



P.O. Box 400  
Austin, Texas 78767-0400  
512-467-0222  
800-695-2919  
Fax: 800-211-5454  
www.buyboard.com

February 22, 2011

**Sent Via E-mail: [brian@bv-associates.com](mailto:brian@bv-associates.com)**

Jackie Ricci  
Victor Stanley, Inc.  
PO Drawer 330  
Dunkirk, MD 20754

**Proposal Name & Number:** Parks & Recreation Equipment & Installation, Supplemental #370-11

Congratulations, your company has been successful on the above referenced proposal! This contract will be effective April 1, 2011.

To see the items your company has been awarded, please review the proposal tabulation #370-11 on the following website: [www.vendor.buyboard.com](http://www.vendor.buyboard.com). Only items marked as awarded to your company can be sold through the BuyBoard contract. In addition, on this website you will find the membership list which will provide you with the names of all entities with membership in our purchasing cooperative.

Attached to this letter you will find the following documents:

- Vendor Quick Reference Sheet
- Electronic Catalog Format Instructions

**Receipt of a purchase order directly from a Cooperative member is not within the guidelines of the coop.** Accepting orders directly from member entities may result in a violation of the State of Texas competitive bid statute and cancellation of the proposal award. Therefore, all orders must be processed through the Cooperative in order to comply. We request your assistance in immediately forwarding by fax (1-800-211-5454) to the cooperative any orders received directly from member entities. If by chance an order sent directly to you has been unintentionally processed, please fax it to the Cooperative (1-800-211-5454) and note it as **RECORD ONLY** to prevent duplication.

**Per proposal specifications, awarded vendors will have 60 days to submit their electronic catalog including pricing. If the electronic data is not provided within 60 days of notice of award, we reserve the right to inactivate any company's award information from the Buyboard until such time the electronic data is received.**

On behalf of the Texas Association of School Boards, we appreciate your interest in the Cooperative and we are looking forward to your participation in the program. If you have any questions, please contact me at 512-467-0222, ext. 7154 or 1-800-695-2919.

Sincerely,

Melonie Perry  
Bid Administrator



The Texas Local Government Purchasing Cooperative is a joint project of the  
Texas Association of School Boards, Texas Municipal League, and Texas Association of Counties



# NOTICE OF PROPOSAL INVITATION

Proposal Name: Parks & Recreation Equipment & Installation, Supplemental

Proposal Opening Date and Time: 2/2/2011 at 2:30 PM

3868

Location of Proposal Opening:  
Texas Association of School Boards  
Cooperative Purchasing Department  
12007 Research Blvd.  
Austin, TX 78759

Proposal Number: 370-11

Board Meeting Date: February, 2011

Contract Time Period: April 1, 2011 through March 31, 2012 with two possible one-year extensions.

The undersigned authorized representative of the proposing company indicated below hereby acknowledges:

1. That he/she is authorized to enter into contractual relationships on behalf of the proposing company indicated below, and
2. That he/she has carefully examined this Proposal Notice, the accompanying Proposal Forms (whether in printed or electronic form), and the General Terms and Conditions and Item Specifications associated with this Proposal Invitation, and acknowledges the right of the Cooperative to maintain facsimile signatures as originals, and
3. That he/she proposes to supply any products or services submitted under this Proposal Invitation at the prices quoted and in strict compliance with the General Terms and Conditions, and Item Specifications associated with this Proposal Invitation, unless any exceptions are noted in writing with this proposal response, and
4. That if any part of this proposal is accepted, he/she will furnish all products or services awarded under this proposal at the prices quoted and in strict compliance with the General Terms and Conditions, and Item Specifications associated with this Proposal Invitation, unless any exceptions are noted in writing with this proposal response, and
5. That any and all exceptions to the General Terms or Conditions of this proposal have been noted in writing in this proposal response, and that no other exceptions to the General Terms or Conditions will be claimed, and
6. That if any part of this proposal is accepted, he/she will satisfy the requirements identified in this Proposal Invitation related to (1) the submission of product information in electronic form for inclusion on the electronic catalog(s), (2) conducting business with Cooperative members and eligible nonprofit entities electronically, and (3) **payment of a service fee in the amount of 2% of the dollar amount of purchase orders generated from any contract awarded under this Proposal Invitation.**
7. It is the intent of the Cooperative to allow member entities to seek quotes through the Buyboard from awarded vendors to achieve quantity discounts.
8. Pricing is guaranteed to be the best offered by the vendor to similar customers.
9. Awarded proposals will not be active on the BuyBoard until price sheets or catalogs are submitted in the proper format to be posted to the BuyBoard.

