



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at [wvOASIS.gov](http://wvOASIS.gov). As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at [WVPurchasing.gov](http://WVPurchasing.gov) with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header 1

List View

General Information | Contact | Default Values | Discount | Document Information

<b>Procurement Folder:</b> 618458	<b>SO Doc Code:</b> CRFQ
<b>Procurement Type:</b> Central Purchase Order	<b>SO Dept:</b> 0211
<b>Vendor ID:</b> 000000229169	<b>SO Doc ID:</b> GSD2000000008
<b>Legal Name:</b> CONTINENTAL FLOORING CO	<b>Published Date:</b> 8/30/19
<b>Alias/DBA:</b>	<b>Close Date:</b> 9/6/19
<b>Total Bid:</b> \$24,311.00	<b>Close Time:</b> 13:30
<b>Response Date:</b> 09/05/2019	<b>Status:</b> Closed
<b>Response Time:</b> 17:26	<b>Solicitation Description:</b> Addendum No. 2 Bldg. 1 West Wing Carpet Project
<b>Total of Header Attachments:</b> 1	
<b>Total of All Attachments:</b> 1	



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Carpet	1.00000	LS	\$24,311.000000	\$24,311.00

Comm Code	Manufacturer	Specification	Model #
30161701			

**Extended Description :** To provide and install carpet per the attached specifications.

Agency \_\_\_\_\_  
REQ.P.O.# \_\_\_\_\_

**BID BOND**

KNOW ALL MEN BY THESE PRESENTS, That we, the undersigned, Continental Flooring Company  
of Scottsdale, AZ, as Principal, and Employers Mutual Casualty Company  
of P.O. Box 712 Des Moines, IA 50306, a corporation organized and existing under the laws of the State of Iowa  
with its principal office in the City of Des Moines, as Surety, are held and firmly bound unto the State  
of West Virginia, as Obligees, in the penal sum of Five Percent of Amount Bid (\$ 5%) for the payment of which,  
well and truly to be made, we jointly and severally bind ourselves, our heirs, administrators, executors, successors and assigns.

The Condition of the above obligation is such that whereas the Principal has submitted to the Purchasing Section of the  
Department of Administration a certain bid or proposal, attached hereto and made a part hereof, to enter into a contract in writing for  
Building 1 West Wing carpet replacement  
SOL CREQ GSD200000008

**NOW THEREFORE,**

(a) If said bid shall be rejected, or  
(b) If said bid shall be accepted and the Principal shall enter into a contract in accordance with the bid or proposal  
attached hereto and shall furnish any other bonds and insurance required by the bid or proposal, and shall in all other respects perform  
the agreement created by the acceptance of said bid, then this obligation shall be null and void, otherwise this obligation shall remain in  
full force and effect. It is expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no  
event, exceed the penal amount of this obligation as herein stated.

The Surety, for the value received, hereby stipulates and agrees that the obligations of said Surety and its bond shall be in no  
way impaired or affected by any extension of the time within which the Obligees may accept such bid, and said Surety does hereby  
waive notice of any such extension.

WITNESS, the following signatures and seals of Principal and Surety, executed and sealed by a proper officer of Principal and  
Surety, or by Principal individually if Principal is an individual, this 3rd day of September, 2019.

Principal Seal

Continental Flooring Company  
(Name of Principal)  
By Steve Witkowski,  
Director of Bidding and Pricing  
(Must be President, Vice President, or  
Duly Authorized Agent)  
Director of Bidding and Pricing  
(Title)

Surety Seal

Employers Mutual Casualty Company  
(Name of Surety)

Melanie Ankeney  
Melanie Ankeney  
Attorney-in-Fact

**IMPORTANT** - Surety executing bonds must be licensed in West Virginia to transact surety insurance, must affix its seal, and  
must attach a power of attorney with its seal affixed.



### POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

KNOW ALL MEN BY THESE PRESENTS, that:

- 1. Employers Mutual Casualty Company, an Iowa Corporation
- 2. EMCASCO Insurance Company, an Iowa Corporation
- 3. Union Insurance Company of Providence, an Iowa Corporation
- 4. Illinois EMCASCO Insurance Company, an Iowa Corporation
- 5. Dakota Fire Insurance Company, a North Dakota Corporation
- 6. EMC Property & Casualty Company, an Iowa Corporation

hereinafter referred to severally as "Company" and collectively as "Companies", each does, by these presents, make, constitute and appoint:

**MELANIE ANKENY**

its true and lawful attorney-in-fact, with full power and authority conferred to sign, seal, and execute the Bid Bond

#### Any and All Bonds

and to bind each Company thereby as fully and to the same extent as if such instruments were signed by the duly authorized officers of each such Company, and all of the acts of said attorney pursuant to the authority hereby given are hereby ratified and confirmed.

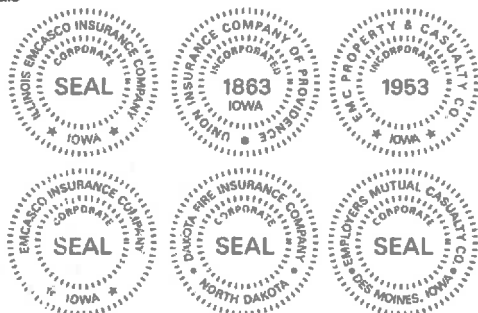
### AUTHORITY FOR POWER OF ATTORNEY

This Power-of-Attorney is made and executed pursuant to and by the authority of the following resolution of the Boards of Directors of each of the Companies at the first regularly scheduled meeting of each company duly called and held in 1999:

**RESOLVED:** The President and Chief Executive Officer, any Vice President, the Treasurer and the Secretary of Employers Mutual Casualty Company shall have power and authority to (1) appoint attorneys-in-fact and authorize them to execute on behalf of each Company and attach the seal of the Company thereto, bonds and undertakings, recognizances, contracts of indemnity and other writings obligatory in the nature thereof; and (2) to remove any such attorney-in-fact at any time and revoke the power and authority given to him or her. Attorneys-in-fact shall have power and authority, subject to the terms and limitations of the power-of-attorney issued to them, to execute and deliver on behalf of the Company, and to attach the seal of the Company thereto, bonds and undertakings, recognizances, contracts of indemnity and other writings obligatory in the nature thereof, and any such instrument executed by any such attorney-in-fact shall be fully and in all respects binding upon the Company. Certification as to the validity of any power-of-attorney authorized herein made by an officer of Employers Mutual Casualty Company shall be fully and in all respects binding upon this Company. The facsimile or mechanically reproduced signature of such officer, whether made heretofore or hereafter, wherever appearing upon a certified copy of any power-of-attorney of the Company, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

IN WITNESS THEREOF, the Companies have caused these presents to be signed for each by their officers as shown, and the Corporate seals to be hereto affixed this 1st day of July, 2018.

Seals



*Bruce G. Kelley*

Bruce G. Kelley, CEO, Chairman of Companies 2, 3, 4, 5 & 6; President of Companies 1, 2 & 6; Treasurer of Companies 1, 2, 3, 4 & 6

*Todd Strother*

Todd Strother  
Senior Vice President

On this 1st day of July, 2018 before me a Notary Public in and for the State of Iowa, personally appeared Bruce G. Kelley and Todd Strother, who, being by me duly sworn, did say that they are, and are known to me to be the CEO, Chairman, President and Treasurer, and/or Senior Vice President, respectively, of each of the Companies above; that the seals affixed to this instrument are the seals of said corporations; that said instrument was signed and sealed on behalf of each of the Companies by authority of their respective Boards of Directors; and that the said Bruce G. Kelley and Todd Strother, as such officers, acknowledged the execution of said instrument to be their voluntary act and deed, and the voluntary act and deed of each of the Companies.

My Commission Expires October 10, 2019.

*Kathy Loveridge*

Notary Public in and for the State of Iowa



### CERTIFICATE

I, James D. Clough, Vice President of the Companies, do hereby certify that the foregoing resolution of the Boards of Directors by each of the Companies, and this Power of Attorney issued pursuant thereto on 1st day of July, 2018, are true and correct and are still in full force and effect.

In Testimony Whereof I have subscribed my name and affixed the facsimile seal of each Company this 3rd day of September, 2019.

