC  
TriActive America  
Vortex USA  
Waterplay Solutions Corp.

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst  
Keith Hanson, CPA, NJPA Accounting Manager  
Gregg Meierhofer, CPPO, NJPA Contract Procurement Analyst  
Kim Austin, NJPA Contract Procurement Analyst  
Chris Robinson, JD, NJPA Lead Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

American Ramp Company offers turn-key solutions for sports park development, including skate and bike parks, pumptracks, bike trails, and bicycle playgrounds. Their products are available in a variety of materials, including concrete, steel, wood, composite and fiberglass. American Ramp Company proposes a significant discount off of factory-direct pricing and has a demonstrated ability to serve NJPA members across the US and Canada.

Becker Arena Products, Inc., is the provider of a comprehensive selection of ice arena products as a manufacturer and/or distributor. The products are offered in a variety of grades to fit Members' needs and budget requirements. Becker Arena Products' pricing model provides significant discounts from list price and is in an easy to use format.

Clearspan Fabric Structures International, Inc., provides rigid frame, membrane covered, structures that are available in a wide variety of widths and lengths and several foundation options. They have the ability to install and service their fabric structures in all US States and Territories, as well as Canada. Clearspan offers its structures, engineering services and installation services at a substantial discount from MSRP, reflecting a strong value to NJPA Members.

CXT, Inc., manufactures, ships and installs a broad line of concrete structures for restroom, shower, concession and utility purposes in the US and Canada. They offer a variety of sizes and designs, with options to customize the structure to meet Members' needs. CXT's pricing model includes a substantial discount from Standard Commercial Price and offers a pricing worksheet that is easy to use and brings clarity to the ordering process.

Frank J. Zamboni & Co., Inc., supplies industry leading ice resurfacing and ice edging equipment, and related accessories. Their network of dealers and distributors serves all of North America. The Zamboni pricing model offers a discount off of list price and is within the competitive range.

Landscape Structures, Inc., offers a broad range of equipment options and complementary product lines, including standard and custom playground equipment, shade, surfacing, outdoor sports and fitness equipment, site amenities, skateparks, and aquatic play solutions. They also offer turnkey services for design and site consultation, installation, and construction services. Landscape Structures has a solid sales and service network in the US and Canada and offers significant discounts off list price for its products, with additional volume discounts available.

North West Rubber provides rubber playground tile and recreation-related flooring in a variety of fall height certifications, colors, and styles. The products are backed by a solid warranty and are offered at a substantial discount off MSRP pricing. North West Rubber is represented by forty-five dealers in the US and nineteen dealers in Canada to serve Members' needs across North America.

PlayPower, Inc. is the manufacturer of a comprehensive line of playground equipment, park and site amenities, fabric shade structures, outdoor fitness equipment, surfacing, docks, and lift systems for a variety of watercraft. The products and services are offered through a network of over 700 sales representatives, distributors and dealers to serve Members throughout the US and Canada. PlayPower's pricing is clear, easy to use and offers significant discounts from list price.

Poligon by PorterCorp offers a turn-key solution for the design, engineering, and manufacturing of open air structures, including steel, wood and fabric structures. The options for standard, modified and custom products allow Members to satisfy site-specific requirements and shelter needs. Poligon provides pricing discounts on products and installation within the competitive range, with additional volume discounts available.

Rain Drop Products, LLC, offers an impressive, turnkey solution for the design and installation of equipment to meet Members' aquatic play and decorative fountain needs. Service contract options include annual start up and shut down ("winterization") service and preventative maintenance service packages. Rain Drop's pricing proposal is complete, easy to use, and offers substantial discounts from MSRP on all products and services.

RubbeRecycle, LLC, is the manufacturer of rubber surfacing products including rubber mulch, tiles, poured-in-place and mats. They have a nationwide network of dealers and offer solutions for playground, aquatic and sports flooring applications. RubbeRecycle's pricing model is based on a discount from MSRP and falls within the competitive range.

Sof Surfaces, Inc., offers interlocking rubber tile playground surfacing and complementary products that carry an impressive limited lifetime warranty. The products come in a variety of thicknesses, several standard colors, and are also available in premium custom colors. Sof Surfaces proposal includes a turnkey installation service that is available across the US and Canada. Their pricing is clear and easy to use with a significant discount from MSRP.

Spohn Ranch, Inc., provides a comprehensive selection of skate and action park equipment, skateparks, and on-site skatepark construction, including design and build services. They offer pre-cast concrete skateparks, poured-in-place concrete skateparks, hybrid and modular skatepark equipment, along with installation, maintenance, and management


services. The Spohn Ranch pricing proposal includes a substantial discount off MSRP and reflects a strong value for Members.

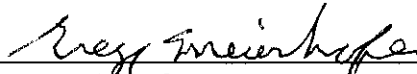
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #030117 to:

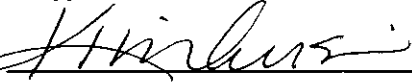
American Ramp Company	030117-ARC
Becker Arena Products, Inc.	030117-BAP
Clearspan Fabric Structures International, Inc. (CSFSI)	030117-CSS
CXT Inc	030117-CXT
Frank J. Zamboni & Co., Inc.	030117-FZC
Landscape Structures Inc.	030117-LSI
North West Rubber	030117-NWR
PlayPower, Inc.	030117-LTS
Poligon by PorterCorp	030117-PPC
Rain Drop Products, LLC	030117-RDP
RubbeRecycle, LLC	030117-RBR
Sof Surfaces, Inc.	030117-SFS
Spohn Ranch, Inc.	030117-SRI

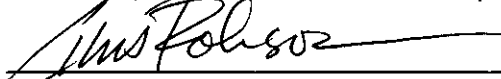
The preceding recommendations were approved on April 14, 2017.

  
\_\_\_\_\_  
Ginger Line, CPPB, Senior Contract Procurement Analyst

  
\_\_\_\_\_  
Keith Hanson, CPA, Accounting Manager

  
\_\_\_\_\_  
Gregg Meierhofer CPPO, Contract Procurement Analyst

  
\_\_\_\_\_  
Kim Austin, Contract Procurement Analyst

  
\_\_\_\_\_  
Chris Robinson, JD, Lead Analyst

## DOORS

PART	DESCRIPTION	RETAIL PRICE	NJPA PRICE
GGDK0808W22F	8'W X 8'H FABRIC-GATHERING DOOR	\$ 546.22	\$ 464.29
GGDK1013W22F	GIANT GATHER DOOR KIT 10X13 22OZ WHT	\$ 1,108.90	\$ 942.57
GGDK1015W22F	GIANT GATHER DOOR KIT 10X15 22OZ WHT	\$ 1,279.50	\$ 1,087.58
GGDK1016W22F	GIANT GATHER DOOR KIT 10X16 22OZ WHT	\$ 1,364.80	\$ 1,160.08
GGDK1116W22F	GIANT GATHER DOOR KIT 11X16 22 OZ WHT	\$ 1,501.28	\$ 1,276.09
GGDK1212W22F	12'W X 12'H FABRIC-GATHERING DOOR	\$ 1,229.00	\$ 1,044.65
GGDK1214W22F	12'W X 14'H FABRIC-GATHERING DOOR	\$ 1,335.00	\$ 1,134.75
GGDK1216W22F	GIANT GATHER DOOR KIT 12X16 22OZ WHT	\$ 1,645.00	\$ 1,398.25
GGDK1218W22F	12'W X 18'H FABRIC-GATHERING DOOR	\$ 1,745.00	\$ 1,483.25
GGDK1220W22F	12'W X 20'H FABRIC-GATHERING DOOR	\$ 1,849.00	\$ 1,571.65
GGDK1222W22F	12'W X 22'H FABRIC-GATHERING DOOR	\$ 2,055.00	\$ 1,746.75
GGDK1224W22F	12'W X 24'H FABRIC-GATHERING DOOR	\$ 2,259.00	\$ 1,920.15
GGDK1226W22F	12'W X 26'H FABRIC-GATHERING DOOR	\$ 2,469.00	\$ 2,098.65
GGDK1228W22F	12'W X 28'H FABRIC-GATHERING DOOR	\$ 2,675.00	\$ 2,273.75
GGDK1230W22F	12'W X 30'H FABRIC-GATHERING DOOR	\$ 2,775.00	\$ 2,358.75
GGDK1412W22F	14'W X 12'H FABRIC-GATHERING DOOR	\$ 1,439.00	\$ 1,223.15
GGDK1414W22F	14'W X 14'H FABRIC-GATHERING DOOR	\$ 1,539.00	\$ 1,308.15
GGDK1416W22F	14'W X 16'H FABRIC-GATHERING DOOR	\$ 1,849.00	\$ 1,571.65
GGDK1418W22F	14'W X 18'H FABRIC-GATHERING DOOR	\$ 1,955.00	\$ 1,661.75
GGDK1420W22F	14'W X 20'H FABRIC-GATHERING DOOR	\$ 1,955.00	\$ 1,661.75
GGDK1422W22F	14'W X 22'H FABRIC-GATHERING DOOR	\$ 2,265.00	\$ 1,925.25
GGDK1424W22F	14'W X 24'H FABRIC-GATHERING DOOR	\$ 2,469.00	\$ 2,098.65
GGDK1426W22F	14'W X 26'H FABRIC-GATHERING DOOR	\$ 2,675.00	\$ 2,273.75
GGDK1428W22F	14'W X 28'H FABRIC-GATHERING DOOR	\$ 2,879.00	\$ 2,447.15
GGDK1430W22F	14'W X 30'H FABRIC-GATHERING DOOR	\$ 3,085.00	\$ 2,622.25
GGDK1516W22F	GIANT GATHER DOOR KIT 15X16 22 OZ WHT	\$ 2,056.80	\$ 1,748.28
GGDK1520W22F	15'W X 20'H FABRIC-GATHERING DOOR 22oz WHT	\$ 2,571.00	\$ 2,185.35
GGDK1612W22F	16'W X 12'H FABRIC-GATHERING DOOR	\$ 1,645.00	\$ 1,398.25
GGDK1613W22F	GIANT GATHER DOOR KIT 16'W X 13'H 22OZ WHT	\$ 1,782.56	\$ 1,515.18
GGDK1614W22F	16'W X 14'H FABRIC-GATHERING DOOR	\$ 1,745.00	\$ 1,483.25
GGDK1616W22F	16'W X 16'H FABRIC-GATHERING DOOR	\$ 2,055.00	\$ 1,746.75
GGDK1618W22F	16'W X 18'H FABRIC-GATHERING DOOR	\$ 2,159.00	\$ 1,835.15

GGDK1620W22F	16'W X 20'H FABRIC-GATHERING DOOR	\$	2,159.00	\$	1,835.15
GGDK1622W22F	16'W X 22'H FABRIC-GATHERING DOOR	\$	2,469.00	\$	2,098.65
GGDK1624W22F	16'W X 24'H FABRIC-GATHERING DOOR	\$	2,675.00	\$	2,273.75
GGDK1626W22F	16'W X 26'H FABRIC-GATHERING DOOR	\$	2,879.00	\$	2,447.15
GGDK1628W22F	16'W X 28'H FABRIC-GATHERING DOOR	\$	3,085.00	\$	2,622.25
GGDK1630W22F	16'W X 30'H FABRIC-GATHERING DOOR	\$	3,295.00	\$	2,800.75
GGDK1709W22F	17'W X 9'H FABRIC-GATHERING DOOR 22oz WHT	\$	1,309.68	\$	1,113.23
GGDK1812W22F	18'W X 12'H FABRIC-GATHERING DOOR	\$	1,745.00	\$	1,483.25
GGDK1814W22F	18'W X 14'H FABRIC-GATHERING DOOR	\$	1,955.00	\$	1,661.75
GGDK1816W22F	18'W X 16'H FABRIC-GATHERING DOOR	\$	2,265.00	\$	1,925.25
GGDK1818W22F	18'W X 18'H FABRIC-GATHERING DOOR	\$	2,365.00	\$	2,010.25
GGDK1820W22F	18'W X 20'H FABRIC-GATHERING DOOR	\$	2,365.00	\$	2,010.25
GGDK1822W22F	18'W X 22'H FABRIC-GATHERING DOOR	\$	2,675.00	\$	2,273.75
GGDK1824W22F	18'W X 24'H FABRIC-GATHERING DOOR	\$	2,879.00	\$	2,447.15
GGDK1826W22F	18'W X 26'H FABRIC-GATHERING DOOR	\$	3,085.00	\$	2,622.25
GGDK1828W22F	18'W X 28'H FABRIC-GATHERING DOOR	\$	3,295.00	\$	2,800.75
GGDK1830W22F	18'W X 30'H FABRIC-GATHERING DOOR	\$	3,499.00	\$	2,974.15
GGDK2012W22F	20'W X 12'H FABRIC-GATHERING DOOR	\$	1,849.00	\$	1,571.65
GGDK2014W22F	20'W X 14'H FABRIC-GATHERING DOOR	\$	2,265.00	\$	1,925.25
GGDK2016T22F	20'W X 16'H FABRIC-GATHERING DOOR 22OZ TAN	\$	2,739.20	\$	2,328.32
GGDK2016W22F	20'W X 16'H FABRIC-GATHERING DOOR	\$	2,469.00	\$	2,098.65
GGDK2018W22F	20'W X 18'H FABRIC-GATHERING DOOR	\$	2,569.00	\$	2,183.65
GGDK2020W22F	20'W X 20'H FABRIC-GATHERING DOOR	\$	2,569.00	\$	2,183.65
GGDK2022W22F	20'W X 22'H FABRIC-GATHERING DOOR	\$	2,879.00	\$	2,447.15
GGDK2024W22F	20'W X 24'H FABRIC-GATHERING DOOR	\$	3,085.00	\$	2,622.25
GGDK2026W22F	20'W X 26'H FABRIC-GATHERING DOOR	\$	3,295.00	\$	2,800.75
GGDK2028W22F	20'W X 28'H FABRIC-GATHERING DOOR	\$	3,499.00	\$	2,974.15
GGDK2030W22F	20'W X 30'H FABRIC-GATHERING DOOR	\$	3,705.00	\$	3,149.25
GGDK2212W22F	22'W X 12'H FABRIC-GATHERING DOOR	\$	1,955.00	\$	1,661.75
GGDK2214W22F	22'W X 14'H FABRIC-GATHERING DOOR	\$	2,469.00	\$	2,098.65
GGDK2216W22F	22'W X 16'H FABRIC-GATHERING DOOR	\$	2,685.00	\$	2,282.25
GGDK2218W22F	22'W X 18'H FABRIC-GATHERING DOOR	\$	2,775.00	\$	2,358.75
GGDK2220W22F	22'W X 20'H FABRIC-GATHERING DOOR	\$	2,775.00	\$	2,358.75
GGDK2222W22F	22'W X 22'H FABRIC-GATHERING DOOR	\$	3,085.00	\$	2,622.25

GGDK2224W22F	22'W X 24'H FABRIC-GATHERING DOOR	\$	3,295.00	\$	2,800.75
GGDK2226W22F	22'W X 26'H FABRIC-GATHERING DOOR	\$	3,499.00	\$	2,974.15
GGDK2228W22F	22'W X 28'H FABRIC-GATHERING DOOR	\$	3,705.00	\$	3,149.25
GGDK2230W22F	22'W X 30'H FABRIC-GATHERING DOOR	\$	3,909.00	\$	3,322.65
GGDK2412W22F	24'W X 12'H FABRIC-GATHERING DOOR	\$	2,055.00	\$	1,746.75
GGDK2414W22F	24'W X 14'H FABRIC-GATHERING DOOR	\$	2,675.00	\$	2,273.75
GGDK2414W22F3	GIANT GATHER DOOR KIT 24X14 22 OZ WHT	\$	2,636.48	\$	2,241.01
GGDK2416W22F	24'W X 16'H FABRIC-GATHERING DOOR	\$	2,879.00	\$	2,447.15
GGDK2418W22F	GIANT GATHER DOOR KIT 24X18 22 OZ WHT	\$	2,985.00	\$	2,537.25
GGDK2420W22F	24'W X 20'H FABRIC-GATHERING DOOR	\$	3,189.00	\$	2,710.65
GGDK2421W22F	GIANT GATHER DOOR KIT 24X21 22 OZ WHT	\$	4,062.24	\$	3,452.90
GGDK2422W22F	24'W X 22'H FABRIC-GATHERING DOOR	\$	3,295.00	\$	2,800.75
GGDK2424W22F	24'W X 24'H FABRIC-GATHERING DOOR	\$	3,499.00	\$	2,974.15
GGDK2426W22F	24'W X 26'H FABRIC-GATHERING DOOR	\$	3,705.00	\$	3,149.25
GGDK2428W22F	24'W X 28'H FABRIC-GATHERING DOOR	\$	3,909.00	\$	3,322.65
GGDK2429W22F	GIANT GATHER DOOR KIT 24X29 22 OZ WHT	\$	5,609.76	\$	4,768.30
GGDK2430W22F	24'W X 30'H FABRIC-GATHERING DOOR	\$	4,115.00	\$	3,497.75
GGDK2612W22F	26'W X 12'H FABRIC-GATHERING DOOR	\$	2,159.00	\$	1,835.15
GGDK2614W22F	26'W X 14'H FABRIC-GATHERING DOOR	\$	2,879.00	\$	2,447.15
GGDK2616W22F	26'W X 16'H FABRIC-GATHERING DOOR	\$	3,085.00	\$	2,622.25
GGDK2618W22F	26'W X 18'H FABRIC-GATHERING DOOR	\$	3,189.00	\$	2,710.65
GGDK2619W22F	GIANT GATHER DOOR KIT 26X19 22 OZ WHT	\$	3,062.80	\$	2,603.38
GGDK2620W22F	26'W X 20'H FABRIC-GATHERING DOOR	\$	3,395.00	\$	2,885.75
GGDK2622W22F	26'W X 22'H FABRIC-GATHERING DOOR	\$	3,499.00	\$	2,974.15
GGDK2624W22F	26'W X 24'H FABRIC-GATHERING DOOR	\$	3,705.00	\$	3,149.25
GGDK2625TN22	GIANT GATHER DOOR KIT 26X25 22 OZ TAN	\$	4,030.00	\$	3,425.50
GGDK2626W22F	26'W X 26'H FABRIC-GATHERING DOOR	\$	3,909.00	\$	3,322.65
GGDK2628W22F	26'W X 28'H FABRIC-GATHERING DOOR	\$	4,115.00	\$	3,497.75
GGDK2630W22F	26'W X 30'H FABRIC-GATHERING DOOR	\$	4,425.00	\$	3,761.25
GGDK2720W22F	GIANT GATHER DOOR KIT27X20 22 OZ WHT	\$	3,348.00	\$	2,845.80
GGDK2722W22F	GIANT GATHER DOOR KIT27X22 22 OZ WHT	\$	3,682.80	\$	3,130.38
GGDK281120W22F	GIANT GATHER DR KIT 28'-11"X20' 22 OZWHT	\$	3,775.80	\$	3,209.43
GGDK2812W22F	28'W X 12'H FABRIC-GATHERING DOOR	\$	2,265.00	\$	1,925.25
GGDK2814W22F	28'W X 14'H FABRIC-GATHERING DOOR	\$	3,085.00	\$	2,622.25

GGDK2816W22F	28'W X 16'H FABRIC-GATHERING DOOR	\$	3,295.00	\$	2,800.75
GGDK2818W22F	28'W X 18'H FABRIC-GATHERING DOOR	\$	3,395.00	\$	2,885.75
GGDK2820W22F	28'W X 20'H FABRIC-GATHERING DOOR	\$	3,599.00	\$	3,059.15
GGDK2822W22F	28'W X 22'H FABRIC-GATHERING DOOR	\$	3,705.00	\$	3,149.25
GGDK2824W22F	28'W X 24'H FABRIC-GATHERING DOOR	\$	3,909.00	\$	3,322.65
GGDK2826W22F	28'W X 26'H FABRIC-GATHERING DOOR	\$	4,115.00	\$	3,497.75
GGDK2828W22F	28'W X 28'H FABRIC-GATHERING DOOR	\$	4,325.00	\$	3,676.25
GGDK2830W22F	28'W X 30'H FABRIC-GATHERING DOOR	\$	4,529.00	\$	3,849.65
GGDK2832W22F	GIANT GATHER DOOR KIT 28X32 22OZ WHITE	\$	5,555.20	\$	4,721.92
GGDK290220W22F	GIANT GATHER DR KIT 29'-2"X20' 22 OZ WHT	\$	3,906.00	\$	3,320.10
GGDK2921T22F	GIANT GATHER DOOR KIT 29X21 22 OZ TAN	\$	3,775.80	\$	3,209.43
GGDK3012W22F	30'W X 12'H FABRIC-GATHERING DOOR	\$	2,365.00	\$	2,010.25
GGDK3014W22F	30'W X 14'H FABRIC-GATHERING DOOR	\$	3,295.00	\$	2,800.75
GGDK3016W22F	30'W X 16'H FABRIC-GATHERING DOOR	\$	3,499.00	\$	2,974.15
GGDK3018W22F	30'W X 18'H FABRIC-GATHERING DOOR	\$	3,599.00	\$	3,059.15
GGDK3020W22F	30'W X 20'H FABRIC-GATHERING DOOR	\$	3,805.00	\$	3,234.25
GGDK3022W22F	30'W X 22'H FABRIC-GATHERING DOOR	\$	3,909.00	\$	3,322.65
GGDK3022W22FCD	GGD KIT 30X22 22OZWHT CSTM-HRDWRE	\$	4,092.00	\$	3,478.20
GGDK3024W22F	30'W X 24'H FABRIC-GATHERING DOOR	\$	4,115.00	\$	3,497.75
GGDK3025W22F	30'W X 25'H FABRIC-GATHERING DOOR	\$	4,650.00	\$	3,952.50
GGDK3026W22F	30'W X 26'H FABRIC-GATHERING DOOR	\$	4,325.00	\$	3,676.25
GGDK3028W22F	30'W X 28'H FABRIC-GATHERING DOOR	\$	4,529.00	\$	3,849.65
GGDK3030W22F	30'W X 30'H FABRIC-GATHERING DOOR	\$	4,735.00	\$	4,024.75
GGDK3212W22F	GIANT GATHER DOOR KIT 32X12 22 OZ WHT	\$	2,380.80	\$	2,023.68
GGDK3217W22F	GIANT GATHER DOOR KIT 32X17 22 OZ WHT	\$	3,372.80	\$	2,866.88
GGDK3220W22F	GIANT GATHER DOOR KIT 32X20 22 OZ WHT	\$	3,968.00	\$	3,372.80
GGDK3232W22F	GIANT GATHER DOOR KIT 32X32 22 OZ WHT	\$	6,348.80	\$	5,396.48
GGDK3329W22F	GIANT GATHER DOOR KIT 33X29 22 OZ WHT	\$	7,979.40	\$	6,782.49
GGDK3416W22F	GIANT GATHER DR KIT 34X16 22 OZ WHT	\$	3,372.80	\$	2,866.88
GGDK3520W22F	35'W X 20'H FABRIC-GATHERING DOOR	\$	4,629.00	\$	3,934.65
GGDK3614W22F	36'W X 14'H FABRIC-GATHERING DOOR	\$	3,124.80	\$	2,656.08
GGDK3636W22F	GIANT GATHER DOOR KIT 36X36 22 OZ WHT	\$	8,035.20	\$	6,829.92
GGDK3724WF22	37X24 ELCTRC GIANT GATHR DR WHT 22FR KIT	\$	5,505.60	\$	4,679.76
GGDK3738W22F	GIANT GATHER DOOR KIT 37X38 22OZ WHITE	\$	8,717.20	\$	7,409.62

GGDK37399W22F	GIANT GTHR DOOR KIT 37X39'9-7/8 22OZ WHT	\$	9,176.00	\$	7,799.60
GGDK4018W22F	GIANT GATHER DOOR KIT 40X18 22 OZ WHT	\$	4,464.00	\$	3,794.40
GGDK4020W22F	40'W X 20'H FABRIC-GATHERING DOOR	\$	4,835.00	\$	4,109.75
GGDK4030W22F	GIANT GATHER DOOR KIT 40X30 22 OZ WHT	\$	7,440.00	\$	6,324.00
GGDK4032W22F	GIANT GATHER DOOR KIT 40X32 22 OZ WHT	\$	7,936.00	\$	6,745.60
GGDK4034W22F	GIANT GATHER DOOR KIT 40X34 22 OZ WHT	\$	8,432.00	\$	7,167.20
GGDK4326T12N	GIANT GATHER DOOR KIT 43'X26' 12.5OZ TAN	\$	6,931.60	\$	5,891.86
GGDK501506T22F	GIANT GATHER DR KIT 50'X15'6" 22OZ TAN	\$	4,960.00	\$	4,216.00
GGDK5016T22F	GIANT GATHER DOOR KIT 50X16 22 OZ TAN	\$	4,960.00	\$	4,216.00
GGDK5016W22F	GIANT GATHER DOOR KIT 50X16 22 OZ WHT	\$	4,960.00	\$	4,216.00
GGDK5022W22F	GIANT GATHER DOOR KIT 50'X22' 22OZ WHT	\$	6,820.00	\$	5,797.00
GGDK5116W22F	GIANT GATHER DOOR KIT 51X16 22OZ WHT	\$	5,059.20	\$	4,300.32
GGDK5216W22F	GIANT GATHER DOOR KIT 52X16 22 OZ WHT	\$	5,408.00	\$	4,596.80
111374	8X8 COIL SHEET DOOR W/WEATHER KIT	\$	735.00	\$	624.75
111374A	8X8 COIL SHEET DOOR W/OPERATOR RH	\$	1,519.00	\$	1,291.15
111374I	8X8 COIL SHEET DR W/WETHR KIT INSTALLED	\$	1,739.00	\$	1,478.15
111374R	8X8 REVERSE COIL SHEET DOOR W/HOOD	\$	969.00	\$	823.65
111375	10X8 COIL SHEET DOOR W/WEATHER KIT	\$	629.00	\$	534.65
111375A	10X8 COIL SHEET DOOR W/OPERATOR RH	\$	1,665.00	\$	1,415.25
111375I	10X8 COIL SHEET DR W/WETHR KIT INSTALLED	\$	2,215.00	\$	1,882.75
111375R	10X8 REVERSE COIL SHEET DOOR W/HOOD	\$	1,119.00	\$	951.15
111376	10X9 COIL SHEET DOOR W/WEATHER KIT	\$	975.00	\$	828.75
111376A	10X9 COIL SHEET DOOR W/OPERATOR RH	\$	1,756.00	\$	1,492.60
111376I	10X9 COIL SHEET DR W/WETHR KIT INSTALLED	\$	2,379.00	\$	2,022.15
111377	10X10 COIL SHEET DOOR W/WEATHER KIT	\$	1,029.00	\$	874.65
111377A	10X10 COIL SHEET DOOR W/OPERATOR RH	\$	1,819.00	\$	1,546.15
111377I	10X10 COIL SHEET DR W/WTHR KIT INSTALLED	\$	2,569.00	\$	2,183.65
111378	12X10 COIL SHEET DOOR W/WEATHER KIT	\$	1,355.00	\$	1,151.75
111378A	12X10 COIL SHEET DOOR W/OPERATOR RH	\$	2,147.00	\$	1,824.95
111378I	12X10 COIL SHEET DR W/WTHR KIT INSTALLED	\$	3,479.00	\$	2,957.15
111378R	12X10 REVERSE COIL SHEET DOOR W/HOOD	\$	1,745.00	\$	1,483.25
111379	12X12 COIL SHEET DOOR W/WEATHER KIT	\$	1,479.00	\$	1,257.15
111379A	12X12 COIL SHEET DOOR W/OPERATOR RH	\$	2,275.00	\$	1,933.75
111379I	12X12 COIL SHEET DR W/WTHR KIT INSTALLED	\$	3,955.00	\$	3,361.75

111379R	12X12 REVERSE COIL SHEET DOOR W/HOOD	\$	1,439.00	\$	1,223.15
111380	14X11 COIL SHEET DOOR W/WEATHER KIT	\$	1,995.00	\$	1,695.75
111380A	14X11 COIL SHEET DOOR W/OPERATOR RH	\$	2,779.00	\$	2,362.15
111380I	14X11 COIL SHEET DR W/WTHR KIT INSTALLED	\$	4,199.00	\$	3,569.15
111381	12X14 COIL SHEET DOOR W/WEATHER KIT	\$	1,735.00	\$	1,474.75
111381A	12X14 COIL SHEET DOOR W/OPERATOR RH	\$	2,519.00	\$	2,141.15
111381I	12X14 COIL SHEET DR W/WTHR KIT INSTALLED	\$	4,429.00	\$	3,764.65
111382	14X14 COIL SHEET DOOR W/WEATHER KIT	\$	2,119.00	\$	1,801.15
111382A	14X14 COIL SHEET DOOR W/OPERATOR RH	\$	2,899.00	\$	2,464.15
111382I	14X14 COIL SHEET DR W/WTHR KIT INSTALLED	\$	4,959.00	\$	4,215.15
111383	16X16 COIL SHEET DOOR W/WEATHER KIT	\$	2,289.00	\$	1,945.65
111383A	16X16 COIL SHEET DOOR W/OPERATOR RH	\$	3,058.00	\$	2,599.30
111383I	16X16 COIL SHEET DR W/WTHR KIT INSTALLED	\$	5,745.00	\$	4,883.25
111384	18X18 COIL SHEET DOOR W/WEATHER KIT	\$	2,665.00	\$	2,265.25
111384A	18X18 COIL SHEET DOOR W/OPERATOR RH	\$	3,445.00	\$	2,928.25
111384I	18X18 COIL SHEET DR W/WTHR KIT INSTALLED	\$	8,075.00	\$	6,863.75
111563N	8X8 WL COIL SHEET DR W/BRUSH SEALS	\$	1,575.00	\$	1,338.75
111563NA	8X8 WL COIL SHEET DR W/BRSH SLS W/OPERAT	\$	2,525.00	\$	2,146.25
111564	10X8 WL COIL SHEET DR W/WTHR KIT INSTLED	\$	2,719.00	\$	2,311.15
111564A	10X8 COIL SHEET DR W/WK INSTLED W/OPERAT	\$	4,099.00	\$	3,484.15
111564N	10X8 WL COIL SHEET DR W/BRUSH SEALS	\$	1,715.00	\$	1,457.75
111564NA	10X8 WL COIL SHEET DR W/BRSH SL W/OPERAT	\$	2,665.00	\$	2,265.25
111565	10X9 WL COIL SHEET DR W/WTHR KIT INSTLED	\$	2,909.00	\$	2,472.65
111565N	10X9 WL COIL SHEET DR W/BRUSH SEALS	\$	1,795.00	\$	1,525.75
111565NA	10X9 WL COIL SHEET DR W/BRSH SL W/OPERAT	\$	2,745.00	\$	2,333.25
111566	10X10 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	3,105.00	\$	2,639.25
111566A	10X10 COIL SHEET DR W/WK INSTLD W/OPERAT	\$	4,489.00	\$	3,815.65
111566N	10X10 WL COIL SHEET DR W/BRUSH SEALS	\$	1,875.00	\$	1,593.75
111566NA	10X10 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	2,829.00	\$	2,404.65
111567	12X10 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	3,749.00	\$	3,186.65
111567A	12X10 COIL SHEET DR W/WK INSTLD W/OPERAT	\$	5,129.00	\$	4,359.65
111567N	12X10 WL COIL SHEET DR W/BRUSH SEALS	\$	2,139.00	\$	1,818.15
111567NA	12X10 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	3,095.00	\$	2,630.75
111568	12X12 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	4,249.00	\$	3,611.65

111568A	12X12 COIL SHEET DR W/WK INSTLD W/OPERAT	\$	5,635.00	\$	4,789.75
111568N	12X12 WL COIL SHEET DR W/BRUSH SEALS	\$	2,325.00	\$	1,976.25
111568NA	12X12 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	3,279.00	\$	2,787.15
111569	14X11 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	4,535.00	\$	3,854.75
111569N	14X11 WL COIL SHEET DR W/BRUSH SEALS	\$	4,565.00	\$	3,880.25
111569NA	14X11 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	3,515.00	\$	2,987.75
111570	12X14 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	4,759.00	\$	4,045.15
111570A	12X14 COIL SHEET DR W/WK INSTLD W/OPERAT	\$	5,145.00	\$	4,373.25
111570N	12X14 WL COIL SHEET DR W/BRUSH SEALS	\$	2,525.00	\$	2,146.25
111570NA	12X14 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	3,479.00	\$	2,957.15
111571	14X14 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	5,529.00	\$	4,699.65
111571A	14X14 COIL SHEET DR W/WK INSTLD W/OPERAT	\$	6,715.00	\$	5,707.75
111571N	14X14 WL COIL SHEET DR W/BRUSH SEALS	\$	2,799.00	\$	2,379.15
111571NA	14X14 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	3,755.00	\$	3,191.75
111572	16X14 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	6,135.00	\$	5,214.75
111572A	16X14 COIL SHEET DR W/WK INSTLD W/OPERAT	\$	7,519.00	\$	6,391.15
111572N	16X14 WL COIL SHEET DR W/BRUSH SEALS	\$	3,089.00	\$	2,625.65
111572NA	16X14 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	4,039.00	\$	3,433.15
111573	18X18 WL COIL SHEET DR W/WTHR KIT INSTLD	\$	8,565.00	\$	7,280.25
111573A	18X18 COIL SHEET DR W/WK INSTLD W/OPERAT	\$	9,949.00	\$	8,456.65
111573N	18X18 WL COIL SHEET DR W/BRUSH SEALS	\$	3,855.00	\$	3,276.75
111573NA	18X18 WL COIL SHEET DR W/BRSL W/OPERATOR	\$	4,809.00	\$	4,087.65
111574	16'X16'WL COIL SHEET DOOR-DELVRD/INSTALL	\$	7,139.00	\$	6,068.15
111574A	16X16 COIL SHEET DR-DELVRD/INSTALL W/OPT	\$	8,525.00	\$	7,246.25
111574N	16'X16'WL COIL SHEET DOOR	\$	3,269.00	\$	2,778.65
111574NA	16X16 COIL SHEET DOOR-W/OPERATOR	\$	4,225.00	\$	3,591.25
113759	10X10 ROLLING STEEL DOOR WITH OPERATOR	\$	5,039.95	\$	4,283.96
113760	12X12 ROLLING STEEL DOOR WITH OPERATOR	\$	5,809.95	\$	4,938.46
113761	12X14 ROLLING STEEL DOOR WITH OPERATOR	\$	6,613.95	\$	5,621.86
113762	12X16 ROLLING STEEL DOOR WITH OPERATOR	\$	7,605.95	\$	6,465.06
113763	14X14 ROLLING STEEL DOOR WITH OPERATOR	\$	7,198.95	\$	6,119.11
113764	16X14 ROLLING STEEL DOOR WITH OPERATOR	\$	8,735.95	\$	7,425.56
113765	16X16 ROLLING STEEL DOOR WITH OPERATOR	\$	9,049.95	\$	7,692.46
113766	18X18 ROLLING STEEL DOOR WITH OPERATOR	\$	10,635.95	\$	9,040.56

111504	DURACOIL STD 25X20-ROLLING STL DOOR DLVR	\$	15,015.00	\$	12,762.75
111505	DURACOIL STD 30X20-ROLLING STL DOOR DLVR	\$	18,255.00	\$	15,516.75
111506	DURACOIL OPT 35X20-ROLLING STL DOOR DLVR	\$	27,939.00	\$	23,748.15
111515	DURACOIL STD 20X20-RLNG STEELDOOR W/OPNR	\$	13,329.00	\$	11,329.65
111649	36"X80" HD COMMERCIAL INSULATED DOOR	\$	535.00	\$	454.75
111650	36"X80" STANDARD INSULATED DOOR	\$	389.00	\$	330.65
111651	48"X80" HD COMMERCIAL INSULATED DOOR	\$	745.00	\$	633.25
111652	48"X80" STANDARD INSULATED DOOR	\$	465.00	\$	395.25
113899	72"X80" STANDARD INSULATED DOUBLE DOOR	\$	1,025.00	\$	871.25
107352	36"X80" STANDARD INSULATED DOOR	\$	375.00	\$	318.75
				\$	-
112882	MAN DOOR KIT	\$	419.95	\$	356.96
110156	2" ALUMINUM DOOR CASING RECEIVER X204"	\$	31.00	\$	26.35
110156Z096	2" ALUMINUM DOOR CASING RECEIVER 96"L	\$	16.04	\$	13.63
110157	2" ALUMINUM DOOR CASING CAP X 204"	\$	34.00	\$	28.90
110157Z096	2" ALUMINUM DOOR CASING CAP 96"L	\$	17.60	\$	14.96
110155	ALUMINUM BAR 1/4X1-1/4 X 192"	\$	40.95	\$	34.81
WEMK110574	ELECTRIC WINCH KIT FOR GGDK	\$	1,085.00	\$	922.25
	CUSTOM DOOR		50% ABOVE COST		30% ABOVE COST
115669fk	36"X80" RH OUTSWING WALK IN DOOR KIT	\$	848.95	\$	721.61
115670FK	36"X80" LH OUTSWING WALK IN DOOR KIT	\$	848.95	\$	721.61
115669	36"X80" RH OUTSWING WALK IN DOOR KIT METAL CLAD BLDG			\$	-
115670	36"X80" LH OUTSWING WALK IN DOOR KIT METAL CLAD BLDG			\$	-
115672	72"X80" RH OUTSWING DOOR METAL CLAD BLDG			\$	-
115672FK	72"X80" RH OUTSWING DOOR	\$	1,490.95	\$	1,267.31
115673	72"x80" LH OUTSWING DOOR METAL CLAD BLDG			\$	-
115673FK	72"x80" LH OUTSWING DOOR	\$	1,490.95	\$	1,267.31
115745	36" single walk in door installation kit		184.95	\$	157.21
115777N	DURACOIL BASIC 24GA- 10X10 DOOR		\$2,569.54	\$	2,184.11
115777NA	DURACOIL BASIC 24GA- 10X10 DOOR W/OPERATOR		\$3,975.00	\$	3,378.75
115778N	DURACOIL BASIC 24GA- 12X10 DOOR		\$2,976.00	\$	2,529.60
115778NA	DURACOIL BASIC 24GA- 12X10 DOOR W/OPERATOR		\$4,468.00	\$	3,797.80
115779N	DURACOIL BASIC 24GA- 12X12 DOOR		\$3,236.00	\$	2,750.60