Victor Stanley, Inc.  
Name of Proposing Company

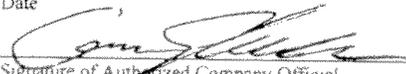
P.O. Box 330  
STREET Address

Dunkirk, MD 20754  
City, State, Zip

1-800-368-2573 Ext. 328  
Telephone Number of Authorized Company Official

410-257-7579  
Fax Number of Authorized Company Official

1/31/11  
Date

  
Signature of Authorized Company Official

Jerry Skalka  
Printed Name of Authorized Company Official

Vice President  
Position or Title of Authorized Company Official

52-0796078  
Federal ID Number

**RETURN THIS DOCUMENT (Forms A - K) IN SEALED PROPOSAL PACKAGE**



# VENDOR PURCHASE ORDER, RFQ, AND INVOICE RECEIPT OPTIONS

To help us ensure you receive orders from cooperative members in a timely manner, please indicate below the method of order transmission that you would prefer. Please complete this form and return it with your Invitation to Proposal. Orders will be available through one of two options:

Option 1: **Internet.** Vendors will need to have Internet access available to them and preferable an e-mail addresses so that notification of new orders can be sent to the Internet contact when a new purchase order arrives. An information guide will be provided to those vendors who choose this option to assist them with retrieving their orders.

Option 2: **Fax.** Vendors will need to have a designated fax line available at all times to receive purchase orders.

Company: Victor Stanley, Inc. Contact Name: Jackie Ricci

Please choose only one of the following options for receipt of purchase orders:



I plan to use the Internet to retrieve purchase orders.

E-mail Address: brian@bv-associates.com

Internet Contact: Brian Vavrina Phone: (800) 496-0487

Alternate E-mail Address: barbara@bv-associates.com

Alternate Internet Contact: Barbara Wain Phone: (800) 496-0487



I plan to receive purchase orders via fax.

Fax Number: \_\_\_\_\_

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

Please indicate the e-mail address for receipt of RFQ (Request for Quotes):

E-mail Address: brian@bv-associates.com

Alternate E-mail Address: barbara@bv-associates.com

Please indicate the address and contact for receipt of invoices:

As part of any contract arising from this proposal, your company will be billed the two per cent (2%) service fee monthly. Please provide the following information regarding receipt of invoices that will be sent to your company for the fee:

Mailing address: P.O. Drawer 330 Department: Accounts Receivable

City: Dunkirk State: MD Zip Code: 20754

Contact Name: Lisa Pirner Phone: 1-800-368-2573 Ext. 338

Fax: 410-257-7579 Email Address: lisap@victorstanley.com

If you would prefer to receive invoices via e-mail, indicate e-mail address for invoices: \_\_\_\_\_



## FELONY CONVICTION DISCLOSURE STATEMENT

State of Texas Legislative Senate Bill No. 1, Section 44.034, Notification of Criminal History, Subsection (1), states "a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator has been convicted of a felony. A notice must include a general description of the conduct resulting in the conviction of a felony.

Subsection (b) states "a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract.

My firm is a publicly-held corporation; therefore, this reporting requirement is not applicable.

My firm is not owned or operated by anyone who has been convicted of a felony.

My firm is owned or operated by the following individual(s) who has/have been convicted of a felony:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

I, the undersigned agent for the firm named below, certify that the information concerning notification of felony conviction has been reviewed by me and the following information furnished is true to the best of my knowledge.

Victor Stanley, Inc.