*James D. Clough*

Vice President



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Request for Quotation  
09 - Construction

Proc Folder: 018458

Doc Description: Addendum No. 2 Bldg. 1 West Wing Carpet Project

Proc Type: Central Purchase Order

Date Issued	Solicitation Class	Solicitation No	Version
2019-08-30	2019-09-06 13:30:00	CRFQ 0211 GSD2000000009	3

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON

US

WV 25305

Vendor Name, Address and Telephone Number:

Continental Flooring Company, 9319 N. 94th Way, Suite 1000, Scottsdale, Arizona 85258  
800.825.1221

FOR INFORMATION CONTACT THE BUYER

Melissa Pettrey  
(304) 558-0094  
melissa.k.pettrey@wv.gov

Signature:  Steve Witkowski, Director of Bidding and Pricing FEN# 86-0369902

DATE 9/5/19

All offers subject to all terms and conditions contained in this solicitation

**Addendum No. 2**

Addendum No. 2 is issued to publish and distribute the attached information to the vendor community.

**Central Request for Quotation  
Construction**



The West Virginia Purchasing Division is soliciting bids on behalf of the WV Department of Administration, General Services Division to establish a One-Time contract to remove existing floor covering and supply and install modular carpet tiles within the offices of Building 1, West Wing, 3rd Floor at the offices located by specifications listed below. The offices are located at 1000 Kanawha Blvd. East, Charleston, WV 25305, per the attached specifications and terms and conditions herein.


DEPARTMENT OF ADMINISTRATION GENERAL SERVICES DIVISION 112 CALIFORNIA AVENUE, 5TH FLOOR CHARLESTON WV25305 US		DEPARTMENT OF ADMINISTRATION GENERAL SERVICES DIVISION BLDG 32 2809 PARK AVE HUNTINGTON WV 25704 US			
Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Carpet	1.00000	LS	\$24,311.00	\$24,311.00
Comm Code	Manufacturer	Specification	Model #		
30181701	Philadelphia/Shaw	Capital III Carpet Tile	54480		

**Extended Description :**

To provide and install carpet per the attached specifications.





Share | Print


**Order Sample**  
Color: 80600


## Capital III Tile


Product Photography | [Interactive Room Scenes](#)


**Colors** Previous 1 2 3 Next


Up to 2,500 sq yds or less ships in fewer than two weeks for these colors


  
80471


  
80501


  
80570

  
80572

  
80600

  
80700

  
80701

  
80702

Specifications	Coordinating Products	Calculate Lead Points
<b>Style</b>	Capital III Tile 54480	
<b>Collection</b>	None	
<b>Color</b>	Land Slide 80600	
<b>Texture</b>	Level Loop	
<b>Product Type</b>	Tile	
<b>Fiber</b>	Solution Q® Nylon	
<b>Backing</b>	EcoWorx® Tile	
<b>Dye Method</b>	100% Solution Dyed	
<b>Tufted Weight</b>	20.0	
<b>Warranty</b>	Lifetime Commercial Limited	

[Complete Specs](#) | [Eco Specs](#)

Products rendered in these scenes may not be an exact representation of actual flooring.


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Capital III Tile

tile specifications

<b>style name</b>	capital iii tile	
<b>style number</b>	54480	
<b>construction</b>	level loop	
<b>fiber</b>	solution q® nylon	
<b>dye method</b>	100% solution dyed	
	<b>english</b>	<b>metric</b>
	.....	
<b>pattern repeat</b>	none	
<b>tufted weight</b>	20.0	678.11 g/m <sup>2</sup>
<b>gauge</b>	1/10	39.37 per 10 cm
<b>stitches per inch</b>	9.0	35.43 per 10 cm
<b>finished pile thickness</b>	0.104	2.64 mm
<b>total thickness</b>	0.259	6.58 mm
<b>average density</b>	6923	12.89 kilotex
<b>product size</b>	24" x 24"	61 cm x 61 cm
<b>primary backing</b>	synthetic	
<b>secondary backing</b>	ecoworx® tile	
<b>protective treatments</b>	ssp protective treatments	
<b>gsa approved product</b>	yes	

testing

<b>radiant panel</b>	class I
<b>nbs smoke</b>	less than 450
<b>electrostatic propensity</b>	less than 3.5 kv

warranties

lifetime commercial limited

installation method

Monolithic



coordinating products

Specifications are subject to nominal manufacturing variances. Material supply and/or manufacturing processes may necessitate specification changes without notice. This carpet is an exclusive design and may not be duplicated in any manner. Use of this design in the creation of another carpet design is also strictly prohibited. Visit [www.phillyqueencommercial.com/Html/PerformanceTesting](http://www.phillyqueencommercial.com/Html/PerformanceTesting) for more information.