115779NA	DURACOIL BASIC 24GA- 12X12 DOOR W/OPERATOR	\$4,785.00	\$	4,067.25
115780N	DURACOIL BASIC 24GA- 12X14 DOOR	\$3,586.00	\$	3,048.10
115780NA	DURACOIL BASIC 24GA- 12X14 DOOR W/OPERATOR	\$4,988.00	\$	4,239.80
115781N	DURACOIL BASIC 24GA- 14X14 DOOR	\$3,986.00	\$	3,388.10
115781NA	DURACOIL BASIC 24GA- 14X14 DOOR W/OPERATOR	\$5,640.00	\$	4,794.00
			\$	-
115782N	DURACOIL STANDARD 22GA-16X14 DOOR	\$6,990.00	\$	5,941.50
115782NA	DURACOIL STANDARD 22GA-16X14 DOOR W/OPERATOR	\$8,998.00	\$	7,648.30
115783N	DURACOIL STANDARD 22GA-16X16 DOOR	\$7,450.00	\$	6,332.50
115783NA	DURACOIL STANDARD 22GA-16X16 DOOR W/OPERATOR	\$9,554.00	\$	8,120.90
115784N	DURACOIL STANDARD 22GA-18X18 DOOR	\$8,988.00	\$	7,639.80
115784NA	DURACOIL STANDARD 22GA-18X18 DOOR W/OPERATOR	\$11,498.00	\$	9,773.30

**ANCHORS**

PART	DESCRIPTION	RETAIL PRICE	NJPA PRICE
111323	3/4" X 8.5" SQ CUT CHMRD STUD-ZINC PLTD	\$ 3.39	\$ 2.88
107787	HEX NUT ZINC 3/4-10 GRADE 5	\$ 0.91	\$ 0.77
107788	HEX NUT ZINC 1" GRADE 5	\$ 0.32	\$ 0.27
107789	FLAT WASHER ZINC 3/4" GRADE 2	\$ 0.56	\$ 0.48
107790	FLAT WASHER ZINC 1" GRADE 2	\$ 0.16	\$ 0.14
FAW605	WEDGE ANCHOR ZINC 3/4"X5-1/2"	\$ 3.27	\$ 2.78
FAW470	WEDGE ANCHOR ZINC 3/8"X5"	\$ 1.15	\$ 0.98
FAW470U	WEDGE ANCHOR ZINC 3/8"X5" US	\$ 2.00	\$ 1.70
FAW510	WEDGE ANCHOR ZINC 1/2"X2-3/4"	\$ 1.15	\$ 0.98
FAW515	WEDGE ANCHOR ZINC 1/2"X3-3/4"	\$ 1.17	\$ 0.99
FAW520	WEDGE ANCHOR ZINC 1/2"X4-1/4"	\$ 1.24	\$ 1.05
FAW525	WEDGE ANCHOR ZINC 1/2"X5-1/2"	\$ 1.77	\$ 1.50
FAW530	WEDGE ANCHOR ZINC 1/2"X7"	\$ 2.11	\$ 1.79
FAW555	WEDGE ANCHOR ZINC 5/8"X4-1/2"	\$ 2.32	\$ 1.97
FAW555U	WEDGE ANCHOR ZINC 5/8"X4-1/2"MADE IN USA	\$ 2.95	\$ 2.51
FAW560	WEDGE ANCHOR ZINC 5/8"X6"	\$ 2.95	\$ 2.51
FAW565	WEDGE ANCHOR ZINC 5/8"X7"	\$ 2.15	\$ 1.83
FAW600	WEDGE ANCHOR ZINC 3/4"X4-1/4"	\$ 2.03	\$ 1.73
FAW605	WEDGE ANCHOR ZINC 3/4"X5-1/2"	\$ 3.30	\$ 2.81
113717	HILTI HFX 9.3 OZ PACKET MORTAR	\$ 37.00	\$ 31.45
113718	HIT-ICE(10FLOZ/300ML)INJECTABLE MORTAR	\$ 39.00	\$ 33.15
115000	HILTI HY 200-A 16.9 OZ PACKET MORTAR	\$ 105.00	\$ 89.25
112071	BLOCK FLAT STRAPS / PRE-DRILLED	\$ 15.00	\$ 12.75
112071HG	BLOCK FLAT STRAPS / PRE-DRILLED (HOTDIP)	\$ 15.00	\$ 12.75
112071L	BLOCK FLAT STRAPS / PRE-DRILLED PLAIN	\$ 15.00	\$ 12.75
112072	ANGLE BLOCK STRAPS / PRE-DRILLED	\$ 15.00	\$ 12.75
112072HG	ANGLE BLOCK STRAPS/PRE-DRILLED(HOT DIP)	\$ 15.00	\$ 12.75
115201	HD3B HOLDOWNM, 12GA, 2-1/2"WX8-5/8"H	\$ 25.00	\$ 21.25
113291	4X18 BLOCK STRAP 12GA	\$ 8.95	\$ 7.61
FA4484B	TEK SCREW #14X1-1/2 HWH ZINC (EA)	\$ 0.25	\$ 0.21
FA4484A	TEK SCREW #14X1-1/2 HWH ZINC 100/BG	\$ 12.34	\$ 10.49
FA4482U	TEK SCREW #14X1 HWH ZINC (EA) USA	\$ 0.35	\$ 0.30



FA4482B	TEK SCREW #14X1 HWH ZINC (EA)	\$ 0.23	\$ 0.20
FA4482A	TEK SCREW #14X1 HWH ZINC 100/BG	\$ 10.11	\$ 8.59
FA4477B	#12 X 1-1/2" TEK SCREW (#5 DRILL POINT)	\$ 0.07	\$ 0.06
FA4476B	TEK SCREW #12-1-3/4 HWH ZINC	\$ 0.40	\$ 0.34
FA4474U	TEK SCREW #12X1-1/2 HWH ZINC (EA) USA	\$ 0.35	\$ 0.30
FA4474BU	TEK SCREW #12X1-1/2 HWH ZINC (EA)	\$ 0.35	\$ 0.30
FA4474B	TEK SCREW #12X1-1/2 HWH ZINC (EA)	\$ 0.23	\$ 0.20
FA4474A	TEK SCREW #12X1-1/2 HWH ZINC 100/BG	\$ 9.43	\$ 8.02
FA7155	TAPCON SLOT HEX 1/4"X2-1/4" 100/B	\$ 22.85	\$ 19.42
FA7155U	TAPCON SLOT HEX 1/4"X2-1/4" 100/B USA	\$ 26.00	\$ 22.10
FA7160	TAPCON SLOT HEX 1/4"X2-3/4" 100/B	\$ 24.61	\$ 20.92
FA7165	TAPCON SLOT HEX 1/4"X3-1/4" 100/B	\$ 28.73	\$ 24.42
FA4650	WOODGRIP # 9-15 1" 100/BAG	\$ 10.15	\$ 8.63
FA4652	WOODGRIP # 9-15 1-1/2" 100BG	\$ 12.01	\$ 10.21
FA4654	WOODGRIP #9-15 2" 100/BAG	\$ 13.43	\$ 11.42
FA4658	WOODGRIP #9-15 3" 100/BG	\$ 17.86	\$ 15.18
100441	NUT SETTER 3/8" X 2-9/16 MAGNETIC	\$ 7.59	\$ 6.45
100442	NUT SETTER 5/16 X 2-9/16 MAGNETIC	\$ 8.35	\$ 7.10
100443	NUT SETTER 1/4 X 2-9/16 MAGNETIC	\$ 7.56	\$ 6.43
111368	STRAP YELLOW 2" W/ RED STRIPE (FT)	\$ 0.89	\$ 0.76
111368U	STRAP YELLOW 2" W/ RED STRIPE (FT)	\$ 1.50	\$ 1.28
105898	POLYMAX FABRIC LOCK .50	\$ 20.95	\$ 17.81
105899	POLYMAX FABRIC LOCK .25"	\$ 20.95	\$ 17.81
102570	8'ALUMINUM CHANNEL	\$ 54.00	\$ 45.90
111995	3/4"X2-5/8"X12'RECYCLED PLASTIC LMBR BLK	\$ 23.25	\$ 19.76
111995A	3/4"X2-5/8"X12'RECYCLED PLASTIC LMBR BLK	\$ 23.25	\$ 19.76
111996	1.5"X3.5"X12' RECYCLED PLASTIC LMBR BLK	\$ 45.19	\$ 38.41
111996A	1.5"X3.5"X12' RECYCLED PLASTIC LMBR BLK	\$ 45.19	\$ 38.41
111554	NAIL IN ANCHOR 1/4X2-1/2 ZINC	\$ 0.29	\$ 0.25
105330	2" X 3" 14GA 99" RCT SWAGED BOTH ENDS	\$ 50.95	\$ 43.31
R23P204	PIPE 2"X3"X204" 14 GA REC.TUBE PLAIN	\$ 125.00	\$ 106.25
STP040JC	STNDRD TERM PCKG, 40', JCHNNL, NO BUFFER	\$ 477.60	\$ 405.96
STP040JCL	STNDRD TERM PCKG, 40', JCHNNL, LUMBER	\$ 607.60	\$ 516.46
STP040JCT	STNDRD TERM PCKG, 40', JCHNNL, 2X3T	\$ 890.00	\$ 756.50

STP040PS	STNDRD TERM PCKG, 40',PND-STRP, NO BUFFR	\$ 304.80	\$ 259.08
STP040PSL	STNDRD TERM PCKG, 40',PND-STRP, LUMBER	\$ 376.40	\$ 319.94
STP040PST	STNDRD TERM PCKG, 40',PND-STRP, 2X3T	\$ 640.40	\$ 544.34
STP040TPL	STNDRD TERM PCKG, 40', 2PKT, LUMBER	\$ 434.95	\$ 369.71
STP040TPT	STNDRD TERM PCKG, 40', 2PKT, 2X3T	\$ 711.20	\$ 604.52
STP067JC	STNDRD TERM PCKG, 67', JCHNNL, NO BUFFR	\$ 799.98	\$ 679.98
STP067JCL	STNDRD TERM PCKG, 67', JCHNNL, LUMBER	\$ 1,017.73	\$ 865.07
STP067JCT	STNDRD TERM PCKG, 67', JCHNNL, 2X3T	\$ 1,490.75	\$ 1,267.14
STP067PS	STNDRD TERM PCKG, 67',PND-STRP, NO BUFFR	\$ 510.54	\$ 433.96
STP067PSL	STNDRD TERM PCKG, 67',PND-STRP, LUMBER	\$ 662.95	\$ 563.51
STP067PST	STNDRD TERM PCKG, 67',PND-STRP, 2X3T	\$ 1,072.67	\$ 911.77
STP067TPL	STNDRD TERM PCKG, 67', 2PKT, LUMBER	\$ 698.95	\$ 594.11
STP067TPT	STNDRD TERM PCKG, 67', 2PKT, 2X3T	\$ 1,191.26	\$ 1,012.57
STP072JC	STNDRD TERM PCKG, 72', JCHNNL, NO BUFFR	\$ 859.68	\$ 730.73
STP072JCL	STNDRD TERM PCKG, 72', JCHNNL, LUMBER	\$ 1,093.68	\$ 929.63
STP072JCT	STNDRD TERM PCKG, 72', JCHNNL, 2X3T	\$ 1,602.00	\$ 1,361.70
STP072PS	STNDRD TERM PCKG, 72',PND-STRP, NO BUFFR	\$ 548.64	\$ 466.34
STP072PSL	STNDRD TERM PCKG, 72',PND-STRP, LUMBER	\$ 677.52	\$ 575.89
STP072PST	STNDRD TERM PCKG, 72',PND-STRP, 2X3T	\$ 1,152.72	\$ 979.81
STP072TPL	STNDRD TERM PCKG, 72', 2PKT, LUMBER	\$ 743.76	\$ 632.20
STP072TPT	STNDRD TERM PCKG, 72', 2PKT, 2X3T	\$ 1,280.16	\$ 1,088.14
STP073JC	STNDRD TERM PCKG, 73', JCHNNL, NO BUFFR	\$ 871.62	\$ 740.88
STP073JCL	STNDRD TERM PCKG, 73', JCHNNL, LUMBER	\$ 1,108.97	\$ 942.62
STP073JCT	STNDRD TERM PCKG, 73', JCHNNL, 2X3T	\$ 1,624.25	\$ 1,380.61
STP073PS	STNDRD TERM PCKG, 73',PND-STRP, NO BUFFR	\$ 556.26	\$ 472.82
STP073PSL	STNDRD TERM PCKG, 73',PND-STRP, LUMBER	\$ 686.93	\$ 583.89
STP073PST	STNDRD TERM PCKG, 73',PND-STRP, 2X3T	\$ 1,168.73	\$ 993.42
STP073TPL	STNDRD TERM PCKG, 73', 2PKT, LUMBER	\$ 754.09	\$ 640.98
STP073TPT	STNDRD TERM PCKG, 73', 2PKT, 2X3T	\$ 1,297.94	\$ 1,103.25
STP083JC	STNDRD TERM PCKG, 83', JCHNNL, NO BUFFR	\$ 991.02	\$ 842.37
STP083JCL	STNDRD TERM PCKG, 83', JCHNNL, LUMBER	\$ 1,260.77	\$ 1,071.65
STP083JCT	STNDRD TERM PCKG, 83', JCHNNL, 2X3T	\$ 1,846.75	\$ 1,569.74
STP083PS	STNDRD TERM PCKG, 83',PND-STRP, NO BUFFR	\$ 632.46	\$ 537.59
STP083PSL	STNDRD TERM PCKG, 83',PND-STRP, LUMBER	\$ 781.03	\$ 663.88

STP083PST	STNDRD TERM PCKG, 83',PND-STRP, 2X3T	\$ 1,328.83	\$ 1,129.51
STP083TPL	STNDRD TERM PCKG, 83', 2PKT, LUMBER	\$ 857.39	\$ 728.78
STP083TPT	STNDRD TERM PCKG, 83', 2PKT, 2X3T	\$ 1,475.74	\$ 1,254.38
STP085JC	STNDRD TERM PCKG, 85', JCHNNL, NO BUFFR	\$ 1,014.90	\$ 862.67
STP085JCL	STNDRD TERM PCKG, 85', JCHNNL, LUMBER	\$ 1,291.15	\$ 1,097.48
STP085JCT	STNDRD TERM PCKG, 85', JCHNNL, 2X3T	\$ 1,891.25	\$ 1,607.56
STP085PS	STNDRD TERM PCKG, 85',PND-STRP, NO BUFFR	\$ 647.70	\$ 550.55
STP085PSL	STNDRD TERM PCKG, 85',PND-STRP, LUMBER	\$ 799.85	\$ 679.87
STP085PST	STNDRD TERM PCKG, 85',PND-STRP, 2X3T	\$ 1,360.85	\$ 1,156.72
STP085TPL	STNDRD TERM PCKG, 85', 2PKT, LUMBER	\$ 878.05	\$ 746.34
STP085TPT	STNDRD TERM PCKG, 85', 2PKT, 2X3T	\$ 1,511.30	\$ 1,284.61
STP088JC	STNDRD TERM PCKG, 88', JCHNNL, NO BUFFR	\$ 1,050.72	\$ 893.11
STP088JCL	STNDRD TERM PCKG, 88', JCHNNL, LUMBER	\$ 1,336.72	\$ 1,136.21
STP088JCT	STNDRD TERM PCKG, 88', JCHNNL, 2X3T	\$ 1,958.00	\$ 1,664.30
STP088PS	STNDRD TERM PCKG, 88',PND-STRP, NO BUFFR	\$ 670.56	\$ 569.98
STP088PSL	STNDRD TERM PCKG, 88',PND-STRP, LUMBER	\$ 828.08	\$ 703.87
STP088PST	STNDRD TERM PCKG, 88',PND-STRP, 2X3T	\$ 1,408.88	\$ 1,197.55
STP088TPL	STNDRD TERM PCKG, 88', 2PKT, LUMBER	\$ 909.04	\$ 772.68
STP088TPT	STNDRD TERM PCKG, 88', 2PKT, 2X3T	\$ 1,564.64	\$ 1,329.94
STP100JC	STNDRD TERM PCKG, 100', JCHNNL, NO BUFFR	\$ 1,194.00	\$ 1,014.90
STP100JCL	STNDRD TERM PCKG, 100', JCHNNL, LUMBER	\$ 1,519.00	\$ 1,291.15
STP100JCT	STNDRD TERM PCKG, 100', JCHNNL, 2X3T	\$ 2,225.00	\$ 1,891.25
STP100PS	STNDRD TERM PCKG, 100',PND-STRP, NO BUFFR	\$ 762.00	\$ 647.70
STP100PSL	STNDRD TERM PCKG, 100',PND-STRP, LUMBER	\$ 941.00	\$ 799.85
STP100PST	STNDRD TERM PCKG, 100',PND-STRP, 2X3T	\$ 1,601.00	\$ 1,360.85
STP100TPL	STNDRD TERM PCKG, 100', 2PKT, LUMBER	\$ 1,033.00	\$ 878.05
STP100TPT	STNDRD TERM PCKG, 100', 2PKT, 2X3T	\$ 1,778.00	\$ 1,511.30
STP120JC	STNDRD TERM PCKG, 120', JCHNNL, NO BUFFR	\$ 1,432.80	\$ 1,217.88
STP120JCL	STNDRD TERM PCKG, 120', JCHNNL, LUMBER	\$ 1,822.80	\$ 1,549.38
STP120JCT	STNDRD TERM PCKG, 120', JCHNNL, 2X3T	\$ 1,670.00	\$ 1,419.50
STP120PS	STNDRD TERM PCKG, 120',PND-STRP, NO BUFFR	\$ 914.40	\$ 777.24
STP120PSL	STNDRD TERM PCKG, 120',PND-STRP, LUMBER	\$ 1,175.95	\$ 940.76
STP120PST	STNDRD TERM PCKG, 120',PND-STRP, 2X3T	\$ 1,921.20	\$ 1,633.02
STP120TPL	STNDRD TERM PCKG, 120', 2PKT, LUMBER	\$ 1,509.95	\$ 1,283.46

STP120TPT	STNDRD TERM PCKG,120', 2PKT, 2X3T	\$ 2,133.60	\$ 1,813.56
STP140JC	STNDRD TERM PCKG, 140', JCHNNL, NO BUFFER	\$ 1,671.60	\$ 1,420.86
STP140JCL	STNDRD TERM PCKG,140', JCHNNL, LUMBER	\$ 2,126.60	\$ 1,807.61
STP140JCT	STNDRD TERM PCKG,140', JCHNNL, 2X3T	\$ 3,115.00	\$ 2,647.75
STP140PS	STNDRD TERM PCKG,140',PND-STRP, NO BUFFER	\$ 1,066.80	\$ 906.78
STP140PSL	STNDRD TERM PCKG,140',PND-STRP, LUMBER	\$ 1,317.40	\$ 1,119.79
STP140PST	STNDRD TERM PCKG,140',PND-STRP, 2X3T	\$ 2,241.40	\$ 1,905.19
STP140TPL	STNDRD TERM PCKG,140', 2PKT, LUMBER	\$ 1,740.95	\$ 1,479.81
STP140TPT	STNDRD TERM PCKG,140', 2PKT, 2X3T	\$ 2,489.20	\$ 2,115.82
STP160JC	STNDRD TERM PCKG, 160', JCHNNL, NO BUFFER	\$ 1,910.40	\$ 1,623.84
STP160JCL	STNDRD TERM PCKG, 160', JCHNNL, LUMBER	\$ 2,430.40	\$ 2,065.84
STP160JCT	STNDRD TERM PCKG, 160', JCHNNL, 2X3T	\$ 3,560.00	\$ 3,026.00
STP160PS	STNDRD TERM PCKG, 160',PND-STRP NO BUFFER	\$ 1,219.20	\$ 1,036.32
STP160PSL	STNDRD TERM PCKG, 160',PND-STRP LUMBER	\$ 1,512.95	\$ 1,286.01
STP160PST	STNDRD TERM PCKG, 160',PND-STRP, 2X3T	\$ 2,561.60	\$ 2,177.36
STP160TPL	STNDRD TERM PCKG, 160', 2PKT, LUMBER	\$ 1,986.95	\$ 1,688.91
STP160TPT	STNDRD TERM PCKG, 160', 2PKT, 2X3T	\$ 2,844.80	\$ 2,418.08
STP180JC	STNDRD TERM PCKG, 180', JCHNNL, NO BUFFER	\$ 2,149.20	\$ 1,826.82
STP180JCL	STNDRD TERM PCKG, 180', JCHNNL, LUMBER	\$ 2,734.20	\$ 2,324.07
STP180JCT	STNDRD TERM PCKG, 180', JCHNNL, 2X3T	\$ 4,010.40	\$ 3,408.84
STP180PS	STNDRD TERM PCKG, 180',PND-STRP NO BUFFER	\$ 1,371.60	\$ 1,165.86
STP180PSL	STNDRD TERM PCKG, 180',PND-STRP, LUMBER	\$ 1,693.80	\$ 1,439.73
STP180PST	STNDRD TERM PCKG, 180',PND-STRP, 2X3T	\$ 2,881.80	\$ 2,449.53
STP180TPL	STNDRD TERM PCKG, 180', 2PKT, LUMBER	\$ 2,234.95	\$ 1,899.71
STP180TPT	STNDRD TERM PCKG, 180', 2PKT, 2X3T	\$ 3,200.40	\$ 2,720.34
STP200JC	STNDRD TERM PCKG, 200', JCHNNL, NO BUFFER	\$ 2,388.00	\$ 2,029.80
STP200JCL	STNDRD TERM PCKG, 200', JCHNNL, LUMBER	\$ 3,038.00	\$ 2,582.30
STP200JCT	STNDRD TERM PCKG, 200', JCHNNL, 2X3T	\$ 4,450.00	\$ 3,782.50
STP200PS	STNDRD TERM PCKG, 200',PND-STRP NO BUFFER	\$ 1,524.00	\$ 1,295.40
STP200PSL	STNDRD TERM PCKG, 200',PND-STRP, LUMBER	\$ 1,882.00	\$ 1,599.70
STP200PST	STNDRD TERM PCKG, 200',PND-STRP, 2X3T	\$ 3,202.00	\$ 2,721.70
STP200TPL	STNDRD TERM PCKG, 200', 2PKT, LUMBER	\$ 2,333.95	\$ 1,983.86
STP200TPT	STNDRD TERM PCKG, 200', 2PKT, 2X3T	\$ 3,556.00	\$ 3,022.60
STPE025JC	STNDRD TERM PCKG,EW 25', J-CHNNL,NO BFFR	\$ 169.00	\$ 143.65

STPE025JCL	STNDRD TERM PCKG, EW 25', J-CHNNL, LMBR	\$ 193.25	\$ 164.26
STPE025JCT	STNDRD TERM PCKG, EW 25', J-CHNNL, 2X3T	\$ 203.75	\$ 173.19
STPE025PS	STNDRD TERM PCKG,EW 25',PND-STRP,NO BFFR	\$ 82.25	\$ 69.91
STPE025PSL	STNDRD TERM PCKG,EW 25',PND-STRP,LMBR	\$ 154.95	\$ 131.71
STPE025PST	STNDRD TERM PCKG,EW 25',PND-STRP,2X3T	\$ 257.95	\$ 219.26
STPE025TPL	STNDRD TERM PCKG, EW 25', 2PKT, LMBR	\$ 179.95	\$ 152.96
STPE025TPT	STNDRD TERM PCKG, EW 25', 2PKT, 2X3T	\$ 274.25	\$ 233.11
STPE035JC	STNDRD TERM PCKG,EW 35', J-CHNNL,NO BFFR	\$ 236.60	\$ 201.11
STPE035JCL	STNDRD TERM PCKG, EW 35', J-CHNNL, LMBR	\$ 270.55	\$ 229.97
STPE035JCT	STNDRD TERM PCKG, EW 35', J-CHNNL, 2X3T	\$ 285.25	\$ 242.46
STPE035PS	STNDRD TERM PCKG,EW 35',PND-STRP,NO BFFR	\$ 115.15	\$ 97.88
STPE035PSL	STNDRD TERM PCKG,EW 35',PND-STRP,LMBR	\$ 194.95	\$ 165.71
STPE035PST	STNDRD TERM PCKG,EW 35',PND-STRP,2X3T	\$ 317.95	\$ 270.26
STPE035TPL	STNDRD TERM PCKG, EW 35', 2PKT, LMBR	\$ 212.10	\$ 180.29
STPE035TPT	STNDRD TERM PCKG, EW 35', 2PKT, 2X3T	\$ 383.95	\$ 326.36
STPE045JC	STNDRD TERM PCKG,EW 45', J-CHNNL,NO BFFR	\$ 304.20	\$ 258.57
STPE045JCL	STNDRD TERM PCKG, EW 45', J-CHNNL, LMBR	\$ 347.85	\$ 295.67
STPE045JCT	STNDRD TERM PCKG, EW 45', J-CHNNL, 2X3T	\$ 366.75	\$ 311.74
STPE045PS	STNDRD TERM PCKG,EW 45',PND-STRP,NO BFFR	\$ 148.05	\$ 125.84
STPE045PSL	STNDRD TERM PCKG,EW 45',PND-STRP,LMBR	\$ 232.65	\$ 197.75
STPE045PST	STNDRD TERM PCKG,EW 45',PND-STRP,2X3T	\$ 342.95	\$ 291.51
STPE045TPL	STNDRD TERM PCKG, EW 45', 2PKT, LMBR	\$ 324.95	\$ 276.21
STPE045TPT	STNDRD TERM PCKG, EW 45', 2PKT, 2X3T	\$ 493.65	\$ 419.60
STPE050JC	STNDRD TERM PCKG,EW 50', J-CHNNL,NO BFFR	\$ 338.00	\$ 287.30
STPE050JCL	STNDRD TERM PCKG, EW 50', J-CHNNL, LMBR	\$ 386.50	\$ 328.53
STPE050JCT	STNDRD TERM PCKG, EW 50', J-CHNNL, 2X3T	\$ 407.50	\$ 346.38
STPE050PS	STNDRD TERM PCKG,EW 50',PND-STRP,NO BFFR	\$ 164.50	\$ 139.83
STPE050PSL	STNDRD TERM PCKG,EW 50',PND-STRP,LMBR	\$ 258.50	\$ 219.73
STPE050PST	STNDRD TERM PCKG,EW 50',PND-STRP,2X3T	\$ 235.00	\$ 199.75
STPE050TPL	STNDRD TERM PCKG, EW 50', 2PKT, LMBR	\$ 303.00	\$ 257.55
STPE050TPT	STNDRD TERM PCKG, EW 50', 2PKT, 2X3T	\$ 548.50	\$ 466.23
STPE054JC	STNDRD TERM PCKG,EW 54', J-CHNNL,NO BFFR	\$ 371.80	\$ 316.03
STPE054JCL	STNDRD TERM PCKG, EW 54', J-CHNNL, LMBR	\$ 425.15	\$ 361.38
STPE054JCT	STNDRD TERM PCKG, EW 54', J-CHNNL, 2X3T	\$ 448.25	\$ 381.01

STPE054PS	STNDRD TERM PCKG,EW 54',PND-STRP,NO BFFR	\$ 180.95	\$ 153.81
STPE054PSL	STNDRD TERM PCKG,EW 54',PND-STRP,LMBR	\$ 284.35	\$ 241.70
STPE054PST	STNDRD TERM PCKG,EW 54',PND-STRP,2X3T	\$ 258.50	\$ 219.73
STPE054TPL	STNDRD TERM PCKG, EW 54', 2PKT, LMBR	\$ 333.30	\$ 283.31
STPE054TPT	STNDRD TERM PCKG, EW 54', 2PKT, 2X3T	\$ 603.35	\$ 512.85
STPE055JC	STNDRD TERM PCKG,EW 55', J-CHNNL,NO BFFR	\$ 371.80	\$ 316.03
STPE055JCL	STNDRD TERM PCKG, EW 55', J-CHNNL, LMBR	\$ 425.15	\$ 361.38
STPE055JCT	STNDRD TERM PCKG, EW 55', J-CHNNL, 2X3T	\$ 448.25	\$ 381.01
STPE055PS	STNDRD TERM PCKG,EW 55',PND-STRP,NO BFFR	\$ 180.95	\$ 153.81
STPE055PSL	STNDRD TERM PCKG,EW 55',PND-STRP,LMBR	\$ 284.35	\$ 241.70
STPE055PST	STNDRD TERM PCKG,EW 55',PND-STRP,2X3T	\$ 422.95	\$ 359.51
STPE055TPL	STNDRD TERM PCKG, EW 55', 2PKT, LMBR	\$ 354.95	\$ 301.71
STPE055TPT	STNDRD TERM PCKG, EW 55', 2PKT, 2X3T	\$ 603.35	\$ 512.85
STPE060JC	STNDRD TERM PCKG,EW 60', J-CHNNL,NO BFFR	\$ 405.60	\$ 344.76
STPE060JCL	STNDRD TERM PCKG, EW 60', J-CHNNL, LMBR	\$ 463.80	\$ 394.23
STPE060JCT	STNDRD TERM PCKG, EW 60', J-CHNNL, 2X3T	\$ 489.00	\$ 415.65
STPE060PS	STNDRD TERM PCKG,EW 60',PND-STRP,NO BFFR	\$ 197.40	\$ 167.79
STPE060PSL	STNDRD TERM PCKG,EW 60',PND-STRP,LMBR	\$ 310.20	\$ 263.67
STPE060PST	STNDRD TERM PCKG,EW 60',PND-STRP,2X3T	\$ 282.00	\$ 239.70
STPE060TPT	STNDRD TERM PCKG, EW 60', 2PKT, 2X3T	\$ 658.20	\$ 559.47
STPE065JC	STNDRD TERM PCKG,EW 65', J-CHNNL,NO BFFR	\$ 439.40	\$ 373.49
STPE065JCL	STNDRD TERM PCKG, EW 65', J-CHNNL, LMBR	\$ 502.45	\$ 427.08
STPE065PS	STNDRD TERM PCKG,EW 65',PND-STRP,NO BFFR	\$ 213.85	\$ 181.77
STPE065PSL	STNDRD TERM PCKG,EW 65',PND-STRP,LMBR	\$ 336.05	\$ 285.64
STPE065PST	STNDRD TERM PCKG,EW 65',PND-STRP,2X3T	\$ 481.95	\$ 409.66
STPE065TPT	STNDRD TERM PCKG, EW 65', 2PKT, 2X3T	\$ 713.05	\$ 606.09
STPE072JC	STNDRD TERM PCKG,EW 72', J-CHNNL,NO BFFR	\$ 486.72	\$ 413.71
STPE072JCL	STNDRD TERM PCKG, EW 72', J-CHNNL, LMBR	\$ 556.56	\$ 473.08
STPE072JCT	STNDRD TERM PCKG, EW 72', J-CHNNL, 2X3T	\$ 585.80	\$ 497.93
STPE072PS	STNDRD TERM PCKG,EW 72',PND-STRP,NO BFFR	\$ 236.88	\$ 201.35
STPE072PSL	STNDRD TERM PCKG,EW 72',PND-STRP,LMBR	\$ 372.24	\$ 316.40
STPE072PST	STNDRD TERM PCKG,EW 72',PND-STRP,2X3T	\$ 338.40	\$ 287.64
STPE072TPL	STNDRD TERM PCKG, EW 72', 2PKT, LMBR	\$ 436.32	\$ 370.87
STPE072TPT	STNDRD TERM PCKG, EW 72', 2PKT, 2X3T	\$ 789.84	\$ 671.36

STPE073JC	STNDRD TERM PCKG,EW 73', J-CHNNL,NO BFFR	\$ 491.29	\$ 417.60
STPE073JCL	STNDRD TERM PCKG, EW 73', J-CHNNL, LMBR	\$ 564.29	\$ 479.65
STPE073JCT	STNDRD TERM PCKG, EW 73', J-CHNNL, 2X3T	\$ 594.95	\$ 505.71
STPE073PS	STNDRD TERM PCKG,EW 73',PND-STRP,NO BFFR	\$ 240.17	\$ 204.14
STPE073PSL	STNDRD TERM PCKG,EW 73',PND-STRP,LMBR	\$ 377.41	\$ 320.80
STPE073PST	STNDRD TERM PCKG,EW 73',PND-STRP,2X3T	\$ 517.95	\$ 440.26
STPE073TPL	STNDRD TERM PCKG, EW 73', 2PKT, LMBR	\$ 442.38	\$ 376.02
STPE073TPT	STNDRD TERM PCKG, EW 73', 2PKT, 2X3T	\$ 800.81	\$ 680.69
STPE083JC	STNDRD TERM PCKG,EW 83', J-CHNNL,NO BFFR	\$ 561.08	\$ 476.92
STPE083JCL	STNDRD TERM PCKG, EW 83', J-CHNNL, LMBR	\$ 641.59	\$ 545.35
STPE083JCT	STNDRD TERM PCKG, EW 83', J-CHNNL, 2X3T	\$ 676.45	\$ 574.98
STPE083PS	STNDRD TERM PCKG,EW 83',PND-STRP,NO BFFR	\$ 273.07	\$ 232.11
STPE083PSL	STNDRD TERM PCKG,EW 83',PND-STRP,LMBRFFR	\$ 429.11	\$ 364.74
STPE083PST	STNDRD TERM PCKG,EW 83',PND-STRP,2X3T	\$ 390.10	\$ 331.59
STPE083TPL	STNDRD TERM PCKG, EW 83', 2PKT, LMBR	\$ 502.98	\$ 427.53
STPE083TPT	STNDRD TERM PCKG, EW 83', 2PKT, 2X3T	\$ 910.51	\$ 773.93
STPE085JC	STNDRD TERM PCKG,EW 85', J-CHNNL,NO BFFR	\$ 574.60	\$ 488.41
STPE085JCL	STNDRD TERM PCKG, EW 85', J-CHNNL, LMBR	\$ 657.05	\$ 558.49
STPE085JCT	STNDRD TERM PCKG, EW 85', J-CHNNL, 2X3T	\$ 692.75	\$ 588.84
STPE085PS	STNDRD TERM PCKG,EW 85',PND-STRP,NO BFFR	\$ 279.65	\$ 237.70
STPE085PSL	STNDRD TERM PCKG,EW 85',PND-STRP,LMBR	\$ 439.45	\$ 373.53
STPE085PST	STNDRD TERM PCKG,EW 85',PND-STRP,2X3T	\$ 595.95	\$ 506.56
STPE085TPL	STNDRD TERM PCKG, EW 85', 2PKT, LMBR	\$ 515.10	\$ 437.84
STPE085TPT	STNDRD TERM PCKG, EW 85', 2PKT, 2X3T	\$ 932.45	\$ 792.58
115493	DRIVEN TUBE ANCHORS	\$ 249.00	\$ 211.65
112848	T POST DRIVER	\$ 31.95	\$ 27.16
GH1072	POST DRIVER 1.66" OD POST	\$ 15.95	\$ 13.56
GH1073	POST DRIVER 1.90" OD POST	\$ 17.95	\$ 15.26
106731	POST DRIVER 2.90" OD POST	\$ 34.95	\$ 29.71
102676	3' GROUND POST 1.66" OD FOR 1.315" OD PIPE	\$ 19.45	\$ 16.53
102675	3' GROUND POST 1.90" OD FOR 1.66" OD PIPE	\$ 20.45	\$ 17.38
106728	3' GROUND POST 2.9" OD FOR 2.375" OD PIPE	\$ 30.95	\$ 26.31
105587	1/2" x 30"L x4" GROUND AUGER ASSEMBLY (UP TO 34"W)	\$ 22.09	\$ 18.78
106656	5/8" X 48" L X 6" GROUND AUGER ASSEMBLY (38W-42W)	\$ 26.95	\$ 22.91