Company Name

Signature of Authorized Company Official



## OUT OF STATE CERTIFICATION

As defined by Texas House Bill 602, a "nonresident proposer" means a proposer whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

I certify that my company is a "Resident Proposer":

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

I certify that my company qualifies as a "Nonresident Proposer"  
( NOTE: You must furnish the following information: )

Indicate the following information for your "Resident State":  
(The state your principal place of business is located in)

<u>Victor Stanley, Inc.</u>	<u>P.O. Drawer 330</u>	
Company Name	Address	
<u>Dunkirk</u>	<u>MD</u>	<u>20754</u>
City	State	Zip Code

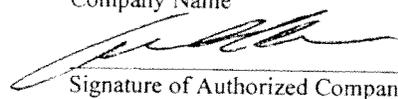
A. Does your "resident state" require proposers whose principal place of business is in Texas to underprice proposers whose resident state is the same as yours by a prescribed amount or percentage to receive a comparable contract? ("Resident State" means the state in which the principal place of business is located.)

Yes  
 No

B. What is the prescribed amount or percentage? \$ N/A or N/A %

By signature below, I certify that the above is true and correct and that I am authorized by my company to make such certifications.

Victor Stanley, Inc.  
Company Name

  
\_\_\_\_\_  
Signature of Authorized Company Official



## HISTORICALLY UNDERUTILIZED BUSINESS (HUB) CERTIFICATION

Proposing companies that have been certified as Historically Underutilized Business (HUB) entities are encouraged to indicate their HUB status when responding to this Proposal Invitation. The electronic catalogs will indicate HUB certifications for vendors that properly indicate and document their HUB certification on this form.

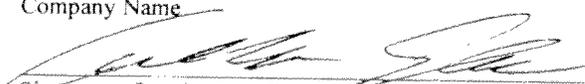
- I certify that my company has been certified as a Historically Underutilized Business (HUB) in the following categories: (Please check all that apply)
- Minority Owned Business**
  - Small Business**
  - Women Owned Business**

Certificate Number: \_\_\_\_\_

Name of Certifying Agency: \_\_\_\_\_

- My company has **NOT** been certified as a Historically Underutilized Business (HUB).

Victor Stanley, Inc.  
Company Name \_\_\_\_\_

  
Signature of Authorized Company Official \_\_\_\_\_



## DEVIATION & COMPLIANCE SIGNATURE FORM

If the undersigned proposer intends to deviate from the General Terms and Conditions or Item Specifications listed in this proposal invitation, all such deviations must be listed on this page, with complete and detailed conditions and information included or attached. The Cooperative will consider any deviations in its proposal award decisions, and the Cooperative reserves the right to accept or reject any proposal based upon any deviations indicated below or in any attachments or inclusions.

In the absence of any deviation entry on this form, the proposer assures the Cooperative of their full compliance with the General Terms and Conditions, Item Specifications, and all other information contained in this Proposal Invitation.

- No Deviations
- Yes Deviations

List any deviations your company is submitting below:

Additional discounts may be applied due to high quantity, or budget

to meet specific budget restrictions. Freight costs will vary depending on shipping destination and weight of products.

### PLEASE PROVIDE THE FOLLOWING INFORMATION:

1. Delivery Terms:  FOB Destination (freight included in price)  FOB Shipping Point (deviation to specs)

2. Shipping Via:  Common Carrier  Company Truck  Other: \_\_\_\_\_

4. Payment Terms:  Net 30 days  1% in 10/Net 30 days  Other: \_\_\_\_\_  
Approximately 45-60 days or sooner, if possible.

5. Number of Days for Delivery: ← ARO

6. Vendor Reference/Quote Number: \_\_\_\_\_

7. State your return policy: All sales are final.

8. Are electronic payments acceptable to your company:  Yes  No

Victor Stanley, Inc.

Company Name,

  
Signature of Authorized Company Official



## DEALERSHIP LISTINGS

If your company has more than one location that will be servicing this contract, please list each location below. If additional sheets are required, please duplicate this form as necessary.

