



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
- Clarification Request

Procurement Folder: 1991485

Procurement Type: Central Purchase Order

Vendor ID: 000000229169

Legal Name: CONTINENTAL FLOORING CO

Alias/DBA:

Total Bid: \$262,888.00

Response Date: 06/24/2026

Response Time: 16:32

Responded By User ID: continental1

First Name: Tracy

Last Name: Johnson

Email: gatekeeper@continentalfloc

Phone: 800-825-1221

SO Doc Code: CRFQ

SO Dept: 0613

SO Doc ID: VNF2600000009

Published Date: 6/24/26

Close Date: 6/25/26

Close Time: 13:30

Status: Closed

Solicitation Description: Construction: Installation Flooring, Cove Base, Patch, Repai

Total of Header Attachments: 1

Total of All Attachments: 1



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Construction: Flooring, Patch, Repair, Paint				262888.00

Comm Code	Manufacturer	Specification	Model #
72151302			

**Commodity Line Comments:** All products bid as specified

**Extended Description:**

Installation of LVT, Cove BasePatch, Repair, and Paint per the attached specifications

**BID BOND**

KNOW ALL MEN BY THESE PRESENTS, That we, the undersigned, Continental Flooring Company  
of 9319 N 94th Way, Suite 1000 Scottsdale, AZ 85258, as Principal, and Employers Mutual Casualty Company  
of P.O. Box 712, Des Moines, IA 50306 - 0712 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 Oblige, in the penal sum of Five Percent of Amount Bid (\$ 5% of bid amount) 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  
CRFQ 0613 VNF260000009 - Flooring, Patch, Repair, and Paint

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 Oblige 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 22nd day of June, 2026

Principal Seal

Continental Flooring Company  
\_\_\_\_\_  
(Name of Principal)

By \_\_\_\_\_  
(Must be President, Vice President, or  
Duty Authorized Agent)

Christopher I. Coleman, President  
\_\_\_\_\_  
(Title)

Surety Seal



Employers Mutual Casualty Company  
\_\_\_\_\_  
(Name of Surety)

Joseph A. Clarken, III  
Joseph A. Clarken, III 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:

JOSEPH A. CLARKEN, III

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**

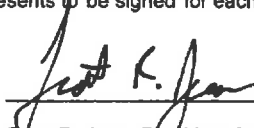
and to bind each Company thereby as fully and to the same extent as if such instruments were signed by the duly authorized officers of each such Company, and all of the acts of said attorney pursuant to the authority hereby given are hereby ratified and confirmed.

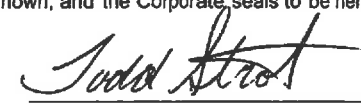
**AUTHORITY FOR POWER OF ATTORNEY**

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:

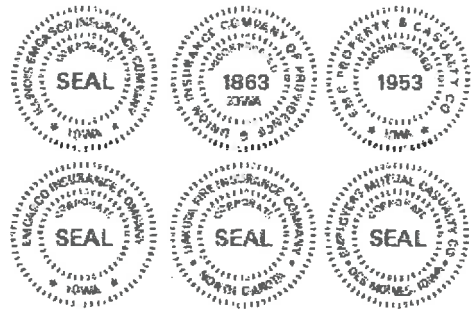
**RESOLVED:** The President and Chief Executive Officer, any Vice President, the Treasurer and the Secretary of Employers Mutual Casualty Company shall have power and authority to (1) appoint attorneys-in-fact and authorize them to execute on behalf of each Company and attach the seal of the Company 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 17th day of September, 2025.

  
 \_\_\_\_\_  
 Scott R. Jean, President & CEO  
 of Company 1; Chairman, President  
 & CEO of Companies 2, 3, 4, 5 & 6

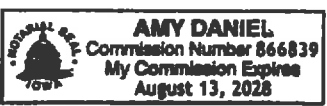
  
 \_\_\_\_\_  
 Todd Strother, Executive Vice President  
 Chief Legal Officer & Secretary of  
 Companies 1, 2, 3, 4, 5 & 6

Seals



On this 17th day of September, 2025 before me a Notary Public in and for the State of Iowa, personally appeared Scott R. Jean 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, Executive Vice President, Chief Legal Officer and/or Secretary, 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 Scott R. Jean 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 August 13, 2028.



