ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT, SUITE 500
2100 CLARENDON BOULEVARD
ARLINGTON, VIRGINIA 22201

NOTICE OF AWARD OF CONTRACT

TO: CAPITOL MARKING PRODUCTS, INC. DATE ISSUED: JANUARY 7, 2011
4611 COLUMBIA PIKE CURRENT REFERENCE NO: 55-11
ARLINGTON, VIRGINIA 22204 CONTRACT TITLE: SIGNS, MODULAR

PRIOR REFERENCE NO: 45-10

THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

Your firm is awarded the above referenced contract. The contract term covered by this Notice of Award is effective APRIL 1, 2011 and expires on MARCH 31, 2012.

This is the THIRD year award notice of a possible FIVE year contract.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No. 107-09 and the bid of the Contractor, incorporated herein by reference.

CONTRACT PRICING:

% Discount from List Price 18 %
Discount firm for the entire term of the contract
Hourly Rate for Removal/Modification of Existing Signs $65.00/Hour

Delivery Time from Receipt of Purchase Order 5-25 Days*
*VARIES WITH ITEMS THAT IS PROVIDED BY 290 SIGN. ITEMS WILL BE ORDERED PROMPTLY FROM 290.

ATTACHMENTS:

SPECIFICATION EXCERPT

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: DAVID G. BOWAN, PRESIDENT VENDOR TEL. NO.: 703-892-2772
VENDOR PAYMENT TERMS: NET 30 DAYS VENDOR FAX. NO.: 703-892-2774
TAX IDENTIFICATION NUMBER (EIN/SSN): 54-1226610 COUNTY TEL. NO.: 703-228-7942

COUNTY CONTACT: MICHELLE CONGDON

CONTRACT AUTHORIZATION

LINDA L. BROWN
PROCURMENT OFFICER

IVETTE GONZALEZ
PROCUREMENT OFFICER

DISTRIBUTION

VENDOR 1
BID FOLDER 2

DATE 1/14/11
ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
INVITATION TO BID NO. 107-09

BID FORM

SUBMIT TWO SIGNED BID FORMS (ONE FORM SHALL CONTAIN AN ORIGINAL
LONGHAND SIGNATURE; THE OTHER MAY BE A PHOTOCOPY OF THE SIGNED
ORIGINAL)

BIDS WILL BE OPENED AT 3:00P.M., FEBRUARY 25, 2009

FOR PROVIDING INTERIOR FACILITY SIGNAGE PER THE TERMS, CONDITIONS AND
SPECIFICATIONS OF THIS SOLICITATION:

The undersigned understands and acknowledges the following:

The official, true, and complete copy of the solicitation documents,
WHICH SHALL INCLUDE ALL AMENDMENTS THERETO, is the hard copy of the
documents available from the Office of the Purchasing Agent.

An electronic copy of the solicitation documents provided at the
county's website (http://www.arlingtonva.us/purchasing) is subject to
an important disclaimer which must be acknowledged online before the
documents can be downloaded.

Each bidder is responsible for determining the accuracy and
completeness of all solicitation documents they receive, including
DOCUMENTS obtained from the county by either of the methods described
above, AND DOCUMENTS obtained from all other sources.

10% DISCOUNT FROM LIST PRICE 18.70%

HOURLY RATE FOR REMOVAL/MODIFICATION OF EXISTING SIGNS $ 65/HOUR

DELIVERY TIME FROM RECEIPT OF PURCHASE ORDER 5-25 DAYS

BID REQUIREMENTS (ATTACH SEPARATE SHEETS WITH RESPONSES):

1. Describe the Contractor's experience as a 2/90 Sign System vendor
   and installer.

2. Describe the size and experience of the sales and installation
   staffs. Include resumes of key personnel to be assigned to this
   Contract.

3. Provide three (3) references as the vendor and installer of 2/90
   Sign Systems, including the contract value; number of signs
   installed; time taken to complete the installation; and name,
   company, address, email, phone and fax numbers of a contact person
   of the reference familiar with the work of the Contractor.
CERTIFICATION OF NON-COLLUSION: The undersigned certifies that this bid is not the result of, or affected by, any act of collusion with another person (under Virginia Code Section 59.1-68.6 et seq.), engaged in the same line of business or commerce; or any act of fraud punishable under Article 1.1 of the Virginia Governmental Frauds Act (Va. Code §18.2-498.1 et seq.).