(Please Print)

BV Associates  
Company Name

1290 Bay Dale Drive #340  
Address

Arnold MD 21012  
City State Zip

800-496-0487 410-349-2382  
Phone Number Fax Number

Brian Vavrina  
Contact Person

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

\_\_\_\_\_  
Address

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

\_\_\_\_\_  
Phone Number Fax Number

\_\_\_\_\_  
Contact Person



# REGIONAL SERVICE DESIGNATION

The Local Government Purchasing Cooperative will assume that you will service cooperative members statewide unless you designate otherwise using this form!

The Local Government Purchasing Cooperative (Cooperative) offers vendors the opportunity to service cooperative members statewide. If you do not plan to service all members of the cooperative statewide, you MUST indicate your intention by checking the specific regions you wish to serve on the checklist below.

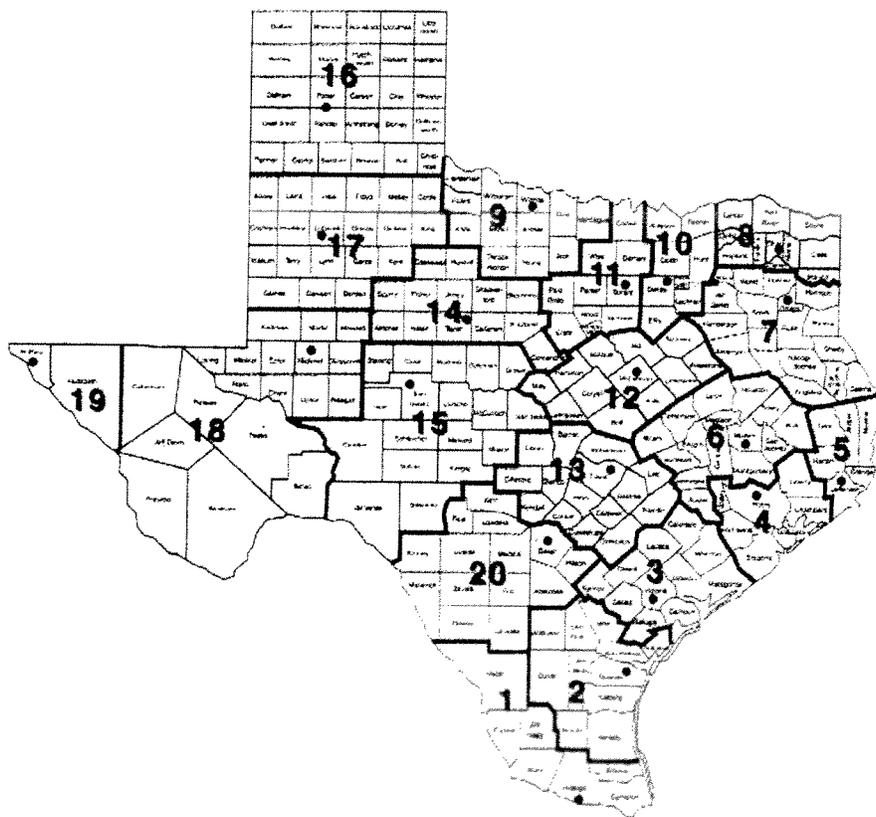
**Reminder:** The Cooperative also assumes that you have included the cost of freight in your quoted price and that you will serve members statewide or in the specific regions you have checked without any additional charge for freight. If your quoted price does not include freight, or if you intend to charge additional freight for service to any region, you must specify and describe the freight terms as an exception to the terms and conditions on your Deviation//Compliance Signature Form.

## Regional Education Service Centers



I plan to service all members of the cooperative statewide.

Place an "X" in the Boxes next to the regions you wish to service if you are not going to service the contract statewide.



Region	Headquarters
<input type="checkbox"/>	1 Edinburg
<input type="checkbox"/>	2 Corpus Christi
<input type="checkbox"/>	3 Victoria
<input type="checkbox"/>	4 Houston
<input type="checkbox"/>	5 Beaumont
<input type="checkbox"/>	6 Huntsville
<input type="checkbox"/>	7 Kilgore
<input type="checkbox"/>	8 Mount Pleasant
<input type="checkbox"/>	9 Wichita Falls
<input type="checkbox"/>	10 Richardson
<input type="checkbox"/>	11 Fort Worth
<input type="checkbox"/>	12 Waco
<input type="checkbox"/>	13 Austin
<input type="checkbox"/>	14 Abilene
<input type="checkbox"/>	15 San Angelo
<input type="checkbox"/>	16 Amarillo
<input type="checkbox"/>	17 Lubbock
<input type="checkbox"/>	18 Midland
<input type="checkbox"/>	19 El Paso
<input type="checkbox"/>	20 San Antonio

Victor Stanley, Inc.

