



April 19, 2016

Slurry Pavers, Inc.
Attn: Carter Dabney
3617 Nine Mile Road
Richmond, VA 23223

SUBJECT: Town of Vienna Contract Renewal

Reference: Contract IFB 13-01, Slurry Seal Application Project

Dear Mr. Dabney:

The subject contract expires on June 30, 2016. In accordance with the provisions of IFB 13-01, the Town of Vienna wishes to renew the contract for the fourth (4th) of four (4) one-year renewal options, for the period of July 1, 2016 through June 30, 2017.

The Town requests this renewal at the current contact rates (unit prices), as listed on the attached. If you agree to these terms, please sign below and return to the Purchasing Department no later than April 29, 2016. Upon approval by the Town Council at a later date, a Purchase Order for the renewal period will be sent to you.

If you wish to request a price increase, please submit justification for your request, in writing, no later than April 29, 2016, and I will forward your request to the department for consideration. Per the terms of the IFB, any change in pricing shall not exceed the percentage for the most recent twelve (12) months of the CPI-U rate for this region.

If you have any questions, please call me at 703-255-6359.

Sincerely,

Gina M. Gilpin, CPPB
Purchasing Agent
ggilpin@viennava.gov

Enclosure

SLURRY PAVERS, INC.

Carter Dabney
Slurry Pavers, Inc.

Phillip P. Tarsovich, President



Town of Vienna, VA
Purchasing Office
127 Center Street S
Vienna, Virginia 22180

SECTION 13. OFFICIAL TOWN BID FORM (REVISED – ADDENDUM #1)

IFB 13-01 2012 SLURRY SEAL APPLICATION PROJECT

SLURRY PAVERS, INC.

Vendor Name: _____

Address: 1277 Mountain Road Glen Allen, VA 23060

NOTICE TO BIDDERS: The following required services shall be provided according to the contract terms and conditions and specifications of IFB 13-01.

| Item | Qty | Description | Unit | Unit Price | Extended Price |
|-----------|--------|---|------|------------|----------------|
| 1 | 36,921 | Emulsified Asphalt Slurry Seal, Type B, in place | SY | \$ 2.92 | \$107,809.32 |
| 2 | 30 | letters, wet paint 8' (wet paint) | each | \$ 64.00 | \$ 1,920.00 |
| 3 | 3 | Type A, Class 1 Pavement Marking, Double Arrow (wet paint) | each | \$ 110.00 | \$ 330.00 |
| 4 | 6 | Type A, Class 1 Pavement Marking, Single Arrow (wet paint) | each | \$ 55.00 | \$ 330.00 |
| 5 | 1000 | Type A, Class I Pavement Line Marking, 4" Center Line & edge line yellow/white(wet paint) | LF | \$.51 | \$ 510.00 |
| 6 | 4 | Type A, Class I Pavement Marking, "School" Symbol (wet paint) | Each | \$ 153.00 | \$ 612.00 |
| 7 | 200 | Type A, Class I Pavement Marking, 24" Stop Bar (wet paint) | LF | \$ 5.20 | \$ 1,040.00 |
| 8 | 400 | Type A, Class I Pavement Marking 24" Colonial Crosswalk(wet paint) | LF | \$ 5.20 | \$ 2,080.00 |
| 9 | 300 | Type A, Class I Pavement Marking, 6" Crosswalk(wet paint) | LF | \$ 0.85 | \$ 255.00 |
| 10 | 2000 | Eradication of Traffic Markings | LF | \$ 2.05 | \$ 4,100.00 |
| Total Bid | | | | | \$ 118,986.32 |



24950 Country Club Blvd, Suite 450
North Olmsted, OH 44070

April 20, 2016

Town of Vienna
127 Center Street S
Vienna, VA 22180

Dear Gina M. Gilpin,

As the winter season of 2015/2016 comes to an end, Cargill would like to thank you for the business over this past year. We are now beginning to look toward the 2016/2017 season and planning our production and logistics for next year.

Due to the value of our relationship over this past year, Cargill would be willing to renew your contract for the upcoming winter season to help save the hassle and administrative costs of going out to bid, while giving the Town of Vienna the opportunity to remain with a reliable salt supplier.

After carefully reviewing our costs and the market conditions for the 2016/2017 winter season, we are proposing the below 2016/2017 price to you for an estimated 1,000 tons.

| | |
|----------------------------------|------------------|
| | <u>Delivered</u> |
| 2015/16 & 2016/17 Contract Price | \$71.66/ton |

All existing tonnages, terms, and conditions from the original 2015/16 contract shall apply to the 2016/17 season unless specific changes are agreed upon in writing. If you have any questions or concerns about the extension of this contract, please contact me at 800-600-7258 x 4720.

Thank you for your consideration of this pricing proposal. We look forward to servicing you this upcoming winter season. Please sign below of your acceptance by April 29, 2016.

Sincerely,

Denise A. Koch
Asst. Governmental Sales Manager
Ph: 800-600-7258 x 4720
Fax: 952-249-4314

ACCEPTED BY: Town of Vienna

Signature

Name: Mercury T. Payton

Date: 04/28/16



Purchasing Office

April 26, 2016

Cargill, Inc.
Deicing Technology Business Unit
Attn: Denise A. Koch
24950 Country Club Blvd, Suite 450
North Olmstead, OH 44070

SUBJECT: Town of Vienna Contract Renewal

Reference: Deicing Salt via the Montgomery County Contract

Dear Ms. Koch:

The subject contract expires on June 30, 2016. In accordance with the provisions of the signed Contract Acknowledgement of Acceptance, the Town of Vienna wishes to renew the contract for the for the period of July 1, 2016 through June 30, 2017.

The Town requests this renewal at the current contact rates, as listed on the attached. If you agree to these terms, please sign below and return to the Purchasing Department no later than May 6, 2016. Upon approval by the Town Council at a later date, a Purchase Order for the renewal period will be sent to you.

If you have any questions, please call me at 703-255-6359.

Sincerely,

Gina M. Gilpin, CPPB
Purchasing Agent
ggilpin@viennava.gov

Denise A. Koch
Cargill, Inc.