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

**CERTIFICATE**

I, Ryan J. Springer, 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 17th day of September, 2025, 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 22 day of June, 2020

  
 \_\_\_\_\_  
 Vice President



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

**State of West Virginia  
 Centralized Request for Quote  
 Construction**

<b>Proc Folder:</b> 1991485		<b>Reason for Modification:</b>	
<b>Doc Description:</b> Construction: Installation Flooring, Cove Base, Patch, Repai		Addendum No. 1	
<b>Proc Type:</b> Central Purchase Order			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2026-06-22	2026-06-25 13:30	CRFQ 0613 VNF2600000009	2


**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

**Vendor Customer Code:** 000000229169  
**Vendor Name :** Continental Flooring Company  
**Address :** 9319 N. 94th Way, Suite 1000  
**Street :**  
**City :** Scottsdale  
**State :** Arizona **Country :** USA **Zip :** 85258  
**Principal Contact :** Tracy Johnson  
**Vendor Contact Phone:** 800-825-1221 **Extension:** 1205

**FOR INFORMATION CONTACT THE BUYER**  
 David H Pauline  
 304-558-0067  
 david.h.pauline@wv.gov

**Vendor Signature X**  **FEIN#** 86-0369902 **DATE** 6/24/2026

All offers subject to all terms and conditions contained in this solicitation  
 Christopher L. Coleman, President

**Continental Flooring Company**  
**9319 N. 94th Way, Suite 1000**  
**Scottsdale, Arizona 85258**  
**1-800-825-1221**

**ADDITIONAL INFORMATION**

Addendum No. 1

To correct the Terms and Conditions, Section 11. Liquidated Damages: are being selected for this solicitation as per Specifications, Section 10, in the amount of, \$1,500.00 per day, plus a one-time fixed cost of \$1,250.00 for Staff Judge Advocate review for work not completed. This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. See attached document.

To provide responses to the Vendor Technical Questions, see attached.

Bid opening date and time remain June 25, 2026, at 1:30 PM EST.

No other changes.

INVOICE TO	SHIP TO
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DIVISION OF VETERANS AFFAIRS 1 FREEDOMS WAY  CLARKSBURG                      WV US	VETERAN'S NURSING FACILITY 1 FREEDOMS WAY  CLARKSBURG                      WV US
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Construction: Flooring, Patch, Repair, Paint	1	EA	\$262,888.00	\$262,888.00

Comm Code	Manufacturer	Specification	Model #
72151302	All products as specified		

**Extended Description:**  
 Installation of LVT, Cove BasePatch, Repair, and Paint per the attached specifications

**SCHEDULE OF EVENTS**

Line	Event	Event Date
1	Mandatory Prebid Meeting At 11:00 AM. EST.	2026-06-16
2	Vendor Technical Questions Due By 11:00 AM. EST.	2026-06-18

	Document Phase	Document Description	Page 3
VNF2600000009	Final	Construction: Installation Flooring, Cove Base, Patch, Repai	

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

REQUEST FOR QUOTATION – CRFQ VNF26\*09  
FLOORING, PATCH, REPAIR and PAINT  
CRFQ VNF26\*

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**EXHIBIT A**

**PRICING PAGES**

**PROJECT TOTAL BID PRICE**

**\$262,888.00**

Continental Flooring Company  
9319 N. 94th Way, Suite 1000  
Scottsdale, Arizona 85258  
1-800-825-1221