Company Name

Signature of Authorized Company Official



## STATE SERVICE DESIGNATION

The Local Government Purchasing Cooperative (Cooperative) offers vendors the opportunity to service other governmental entities in the continental United States. If you do not wish to service the entire continental United States, you MUST indicate your intentions using the checklist provided below.

REMINDER: You can cite exceptions to the terms and conditions on your Deviation/Compliance Signature Form to control additional freight in other states. Check the states you wish to serve

- |  |  |
|--|--|
| <input type="checkbox"/> Alabama   | <input type="checkbox"/> Nebraska            |
| <input type="checkbox"/> Alaska  | <input type="checkbox"/> U.S. Virgin Islands |
| <input type="checkbox"/> Arizona   | <input type="checkbox"/> Nevada              |
| <input type="checkbox"/> Arkansas  | <input type="checkbox"/> New Hampshire       |
| <input type="checkbox"/> California (Public Contract Code 20118 & 20652) | <input type="checkbox"/> New Jersey          |
| <input type="checkbox"/> Colorado  | <input type="checkbox"/> New Mexico          |
| <input type="checkbox"/> Connecticut                                     | <input type="checkbox"/> New York            |
| <input type="checkbox"/> Delaware  | <input type="checkbox"/> North Carolina      |
| <input type="checkbox"/> District of Columbia                            | <input type="checkbox"/> North Dakota        |
| <input type="checkbox"/> Florida   | <input type="checkbox"/> Ohio                |
| <input type="checkbox"/> Georgia   | <input type="checkbox"/> Oklahoma            |
| <input type="checkbox"/> Idaho   | <input type="checkbox"/> Oregon              |
| <input type="checkbox"/> Illinois  | <input type="checkbox"/> Pennsylvania        |
| <input type="checkbox"/> Indiana   | <input type="checkbox"/> Rhode Island        |
| <input type="checkbox"/> Iowa  | <input type="checkbox"/> South Carolina      |
| <input type="checkbox"/> Kansas  | <input type="checkbox"/> South Dakota        |
| <input type="checkbox"/> Kentucky  | <input type="checkbox"/> Tennessee           |
| <input type="checkbox"/> Louisiana                                       | <input type="checkbox"/> Utah                |
| <input type="checkbox"/> Maine   | <input type="checkbox"/> Vermont             |
| <input type="checkbox"/> Maryland  | <input type="checkbox"/> Virginia            |
| <input type="checkbox"/> Massachusetts                                   | <input type="checkbox"/> Washington          |
| <input type="checkbox"/> Michigan  | <input type="checkbox"/> West Virginia       |
| <input type="checkbox"/> Minnesota                                       | <input type="checkbox"/> Wisconsin           |
| <input type="checkbox"/> Mississippi                                     | <input type="checkbox"/> Wyoming             |
| <input type="checkbox"/> Missouri  |  |
| <input type="checkbox"/> Montana   |  |

I plan to service all states listed

This State Service Designation form will be used to ensure that you can service other governmental entities throughout the continental United States. Please sign to indicate that you understand your service commitments during the term of this contract.

Victor Stanley, Inc.  
Company Name

  
Signature of Authorized Company Official



## CONTRACT & PRICE/DISCOUNT COMPARISON FORM

The Local Government Purchasing Cooperative strives to provide its members with the best services and products at the best prices available. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in this proposal with prices/discounts offered to other governmental customers. Please respond to the following questions.