106657	3/4" X 60"L X 7" GROUND ANCHOR ASSEMBLY (TRUSS)	\$ 33.95	\$ 28.86
104301	HEAVY DUTY BASE PLATE 1.315"/1.66" OD PIPE	\$ 22.95	\$ 19.51
104302	HEAVY DUTY BASE PLATE 1.90"/2.375" OD PIPE	\$ 23.95	\$ 20.36
1039375	TENT AND CANOPY ANCHORING SYSTEM	\$ 46.95	\$ 39.91
CC6250	1/2" X 15" X 4" AUGER -STYLE EARTH ANCHORS	\$ 6.17	\$ 5.24
CC6252	1/2" X 30" X 4" AUGER -STYLE EARTH ANCHORS	\$ 9.13	\$ 7.76
CC6220	5/8" X48" X 6" AUGER -STYLE EARTH ANCHORS	\$ 13.02	\$ 11.07
106626	3/4" X 60" X 7" AUGER -STYLE EARTH ANCHORS	\$ 18.95	\$ 16.11
109023	WHITE PREMIUM SEAMING AND FABRIC REPAIR TAPE	\$ 32.95	\$ 28.01
QH1400	PIPE BANDING CLAMPS 1.315" OD	\$ 1.75	\$ 1.49
QH1402	PIPE BANDING CLAMPS 1.66" OD	\$ 1.99	\$ 1.69
QH1404	PIPE BANDING CLAMPS 1.90" OD	\$ 2.69	\$ 2.29
QH1406	PIPE BANDING CLAMPS 2.375" OD	\$ 2.79	\$ 2.37
103856	PIPE BANDING CLAMPS 2.375" OD HEAVY DUTY	\$ 3.35	\$ 2.85
106453	PIPE BANDING CLAMPS 3.50" OD HEAVY DUTY	\$ 3.59	\$ 3.05
QH1330	ADJUSTABLE GABLE FRAME BRACKET	\$ 4.49	\$ 3.82
QH1332	HEAVY DUTY GABLE FRAME BRACKET	\$ 5.95	\$ 5.06
GH1070	HEAVY DUTY PIPE STRAP	\$ 0.65	\$ 0.55
102855	CROSS CONNECTOR 1ST AND LAST PIPE RAFTERS 1.315"x1	\$ 2.65	\$ 2.25
102856	CROSS CONNECTOR 1ST AND LAST PIPE RAFTERS 1.66"x1.1	\$ 2.95	\$ 2.51
102857	CROSS CONNECTOR 1ST AND LAST PIPE RAFTERS 1.900"x1	\$ 3.05	\$ 2.59
105108	CROSS CONNECTOR INTERIOR PIPE RAFTERS 1.05"x1.05"	\$ 2.65	\$ 2.25
102479	CROSS CONNECTOR INTERIOR PIPE RAFTERS 1.315"x1.315	\$ 2.75	\$ 2.34
102548	CROSS CONNECTOR INTERIOR PIPE RAFTERS 1.665"x1.315	\$ 3.05	\$ 2.59
102547	CROSS CONNECTOR INTERIOR PIPE RAFTERS 1.900"x1.315	\$ 3.15	\$ 2.68
102546	CROSS CONNECTOR INTERIOR PIPE RAFTERS 2.375"x1.315	\$ 3.75	\$ 3.19
102548	ECONOLINE CROSS CONNECTOR 1.66"x1.315"	\$ 3.05	\$ 2.59
102547	ECONOLINE CROSS CONNECTOR 1.90"x1.315"	\$ 3.15	\$ 2.68
102546	ECONOLINE CROSS CONNECTOR 2.375"x1.315"	\$ 3.75	\$ 3.19
131S075	75" SWAGED PURLIN ECONOLINE	\$ 14.79	\$ 12.57
131S096	96" SWAGED PURLIN ECONOLINE	\$ 18.79	\$ 15.97
	CUSTOM ANCHOR	50% ABOVE COST	30% ABOVE COST
108161	3 PROFILE ALUM KEDER RAIL	\$ 89.00	\$ 75.65
110983	KEDER CAP x 20' PIECE	\$ 30.00	\$ 25.50

113717	HILTI HFX FAST CURING MORTAR EPOXY 9.3 OZ	\$ 37.00	\$ 31.45
113718	HILTI HIT ICE	\$ 39.00	\$ 33.15
111323	3/4" x8.5" ROD	\$ 3.39	\$ 2.88
107787	3/4" HEX NUT	\$ 0.91	\$ 0.77
107789	3/4" FLAT WASHER	\$ 0.56	\$ 0.48
FAW605	3/4" X5.5"WEDGE ANCHOR ZINC	\$ 3.27	\$ 2.78
112870	PONY WALL FOOT	\$ 65.00	\$ 55.25
111399	12' SEWN 1" STRAP (2 GRMT) 1" RATCHET COMBO	\$ 11.29	\$ 9.60
105328	CONDUIT 2.0"X5.0" UNSWAGES 96" I SQUARE	\$ 33.95	\$ 28.86
FAW111	WEDGE ANCHOR 303 SS 1/2X 4 1/4"	\$ 3.69	\$ 3.14
104075	1.75"X1.75" 14GA SQUARE TUBE PLAIN 16"	\$ 18.00	\$ 15.30
SRF31729	HDM500 EPOXY DISPENSER W BLACK CARTRIDGE HOLDER	\$ -	\$ -
SRF31728	HY100 ANCHOR ADHESIVE MORTAR	\$ 25.95	\$ 22.06
115562HG	BLOCK STRAP 3"X58"X3/16" HD GALV	\$ 22.73	\$ 19.32
115810	Hilti HIT 1-10 oz tube	\$ 37.00	\$ 31.45
115843HG	HD3B HOLDOWNM, 12GA, 2-1/2"WX8-5/8"H	\$ 21.90	\$ 18.62

Building Sizes	Retail Price Per Truss	NJPA Price Per Truss	Retail Price Per End Wall	NJPA Price Per End Wall
Less than 65' wide	\$ 1,300.00	\$ 1,000.00	\$ 2,000.00	\$ 1,700.00
66' wide – 100' wide	\$ 1,500.00	\$ 1,200.00	\$ 2,400.00	\$ 2,100.00
101' wide – 160' wide	\$ 2,500.00	\$ 2,200.00	\$ 4,000.00	\$ 3,700.00

**CONCRETE BLOCKS** MSRP

50% ABOVE COST

**NJPA**

30% ABOVE COST



\*CLEARSPAN REQUESTS APPROVAL OF PRICING ABOVE COST AS CO

## VENTILATION

PART	DESCRIPTION	RETAIL PRICE	NJPA
103551	8"X8" GABLE VENT	\$ 24.95	\$ 21.21
103552	12"X12" GABLE VENT	\$ 30.95	\$ 26.31
103553	12"X18" GABLE VENT	\$ 38.95	\$ 33.11
103606	16 1/2" X 9 1/4" BASE VENT	\$ 36.95	\$ 31.41
110450	48"WX48H" WALL LOUVER	\$ 245.95	\$ 209.06
110451	24"WX30H" WALL LOUVER	\$ 99.95	\$ 84.96
110452	36"WX36H" WALL LOUVER	\$ 205.95	\$ 175.06
109812	12"X12" MOTORIZED ALUM SHUTTER 1MOTOR	\$ 205.00	\$ 174.25
109813	18"X18" MOTORIZED ALUM SHUTTER 1MOTOR	\$ 215.00	\$ 182.75
109814	24"X24" MOTORIZED ALUM SHUTTER 1MOTOR	\$ 229.00	\$ 194.65
109815	30"X30" MOTORIZED ALUM SHUTTER 1MOTOR	\$ 265.00	\$ 225.25
109816	36"X36" MOTORIZED ALUM SHUTTER 1MOTOR	\$ 315.00	\$ 267.75
109817	48"X48" MOTORIZED ALUM SHUTTER 1MOTOR	\$ 349.00	\$ 296.65
112188	ALUMINUM EXHAUST SHUTTER 12X12 SGL PNL	\$ 65.95	\$ 56.06
112189	ALUMINUM EXHAUST SHUTTER 16X16 SGL PNL	\$ 81.95	\$ 69.66
112190	ALUMINUM EXHAUST SHUTTER 18X18 SGL PNL	\$ 89.95	\$ 76.46
112191	ALUMINUM EXHAUST SHUTTER 20X20 SGL PNL	\$ 99.95	\$ 84.96
112192	ALUMINUM EXHAUST SHUTTER 24X24 SGL PNL	\$ 115.95	\$ 98.56
112193	ALUMINUM EXHAUST SHUTTER 30X30 SGL PNL	\$ 122.95	\$ 104.51
112194	ALUMINUM EXHAUST SHUTTER 36X36 DBL PNL	\$ 159.95	\$ 135.96
112195	ALUMINUM EXHAUST SHUTTER 40X40 DBL PNL	\$ 189.95	\$ 161.46
112196	ALUMINUM EXHAUST SHUTTER 42X42 DBL PNL	\$ 199.95	\$ 169.96
112197	ALUMINUM EXHAUST SHUTTER 48X48 DBL PNL	\$ 219.95	\$ 186.96
112198	ALUMINUM EXHAUST SHUTTER 54X54 DBL PNL	\$ 239.95	\$ 203.96
112199	ALUMINUM EXHAUST SHUTTER 60X60 DBL PNL	\$ 305.95	\$ 260.06
CF1750	EXH FAN 10" W/ALUM SHUTTER 2 SPEED	\$ 235.00	\$ 199.75
CF1755	EXH FAN 12" W/ALUM SHUTR VARISPEED	\$ 325.00	\$ 276.25
CF1760	EXH FAN 16" W/ALUM SHUTR VARISPEED	\$ 399.00	\$ 339.15
CF1762	EXH FAN 18" W/ALUM SHUTR VARISPEED	\$ 425.00	\$ 361.25
CF1765	EXH FAN 20" W/ALUM SHUTTER 2 SPEED 1/3HP	\$ 435.00	\$ 369.75
CF1770	EXH FAN 24" W/ALUM SHUTR VARISPEED	\$ 455.00	\$ 386.75
CF1530	FAN 12" EXPLOSION PROOF MOTOR	\$ 759.00	\$ 645.15



CF1535	FAN 18" EXPLOSION PROOF MOTOR	\$ 775.00	\$ 658.75
CF1540	FAN 24" EXPLOSION PROOF MOTOR	\$ 825.00	\$ 701.25
115229	48" 1SP B-DRIVE SLANT WALL FAN 1HP 1PH	\$ 815.00	\$ 692.75
115230	48" 2SP 1PH B-DRIVE SLANT WALL FAN	\$ 855.00	\$ 726.75
115234	36" 1SP 1PH DD 1/2HP SLANT WALL FAN	\$ 639.00	\$ 543.15
101483	FAN 48" HIGH PERF WATER PROOF,16"DWNROD	\$ 115.95	\$ 98.56
101484	FAN 56"HIGH PERF WTR PRF CEILNG 16"DWNRD	\$ 127.95	\$ 108.76
101485	FAN W/CORD56"HIGH PERFMNC WTR PRF CELNG	\$ 134.95	\$ 114.71
101486	FAN 60"HIGH PERF WATER PRF CLNG 16"DWNRD	\$ 139.95	\$ 118.96
102322	MAN FAN SPEED CONTRL W/FOR & REV	\$ 58.95	\$ 50.11
CF1842	MANUAL CEILING FAN CONTROL 2FANS	\$ 21.95	\$ 18.66
CF1844	MANUAL CEILING FAN CONTROL 4FANS	\$ 39.95	\$ 33.96
CF1848	MANUAL CEILING FAN CONTROL 8 FANS	\$ 65.95	\$ 56.06
CF1850	MANUAL CEILING FAN CONTROL 8 FANS 240V	\$ 79.95	\$ 67.96
CF1851	MANUAL CEILING FAN CONTROL 12 FANS	\$ 85.95	\$ 73.06
115465	3100 SERIES DAMPER 12"X12"	\$ 71.95	\$ 61.16
115466	3100 SERIES DAMPER 24"X24"	\$ 129.95	\$ 110.46
113903	3100 SERIES DAMPER 30"X30"	\$ 175.95	\$ 149.56
113904	3100 SERIES DAMPER 36"X36"	\$ 215.95	\$ 183.56
113905	3100 SERIES DAMPER 48"X48"	\$ 379.95	\$ 322.96
113906	3100 SERIES FAMPER 54"X54"	\$ 479.95	\$ 407.96
113907	3100 SERIES DAMPER 60"X60"	\$ 545.95	\$ 464.06
115224	3100 SERIES DAMPER MOTOR	\$ 152.95	\$ 130.01
115724	42 in 115/230V SLANT	\$ 799.00	\$ 679.15
112200	Motorized Heavy-Duty Aluminum Shutters Replacement Mo	\$ 114.95	\$ 97.71
100106	COVERED RIDGE VENT PER LINEAL FOOT	\$40.00/running ft	\$35.00/running ft
100106	3' OVERHANG / EAVE PER LINEAL FOOT	\$30.00/running ft/side	\$25.00/running ft/side
112883	VENT KIT FRAMING PACKAGE	\$ 385.95	\$ 328.06
INSULATION PRICING		\$7.00/Sq ft	\$6.00/sq ft

**LIGHTING**

PART	DESCRIPTION	RETAIL PRICE	NJPA
113692	LED 100W WALL PACK LIGHT 5000K	\$ 472.95	\$ 402.01
113846	4' T5 LED WET LOCATION FIXTURE 120-277V	\$ 165.95	\$ 141.06
113847	STRIP LIGHT T5 LED TWO LAMP	\$ 149.95	\$ 127.46
113848	4' T5 LED WET LOCATION FIXTURE 4 LAMP	\$ 359.95	\$ 305.96
113849	LED HIGH BAY T5 HO 4 LAMP	\$ 265.95	\$ 226.06
113850	LED HIGH BAY T5 HO 6 LAMP	\$ 365.95	\$ 311.06
113851	LED HIGH BAY T5 HO 8 LAMP	\$ 459.95	\$ 390.96
115204	DIRECT REPLACEMENT LED T5 LAMP 3000K	\$ 37.95	\$ 32.26
115205	DIRECT REPLACEMENT LED T5 LAMP 6400K	\$ 37.95	\$ 32.26
113820	DIRECT REPLACED LED T-5 LAMP	\$ 37.95	\$ 32.26
111521	HIGH BAY 120V/277V 54W 4 LAMPS T5HO 48"	\$ 145.95	\$ 124.06
111522	HIGH BAY 120V/277V 54W 6 LAMPS T5HO 48"	\$ 175.95	\$ 149.56
111309	HIGH BAY 120V/277V T5HO 8X54 WATT	\$ 205.95	\$ 175.06
110580P1C	10 PACK PREMIUM 45" 54W T-5 HO FL 6500K	\$ 111.55	\$ 94.82
110580	F54 T5 6500K 86CRI PROLUME HO ECO	\$ 10.79	\$ 9.17
110579P1C	10 PACK PREMIUM 45" 54W T-5 HO FL 4100K	\$ 111.55	\$ 94.82
110579	PREMIUM 45" 54W T-5 HO FL 4100K	\$ 10.79	\$ 9.17
110578P1C	10 PACK PREMIUM 45" 54W T-5 HO FL 3500K	\$ 111.55	\$ 94.82
110578	PREMIUM 45" 54W T-5 HO FL 3500K	\$ 10.79	\$ 9.17
110577P1C	10 PACK PREMIUM 45" 54W T-5 HO FL 3000K	\$ 111.55	\$ 94.82
110577	F54 T5 3000K 85CRI PROLUME H	\$ 10.79	\$ 9.17
112558	22" Prismatic Refractor Metal Halide	\$ 224.00	\$ 190.40
112557	19" Aluminum Reflector Metal Halide	\$ 189.00	\$ 160.65
112561	400'W Metal Halide Low Bay Light	\$ 244.95	\$ 208.21
	CUSTOM HEATING PACKAGE	50% ABOVE COST	30% ABOVE COST

**HEATING**

PART	DESCRIPTION	RETAIL PRICE	NJPA
103204	20' 50,000 \$	1,029.00	\$ 874.65
103205	20' 75,000 \$	1,069.00	\$ 908.65
103206	40' 100,000 \$	1,309.00	\$ 1,112.65
103207	40' 125,000 \$	1,309.00	\$ 1,112.65
103208	40' 150,000 \$	1,309.00	\$ 1,112.65
103209	40' 175,000 \$	1,309.00	\$ 1,112.65
103192	20' 50,000 \$	955.00	\$ 811.75
103193	30' 50,000 \$	1,179.00	\$ 1,002.15
103194	20' 75,000 \$	1,179.00	\$ 1,002.15
103195	30' 75,000 \$	1,179.00	\$ 1,002.15
103196	30' 100,000 \$	1,179.00	\$ 1,002.15
103197	40' 100,000 \$	1,539.00	\$ 1,308.15
103198	30' 125,000 \$	1,539.00	\$ 1,308.15
103199	40' 125,000 \$	1,539.00	\$ 1,308.15
103200	40' 150,000 \$	1,539.00	\$ 1,308.15
103201	50' 150,000 \$	1,539.00	\$ 1,308.15
103202	40' 175,000 \$	1,539.00	\$ 1,308.15
103203	50' 175,000 \$	1,539.00	\$ 1,308.15
109164	END REFLE \$	61.95	\$ 52.66
109167	U-BEND RE \$	60.95	\$ 51.81
109165	LINE PRESS \$	85.95	\$ 73.06
109166	LINE PRESS \$	118.95	\$ 101.11
109168	SIDEWALL \$	53.95	\$ 45.86
112836	COMBUSTI \$	54.49	\$ 46.32
106024	25,000 BTL \$	819.00	\$ 696.15
106036	35,000 BTL \$	819.00	\$ 696.15
106026	45,000 BTL \$	819.00	\$ 696.15
CR2095	DURO STA \$	45.95	\$ 39.06
108118	LUXPRO PF \$	75.95	\$ 64.56
AS1208	ZINC CHRO \$	0.24	\$ 0.20
AS1210	ZINC CHRO \$	0.36	\$ 0.31
AS1206	ZINC CHRO \$	0.21	\$ 0.18
AS1212	ZINC CHRO \$	0.42	\$ 0.36
AS1214	ZINC CHRO \$	0.46	\$ 0.39
AS1220	STAINLESS \$	0.84	\$ 0.71
AR5030	STAINLESS \$	265.00	\$ 225.25
AR5010	STAINLESS \$	165.00	\$ 140.25
AR5020	STAINLESS \$	205.00	\$ 174.25
AR4114	SINGLE JAC \$	25.95	\$ 22.06
AR4112	SINGLE JAC \$	29.95	\$ 25.46
AR4544	DOUBLE LC \$	43.95	\$ 37.36
AR4517	ZINC PLATE \$	79.95	\$ 67.96
	CUSTOM T \$	800.00	\$ 680.00
	CUSTOM H 50% ABOVE COST		30% ABOVE COST

## FREIGHT

Pricing is based on a per truck, per mile fee from the ESAPCO Manufacturing Facility in Dyersville, Iowa.

**\*\*Please note, the minimum base charge per truck will be \$750.00\*\***

STATE	RPM
Alabama	\$ 2.20
Arkansas	\$ 2.38
Arizona	\$ 2.55
California	\$ 2.55
Colorado	\$ 3.60
Connecticut	\$ 2.95
Delaware	\$ 2.85
DC	\$ 2.85
Florida 320-326, 344	\$ 2.85
Florida 327-329, 335-	\$ 2.90
Florida 330-334, 339-	\$ 2.95
Georgia	\$ 2.49
Idaho	\$ 3.60
Illinois	\$ 2.25
Indiana	\$ 2.25
Iowa	\$ 2.80
Kansas	\$ 2.60
Kentucky	\$ 2.35
Louisiana	\$ 2.75
Maine	\$ 3.00
Maryland	\$ 2.85
Massachusetts	\$ 2.95
Michigan	\$ 2.35
Minnesota	\$ 2.60
Mississippi	\$ 2.58
Missouri	\$ 2.59
Montana	\$ 3.60
Nebraska	\$ 2.65



Nevada	\$ 2.70
New Hampshire	\$ 3.00
New Jersey	\$ 2.85
New Mexico	\$ 2.70
New York 100-119	\$ 3.05
New York 120-128, 13	\$ 2.85
New York 129, 140-14	\$ 2.85
North Carolina	\$ 2.49
North Dakota	\$ 4.60
Ohio	\$ 2.40
Oklahoma	\$ 2.90
Oregon	\$ 2.55
Pennsylvania	\$ 2.85
Rhode Island	\$ 2.95
South Carolina	\$ 2.49
South Dakota	\$ 3.60
Tennessee	\$ 2.38
Texas	\$ 2.90
Utah	\$ 2.70
Vermont	\$ 3.00
Virginia	\$ 2.85
Washington	\$ 2.55
West Virginia	\$ 2.85
Wisconsin	\$ 2.30
Wyoming	\$ 3.60

**\*\*Shipments to Alaska, Hawaii and US Territories will be priced on a case by case basis based on current carrier rates for containers.**

## INSTALLATION SERVICES

PROFILE	MSRP INSTALL PER TRUSS	NJPA INSTALL PER TRUSS	MSRP INSTA NJPA INSTALL PER END	MSRP INSTAI NJPA INSTALL PER HELICAL
T025RD	\$2,270	\$1,974	\$3,585	\$3,117
T025HA	\$2,270	\$1,974	\$3,585	\$3,117
T025HB	\$2,270	\$1,974	\$3,585	\$3,117
T025HC	\$2,270	\$1,974	\$3,585	\$3,117
T035RD	\$2,270	\$1,974	\$3,585	\$3,117
T035HA	\$2,270	\$1,974	\$3,585	\$3,117
T035HB	\$2,270	\$1,974	\$3,585	\$3,117
T035HC	\$2,270	\$1,974	\$3,585	\$3,117
T040RK	\$2,270	\$1,974	\$3,585	\$3,117
T045RD	\$2,270	\$1,974	\$3,585	\$3,117
T045RK	\$2,270	\$1,974	\$3,585	\$3,117
T045HB	\$2,270	\$1,974	\$3,585	\$3,117
T050RD	\$2,340	\$2,044	\$3,852	\$3,384
T050HB	\$2,340	\$2,044	\$3,852	\$3,384
T054RD	\$2,340	\$2,044	\$3,852	\$3,384
T056RK	\$2,340	\$2,044	\$3,852	\$3,384
T060RK	\$2,411	\$2,115	\$3,852	\$3,384
T060GC	\$2,411	\$2,115	\$3,852	\$3,384
T065RD	\$2,411	\$2,115	\$3,852	\$3,384
T065RK	\$2,411	\$2,115	\$3,852	\$3,384
T069GK	\$2,411	\$2,115	\$3,852	\$3,384
T073HA	\$2,693	\$2,397	\$3,852	\$3,384
T075MA	\$2,693	\$2,397	\$3,852	\$3,384
T075BA13	\$2,693	\$2,397	\$3,852	\$3,384
T075BA20	\$2,812	\$2,516	\$3,852	\$3,384
T080RD	\$3,229	\$2,933	\$5,914	\$5,446
T080HD	\$3,229	\$2,933	\$5,914	\$5,446
T083RD	\$3,229	\$2,933	\$5,914	\$5,446
T085GB	\$3,229	\$2,933	\$5,914	\$5,446



T085GC	\$3,229	\$2,933	\$5,914	\$5,446		\$345	\$300 **Additional cost of \$4.18/r
T085BE13	\$3,229	\$2,933	\$5,914	\$5,446		\$345	\$300 **Additional cost of \$4.18/r
T085BE20	\$3,375	\$3,079	\$5,914	\$5,446		\$345	\$300 **Additional cost of \$4.18/r
T090RH	\$3,258	\$2,962	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T095BE13	\$3,258	\$2,962	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T095BE20	\$3,406	\$3,110	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T100GB	\$3,258	\$2,962	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T100GC	\$3,258	\$2,962	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T103RD	\$3,258	\$2,962	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T105BE13	\$3,258	\$2,962	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T105BE20	\$3,375	\$3,079	\$6,821	\$6,353		\$345	\$300 **Additional cost of \$4.18/r
T120GB	\$3,440	\$3,144	\$7,192	\$6,724		\$345	\$300 **Additional cost of \$4.18/r
T120GC	\$3,440	\$3,144	\$7,192	\$6,724		\$345	\$300 **Additional cost of \$4.18/r
T120BE13	\$3,440	\$3,144	\$7,192	\$6,724		\$345	\$300 **Additional cost of \$4.18/r
T120BE20	\$3,597	\$3,301	\$7,192	\$6,724		\$345	\$300 **Additional cost of \$4.18/r
T140HK	\$4,419	\$4,123	\$8,426	\$7,958	NA	NA	**Additional cost of \$4.18/r
T150HK	\$4,419	\$4,123	\$8,426	\$7,958	NA	NA	**Additional cost of \$4.18/r
38'W COM	\$2,270	\$1,974	\$3,585	\$3,117		\$345	\$300 **Additional cost of \$4.18/r
48'W COM	\$2,340	\$2,044	\$3,852	\$3,384		\$345	\$300 **Additional cost of \$4.18/r
58'W COM	\$2,411	\$2,115	\$3,852	\$3,384		\$345	\$300 **Additional cost of \$4.18/r
CUSTOM BUILDING/TRUSS END WALL COST PER TRUSS OR COST PER END WALL OF THE NEXT CLOSEST PROFILE (BUI **Additional cost of \$4.18/r							

**SUPERVISOR** \$1500 FEE + \$600/DAY ON SITE

INSTALLATION SERVICES ARE AVAILABLE FOR BOTH ALASKA AND HAWAII AND US TERRITORIES. THESE SERVICES MUST BE QUOTED ON A PROJECT BASIS.

**PREVAILING WAGES WILL BE ALLOWED UNDER THIS CONTRACT**

PREVAILING WAGE INSTALLATIONS WILL BE PROVIDED BASED ON THE CURRENT LOCAL WAGE RATE REQUIREMENTS FOR IRONWORKERS AT THE PROJECT LOCATION. WE WILL ALLOW CLEARSPAN TO ALLOW AND AGREE TO THE LOCAL LAWS AND POLICIES ABOVE AND BEYOND THE STANDARD WAGE RATES FOR UNION SITES, CLEARSPAN WILL PROVIDE A SITE SUPERVISOR ONLY

**INSTALLATION SERVICES FOR RAYNOR BRAND ROLL UP DOORS MUST BE QUOTED ON A CASE BY CASE BASIS. THE MANUFACTURER REQUIRES**

### SETTING B MSRP

\$12 A LINEAR FT/COURSE OF BLOCKS

### NJPA

\$10 A LINEAR FT/COURSE OF BLOCKS

### METAL CLADDING INSTALL

#### MSRP

\$9.00/Sq ft



#### NJPA

\$8.00/sq ft

### BLOCK STRAP MSRP

\$7.80/STRAP

### NJPA

\$6.50/STRAP

### RECOVER INSTALLATION RATES

#### MSRP

\$3.00 per sq ft to remove the old covers + additional cost of \$4.18/mile from Dyersville Iowa applies to all installs

\$4.50 per sq ft to install the new cover + additional cost of \$4.18/mile from Dyersville Iowa applies to all installs

#### NJPA

\$2.00 per sq ft to remove the old covers + additional cost of \$4.18/mile from Dyersville Iowa applies to all installs

\$3.50 per sq ft to install the new cover + additional cost of \$4.18/mile from Dyersville Iowa applies to all installs

### SINGLE CHORD STRUCTURES

#### MSRP

#### NJPA

Below 150 MSRP= \$9.20 NJPA=\$8.00 SQFT

1500-2500 MSRP=\$7.48 NJPA = \$6.50 SQFT

Above 250 MSRP=\$4.31 NJPA= \$3.75 SQFT

## ENDWALL INSTALLATION PRICING

	MSRP		NJPA	
	SOLID REAR	END WALL W	SOLID REAR	E END WALL W DOOR OPENING
8'-20" Wide	\$ 2,300.00	\$ 2,875.00	\$ 2,000.00	\$ 2,500.00
26" Wide	\$ 2,415.00	\$ 2,990.00	\$ 2,100.00	\$ 2,600.00
28" Wide	\$ 2,530.00	\$ 3,105.00	\$ 2,200.00	\$ 2,700.00
30" Wide	\$ 2,645.00	\$ 3,220.00	\$ 2,300.00	\$ 2,800.00
34" Wide	\$ 2,760.00	\$ 3,335.00	\$ 2,400.00	\$ 2,900.00
36" Wide	\$ 2,875.00	\$ 3,450.00	\$ 2,500.00	\$ 3,000.00
38" Wide	\$ 2,990.00	\$ 3,565.00	\$ 2,600.00	\$ 3,100.00
42" Wide	\$ 3,105.00	\$ 3,680.00	\$ 2,700.00	\$ 3,200.00

\*\*Additional cost of \$4.18/mile from Dyersville, Iowa applies to all installs

## DOOR INSTALL RATES

MSRP NJPA  
50% ABOVE 30% ABOVE COST  
(Installation rates are regionalized based on availability of service providers.)



## INSULATION INSTALLATION RATES

MSRP NJPA  
\$ 2.88 \$ 2.50  
Per sq ft per sq ft

RAYNOR DOOR INSTAL	10'X10'-12'X1		12'1"X12'1		16'1"X16'1	
STATES	QTY	MSRP PRICE	NJPA PRICE	QTY	MSRP PRICE	NJPA PRICE
Pacific NW WA/OR/ID	1	\$ 3,315.00	\$ 2,983.50	1	\$ 3,575.00	\$ 3,217.50
	2	\$ 2,698.00	\$ 2,428.20	2	\$ 2,827.00	\$ 2,544.30
	3+	\$ 2,405.00	\$ 2,164.50	3+	\$ 2,535.00	\$ 2,281.50
SOUTH WE CA/NV/UT/A	1	\$ 3,705.00	\$ 3,334.50	1	\$ 3,965.00	\$ 3,568.50
	2	\$ 3,023.00	\$ 2,720.70	2	\$ 3,283.00	\$ 2,954.70
	3+	\$ 2,708.00	\$ 2,437.20	3+	\$ 2,969.00	\$ 2,672.10
NORTH CE ND/SC/MN/	1	\$ 3,185.00	\$ 2,866.50	1	\$ 3,445.00	\$ 3,100.50
	2	\$ 2,568.00	\$ 2,311.20	2	\$ 2,827.00	\$ 2,544.30
	3+	\$ 2,275.00	\$ 2,047.50	3+	\$ 2,535.00	\$ 2,281.50
MOUNTAIN NM/CO/WY/	1	\$ 3,185.00	\$ 2,866.50	1	\$ 3,445.00	\$ 3,100.50

		2 \$ 2,568.00 \$ 2,311.20	2 \$ 2,827.00 \$ 2,544.30	2 \$ 3,770.00 \$ 3,393.00
		3+ \$ 2,275.00 \$ 2,047.50	3+ \$ 2,535.00 \$ 2,281.50	3+ \$ 3,424.00 \$ 3,081.60
MID WEST	IL/IN/MI/OH	1 \$ 3,185.00 \$ 2,866.50	1 \$ 3,445.00 \$ 3,100.50	1 \$ 4,550.00 \$ 4,095.00
		2 \$ 2,568.00 \$ 2,311.20	2 \$ 2,827.00 \$ 2,544.30	2 \$ 3,770.00 \$ 3,393.00
		3+ \$ 2,275.00 \$ 2,047.50	3+ \$ 2,535.00 \$ 2,281.50	3+ \$ 3,424.00 \$ 3,081.60
NORTHEAST	ME/NH/VT/			
	NY/MA/RI/			
	CT/NJ/DE/			
	MD/DC	1 \$ 3,705.00 \$ 3,334.50	1 \$ 3,965.00 \$ 3,568.50	1 \$ 4,550.00 \$ 4,095.00
		2 \$ 3,023.00 \$ 2,720.70	2 \$ 3,283.00 \$ 2,954.70	2 \$ 3,770.00 \$ 3,393.00
		3+ \$ 2,708.00 \$ 2,437.20	3+ \$ 2,969.00 \$ 2,672.10	3+ \$ 3,424.00 \$ 3,081.60
SOUTHEAST	MS/TN/NC/S	1 \$ 3,185.00 \$ 2,866.50	1 \$ 3,445.00 \$ 3,100.50	1 \$ 4,550.00 \$ 4,095.00
		2 \$ 2,568.00 \$ 2,311.20	2 \$ 2,827.00 \$ 2,544.30	2 \$ 3,770.00 \$ 3,393.00
		3+ \$ 2,275.00 \$ 2,047.50	3+ \$ 2,535.00 \$ 2,281.50	3+ \$ 3,424.00 \$ 3,081.60
TEXOMA	KS/MO/PK/L	1 \$ 3,185.00 \$ 2,866.50	1 \$ 3,445.00 \$ 3,100.50	1 \$ 4,550.00 \$ 4,095.00
		2 \$ 2,568.00 \$ 2,311.20	2 \$ 2,827.00 \$ 2,544.30	2 \$ 3,770.00 \$ 3,393.00
		3+ \$ 2,275.00 \$ 2,047.50	3+ \$ 2,535.00 \$ 2,281.50	3+ \$ 3,424.00 \$ 3,081.60

ENGINEERING SERVICES

		MSRP	NJPA	
700001	ENGINEERED DRAWINGS OF STRUCTURE REVIEWED AND APPROVED BY A STATE LICENSED PROFESSIONAL ENGINEER	\$ 2,500	\$ 2,000	
700001	ENGINEERED DRAWINGS OF FOUNDATION REVIEWED AND APPROVED BY A STATE LICENSED PROFESSIONAL ENGINEER	\$ 2,500	\$ 2,000	

APPLICABLE TO PROJECTS IN ALL 50 STATES  
ENGINEER TO BE LICENSED IN THE STATE WHERE THE STRUCTURE IS TO BE LOCATED

TRUSS STRUCTURES
PROFILE

PER TRUSS				PER END			
		MSRP	NIPA			MSRP	NEW NIPA
T025RD		\$ 2,884	\$ 2,596			\$ 2,137	\$ 1,966.04
T025HA		\$ 2,721	\$ 2,449			\$ 2,237	\$ 2,058.04
T025HB		\$ 3,208	\$ 2,887			\$ 2,503	\$ 2,302.32
T025HC		\$ 3,687	\$ 3,318			\$ 2,685	\$ 2,470.20
T035RD		\$ 2,638	\$ 2,374			\$ 2,876	\$ 2,645.92
T035HA		\$ 3,285	\$ 2,957			\$ 2,106	\$ 1,937.52
T035HB		\$ 3,662	\$ 3,296			\$ 2,617	\$ 2,407.64
T035HC		\$ 4,140	\$ 3,726			\$ 3,446	\$ 3,170.32
T040RK		\$ 3,335	\$ 3,001			\$ 3,577	\$ 3,290.84
T045RD		\$ 3,279	\$ 2,951			\$ 2,876	\$ 2,645.92
T045RK		\$ 3,438	\$ 3,094			\$ 3,577	\$ 3,290.84
T045HB		\$ 5,508	\$ 4,958			\$ 3,600	\$ 3,312.00
T045HA		\$ 4,502	\$ 4,052			\$ 2,530	\$ 2,327.60
T045HC		\$ 5,162	\$ 4,646			\$ 3,106	\$ 2,857.52
T045BE13		\$ 6,553	\$ 5,897			\$ 4,908	\$ 4,515.36
T050RD		\$ 4,286	\$ 3,858			\$ 3,325	\$ 3,059.00
T050HB		\$ 6,886	\$ 6,197			\$ 5,400	\$ 4,968.00
T054RD		\$ 4,624	\$ 4,161			\$ 3,325	\$ 3,059.00
T055BE13		\$ 7,214	\$ 6,493			\$ 5,071	\$ 4,665.32
T056RK		\$ 4,861	\$ 4,375			\$ 4,275	\$ 3,933.00
T060RK		\$ 6,880	\$ 6,192			\$ 4,275	\$ 3,933.00
T060GC		\$ 10,486	\$ 9,437			\$ 5,901	\$ 5,428.92
T065BE13		\$ 7,332	\$ 6,599			\$ 6,488	\$ 5,968.96
T065RD		\$ 5,245	\$ 4,721			\$ 5,200	\$ 4,784.00
T065RK		\$ 7,108	\$ 6,397			\$ 5,862	\$ 5,393.04
T069CK		\$ 8,240	\$ 7,416			\$ 5,940	\$ 5,464.80
T073HA		\$ 7,280	\$ 6,552			\$ 6,854	\$ 6,305.68
T075MA		\$ 10,812	\$ 9,731			\$ 5,400	\$ 4,968.00
		\$ -	\$ -			\$ -	\$ -
		\$ -	\$ -			\$ -	\$ -
T075BE13		\$ 9,540	\$ 8,586			\$ 7,209	\$ 6,632.28
T080RD		\$ 7,706	\$ 6,936			\$ 6,600	\$ 6,072.00
T080HD		\$ 9,044	\$ 8,139			\$ 6,600	\$ 6,072.00
T083RD		\$ 7,820	\$ 7,038			\$ 6,700	\$ 6,164.00
T085GB		\$ 9,044	\$ 8,139			\$ 8,284	\$ 7,621.28
T085GC		\$ 9,858	\$ 8,872			\$ 10,297	\$ 9,473.24
		\$ -	\$ -			\$ -	\$ -
		\$ -	\$ -			\$ -	\$ -
T085BE13		\$ 9,659	\$ 8,693			\$ 8,286	\$ 7,623.12
T090RH		\$ 8,504	\$ 7,654			\$ 7,320	\$ 6,734.40
		\$ -	\$ -			\$ -	\$ -
		\$ -	\$ -			\$ -	\$ -
T095BE13		\$ 10,173	\$ 9,156			\$ 9,529	\$ 8,766.68
T100GB		\$ 9,899	\$ 8,909			\$ 10,688	\$ 9,832.96
T100GC		\$ 10,691	\$ 9,622			\$ 11,768	\$ 10,826.56
T103RD		\$ 9,929	\$ 8,936			\$ 10,688	\$ 9,832.96
		\$ -	\$ -			\$ -	\$ -
		\$ -	\$ -			\$ -	\$ -
		\$ -	\$ -			\$ -	\$ -
T105BE13		\$ 11,223	\$ 10,101			\$ 11,217	\$ 10,319.64
T120BE13		\$ 13,036	\$ 11,732			\$ 13,121	\$ 12,071.32
T120GB		\$ 11,856	\$ 10,670			\$ 14,422	\$ 13,268.24
T120GC		\$ 13,042	\$ 11,737			\$ 17,018	\$ 15,656.56
		\$ -	\$ -			\$ -	\$ -
		\$ -	\$ -			\$ -	\$ -
		\$ -	\$ -			\$ -	\$ -
T120RD		\$ 15,709	\$ 14,138			\$ 14,423	\$ 13,269.16
T140HK		\$ 15,709	\$ 14,138			\$ 15,426	\$ 14,191.92
T140BJ		\$ 20,089	\$ 18,080			\$ 16,400	\$ 15,088.00
T150HK		\$ 14,796	\$ 13,316			\$ 17,140	\$ 15,768.80
T160HK		\$ 17,641	\$ 15,877			\$ 18,177	\$ 16,722.84
T200HK		\$ 37,840	\$ 34,056			\$ 64,687	\$ 59,512.04
T225HK		\$ 42,578	\$ 38,320			\$ 68,607	\$ 63,118.44
T250HK		\$ 48,487	\$ 43,638			\$ 74,488	\$ 68,528.96
38"W COMMODITY		\$4,796	\$ 4,317			\$ 3,770.44	\$ 3,468.80
48"W COMMODITY		\$5,657	\$ 5,091			\$ 4,352.52	\$ 4,004.32
58"W COMMODITY		\$6,678	\$ 6,010			\$ 6,817.20	\$ 6,271.82
CUSTOM BUILDING/TRUSS END WALL SKEW		COST PER TRUSS OR COST PER END WALL OF THE NEXT CLOSEST PROFILE (BUILDING STYLE MUST MATCH)+ 15%					