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ VNF260000009**

**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 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

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

Christopher L. Coleman, President 6/24/2026

\_\_\_\_\_  
Date

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




**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.

(Printed Name and Title) Tracy Johnson, Contract and Office Administrator  
(Address) 9319 N. 94th Way, Suite 1000, Scottsdale, Arizona 85258  
(Phone Number) / (Fax Number) 800-825-1221 / 866-553-8892  
(email address) tjohnson@continentalflooring.com

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through WVOASIS, I certify that: I have reviewed this Solicitation/Contract 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/Contract 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 this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; 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.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Continental Flooring Company  
(Company)  
  
(Signature of Authorized Representative)  
Christopher L. Coleman, President 6/24/2026  
(Printed Name and Title of Authorized Representative) (Date)  
800-825-1221 / 866-553-8892  
(Phone Number) (Fax Number)  
tjohnson@continentalflooring.com  
(Email Address)



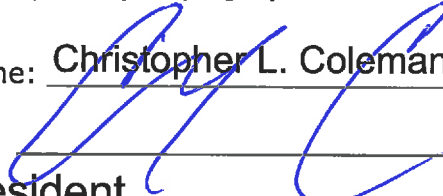
**State of West Virginia  
DRUG FREE WORKPLACE CONFORMANCE AFFIDAVIT  
West Virginia Code §21-1D-5**

I, Christopher L. Coleman, 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: Christopher L. Coleman  
 Signature:   
 Title: President  
 Company Name: Continental Flooring Company  
 Date: 6/24/2026

STATE OF WEST VIRGINIA,

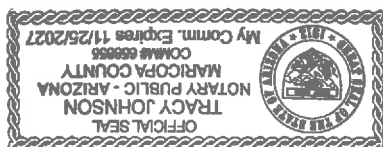
COUNTY OF Arizona, Maricopa, TO-WIT:

Taken, subscribed and sworn to before me this 24 day of June, 2026.

By Commission expires 11/25/202

(Seal)

  
 (Notary Public)