1. Provide the dollar value of sales to government entities at or based on an established catalog or market price during the previous 12-month period or the last fiscal year: \$ approx. \$100,000. State beginning and ending of the 12 month period. 01 / 2010. In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s).
2. Based on your written discounting policies are the discounts which you offer the Cooperative equal to or better than your best price offered to any customer acquiring the same items regardless of quantity or terms and conditions? YES  NO .
3. Based on your written discounting policies, provide information as requested for other governmental customers. The information should be provided in the chart below or in an equivalent format. Rows should be added to accommodate as many customers as required.

<u>Purchasing Group</u>	<u>Discount</u>	<u>Quantity/Volume</u>	<u>FOB Term</u>
<u>1. Federal General Services Adm.</u>			
<u>2. TX Building &amp; Procurement Comm.</u>			
<u>3. U.S. Communities Purchasing Alliance</u>			
<u>4. The Cooperative Purchasing Network</u>			
<u>5. Houston-Galveston Area Council</u>			
<u>6. Other:</u>			

MY COMPANY DOES NOT CURRENTLY HAVE ANY OF THE ABOVE OR SIMILAR TYPE CONTRACTS.

### CURRENT BUYBOARD VENDORS:

For all current Buyboard vendors, indicate below discount for current Buyboard contract, the proposed discount in this proposal and if any difference, please explain:

Current Discount: \_\_\_\_\_ Proposed Discount: \_\_\_\_\_

Explanation: \_\_\_\_\_

By signature below, I certify that the above is true and correct and that I am authorized by my company to make such certifications.

Victor Stanley, Inc.  
Company Name

Signature of Authorized Company Official



## REFERENCE & PRICE/DISCOUNT INFORMATION

**PART I:** For proposal response to be considered each vendor must supply a minimum of five (5) references, preferably governmental entities in Texas. Please fill out all of the following information including existing price/discounts offered to each customer. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in this proposal with prices/discounts offered to other governmental customers.

Entity Name	Contact	Phone#	Discount	Quantity/ Volume	FOB Term
1. City of Dallas,	Josie Salas	214-670-8893	5% + freight	\$25,000+	FOB Destination
2. Mission Bend MUD,	Diana Littlefield	713-860-6422	5% + freight	\$18,942.00	FOB Destination
3. City of Canyon,	Ashley Schilling	806-655-5044	7% + freight	\$32,000	FOB Destination
4. City of Rockport,	Dennis King	361-729-2213	7% + freight	\$7,980	FOB Destination
5. County of Jackson,	Michelle Darilek	361-782-7506	5% + freight	\$3,821.00	FOB Destination

Attach sheet(s) as necessary

Do any deviations from your written policies or standard governmental sales practices disclosed in the above chart ever result in better discounts (lower prices) than indicated? YES  NO . If YES, explain deviations: \_\_\_\_\_

**PART II:** For proposal response to be considered each vendor must submit their marketing strategy if awarded this proposal or a portion thereof. (Example: how will your company inform the Buyboard membership of your company's contract with the Buyboard initially and how will your company continue to support the Buyboard for the duration of the contract period?) (Attach additional pages if necessary.)

- Attending and exhibiting at various trade association conferences and supplier showcases
- Investigate sponsorship opportunities with local chapters of the Public Purchasing Association
- Catalog mailings to key purchasing contacts at various municipal and educational entities

By signature below, I certify that the above is true and correct and that I am authorized by my company to make such certifications.

Victor Stanley, Inc.

Company Name

  
Signature of Authorized Company Official



12007 Research Boulevard, Austin, Texas 78759-2439  
Phone: 800-695-2919 Fax: 800-211-5454

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## 1. Forms Checklist

- Completed - Notice Proposal Invitation – Form A
- Completed – Vendor Purchase Order, RFQ, and Invoice Receipt Options – Form B
- Completed – Felony Convictions Disclosure Statement – Form C
- Completed – Out of State Certification Page – Form D
- Completed – Historically Underutilized Business (HUB) - Form E
- Completed – Deviations/Compliance Signature Page – Form F
- Completed – Dealerships Listing – Form G
- Completed – Regional Service Area Designation – Form H
- Completed – State Service Designation – Form I
- Completed - Contract and Price/Discount Comparison Form – Form J
- Completed – Reference & Price/Discount Information - Form K
- Completed – Proposal Forms and Catalogs/Pricelists