FLAME RETARDANT MATERIAL NFPA 701 PER SQUARE FOOT (BUILDING FOOTPRINT)

MSRP	NIPA
\$3 PER SF	\$2 PER SF

VINYL MATERIAL UPGRADE PER SQUARE FOOT (BUILDING FOOTPRINT)

MSRP	NIPA
\$4.00 PER SF	\$3.50 per sf

HOT DIPPED GALVANIZED FINISH

MSRP	NIPA
\$ .65 / POUND PLUS FREIGHT	\$ .55/ POUND PLUS FREIGHT

METAL CLADDING 26G (ACTUAL SURFACE AREA)	
--	--

MSRP  
\$6.00 PER SF

NJPA  
\$5.50 PER SF

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

PB0101OR3T	12X10X24 CLASSIC 12 S	2,487.75	\$	2,238.98	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0101OR3W	12X10X24 CLASSIC 12 S	2,487.75	\$	2,238.98	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0101OR4G	12X10X24 CLASSIC 12 S	2,310.13	\$	2,079.12	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0101OR4N	12X10X24 CLASSIC 12 S	2,091.85	\$	1,882.67	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0101OR4T	12X10X24 CLASSIC 12 S	2,310.13	\$	2,079.12	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0101OR4W	12X10X24 CLASSIC 12 S	2,310.13	\$	2,079.12	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R3G	11"4"X8X20 SOLARGL S	1,653.15	\$	1,487.84	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R3N	11"4"X8X20 SOLARGL S	1,503.35	\$	1,353.02	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R3T	11"4"X8X20 SOLARGL S	1,653.15	\$	1,487.84	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R3W	11"4"X8X20 SOLARGL S	1,653.15	\$	1,487.84	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R4G	11"4"X8X20 SOLARGL S	1,539.73	\$	1,385.76	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R4N	11"4"X8X20 SOLARGL S	1,396.35	\$	1,256.72	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R4T	11"4"X8X20 SOLARGL S	1,539.73	\$	1,385.76	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0100R4W	11"4"X8X20 SOLARGL S	1,539.73	\$	1,385.76	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR3G	11"4"X10X24 SOLARG S	2,487.75	\$	2,238.98	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR3N	11"4"X10X24 SOLARG S	2,256.63	\$	2,030.97	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR3T	11"4"X10X24 SOLARG S	2,487.75	\$	2,238.98	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR3W	11"4"X10X24 SOLARG S	2,487.75	\$	2,238.98	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR4G	11"4"X10X24 SOLARG S	2,305.85	\$	2,075.27	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR4N	11"4"X10X24 SOLARG S	2,091.85	\$	1,882.67	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR4T	11"4"X10X24 SOLARG S	2,305.85	\$	2,075.27	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0111OR4W	11"4"X10X24 SOLARG S	2,305.85	\$	2,075.27	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0120OR3G	30X15X32 3CAR GARV S	3,654.05	\$	3,288.65	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0120OR4N	30X15X32 3CAR GARV S	3,172.55	\$	2,855.30	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0121OR4N	30X15X40 3CAR GARV S	3,968.63	\$	3,571.77	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0130OR3N	38X18X36 3CAR GARV S	5,376.75	\$	4,839.08	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0130OR4T	38X18X36 3CAR GARV S	5,141.35	\$	4,627.22	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0131OR3N	38X18X48 3CAR GARV S	6,842.65	\$	6,158.39	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0131OR4N	38X18X48 3CAR GARV S	5,954.55	\$	5,359.10	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R3G	20X12X24 OVERSZ GF S	4,332.43	\$	3,899.19	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R3N	20X12X24 OVERSZ GF S	3,942.95	\$	3,548.66	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R3T	20X12X24 OVERSZ GF S	4,332.43	\$	3,899.19	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R3W	20X12X24 OVERSZ GF S	4,332.43	\$	3,899.19	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R4C	20X12X24 OVERSZ GF S	3,942.95	\$	3,548.66	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R4G	20X12X24 OVERSZ GF S	4,022.13	\$	3,619.92	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R4N	20X12X24 OVERSZ GF S	3,654.05	\$	3,288.65	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R4T	20X12X24 OVERSZ GF S	4,022.13	\$	3,619.92	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0140R4W	20X12X24 OVERSZ GF S	4,022.13	\$	3,619.92	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR3G	20X12X28 OVERSZ GF S	4,491.55	\$	4,492.40	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR3N	20X12X28 OVERSZ GF S	4,542.15	\$	4,087.94	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR3T	20X12X28 OVERSZ GF S	4,491.55	\$	4,492.40	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR3W	20X12X28 OVERSZ GF S	4,491.55	\$	4,492.40	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR4G	20X12X28 OVERSZ GF S	4,638.45	\$	4,174.61	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR4N	20X12X28 OVERSZ GF S	4,214.73	\$	3,793.26	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR4T	20X12X28 OVERSZ GF S	4,638.45	\$	4,174.61	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0141OR4W	20X12X28 OVERSZ GF S	4,638.45	\$	4,174.61	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR3G	20X12X36 OVERSZ GF S	5,830.43	\$	5,247.39	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR3N	20X12X36 OVERSZ GF S	5,301.85	\$	4,771.67	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR3T	20X12X36 OVERSZ GF S	5,830.43	\$	5,247.39	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR3W	20X12X36 OVERSZ GF S	5,830.43	\$	5,247.39	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR4G	20X12X36 OVERSZ GF S	5,408.85	\$	4,867.97	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR4N	20X12X36 OVERSZ GF S	4,916.65	\$	4,424.99	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR4T	20X12X36 OVERSZ GF S	5,408.85	\$	4,867.97	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0142OR4W	20X12X36 OVERSZ GF S	5,408.85	\$	4,867.97	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0150OR3C	26X40 SUPER MOOTE S	9,168.83	\$	8,251.95	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0150OR3W	26X40 SUPER MOOTE S	8,334.23	\$	7,500.81	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0150OR4C	26X40 SUPER MOOTE S	8,334.23	\$	7,500.81	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0150OR4W	26X40 SUPER MOOTE S	7,730.75	\$	6,957.68	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0150OR4WW	26X40 SUPER MOOTE S	7,730.75	\$	6,957.68	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0151OR3C	26X100 SUPER MOOT S	17,996.33	\$	16,196.70	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0151OR3W	26X100 SUPER MOOT S	16,369.93	\$	14,732.94	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0151OR4C	26X100 SUPER MOOT S	16,369.93	\$	14,732.94	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0151OR4W	26X100 SUPER MOOT S	15,171.53	\$	13,654.38	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0151OR4WW	26X100 SUPER MOOT S	14,871.93	\$	13,384.74	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0152OR3W	26X200 SUPER MOOT S	28,189.15	\$	25,370.24	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0152OR4C	26X200 SUPER MOOT S	28,189.15	\$	25,370.24	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0152OR4W	26X200 SUPER MOOT S	26,139.03	\$	23,525.13	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0152OR4WW	26X200 SUPER MOOT S	26,145.45	\$	23,530.91	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0160OR3C	38X48 SUPER MOOTE S	7,660.13	\$	6,894.12	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0160OR4C	38X48 SUPER MOOTE S	6,660.75	\$	5,994.68	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0161OR3C	38X72 SUPER MOOTE S	11,026.35	\$	9,923.72	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0161OR4C	38X72 SUPER MOOTE S	9,586.13	\$	8,627.52	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0162OR3C	38X100 SUPER MOOT S	14,257.75	\$	12,831.98	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0162OR3W	38X100 SUPER MOOT S	15,488.25	\$	13,939.43	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0162OR4C	38X100 SUPER MOOT S	12,395.95	\$	11,156.36	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0162OR4W	38X100 SUPER MOOT S	11,272.45	\$	10,145.21	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0163OR3W	42X17X48 SUPER MO S	20,196.25	\$	18,176.63	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0163OR4W	42X17X48 SUPER MO S	18,723.93	\$	16,851.54	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB0163OR4WW	42X17X48 SUPER MO S	18,723.93	\$	16,851.54	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01632R3W	42X17X60 SUPER MO S	24,529.75	\$	22,076.78	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01632R4W	42X17X60 SUPER MO S	22,753.55	\$	20,478.20	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01632R4WW	42X17X60 SUPER MO S	22,753.55	\$	20,478.20	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01634R3W	42X17X72 SUPER MO S	28,856.83	\$	25,971.15	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01634R4W	42X17X72 SUPER MO S	26,759.63	\$	24,083.67	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01634R4WW	42X17X72 SUPER MO S	26,759.63	\$	24,083.67	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01636R3W	42X17X96 SUPER MO S	38,379.83	\$	34,541.85	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01636R3WW	42X17X96 S MOOTE L	38,379.83	\$	34,541.85	**Custom length structures available for an additional fee: NIPA Price/running ft=15%

PB01636RAW	42X17X96 SUPER MO S	35,587.13	\$	32,028.42	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01636RAWW	42X17X96 SUPER MO S	35,587.13	\$	32,028.42	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01660R4F	14X10T6*X24 GS RND S	2,091.85	\$	1,882.67	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01660R4F	14X10T6*X24 GS RND S	2,299.43	\$	2,069.49	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01660R4FR	14X10T6*X24 RND PRI S	2,299.43	\$	2,069.49	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01662R4C	14X10T6*X36 GS RND S	2,973.53	\$	2,676.18	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01662R4F	14X10T6*X36 GS RND S	3,279.55	\$	2,951.60	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01664R4C	14X10T6*X48 GS RND S	3,776.03	\$	3,398.43	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01664R4F	14X10T6*X48 GS RND S	4,124.85	\$	3,712.37	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01670R4C	20X12X24 GS RND PF S	2,738.13	\$	2,464.32	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01670R4CR	20X12X24 GS RND PF S	2,738.13	\$	2,464.32	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01670R4F	20X12X24 GS RND PF S	3,027.03	\$	2,724.33	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01670R4FR	20X12X24 GS RND PF S	3,027.03	\$	2,724.33	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01670R6C	20X12X24 GS RND EC S	2,295.15	\$	2,065.64	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01675R4C	20X12X36 GS RND PR S	3,782.45	\$	3,404.21	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01675R4CR	20X12X36 GS RND PR S	3,782.45	\$	3,404.21	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01675R4F	20X12X36 GS RND PR S	4,124.85	\$	3,712.37	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01675R4FR	20X12X36 GS RND PR S	4,124.85	\$	3,712.37	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01675R6C	20X12X36 GS RND EC S	2,973.53	\$	2,676.18	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01680R4C	20X12X48 GS RND PF S	4,471.53	\$	4,024.38	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01680R4CR	20X12X48 GS RND PF S	4,471.53	\$	4,024.38	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01680R4F	20X12X48 GS RND PF S	4,916.65	\$	4,424.99	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01680R4FR	20X12X48 GS RND PF S	4,916.65	\$	4,424.99	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01680R6C	20X12X48 GS RND EC S	3,322.35	\$	2,990.12	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01681R4C	20X12X60 GS RND PF S	4,528.43	\$	4,156.26	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01681R4CR	20X12X60 GS RND PF S	5,809.03	\$	5,228.13	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01681R4F	20X12X60 GS RND PF S	5,284.73	\$	4,756.26	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01681R4FR	20X12X60 GS RND PF S	5,809.03	\$	5,228.13	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01685R4C	20X12X72 GS RND PR S	5,616.43	\$	5,054.79	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01685R4CR	20X12X72 GS RND PR S	5,616.43	\$	5,054.79	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01685R4F	20X12X72 GS RND PR S	6,179.25	\$	5,561.33	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01685R4FR	20X12X72 GS RND PR S	6,179.25	\$	5,561.33	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01685R6C	20X12X72 GS RND EC S	4,734.75	\$	4,261.28	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01686R4C	20X12X84 GS RND PR S	6,275.55	\$	5,648.00	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01686R4CR	20X12X84 GS RND PR S	6,831.95	\$	6,148.76	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01686R4F	20X12X84 GS RND PR S	6,275.55	\$	5,648.00	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01686R4FR	20X12X84 GS RND PR S	6,831.95	\$	6,148.76	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01690R4C	20X12X96 GS RND PR S	6,739.93	\$	6,065.94	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01690R4CR	20X12X96 GS RND PF S	6,739.93	\$	6,065.94	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01690R4F	20X12X96 GS RND PR S	7,420.45	\$	6,678.41	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01690R4FR	20X12X96 GS RND PF S	7,420.45	\$	6,678.41	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01690R6C	20X12X96 GS RND EC S	5,729.85	\$	5,156.87	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01695R4C	24X12X24 GS RND PR S	2,947.85	\$	2,653.07	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01695R4CR	24X12X24 GS RND PR S	2,947.85	\$	2,653.07	**Custom length structures available for an additional fee: NIPA Price/running ft=15%
PB01695R4F	24X12X24 GS RND PR S	3,241.03	\$	2,916.93	**Custom length structures available for an additional fee: NIPA Price/running ft

PB01730R4CR	30X12X72 G RND PR S	6,879.03	6,191.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01730R4F	30X12X72 GS RND PF S	7,302.75	6,572.48	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01730R4FR	30X12X72 GS RND PR S	7,420.45	6,678.41	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01730R6C	30X12X72 GS RND EC S	6,018.75	5,416.88	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01731R4C	30X12X84 GS RND PR S	7,377.65	6,639.89	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01731R4CR	30X12X84 GS RND PR S	7,377.65	6,639.89	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01731R4F	30X12X84 GS RND PR S	7,934.05	7,140.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01731R4FR	30X12X84 GS RND PR S	7,934.05	7,140.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01735R4C	30X12X96 GS RND PF S	7,762.85	6,986.57	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01735R4CR	30X12X96 GS RND PR S	7,762.85	6,986.57	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01735R4F	30X12X96 GS RND PF S	8,355.63	7,520.07	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01735R4FR	30X12X96 GS RND PR S	8,355.63	7,520.07	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01735R6C	30X12X96 GS RND EC S	6,879.03	6,191.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01750R4C	42X48 GIANT HIGH TL S	8,030.35	7,227.32	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01750R4W	42X48 GIANT HIGH TL S	6,322.63	5,690.37	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01750R6C	42X48 GIANT HIGH TL S	7,206.45	6,485.81	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01750R6W	42X48 GIANT HIGH TL S	5,687.05	5,118.35	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01752R4C	42X72 GIANT HIGH TL S	10,437.85	9,394.07	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01752R4W	42X72 GIANT HIGH TL S	8,222.95	7,400.66	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01752R6C	42X72 GIANT HIGH TL S	9,421.35	8,479.22	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01752R6W	42X72 GIANT HIGH TL S	7,431.15	6,588.04	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01754R4C	42X96 GIANT HIGH TL S	13,348.25	12,013.43	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01754R4W	42X96 GIANT HIGH TL S	10,116.85	9,105.17	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01754R6C	42X96 GIANT HIGH TL S	11,437.23	10,293.51	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01754R6W	42X96 GIANT HIGH TL S	9,014.75	8,113.28	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01825R3N	14X15X46 NORTHSTR S	2,748.83	2,473.95	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R3G	18X16X24 RV GARAGI S	5,505.15	4,954.64	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R3N	18X16X24 RV GARAGI S	5,002.25	4,502.03	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R3T	18X16X24 RV GARAGI S	5,505.15	4,954.64	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R3W	18X16X24 RV GARAGI S	5,505.15	4,954.64	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R4G	18X16X24 RV GARAGI S	5,109.25	4,598.33	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R4N	18X16X24 RV GARAGI S	4,638.45	4,174.61	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R4T	18X16X24 RV GARAGI S	5,109.25	4,598.33	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01830R4W	18X16X24 RV GARAGI S	5,109.25	4,598.33	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R3G	18X16X32 RV GARAGI S	6,660.75	5,994.68	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R3N	18X16X32 RV GARAGI S	6,055.13	5,449.62	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R3T	18X16X32 RV GARAGI S	6,660.75	5,994.68	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R3W	18X16X32 RV GARAGI S	6,660.75	5,994.68	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R4G	18X16X32 RV GARAGI S	6,179.25	5,561.33	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R4N	18X16X32 RV GARAGI S	5,616.43	5,054.79	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R4T	18X16X32 RV GARAGI S	6,179.25	5,561.33	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01832R4W	18X16X32 RV GARAGI S	6,179.25	5,561.33	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R3G	18X16X36 RV GARAGI S	7,506.05	6,755.45	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R3N	18X16X36 RV GARAGI S	6,821.25	6,139.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R3T	18X16X36 RV GARAGI S	7,506.05	6,755.45	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R3W	18X16X36 RV GARAGI S	7,506.05	6,755.45	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R4G	18X16X36 RV GARAGI S	6,960.35	6,264.32	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R4N	18X16X36 RV GARAGI S	6,329.05	5,636.15	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R4T	18X16X36 RV GARAGI S	6,960.35	6,264.32	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01834R4W	18X16X36 RV GARAGI S	6,960.35	6,264.32	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R3G	18X16X40 RV GARAGI S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R3N	18X16X40 RV GARAGI S	7,270.65	6,543.59	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R3T	18X16X40 RV GARAGI S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R3W	18X16X40 RV GARAGI S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R4G	18X16X40 RV GARAGI S	7,414.03	6,672.63	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R4N	18X16X40 RV GARAGI S	6,739.93	6,065.94	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R4T	18X16X40 RV GARAGI S	7,414.03	6,672.63	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01836R4W	18X16X40 RV GARAGI S	7,414.03	6,672.63	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R3G	18X16X48 RV GARAGI S	8,826.43	7,943.79	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R3N	18X16X48 RV GARAGI S	8,023.93	7,221.54	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R3T	18X16X48 RV GARAGI S	8,826.43	7,943.79	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R3W	18X16X48 RV GARAGI S	8,826.43	7,943.79	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R4G	18X16X48 RV GARAGI S	9,260.85	8,334.77	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R4N	18X16X48 RV GARAGI S	7,446.13	6,701.52	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R4T	18X16X48 RV GARAGI S	8,190.85	7,371.77	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01838R4W	18X16X48 RV GARAGI S	8,190.85	7,371.77	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R3G	18X16X52 RV GARAGI S	9,168.83	8,251.95	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R3N	18X16X52 RV GARAGI S	8,334.23	7,500.81	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R3T	18X16X52 RV GARAGI S	9,168.83	8,251.95	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R3W	18X16X52 RV GARAGI S	9,168.83	8,251.95	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R4G	18X16X52 RV GARAGI S	8,505.43	7,654.89	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R4N	18X16X52 RV GARAGI S	8,505.43	7,654.89	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R4T	18X16X52 RV GARAGI S	8,505.43	7,654.89	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01840R4W	18X16X52 RV GARAGI S	8,505.43	7,654.89	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01900R4G	80X8X12 MINI GARAGI S	1,047.53	942.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01900R4N	80X8X12 MINI GARAGI S	946.95	852.26	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01900R4T	80X8X12 MINI GARAGI S	1,047.53	942.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB01900R4W	80X8X12 MINI GARAGI S	1,047.53	942.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4G	100X8X18 MINI GARAG S	1,321.45	1,189.31	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4N	100X8X18 MINI GARAG S	1,197.33	1,077.60	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4T	100X8X18 MINI GARAG S	1,321.45	1,189.31	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4W	100X8X18 MINI GARAG S	1,321.45	1,189.31	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4G	120X8X24 BOAT HOU S	2,171.03	1,953.93	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4N	120X8X24 BOAT HOU S	2,171.03	1,953.93	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4T	120X8X24 BOAT HOU S	2,171.03	1,953.93	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4W	120X8X24 BOAT HOU S	1,978.43	1,780.59	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02000R4G	18X10X24 BOAT HOU S	2,958.55	2,662.70	**Custom length structures available for an additional fee: NPA Price/running ft+15%

[illegible]

PB02600R4C	26X12X40 MANURE/	\$	5,451.65	\$	4,906.49	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02600R4W	26X12X40 MANURE/	\$	5,669.93	\$	5,102.94	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02602R4C	26X12X100 MANURE/	\$	11,683.33	\$	10,515.00	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02602R4W	26X12X100 MANURE/	\$	12,149.85	\$	10,934.87	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02604R4C	26X12X200 MANURE/	\$	20,774.05	\$	18,696.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02604R4W	26X12X200 MANURE/	\$	21,612.93	\$	19,451.64	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02700R4	18X20 CALF MOOTEL	\$	1,871.43	\$	1,684.29	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02700R4W	18X20 CALF MOOTEL	\$	2,245.93	\$	2,021.34	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02702R4	18X24 CALF MOOTEL	\$	2,070.45	\$	1,863.41	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02702R4W	18X24 CALF MOOTEL	\$	2,669.65	\$	2,402.69	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02704R4	18X28 CALF MOOTEL	\$	2,363.63	\$	2,127.27	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02704R4W	18X28 CALF MOOTEL	\$	3,091.23	\$	2,782.11	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02706R4	18X36 CALF MOOTEL	\$	2,958.55	\$	2,662.70	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02706R4W	18X36 CALF MOOTEL	\$	4,043.53	\$	3,639.18	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02708R4	18X40 CALF MOOTEL	\$	3,354.45	\$	3,019.01	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02708R4W	18X40 CALF MOOTEL	\$	4,353.83	\$	3,918.45	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02710R4	18X20 CALF MOOTEL	\$	2,872.95	\$	2,585.66	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02710R4W	18X20 CALF MOOTEL	\$	4,510.05	\$	4,059.05	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02712R4	18X24 CALF MOOTEL	\$	3,172.55	\$	2,855.30	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02712R4W	18X24 CALF MOOTEL	\$	4,777.55	\$	4,299.80	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02714R4	18X28 CALF MOOTEL	\$	3,487.73	\$	3,138.42	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02714R4W	18X28 CALF MOOTEL	\$	5,055.75	\$	4,550.18	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02716R4	18X36 CALF MOOTEL	\$	4,028.55	\$	3,625.70	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02716R4W	18X36 CALF MOOTEL	\$	5,616.43	\$	5,054.79	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02718R4	18X40 CALF MOOTEL	\$	4,296.05	\$	3,866.45	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02718R4W	18X40 CALF MOOTEL	\$	5,901.05	\$	5,310.95	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02720R3	26X24 CALF MOOTEL	\$	2,819.45	\$	2,537.51	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02720R3W	26X24 CALF MOOTEL	\$	3,654.05	\$	3,288.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02724R3	26X30 CALF MOOTEL	\$	3,519.23	\$	3,167.31	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02724R3W	26X30 CALF MOOTEL	\$	4,214.73	\$	3,793.26	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02726R3	26X36 CALF MOOTEL	\$	4,139.83	\$	3,725.85	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02726R3W	26X36 CALF MOOTEL	\$	4,920.93	\$	4,428.84	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02727R3	26X42 CALF MOOTEL	\$	4,563.55	\$	4,107.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02727R3W	26X42 CALF MOOTEL	\$	5,473.05	\$	4,925.75	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02729R3	26X48 CALF MOOTEL	\$	4,963.73	\$	4,467.36	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02729R3W	26X48 CALF MOOTEL	\$	5,901.05	\$	5,310.95	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02730R3	26X24 CALF MOOTEL	\$	3,990.03	\$	3,591.03	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02730R3W	26X24 CALF MOOTEL	\$	6,040.15	\$	5,436.14	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02732R3	26X30 CALF MOOTEL	\$	4,563.55	\$	4,107.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02732R3W	26X30 CALF MOOTEL	\$	6,468.15	\$	5,821.34	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02736R3	26X36 CALF MOOTEL	\$	5,023.65	\$	4,521.29	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02736R3W	26X36 CALF MOOTEL	\$	6,879.03	\$	6,191.73	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02739R3	26X42 CALF MOOTEL	\$	5,616.43	\$	5,054.79	**Custom length structures available for an additional fee: NPA Price/running ft+15%
PB02739R3W	26X42 CALF MOOTEL	\$	7,317.73	\$	6,585.96	**Custom length structures available for an additional fee: NPA Price/running ft+15%

P02908R4N	18X16x48 RV GARAGI S	7,114.43	6,402.99	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02908R4T	18X16x48 RV GARAGI S	7,114.43	6,402.99	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02908R4W	18X16x48 RV GARAGI S	6,478.85	5,830.97	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R3G	18X16x52 RV GARAGI S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R3N	18X16x52 RV GARAGI S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R3T	18X16x52 RV GARAGI S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R3W	18X16x52 RV GARAGI S	7,270.65	6,543.59	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R4G	18X16x52 RV GARAGI S	7,409.75	6,668.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R4N	18X16x52 RV GARAGI S	7,409.75	6,668.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R4T	18X16x52 RV GARAGI S	7,409.75	6,668.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P02910R4W	18X16x52 RV GARAGI S	6,739.93	6,065.94	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000R5G	12X20 STORAGE MST S	3,091.23	2,782.11	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000R5N	12X20 STORAGE MST S	2,808.75	2,527.88	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000R5T	12X20 STORAGE MST S	3,091.23	2,782.11	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000R5W	12X20 STORAGE MST S	3,091.23	2,782.11	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000Z9SG	12X25 STORAGE MST S	3,604.83	3,244.35	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000Z9SN	12X25 STORAGE MST S	3,273.13	2,945.82	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000Z9ST	12X25 STORAGE MST S	3,604.83	3,244.35	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03000Z9SW	12X25 STORAGE MST S	3,604.83	3,244.35	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P0300049SG	12X30 STORAGE MST S	4,343.13	3,908.82	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P0300049N	12X30 STORAGE MST S	3,953.65	3,558.29	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P0300049ST	12X30 STORAGE MST S	4,343.13	3,908.82	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P0300049SW	12X30 STORAGE MST S	4,343.13	3,908.82	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010R5SG	18X20 STORAGE MST S	4,092.75	3,683.48	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010R5N	18X20 STORAGE MST S	3,722.53	3,350.28	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010R5T	18X20 STORAGE MST S	4,092.75	3,683.48	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010R5W	18X20 STORAGE MST S	4,092.75	3,683.48	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R5G	18X25 STORAGE MST S	4,863.15	4,376.84	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R5N	18X25 STORAGE MST S	4,970.15	4,473.14	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R5T	18X25 STORAGE MST S	4,520.75	4,068.68	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R5W	18X25 STORAGE MST S	4,970.15	4,473.14	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03013R5G	18X25 STORAGE MST S	4,970.15	4,473.14	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03013R5N	18X30 STORAGE MST S	5,761.95	5,185.76	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03013R5T	18X30 STORAGE MST S	5,237.65	4,713.89	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03013R5W	18X30 STORAGE MST S	5,761.95	5,185.76	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R5G	18X35 STORAGE MST S	5,761.95	5,185.76	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R5N	18X35 STORAGE MST S	5,675.15	5,917.64	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R5T	18X35 STORAGE MST S	5,980.23	5,382.21	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R5W	18X35 STORAGE MST S	5,675.15	5,917.64	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03020R4G	24X24 STORAGE MST S	6,215.63	5,594.07	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03020R4N	24X24 STORAGE MST S	5,654.95	5,089.46	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03020R4T	24X24 STORAGE MST S	6,215.63	5,594.07	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03020R4W	24X24 STORAGE MST S	6,215.63	5,594.07	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03022R4G	24X28 STORAGE MST S	7,548.85	6,793.97	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03022R4N	24X28 STORAGE MST S	6,853.35	6,168.02	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03022R4T	24X28 STORAGE MST S	7,548.85	6,793.97	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03022R4W	24X28 STORAGE MST S	7,548.85	6,793.97	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03024R4G	24X32 STORAGE MST S	8,479.75	7,631.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03024R4N	24X32 STORAGE MST S	7,709.35	6,938.42	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03024R4T	24X32 STORAGE MST S	8,479.75	7,631.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03024R4W	24X32 STORAGE MST S	8,479.75	7,631.78	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03026R4G	24X36 STORAGE MST S	9,093.93	8,184.54	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03026R4N	24X36 STORAGE MST S	8,265.75	7,439.18	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03026R4T	24X36 STORAGE MST S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03026R4W	24X36 STORAGE MST S	7,991.83	7,192.65	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR3G	42X17X48 FREESTANT S	14,503.85	13,053.47	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR3N	42X17X48 FREESTANT S	14,503.85	13,053.47	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR3T	42X17X48 FREESTANT S	14,503.85	13,053.47	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR3W	42X17X48 FREESTANT S	13,181.33	11,863.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR4G	42X17X48 FREESTANT S	13,181.33	11,863.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR4N	42X17X48 FREESTANT S	13,181.33	11,863.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR4T	42X17X48 FREESTANT S	13,181.33	11,863.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03010OR4W	42X17X48 FREESTANT S	12,229.03	11,006.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R3G	42X17X60 FREESTANT S	17,814.43	16,032.99	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R3N	42X17X60 FREESTANT S	17,814.43	16,032.99	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R3T	42X17X60 FREESTANT S	17,814.43	16,032.99	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R3W	42X17X60 FREESTANT S	16,194.45	14,575.01	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R4G	42X17X60 FREESTANT S	16,194.45	14,575.01	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R4N	42X17X60 FREESTANT S	16,194.45	14,575.01	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R4T	42X17X60 FREESTANT S	16,194.45	14,575.01	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03012R4W	42X17X60 FREESTANT S	15,017.45	13,515.71	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R3G	42X17X72 FREESTANT S	20,671.33	18,604.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R3N	42X17X72 FREESTANT S	20,671.33	18,604.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R3T	42X17X72 FREESTANT S	20,671.33	18,604.20	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R3W	42X17X72 FREESTANT S	18,794.55	16,915.10	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R4G	42X17X72 FREESTANT S	18,794.55	16,915.10	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R4N	42X17X72 FREESTANT S	18,794.55	16,915.10	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R4T	42X17X72 FREESTANT S	18,794.55	16,915.10	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03014R4W	42X17X72 FREESTANT S	17,424.95	15,682.46	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03016R3G	42X17X96 FREESTANT S	26,338.05	23,704.25	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03016R3N	42X17X96 FREESTANT S	26,338.05	23,704.25	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03016R3T	42X17X96 FREESTANT S	26,338.05	23,704.25	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03016R3W	42X17X96 FREESTANT S	23,941.25	21,547.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03016R4G	42X17X96 FREESTANT S	23,941.25	21,547.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03016R4N	42X17X96 FREESTANT S	23,941.25	21,547.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%
P03016R4T	42X17X96 FREESTANT S	23,941.25	21,547.13	**Custom length structures available for an additional fee: NPA Price/running ft+15%

[illegible]

[illegible]

106650T	30'X15'TAN 12.5OZ.EI	\$	786.45	\$	707.81
106650T80	30'X15'TAN 12.5OZ.EI	\$	919.13	\$	827.22
106650W	30'X15'WHITE 12.5OZ	\$	786.45	\$	707.81
106650W80	30'X15'WHITE 12.5OZ	\$	919.13	\$	827.22
106651G	34'X17'4"GRAY 12.5O	\$	983.33	\$	885.00
106651G80	34'X17'4"GRAY 12.5O	\$	1,150.25	\$	1,035.23
106651N	34'X17'4"GREEN 12.5	\$	983.33	\$	885.00
106651N80	34'X17'4"GREEN 12.5	\$	1,150.25	\$	1,035.23
106651T	34'X17'4" TAN 12.5OZ	\$	983.33	\$	885.00
106651T80	34'X17'4" TAN 12.5OZ	\$	1,150.25	\$	1,035.23
106651W	34'X17'4"WHITE 12.5	\$	983.33	\$	885.00
106651W80	34'X17'4"WHITE 12.5	\$	1,150.25	\$	1,035.23
106652G	38'X15'GRAY 12.5OZ.I	\$	983.33	\$	885.00
106652G80	38'X15'GRAY 12.5OZ.I	\$	1,150.25	\$	1,035.23
106652N	38'X15'GREEN 12.5OZ	\$	983.33	\$	885.00
106652N80	38'X15'GREEN 12.5OZ	\$	1,150.25	\$	1,035.23
106652T	38'X15'TAN 12.5OZ.EI	\$	983.33	\$	885.00
106652T80	38'X15'TAN 12.5OZ.EI	\$	1,150.25	\$	1,035.23
106652W	38'X15'WHITE 12.5OZ	\$	983.33	\$	885.00
106652W80	38'X15'WHITE 12.5OZ	\$	1,150.25	\$	1,035.23
106653G	38'X19'GRAY 12.5OZ.I	\$	1,315.03	\$	1,183.53
106653G80	38'X19'GRAY 12.5OZ.I	\$	1,385.65	\$	1,247.09
106653N	38'X19'GREEN 12.5OZ	\$	1,315.03	\$	1,183.53
106653N80	38'X19'GREEN 12.5OZ	\$	1,385.65	\$	1,247.09
106653T	38'X19'TAN 12.5OZ.EI	\$	1,315.03	\$	1,183.53
106653T80	38'X19'TAN 12.5OZ.EI	\$	1,385.65	\$	1,247.09
106653W	38'X19'WHITE 12.5OZ	\$	1,315.03	\$	1,183.53
106653W80	38'X19'WHITE 12.5OZ	\$	1,385.65	\$	1,247.09
106654G	42'X17'3" GRAY 12.5C	\$	1,203.75	\$	1,083.38
106654G80	42'X17'3" GRAY 12.5C	\$	1,422.03	\$	1,279.83
106654N	42'X17'3" GREEN 12.5	\$	1,203.75	\$	1,083.38
106654N80	42'X17'3" GREEN 12.5	\$	1,422.03	\$	1,279.83
106654T	42'X17'3" TAN 12.5OZ	\$	1,203.75	\$	1,083.38
106654T80	42'X17'3" TAN 12.5OZ	\$	1,422.03	\$	1,279.83
106654W	42'X17'3" WHITE 12.5	\$	1,203.75	\$	1,083.38
106654W80	42'X17'3" WHITE 12.5	\$	1,422.03	\$	1,279.83
106655G	42'X21'3" GRAY 12.5C	\$	1,449.85	\$	1,304.87
106655G80	42'X21'3" GRAY 12.5C	\$	1,657.43	\$	1,491.69
106655N	42'X21'3" GREEN 12.5	\$	1,449.85	\$	1,304.87
106655N80	42'X21'3" GREEN 12.5	\$	1,657.43	\$	1,491.69
106655T	42'X21'3" TAN 12.5OZ	\$	1,449.85	\$	1,304.87
106655T80	42'X21'3" TAN 12.5OZ	\$	1,657.43	\$	1,491.69
106655W	42'X21'3" WHITE 12.5	\$	1,449.85	\$	1,304.87
106655W80	42'X21'3" WHITE 12.5	\$	1,657.43	\$	1,491.69
106660T	TAN 75"H X 15"1"L SI	\$	658.05	\$	592.25
106792G	GRAY END FRAME KIT	\$	1,668.13	\$	1,501.32
106792N	GREEN END FRAME KIT	\$	1,668.13	\$	1,501.32
106792T	TAN END FRAME KIT	\$	1,668.13	\$	1,501.32
106792W	WHITE END FRAME KIT	\$	1,668.13	\$	1,501.32
106793G	GRAY END FRAME KIT	\$	4,028.55	\$	3,625.70
106793N	GREEN END FRAME KIT	\$	4,028.55	\$	3,625.70
106793T	TAN END FRAME KIT	\$	4,028.55	\$	3,625.70
106793W	WHITE END FRAME KIT	\$	4,028.55	\$	3,625.70
107415P	20'MOO-TEL END PA	\$	315.65	\$	284.09
107415PD	20' END PANEL 10 OZ	\$	679.45	\$	611.51
107416P	26'MOO-TEL END PA	\$	401.25	\$	361.13
107416PD	26' END PANEL 10 OZ	\$	775.75	\$	698.18
107417P	30'MOO-TEL END PA	\$	512.53	\$	461.28
107417PD	30' END PANEL 10 OZ	\$	861.35	\$	775.22
107417SD	30' END PANEL 70% BI	\$	844.23	\$	759.81
107886	INSTALLATION KIT FO	\$	-	\$	-
107887	INSTALLATION KIT FO	\$	-	\$	-
107888	INSTALLATION KIT FO	\$	-	\$	-
107889	INSTALLATION KIT FO	\$	-	\$	-
107890	INSTALLATION KIT FO	\$	-	\$	-
107891	INSTALLATION KIT FO	\$	-	\$	-
107892	INSTALLATION KIT FO	\$	-	\$	-
107893	INSTALLATION KIT FO	\$	-	\$	-
107894	INSTALLATION KIT FO	\$	-	\$	-
107895	INSTALLATION KIT FO	\$	-	\$	-
107896	INSTALLATION KIT FO	\$	-	\$	-
107897	INSTALLATION KIT FO	\$	-	\$	-
107898	INSTALLATION KIT FO	\$	-	\$	-
107899	INSTALLATION KIT FO	\$	-	\$	-
108232T	18'TAN ENDPANEL/LC	\$	326.35	\$	293.72
108232W	18'WHITE ENDPANEL	\$	48.15	\$	43.34
108233W	24'WHITE ENDPANEL	\$	384.13	\$	345.72
108233WZ	24'WHITE ZIPPERED E	\$	576.73	\$	519.06
108234T	30'TAN ENDPANEL/LC	\$	630.23	\$	567.21
108234W	30'WHITE ENDPANEL	\$	576.73	\$	519.06
108234WZ	30'WHITE ZIPPERED E	\$	765.05	\$	688.55
108235N	12' GABLE END GREEN	\$	341.33	\$	307.20
108235T	12' GABLE END TAN/V	\$	230.05	\$	207.05
108235TZ	12' GABLE END TAN V	\$	373.43	\$	336.09
108236G	18' GABLE END GRAY	\$	298.53	\$	268.68
108236GZ	18' GABLE END GRAY	\$	426.93	\$	384.24
108236W	18' GABLE END WHITE	\$	379.85	\$	341.87