### Continental Flooring Company - National Installation References

Customer Name	Location	Materials Installed	Comp Date	Contract Amount	Contact Name	Contact
Middletown Housing Authority	Middletown, CT	LVT and Cove Base	Jun-26	\$ 17,210.97	Stephen Hughes	860-634-6535
ASRC Federal Gulf State Contractors	End, OK	Carpet Tile	May-26	\$ 179,888.00	Jason Weber	580-213-5197
Langley AFB	Hampson, VA	LVT	May-26	\$ 114,480.00	Zubin Karimattam	757-764-3670
Kern County Housing Authority	Bakersfield, CA	Carpet tile and base	May-26	\$ 105,200.00	Johnny Montez	661-428-1353
Warren County School Board	Front Royal, VA	Armstrong LVT and Flexco bases	Jan-26	\$ 68,300.00	Bryan Helmick	540-631-0040
Carl Hayden VA	Phoenix, AZ	LVT and Cove base	Dec-25	\$ 843,894.00	Travis Lowell	602-710-0199
Concord University	Athens, WV	Shaw carpet tile & Flexco bases	Sep-25	\$ 48,569.00	Steven Miller	304-887-6426
Colorado State University	Fort Collins, CO	LVT and cove base	Aug-25	\$ 103,100.00	Brady Carstrom	970-567-1089
Pineville Housing Authority	Pineville, LA	Armstrong LVT, Flexco rubber base & Mohawk LVT & Flexco base	Aug-25	\$ 103,100.00	Renee Jones	318-715-2159
University of Missouri	Columbia, MO	Mannington 20 mil LVT	Jul-25	\$ 264,100.00	Larry Harris	314-452-8935
WV Veterans Nursing Facility	Clarksburg, WV	Armstrong StoneTex VCT	May-25	\$ 151,707.00	Michael Messenger	304-326-7463
VA Dept of Military Affairs Fort Blackfoot	Blackston, VA	Armstrong LVT, Tarket LVT, Stair treads	Mar-25	\$ 369,877.30	Thomas Shiel	434-294-1294
University of Rhode Island	Kingston, RI	Armstrong LVT, Tarket LVT, Stair treads	Dec-24	\$ 972,184.00	Jeff Plourie	401-479-7107
Las Cruces Convention Center	Las Cruces, NM	Mohawk carpet tile	Mar-24	\$ 212,982.50	Mauro Monsivais	915-383-9864
Army University	Fort Belvoir, VA	Flooring Replacement	Feb-24	\$ 87,418.00	Mark Hurley	703-805-8146
Garneron Parish School Board	Grand Chenier, LA	Tarket LVT installation	Nov-23	\$ 108,888.00	Kelly Sue Bokhan	603-737-2226
City of Henderson-Black Mtn Rec Center	Henderson, NV	Install and supply of LVT	Nov-23	\$ 189,830.00	Jerry Hagen	702-267-3293
East Hartford HA	East Hartford, CT	Flooring replacement	Oct-23	\$ 218,330.00	James Rovezzi	860-622-5952
CA Corrections Facility	Soledad, CA	Flooring replacement	Aug-23	\$ 143,538.00	Staton Jones	559-267-3505
Heritage High School	Saginaw, MI	Shaw Carpet tile and LVT	Mar-23	\$ 165,098.00	Vince Drumright	989-752-9400
GSA Little Rock	Little Rock, AR	Multiple flooring replacement projects	Feb-23	\$ 72,083.00	Eric Johnson	501-707-2400
Blackshear Elm School	Blackshear, GA	Flooring replacement	Dec-22	\$ 460,635.00	Harbin Fair	912-288-6740
Blackshear Middle School	Blackshear, GA	Flooring replacement	Dec-22	\$ 405,541.00	Harbin Fair	912-288-6740
Governors Office State of WV	Charleston, WV	Carpet and Flooring Replacement	Nov-22	\$ 119,726.00	Eric Miller	304-558-2000
Pinns Point Senior Residence	Perthrobe Pines, FL	Installation of VCT	Nov-22	\$ 97,244.00	Matt Desharnais	954-261-7207
Sequin Housing Authority	Sequin, TX	LVT and layover installation	Nov-22	\$ 189,568.00	Robert Garcia	504-881-5269
DePere Housing Authority	DePere, WI	Walk off carpet tile, tread and base	Nov-21	\$ 109,536.00	Wade Schmechel	920-336-0755
Oxnard Housing Authority	Oxnard, CA	VCT and base	Feb-21	\$ 376,372.00	Deborah Jones	805-385-8041
North Andover Housing Authority	North Andover, MA	LVT and stair treads	Oct-20	\$ 84,690.00	Gary Boucher	978-408-4711
Harris County Public Library	LaPorte, TX	Carpet tile and base	Sep-20	\$ 107,204.00	David Helmer	281-470-5180
Sommerville Housing Authority	Sommerville, MA	LVT	Jan-20	\$ 111,035.00	Brian Langton	617-331-2397
Merced Community College	Merced, CA	Carpet Tile	Jan-20	\$ 78,900.00	Stacey Hicks	209-384-6225
School District of Greenville County	Greenville County, SC	Custom pattern match carpet	Aug-19	\$ 904,950.00	Carol Cowen	813-870-7875
Hillsborough City Aviation Auth.	Tampa, Florida	Flooring Installation	Jul-19	\$ 283,541.00	Jay Thompson	334-799-3035