THE PROPER LEGAL NAME OF THE FIRM OR ENTITY SUBMITTING THIS BID MUST BE WRITTEN IN THE SPACE PROVIDED BELOW. THIS BID FORM, AND ALL OTHER DOCUMENTS REQUIRED BY THE INVITATION TO BID TO BE SUBMITTED WITH THIS BID FORM, INCLUDING, BUT NOT LIMITED TO ALL ISSUED AMENDMENTS, MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BELOW BY A PERSON AUTHORIZED TO LEGALLY BIND THE BIDDER, OR THE BID MAY BE REJECTED:

AUTHORIZED SIGNATURE

PRINT NAME AND TITLE David G. Rowan, Owner

INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO ANY QUESTIONS REGARDING THIS BID (I.E. PROJECT MANAGER):

NAME (PRINTED): David Rowan  TEL. NO.: 703-892-2972
E-MAIL ADDRESS: signs@creals.com

<table>
<thead>
<tr>
<th>SUBMITTED BY: (LEGAL NAME OF FIRM)</th>
<th>Capital Marking Products, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADDRESS:</td>
<td>4611 Columbia Pike</td>
</tr>
<tr>
<td>CITY/STATE/ZIP:</td>
<td>Arlington, VA 22204</td>
</tr>
<tr>
<td>TELEPHONE NO.:</td>
<td>703-892-2972</td>
</tr>
<tr>
<td>FAX/SIMILE NO.:</td>
<td>703-892-2974</td>
</tr>
<tr>
<td>TAX ID NUMBER (EIN/SSN):</td>
<td>54-1526610</td>
</tr>
<tr>
<td>VA. CONTRACTOR LICENSE #:</td>
<td></td>
</tr>
</tbody>
</table>

THIS FIRM IS A:  
- [X] CORPORATION  
- [ ] GENERAL PARTNERSHIP  
- [ ] LIMITED PARTNERSHIP  
- [ ] UNINCORPORATED ASSOCIATION  
- [ ] LIMITED LIABILITY COMPANY  
- [ ] SOLE PROPRIETORSHIP

IS FIRM AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VA?: [X] Yes  
[ ] No

BIDDER STATUS: [ ] MINORITY OWNED: [ ] WOMAN OWNED: [X] NEITHER: [ ]
SPECIFICATIONS EXCERPT

Arlington County will receive bids for the provision of 2/90 Sign Systems on an as-needed basis for a one-year period, with an option to extend the contract for four (4) additional one-year periods upon mutual agreement of the Contractor and the County.

The Contractor shall provide and install 2/90 Sign Systems at the discount from list price indicated on the bid form. The Contractor shall request approval of any list price increases from the Purchasing Agent not less than 30 days in advance of the requested effective date of the proposed price increase.

As part of the discounted price, the Contractor shall place and track signage orders, coordinate delivery and installation, install signs, and provide technical assistance and customer service.

The Contractor shall provide, at no cost to the County, one complete set of color, finish, end cap, and trim samples upon award of the Contract. The Contractor shall update the sample set as deletions and additions are made.

Upon request, the Contractor shall provide, at no cost to the County, additional product literature and samples as required for specific projects.

BID REQUIREMENTS
Bids shall include a response to the following questions:

- Describe the Contractor’s experience as a 2/90 Sign System vendor and installer.

- Describe the size and experience of the sales and installation staffs. Include resumes of key personnel to be assigned to this Contract.

- Provide three (3) references as the vendor and installer of 2/90 sign system, including the contract value; number of signs installed; time taken to complete the installation; and name, company, address, email, phone and fax numbers of a contact person of the reference familiar with the work of the Contractor.

PRICE
Bidders shall indicate their discount from list price on the bid form. The discount shall remain firm for the entire term of the contract.

All products shall be shipped FOB Destination. The prices bid shall include all storage, warehousing, delivery, unpacking, assembly, installation in final location, and waste disposal costs associated with the item. Delivery and installation of all signs shall be coordinated with the Project Officer. Failure to coordinate with the Project Officer may result in delays in delivery and installation of the product, the costs of which shall be the borne by the Contractor. Repeated failure to coordinate with the Project Officer may result in termination of the contract.

The Contractor shall provide removal and modification of existing interior
signs on an as-needed basis at the hourly rate indicated on the bid form.

**INSTALLATION**

All items are to be received, warehoused and installed by the Contractor as necessary in accordance with the items below:

1. Installation shall be in accordance with all drawings or at the direction of the Project Officer should there be any discrepancies between the drawings and as-built conditions.