Form L



**PARKS & RECREATION EQUIPMENT & INSTALLATION, SUPPLEMENTAL  
PROPOSAL #361-10**

**ADDENDUM #1**

The following information becomes a permanent part of the Proposal Invitation document:

**CLARIFICATION: Product lines awarded in proposal #346-10 WILL NOT  
be considered for award in Proposal #370-11**

**CONTRACT EFFECTIVE DATE: April 1, 2011 THROUGH  
SEPTEMBER 30, 2011 WITH TWO POSSIBLE ONE-YEAR EXTENSIONS.**

Please sign and return one copy of the addendum with proposal as verification of receipt and compliance with addendum information.

Company Name: Victor Stanley, Inc.

Address: P.O. Drawer 330 Dunkirk, MD 20754

Signature of Authorized  
Company Official: \_\_\_\_\_

Title: Vice President

Telephone Number: 1-800-368-2573

Date: 2/1/11

Parks and Recreation and Products and Installation, Supplemental -- Proposal #370-11  
 NOTE: pricelist/catalog must be submitted with proposal response or response will not be considered.

Item No.	Short Description	Full Description	Discount Off Catalog or Pricelist	Catalog/Pricelist Name	Exceptions to Catalog Discount
5	Discount Off Catalog for Park Drinking Fountains	For all <b>Park Drinking Fountains, Attachments &amp; Accessories</b> -- please state the Discount Off Catalog or Pricelist			
6	Discount Off Catalog for Playground Equipment	For all <b>Playground Equipment, Attachments &amp; Accessories</b> -- please state the Discount Off Catalog or Pricelist			
7	Discount Off Catalog for Playground Sports Equipment	For all <b>Playground Sports Equipment</b> -- please state the Discount Off Catalog or Pricelist			
8	Discount Off Catalog for Playground & Park Amenities	For all <b>Playground &amp; Park Amenities including tables, benches, litter receptacles, bike racks, etc.</b> -- please state the Discount Off Catalog or Pricelist	7%	Price Schedule V.10	
9	Discount Off Catalog for Playground Safety Surfacing	For all <b>Playground Safety Surfacing Products</b> -- please state the Discount Off Catalog or Pricelist			
10	Discount Off Catalog for Shade Canopies & Structures	For All <b>Shade Canopies &amp; Structures, Attachments &amp; Accessories</b> -- please state the Discount Off Catalog or Pricelist			
11	Discount Off Catalog for Signage & Marquees	For all <b>Signage Products including Marquees, Etc., Attachments &amp; Accessories</b> -- please state the Discount Off Catalog or Pricelist			

Parks and Recreation and Products and Installation, Supplemental -- Proposal #370-11  
**NOTE:** pricelist/catalog must be submitted with proposal response or response will not be considered.

12	Discount Off Catalog for Skate Parks	For All Skate Park Products, Attachments & Accessories - please state the Discount Off Catalog or Pricelist			
13	Discount Off Catalog for Water Parks	For All Water Park Products, Attachments & Accessories - please state the Discount Off Catalog or Pricelist			
14	Discount Off Catalog for All Other Parks & Recreation Products	For All Other Parks & Recreation Products -- please state the Discount Off Catalog or Pricelist	7%	Price Schedule V.10	
<b>Item No.</b>	<b>Short Description</b>	<b>Section II: Installation - Installation costs will be based on most current edition of the RS Means Construction Cost Data Book &amp; applicable city cost index.</b>	<b>Coefficient or Discount based on RS Means Construction Cost Data Book for all Installation</b>		
15	Installation of Playground Equipment	Installation of Playground Equipment			
16	Installation of Outdoor Scoreboards	Installation of Outdoor Scoreboards			
17	Installation of Signage Products	Installation of Signage Products, Marquees, Etc.			
18	Installation of Bleachers & Seating Systems	Installation of Bleachers & Seating Systems			
19	Installation of Park Buildings & Shelters	Installation of Park Buildings & Shelters			
20	Installation of All Other Park Related Products	Installation of All Other Park Related Products			