Autauga County Schools	Prattville, AL	Johnsonite and Congoleum flooring	May-19	\$ 157,254.00	Ian Bogle	814-833-4558
Erie International Airport	Erie, PA	Rubber tile and stair treads	Feb-19	\$ 176,154.00	Robert Kachinski	413-592-6132
Chicopee Housing Authority	Chicopee, MA	Shaw Stacked Tile	Jan-19	\$ 245,988.00	David Parsons	304-550-9650
State of West Virginia	Huntington, WV	Durkam, Amtico Vitrage and Daltile	Jan-19	\$ 139,505.50	Jane Yates	575-915-4685
Luke AFB	La Porte, TX	Installed LVT and Carpet	Dec-18	\$ 124,809.30	Cherell Daummer	281-470-5123
City of La Porte	San Diego, CA	Installed Carpet and Ceramic	Nov-18	\$ 239,095.00	Sean Dooley	719-566-4024
Peterson AFB	San Diego, CA	Flooring Replacement	Sep-18	\$ 131,830.00	Elisa R. Wing	858-386-9543
US Navy	Modesto, CA	Installed Carpet Tile	Jul-18	\$ 109,680.00	Mike Herzog	209-661-6123
Stanislaus County	San Diego, CA	Various Projects	Apr-18	\$ 400,000.00	Warren Leske	415-696-1174
GSA San Diego	Aliken SC	Floor Repairs	Mar-18	\$ 271,896.00	Brian Entler	803-631-3254
USC Aiken B&E Building Repairs	Colorado Springs	Carpet Replacement	Mar-18	\$ 124,380.00	Tom Sesler	719-520-6560
El Paso County Colorado	Litter Rock, AR	Installed Carpet Tiles	Mar-18	\$ 148,380.00	Eric Johnson	501-707-2400
Little Rock Courthouse/ Post Office	Oxnard, CA	VCT and base	Dec-17	\$ 362,500.00	Deborah Jones	805-386-8041
Oxnard Housing Authority	Oxnard, CA	Gym Floor Replacement	Dec-17	\$ 504,711.00	Brad Roth	504-813-7014
Frank Lemon Gym School	Murfreesboro, TN	Install carpet tiles and base	May-17	\$ 240,975.00	Drew Hodge	615-893-5815
Rutherford County Schools	Minneapolis, MN	Install carpet and base	Jan-17	\$ 283,830.00	Jesse Klankowski	612-331-7178
Minneapolis Veterans Home	San Diego, CA	Shaw Carpet Tiles	Nov-16	\$ 319,837.30	David Dilks	619-696-2816
San Diego GSA	Tampa, Florida	Carpet replacement	May-16	\$ 697,000.00	Adam Smith	813-676-4337
Tampa International Airport	Jamaica, NY	Install Flexco LVT	Apr-16	\$ 170,478.34	Dominik Gammon	714-526-1000
Department of Veterans Affairs	Cheraw, SC	LVT and base	Sep-15	\$ 282,118.50	Eddie Jenkins	843-666-4163
Cheraw Housing Authority	Cheraw, SC	Install carpet, rubber flooring and base	Apr-14	\$ 112,651.59	Susan Thomas	210-395-7869
Maxwell AFB	Montgomery, AL	VCT and base	Aug-13	\$ 405,929.56	Michael Longo	860-561-7927
Town of West Hartford	West Hartford, CT	Carpet, VCT and Base	Aug-12	\$ 396,300.00	Dennis Shadwell	228-323-0207
Army National Guard	Guilford, MS	VCT and Cove Base	Jul-12	\$ 160,635.85	Gregg Letner	978-897-1308
Town of Maynard	Maynard, MA	Sheet Vinyl and base	Apr-12	\$ 374,891.00	Mehrdad Rahimi	805-365-8033
Oxnard Housing Authority	Oxnard, CA	Shaw Carpet Tiles	Dec-11	\$ 265,380.00	Barry Ellis	215-597-8204
SSA Administration	Philadelphia, PA	Carpet and sheet vinyl	Sep-11	\$ 587,888.00	Keat Saw	510-866-3968
California State University	Hayward, CA	Carpet and VCT	Apr-11	\$ 894,396.30	Gabrial Karam	209-468-3367

# 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 47 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. Philosophy and practice of caring professionalism permeate our sales and operations functions. This approach to doing business has paid off because 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 have 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 persist 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.

Throughout the course of work, Continental Flooring Company staff have 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 ensure that the project runs as smoothly as possible, with minimal interruption to the end user.

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

Our staff attend 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 can 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 ensure 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 with 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.