2. Installation shall be in accordance with manufacturer's instructions and the Americans with Disabilities Act.

3. Assembly and installation shall be by persons experienced in sign handling and shall be without damage to items or finishes. The Contractor shall be responsible for the repair and replacement of damaged items or finishes.

4. All signs are to be leveled in place at final locations. Adjacent signs are to be leveled to each other.

5. All protective tape, cartons, and wrapping materials are to be removed from the signs and legally disposed of off-site by the Contractor at the Contractor's expense. Each item is to be cleaned, dusted, and ready for use.

6. Any and all shortages, mis-shipped, back ordered, or damaged items are to be reported to the manufacturer and the Project Officer by the Contractor. The Contractor shall be responsible for all work associated with any and all corrections.

**AWARD**

The award will be made to the lowest responsive and responsible bidder based on the percentage discount from list price indicated on the bid form.
Solicitation #107-09
Metropolitan Washington Council of Governments
Rider Clause

USE OF CONTRACT(S) BY MEMBERS COMPRISING THE METROPOLITAN WASHINGTON COUNCIL OF GOVERNMENTS
PURCHASING OFFICERS’ COMMITTEE.

A. If authorized by the bidder(s), resultant contract(s) will be extended to any or all of the listed members as designated by the bidder to purchase at contract prices in accordance with contract terms.

B. Any member utilizing such contract(s) will place its own order(s) directly with the successful contractor. There shall be no obligation on the part of any participating member to utilize the contract(s).

C. A negative reply will not adversely affect consideration of your bid/proposal.

D. It is the awarded vendor’s responsibility to notify the members shown below of the availability of the Contract(s).

E. Each participating jurisdiction has the option of entering into a separate contract with the awardee. Contracts entered into with a participating jurisdiction may contain general terms and conditions unique to that jurisdiction including, by way of illustration and not limitation, clauses covering minority participation, non-discrimination, indemnification, naming the jurisdiction as an additional insured under any required Comprehensive General Liability policies, and venue. If, when preparing such a contract, the general terms and conditions of a jurisdiction are unacceptable to the awardee, the awardee may withdraw its extension of the award to that jurisdiction.

F. The issuing jurisdiction shall not be held liable for any costs or damages incurred by another jurisdiction as a result of any award extended to that jurisdiction by the awardee.

BIDDER’S AUTHORIZATION TO EXTEND CONTRACT:

[X] Yes No

[ ] Alexandria, Virginia
[ ] Alexandria Public Schools
[ ] Alexandria Sanitation Authority
[ ] Arlington County, Virginia
[ ] Arlington County Public Schools
[ ] Bladensburg, Maryland
[ ] Bowie, Maryland
[ ] Charles County Public Schools
[ ] College Park, Maryland
[ ] Culpeper County, Virginia
[ ] District of Columbia
[ ] District of Columbia Courts
[ ] District of Columbia Public Schools
[ ] District of Columbia Water & Sewer Auth.
[ ] Fairfax, Virginia
[ ] Fairfax County, Virginia
[ ] Fairfax County Water Authority
[ ] Falls Church, Virginia
[ ] Fairfax County Schools & Government, Virginia
[ ] Frederick, Maryland
[ ] Frederick County, Maryland
[ ] Gaithersburg, Maryland
[ ] Greene County, Maryland
[ ] Henrico, Virginia
[ ] Loudoun County, Virginia
[ ] Loudoun County Public Schools
[ ] Loudoun County Sanitation Authority

[ ] Manassas, Virginia
[ ] City of Manassas Public Schools
[ ] Manassas Park, Virginia
[ ] Metropolitan Washington Airports Authority
[ ] Metropolitan Washington Council of Governments
[ ] Montgomery County
[ ] Montgomery County, Maryland
[ ] Montgomery County Public Schools
[ ] Omnimed
[ ] Prince George’s County, Maryland
[ ] Prince George’s Public Schools
[ ] Prince William County, Virginia
[ ] Prince William County Public Schools
[ ] Prince William County Service Authority
[ ] Rockville, Maryland
[ ] Spotsylvania County Schools
[ ] Stafford County, Virginia
[ ] Takoma Park, Maryland
[ ] Upper Occoquan Sewage Authority
[ ] Vienna, Virginia
[ ] Virginia Railway Express
[ ] Washington Metropolitan Area Transit Authority
[ ] Washington Suburban Sanitary Commission
[ ] Winchester, Virginia
[ ] Winchester Public Schools Vendor

Name: [Signature] Capitol Marking Products, Inc.
Revised 2/9/09

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