[www.phillyqueencommercial.com](http://www.phillyqueencommercial.com) | 800-441-7429

**ADDITIONAL TERMS AND CONDITIONS (Construction Contracts Only)**

**1. CONTRACTOR'S LICENSE:** West Virginia Code § 21-11-2 requires that all persons desiring to perform contracting work in this state be licensed. The West Virginia Contractors Licensing Board is empowered to issue the contractor's license. Applications for a contractor's license may be made by contacting the West Virginia Division of Labor. West Virginia Code § 21-11-11 requires any prospective Vendor to include the contractor's license number on its bid. If an apparent low bidder fails to submit a license number in accordance with this section, the Purchasing Division will promptly request by telephone and electronic mail that the low bidder and the second low bidder provide the license number within one business day of the request. Failure of the bidder to provide the license number within one business day of receiving the request shall result in disqualification of the bid. Vendors should include a contractor's license number in the space provided below.

Contractor's Name: Continental Flooring Company

Contractor's License No.: WV- 022458

The apparent successful Vendor must furnish a copy of its contractor's license prior to the issuance of a contract award document.

**2. DRUG-FREE WORKPLACE AFFIDAVIT:** W. Va. Code § 21-1D-5 provides that any solicitation for a public improvement contract requires each Vendor that submits a bid for the work to submit an affidavit that the Vendor has a written plan for a drug-free workplace policy. If the affidavit is not submitted with the bid submission, the Purchasing Division shall promptly request by telephone and electronic mail that the low bidder and second low bidder provide the affidavit within one business day of the request. Failure to submit the affidavit within one business day of receiving the request shall result in disqualification of the bid. To comply with this law, Vendor should complete the enclosed drug-free workplace affidavit and submit the same with its bid. Failure to submit the signed and notarized drugfree workplace affidavit or a similar affidavit that fully complies with the requirements of the applicable code, within one business day of being requested to do so shall result in disqualification of Vendor's bid. Pursuant to W. Va. Code 21-1D-2(b) and (k), this provision does not apply to public improvement contracts the value of which is \$100,000 or less or temporary or emergency repairs.

**2.1. DRUG-FREE WORKPLACE POLICY:** Pursuant to W. Va. Code § 21-1D-4, Vendor and its subcontractors must implement and maintain a written drug-free workplace policy that complies with said article. The awarding public authority shall cancel this contract if: (1) Vendor fails to implement and maintain a written drug-free workplace policy described in the preceding paragraph, (2) Vendor fails to provide information regarding implementation of its drug-free workplace policy at the request of the public authority; or (3) Vendor provides to the public authority false information regarding the contractor's drug-free workplace policy.

Pursuant to W. Va. Code 21-1D-2(b) and (k), this provision does not apply to public improvement contracts the value of which is \$100,000 or less or temporary or emergency repairs.

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Peter J. Coleman, Sr. Estimator

(Name, Title)

Steve Witkowski, Director of Bidding and Pricing

(Printed Name and Title)

9319 N. 94th Way, Suite 1000, Scottsdale, Arizona 85258

(Address)

800.825.1221 866.553.8892

(Phone Number) / (Fax Number)

pcoleman@continentalflooring.com

(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Continental Flooring Company

(Company)

(Authorized Signature) (Representative Name, Title)

Steve Witkowski, Director of Bidding and Pricing

(Printed Name and Title of Authorized Representative)

9/5/19

(Date)

800.825.1221 866.553.8892

(Phone Number) (Fax Number)

STATE OF WEST VIRGINIA  
Purchasing Division

# PURCHASING AFFIDAVIT

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(f), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL CONTRACTS:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2a-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-3-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Continental Flooring Company

Authorized Signature: [Signature] Steve Witkowski, Director of Bidding and Pricing Date: 9/5/19

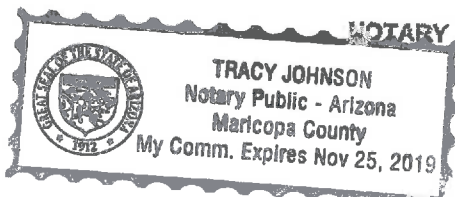
State of Arizona

County of Maricopa, to-wit:

Taken, subscribed, and sworn to before me this 5 day of September, 2019.