108236WZ	18' GABLE END WHIT	\$ 390.55	\$ 351.50
108237W	24' GABLE END WHIT	\$ 390.55	\$ 351.50
108238N	30' GABLE END GREY	\$ 326.35	\$ 293.72
108238W	30' GABLE END WHIT	\$ 326.35	\$ 293.72
108238WZ	30' GABLE END WHIT	\$ 448.33	\$ 403.50
108313SN	20'ECONO SOLID ENC	\$ 315.65	\$ 284.09
108313SNZ	20'ECONO ZIPPER ENI	\$ 512.53	\$ 461.28
108313SW	20'ECONO SOLID ENC	\$ 315.65	\$ 284.09
108313SWZ	20'ECONO ZIPPER ENI	\$ 512.53	\$ 461.28
108313TN	20'ECONO SOLID ENC	\$ 379.85	\$ 341.87
108313TNZ	20'ECONO ZIPPER ENI	\$ 576.73	\$ 519.06
108313TW	20'ECONO SOLID ENC	\$ 379.85	\$ 341.87
108313TWZ	20'ECONO ZIPPER ENI	\$ 576.73	\$ 519.06
108314SN	26'ECONO SOLID ENC	\$ 394.83	\$ 355.35
108314SNZ	26'ECONO ZIPPER ENI	\$ 604.55	\$ 544.10
108314SW	26'ECONO SOLID ENC	\$ 394.83	\$ 355.35
108314SWZ	26'ECONO ZIPPER ENI	\$ 604.55	\$ 544.10
108314TN	26'ECONO SOLID ENC	\$ 437.63	\$ 393.87
108314TNZ	26'ECONO ZIPPER ENI	\$ 679.45	\$ 611.51
108314TW	26'ECONO SOLID ENC	\$ 437.63	\$ 393.87
108314TWZ	26'ECONO ZIPPER ENI	\$ 679.45	\$ 611.51
108315SN	30'ECONO SOLID ENC	\$ 491.13	\$ 442.02
108315SNZ	30'ECONO ZIPPER ENI	\$ 850.65	\$ 765.59
108315SW	30'ECONO SOLID ENC	\$ 491.13	\$ 442.02
108315SWZ	30'ECONO ZIPPER ENI	\$ 801.43	\$ 721.29
108315TN	30'ECONO SOLID ENC	\$ 593.85	\$ 534.47
108315TNZ	30'ECONO ZIPPER ENI	\$ 957.65	\$ 861.89
108315TW	30'ECONO SOLID ENC	\$ 593.85	\$ 534.47
108315TWZ	30'ECONO ZIPPER ENI	\$ 957.65	\$ 861.89
108476W4	END PANEL FOR 36"W	\$ 1,272.23	\$ 1,145.01
108476W480	36'X20'2" WHITE PON	\$ 1,422.03	\$ 1,279.83
108476W8	END PANEL FOR 36"W	\$ 1,315.03	\$ 1,183.53
108476W6	END PANEL FOR 36"W	\$ 1,310.75	\$ 1,179.68
108476W680	36'X22'2" WHITE PON	\$ 1,503.35	\$ 1,353.02
108701	36'WX20'2"H STEEL E	\$ 1,374.95	\$ 1,237.46
108702	36'WX22'2"H STEEL E	\$ 1,475.53	\$ 1,327.98
108703	36'WX24'2"H STEEL E	\$ 1,614.63	\$ 1,453.17
108985W	END PANEL FOR 36"W	\$ 1,208.03	\$ 1,087.23
112099G	34'X13'4"GRAY 12.50	\$ 908.43	\$ 817.59
112099G80	34'X13'4"GRAY 12.50	\$ 1,064.65	\$ 958.19
112099N	34'X13'4"GREEN 12.5	\$ 908.43	\$ 817.59
112099N80	34'X13'4"GREEN 12.5	\$ 1,064.65	\$ 958.19
112099T	34'X13'4"GRAY 12.50Z	\$ 908.43	\$ 817.59
112099T80	34'X13'4"GRAY 12.50Z	\$ 1,064.65	\$ 958.19
112099W	34'X13'4"WHITE 12.5	\$ 908.43	\$ 817.59
112099W80	34'X13'4"WHITE 12.5	\$ 1,064.65	\$ 958.19
115111	30'WX19'H STEEL ENI	\$ 1,214.45	\$ 1,093.01
115112	34'WX21'4"H STEEL E	\$ 1,332.15	\$ 1,198.94
115113G	30'WX19'H END PANE	\$ 1,026.13	\$ 923.52
115113G80	30'WX19'H END PANE	\$ 1,150.25	\$ 1,035.23
115113N	30'WX19'H END PANE	\$ 1,026.13	\$ 923.52
115113N80	30'WX19'H END PANE	\$ 1,150.25	\$ 1,035.23
115113T	30'WX19'H END PANE	\$ 1,026.13	\$ 923.52
115113T80	30'WX19'H END PANE	\$ 1,150.25	\$ 1,035.23
115113W	30'WX19'H END PANE	\$ 1,026.13	\$ 923.52
115113W80	30'WX19'H END PANE	\$ 1,150.25	\$ 1,035.23
115114G	34'WX21'4"H END P/	\$ 1,203.75	\$ 1,083.38
115114G80	34'WX21'4"H END P/	\$ 1,374.95	\$ 1,237.46
115114N	34'WX21'4"H END P/	\$ 1,203.75	\$ 1,083.38
115114N80	34'WX21'4"H END P/	\$ 1,374.95	\$ 1,237.46
115114T	34'WX21'4"H END P/	\$ 1,203.75	\$ 1,083.38
115114T80	34'WX21'4"H END P/	\$ 1,374.95	\$ 1,237.46
115114W	34'WX21'4"H END P/	\$ 1,203.75	\$ 1,083.38
115114W80	34'WX21'4"H END P/	\$ 1,374.95	\$ 1,237.46
115408G	GRAY END FRAME KIT	\$ 1,668.13	\$ 1,501.32
115408N	GREEN END FRAME K	\$ 1,668.13	\$ 1,501.32
115408T	TAN END FRAME KIT/	\$ 1,668.13	\$ 1,501.32
115408W	WHITE END FRAME KI	\$ 1,668.13	\$ 1,501.32
115409G	GRAY END FRAME KIT	\$ 4,028.55	\$ 3,625.70
115409N	GREEN END FRAME K	\$ 4,028.55	\$ 3,625.70
115409T	TAN END FRAME KIT \	\$ 4,028.55	\$ 3,625.70
115409W	WHITE END FRAME KI	\$ 4,028.55	\$ 3,625.70
18CPGEMG	18' GABLE END FOR C	\$ 230.05	\$ 207.05
18CPGEMN	18' GABLE END FOR C	\$ 230.05	\$ 207.05
18CPGEMT	18' GABLE END FOR C	\$ 230.05	\$ 207.05
18CPGEMW	18' GABLE END FOR C	\$ 230.05	\$ 207.05
18CPGESCV	18'GABLE END SMALL	\$ 384.13	\$ 345.72
18CPGESG	18' GABLE END FOR C	\$ 212.93	\$ 191.64
18CPGESN	18' GABLE END FOR C	\$ 212.93	\$ 191.64
18CPGEST	18' GABLE END FOR C	\$ 212.93	\$ 191.64
18CPGESW	18' GABLE END FOR C	\$ 212.93	\$ 191.64
18GECCT10	GABLE END 18' COM	\$ 262.15	\$ 235.94
18GECCT10Z	GABLE END 18'W GR	\$ 394.83	\$ 355.35
18GECCTN10	GABLE END 18' COM	\$ 369.15	\$ 332.24
18GECCTN10Z	GABLE END 18'W GRE	\$ 394.83	\$ 355.35
18GECCTT10	GABLE END 18' COM	\$ 369.15	\$ 332.24
18GECCTT10Z	GABLE END 18'W TAN	\$ 394.83	\$ 355.35

18GECW10	GABLE END 18' COM	\$	272.85	\$	245.57
18GECW10Z	GABLE END 18'W WH	\$	394.83	\$	355.35
18GEPN10	GABLE END PORTABU	\$	159.43	\$	143.49
18GEPN10Z	18'GBL END GRN W/Z	\$	283.55	\$	255.20
18GEPW10	GABLE END PORTABU	\$	170.13	\$	153.12
18GEPW10Z	18'GBL END WHT W/Z	\$	294.25	\$	264.83
24CPGEMN	24' GABLE END FOR C	\$	277.13	\$	249.42
24CPGEMT	24' GABLE END FOR C	\$	277.13	\$	249.42
24CPGEMW	24' GABLE END FOR C	\$	277.13	\$	249.42
24CPGESCV	24'GABLE END SMALL	\$	469.73	\$	422.76
24CPGESG	24' GABLE END FOR C	\$	251.45	\$	226.31
24CPGESN	24' GABLE END FOR C	\$	251.45	\$	226.31
24CPGEST	24' GABLE END FOR C	\$	251.45	\$	226.31
24CPGESW	24' GABLE END FOR C	\$	251.45	\$	226.31

CUSTOM COVER	MSRP		N/A	
	PRICE/SQ FT		PRICE/SQ FT	
109056W	CUSTOM COVER 5.20	\$ 0.55	\$	0.50
105703	CUSTOM COVER 7.5 C	\$ 0.84	\$	0.76
105702	CUSTOM COVER 10.0	\$ 0.89	\$	0.80
103541	CUSTOM COVER 12.5	\$ 1.25	\$	1.13
107361	CUSTOM COVER 12.5	\$ 2.19	\$	1.97
107358	CUSTOM COVER 22.0	\$ 2.89	\$	2.60
105704	CLRSPN CSTM SOLID I	\$ 0.91	\$	0.82
105705	CLRSPN CSTM SOLID I	\$ 0.79	\$	0.71
103540	CUSTOM SOLID END I	\$ 1.25	\$	1.13
107360	22 OZ VINYL CUSTOM	\$ 2.89	\$	2.60
107362	12-5 OZ FR WHITE CU	\$ 2.26	\$	2.03
109055B	CLRSPN CSTM SOLID I	\$ 0.55	\$	0.50
109055W	CLRSPN CSTM SOLID I	\$ 0.55	\$	0.50
**	CUSTOM COVER STA	\$ 3.99	\$	3.59
***	CUSTOM END PANEL	\$ 3.99	\$	3.59
1315147	1.315 X147" SWAGED	\$ 23.49	\$	21.14

#### STOCK TRUSS BUILDINGS

TC0384020	ClearSpan™ Commod	\$ 10,295.00	\$ 9,265.50
TC0386020	ClearSpan™ Commod	\$ 13,295.00	\$ 11,965.50
TC0388020	ClearSpan™ Commod	\$ 16,295.00	\$ 14,665.50
TC0484020	ClearSpan™ Commod	\$ 14,995.00	\$ 13,495.50
TC0486020	ClearSpan™ Commod	\$ 19,495.00	\$ 17,545.50
TC0488020	ClearSpan™ Commod	\$ 23,995.00	\$ 21,595.50
TC0584020	ClearSpan™ Commod	\$ 16,995.00	\$ 15,295.50
TC0586020	ClearSpan™ Commod	\$ 21,495.00	\$ 19,345.50
TC0588020	ClearSpan™ Commod	\$ 26,995.00	\$ 24,295.50
TCE038SLD	Solid HD Commodity I	\$ 2,245.00	\$ 2,020.50
TCE048SLD	Solid HD Commodity I	\$ 3,095.00	\$ 2,785.50
TCE058SLD	Solid HD Commodity I	\$ 4,395.00	\$ 3,955.50
TCE03820SLDG	Solid HD Commodity I	\$ 1,249.00	\$ 1,124.10
TCE03840SLDG	Solid HD Commodity I	\$ 2,275.00	\$ 2,047.50
TCE04820SLDG	Solid HD Commodity I	\$ 1,319.00	\$ 1,187.10
TCE04840SLDG	Solid HD Commodity I	\$ 2,405.00	\$ 2,164.50
TCE05820SLDG	Solid HD Commodity I	\$ 1,469.00	\$ 1,322.10
TCE05840SLDG	Solid HD Commodity I	\$ 2,675.00	\$ 2,407.50

GREENHOUSE STRUCTURES
-----------------------

BUILDING/ACCESSORY SKU		MSRP	NJPA
104711	GrowSpan Estate Elite Attached Greenhouse - 6'4"W x 8'3"H x 8'6"L	\$ 1,499.00	\$ 1,349.10
104713	GrowSpan Estate Elite Attached Greenhouse - 6'4"W x 8'3"H x 12'6"L	\$ 2,419.00	\$ 2,177.10
104715	GrowSpan Estate Elite Attached Greenhouse - 6'4"W x 8'3"H x 16'6"L	\$ 2,669.00	\$ 2,402.10
104712	Base for GrowSpan Estate Elite Attached Greenhouse Item# 104711	\$ 215.00	\$ 193.50
104714	Base for GrowSpan Estate Elite Attached Greenhouse Item# 104713	\$ 235.00	\$ 211.50
104716	Base for GrowSpan Estate Elite Attached Greenhouse Item# 104715	\$ 245.00	\$ 220.50
104883	GrowSpan Gothic HobbyPro Greenhouse - 12"W x 8'H x 16'L	\$ 1,755.00	\$ 1,579.50
104884	GrowSpan Gothic HobbyPro Greenhouse - 12"W x 8'H x 20'L	\$ 1,959.00	\$ 1,763.10
104885	GrowSpan Gothic HobbyPro Greenhouse - 12"W x 8'H x 24'L	\$ 2,139.00	\$ 1,925.10
104886	GrowSpan Gothic HobbyPro Greenhouse - 14"W x 8'H x 16'L	\$ 2,115.00	\$ 1,903.50
104887	GrowSpan Gothic HobbyPro Greenhouse - 14"W x 8'H x 20'L	\$ 2,295.00	\$ 2,065.50
104888	GrowSpan Gothic HobbyPro Greenhouse - 14"W x 8'H x 24'L	\$ 2,489.00	\$ 2,240.10
104889	GrowSpan Gothic HobbyPro Greenhouse - 16"W x 8'H x 16'L	\$ 2,459.00	\$ 2,213.10
104890	GrowSpan Gothic HobbyPro Greenhouse - 16"W x 8'H x 20'L	\$ 2,569.00	\$ 2,312.10
104891	GrowSpan Gothic HobbyPro Greenhouse - 16"W x 8'H x 24'L	\$ 2,675.00	\$ 2,407.50
104877	GrowSpan™ Round HobbyPro Greenhouse - 12"W x 8'H x 16'L	\$ 1,595.00	\$ 1,435.50

104878	GrowSpan™ Round HobbyPro Greenhouse - 12'W x 8'H x 20'L	\$	1,775.00	\$	1,597.50
104879	GrowSpan™ Round HobbyPro Greenhouse - 14'W x 8'H x 16'L	\$	1,859.00	\$	1,673.10
104880	GrowSpan™ Round HobbyPro Greenhouse - 14'W x 8'H x 20'L	\$	2,035.00	\$	1,831.50
104881	GrowSpan™ Round HobbyPro Greenhouse - 16'W x 8'H x 16'L	\$	2,035.00	\$	1,831.50
104882	GrowSpan™ Round HobbyPro Greenhouse - 16'W x 8'H x 20'L	\$	2,345.00	\$	2,110.50
102848	GrowSpan™ Round HobbyPro Greenhouse - 12'W x 8'H x 24'L	\$	1,939.00	\$	1,745.10
103556	GrowSpan™ Round HobbyPro Greenhouse - 14'W x 8'H x 24'L	\$	2,229.00	\$	2,006.10
103557	GrowSpan™ Round HobbyPro Greenhouse - 16'W x 8'H x 24'L	\$	2,539.00	\$	2,285.10
104603	GrowSpan Estate Elite Greenhouse - 9'1"W x 8'3"H x 9'9"L	\$	4,265.00	\$	3,838.50
104604	Steel Base for 104603 14' x 9' 60% Black Knitted	\$	255.00	\$	229.50
104579	Shade Panel GrowSpan Estate Elite Greenhouse - 9'1"W x 8'3"H x 12'2"L	\$	103.95	\$	93.56
104605	Steel Base for 104605 14' x 12' 60% Black Knitted	\$	2,935.00	\$	2,641.50
104243	Shade Panel for 104605 GrowSpan Estate Elite Greenhouse	\$	285.00	\$	256.50
104609	Steel Base for 104609 18' x 16' 60% Black Knitted	\$	138.95	\$	125.06
104610	Shade Panel for 104609 & 104564	\$	5,455.00	\$	4,909.50
104581	GrowSpan Estate Elite Greenhouse - 11'8"W x 8'10"H x 24'8"L	\$	369.00	\$	332.10
104611	Steel Base for 104611 18' x 24' 60% Black Knitted	\$	189.95	\$	170.96
104612	Shade Panel 18" Ground stake	\$	5,199.00	\$	4,679.10
104244	31" Super Strap	\$	389.00	\$	350.10
103600	Ground Anchor	\$	224.95	\$	202.46
fa1415		\$	5.45	\$	4.91
104778		\$	1.84	\$	1.66
		\$	16.95	\$	15.26

	GrowSpan Estate Hobby				
103846	Small Greenhouse - 7'2"W				
	x 6'3"H x 9'9"L	\$	1,229.00	\$	1,106.10
103847	Base for 103846	\$	175.00	\$	157.50
	10' x 10' 60% Black Knitted				
104242	Shade Panel	\$	82.95	\$	74.66
	GrowSpan Estate Hobby				
	Medium Greenhouse -				
104558	9'1"W x 7'3"H x 9'9"L	\$	1,709.00	\$	1,538.10
104559	Steel Base for 104558	\$	225.00	\$	202.50
	GrowSpan Estate Hobby				
	Large Greenhouse - 9'1"W				
103993	x 7'3"H x 12'2"L	\$	2,195.00	\$	1,975.50
103994	Steel Base for 103993	\$	249.00	\$	224.10
	GrowSpan Estate Pro Large				
	Greenhouse - 11'8"W x				
103967	8'10"H x 24'8"L	\$	5,969.00	\$	5,372.10
	GrowSpan Estate Pro				
	Medium Greenhouse -				
104564	11'8"W x 8'10"H x 16'6"L	\$	4,835.00	\$	4,351.50
103968	Steel Base for 103967	\$	379.00	\$	341.10
104565	Steel Base for 104564	\$	299.00	\$	269.10
	Solar-Powered Vent				
104037	Opener	\$	75.95	\$	68.36
	Replacement Cylinder For				
	Solar-Powered Vent				
113665	Opener	\$	26.00	\$	23.40
	GrowSpan Gothic Pro				
	Greenhouse System - 14'W				
104840	x 16'L	\$	4,589.00	\$	4,130.10
	GrowSpan Gothic Pro				
	Greenhouse System - 14'W				
104841	x 20'L	\$	5,099.00	\$	4,589.10
	GrowSpan Gothic Pro				
	Greenhouse System - 14'W				
104842	x 24'L	\$	5,515.00	\$	4,963.50
	GrowSpan Gothic Pro				
	Greenhouse System - 14'W				
104843	x 28'L	\$	5,889.00	\$	5,300.10
	GrowSpan Gothic Pro				
	Greenhouse System - 16'W				
104844	x 20'L	\$	5,415.00	\$	4,873.50
	GrowSpan Gothic Pro				
	Greenhouse System - 16'W				
104845	x 24'L	\$	5,889.00	\$	5,300.10
	GrowSpan Gothic Pro				
	Greenhouse System - 16'W				
104846	x 28'L	\$	6,325.00	\$	5,692.50
	GrowSpan Gothic Pro				
	Greenhouse System - 16'W				
104847	x 32'L	\$	6,475.00	\$	5,827.50

104848	GrowSpan Gothic Pro Greenhouse System - 18'W x 20'L	\$	5,789.00	\$	5,210.10
104849	GrowSpan Gothic Pro Greenhouse System - 18'W x 24'L	\$	6,105.00	\$	5,494.50
104850	GrowSpan Gothic Pro Greenhouse System - 18'W x 28'L	\$	6,325.00	\$	5,692.50
104851	GrowSpan Gothic Pro Greenhouse System - 18'W x 32'L	\$	6,719.00	\$	6,047.10
104852	GrowSpan Gothic Pro Greenhouse System - 18'W x 36'L	\$	7,069.00	\$	6,362.10
105105	Double door kit	\$	795.00	\$	715.50
104706	Single door Kit	\$	389.00	\$	350.10
105134	Sliding Double Door Kit	\$	569.00	\$	512.10
106185	GrowSpan Round Premium Corrugated Greenhouse - 20'W x 10'H x 20'L	\$	6,739.00	\$	6,065.10
106186	GrowSpan Round Premium Corrugated Greenhouse - 20'W x 10'H x 24'L	\$	7,365.00	\$	6,628.50
106187	GrowSpan Round Premium Corrugated Greenhouse - 20'W x 10'H x 36'L	\$	8,999.00	\$	8,099.10
106188	GrowSpan Round Premium Corrugated Greenhouse - 20'W x 10'H x 48'L	\$	10,706.00	\$	9,635.40
104933	GrowSpan Round Premium Corrugated Greenhouse - 26'W x 12'H x 28'L	\$	8,999.00	\$	8,099.10
104934	GrowSpan Round Premium Corrugated Greenhouse - 26'W x 12'H x 36'L	\$	10,125.00	\$	9,112.50
104935	GrowSpan Round Premium Corrugated Greenhouse - 26'W x 12'H x 48'L	\$	13,285.00	\$	11,956.50
104936	GrowSpan Round Premium Corrugated Greenhouse - 26'W x 12'H x 60'L	\$	14,239.00	\$	12,815.10
106265	GrowSpan Round Premium Corrugated Greenhouse - 30'W x 12'H x 36'L	\$	10,819.00	\$	9,737.10
106266	GrowSpan Round Premium Corrugated Greenhouse - 30'W x 12'H x 48'L	\$	14,169.00	\$	12,752.10
106267	GrowSpan Round Premium Corrugated Greenhouse - 30'W x 12'H x 60'L	\$	14,465.00	\$	13,018.50

106268	GrowSpan Round Premium Corrugated Greenhouse - 30'W x 12'H x 72'L	\$	14,785.00	\$	13,306.50
GS052020	Series 500 Tall Greenhouse - 20'W x 20'L Double Layer	\$	2,815.00	\$	2,533.50
GS052024	Series 500 Tall Greenhouse - 20'W x 24'L Double Layer	\$	3,199.00	\$	2,879.10
GS052036	Series 500 Tall Greenhouse - 20'W x 36'L Double Layer	\$	4,325.00	\$	3,892.50
GS052048	Series 500 Tall Greenhouse - 20'W x 48'L Double Layer	\$	5,475.00	\$	4,927.50
GS052424	GrowSpan Series 500 Tall Greenhouse - 24'W x 24'L Double Layer	\$	3,339.00	\$	3,005.10
GS052436	GrowSpan Series 500 Tall Greenhouse - 24'W x 36'L Double Layer	\$	4,739.00	\$	4,265.10
GS052448	GrowSpan Series 500 Tall Greenhouse - 24'W x 48'L Double Layer	\$	5,995.00	\$	5,395.50
GS052460	GrowSpan Series 500 Tall Greenhouse - 24'W x 60'L Double Layer	\$	7,259.00	\$	6,533.10
GS052472	GrowSpan Series 500 Tall Greenhouse - 24'W x 72'L Double Layer	\$	8,515.00	\$	7,663.50
GS053036	GrowSpan Series 500 Tall Greenhouse - 30'W x 36'L Double Layer	\$	5,315.00	\$	4,783.50
GS053048	GrowSpan Series 500 Tall Greenhouse - 30'W x 48'L Double Layer	\$	6,585.00	\$	5,926.50
GS053060	GrowSpan Series 500 Tall Greenhouse - 30'W x 60'L Double Layer	\$	7,855.00	\$	7,069.50
GS053072	GrowSpan Series 500 Tall Greenhouse - 30'W x 72'L Double Layer	\$	9,135.00	\$	8,221.50
GS053084	GrowSpan Series 500 Tall Greenhouse - 30'W x 84'L Double Layer	\$	10,399.00	\$	9,359.10
GS053096	GrowSpan Series 500 Tall Greenhouse - 30'W x 96'L Double Layer	\$	11,555.00	\$	10,399.50
GS053536	GrowSpan Series 500 Tall Greenhouse - 35'W x 36'L Double Layer	\$	5,775.00	\$	5,197.50

GS053548	GrowSpan Series 500 Tall Greenhouse - 35'W x 48'L Double Layer	\$	7,316.00	\$	6,584.40
GS053560	GrowSpan Series 500 Tall Greenhouse - 35'W x 60'L Double Layer	\$	8,855.00	\$	7,969.50
GS053572	GrowSpan Series 500 Tall Greenhouse - 35'W x 72'L Double Layer	\$	10,235.00	\$	9,211.50
GS053584	GrowSpan Series 500 Tall Greenhouse - 35'W x 84'L Double Layer	\$	11,555.00	\$	10,399.50
GS053596	GrowSpan Series 500 Tall Greenhouse - 35'W x 96'L Double Layer	\$	12,705.00	\$	11,434.50
GS054236	GrowSpan Series 500 Tall Greenhouse - 42'W x 36'L Double Layer	\$	6,929.00	\$	6,236.10
GS054248	GrowSpan Series 500 Tall Greenhouse - 42'W x 48'L Double Layer	\$	8,785.00	\$	7,906.50
GS054260	GrowSpan Series 500 Tall Greenhouse - 42'W x 60'L Double Layer	\$	10,629.00	\$	9,566.10
GS054272	GrowSpan Series 500 Tall Greenhouse - 42'W x 72'L Double Layer	\$	12,295.00	\$	11,065.50
GS054284	GrowSpan Series 500 Tall Greenhouse - 42'W x 84'L Double Layer	\$	13,859.00	\$	12,473.10
GS054296	GrowSpan Series 500 Tall Greenhouse - 42'W x 96'L Double Layer	\$	15,255.00	\$	13,729.50
BS5003036	GrowSpan Blackout Shade System Only - 30'W x 36'L	\$	13,895.00	\$	12,505.50
BS5003048	GrowSpan Blackout Shade System Only - 30'W x 48'L	\$	15,895.00	\$	14,305.50
BS5003060	GrowSpan Blackout Shade System Only - 30'W x 60'L	\$	17,895.00	\$	16,105.50
BS5003072	GrowSpan Blackout Shade System Only - 30'W x 72'L	\$	19,895.00	\$	17,905.50
BS5003084	GrowSpan Blackout Shade System Only - 30'W x 84'L	\$	21,895.00	\$	19,705.50
BS5003096	GrowSpan Blackout Shade System Only - 30'W x 96'L	\$	23,895.00	\$	21,505.50
BS50030120	GrowSpan Blackout Shade System Only - 30'W x 120'L	\$	26,995.00	\$	24,295.50
BS5003536	GrowSpan Blackout Shade System Only - 35'W x 36'L	\$	14,859.00	\$	13,373.10
BS5003548	GrowSpan Blackout Shade System Only - 35'W x 48'L	\$	16,929.00	\$	15,236.10

BS5003560	GrowSpan Blackout Shade System Only - 35'W x 60'L	\$	19,265.00	\$	17,338.50
BS5003572	GrowSpan Blackout Shade System Only - 35'W x 72'L	\$	20,965.00	\$	18,868.50
BS5003584	GrowSpan Blackout Shade System Only - 35'W x 84'L	\$	22,185.00	\$	19,966.50
BS5003596	GrowSpan Blackout Shade System Only - 35'W x 96'L	\$	24,255.00	\$	21,829.50
BS50035120	GrowSpan Blackout Shade System Only - 35'W x 120'L	\$	29,089.00	\$	26,180.10
GB053036	GrowSpan S500 Greenhouse Kit w/Blackout System - 30'W x 36'L	\$	24,929.00	\$	22,436.10
GB053048	GrowSpan S500 Greenhouse Kit w/Blackout System - 30'W x 48'L	\$	28,249.00	\$	25,424.10
GB053060	GrowSpan S500 Greenhouse Kit w/Blackout System - 30'W x 60'L	\$	31,779.00	\$	28,601.10
GB053072	GrowSpan S500 Greenhouse Kit w/Blackout System - 30'W x 72'L	\$	34,319.00	\$	30,887.10
GB053084	GrowSpan S500 Greenhouse Kit w/Blackout System - 30'W x 84'L	\$	38,039.00	\$	34,235.10
GB053096	GrowSpan S500 Greenhouse Kit w/Blackout System - 30'W x 96'L	\$	41,299.00	\$	37,169.10
GB0530120	GrowSpan S500 Greenhouse Kit w/Blackout System - 30'W x 120'L	\$	48,995.00	\$	44,095.50
GB053536	GrowSpan S500 Greenhouse Kit w/Blackout System - 35'W x 36'L	\$	28,429.00	\$	25,586.10
GB053548	GrowSpan S500 Greenhouse Kit w/Blackout System - 35'W x 48'L	\$	32,315.00	\$	29,083.50
GB053560	GrowSpan S500 Greenhouse Kit w/Blackout System - 35'W x 60'L	\$	36,439.00	\$	32,795.10

GB053572	GrowSpan S500 Greenhouse Kit w/Blackout System - 35'W x 72'L	\$	39,449.00	\$	35,504.10
GB053584	GrowSpan S500 Greenhouse Kit w/Blackout System - 35'W x 84'L	\$	43,789.00	\$	39,410.10
GB053596	GrowSpan S500 Greenhouse Kit w/Blackout System - 35'W x 96'L	\$	47,605.00	\$	42,844.50
GB0535120	GrowSpan S500 Greenhouse Kit w/Blackout System - 35'W x 120'L	\$	56,565.00	\$	50,908.50
GB053036PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 30'W x 36'L	\$	33,659.00	\$	30,293.10
GB053048PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 30'W x 48'L	\$	38,136.00	\$	34,322.40
GB053060PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 30'W x 60'L	\$	41,299.00	\$	37,169.10
GB053072PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 30'W x 72'L	\$	44,449.00	\$	40,004.10
GB053084PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 30'W x 84'L	\$	49,449.00	\$	44,504.10
GB053096PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 30'W x 96'L	\$	50,095.00	\$	45,085.50
GB0530120PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 30'W x 120'L	\$	53,585.00	\$	48,226.50
GB053536PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 35'W x 36'L	\$	38,205.00	\$	34,384.50
GB053548PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 35'W x 48'L	\$	43,389.00	\$	39,050.10

GB053560PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 35'W x 60'L	\$	47,099.00	\$	42,389.10
GB053572PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 35'W x 72'L	\$	50,799.00	\$	45,719.10
GB053584PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 35'W x 84'L	\$	56,569.00	\$	50,912.10
GB053596PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 35'W x 96'L	\$	57,459.00	\$	51,713.10
GB0535120PVEV	GrowSpan S500 Greenhouse w/Blackout Ventilation & Evap Cooling System - 35'W x 120'L	\$	68,325.00	\$	61,492.50
GS05KDR1SWT	GrowSpan Series 500 Door Kit - Single Swinging 8 mm Twin-Wall Polycarb	\$	419.00	\$	377.10
GS05KDR1SWC	GrowSpan Series 500 Door Kit - Single Swinging Corrugated Polycarb	\$	419.00	\$	377.10
GS05KDR1SLT	GrowSpan Series 500 Door Kit - Single Sliding 8 mm Twin-Wall Polycarb	\$	435.00	\$	391.50
GS05KDR1SLC	GrowSpan Series 500 Door Kit - Single Sliding Corrugated Polycarb	\$	415.00	\$	373.50
GS05KDR2SWT	GrowSpan Series 500 Door Kit - Double Swinging 8 mm Twin-Wall Polycarb	\$	795.00	\$	715.50
GS05KDR2SWC	GrowSpan Series 500 Door Kit - Double Swinging Corrugated Polycarb	\$	769.00	\$	692.10
GS05KDR2SLT	GrowSpan Series 500 Door Kit - Double Sliding 8 mm Twin-Wall Polycarb	\$	795.00	\$	715.50
GS05KDR2SLC	GrowSpan Series 500 Door Kit - Double Sliding Corrugated Polycarb	\$	415.00	\$	373.50
115021	GrowSpan Series 500 Door Kit - Double Swinging 8 mm Twin-Wall Blackout Polycarb	\$	749.00	\$	674.10
115020	GrowSpan Series 500 Door Kit - Single Swinging 8 mm Twin-Wall Blackout Polycarb	\$	389.00	\$	350.10

115709	Series 500 Black Out Door Kit - 3'W x 7'H	\$	895.00	\$	805.50
115710	Series 500 Black Out Door Kit - 4'W x 7'H	\$	1,795.00	\$	1,615.50
GB5KBEWT30D	Series 500 Black Out End Walls - 30'W w/Door Framing	\$	2,995.00	\$	2,695.50
GB5KBEWT30S	Series 500 Black Out End Walls - 30'W Solid	\$	2,795.00	\$	2,515.50
GS05KEW20G72	GrowSpan Series 500 Steel End Frame Kit - 20'W	\$	839.00	\$	755.10
GS05KEW24G72	GrowSpan Series 500 Steel End Frame Kit - 24'W	\$	945.00	\$	850.50
GS05KEW30G72	GrowSpan Series 500 Steel End Frame Kit - 30'W	\$	1,255.00	\$	1,129.50
GS05KEW35G72	GrowSpan Series 500 Steel End Frame Kit - 35'W	\$	1,365.00	\$	1,228.50
GS05KEW42G72	GrowSpan Series 500 Steel End Frame Kit - 42'W	\$	1,639.00	\$	1,475.10
GS05KRF20G72	GrowSpan Series 500 Rafter Kit - 20'W	\$	299.00	\$	269.10
GS05KRF24G72	GrowSpan Series 500 Rafter Kit - 24'W	\$	309.00	\$	278.10
GS05KRF30G72	GrowSpan Series 500 Rafter Kit - 30'W	\$	395.00	\$	355.50
GS05KRF35G72	GrowSpan Series 500 Rafter Kit - 35'W	\$	415.00	\$	373.50
GS05KRF42G72	GrowSpan Series 500 Rafter Kit - 42'W	\$	469.00	\$	422.10
GS05KSP20	GrowSpan Series 500 Rafter Support Kit Package - 20'W	\$	139.00	\$	125.10
GS05KSP24	GrowSpan Series 500 Rafter Support Kit Package - 24'W	\$	145.00	\$	130.50
GS05KSP30	GrowSpan Series 500 Rafter Support Kit Package - 30'W	\$	165.00	\$	148.50
GS05KSP35	GrowSpan Series 500 Rafter Support Kit Package - 35'W	\$	169.00	\$	152.10
GS05KSP42	GrowSpan Series 500 Rafter Support Kit Package - 42'W	\$	205.00	\$	184.50
GS05KC2Z2072	Zippered Clear Roll-Up Doors - 20'W 2-Zipper	\$	275.00	\$	247.50
GS05KC2Z2472	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 24'W 2-Zipper	\$	285.00	\$	256.50
GS05KC2Z3072	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 30'W 2-Zipper	\$	295.00	\$	265.50

GS05KC2Z3572	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 35'W 2-Zipper	\$	315.00	\$	283.50
GS05KC2Z4272	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 42'W 2-Zipper	\$	375.00	\$	337.50
GS05KC3Z2072	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 20'W 3-Zipper	\$	329.00	\$	296.10
GS05KC3Z2472	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 24'W 3-Zipper	\$	359.00	\$	323.10
GS05KC3Z3072	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 30'W 3-Zipper	\$	369.00	\$	332.10
GS05KC3Z3572	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 35'W 3-Zipper	\$	405.00	\$	364.50
GS05KC3Z4272	GrowSpan Series 500 Zippered Clear Roll-Up Doors - 42'W 3-Zipper	\$	459.00	\$	413.10
GS05KCC2072	Corrugated Polycarbonate End Package - 20'W	\$	785.00	\$	706.50
GS05KCC2472	Corrugated Polycarbonate End Package - 24'W	\$	829.00	\$	746.10
GS05KCC3072	Corrugated Polycarbonate End Package - 30'W	\$	975.00	\$	877.50
GS05KCC3572	Corrugated Polycarbonate End Package - 35'W	\$	1,119.00	\$	1,007.10
GS05KCC4272	Corrugated Polycarbonate End Package - 42'W	\$	1,345.00	\$	1,210.50
GS05KCT2072	GrowSpan Series 500 Twin- Wall Polycarbonate End Package - 20'W	\$	945.00	\$	850.50
GS05KCT2472	GrowSpan Series 500 Twin- Wall Polycarbonate End Package - 24'W	\$	1,045.00	\$	940.50
GS05KCT3072	GrowSpan Series 500 Twin- Wall Polycarbonate End Package - 30'W	\$	1,245.00	\$	1,120.50
GS05KCT3572	GrowSpan Series 500 Twin- Wall Polycarbonate End Package - 35'W	\$	1,575.00	\$	1,417.50
GS05KCT4272	GrowSpan Series 500 Twin- Wall Polycarbonate End Package - 42'W	\$	1,895.00	\$	1,705.50
112848	POST DRIVER	\$	31.95	\$	28.76