My Commission expires 11/25, 2019.

AFFIX SEAL HERE



[Signature]  
Purchasing Affidavit (Revised 01/19/2018)





State of West Virginia  
**DRUG FREE WORKPLACE CONFORMANCE AFFIDAVIT**  
West Virginia Code §21-1D-5

Arizona

~~STATE OF WEST VIRGINIA,~~

COUNTY OF Maricopa, TO-WIT:

I, Steve Witkowski, after being first duly sworn, depose and state as follows:

1. I am an employee of Continental Flooring Company; and,  
(Company Name)
2. I do hereby attest that Continental Flooring Company  
(Company Name)

maintains a written plan for a drug-free workplace policy and that such plan and policy are in compliance with *West Virginia Code §21-1D*.

The above statements are sworn to under the penalty of perjury.

Printed Name: Steve Witkowski

Signature: [Handwritten Signature]

Title: Director of Bidding and Pricing

Company Name: Continental Flooring Company

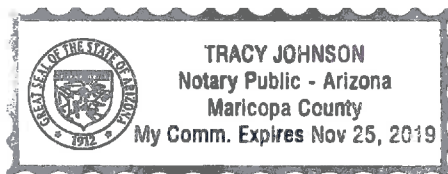
Date: 9/5/19

Taken, subscribed and sworn to before me this 5 day of September, 2019

By Commission expires 11/25/2019

(Seal)

[Handwritten Signature]  
(Notary Public)



**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: GSD2000000008**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Continental Flooring Company

\_\_\_\_\_  
Company

Steve Witkowski, Director of Bidding and Pricing

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

9/5/19

\_\_\_\_\_  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.





## Continental Flooring Company

### Flooring References

Customer Name	Location	Materials Installed	Comp Date	Contract Amount	Contact Name	Contact
Autauga County Schools	Prattville, AL	Flooring Installation	Jul-19	\$283,541.00	Jay Thompson	334-799-3035
Eldorado Memorial Library	Eldorado, IL	Carpet and Flooring Replacement	May-19	\$67,147.00	John C. Baker	618-993-8250
Erie International Airport	Erie, PA	Johnsonite and Congoleum flooring	May-19	\$157,254.00	Ian Bogle	814-833-4558
State of West Virginia	Huntington, WV	Shaw Stacked Tile	Feb-19	\$245,988.00	David Parsons	304-550-9650
Warren AFB	FE Warren AFB, WY	Durkan Merit Carpet	Jan-19	\$53,656.50	John Berthold	307-275-6912
Luke AFB	Luke AFB, AZ	Durkan , Amtico Vintage and Daltile	Jan-19	\$139,505.50	Jane Yates	575-915-4685
Garfield County	Rifle, CO	Mohawk Carpet and Johnsonite base	Dec-18	\$95,977.00	Frank Coberly	970-625-5921
Patrick Air Force Base	Partrick AFB, FL	Flooring Replacements	Dec-18	\$84,909.35	Scott Fisher	321-302-9095
City of La Porte	La Porte, TX	Installed LVT and Carpet	Dec-18	\$124,809.30	Cherell Daeumer	281-470-5123
Peterson AFB	Colorado Springs, CO	Installed Carpert and Ceramic	Nov-18	\$239,095.00	Sean Dooley	719-556-4024
US Navy	San Diego, CA	Flooring Replacement	Sept 18	\$131,830.00	Elisa R. Wing	858-386-9543
Stanislaus County	Modesto, CA	Installed Carpet Tile	July-18	\$109,680.00	Mike Herzog	209-661-6123
Providence Court	Pittsfield, MA	Installed LVT	APR-18	\$95,347.43	Richard Ward	413-281-0905
GSA San Diego	San Diego, CA	Various Projects	Apr-18	\$400,000.00	Warren Leske	415-696-1174
Pittsfield Housing Authority	Pittsfield, MA	Flooring replacement	Apr-18	\$77,676.00	Richard Ward	413-443-5936
USC Aiken B&E Building Repairs	Aiken SC	Floor Repairs	Mar-18	\$271,696.00	Brian Enter	803-641-3254
El Paso County Colorado	Colorado Springs	Carpet Replacement	Mar-18	\$124,380.00	Tom Sesler	719-520-6560
Little Rock Courthouse/ Post Office	Litter Rock, AR	Installed Carpet Tiles	Mar-18	\$148,380.00	Eric Johnson	501-707-2400
Frank Lemon Gym School	Jefferson, LA	Gym Floor Replacement	Dec-17	\$103,711.00	Brad Roth	504-813-7014
Rutherford County Schools	Murfressboro, TN	Install carpet tiles and base	May-17	\$240,975.00	Drew Hodge	615-893-5815
Washington Navy Yard	Washington, DC	Install carpet tile and base	May-17	\$110,380.00	James Guliford	202-433-7935
Bloomsburg University	Bloomsburg, PA	Install Mohawk carpet and base	Apr-17	\$124,067.00	Kevin Whitney	570-389-4579
Minneapolis Veterans Horne	Minneapolis, MN	Install carpet and base	Jan-17	\$283,830.00	Jesse Klankowski	612-331-7178
San Diego GSA	San Diego, CA	Shaw Carpet Tiles	Nov-16	\$319,837.30	David Dilks	619-696-2816
Tampa International Airport	Tampa, Florida	Carpet replacement	May-16	\$697,000.00	Adam Smith	813-676-4337
Department of Veterans Affairs	Jamaica, NY	Install Flexco LVT	Apr-16	\$170,478.34	Dominik Gammon	714-526-1000
US Air Force	Peterson AFB, CO	Install VCT & Base	Jun-15	\$118,485.80	Sean Dooley	719-556-4024
AFPC/SVCHL	Kadena, Japan	Flooring	Apr-15	\$119,376.55	Noel Huliganga	210-395-7872
Lew-McChord AFB	Lew-McChord AFB, WA	Floor Tile	Apr-15	\$668,040.85	Steve Dawson	253-477-2988
Maxwell AFB	Montgomery, AL	Install carpet, rubber flooring and base	Apr-14	\$112,651.59	Susan Thomas	210-395-7869
Lowell High School	Lowell, MA	Cove base, carpet and vct	Aug-13	\$110,315.78	Jay Lang	978-694-2020
Town of West Hartford	West Hartford, CT	VCT and base	Aug-13	\$405,929.56	Michael Longo	860-561-7927
Army National Guard	Gulfport, MS	Carpet, VCT and Base	Aug-12	\$398,300.00	Dennis Shadwell	228-323-0207
Town of Maynard	Maynard, MA	VCT and Cove Base	Jul-12	\$160,635.85	Gregg Lefter	978-897-1308
City of Lowell	Lowell, MA	Install VCT	Jul-12	\$266,484.00	Jay Lang	978-479-8794
SSA Administration	Philadelphia, PA	Shaw Carpet Tiles	Dec-11	\$265,380.00	Barry Ellis	215-597-8204
California State University	Hayward, CA	Carpet and sheet vinyl	Sep-11	\$587,888.00	Keat Saw	510-885-3968
County of San Joaquin	Stockton, CA	Carpet and VCT	Apr-11	\$894,396.30	Gabrial Karam	209-468-3357

# Continental Flooring Company

## Flooring References

<b>Customer Name</b>	<b>Location</b>	<b>Materials Installed</b>	<b>Comp Date</b>	<b>Contract Amount</b>	<b>Contact Name</b>	<b>Contact</b>
Hampton Redevelopment and HA	Hampton, VA	Sheet Vinyl, Vinyl Base	Nov-10	\$207,600.00	Karen Gelhaar	757-727-1521
Springdale Housing Authority	Springdale, AR	Armstrong VCT	Nov-10	\$333,830.00	Randy Hoeschen	901-848-5675
SSA	Philadelphia, PA	Shaw Carpet Tile	Aug-10	\$238,083.00	Jan Carter	215-597-8205
Hillsborough Cty Aviation Auth.	Tampa, Florida	Carpet and Ceramic	Aug-10	\$1,159,710.66	Rey Bulnes	813-870-7846
State of Rhode Island	Providence RI	Flooring	Jun-10	\$833,336.00	Artie Jochmann	401-222-1285