GS05KCR2072	GrowSpan Series 500 Roll- Up Ends - 20'W	\$	275.00	\$	247.50
GS05KCR2472	GrowSpan Series 500 Roll- Up Ends - 24'W	\$	285.00	\$	256.50
GS05KCR3072	GrowSpan Series 500 Roll- Up Ends - 30'W	\$	295.00	\$	265.50
GS05KCR3572	GrowSpan Series 500 Roll- Up Ends - 35'W	\$	315.00	\$	283.50
GS05KCR4272	GrowSpan Series 500 Roll- Up Ends - 42'W	\$	375.00	\$	337.50
GS052024	GrowSpan Series 500 Tall High Tunnel - 20'W x 24'L	\$	2,655.00	\$	2,389.50
GS052036	GrowSpan Series 500 Tall High Tunnel - 20'W x 36'L	\$	3,605.00	\$	3,244.50
GS052048	GrowSpan Series 500 Tall High Tunnel - 20'W x 48'L	\$	4,305.00	\$	3,874.50
GS052060	GrowSpan Series 500 Tall High Tunnel - 20'W x 60'L	\$	5,395.00	\$	4,855.50
GS052072	GrowSpan Series 500 Tall High Tunnel - 20'W x 72'L	\$	6,149.00	\$	5,534.10
GS052084	GrowSpan Series 500 Tall High Tunnel - 20'W x 84'L	\$	6,675.00	\$	6,007.50
GS052096	GrowSpan Series 500 Tall High Tunnel - 20'W x 96'L	\$	7,295.00	\$	6,565.50
GS0520120	GrowSpan Series 500 Tall High Tunnel - 20'W x 120'L	\$	8,249.00	\$	7,424.10
GS052424	GrowSpan Series 500 Tall High Tunnel - 24'W x 24'L	\$	2,899.00	\$	2,609.10
GS052436	GrowSpan Series 500 Tall High Tunnel - 24'W x 36'L	\$	3,975.00	\$	3,577.50
GS052448	GrowSpan Series 500 Tall High Tunnel - 24'W x 48'L	\$	4,825.00	\$	4,342.50
GS052460	GrowSpan Series 500 Tall High Tunnel - 24'W x 60'L	\$	6,095.00	\$	5,485.50
GS052472	GrowSpan Series 500 Tall High Tunnel - 24'W x 72'L	\$	6,995.00	\$	6,295.50
GS052484	GrowSpan Series 500 Tall High Tunnel - 24'W x 84'L	\$	7,539.00	\$	6,785.10
GS052496	GrowSpan Series 500 Tall High Tunnel - 24'W x 96'L	\$	7,995.00	\$	7,195.50
GS0524120	GrowSpan Series 500 Tall High Tunnel - 24'W x 120'L	\$	9,379.00	\$	8,441.10
GS053036	GrowSpan Series 500 Tall High Tunnel - 30'W x 36'L	\$	4,769.00	\$	4,292.10
GS053048	GrowSpan Series 500 Tall High Tunnel - 30'W x 48'L	\$	5,659.00	\$	5,093.10
GS053060	GrowSpan Series 500 Tall High Tunnel - 30'W x 60'L	\$	6,995.00	\$	6,295.50
GS053072	GrowSpan Series 500 Tall High Tunnel - 30'W x 72'L	\$	8,059.00	\$	7,253.10
GS053084	GrowSpan Series 500 Tall High Tunnel - 30'W x 84'L	\$	8,675.00	\$	7,807.50

GS053096	GrowSpan Series 500 Tall High Tunnel - 30'W x 96'L	\$	9,195.00	\$	8,275.50
GS0530120	GrowSpan Series 500 Tall High Tunnel - 30'W x 120'L	\$	11,519.00	\$	10,367.10
GS053536	GrowSpan Series 500 Tall High Tunnel - 35'W x 36'L	\$	5,085.00	\$	4,576.50
GS053548	GrowSpan Series 500 Tall High Tunnel - 35'W x 48'L	\$	6,179.00	\$	5,561.10
GS053560	GrowSpan Series 500 Tall High Tunnel - 35'W x 60'L	\$	7,695.00	\$	6,925.50
GS053572	GrowSpan Series 500 Tall High Tunnel - 35'W x 72'L	\$	8,875.00	\$	7,987.50
GS053584	GrowSpan Series 500 Tall High Tunnel - 35'W x 84'L	\$	9,535.00	\$	8,581.50
GS053596	GrowSpan Series 500 Tall High Tunnel - 35'W x 96'L	\$	10,129.00	\$	9,116.10
GS0535120	GrowSpan Series 500 Tall High Tunnel - 35'W x 120'L	\$	12,675.00	\$	11,407.50
GS054236	GrowSpan Series 500 Tall High Tunnel - 42'W x 36'L	\$	6,105.00	\$	5,494.50
GS054248	GrowSpan Series 500 Tall High Tunnel - 42'W x 48'L	\$	7,415.00	\$	6,673.50
GS054260	GrowSpan Series 500 Tall High Tunnel - 42'W x 60'L	\$	9,105.00	\$	8,194.50
GS054272	GrowSpan Series 500 Tall High Tunnel - 42'W x 72'L	\$	10,479.00	\$	9,431.10
GS054284	GrowSpan Series 500 Tall High Tunnel - 42'W x 84'L	\$	11,249.00	\$	10,124.10
GS054296	GrowSpan Series 500 Tall High Tunnel - 42'W x 96'L	\$	11,949.00	\$	10,754.10
GS0542120	GrowSpan Series 500 Tall High Tunnel - 42'W x 120'L	\$	14,985.00	\$	13,486.50
115100	Round Premium Rafter Support Kit - 14'W	\$	129.00	\$	116.10
115101	Round Premium Rafter Support Kit - 20'W	\$	145.00	\$	130.50
115102	Round Premium Rafter Support Kit - 26'W	\$	159.00	\$	143.10
115103	Round Premium Rafter Support Kit - 30'W	\$	169.00	\$	152.10
PB01660R4	GrowSpan Round Premium High Tunnel 14'W x 10'6"H x 24'L	\$	2,149.00	\$	1,934.10
PB01662R4	GrowSpan Round Premium High Tunnel 14'W x 10'6"H x 36'L	\$	3,065.00	\$	2,758.50
PB01664R4	GrowSpan Round Premium High Tunnel 14'W x 10'6"H x 48'L	\$	3,855.00	\$	3,469.50
PB01670R4	GrowSpan Round Premium High Tunnel 20'W x 12'H x 24'L	\$	2,829.00	\$	2,546.10

PB01675R4	GrowSpan Round Premium High Tunnel 20'W x 12'H x 36'L	\$	3,855.00	\$	3,469.50
PB01680R4	GrowSpan Round Premium High Tunnel 20'W x 12'H x 48'L	\$	4,595.00	\$	4,135.50
PB01681R4	GrowSpan Round Premium High Tunnel 20'W x 12'H x 60'L	\$	5,429.00	\$	4,886.10
PB01685R4	GrowSpan Round Premium High Tunnel 20'W x 12'H x 72'L	\$	5,775.00	\$	5,197.50
PB01686R4	GrowSpan Round Premium High Tunnel 20'W x 12'H x 84'L	\$	6,385.00	\$	5,746.50
PB01690R4	GrowSpan Round Premium High Tunnel 20'W x 12'H x 96'L	\$	6,935.00	\$	6,241.50
PB01695R4	GrowSpan Round Premium High Tunnel 26'W x 12'H x 24'L	\$	3,029.00	\$	2,726.10
PB01697R4	GrowSpan Round Premium High Tunnel 26'W x 12'H x 36'L	\$	4,119.00	\$	3,707.10
PB01700R4	GrowSpan Round Premium High Tunnel 26'W x 12'H x 48'L	\$	5,065.00	\$	4,558.50
PB01701R4	GrowSpan Round Premium High Tunnel 26'W x 12'H x 60'L	\$	6,175.00	\$	5,557.50
PB01705R4	GrowSpan Round Premium High Tunnel 26'W x 12'H x 72'L	\$	6,589.00	\$	5,930.10
PB01706R4	GrowSpan Round Premium High Tunnel 26'W x 12'H x 84'L	\$	6,999.00	\$	6,299.10
PB01710R4	GrowSpan Round Premium High Tunnel 26'W x 12'H x 96'L	\$	7,365.00	\$	6,628.50
PB01720R4	GrowSpan Round Premium High Tunnel 30'W x 12'H x 36'L	\$	4,579.00	\$	4,121.10
PB01725R4	GrowSpan Round Premium High Tunnel 30'W x 12'H x 48'L	\$	5,269.00	\$	4,742.10
PB01726R4	GrowSpan Round Premium High Tunnel 30'W x 12'H x 60'L	\$	6,589.00	\$	5,930.10
PB01730R4	GrowSpan Round Premium High Tunnel 30'W x 12'H x 72'L	\$	6,825.00	\$	6,142.50

PB01731R4	GrowSpan Round Premium High Tunnel 30'W x 12'H x 84'L	\$	7,415.00	\$	6,673.50
PB01735R4	GrowSpan Round Premium High Tunnel 30'W x 12'H x 96'L	\$	7,809.00	\$	7,028.10
113463H	GrowSpan Roll-Up Low Pro Tunnel - 20'W x 5'H x 24'L	\$	1,925.00	\$	1,732.50
113464H	GrowSpan Roll-Up Low Pro Tunnel - 20'W x 5'H x 36'L	\$	2,569.00	\$	2,312.10
113465H	GrowSpan Roll-Up Low Pro Tunnel - 20'W x 5'H x 48'L	\$	3,499.00	\$	3,149.10
113466H	GrowSpan Roll-Up Low Pro Tunnel - 26'W x 5'H x 24'L	\$	2,129.00	\$	1,916.10
113467H	GrowSpan Roll-Up Low Pro Tunnel - 26'W x 5'H x 36'L	\$	2,775.00	\$	2,497.50
113468H	GrowSpan Roll-Up Low Pro Tunnel - 26'W x 5'H x 48'L	\$	3,705.00	\$	3,334.50
113469H	GrowSpan Roll-Up Low Pro Tunnel - 30'W x 5'H x 24'L	\$	2,339.00	\$	2,105.10
113470H	GrowSpan Roll-Up Low Pro Tunnel - 30'W x 5'H x 36'L	\$	2,979.00	\$	2,681.10
113471H	GrowSpan Roll-Up Low Pro Tunnel - 30'W x 5'H x 48'L	\$	3,909.00	\$	3,518.10
108179H	GrowSpan Gothic Premium High Tunnel - 20'W x 14'H x 24'L	\$	3,415.00	\$	3,073.50
108180H	GrowSpan Gothic Premium High Tunnel - 20'W x 14'H x 36'L	\$	4,269.00	\$	3,842.10
108181H	GrowSpan Gothic Premium High Tunnel - 20'W x 14'H x 48'L	\$	5,219.00	\$	4,697.10
108182H	GrowSpan Gothic Premium High Tunnel - 20'W x 14'H x 60'L	\$	5,889.00	\$	5,300.10
108183H	GrowSpan Gothic Premium High Tunnel - 20'W x 14'H x 72'L	\$	6,649.00	\$	5,984.10
108184H	GrowSpan Gothic Premium High Tunnel - 20'W x 14'H x 96'L	\$	8,355.00	\$	7,519.50

108185H	GrowSpan Gothic Premium High Tunnel - 26'W x 14'H x 36'L	\$	4,605.00	\$	4,144.50
108186H	GrowSpan Gothic Premium High Tunnel - 26'W x 14'H x 48'L	\$	5,755.00	\$	5,179.50
108187H	GrowSpan Gothic Premium High Tunnel - 26'W x 14'H x 60'L	\$	6,535.00	\$	5,881.50
108188H	GrowSpan Gothic Premium High Tunnel - 26'W x 14'H x 72'L	\$	7,499.00	\$	6,749.10
108189H	GrowSpan Gothic Premium High Tunnel - 26'W x 14'H x 96'L	\$	8,629.00	\$	7,766.10
108190H	GrowSpan Gothic Premium High Tunnel - 30'W x 14'H x 36'L	\$	5,029.00	\$	4,526.10
108191H	GrowSpan Gothic Premium High Tunnel - 30'W x 14'H x 48'L	\$	6,239.00	\$	5,615.10
108192H	GrowSpan Gothic Premium High Tunnel - 30'W x 14'H x 60'L	\$	7,605.00	\$	6,844.50
108193H	GrowSpan Gothic Premium High Tunnel - 30'W x 14'H x 72'L	\$	8,229.00	\$	7,406.10
108194H	GrowSpan Gothic Premium High Tunnel - 30'W x 14'H x 96'L	\$	9,079.00	\$	8,171.10
115803	FLUSH DOOR MOUNTING KIT	\$	445.00	\$	400.50
111296	GrowSpan Gothic High Tunnel Support Kit - 20'W	\$	145.00	\$	130.50
111297	GrowSpan Gothic High Tunnel Support Kit - 26'W	\$	159.00	\$	143.10
111298	GrowSpan Gothic High Tunnel Support Kit - 30'W	\$	169.00	\$	152.10
108530H	GrowSpan Gothic High Tunnel Rafter Kit - 20'W	\$	219.00	\$	197.10
108531H	GrowSpan Gothic High Tunnel Rafter Kit - 26'W	\$	265.00	\$	238.50
108532H	GrowSpan Gothic High Tunnel Rafter Kit - 30'W	\$	315.00	\$	283.50
102548	Universal Cross Connectors for Interior Rafters - 1.66" x 1.315" Pipe	\$	3.05	\$	2.75
102547	Universal Cross Connectors for Interior Rafters - 1.90" x 1.315" Pipe	\$	3.15	\$	2.84

131S075	Tight-Fit Curtain Conduit - 1.315" OD x 75" Swaged	\$	14.95	\$	13.46
131S096	Tight-Fit Curtain Conduit - 1.315" OD x 96" Swaged	\$	18.79	\$	16.91
QH1070	Heavy Duty Pipe Strap	\$	0.65	\$	0.59
107523	Greenhouse/High Tunnel Auto Vent	\$	249.00	\$	224.10
113577	Rainwater Catch Drain Single Side - 36'L	\$	349.00	\$	314.10
113578	Rainwater Catch Drain Single Side - 48'L	\$	399.00	\$	359.10
113579	Rainwater Catch Drain Single Side - 60'L	\$	495.00	\$	445.50
113580	Rainwater Catch Drain Single Side - 72'L	\$	589.00	\$	530.10
113581	Rainwater Catch Drain Single Side - 96'L	\$	689.00	\$	620.10
PB01670R6C	GrowSpan Round Economy High Tunnel - 20'W x 12'H x 24'L	\$	2,145.00	\$	1,930.50
PB01675R6C	GrowSpan Round Economy High Tunnel - 20'W x 12'H x 36'L	\$	2,779.00	\$	2,501.10
PB01680R6C	GrowSpan Round Economy High Tunnel - 20'W x 12'H x 48'L	\$	3,105.00	\$	2,794.50
PB01685R6C	GrowSpan Round Economy High Tunnel - 20'W x 12'H x 72'L	\$	4,425.00	\$	3,982.50
PB01690R6C	GrowSpan Round Economy High Tunnel - 20'W x 12'H x 96'L	\$	5,355.00	\$	4,819.50
PB01700R6C	GrowSpan Round Economy High Tunnel - 26'W x 12'H x 48'L	\$	3,425.00	\$	3,082.50
PB01710R6C	GrowSpan Round Economy High Tunnel - 26'W x 12'H x 96'L	\$	5,789.00	\$	5,210.10
PB01720R6C	GrowSpan Round Economy High Tunnel - 30'W x 12'H x 36'L	\$	3,275.00	\$	2,947.50
PB01725R6C	GrowSpan Round Economy High Tunnel - 30'W x 12'H x 48'L	\$	3,965.00	\$	3,568.50
PB01730R6C	GrowSpan Round Economy High Tunnel - 30'W x 12'H x 72'L	\$	5,625.00	\$	5,062.50
PB01735R6C	GrowSpan Round Economy High Tunnel - 30'W x 12'H x 96'L	\$	6,429.00	\$	5,786.10
113620	GrowSpan Hydroponic System Packages	\$	3,289.00	\$	2,960.10

104842C	GrowSpan Gothic Pro - 14 x 24 Greenhouse Only Roll-Up Sides	\$	4,775.00	\$	4,297.50
104842CD	GrowSpan Gothic Pro - 14 x 24 Greenhouse Only Drop-Down Sides	\$	4,775.00	\$	4,297.50
104842CDS	GrowSpan Gothic Pro- 14 x 24 Greenhouse System Propane Drop-Down Sides	\$	5,495.00	\$	4,945.50
104842CDSN	GrowSpan Gothic Pro - 14 x 24 Greenhouse System Natural Gas Drop-Down Sides	\$	5,495.00	\$	4,945.50
104842S	GrowSpan Gothic Pro - 14 x 24 Greenhouse System Propane Roll-Up Sides	\$	5,515.00	\$	4,963.50
104842SN	GrowSpan Gothic Pro - 14 x 24 Greenhouse System Natural Gas Roll-Up Sides	\$	5,515.00	\$	4,963.50
106207C	GrowSpan Gothic Premium - 14 x 24 Greenhouse Only	\$	7,259.00	\$	6,533.10
106207SN	GrowSpan Gothic Premium - 14 x 24 Greenhouse System Natural Gas	\$	8,035.00	\$	7,231.50
106207SP	GrowSpan Gothic Premium - 14 x 24 Greenhouse System Propane	\$	8,035.00	\$	7,231.50
105158FF	GrowSpan Economy Cold Frame - 6'W x 7'H x 5'L w/Film	\$	255.00	\$	229.50
105159FF	GrowSpan Economy Cold Frame - 6'W x 7'H x 10'L w/Film	\$	305.00	\$	274.50
105160FF	GrowSpan Economy Cold Frame - 6'W x 7'H x 15'L w/Film	\$	385.00	\$	346.50
105161FF	GrowSpan Economy Cold Frame - 6'W x 7'H x 20'L w/Film	\$	415.00	\$	373.50
105163FF	GrowSpan Economy Cold Frame - 8'W x 7'H x 10'L w/Film	\$	315.00	\$	283.50
105164FF	GrowSpan Economy Cold Frame - 8'W x 7'H x 15'L w/Film	\$	415.00	\$	373.50
105165FF	GrowSpan Economy Cold Frame - 8'W x 7'H x 20'L w/Film	\$	549.00	\$	494.10

105166FF	GrowSpan Economy Cold Frame - 8'W x 7'H x 25'L w/Film	\$	579.00	\$	521.10
105167FF	GrowSpan Economy Cold Frame - 8'W x 7'H x 30'L w/Film	\$	645.00	\$	580.50
105169FF	GrowSpan Economy Cold Frame - 10'W x 7'H x 10'L w/Film	\$	385.00	\$	346.50
105170FF	GrowSpan Economy Cold Frame - 10'W x 7'H x 20'L w/Film	\$	565.00	\$	508.50
105171FF	GrowSpan Economy Cold Frame - 10'W x 7'H x 30'L w/Film	\$	759.00	\$	683.10
105172FF	GrowSpan Economy Cold Frame - 10'W x 7'H x 40'L w/Film	\$	919.00	\$	827.10
105173FF	GrowSpan Economy Cold Frame - 10'W x 7'H x 50'L w/Film	\$	1,109.00	\$	998.10
105175FF	GrowSpan Economy Cold Frame - 12'W x 7'H x 10'L w/Film	\$	439.00	\$	395.10
105176FF	GrowSpan Economy Cold Frame - 12'W x 7'H x 20'L w/Film	\$	789.00	\$	710.10
105177FF	GrowSpan Economy Cold Frame - 12'W x 7'H x 30'L w/Film	\$	889.00	\$	800.10
105178FF	GrowSpan Economy Cold Frame - 12'W x 7'H x 40'L w/Film	\$	979.00	\$	881.10
105179FF	GrowSpan Economy Cold Frame - 12'W x 7'H x 50'L w/Film	\$	1,115.00	\$	1,003.50
105158F	GrowSpan Economy Cold Frame - 6'W x 7'H x 5'L	\$	155.00	\$	139.50
105159F	GrowSpan Economy Cold Frame - 6'W x 7'H x 10'L	\$	199.00	\$	179.10
105160F	GrowSpan Economy Cold Frame - 6'W x 7'H x 15'L	\$	245.00	\$	220.50
105161F	GrowSpan Economy Cold Frame - 6'W x 7'H x 20'L	\$	285.00	\$	256.50
105163F	GrowSpan Economy Cold Frame - 8'W x 7'H x 10'L	\$	209.00	\$	188.10
105164F	GrowSpan Economy Cold Frame - 8'W x 7'H x 15'L	\$	285.00	\$	256.50
105165F	GrowSpan Economy Cold Frame - 8'W x 7'H x 20'L	\$	315.00	\$	283.50
105166F	GrowSpan Economy Cold Frame - 8'W x 7'H x 25'L	\$	369.00	\$	332.10

105167F	GrowSpan Economy Cold Frame - 8'W x 7'H x 30'L	\$	409.00	\$	368.10
105169F	GrowSpan Economy Cold Frame - 10'W x 7'H x 10'L	\$	245.00	\$	220.50
105170F	GrowSpan Economy Cold Frame - 10'W x 7'H x 20'L	\$	349.00	\$	314.10
105171F	GrowSpan Economy Cold Frame - 10'W x 7'H x 30'L	\$	439.00	\$	395.10
105172F	GrowSpan Economy Cold Frame - 10'W x 7'H x 40'L	\$	559.00	\$	503.10
105173F	GrowSpan Economy Cold Frame - 10'W x 7'H x 50'L	\$	655.00	\$	589.50
105175F	GrowSpan Economy Cold Frame - 12'W x 7'H x 10'L	\$	265.00	\$	238.50
105176F	GrowSpan Economy Cold Frame - 12'W x 7'H x 20'L	\$	369.00	\$	332.10
105177F	GrowSpan Economy Cold Frame - 12'W x 7'H x 30'L	\$	479.00	\$	431.10
105178F	GrowSpan Economy Cold Frame - 12'W x 7'H x 40'L	\$	579.00	\$	521.10
105179F	GrowSpan Economy Cold Frame - 12'W x 7'H x 50'L	\$	685.00	\$	616.50
103083	GrowSpan Round Cold Frame - 8'W x 8'5"H x 24'L	\$	585.00	\$	526.50
105002	GrowSpan Round Cold Frame - 8'W x 8'5"H x 36'L	\$	855.00	\$	769.50
103084	GrowSpan Round Cold Frame - 8'W x 8'5"H x 48'L	\$	1,105.00	\$	994.50
103087	GrowSpan Round Cold Frame - 10'W x 8'7-1/16"H x 24'L	\$	685.00	\$	616.50
105003	GrowSpan Round Cold Frame - 10'W x 8'7-1/16"H x 36'L	\$	965.00	\$	868.50
103088	GrowSpan Round Cold Frame - 10'W x 8'7-1/16"H x 48'L	\$	1,209.00	\$	1,088.10
105004	GrowSpan Round Cold Frame - 10'W x 8'7-1/16"H x 60'L	\$	1,519.00	\$	1,367.10
105005	GrowSpan Round Cold Frame - 10'W x 8'7-1/16"H x 72'L	\$	1,755.00	\$	1,579.50
103089	GrowSpan Round Cold Frame - 10'W x 8'7-1/16"H x 96'L	\$	2,139.00	\$	1,925.10
103099	GrowSpan Round Cold Frame - 12'W x 8'7-9/16"H x 24'L	\$	719.00	\$	647.10
105006	GrowSpan Round Cold Frame - 12'W x 8'7-9/16"H x 36'L	\$	1,039.00	\$	935.10

103100	GrowSpan Round Cold Frame - 12'W x 8'7-9/16"H x 48'L	\$	1,385.00	\$	1,246.50
105007	GrowSpan Round Cold Frame - 12'W x 8'7-9/16"H x 60'L	\$	1,635.00	\$	1,471.50
105008	GrowSpan Round Cold Frame - 12'W x 8'7-9/16"H x 72'L	\$	1,889.00	\$	1,700.10
102859	GrowSpan Round Cold Frame - 12'W x 8'7-9/16"H x 96'L	\$	2,245.00	\$	2,020.50
103101	GrowSpan Round Cold Frame - 14'W x 8'5-7/16'H x 24'L	\$	779.00	\$	701.10
105009	GrowSpan Round Cold Frame - 14'W x 8'5-7/16'H x 36'L	\$	1,095.00	\$	985.50
103102	GrowSpan Round Cold Frame - 14'W x 8'5-7/16'H x 48'L	\$	1,385.00	\$	1,246.50
105010	GrowSpan Round Cold Frame - 14'W x 8'5-7/16'H x 60'L	\$	1,629.00	\$	1,466.10
105011	GrowSpan Round Cold Frame - 14'W x 8'5-7/16'H x 72'L	\$	2,035.00	\$	1,831.50
103086	GrowSpan Round Cold Frame - 14'W x 8'5-7/16'H x 96'L	\$	2,499.00	\$	2,249.10
103103	GrowSpan Round Cold Frame - 20'W x 10'7-9/16"H x 24'L	\$	1,279.00	\$	1,151.10
105012	GrowSpan Round Cold Frame - 20'W x 10'7-9/16"H x 36'L	\$	1,819.00	\$	1,637.10
103104	GrowSpan Round Cold Frame - 20'W x 10'7-9/16"H x 48'L	\$	2,345.00	\$	2,110.50
105013	GrowSpan Round Cold Frame - 20'W x 10'7-9/16"H x 60'L	\$	2,889.00	\$	2,600.10
105014	GrowSpan Round Cold Frame - 20'W x 10'7-9/16"H x 72'L	\$	3,159.00	\$	2,843.10
103105	GrowSpan Round Cold Frame - 20'W x 10'7-9/16"H x 96'L	\$	3,849.00	\$	3,464.10
103106	GrowSpan Round Cold Frame - 26'W x 13'0.25"H x 24'L	\$	1,409.00	\$	1,268.10

105015	GrowSpan Round Cold Frame - 26'W x 13'0.25"H x 36'L	\$	2,139.00	\$	1,925.10
103107	GrowSpan Round Cold Frame - 26'W x 13'0.25"H x 48'L	\$	2,859.00	\$	2,573.10
105016	GrowSpan Round Cold Frame - 26'W x 13'0.25"H x 60'L	\$	3,559.00	\$	3,203.10
105017	GrowSpan Round Cold Frame - 26'W x 13'0.25"H x 72'L	\$	3,919.00	\$	3,527.10
102861	GrowSpan Round Cold Frame - 26'W x 13'0.25"H x 96'L	\$	4,819.00	\$	4,337.10
103757	GrowSpan Round Cold Frame - 38'W x 15'3-1/4"H x 48'L	\$	5,029.00	\$	4,526.10
105018	GrowSpan Round Cold Frame - 38'W x 15'3-1/4"H x 60'L	\$	6,279.00	\$	5,651.10
105019	GrowSpan Round Cold Frame - 38'W x 15'3-1/4"H x 72'L	\$	6,879.00	\$	6,191.10
103758	GrowSpan Round Cold Frame - 38'W x 15'3-1/4"H x 96'L	\$	8,749.00	\$	7,874.10
105369	Sliding Double Greenhouse Door	\$	845.00	\$	760.50
113355	GrowSpan Gothic Cold Frame - 14'W x 10'6"H x 24'L	\$	1,285.00	\$	1,156.50
113356	GrowSpan Gothic Cold Frame - 14'W x 10'6"H x 36'L	\$	1,829.00	\$	1,646.10
113357	GrowSpan Gothic Cold Frame - 14'W x 10'6"H x 48'L	\$	2,315.00	\$	2,083.50
113358	GrowSpan Gothic Cold Frame - 14'W x 10'6"H x 60'L	\$	2,879.00	\$	2,591.10
113359	GrowSpan Gothic Cold Frame - 14'W x 10'6"H x 72'L	\$	3,369.00	\$	3,032.10
113360	GrowSpan Gothic Cold Frame - 14'W x 10'6"H x 96'L	\$	3,749.00	\$	3,374.10
106318	GrowSpan Gothic Cold Frame - 18'W x 11'6"H x 24'L	\$	1,425.00	\$	1,282.50
106319	GrowSpan Gothic Cold Frame - 18'W x 11'6"H x 36'L	\$	2,035.00	\$	1,831.50

106320	GrowSpan Gothic Cold Frame - 18'W x 11'6"H x 48'L	\$	2,569.00	\$	2,312.10
106321	GrowSpan Gothic Cold Frame - 18'W x 11'6"H x 60'L	\$	3,215.00	\$	2,893.50
106322	GrowSpan Gothic Cold Frame - 18'W x 11'6"H x 72'L	\$	3,749.00	\$	3,374.10
106323	GrowSpan Gothic Cold Frame - 18'W x 11'6"H x 96'L	\$	4,285.00	\$	3,856.50
106324	GrowSpan Gothic Cold Frame - 20'W x 12'H x 24'L	\$	1,525.00	\$	1,372.50
106325	GrowSpan Gothic Cold Frame - 20'W x 12'H x 36'L	\$	2,139.00	\$	1,925.10
106326	GrowSpan Gothic Cold Frame - 20'W x 12'H x 48'L	\$	2,709.00	\$	2,438.10
106327	GrowSpan Gothic Cold Frame - 20'W x 12'H x 60'L	\$	3,435.00	\$	3,091.50
106328	GrowSpan Gothic Cold Frame - 20'W x 12'H x 72'L	\$	3,909.00	\$	3,518.10
106329	GrowSpan Gothic Cold Frame - 20'W x 12'H x 96'L	\$	4,465.00	\$	4,018.50
106330	GrowSpan Gothic Cold Frame - 24'W x 12'H x 24'L	\$	1,799.00	\$	1,619.10
106331	GrowSpan Gothic Cold Frame - 24'W x 12'H x 36'L	\$	2,559.00	\$	2,303.10
106332	GrowSpan Gothic Cold Frame - 24'W x 12'H x 48'L	\$	3,215.00	\$	2,893.50
106333	GrowSpan Gothic Cold Frame - 24'W x 12'H x 60'L	\$	3,939.00	\$	3,545.10
106334	GrowSpan Gothic Cold Frame - 24'W x 12'H x 72'L	\$	4,579.00	\$	4,121.10
106335	GrowSpan Gothic Cold Frame - 24'W x 12'H x 96'L	\$	5,275.00	\$	4,747.50
106336	GrowSpan Gothic Cold Frame - 26'W x 12'H x 24'L	\$	1,905.00	\$	1,714.50
106337	GrowSpan Gothic Cold Frame - 26'W x 12'H x 36'L	\$	2,675.00	\$	2,407.50
106338	GrowSpan Gothic Cold Frame - 26'W x 12'H x 48'L	\$	3,455.00	\$	3,109.50
106339	GrowSpan Gothic Cold Frame - 26'W x 12'H x 60'L	\$	4,285.00	\$	3,856.50
106340	GrowSpan Gothic Cold Frame - 26'W x 12'H x 72'L	\$	4,879.00	\$	4,391.10
106341	GrowSpan Gothic Cold Frame - 26'W x 12'H x 96'L	\$	5,675.00	\$	5,107.50
106342	GrowSpan Gothic Cold Frame - 30'W x 12'H x 24'L	\$	2,139.00	\$	1,925.10
106343	GrowSpan Gothic Cold Frame - 30'W x 12'H x 36'L	\$	3,105.00	\$	2,794.50

106344	GrowSpan Gothic Cold Frame - 30'W x 12'H x 48'L	\$	3,849.00	\$	3,464.10
106345	GrowSpan Gothic Cold Frame - 30'W x 12'H x 60'L	\$	4,569.00	\$	4,112.10
106346	GrowSpan Gothic Cold Frame - 30'W x 12'H x 72'L	\$	5,249.00	\$	4,724.10
106347	GrowSpan Gothic Cold Frame - 30'W x 12'H x 96'L	\$	5,979.00	\$	5,381.10
106348	GrowSpan Gothic Cold Frame - 34'W x 12'H x 24'L	\$	2,355.00	\$	2,119.50
106349	GrowSpan Gothic Cold Frame - 34'W x 12'H x 36'L	\$	3,215.00	\$	2,893.50
106350	GrowSpan Gothic Cold Frame - 34'W x 12'H x 48'L	\$	3,959.00	\$	3,563.10
106351	GrowSpan Gothic Cold Frame - 34'W x 12'H x 60'L	\$	4,805.00	\$	4,324.50
106352	GrowSpan Gothic Cold Frame - 34'W x 12'H x 72'L	\$	5,459.00	\$	4,913.10
106353	GrowSpan Gothic Cold Frame - 34'W x 12'H x 96'L	\$	6,325.00	\$	5,692.50
115283	GrowSpan Gothic Cold Frame Support Package - 14'W	\$	119.00	\$	107.10
115284	GrowSpan Gothic Cold Frame Support Package - 18'W	\$	129.00	\$	116.10
111215	GrowSpan Gothic Cold Frame Support Package - 20'W	\$	145.00	\$	130.50
111216	GrowSpan Gothic Cold Frame Support Package - 24'W	\$	149.00	\$	134.10
111217	GrowSpan Gothic Cold Frame Support Package - 26'W	\$	159.00	\$	143.10
111218	GrowSpan Gothic Cold Frame Support Package - 30'W	\$	169.00	\$	152.10
111219	GrowSpan Gothic Cold Frame Support Package - 34'W	\$	175.00	\$	157.50
113702	HydroCycle 9" Pro NFT Deep Series	\$	3,903.00	\$	3,512.70
111030	HydroCycle 9" Pro NFT Series - Solid Enc	\$	8.19	\$	7.37
111029	HydroCycle 9" Pro NFT Series - End Cap	\$	8.75	\$	7.88
111066R	HydroCycle 9" Pro NFT Series - 30"L Cha	\$	13.89	\$	12.50
111582Z6	HydroCycle 9" Pro NFT Series - 6'L Chan	\$	27.95	\$	25.16
111582	HydroCycle 9" Pro NFT Series - 12'L Cha	\$	57.95	\$	52.16
111007	HydroCycle 9" Pro NFT Series - 20'L Cha	\$	93.29	\$	83.96
113150	30"L Lid, No Holes	\$	10.95	\$	9.86
WF6682	Sched 40 PVC SP x S Street Elbow 1" x 1	\$	2.39	\$	2.15
111045	Sched 40 PVC SP x S Street Elbow 1" x 1	\$	2.75	\$	2.48
112625	HydroCycle 9" Pro NFT Deep Series - 10	\$	64.95	\$	58.46
112627	HydroCycle 9" Pro NFT Deep Series - 12	\$	77.95	\$	70.16

112629	HydroCycle 9" Pro NFT Deep Series - 20	\$ 129.95	\$ 116.96
112626	HydroCycle 9" Pro NFT Deep Series - 10	\$ 39.95	\$ 35.96
112628	HydroCycle 9" Pro NFT Deep Series - 12	\$ 47.95	\$ 43.16
112631	HydroCycle 9" Pro NFT Deep Series - Joi	\$ 5.05	\$ 4.55
112632	HydroCycle 9" Pro NFT Deep Series - So	\$ 8.75	\$ 7.88
112633	HydroCycle 9" Pro NFT Deep Series - En	\$ 9.15	\$ 8.24
113533	HydroCycle 6" Pro NFT Series - 8'L Chan	\$ 25.95	\$ 23.36
113534	HydroCycle 6" Pro NFT Series - 8'L Lid O	\$ 18.95	\$ 17.06
111003Z120	HydroCycle 6" Pro NFT Series - 10'L Cha	\$ 29.75	\$ 26.78
111004Z120	HydroCycle 6" Pro NFT Series - 10'L Lid	\$ 21.39	\$ 19.25
111000	HydroCycle 6" Pro NFT Series - 12'L Cha	\$ 46.59	\$ 41.93
111001	HydroCycle 6" Pro NFT Series - 12'L Lid	\$ 25.69	\$ 23.12
111003	HydroCycle 6" Pro NFT Series - 20'L Cha	\$ 51.99	\$ 46.79
111004	HydroCycle 6" Pro NFT Series - 20'L Lid	\$ 45.09	\$ 40.58
111127	HydroCycle 6" Pro NFT Series - End Cap	\$ 3.69	\$ 3.32
111128	HydroCycle 6" Pro NFT Series - End Cap	\$ 7.75	\$ 6.98
111129	HydroCycle 6" Pro NFT Series - Joiner	\$ 4.29	\$ 3.86
112252	HydroCycle 4" Pro NFT Lettuce Systems	\$ 2,679.00	\$ 2,411.10
112525	HydroCycle 4" Pro NFT Lettuce Systems	\$ 709.00	\$ 638.10
110830	HydroCycle 4" Pro NFT Lettuce Systems	\$ 1,605.00	\$ 1,444.50
110766	HydroCycle 4" Pro NFT Lettuce Systems	\$ 11.29	\$ 10.16
110765	HydroCycle 4" Pro NFT Lettuce Systems	\$ 12.35	\$ 11.12
110764	HydroCycle 4" Pro NFT Lettuce Systems	\$ 14.79	\$ 13.31
110763	HydroCycle 4" Pro NFT Lettuce Systems	\$ 22.89	\$ 20.60
112550	HydroCycle 4" Pro NFT Lettuce Systems	\$ 11.49	\$ 10.34
112552	HydroCycle 4" Pro NFT Lettuce Systems	\$ 14.75	\$ 13.28
110768	HydroCycle 4" Pro NFT Lettuce Systems	\$ 15.95	\$ 14.36
112835	HydroCycle 4" Pro NFT Lettuce Systems	\$ 23.95	\$ 21.56
111126	JOINER	\$ 3.05	\$ 2.75
110825	End Cap	\$ 2.95	\$ 2.66
110824	End cap with outlet	\$ 3.05	\$ 2.75
113296z096	8mm Twin-Wall Polycarbonate Sheet - 4	\$ 84.95	\$ 76.46
102908	8mm Twin-Wall Polycarbonate Sheet - 4	\$ 70.54	\$ 63.49
115452	8mm Twin-Wall Polycarbonate Sheet - 4	\$ 87.95	\$ 79.16
102532	8mm Twin-Wall Polycarbonate Sheet - 4	\$ 106.38	\$ 95.74
102530	8mm Twin-Wall Polycarbonate Sheet - 7	\$ 106.38	\$ 95.74
102529	8mm Twin-Wall Polycarbonate Sheet - 7	\$ 129.48	\$ 116.53
102531	8mm Twin-Wall Polycarbonate Sheet - 7	\$ 159.59	\$ 143.63
DH8004	Flame Retardant Foil Tape - 2-1/2" x 15'	\$ 13.29	\$ 11.96
DH8007	Flame Retardant Foil Tape - 1" x 150'	\$ 8.79	\$ 7.91
DH8125	Premium Vinyl Tape 3"X150'	\$ 23.39	\$ 21.05
111050	Double Faced Plastic Tape - 2" x 180'	\$ 19.25	\$ 17.33
104774	White Vent Tape - 1" x 36 yd.	\$ 26.95	\$ 24.26
104438	White Vent Tape - 2" x 36 yd.	\$ 38.95	\$ 35.06
106478	Clear 50"L x 11"W Ridge Cap	\$ 27.95	\$ 25.16
106479	Clear Wall Connector - 8"W x 50"L	\$ 22.95	\$ 20.66
104620C	Corrugated Polycarbonate - Clear 50" x	\$ 58.53	\$ 52.68
104621C	Corrugated Polycarbonate - Clear 50" x	\$ 87.37	\$ 78.63
104709	Horizontal Foam Closure Strip - 40" L	\$ 2.49	\$ 2.24
104710	Vertical Foam Closure Strip - 40" L	\$ 3.29	\$ 2.96
FA4474A	#12X 1-1/2" Zinc Plated Tek Screws	\$ 9.43	\$ 8.49
102921a	1" Neobonded Galvanized Washers	\$ 6.39	\$ 5.75
104617	4mm Twin-Wall Polycarbonate Sheet - 4	\$ 52.95	\$ 47.66

111353	6mm Twin-Wall Polycarbonate Sheet - 4	\$	54.95	\$	49.46	
111951	4 MM h Channel 8 ft	\$	10.65	\$	9.59	
111948	4 mm U profile 8 ft	\$	6.35	\$	5.72	
111950	6 mm H channel 8 ft	\$	11.05	\$	9.95	
107425c	5.2 oz. Custom Tarp - Clear Custom Tar	\$	0.47	\$	0.42	**Priced per sq ft
10636BW	6 oz Black/White	\$	0.55	\$	0.50	**Priced per sq ft
106360BS	6 oz Black/Silver	\$	0.55	\$	0.50	**Priced per sq ft
104687c	7.5 oz Clear	\$	0.55	\$	0.50	**Priced per sq ft
108360 BS	6 oz. Black/Silver Prefabricated Greenh	\$	809.00	\$	728.10	
108361BS	6 oz. Black/Silver Prefabricated Greenh	\$	985.00	\$	886.50	
108362BS	6 oz. Black/Silver Prefabricated Greenh	\$	1,195.00	\$	1,075.50	
108363BS	6 oz. Black/Silver Prefabricated Greenh	\$	1,385.00	\$	1,246.50	
108364BS	6 oz. Black/Silver Prefabricated Greenh	\$	1,529.00	\$	1,376.10	
108360BW	6 oz. Black/White Prefabricated Greenh	\$	809.00	\$	728.10	
108361BW	6 oz. Black/White Prefabricated Greenh	\$	985.00	\$	886.50	
108362BW	6 oz. Black/White Prefabricated Greenh	\$	1,195.00	\$	1,075.50	
108363BW	6 oz. Black/White Prefabricated Greenh	\$	1,385.00	\$	1,246.50	
108364BW	6 oz. Black/White Prefabricated Greenh	\$	1,529.00	\$	1,376.10	
108355	7.5 oz. Clear Prefabricated Greenhouse	\$	809.00	\$	728.10	
108356	7.5 oz. Clear Prefabricated Greenhouse	\$	985.00	\$	886.50	
108357	7.5 oz. Clear Prefabricated Greenhouse	\$	1,195.00	\$	1,075.50	
108358	7.5 oz. Clear Prefabricated Greenhouse	\$	1,385.00	\$	1,246.50	
108359	7.5 oz. Clear Prefabricated Greenhouse	\$	1,529.00	\$	1,376.10	
115971BS	24'W X 24'L Single Bay High Tunnel Fab	\$	1,592.99	\$	1,433.69	
115972BS	24'W X 36'L Single Bay High Tunnel Fabr	\$	1,826.99	\$	1,644.29	
115973BS	24'W X 48'L Single Bay High Tunnel Fabr	\$	2,140.99	\$	1,926.89	
115974BS	24'W X 60'L Single Bay High Tunnel Fab	\$	2,453.99	\$	2,208.59	
115975BS	24'W X 72'L Single Bay High Tunnel Fabr	\$	2,766.99	\$	2,490.29	
115976BS	24'W X 84'L Single Bay High Tunnel Fabr	\$	3,079.99	\$	2,771.99	
115977BS	24'W X 96'L Single Bay High Tunnel Fabr	\$	3,393.99	\$	3,054.59	
115978BS	28'W X 24'L Single Bay High Tunnel Fabr	\$	1,733.99	\$	1,560.59	
115979BS	28'W X 36'L Single Bay High Tunnel Fabr	\$	1,989.99	\$	1,790.99	
115980BS	28'W X 48'L Single Bay High Tunnel Fabr	\$	2,330.99	\$	2,097.89	
115981BS	28'W X 60'L Single Bay High Tunnel Fabr	\$	2,671.99	\$	2,404.79	
115982BS	28'W X 72'L Single Bay High Tunnel Fabr	\$	3,012.88	\$	2,711.59	
115983BS	28'W X 84'L Single Bay High Tunnel Fabr	\$	3,353.99	\$	3,018.59	
115984BS	28'W X 96'L Single Bay High Tunnel Fab	\$	3,694.99	\$	3,325.49	
115932BS	20'W X 24'L Round High Tunnel Fabric -	\$	1,156.99	\$	1,041.29	
115933BS	20'W X 36'L Round High Tunnel Fabric -	\$	1,786.99	\$	1,608.29	
115934BS	20'W X 48'L Round High Tunnel Fabric -	\$	2,092.99	\$	1,883.69	
115935BS	20'W X 60'L Round High Tunnel Fabric -	\$	2,398.99	\$	2,159.09	
115936BS	20'W X 72'L Round High Tunnel Fabric -	\$	2,705.99	\$	2,435.39	
115937BS	20'W X 84'L Round High Tunnel Fabric -	\$	3,011.99	\$	2,710.79	
115938BS	20'W X 96'L Round High Tunnel Fabric -	\$	3,317.99	\$	2,986.19	
115939BS	26'W X 24'L Round High Tunnel Fabric -	\$	1,698.99	\$	1,529.09	
115940BS	26'W X 36'L Round High Tunnel Fabric -	\$	1,948.99	\$	1,754.09	
115941BS	26'W X 48'L Round High Tunnel Fabric -	\$	2,282.99	\$	2,054.69	
115942BS	26'W X 60'L Round High Tunnel Fabric -	\$	2,616.99	\$	2,355.29	
115943BS	26'W X 72'L Round High Tunnel Fabric -	\$	2,951.99	\$	2,656.79	
115944BS	26'W X 84'L Round High Tunnel Fabric -	\$	3,285.99	\$	2,957.39	
115945BS	26'W X 96'L Round High Tunnel Fabric -	\$	3,619.99	\$	3,257.99	
115946BS	30'W X 36'L Round High Tunnel Fabric -	\$	2,070.99	\$	1,863.89	
115947BS	30'W X 48'L Round High Tunnel Fabric -	\$	2,425.99	\$	2,183.39	

115948BS	30"W X 60'L Round High Tunnel Fabric -	\$	2,780.99	\$	2,502.89
115949BS	30"W X 72'L Round High Tunnel Fabric -	\$	3,135.99	\$	2,822.39
115950BS	30"W X 84'L Round High Tunnel Fabric -	\$	3,490.99	\$	3,141.89
115951BS	30"W X 96'L Round High Tunnel Fabric -	\$	3,845.99	\$	3,461.39
	GrowSpan Round Cold				
107036	Frame Rafter Kit - 8'W	\$	119.00	\$	107.10
	GrowSpan Round Cold				
107037	Frame Rafter Kit - 10'W	\$	129.00	\$	116.10
	GrowSpan Round Cold				
107038	Frame Rafter Kit - 12'W	\$	139.00	\$	125.10
	GrowSpan Round Cold				
107039	Frame Rafter Kit - 14'W	\$	149.00	\$	134.10
	GrowSpan Round Cold				
107040	Frame Rafter Kit - 20'W	\$	185.00	\$	166.50
	GrowSpan Round Cold				
107041	Frame Rafter Kit - 26'W	\$	209.00	\$	188.10
	GrowSpan Gothic Cold				
107030	Frame Rafter Kit - 18'W	\$	195.00	\$	175.50
	GrowSpan Gothic Cold				
107031	Frame Rafter Kit - 20'W	\$	219.00	\$	197.10
	GrowSpan Gothic Cold				
107032	Frame Rafter Kit - 24'W	\$	245.00	\$	220.50
	GrowSpan Gothic Cold				
107033	Frame Rafter Kit - 26'W	\$	265.00	\$	238.50
	GrowSpan Gothic Cold				
107034	Frame Rafter Kit - 30'W	\$	295.00	\$	265.50
	GrowSpan Gothic Cold				
107035	Frame Rafter Kit - 34'W	\$	315.00	\$	283.50
	GrowSpan Round Cold				
107042	Frame Rafter Kit - 38'W	\$	379.00	\$	341.10
	GigaVent Solar Vent				
106119	Opener	\$	179.95	\$	161.96
104437	Guardian Felt Tape	\$	23.95	\$	21.56
	Labor Saver Fabric Clip				
CC6209	0.706" OD Pipe	\$	0.49	\$	0.44
	Labor Saver Fabric Clip				
CC6211	0.922" OD Pipe	\$	1.08	\$	0.97
	Labor Saver Fabric Clip				
105107	1.05" OD Pipe	\$	1.25	\$	1.13
	Labor Saver Fabric Clip				
CC6212	1.315" OD Pipe	\$	1.23	\$	1.11
	Labor Saver Fabric Clip				
CC6213	1.66" OD Pipe	\$	1.43	\$	1.29
	Labor Saver Fabric Clip				
CC6214	1.90" OD Pipe	\$	1.69	\$	1.52
	Labor Saver Fabric Clip				
CC6216	2.375" OD Pipe	\$	2.56	\$	2.30
	Greenhouse Premium				
105434	Repair Tape - 2" x 108'	\$	19.95	\$	17.96
	Greenhouse Premium				
105435	Repair Tape - 4" x 108'	\$	35.95	\$	32.36
	Greenhouse Premium				
105436	Repair Tape - 6" x 108'	\$	50.95	\$	45.86

105437	Greenhouse Premium Repair Tape - 10" x 108'	\$	81.95	\$	73.76
102197	Single U-Channel - 8' Long	\$	9.82	\$	8.84
104211	Double U-Channel - 8' Long 0.083 Stainless Steel Spring	\$	21.95	\$	19.76
102198	- 8' Long	\$	2.35	\$	2.12
110096	Jumper Hose for Air Inflation System - 48"	\$	30.95	\$	27.86
110094	Air Inflation System for Greenhouse Film	\$	174.95	\$	157.46
102913	Dwyer® Mark II Manometer	\$	76.95	\$	69.26
CR2200	Manual Variable Speed Controller	\$	55.95	\$	50.36
110095	Replacement Motor Only for 110094	\$	86.95	\$	78.26
108648	Sun Master® 6 MIL 4Year 55% White Greenhouse Film - 24'W x 110'L	\$	419.00	\$	377.10
108649	Sun Master® 6 MIL 4Year 55% White Greenhouse Film - 32'W x 110'L	\$	535.00	\$	481.50
108691	SunMaster® Custom Cut White Greenhouse Film - 40'W	\$	6.69	\$	6.02 **Priced per LN FT
108693	SunMaster® Custom Cut White Greenhouse Film - 48'W	\$	7.39	\$	6.65 **Priced per LN FT
108627	Sun Master® 70% Opacity Overwintering White Film - 20'W x 110'L	\$	135.95	\$	122.36
108628	Sun Master® 70% Opacity Overwintering White Film - 24'W x 110'L	\$	162.95	\$	146.66
108629	Sun Master® 70% Opacity Overwintering White Film - 28'W x 110'L	\$	189.95	\$	170.96
108630	Sun Master® 70% Opacity Overwintering White Film - 32'W x 110'L	\$	212.95	\$	191.66
108631	Sun Master® 70% Opacity Overwintering White Film - 40'W x 110'L	\$	265.95	\$	239.36
108621	Sun Master® 3 MIL 1 Year Clear Greenhouse Film - 28'W x 110'L	\$	189.95	\$	170.96 **Priced per LN FT
108622	Sun Master® 3 MIL 1 Year Clear Greenhouse Film - 32'W x 110'L	\$	215.95	\$	194.36 **Priced per LN FT
108623	Sun Master® 3 MIL 1 Year Clear Greenhouse Film - 36'W x 110'L	\$	239.95	\$	215.96 **Priced per LN FT

108624	Sun Master® 3 MIL 1 Year Clear Greenhouse Film - 40'W x 110'L	\$	269.95	\$	242.96 **Priced per LN FT
108654	Sun Master® Pull and Cut Greenhouse Film - 6'W	\$	0.91	\$	0.82 **Priced per LN FT
108655	Sun Master® Pull and Cut Greenhouse Film - 10'W	\$	1.46	\$	1.31 **Priced per LN FT
108656	Sun Master® Pull and Cut Greenhouse Film - 20'W	\$	2.97	\$	2.67 **Priced per LN FT
108657	Sun Master® Pull and Cut Greenhouse Film - 28'W	\$	4.14	\$	3.73 **Priced per LN FT
108658	Sun Master® Pull and Cut Greenhouse Film - 36'W	\$	5.35	\$	4.82 **Priced per LN FT
108659	Sun Master® Pull and Cut Greenhouse Film - 40'W	\$	5.95	\$	5.36 **Priced per LN FT
108660	Sun Master® Pull and Cut Greenhouse Film - 42'W	\$	6.29	\$	5.66 **Priced per LN FT
108661	Sun Master® Pull and Cut Greenhouse Film - 48'W	\$	7.12	\$	6.41 **Priced per LN FT
110028	Sun Master® Pull and Cut Greenhouse Film - 56'W	\$	7.95	\$	7.16 **Priced per LN FT
110029	Sun Master® Pull and Cut Greenhouse Film - 64'W	\$	9.05	\$	8.15 **Priced per LN FT
108633	Sun Master® Infrared Anti- Condensate Thermal Greenhouse Film - 24'W x 100'L	\$	389.00	\$	350.10
108635	Sun Master® Infrared Anti- Condensate Thermal Greenhouse Film - 32'W x 100'L	\$	495.00	\$	445.50
109093	Custom Cut Sun Master® Infrared Anti-Condensate Thermal Greenhouse Film - 20'W	\$	3.29	\$	2.96 **Priced per LN FT
109094	Custom Cut Sun Master® Infrared Anti-Condensate Thermal Greenhouse Film - 28'W	\$	4.59	\$	4.13 **Priced per LN FT
109095	Custom Cut Sun Master® Infrared Anti-Condensate Thermal Greenhouse Film - 36'W	\$	5.85	\$	5.27 **Priced per LN FT
109096	Custom Cut Sun Master® Infrared Anti-Condensate Thermal Greenhouse Film - 40'W	\$	6.55	\$	5.90 **Priced per LN FT
109097	Custom Cut Sun Master® Infrared Anti-Condensate Thermal Greenhouse Film - 42'W	\$	7.85	\$	7.07 **Priced per LN FT

109098	Custom Cut Sun Master® Infrared Anti-Condensate Thermal Greenhouse Film - 48"W	\$	8.15	\$	7.34	**Priced per LN FT
110030	Custom Cut Sun Master® Infrared Anti-Condensate Thermal Greenhouse Film - 56"W	\$	9.69	\$	8.72	**Priced per LN FT
115952BS	20"W X 24'L Gothic High Tunnel Fabric -	\$	1,744.99	\$	1,570.49	
115953BS	20"W X 36'L Gothic High Tunnel Fabric -	\$	2,071.99	\$	1,864.79	
115954BS	20"W X 48'L Gothic High Tunnel Fabric -	\$	2,398.99	\$	2,159.09	
115955BS	20"W X 60'L Gothic High Tunnel Fabric -	\$	2,725.99	\$	2,453.39	
115956BS	20"W X 72'L Gothic High Tunnel Fabric -	\$	3,053.99	\$	2,748.59	
115957BS	20"W X 84'L Gothic High Tunnel Fabric -	\$	3,380.99	\$	3,042.89	
115958BS	20"W X 96'L Gothic High Tunnel Fabric -	\$	3,707.99	\$	3,337.19	
115959BS	26"W X 36'L Gothic High Tunnel Fabric -	\$	2,159.99	\$	1,943.99	
115960BS	26"W X 48'L Gothic High Tunnel Fabric -	\$	2,500.99	\$	2,250.89	
115961BS	26"W X 60'L Gothic High Tunnel Fabric -	\$	2,841.99	\$	2,557.79	
115962BS	26"W X 72'L Gothic High Tunnel Fabric -	\$	3,183.99	\$	2,865.59	
115963BS	26"W X 84'L Gothic High Tunnel Fabric -	\$	3,524.99	\$	3,172.49	
115964BS	26"W X 96'L Gothic High Tunnel Fabric -	\$	3,865.99	\$	3,479.39	
115965BS	30"W X 36'L Gothic High Tunnel Fabric -	\$	2,292.99	\$	2,063.69	
115966BS	30"W X 48'L Gothic High Tunnel Fabric -	\$	2,654.99	\$	2,389.49	
115967BS	30"W X 60'L Gothic High Tunnel Fabric -	\$	3,015.99	\$	2,714.39	
115968BS	30"W X 72'L Gothic High Tunnel Fabric -	\$	3,377.99	\$	3,040.19	
115969BS	30"W X 84'L Gothic High Tunnel Fabric -	\$	3,739.99	\$	3,365.99	
115970BS	30"W X 96'L Gothic High Tunnel Fabric -	\$	4,101.99	\$	3,691.79	
10025824M	6' NARROW WIDTH GREENHOUSE FABR	\$	1.65	\$	1.49	PRICE PER LINEAR FT
10026224M	10' NARROW WIDTH GREENHOUSE FAB	\$	2.55	\$	2.30	PRICE PER LINEAR FT
10026424M	12' NARROW WIDTH GREENHOUSE FAB	\$	3.64	\$	3.28	PRICE PER LINEAR FT
cc2966BW	6' NARROW WIDTH GREENHOUSE FABR	\$	1.79	\$	1.61	PRICE PER LINEAR FT
CC2986BW	10' NARROW WIDTH GREENHOUSE FAB	\$	3.05	\$	2.75	PRICE PER LINEAR FT
CC2995	12' NARROW WIDTH GREENHOUSE FAB	\$	3.75	\$	3.38	PRICE PER LINEAR FT
CC2966BS	6' NARROW WIDTH GREENHOUSE FABR	\$	1.79	\$	1.61	PRICE PER LINEAR FT
CC2986BS	10' NARROW WIDTH GREENHOUSE FAB	\$	3.05	\$	2.75	PRICE PER LINEAR FT
110047	12' NARROW WIDTH GREENHOUSE FAB	\$	3.75	\$	3.38	PRICE PER LINEAR FT
CC4721	6' NARROW WIDTH GREENHOUSE FABR	\$	2.11	\$	1.90	PRICE PER LINEAR FT
CC4741	10' NARROW WIDTH GREENHOUSE FAB	\$	3.47	\$	3.12	PRICE PER LINEAR FT
CC4748	12' NARROW WIDTH GREENHOUSE FAB	\$	4.68	\$	4.21	PRICE PER LINEAR FT
113719	PALSUN POLYCARBONATE	\$	289.00	\$	260.10	
111928	Polycarbonate H-Channel - 8'L	\$	18.05	\$	16.25	
111929	Polycarbonate H-Channel - 12'L	\$	24.29	\$	21.86	
111930	Polycarbonate U-Profile - 12'L	\$	15.89	\$	14.30	
113236Z096	Aluminum H-Channel - 8'L	\$	18.95	\$	17.06	
104213	Aluminum U-Profile - 8'L	\$	11.95	\$	10.76	
104546	Gable Flash - 8'L	\$	17.95	\$	16.16	
104548	End Cap - 8'L	\$	15.95	\$	14.36	
102198	0.083 ss spring 8'L	\$	2.35	\$	2.12	
CG96174	Ridge Cap 55" L	\$	21.95	\$	19.76	
111763E	Expanded Mini FodderPro 2.0 Feed Syst	\$	4,629.00	\$	4,166.10	
112533	FodderPro 2.0 2-Zone Kit	\$	58.95	\$	53.06	
115232	FodderPro 2.0 In-Line Kit	\$	32.95	\$	29.66	
111628S	Full-Size Compact FodderPro 2.0 Feed S	\$	5,045.00	\$	4,540.50	

111628E	Full-Size Expanded FodderPro 2.0 Feed	\$	7,205.00	\$	6,484.50
111628W	Full-Size Wall-Mount FodderPro 2.0 Fee	\$	2,675.00	\$	2,407.50
111628M	111628 Full-Sized FodderPro 2.0 Feed System	\$	5,045.00	\$	4,540.50
	Micro FodderPro 2.0 Feed System	\$	1,745.00	\$	1,570.50
	111763 Mini FodderPro 2.0 Feed System	\$	3,189.00	\$	2,870.10
	111041 Seed Soaking Bag	\$	16.49	\$	14.84
	111822 Seed Spreader	\$	7.69	\$	6.92
	110725 7.8 liter active aqua air pump	\$	18.49	\$	16.64
	110091 1/8" ID Clear PVC Tubing per ft	\$	0.45	\$	0.41 per ft
	110077 3" Ceramic air stone/diffuser	\$	11.95	\$	10.76
	113532 Hydrocycle 9" pro microgreen table	\$	1,079.00	\$	971.10
	112920 10' hydrocycle vertical light kit	\$	1,215.00	\$	1,093.50
	115162 5' hydrocycle vertical light kit	\$	925.00	\$	832.50
	115276 5' Microgreen System	\$	3,085.00	\$	2,776.50
	115277 10'L microgreen system	\$	3,599.00	\$	3,239.10
	112553 Single seed soaking and sanitizing syste	\$	585.95	\$	527.36
	112554 Double seed soaking and sanitizing syst	\$	965.95	\$	869.36
	113592 Agrosoft irrigation controller	\$	975.00	\$	877.50
	112712 FodderPro 3.0 Commercial Feed Modul	\$	14,519.00	\$	13,067.10
	113542 FodderPro 3.0 Commercial Feed Modul	\$	6,689.00	\$	6,020.10
	112657 FodderPro 3.0 Commercial Feed Modul	\$	9,779.00	\$	8,801.10
	113514 FodderPro 3.0 Scrub Brush	\$	63.95	\$	57.56
	113510 FodderPro 3.0 Seed Spreader	\$	69.00	\$	62.10
	113132 FodderPro 3.0 Seed Spreader - Hand He	\$	185.95	\$	167.36
	113133 FodderPro 3.0 Seed Spreader Extensior	\$	63.95	\$	57.56
	113720 3-Gallon Poly Storage Tank	\$	32.95	\$	29.66
	113721 3-Gallon Tank Lid	\$	16.95	\$	15.26
	111134 52-Gallon Poly Storage Tank	\$	189.95	\$	170.96
	111133 52-Gallon Tank Lid	\$	71.95	\$	64.76
	111158 Norwesco 1,100 Gallon Green Vertical V	\$	925.95	\$	833.36
	111156 Norwesco 305 Gallon Green Vertical W:	\$	452.95	\$	407.66
	111157 Norwesco 550 Gallon Green Vertical W:	\$	668.95	\$	602.06
	111625 1.5" Service Weight Gasket - for Norwe	\$	11.89	\$	10.70
	111626 2" Mushroom Vent Cap - for Norwesco	\$	30.39	\$	27.35
	111624 2" Service Weight Gasket - for Norwesc	\$	11.89	\$	10.70
	111623 4" Service Weight Gasket - for Norwesc	\$	12.89	\$	11.60
	112732 15-Gallon Tank w/Conical-Bottom	\$	71.95	\$	64.76
	112733 15-Gallon Tank Lid Only	\$	30.95	\$	27.86
	112451 15-Gallon Tank Frame Only	\$	229.00	\$	206.10
	112715 30-Gallon Tank w/Conical-Bottom	\$	195.95	\$	176.36
	112719 30-Gallon Tank Lid Only	\$	50.95	\$	45.86
	112404 30-Gallon Tank Frame Only	\$	269.00	\$	242.10
	112371 55-Gallon Tank w/Conical-Bottom	\$	292.95	\$	263.66
	112718 55-Gallon Tank Lid Only	\$	81.95	\$	73.76
	112373 55-Gallon Tank Frame Only	\$	289.00	\$	260.10
	115317 80 Gallon Tank w/Conical-Bottom	\$	329.95	\$	296.96
	115315 80-Gallon Tank Lid Only	\$	71.95	\$	64.76
	115329 80-Gallon Tank Frame Only	\$	299.00	\$	269.10
	112370 120-Gallon Tank w/Conical-Bottom	\$	397.95	\$	358.16
	112738 120-Gallon Tank Lid Only	\$	85.95	\$	77.36
	112372 120-Gallon Tank Frame Only	\$	319.00	\$	287.10
	112736 250-Gallon Tank w/Conical-Bottom	\$	909.95	\$	818.96
	112737 250-Gallon Tank Lid Only	\$	205.95	\$	185.36

115545 250-Gallon Tank Frame Only	\$	339.00	\$	305.10
112814 Predrilled Window Kit	\$	71.95	\$	64.76
115285 Irrigation Manifold Kit	\$	51.95	\$	46.76
115286 Additional Zone Kit	\$	10.49	\$	9.44
111104 Botanicare® 2' x 4' Flow Tray	\$	91.95	\$	82.76
111105 Botanicare® 2' x 8' Low Tide Tray	\$	139.95	\$	125.96
111106 Botanicare® 4' x 4' Propagation Tray	\$	139.95	\$	125.96
111107 Botanicare® 4' x 8' Propagation Tray	\$	255.95	\$	230.36
113797 Botanicare® Lid Only - 20 Gallons	\$	59.95	\$	53.96
113799 Botanicare® Lid Only - 40 Gallons	\$	67.95	\$	61.16
113802 Botanicare® Lid Only - 115 Gallons	\$	132.95	\$	119.66
112542 Botanicare® Porthole Cover Only	\$	10.95	\$	9.86
113798 Botanicare® Reservoir Only - 20 Gallons	\$	81.95	\$	73.76
113800 Botanicare® Reservoir Only - 40 Gallons	\$	122.95	\$	110.66
113801 Botanicare® Reservoir Only - 115 Gallon	\$	315.95	\$	284.36
112713 300 gallon low profile tank	\$	545.00	\$	490.50
115725 Botanicare Pallet Rack Trays	\$	109.95	\$	98.96
112710 Uniseals® - 1"	\$	4.35	\$	3.92
112367 Uniseals® - 1.5"	\$	5.45	\$	4.91
112711 Uniseals® - 2"	\$	8.19	\$	7.37
113505 250 delux holding tanks	\$	515.00	\$	463.50
115110 HydroCycle Hobby NFT Lettuce System	\$	505.00	\$	454.50
115141 HydroCycle Hobby NFT Lettuce System	\$	505.00	\$	454.50
11510950 HydroCycle Vertical NFT Lettuce & Herb	\$	1,855.00	\$	1,669.50
11291950 HydroCycle Vertical NFT Lettuce & Herb	\$	2,469.00	\$	2,222.10
115162 HydroCycle Vertical NFT Lettuce & Herb	\$	925.00	\$	832.50
11510970 HydroCycle Vertical NFT Lettuce & Herb	\$	1,855.00	\$	1,669.50
11291970 HydroCycle Vertical NFT Lettuce & Herb	\$	2,469.00	\$	2,222.10
112920 HydroCycle Vertical NFT Lettuce & Herb	\$	1,215.00	\$	1,093.50
112251 HydroCycle 4" Pro NFT Lettuce Systems	\$	2,679.00	\$	2,411.10
112525 HydroCycle 4" Pro NFT Lettuce Systems	\$	709.00	\$	638.10
110830 HydroCycle 4" Pro NFT Lettuce Systems	\$	1,605.00	\$	1,444.50
113539 HydroCycle 6" Pro NFT Lettuce System	\$	709.00	\$	638.10
113540 HydroCycle 6" Pro NFT Lettuce System	\$	1,605.00	\$	1,444.50
113541 HydroCycle 6" Pro NFT Lettuce System	\$	2,679.00	\$	2,411.10
112615 HydroCycle Commercial 4" NFT Systems	\$	9,135.00	\$	8,221.50
112616 HydroCycle Commercial 4" NFT Systems	\$	10,499.00	\$	9,449.10
112617 HydroCycle Commercial 4" NFT Systems	\$	12,219.00	\$	10,997.10
112618 HydroCycle Commercial 4" NFT Systems	\$	14,079.00	\$	12,671.10
112619 HydroCycle Commercial 4" NFT Systems	\$	15,985.00	\$	14,386.50
112622 HydroCycle Commercial 4" NFT Systems	\$	22,249.00	\$	20,024.10
115330 HydroCycle Raft Bed 8'x8'	\$	729.00	\$	656.10
115331 HydroCycle Raft Bed 8'x16'1"	\$	1,199.00	\$	1,079.10
115332 HydroCycle Raft Bed 8'x24'3"	\$	1,539.00	\$	1,385.10
115333 HydroCycle Raft Bed 8'x32'5"	\$	1,995.00	\$	1,795.50
115334 HydroCycle Raft Bed 8' 48'8"	\$	2,849.00	\$	2,564.10
115335 HydroCycle Raft Bed 8'x56'8"	\$	3,295.00	\$	2,965.50
115295 HydroCycle Pro Aquaponic System I - 12	\$	3,419.00	\$	3,077.10
115296 HydroCycle Pro Aquaponic System II - 1	\$	5,855.00	\$	5,269.50
115297 HydroCycle Pro Aquaponic System III - 1	\$	7,739.00	\$	6,965.10
115298 HydroCycle Pro Aquaponic System IV - 1	\$	12,179.00	\$	10,961.10
112667 HydroCycle Commercial Aquaponic Syst	\$	45,395.00	\$	40,855.50
112668 HydroCycle Commercial Aquaponic Syst	\$	57,795.00	\$	52,015.50

112669	HydroCycle Commercial Aquaponic Syst	\$	80,995.00	\$	72,895.50
112670	HydroCycle Commercial Aquaponic Syst	\$	98,595.00	\$	88,735.50
113204	Rolling Bench w/Propagation Tray - 4'W	\$	615.00	\$	553.50
113205	Rolling Bench Light Bar & Trellis	\$	139.00	\$	125.10
111300	1/2" Barbed Bulkhead Fitting	\$	3.19	\$	2.87
111301	3/4" Barbed Bulkhead Fitting	\$	3.49	\$	3.14
111302	Bulkhead Extension	\$	1.49	\$	1.34
111304	Bulkhead Fitting Washer	\$	1.09	\$	0.98
111303	Bulkhead Screen	\$	1.09	\$	0.98
115554	Ebb & Flo System - 2' X 4'	\$	399.95	\$	359.96
115555	Ebb & Flo System - 2' X 8'	\$	515.95	\$	464.36
113501	Ebb & Flo System - 4' X 4'	\$	515.95	\$	464.36
113502	Ebb & Flo System - 4' X 8'	\$	1,125.95	\$	1,013.36
115702	Big Boy De-Chlorinator & Sediment Filter	\$	439.95	\$	395.96
115707	Big Boy w/Upgraded KDF/Carbon Filter	\$	505.95	\$	455.36
115703	Evolution-RO1000	\$	849.95	\$	764.96
115704	Pre-Evolution Pre-Filter	\$	299.95	\$	269.96
115701	Evolution pressure booster	\$	879.95	\$	791.96
115700	TDS Pro Dual Monitor	\$	74.95	\$	67.46
115705	Big Boy UV Sterilizer Kit	\$	489.95	\$	440.96
115706	Evolution R01000 UV Sterilizer Kit	\$	99.95	\$	89.96
115686	Big Boy Green Coconut Carbon Filter	\$	77.95	\$	70.16
115690	Big Boy KDF85/Carbon Upgrade Filter	\$	127.95	\$	115.16
115687	Big Boy Pleated Sediment Filter	\$	56.95	\$	51.26
115688	Evolution-RO1000 Green Coconut Carbon Filter	\$	53.95	\$	48.56
115689	Evolution-RO1000 Membrane	\$	184.95	\$	166.46
115692	Pre-Evolution Cleanable Sediment Filter	\$	34.95	\$	31.46
115691	Pre-Evolution KDF/Catalytic Carbon Filter	\$	89.95	\$	80.96
	Big Boy Garden Hose				
115696	Connector Kit	\$	18.95	\$	17.06
	Evolution-RO1000 Wall				
115685	Mount Bracket	\$	74.95	\$	67.46
115697	Float Valve - 1/2"	\$	19.95	\$	17.96
115699	Float Valve - 3/4"	\$	67.00	\$	60.30
115698	Float Valve - 3/8"	\$	19.95	\$	17.96
115693	Tubing 1/2" White - 25'L	\$	14.95	\$	13.46
115694	Tubing 3/8" Black - 50'L	\$	16.95	\$	15.26
115695	Tubing 3/8" Blue - 50'L	\$	16.95	\$	15.26
	HydroCycle H1-10 Dutch				
	Bucket System - Closed				
112529	Loop	\$	739.00	\$	665.10
	HydroCycle H2-24 Dutch				
	Bucket System - Open				
112534	System	\$	1,069.00	\$	962.10
	HydroCycle H2-4 Micro				
113621	Dutch Bucket System	\$	369.95	\$	332.96
	Dutch Bucket Low Profile				
115050	Bench - 12"W x 7"H x 72"L	\$	91.95	\$	82.76
	Dutch Bucket Low Profile				
115051	Bench - 12"W x 7"H x 144"L	\$	152.95	\$	137.66
	Dutch Bucket Low Profile				
113180	Bench - 19"W x 7"H x 72"L	\$	149.95	\$	134.96

110408A

	Dutch Bucket Low Profile				
113179	Bench - 19"W x 7"H x 144"L	\$	245.95	\$	221.36
	HydroCycle Dutch Bucket -				
115683	11 Liter	\$	6.39	\$	5.75
	HydroCycle Dutch Bucket				
115682	1/2 Lids Only - Pair	\$	0.44	\$	0.40
115684	HydroCycle Siphon Elbow	\$	0.44	\$	0.40
	Horticultural Perlite, 4 cu ft				
111049	bag	\$	19.95	\$	17.96
	Grodan A-OK Starter Plug				
111386	Sheet	\$	10.29	\$	9.26
	Grodan Delta 4 Gro Block				
111387	Strip of 8	\$	6.15	\$	5.54
	Grodan Delta 6 Gro Block				
111388	Strip of 6	\$	5.29	\$	4.76
	1/8" SuperFlex UV White				
	Polyethylene Tubing	\$	9.89	\$	8.90
	3 3/4" Angles Arrow				
110403	Dripper Stake	\$	0.21	\$	0.19
	6 3/8" Angled Arrow				
110407	Dripper Stake	\$	0.25	\$	0.23
	HydroCycle 4'8" Vertical				
113700	Micro Aeroponic System	\$	759.00	\$	683.10
	HydroCycle 4'8" Vertical				
113701	Mini Aeroponic System	\$	2,879.00	\$	2,591.10
	HydroCycle 8' Vertical				
113593	Aeroponic Hobby System	\$	1,089.00	\$	980.10
	HydroCycle 8' Vertical				
113594	Aeroponic System	\$	4,115.00	\$	3,703.50
	Flexible Arch Cluster				
110005	Supports Bag of 1,000	\$	15.39	\$	13.85
110016	Stem Holders Bag of 100	\$	4.85	\$	4.37
	Super J Double Cluster				
110017	Support Hooks - Bag of 100	\$	3.75	\$	3.38
	Two-Piece Radial Hooks				
110008	Bag of 100	\$	13.35	\$	12.02
113891	Tomato Supports	\$	3.05	\$	2.75
	Tomato RollerPast				
110013	Assembly	\$	0.95	\$	0.86 EA
	RollerPlast Body, Case of				
110014	800	\$	0.35	\$	0.32 EA
	White Twine, 15 meter				
110015	spool	\$	0.49	\$	0.44
113203	Hortitrellis Trellis Net	\$	5.95	\$	5.36
	Standard Clip, 23				
110007	mm/0.906"	\$	19.55	\$	17.60
110006	Jumbo Clip, 25 mm/0.984"	\$	21.59	\$	19.43
	Tomato Rollerhook				
110010	Assembly	\$	1.19	\$	1.07
110011	RollerHook Wire Frame	\$	0.42	\$	0.38