# OVERVIEW OF EXPERIENCE

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Continental Flooring Company, headquartered in Scottsdale, Arizona, was established in 1979. We are a nationwide flooring contractor. For over 40 years, we have been dedicated to principally serving Federal, State, County and Municipal Governments; Educational Institutions; Public Housing Authorities; and other public sector agencies throughout the United States.

Additionally, we are a long time GSA flooring contractor with a history of carpet and resilient flooring installation throughout the United States.

Our professional performance represents dedication to providing first class workmanship, combined with faithful conformance to the strict governing specifications at some of the industry's most competitive prices. We persist in keeping up with the current trends and products, while still providing the old fashioned service that has helped us get to where we are today.

As a family-owned business, we have stressed the commitment by our staff to provide the very best service to our customers throughout the Company's history. A philosophy and practice of caring professionalism permeates our sales and operations functions. This approach to doing business has paid off in that the majority of our customer base has been referred to Continental Flooring Company by other satisfied customers.

Our business philosophy is best described by our dedication to customer satisfaction. This philosophy can best be summed up by a statement by the late James G.F. Coleman, Founder of Continental Flooring Company, "...we believe in supporting the industry (floor covering) and providing the opportunity for customers to get the best value they can for their money." To accomplish this, Continental Flooring Company makes every effort to operate as a totally committed customer service oriented organization.

We are proud to make the statement that throughout our Company's history we never been debarred from doing business with any government agency. This is primarily due to our record of conforming to contract and/or product specifications and standards. Our project managers strive to perform within forecasted costs and should we experience cost overruns not attributed to a customer negotiated change order, we do not pass that cost overrun along to the customer.

The staff of Continental Flooring Company persists in keeping up with current trends in product innovation and installation techniques to provide our customers with the best possible products, service and price availability. With our vast knowledge and experience in the floor covering industry, Continental Flooring Company, teamed with the top floor covering manufacturers in the industry, adds a full package of the highest quality products and services available at the best value.

Our vast experience throughout the country has provided us with the knowledge and experience necessary to handle projects similar to the size and complex scope presented. Throughout the course of work, Continental Flooring Company staff has proven time and again that our leadership within the floor covering industry is second to none. No matter the size or scope of the project, our staff strives to provide the highest level of professionalism and skill to insure that the project runs as smoothly as possible, with minimal interruption to the end user. We attach references to include recently completed and current contracts.

Continental Flooring Company has extensive experience in working on floor covering projects within occupied facilities. This experience has provided our staff the knowledge necessary to complete projects within occupied facilities with minimal disruption.

Our staff attends regular training sessions for professional development, as well as industry training sessions offered by our manufacturers. This corporate commitment to continuing education ensures that our staff is able to provide the most updated installation methods on the cutting edge of the floor covering industry.

The average tenure at Continental Flooring Company is over 15 years. With minimal corporate turnover, our staff's knowledge is top notch, and continues to grow every day through training. In addition, Continental Flooring Company is committed to its customers and employees by providing cutting edge technology. Our accounting software was custom designed to fulfill the unique needs of our customers. Our sales staff and project managers work with a state-of-the-art digital CAD system, allowing us to minimize the amount of waste on a project substantially, even within the most complex situations. In addition, we have recently upgraded to Microsoft Dynamics CRM which will allow us to e-communicate with our customers even more effectively and manage our customer accounts at a whole new level.

The staff within the Operations Division of Continental Flooring Company are organized in a multi-tier format to insure the highest level of service to our customers. With the support of Project Coordinators, our Project Managers have the ability to efficiently manage several projects at one time. Customers are provided a primary in-office contact, a secondary in-office contact, as well as an on-site contact. Project Managers are assigned projects based on their current workload. With a rotating assignment philosophy, workload is spread evenly amongst the Project Management teams. If awarded this contract it would be the intention of Continental Flooring Company to assign the project management of this project to our Vice President of Operations, Mr. Gary McMahon.