White Twine,36 meter				
115455 spool	\$	0.53	\$	0.48
Cable Trellis Kit for				
113822 Tomatos	\$	26.95	\$	24.26
VegiBee™ Garden				
Pollinator - Battery				
112536 Operated	\$	34.95	\$	31.46
VegiBee™ Garden				
112537 Pollinator - Rechargeable	\$	56.95	\$	51.26
110000 Jiffy-7C Coir Pellets 25 MM	\$	0.13	\$	0.12
110001 Jiffy-7C Coir Pellets 30 MM	\$	0.15	\$	0.14
109299 Net Pots 2"	\$	0.25	\$	0.23
109917 Net Pots 3"	\$	0.45	\$	0.41
109729 Net Pots 5"	\$	0.89	\$	0.80
109730 Net Pots 6"	\$	1.05	\$	0.95
BioStrate™ Microgreen				
113887 Grow Roll - 9"W x 120"L	\$	75.95	\$	68.36
Growers Supply Starter				
112850 Plugs	\$	11.95	\$	10.76
112933 Clay Pebbles	\$	32.95	\$	29.66
Fresh Culinary Herb				
111085 Production Guide	\$	64.95	\$	58.46
Hydroponic Salad Crop				
111087 Production Guide	\$	108.95	\$	98.06
Hydroponic Strawberry				
111083 Production Guide	\$	63.95	\$	57.56
Hydroponic Tomato Crop				
111084 Production Guide	\$	85.95	\$	77.36
Botanicare Power Cloner				
112638 45 cell-White	\$	429.00	\$	386.10
Bontanicare Power Cloner				
112639 180 cell White	\$	615.00	\$	553.50
Power Cloner Advanced				
112641 Liquid Formula 1 pint	\$	47.95	\$	43.16
Botanicare Cloning Collars				
112643 25/bag	\$	15.49	\$	13.94
112297 Fulvex 1 quart	\$	17.95	\$	16.16
112296 Fulvex 1 gallon	\$	45.95	\$	41.36
111170 Cal-Mag Plus 1 quart	\$	18.79	\$	16.91
111171 Cal-Mag plus 1 gallon	\$	39.79	\$	35.81
103398 Soil pH Meter	\$	34.95	\$	31.46
Botanicare Hydroguard 1				
113566 Quart	\$	29.95	\$	26.96
113750 Nuke em® - 128 oz.	\$	189.95	\$	170.96
113751 Z7™ - 32 oz.	\$	78.95	\$	71.06
113752 Z7™ - 128 oz.	\$	199.95	\$	179.96
113749 Nuke em® - 32 oz.	\$	60.95	\$	54.86
Ed Rosenthal's Zero				
Tolerance- Fungicide - 1				
115214 Gallon	\$	50.95	\$	45.86

	Ed Rosenthal's Zero Tolerance- Fungicide - 1				
115213	Quart	\$	17.95	\$	16.16
	Ed Rosenthal's Zero Tolerance- Pesticide - 1				
115212	Gallon	\$	50.95	\$	45.86
	Ed Rosenthal's Zero Tolerance- Pesticide - 1 Pint				
115216	Concentrate	\$	65.95	\$	59.36
	Ed Rosenthal's Zero Tolerance- Pesticide - 1				
115202	Quart	\$	17.95	\$	16.16
	Ed Rosenthal's Zero Tolerance- Pesticide - 1				
115215	Quart Concentrate	\$	112.95	\$	101.66
	Botanicare PH Down 1				
112177	gallon	\$	30.95	\$	27.86
	Botanicare Growilla Bud 12				
113615	pounds	\$	58.95	\$	53.06
	Botanicare Growilla Veg 12				
113616	pounds	\$	58.95	\$	53.06
112296	Fulvex™ - 1 Gallon	\$	45.95	\$	41.36
112297	Fulvex™ - 1 Quart	\$	17.95	\$	16.16
111109	Seaplex™ - 1 Gallon	\$	51.09	\$	45.98
111113	Seaplex™ - 1 Quart	\$	20.39	\$	18.35
111080	1-5-4 CNS17 Ripe - 1 Gallon	\$	29.95	\$	26.96
111079	1-5-4 CNS17 Ripe - 5 Gallon	\$	125.95	\$	113.36
	2-2-3 CNS17 Bloom - 1				
112910	Gallon	\$	29.95	\$	26.96
	2-2-3 CNS17 Bloom - 5				
112911	Gallon	\$	125.95	\$	113.36
	3-1-2 CNS17 Grow - 1				
112908	Gallon	\$	29.95	\$	26.96
	3-1-2 CNS17 Grow - 5				
112909	Gallon	\$	125.95	\$	113.36
	Waterproof Combo Tester -				
107659	pH / EC / TDS / Temp	\$	215.95	\$	194.36
	Waterproof PH/EC/TDS/°C				
108251	Meter for Growers	\$	259.95	\$	233.96
	Combination pH/ORP				
108254	Waterproof Tester	\$	174.95	\$	157.46
	pH/TDS/Temperature				
108253	Monitor	\$	249.95	\$	224.96
	Hanna Gro'Chek pH and				
115239	Temperature Meter	\$	125.00	\$	112.50
	Replacement Electrode for				
112508	112507	\$	63.95	\$	57.56
	Waterproof pH				
112507	Temperature Tester	\$	129.95	\$	116.96
	HydroMaster HM-500				
113831	Tester	\$	385.00	\$	346.50

112504	Waterproof EC / TDS Tester	\$	139.95	\$	125.96
103397	Electronic Soil Tester	\$	38.95	\$	35.06
103399	Moisture Meter	\$	30.95	\$	27.86
103400	Light intensity Meter	\$	45.95	\$	41.36
112522	Light & Moisture Meter	\$	29.95	\$	26.96
105067	4 Way Analyzer Meter	\$	55.95	\$	50.36
	HI 97500 Portable Lux				
113900	Meter	\$	149.00	\$	134.10
105068	Soil Testing Kit	\$	34.95	\$	31.46
112505	pH buffers	\$	22.95	\$	20.66
	pH Electrode Storage				
112506	Solutions	\$	12.49	\$	11.24
	Cleaning Solution for pH				
107673	Testers	\$	22.95	\$	20.66
	1000 ppm NaI TDS				
112503	Calibration Solution	\$	12.49	\$	11.24
	Checktemp® Soil				
	Thermometer With				
107665	Stainless Steel Probe	\$	56.95	\$	51.26
113814	Conductivity Solution	\$	35.95	\$	32.36
113818	Electrode Cleaning Solution	\$	44.95	\$	40.46
113816	Electrode Storage Solution	\$	22.95	\$	20.66
113817	pH 4.01 Buffer Solution	\$	35.95	\$	32.36
113815	pH 7.01 Buffer Solution	\$	35.95	\$	32.36
	Standard Ground Cover - 3'				
103797	x 100' Roll	\$	36.95	\$	33.26
	Standard Ground Cover - 3'				
103729	x 300' Roll	\$	106.95	\$	96.26
	Standard Ground Cover -				
103798	6' x 100' Roll	\$	77.95	\$	70.16
	Standard Ground Cover - 6'				
103041	x 300' Roll	\$	162.95	\$	146.66
	Standard Ground Cover -				
103799	12' x 100' Roll	\$	94.95	\$	85.46
	Standard Ground Cover -				
103042	12' x 300' Roll	\$	279.95	\$	251.96
	50'L 3/8" ID Coupled				
113879	Soaker Hose	\$	21.95	\$	19.76
	250'L 3/8" ID Uncoupled				
113869	Soaker Hose	\$	85.95	\$	77.36
	Fabric Securing Staples Box				
115219	of 100	\$	21.95	\$	19.76
	Fabric Securing Staples Box				
111525	of 1000	\$	66.95	\$	60.26
	Jute Erosion Control				
107341	Matting	\$	129.95	\$	116.96
115219	Fabric Securing Staples	\$	21.95	\$	19.76
107339	Polypropylene Sand Bag	\$	0.65	\$	0.59
113886	Hose Bib Assembly	\$	63.95	\$	57.56

	2 oz. Polyspun Weed Control Fabric - 3' x 100'				
108319	Roll	\$	32.95	\$	29.66
	2 oz. Polyspun Weed Control Fabric - 4' x 100'				
108320	Roll	\$	39.95	\$	35.96
	2 oz. Polyspun Weed Control Fabric - 6' x 100'				
108321	Roll	\$	59.95	\$	53.96
	2 oz. Spunbond General Purpose Fabric - 3' x 100'				
108322	Roll	\$	33.95	\$	30.56
	2 oz. Spunbond General Purpose Fabric - 4' x 100'				
108323	Roll	\$	40.95	\$	36.86
	2 oz. Spunbond General Purpose Fabric - 6' x 100'				
108324	Roll	\$	62.95	\$	56.66
	Heavy-Duty Ground Cover - 3' x 100'	\$	62.95	\$	56.66
108196	Heavy-Duty Ground Cover - 3' x 300'	\$	143.95	\$	129.56
108199	Heavy-Duty Ground Cover - 6' x 100'	\$	117.95	\$	106.16
108197	Heavy-Duty Ground Cover - 6' x 300'	\$	257.95	\$	232.16
108200	Heavy-Duty Ground Cover - 12' x 100'	\$	219.95	\$	197.96
108198	Heavy-Duty Ground Cover - 12' x 300'	\$	517.95	\$	466.16
108201	Svensson White Lined Ground Cover - 6.5'W x 100'L	\$	105.00	\$	94.50
113769	Svensson White Lined Ground Cover - 13'W x 100'L	\$	209.00	\$	188.10
113770	Svensson White Lined Ground Cover - 6.5'W x 300'L	\$	315.00	\$	283.50
113738	Svensson White Lined Ground Cover - 13'W x 300'L	\$	625.00	\$	562.50
113739	Fabric Pins - 12"	\$	0.59	\$	0.53
112175	Fabric Pins - 18"	\$	0.69	\$	0.62
112176	Fabric Pins - 24"	\$	0.85	\$	0.77
113825	Natural Wood Garden Stakes - Case of 250	\$	45.95	\$	41.36
110475	Orange Coated Wood Garden Stakes - Case of 250	\$	49.95	\$	44.96
110476	Plastic Bedding Labels 4" - Case of 1000	\$	28.95	\$	26.06
110467					

110468	Plastic Bedding Labels 6" - Case of 1000	\$	38.95	\$	35.06
110469	Plastic Bedding Labels 8" - Case of 1000	\$	50.95	\$	45.86
112067	Tomato Plant Supports - 12" x 12" x 33" Round	\$	1.69	\$	1.52
112068	Tomato Plant Supports - 12" x 12" x 42" Square	\$	5.29	\$	4.76
112069	Tomato Plant Supports - 14" x 14" x 42" Round	\$	4.69	\$	4.22
112070	Tomato Plant Supports - 16" x 16" x 54" Round	\$	6.29	\$	5.66
110480	White Vinyl Tree Tags	\$	30.95	\$	27.86
110474	Metal Garden Labels Zinc Metal Garden Labels	\$	57.95	\$	52.16
110473	Copper	\$	68.95	\$	62.06
110472	Garden Marker Pen	\$	4.75	\$	4.28
106460	Raised Bed Kit - 4'W x 8'L - 2 Tiers	\$	295.00	\$	265.50
106463	Raised Bed Kit - 4'W x 8'L - 3 Tiers	\$	419.00	\$	377.10
106457	Raised Bed Kit - 4'W x 8'L - Single Tier	\$	159.00	\$	143.10
106461	Raised Bed Kit - 4'W x 16'L - 2 Tiers	\$	429.00	\$	386.10
106464	Raised Bed Kit - 4'W x 16'L - 3 Tiers	\$	575.00	\$	517.50
106458	Raised Bed Kit - 4'W x 16'L - Single Tier	\$	229.00	\$	206.10
106462	Raised Bed Kit - 4'W x 24'L - 2 Tiers	\$	559.00	\$	503.10
106465	Raised Bed Kit - 4'W x 24'L - 3 Tiers	\$	679.00	\$	611.10
106459	Raised Bed Kit - 4'W x 24'L - Single Tier	\$	315.00	\$	283.50
106099	12"H Commercial Fabric Raised Bed - 4' x 10'	\$	109.00	\$	98.10
106100	12"H Commercial Fabric Raised Bed - 4' x 15'	\$	135.00	\$	121.50
106101	12"H Commercial Fabric Raised Bed - 4' x 20'	\$	155.00	\$	139.50
106102	12"H Commercial Fabric Raised Bed - 4' x 30'	\$	189.00	\$	170.10
106103	12"H Commercial Fabric Raised Bed - 4' x 40'	\$	225.00	\$	202.50
106104	12"H Commercial Fabric Raised Bed - 4' x 50'	\$	265.00	\$	238.50
104545	Post Driver 2"W x 6"H x 44.5"L	\$	4.35	\$	3.92
106455	Composite Lumber	\$	16.95	\$	15.26
106454	Anchor Joint (2 pk)	\$	18.95	\$	17.06
106456	Finishing Sleeve	\$	2.46	\$	2.21
105189	Stackable Joint 2-Pack	\$	16.95	\$	15.26

	Erosion Control Tube - 6"				
	108698 Dia. x 10'L	\$	14.95	\$	13.46
	Erosion Control Tube - 6"				
	108699 Dia. x 12'L	\$	16.95	\$	15.26
	Erosion Control Tube - 6"				
	108700 Dia. x 20'L	\$	19.95	\$	17.96
	Erosion Control Tube - 6"				
	108287 Dia. x 100'L Roll	\$	87.75	\$	78.98
	Erosion Control Tube - 12"				
	106443 Dia. x 10'L	\$	23.95	\$	21.56
	Erosion Control Tube - 12"				
	106819 Dia. x 12'L	\$	26.95	\$	24.26
	Erosion Control Tube - 12"				
	106820 Dia. x 20'L	\$	43.95	\$	39.56
	Erosion Control Tube - 12"				
	107550 Dia. x 100'L Roll	\$	169.95	\$	152.96
	Erosion Control Tube - 16"				
	106442 Dia. x 10'L	\$	29.95	\$	26.96
	Erosion Control Tube - 16"				
	106821 Dia. x 12'L	\$	35.95	\$	32.36
	Erosion Control Tube - 16"				
	106822 Dia. x 20'L	\$	49.95	\$	44.96
	Erosion Control Tube - 16"				
	107551 Dia. x 100'L Roll	\$	209.95	\$	188.96
	Root Pouch Grow				
	112749 Container - 5 Gallon	\$	5.75	\$	5.18
	Root Pouch Grow				
	112752 Container - 15 Gallon	\$	9.49	\$	8.54
	Root Pouch Grow				
	112753 Container - 20 Gallon	\$	11.35	\$	10.22
	Root Pouch Grow				
	112754 Container - 25 Gallon	\$	12.05	\$	10.85
	Root Pouch Grow				
	112755 Container - 30 Gallon	\$	13.79	\$	12.41
	Root Pouch Grow				
	113893 Container - 35 Gallon	\$	18.49	\$	16.64
	Root Pouch Grow				
	113894 Container - 45 Gallon	\$	20.95	\$	18.86
	Standard Row Cover Hoops				
	110053 - 100/Pack	\$	86.95	\$	78.26
	Polyester Curtain Cord -				
	1/8" x 1,000' Roll	\$	30.69	\$	27.62
CC5505	Ecody Biodegradable				
	113870 Fabric Stakes	\$	39.95	\$	35.96
	107339 Polypropylene Sand Bag	\$	0.65	\$	0.59
	Spun Bond Frost				
	Blanket/Row Cover 24"W -				
cc1140	Per Foot	\$	0.35	\$	0.32 per ft
	Spun Bond Frost				
	Blanket/Row Cover 36"W -				
cc1101	Per Foot	\$	0.46	\$	0.41 per ft

cc1106	Spun Bond Frost				
	Blanket/Row Cover 48"W -				
	Per Foot	\$	0.56	\$	0.50 per ft
CC1111	Spun Bond Frost				
	Blanket/Row Cover 60"W -				
	Per Foot	\$	0.65	\$	0.59 per ft
116034	Spun Bond Frost				
	Blanket/Row Cover 72"W -				
	Per Foot	\$	0.69	\$	0.62 per ft
CC1124	Spun Bond Frost				
	Blanket/Row Cover 126"W -				
	Per Foot	\$	1.08	\$	0.97 per ft
110276	Hanging Basket - 8"D x 5"H				
	Green	\$	1.49	\$	1.34
110277	Hanging Basket - 8"D x 5"H				
	White	\$	1.49	\$	1.34
110278	Hanging Basket Classic -				
	9.75"D x 5.5"H Green	\$	2.05	\$	1.85
110279	Hanging Basket Classic -				
	9.75"D x 5.5"H White	\$	2.05	\$	1.85
110284	Hanging Basket Saucerless -				
	11.75"D x 7"H Green	\$	3.89	\$	3.50
110285	Hanging Basket Saucerless -				
	11.75"D x 7"H White	\$	3.89	\$	3.50
110286	Hanging Basket Saucerless -				
	14"D x 8.25"H Green	\$	7.39	\$	6.65
109829	Fertilpot Pot 2-1/3" x 2-				
	1/3" Round	\$	0.15	\$	0.14
109832	Fertilpot Pot 3-1/2" x 3-				
	1/2" x 3-1/2" Square	\$	0.37	\$	0.33
109830	Fertilpot Pot 3-1/8" x 3-				
	1/8" Round	\$	0.19	\$	0.17
109831	Fertilpot Pot 4" x 4" Round	\$	0.35	\$	0.32
109836	Fertilpot Strips 12 Count	\$	2.15	\$	1.94
109835	Fertilpot Strips 18 Count	\$	1.75	\$	1.58
109834	Fertilpot Strips 36 Count	\$	1.65	\$	1.49
109863	Grow Bags 3 Gallon	\$	0.31	\$	0.28
109864	Grow Bags 5 Gallon	\$	0.41	\$	0.37
109865	Grow Bags 7 Gallon	\$	0.47	\$	0.42
109048	Standard Cell Insert - 6 Cell	\$	1.15	\$	1.04
109049	Standard Cell Insert - 8 Cell	\$	1.15	\$	1.04
109050	Standard Cell Insert - 12				
	Cell	\$	1.15	\$	1.04
109086	Standard 1020 Flat -				
	Standard Web				
	Heavyweight	\$	1.18	\$	1.06
109087	Standard 1020 Flat -				
	Standard Web Lightweight	\$	1.05	\$	0.95
109043	Standard 1020 Flat -				
	Standard With Holes	\$	1.85	\$	1.67

109060A 109062A	Standard 1020 Flat -				
	109051 Standard Without Holes	\$	1.85	\$	1.67
	Nursery and Greenhouse				
	109633 Pots 1 Gallon	\$	0.79	\$	0.71
	Nursery and Greenhouse				
	109635 Pots 2.7 Gallon	\$	1.65	\$	1.49
	Nursery and Greenhouse				
	109634 Pots 2 Gallon	\$	1.25	\$	1.13
	Nursery and Greenhouse				
	109632 Pots 3 Quart	\$	0.55	\$	0.50
	Traditional Round Pot - 3-				
	111089 1/2" Black	\$	0.29	\$	0.26
	Traditional Round Pot - 4"				
	111090 Terracotta Color	\$	0.29	\$	0.26
	Traditional Round Pot - 4-				
	111068 1/3" Black	\$	0.31	\$	0.28
	Traditional Round Pot - 6"				
	111091 Black	\$	0.39	\$	0.35
	Traditional Square Pot - 3-				
	1/2" Black	\$	0.39	\$	0.35
	Traditional Square Pot - 4-				
	1/3" Black	\$	0.39	\$	0.35
	109047 Clear Humidity Dome	\$	2.89	\$	2.60
	Press and Fit Carry Trays -				
	113619 Case of 100	\$	135.95	\$	122.36
	Press and Fit Pots - Case of				
	113618 450	\$	58.95	\$	53.06
	109044 Plug Tray 72 Cells	\$	1.89	\$	1.70
	113617 Plug Tray 128 Cells	\$	1.95	\$	1.76
	109045 Plug Tray 288 Cells	\$	1.99	\$	1.79
	109046 Plug Tray 512 Cells	\$	2.05	\$	1.85
	Wonder Soil® Reground - 5				
	109858 lbs.	\$	31.95	\$	28.76
	Wonder Soil® Reground -				
	112654 25 lbs.	\$	78.95	\$	71.06
	109860 Wonder Bricks Brick Lite	\$	5.95	\$	5.36
	109861 Wonder Bricks Brick Plus	\$	7.95	\$	7.16
	112530 Expand and Plant Cube	\$	17.95	\$	16.16
	Wonder Soil® Expanding				
	109854 Wafers 1-3/16" - Bag of 200	\$	30.95	\$	27.86
	Wonder Soil® Expanding				
	112103 Wafers 1/2" - Bag of 1000	\$	18.95	\$	17.06
	Wonder Soil® Expanding				
	112236 Wafers 2" - Bag of 50	\$	33.95	\$	30.56
	Wonder Soil® Expanding				
	109857 Wafers 3" - Bag of 40	\$	42.95	\$	38.66
	Wonder Soil® Expanding				
	109856 Wafers 3/4" - Bag of 200	\$	24.95	\$	22.46
	115217 ocogro coir fiber	\$	23.95	\$	21.56
	106156 Redi-Heat™ Bench Plate	\$	18.49	\$	16.64
	Redi-Heat™ Digital				
	111519 Thermostat	\$	179.95	\$	161.96

	Redi-Heat™ Heavy-Duty Propagation Mat - 12"W x				
111511	5'L	\$	112.95	\$	101.66
	Redi-Heat™ Heavy-Duty Propagation Mat - 12"W x				
111512	10'L	\$	179.95	\$	161.96
	Redi-Heat™ Heavy-Duty Propagation Mat - 21"W				
111514	10'L	\$	265.95	\$	239.36
	Redi-Heat™ Heavy-Duty Propagation Mat - 21"W x				
111513	5'L	\$	159.95	\$	143.96
	Seedling Heat Mat				
103648	Thermostat	\$	55.95	\$	50.36
	Seedling Heat Mat - 9"W x				
112677	19.50"L	\$	40.46	\$	36.41
	Seedling Heat Mat - 20"W x				
112678	20.75"L	\$	56.65	\$	50.99
	Seedling Heat Mat - 48"W x				
112679	20.75"L	\$	102.95	\$	92.66
	Gro-Quick Soil Warming				
104439	Cable - 6' Red	\$	32.95	\$	29.66
	Gro-Quick Soil Warming				
104440	Cable - 12' Yellow	\$	38.95	\$	35.06
	Gro-Quick Soil Warming				
104441	Cable - 24' Orange	\$	41.95	\$	37.76
	Gro-Quick Soil Warming				
104442	Cable - 36' Brown	\$	49.95	\$	44.96
	Gro-Quick Soil Warming				
104443	Cable - 48' Blue	\$	53.95	\$	48.56
	Heated Germination				
112680	Station	\$	44.95	\$	40.46
112681	Hot House Growing System	\$	53.95	\$	48.56
	ez Haul All Purpose Red				
103392	Metal Wagon	\$	169.95	\$	152.96
103870	Ez Haul Poly Dump Cart	\$	215.00	\$	193.50
	EZ Haul Premium Poly				
109919	Garden Carts 6 Cu ft	\$	145.00	\$	130.50
	EZ Haul Premium Poly				
109918	Garden Carts 8 Cu ft	\$	155.00	\$	139.50
	PolyMax® Polyethylene				
	Feed & Utility Cart - 8				
102439	Bushel	\$	389.00	\$	350.10
	PolyMax® Polyethylene				
	Feed & Utility Cart - 20				
102440	Bushel	\$	499.00	\$	449.10
109630	Aluminum Fold Up Cart	\$	255.00	\$	229.50
	Growers Supply Garden				
109722	Dump Cart	\$	145.95	\$	131.36
	EZ Haul Extra Large Double				
110052	Deck Wagon	\$	179.95	\$	161.96

WD8045 WD8120	108675	EZ Haul Flat Bed Metal Wagon	\$	186.95	\$	168.26
		EZ Haul Greenhouse and Nursery Wagon	\$	159.00	\$	143.10
		Wheelbarrow Style Cart	\$	191.95	\$	172.76
	108681	Rolling Work Seat	\$	114.95	\$	103.46
109912A		EZ Haul 4 wheel garden cart	\$	252.95	\$	227.66
		Expanded metal deck wagon with fold down sides	\$	209.95	\$	188.96
		EZ Haul Garden Crate Wagon	\$	179.00	\$	161.10
	107001	All Purpose Plastic Wagon	\$	138.95	\$	125.06
	110487	Monster Cart - 20"W x 38"L	\$	229.00	\$	206.10
	110486	Monster Cart - 24"W x 48"L	\$	319.00	\$	287.10
	110488	Monster Cart - 30"W x 60"L	\$	379.00	\$	341.10
		EZ-Haul Replacement				
	111307	Wheel - 5" x 15"	\$	36.95	\$	33.26
		EZ-Haul Replacement				
	110025	Wheel 3.5" x 10"	\$	25.95	\$	23.36
		EZ-Haul Replacement				
	103445	Wheel 3.5" x 10"	\$	25.95	\$	23.36
		EZ-Haul Replacement				
	100756	Wheel 4" x 10"	\$	26.95	\$	24.26
		EZ-Haul Replacement				
	103945	Wheel 4" x 13"	\$	24.95	\$	22.46
		EZ-Haul Replacement				
	103946	Wheel 4" x 16"	\$	29.95	\$	26.96
		EZ-Haul Replacement				
	108679	Wheel 5" x 13"	\$	29.95	\$	26.96
		EZ-Haul Replacement				
	103448	Wheel 6.5" x 16"	\$	46.95	\$	42.26
		EZ-Haul Replacement				
	103863	Wheel 9" x 18"	\$	81.95	\$	73.76
		EZ Haul Replcaement				
	103946	Wheel 4"X16"	\$	29.95	\$	26.96
		Heavy-Duty 5" Swivel				
	103790	Caster	\$	18.95	\$	17.06
		Heavy-Duty 6" Swivel				
	106109	Caster	\$	20.95	\$	18.86
		Heavy-Duty 10" Swivel				
	103443	Caster	\$	32.49	\$	29.24
		Heavy-Duty 6" Swivel				
	110220	Caster	\$	20.95	\$	18.86
	110219	Heavy-Duty 6" Fixed Caster	\$	19.95	\$	17.96
		Replacement Mag Wheel -				
	103776	2.125" x 20"	\$	38.95	\$	35.06

	110024	Replacement Spoke Wheel - 2.125" x 20"	\$	38.95	\$	35.06
	103948	Replacement Spoke Wheel 2.125" x 15-1/2"	\$	32.95	\$	29.66
	103446	EZ-Haul Utility Wagon/Trailer w/Hitch - 1,500 lb. Capacity	\$	429.00	\$	386.10
	103865	EZ-Haul Utility Wagon/Trailer w/Hitch - 3,000 lb. Capacity	\$	659.00	\$	593.10
	103447	EZ-Haul Utility Trailer w/ Hitch & Deck - 1,500 lb. Capacity	\$	639.00	\$	575.10
	103862	EZ-Haul Utility Trailer w/ Hitch & Deck - 3,000 lb. Capacity	\$	895.00	\$	805.50
	102487	Expanded Metal Deck for EZ-Haul Utility Trailer 48"W x 72"L	\$	349.00	\$	314.10
	103864	Expanded Metal Deck for EZ-Haul Utility Trailer 73.6"W x 118"L	\$	449.00	\$	404.10
	103864	Expanded Metal Deck for EZ-Haul Utility Trailer 73.6"W x 118"L	\$	449.00	\$	404.10
	112731	8MM POLY-CARB 47.25"x336" TWINWALL SHEET	\$	248.22	\$	223.40
DH8004		Flame Retardant Foil Tape - 2-1/2" x 150'	\$	13.29	\$	11.96
DE4007		Boss® 310 Industrial Silicone Sealant - Clear	\$	9.79	\$	8.81
	113905	3100 Series Damper - 48" x 48"	\$	379.95	\$	341.96
	115224	3100 Series Damper Motor 48" 2SP 230V B-DRIVE 1HP	\$	152.95	\$	137.66
	115230	SLANT WALL FAN ValueTek™ Horizontal	\$	855.00	\$	769.50
	111933	Airflow Fan - 12" Tight-Fit Curtain Conduit - 1.315" OD x 147" Swaged	\$	141.95	\$	127.76
131S147		Insect Screen Kit - 48"	\$	23.49	\$	21.14
115108S		Motorized Shutter	\$	415.95	\$	374.36
115108F		Insect Screen Kit - 48" Slant Wall Exhaust Fan	\$	415.95	\$	374.36
	106392	Outdoor HPS Security Super Light	\$	102.95	\$	92.66
	113645	ValuTek™ High Pressure Sodium Lamp 150 Watt	\$	14.95	\$	13.46
	105819	ValuTek™ HPS Poultry/Greenhouse Light - 150 Watt	\$	119.95	\$	107.96

	ValuTek™ High Pressure				
	113645 Sodium Lamp 150 Watt	\$	14.95	\$	13.46
	iGrow 800 Controller				
	w/VC&S - 2 Interlocked				
	113590 Contactors	\$	2,059.00	\$	1,853.10
	iPonic D.I.S.M. Digital				
	115467 Integrated Sensor Module	\$	559.95	\$	503.96
	Corrosion-Resistant Hose				
wf4420	Trolley Kit - 100'L	\$	149.00	\$	134.10
	ValuTek Uncoupled Black				
WF6504A	Utility/Garden Hose 3/4" ID				
	- Per Foot	\$	0.65 /FT	\$	0.59 /FT
	ValuTek Brass Hose Fitting				
	103385 3/4"	\$	7.85	\$	7.07
	Brass Hose Fitting 3/4"				
wf1748	MGH x 3/4" FPT	\$	4.45	\$	4.01
	PolyMax Board 1/4" x 48" x				
	108393 120"	\$	121.85	\$	109.67
	3"W X 7'H - Premium Pre-				
	Hung Single Door w/Plexi				
	110566 Top	\$	515.95	\$	464.36
	Installation services				
	(standard wage rate)				
	700000 through 3rd party	Quoted price through 3rd party installer + 30% mark up			
	4"W X 2"H 16GA GALV				
GRT2X2G16L144	STEEL HAT 144"L	\$	28.39	\$	25.55
	PIPE 1.315"x27" SWAGED				
131S027	17GA	\$	6.95	\$	6.26
	Retrofit Ridge Vent Netting				
	115499 (Configurable Kit)	\$	25.95	\$	23.36
	112231 Weather Station 800 Series	\$	1,419.00	\$	1,277.10
	DHPT150 - ALUM DBL				
	HUNG DOOR 3'X7' PLEXI				
SRF31485	TOP	\$	1,579.95	\$	1,421.96
	CUSTOM GREENHOUSE				
100103/200106/100203/100202	PRODUCT	MSRP		10% OFF MSRP	
	Heavy Duty Base Plates for				
	104302 1.900"/2.375" OD pipe	\$	23.95	\$	21.56
FALB04B	NUT BULK 3/8-16 ZNC (EA)	\$	0.24	\$	0.22
	BULK FLATWASH 3/8" ZINC				
FAME08B	(ea)	\$	0.22	\$	0.20
FAG363B	HEX CAP 3/8X3" ZINC EACH	\$	0.56	\$	0.50
	30IN 3100 SERIES				
	MOTORIZED				
	ALUMINUM INTAKE				
	116108 DAMPER	\$	299.00	\$	269.10
	WEATHERPROOF				
	ELECTRONIC				
	115456 THERMOSTAT	\$	102.95	\$	92.66

	AGRI VARI SPEED CONTROL				
	10AMP				
CR2180	120V	\$	85.95	\$	77.36
	Svensson Solaro Shade -				
SHADE50R	50%	.41/SQ FT		.369/SQ ft	Additional fee applies for cutting and grommeting the material
	72INX84IN PREHUNG				
	DOUBLE				
	SWINGING GREENHOUSE				
	DOOR W/				
	LEVER LOCKSET + CENTER				
115829	ASTRAGAL	\$	795.95	\$	716.36
	36INX84IN PREHUNG				
	SINGLE				
	SWINGING GREENHOUSE				
	DOOR W/				
110565	LEVER LOCKSET	\$	479.95	\$	431.96
	36" 1SP 115/208-230V DD				
116191	1/2HP SLANT WALL FAN	\$	639.00	\$	575.10
	48" 3100 SERIES				
113905MK	MOTORIZED DAMPER KIT	\$	479.00	\$	431.10
	AquaCool® Evaporative				
	Cooling System - 25'L x 4'H	\$	2,119.00	\$	1,907.10
GSVEN025L04	End Wall Vent Kit - 25'L x				
	4'H	\$	2,975.00	\$	2,677.50
	30" 3100 SERIES				
113903MK	MOTORIZED DAMPER KIT	\$	299.00	\$	269.10
	Modine™ Effinity 93				
	Condensing Unit Heater				
109780P	215K BTU Propane	\$	3,245.00	\$	2,920.50
	ValueTek™ Horizontal				
111939	Airflow Fan - 20"	\$	162.95	\$	146.66
	72INX80IN DOUBLE				
	SWINGING STEEL DOOR W/				
	LOCKSET & CENTER				
	ASTRAGAL - RH OUTSWING				
	- PLYCRO SERIES 20				
	COMMERCIAL DOOR -				
	CURRENTLY EXCLUDES				
	THRESHOLD, PANIC BAR,				
115672	CLOSER, LITES	\$	1,280.00	\$	1,152.00
	36INX80IN SINGLE				
	SWINGING STEEL DOOR W/				
	LOCKSET - RH OUTSWING -				
	PLYCO SERIES 20				
	COMMERCIAL DOOR -				
	CURRENTLY EXCLUDES				
	THRESHOLD, PANIC BAR,				
115669	CLOSER, LITES	\$	612.00	\$	550.80

	EVAP COOLING PAD SYSTEM 15' WIDE X 4' TALL W/ TREATED 6IN THICK PADS + PLUMBING + SUMP,				
	108994 PUMP & FILL VALVE	\$	1,645.00	\$	1,480.50
	END WALL VENT FOR EVAP COOLING PAD SYSTEM 15' WIDE X 4' TALL W/ RIDDER GEAR MOTOR + EXTERIOR PUSH PULL DRIVE				
GSVEN015L04	SYSTEM + SEAL KIT 12IN 3100 SERIES MOTORIZED	\$	2,697.00	\$	2,427.30
115465MK	ALUMINUM INTAKE DAMPER	\$	199.00	\$	179.10
	LP 125,550BTU/HR MODINE PTC135				
109777P	UNIT HEATER 93%EFF		2729		2456.1

GREENHOUSE INSTALL

				**Add an additional 2.00/sq ft install fee for greenhou ses less than 1000 sq ft in size
	s500/Single Chord	\$13.00/sq ft +	\$11.70/sq ft +	
700000	Structure Install	\$4.18/mile from dyersville iowa to the site location	\$4.18/mile from dyersville iowa to the site location	
				**Add an additional 2.00/sq ft install fee for greenhou ses less than 1000 sq ft in size
	s1000/s2000 install	\$20.00/ sq ft +	\$18.00/sq ft +	
700000		\$4.18/mile from dyersville iowa to the site location	\$4.18/mile from dyersville iowa to the site location	

---

**RESTOCKING FEES**

---

CLEARSPAN WILL NOT ACCEPT RETURNS ON ALL MADE-TO ORDER PRODUCTS

RESTOCKING FEES ON OUR STANDARD STOCK OPTIONS ARE: 15% IF RETURNED WITHIN 90 DAYS

**BOND FEES****PERFORMANCE BONDS**

IF BONDS ARE REQUESTED BY A NJPA MEMBER, THE FOLLOWING FEES WILL APPLY  
(ENTER ORDER VALUE AND COMPLETION TIME (IN MONTHS) FOR FEE TOTAL)

North American Specialty Insurance Company					
ClearSpan Fabric Structures International, Inc.					
Enter contract price and completion time (in months) in gray boxes below.					
CONTRACT PRICE		COMPLETION (MOS)			
\$	170,000	8			
	Contract Price	Rate per M		Total Premium	
FIRST 100M	\$ 100,000	\$ 25.00	=	\$ 2,500	
NEXT 400M	\$ 70,000	\$ 15.00	=	\$ 1,050	
NEXT 2000M	\$ -	\$ 10.00	=	\$ -	
NEXT 2500M	\$ -	\$ 7.50	=	\$ -	
NEXT 2500M	\$ -	\$ 7.00	=	\$ -	
OVER	\$ -	\$ 6.50	=	\$ -	
Contract Price		\$ 170,000		\$ 3,550	
			Completion time surcharge =	1.00	
			Total Premium	\$ 3,550	

**MAINTENANCE BOND RATES ARE BELOW**

(ENTER ORDER VALUE AND COMPLETION TIME (IN MONTHS) FOR FEE TOTAL)

North American Specialty Insurance Company					
ClearSpan Fabric Structures International, Inc.					
Enter contract price and completion time (in months) in gray boxes below.					
CONTRACT PRICE		COMPLETION (MOS)			
\$	170,000	8			
	Contract Price	Rate per M		Total Premium	
FIRST 100M	\$ 100,000	\$ 2.50	=	\$ 250	
NEXT 400M	\$ 70,000	\$ 2.25	=	\$ 158	
NEXT 2000M	\$ -	\$ 2.00	=	\$ -	
NEXT 2500M	\$ -	\$ 1.75	=	\$ -	
NEXT 2500M	\$ -	\$ 1.50	=	\$ -	
OVER	\$ -	\$ 1.40	=	\$ -	
Contract Price		\$ 170,000		\$ 408	
			Completion time surcharge =	1.00	
			Total Premium	\$ 408	